

IDEXX Q4 & Full Year 2017 Earnings Highlights (NASDAQ: IDXX)



Revenue



Operating Profit



Diluted Earnings Per Share

	Revenue	Operating Profit	Diluted Earnings Per Share
Q4 2017	\$506M	\$98M 19.3% of Revenue	\$0.43
	Reported growth: + 14%	Yoy change in basis points: + 40 bps	Reported growth: - 26%
	Organic growth: + 12%	Constant currency yoy change in basis points: + 40 bps	(Includes \$0.34 per share charge related to U.S. Tax Reform)
			Comparable Constant Currency growth: + 19%
Full Year 2017	\$1,969M	\$413M 21.0% of Revenue	\$2.94
	Reported growth: + 11%	Constant currency yoy change in basis points: + 140 bps	Reported growth: + 20%
	Organic growth: + 10%		Comparable Constant Currency growth: + 21%

Region	Q4 Revenue	Reported Growth year over year	Organic Growth year over year		Q4 Revenue	Reported Growth year over year	Organic Growth year over year
US	\$298M	+11%	+11%	CAG	\$434M	+ 14%	+ 12%
International	\$208M	+19%	+13%	LPD	\$37M	+ 13%	+ 8%
				Water	\$29M	+ 19%	+ 16%
				Other	\$7M		

CAG Detail

Q4 Premium Instrument Placements

	Catalyst®	1,863
	Premium Hematology	1,040
	SediVue® Dx	747
TOTAL	3,650	
	SNAP Pro®	1,630

Net CAG Revenue

	Q4 Revenue	Reported Growth year over year	Organic Growth year over year
CAG Diagnostics Recurring	\$360M	+ 15%	+ 13%
<i>IDEXX VetLab® Consumables</i>	<i>\$134M</i>	<i>+ 16%</i>	<i>+ 14%</i>
<i>Rapid Assay Products</i>	<i>\$46M</i>	<i>+ 11%</i>	<i>+ 10%</i>
<i>Reference Laboratory Dx & Consulting Services</i>	<i>\$162M</i>	<i>+ 15%</i>	<i>+ 12%</i>
<i>CAG Diagnostic Service and Accessories</i>	<i>\$18M</i>	<i>+ 19%</i>	<i>+ 16%</i>
CAG Diagnostics Capital – Instruments	\$37M	+ 5%	+ 2%
Veterinary Software, Services & Diagnostic Imaging Systems	\$37M	+ 14%	+ 13%

Full Year 2018 Outlook

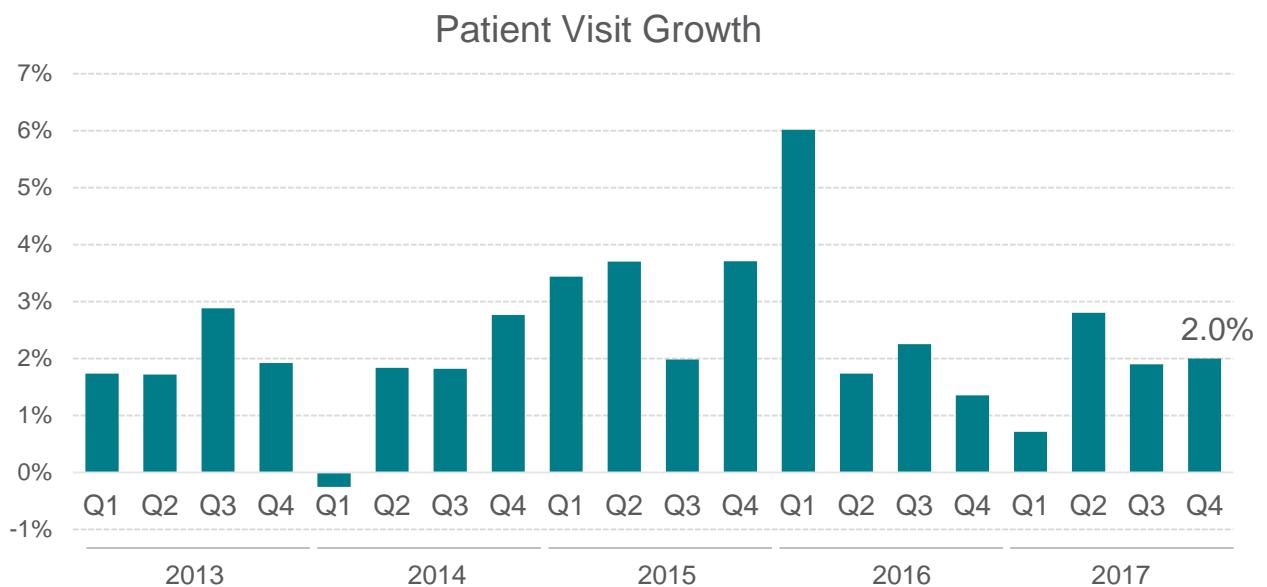
	2018 Outlook	Growth year over year	Comparison to Preliminary 2018 Outlook (provided in Q3 2017 Earnings Call on October 31, 2017)
Revenue	\$2,205 - \$2,245M	Reported: + 12% - 14% Organic: + 9.5% - 11.5%	<ul style="list-style-type: none"> Revenue: +\$65M at midpoint (reflects strong operating trends, ~\$35M benefit from updated FX assumptions, and an estimated ~\$10M benefit from revenue recognition accounting changes)
EPS	\$4.04 - \$4.18	Reported: + 37% - 42% Constant Currency: + 42% - 46% Comparable Constant Currency: + 29% - 33%	<ul style="list-style-type: none"> EPS: +\$0.55 per share at the midpoint (~\$0.39 benefit related to lower effective U.S. tax rates, net of share-based compensation accounting impact, ~\$0.10 related to updated FX assumptions, ~\$0.06 in incremental benefits from strong operating profit performance trends)
Free Cash Flow	~ 80% - 85%		

For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to IDEXX's fiscal year 2017 fourth quarter earnings release issued on February 1, 2018 available at <https://www.idexx.com/investors>. Amounts presented may not recalculate due to rounding.

U.S. Companion Animal Practice Growth Update

Quarterly U.S. Veterinary Practice Growth Rate

Weighted Average Year-to-Year % Change Per Practice



Source: IDEXX Practice Intelligence data (sample of 4,100 to 5,400 practices), weighted based on region and practice size.