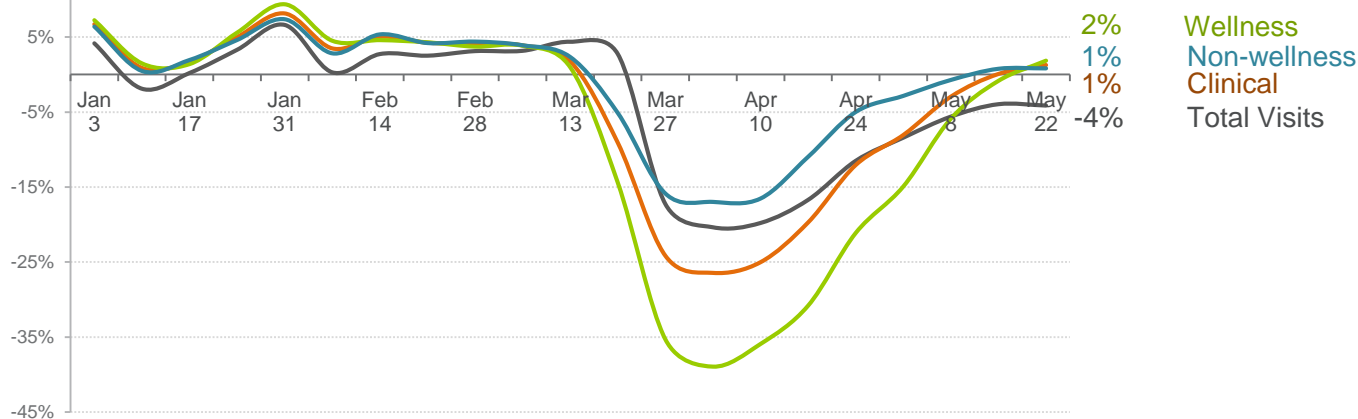


U.S. Companion Animal Market Trends Update

As of May 22, 2020

Over the past 7 weeks, we've seen a steady recovery of clinical visits.

U.S. Average Visits per Practice 7-day Moving Average Year-Over-Year Change (%)



Total visits include clinical and non-clinical visits. Non-clinical visits are those that exclusively include retail, boarding and grooming type visits.

Clinical visits are those where the reason for visit involves an interaction between a clinician and a pet, including wellness and non-wellness visit types. In 2019, there were an estimated 180 million clinical visits in the U.S., comprising 57% of total U.S. companion animal practice visits.

Non-wellness visits include those for which the reason for visit is sickness, procedure or monitoring. In 2019, there were an estimated 105 million non-wellness visits in the U.S., comprising 58% of clinical U.S. companion animal practice visits.

Wellness visits include those visits for which the reason for visit is an annual exam, vaccination, or routine check-up. In 2019, there were an estimated 75 million wellness visits in the U.S., comprising 42% of clinical U.S. companion animal practice visits.

Estimated 2019 U.S. companion animal diagnostic market revenue was approximately 75% from non-wellness visits and 25% from wellness visits

Weekly Year-Over-Year % Growth Rates

Week Ended	Total	Clinical	Non-wellness	Wellness
3/6/20	3%	4%	4%	4%
3/13/20	4%	2%	2%	1%
3/20/20	3%	-9%	-5%	-14%
3/27/20	-17%	-24%	-16%	-35%
4/3/20	-20%	-26%	-17%	-39%
4/10/20	-20%	-25%	-17%	-36%
4/17/20	-17%	-20%	-11%	-31%
4/24/20	-11%	-12%	-5%	-21%
5/1/20	-8%	-8%	-3%	-15%
5/8/20	-6%	-3%	-1%	-6%
5/15/20	-4%	0%	1%	-1%
5/22/20	-4%	1%	1%	2%

Source: IDEXX Practice Intelligence data; sample of ~7,500 practices representing five different practice information management systems, weighted based on practice size and region to reflect market composition. Analysis reflects representative real-time trends on same practice year-over-year growth and does not include adjustments related to equivalent business days or atypical practice behaviors related to timing of posting transactions. Growth rates margin of error of +/- 0.4% at a 95% confidence level.

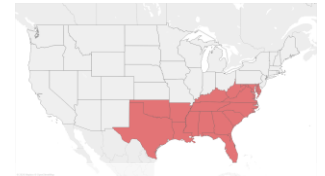
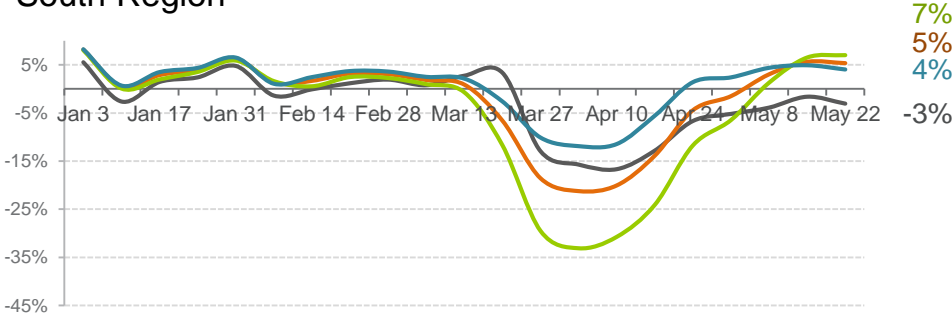
U.S. Companion Animal Market Trends Update

As of May 22, 2020

- Clinical
- Non-wellness
- Wellness
- Total Visits

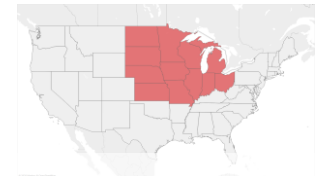
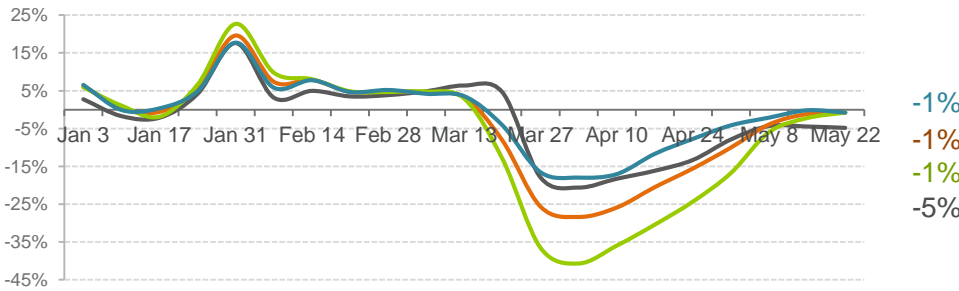
Region Average Visits per Practice 7-day Moving Average Year-Over-Year Change (%)

South Region



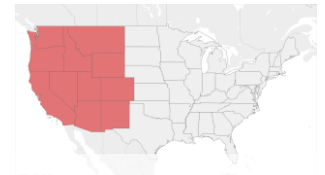
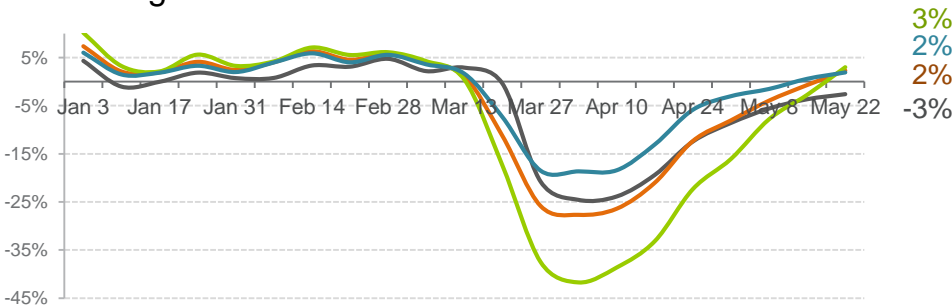
40%
of Total 2019 Clinical Visits

Midwest Region



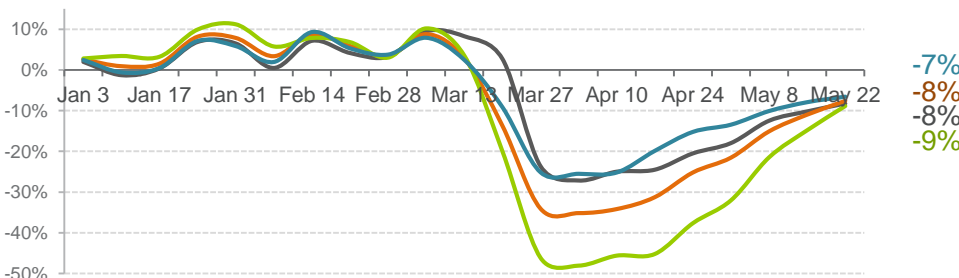
22%
of Total 2019 Clinical Visits

West Region



22%
of Total 2019 Clinical Visits

Northeast Region



16%
of Total 2019 Clinical Visits

Source: IDEXX Practice Intelligence data; sample of ~7,500 practices representing five different practice information management systems, weighted based on practice size and region to reflect market composition. Analysis reflects representative real-time trends on same practice year-over-year growth and does not include adjustments related to equivalent business days or atypical practice behaviors related to timing of posting transactions. Growth rates margin of error of +/- 0.4% at a 95% confidence level.