Q4 Premium Instrument Placements

WW North America Intl

Catalyst® 2,517 690 1,827
New and competitive 1,575 456 1,119
Premium Hematology 1,248 488 760
SediVue® Dx 713 557 156
TOTAL 4,478 1,735 2,743

CAG Diagnostics Recurring

IDEXX VetLab® Consumables $174M  + 11%  + 12%
Rapid Assay Products $50M  + 4%  + 4%
Reference Laboratory Dx and Consulting Services $201M  + 13%  + 11%
CAG Diagnostics Services and Accessories $21M  + 16%  + 17%
CAG Diagnostics Capital – Instruments $40M  + 7%  + 8%
Veterinary Software, Services and Diagnostic Imaging Systems $44M  + 9%  + 9%

Full Year 2020 Outlook (provided in Q3 2019 Earnings Call on October 31, 2019)

Revenue $2,620 - $2,655M Reported: + 9% - 10.5%
Organic: + 9% - 10.5%
CAG Diagnostics Recurring Revenue Reported: + 11% - 12%
Organic: + 11% - 12%

EPS $5.42 - $5.58 Reported: + 11% - 14%
Comparable
Constant Currency: + 13% - 16%

Free Cash Flow ~75% - 80% of Net Income

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**Growth rate estimate with margin of error of +/ - 0.4% at a 95% confidence level.**

We estimate net new practice formation adds ~1% of incremental market growth per year beyond per practice growth.

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