

IDEXX Q3 2020 Earnings Highlights (NASDAQ: IDXX)



Revenue

\$722M

Reported growth: +19%
Organic growth: +18%

CAG Diagnostics Recurring
Organic Growth: +21%



Operating Profit

\$172M

24% of Revenue

YoY change in basis points:

Reported +70 bps
Constant currency +470 bps



Diluted Earnings Per Share

\$1.69

Reported growth: +36%
Comparable constant currency growth: +47%



CAG

Revenue **\$638M**

Reported growth: +20%
Organic growth: +18%



Water

Revenue **\$33M**

Reported growth: -5%
Organic growth: -4%



LPD

Revenue **\$37M**

Reported growth: +18%
Organic growth: +18%

Net CAG Revenue

	Q3 Revenue	Reported Growth <i>year over year</i>	Organic Growth <i>year over year</i>	Q3 Premium Instrument Placements	WW	North America	Intl
CAG Diagnostics Recurring	\$567M	+23%	+21%	Catalyst	1,700	608	1,092
<i>IDEXX VetLab® Consumables</i>	\$219M	+23%	+22%	<i>New and competitive</i>	1,163	303	860
<i>Rapid Assay Products</i>	\$71M	+20%	+20%	Premium Hematology	978	358	620
<i>Reference Laboratory Dx and Consulting Services</i>	\$254M	+24%	+21%	SediVue® Dx	495	327	168
<i>CAG Diagnostics Services and Accessories</i>	\$24M	+21%	+20%	TOTAL	3,173	1,293	1,880
CAG Diagnostics Capital – Instruments	\$29M	-10%	-11%				
Veterinary Software, Services and Diagnostic Imaging Systems	\$41M	+4%	+4%				

2020 and 2021 Outlook

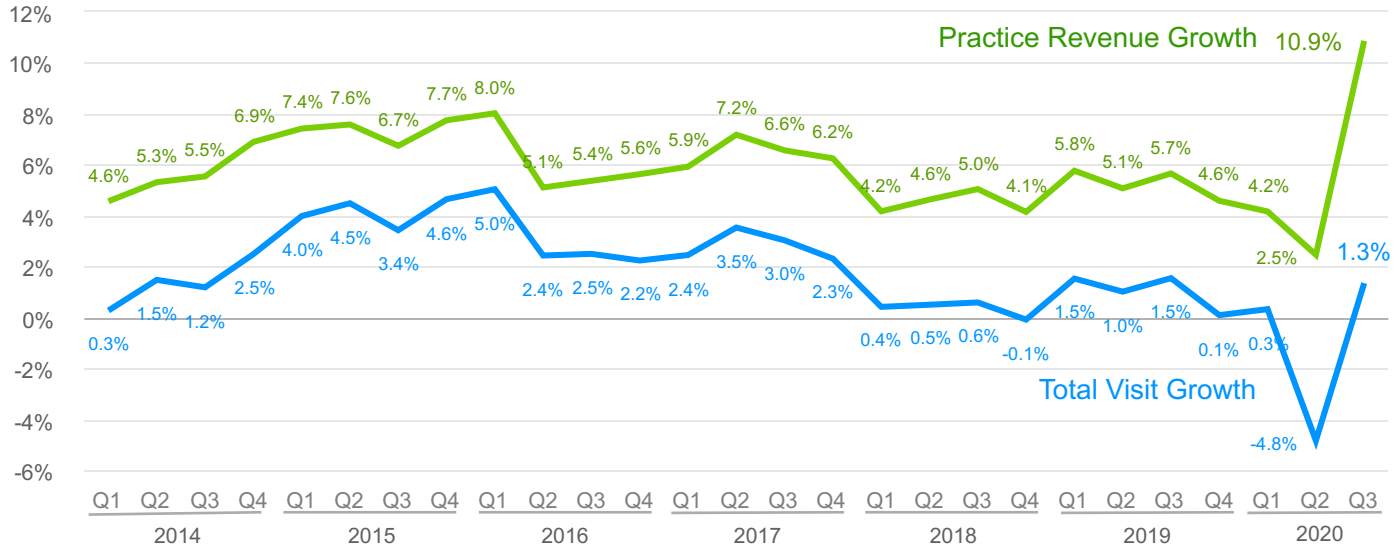
Strong global companion animal market trends supported high demand for CAG diagnostics products and services in the third quarter, following the V-shaped recovery seen in the second quarter. While these trends are encouraging, potential effects related to ongoing COVID-19 case management efforts and related economic impacts are challenging to predict and may pressure future revenues should enhanced social distancing policies and higher infection rates impact veterinary operations.

The company is maintaining suspension of 2020 guidance due to the unpredictability of potential future impacts related to the COVID-19 pandemic and is not providing preliminary 2021 guidance at this time.

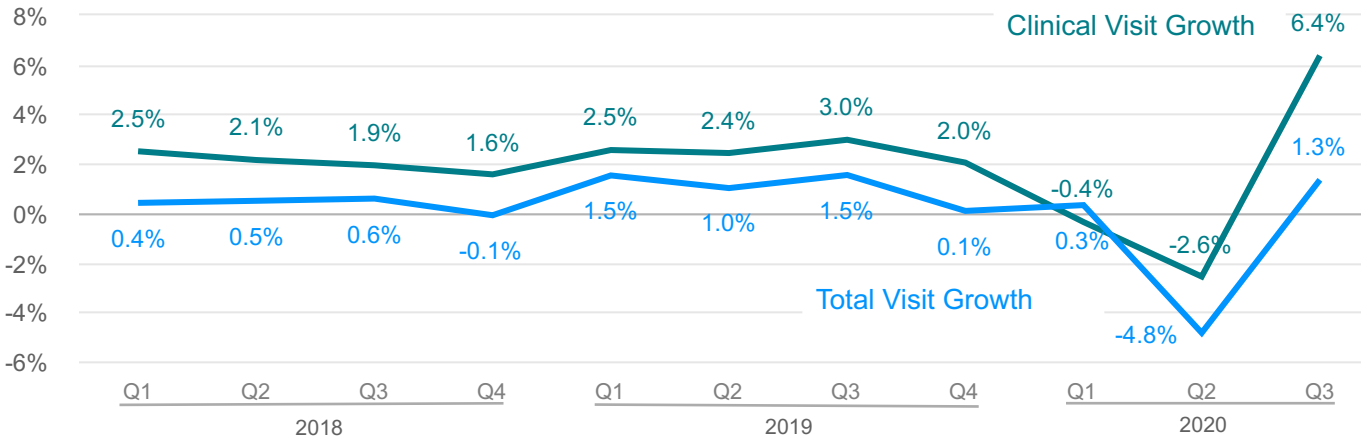
For full financial data, non-GAAP reconciliations and cautionary language regarding forward-looking statements, please refer to IDEXX's 2020 third quarter earnings release issued on October 29, 2020 available at <https://www.idexx.com/investors>. Amounts presented may not recalculate due to rounding.

U.S. Companion Animal Practice Growth Update

Total Practice Revenue and Visit Growth Weighted Average Year-to-Year % Change *Per Practice**



Total and Clinical Patient Visit Growth Weighted Average Year-to-Year % Change *Per Practice**



Source: IDEXX Practice Intelligence data; sample of ~7,750 practices representing six different practice information management systems, weighted based on practice size and region to reflect market composition. 'Clinical visits' are those where the reason for visit involves an interaction between a clinician and a pet. *We estimate net new practice formation adds ~1% of incremental market growth per year beyond per practice growth. Growth rate estimate with margin of error of +/- 0.4% at a 95% confidence level.

IDEXX Premium Instruments Installed Base

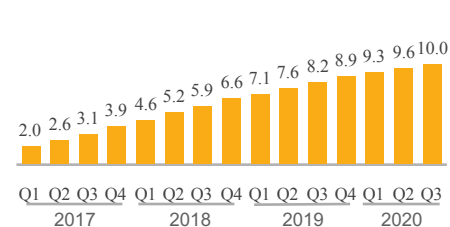
Catalyst Installed Base
(in thousands)



Premium Hematology Installed Base
(in thousands)



SediVue Installed Base
(in thousands)



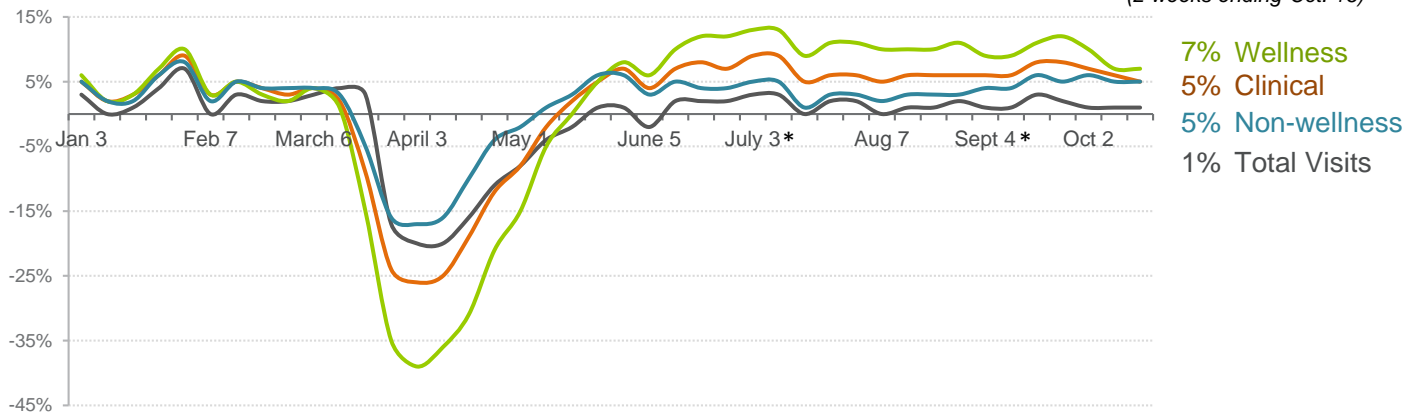
U.S. Companion Animal Market Trends Update

As of October 16, 2020

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

October Visit Growth

(2 weeks ending Oct. 16)



2020 Year-Over-Year % Growth Rates

Average per Practice	Q1	Q2	Q3	October (2 weeks ending October 16)
Total Practice Revenue	4%	2%	11%	11%
Total Visits	0.3%	-5%	1%	1%
Clinical Visits	-0.4%	-3%	6%	5%
Non-Wellness Visits	1%	-1%	3%	5%
Wellness Visits	-3%	-5%	11%	7%

Monthly Year-Over-Year % Growth Rates

Month	Total	Clinical	Non-wellness	Wellness
January	3%	5%	5%	6%
February	2%	4%	3%	4%
March	-4%	-9%	-4%	-16%
April	-15%	-18%	-10%	-28%
May	-2%	2%	2%	1%
June	2%	8%	5%	11%
July	1%	6%	2%	11%
August	1%	6%	3%	10%
September	2%	7%	4%	11%

Total visits include clinical and non-clinical visits. In 2019, there were an estimated 315 million U.S. total visits. Approximately 70% of estimated U.S. companion animal diagnostic market revenue is from non-wellness visits.

Clinical visits are those where the reason for visit involves an interaction between a clinician and a pet. In 2019, there were an estimated 180 million U.S. clinical 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 U.S. non-wellness 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 U.S. wellness visits.

* To smooth the volatility associated with holiday timing, the graph reflects 2-week average growth rates for the weeks ending 7/3, 7/10, and ending 9/4, 9/11.

Source: IDEXX Practice Intelligence data; sample of ~7,800 practices representing six 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 and may understate period activity due to latency at clinic level posting daily transactions. We update data for previously reported periods to include subsequent data reporting. Growth rates margin of error of +/- 0.4% at a 95% confidence level.

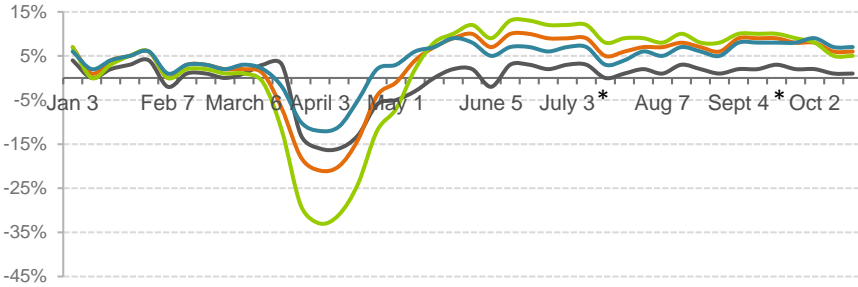
U.S. Companion Animal Market Trends Update

As of October 16, 2020

- Wellness
- Clinical
- Non-wellness
- Total Visits

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

South Region



October Visit Growth

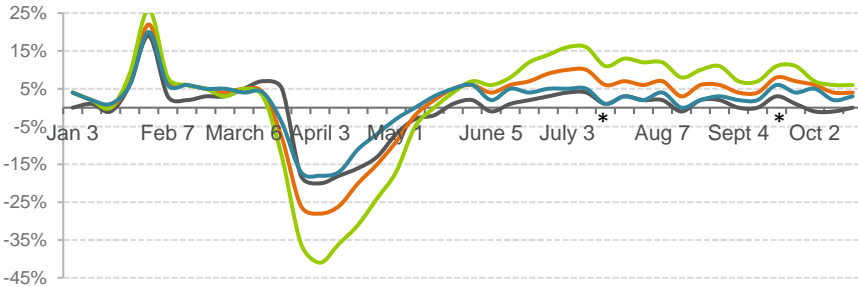
(2 weeks ending Oct. 16)

- 5%
- 6%
- 7%
- 1%



40%
of Total 2019 Clinical Visits

Midwest Region

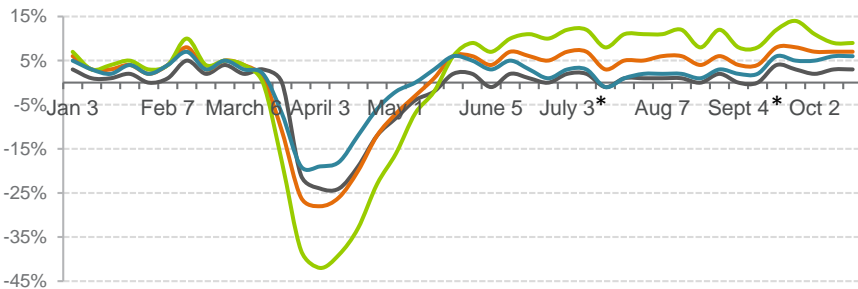


- 6%
- 4%
- 3%
- 0%



22%
of Total 2019 Clinical Visits

West Region

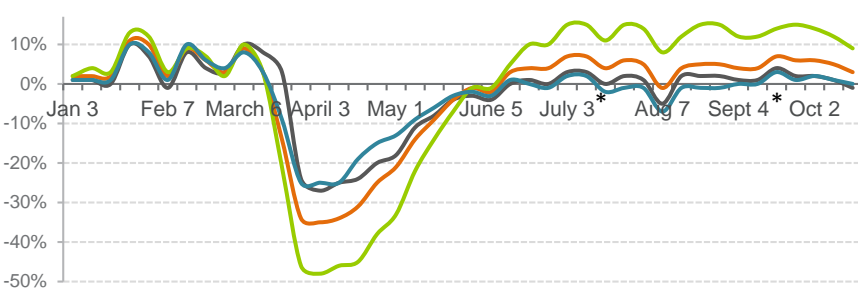


- 9%
- 7%
- 6%
- 3%



22%
of Total 2019 Clinical Visits

Northeast Region



- 9%
- 3%
- 0%
- 1%



16%
of Total 2019 Clinical Visits