Factors affecting future performance & non-GAAP financial measures

This presentation contains "forward-looking" statements which are statements relating to future events. These statements include those relating to estimates and projections of future earnings per share, cash flow and revenue growth and other financial results, developments relating to our customers and end-markets, and plans concerning business development opportunities. Words such as "believes," "intends," "anticipates," "plans," "expects," "projects," "forecasts," "will" and similar expressions, and references to guidance, are intended to identify forward-looking statements. Such statements are based on management's current assumptions and expectations and no assurances can be given that our assumptions or expectations will prove to be correct. A number of important risk factors could cause actual results to differ materially from the results described, implied or projected in any forward-looking statements. These uncertainties may cause our actual future results to be materially different than those expressed in our forward looking statements. A detailed description of these risk factors can be found under the caption "Risk Factors" in our most recent annual report on Form 10-K and in our other filings with the Securities and Exchange Commission. We disclaim any intention or obligation to update any forward-looking statements as a result of developments occurring after the date of this presentation.

In addition to financial measures prepared in accordance with generally accepted accounting principles (GAAP), this presentation also contains non-GAAP financial measures. The reasons that we use these measures, a reconciliation of these measures to the most directly comparable GAAP measures, and other information relating to these measures are available on the “Financial Information” section of our website at www.perkinelmer.com.
Innovating for a healthier world
DISCOVERY & ANALYTICAL SOLUTIONS
Analyzing the factors around us that impact our health

DIAGNOSTICS
Detecting and understanding disease

Foundational capabilities

Detection
Imaging
Software
Services
• Increases addressable markets and global reach
• Enables extensive menu and more complete solutions
• Bolsters China and other emerging market leadership
• Accelerates growth and earnings opportunities

2018 EPS accretion $0.28-0.30
Financials at a Glance

- **Diagnostics**: 40% of revenue
- **Discovery & Analytical Solutions**: 60% of revenue

**Revenue**:
- $2.5B

**EBITDA %**:
- 21%

**Enterprise Value**:
- $10 Billion

**Employees**:
- 11,300

**Regional Breakdown**:
- **Europe**: 25%
- **The Americas**: 45%
- **Asia Pacific**: 30%

**Product Breakdown**:
- **Instruments**: 31%
- **Software & Services**: 32%
- **Consumables**: 37%

**Note**: Reflects pro-forma impact of recently closed Euroimmun acquisition.
OUR MISSION

Innovating for a healthier world

... Increasing our global impact
DISCOVERY & ANALYTICAL SOLUTIONS

Focusing on driving the greatest impact

Expanding our global impact

Innovating across …

Detection
Imaging
Software
Services
EXPANDING DIAGNOSTICS MARKET REACH AND GLOBAL IMPACT

- **Reproductive Health**
  - #1 provider of newborn screening tests worldwide

- **Applied Genomics**
  - #1 platform agnostic automation provider to sequencing labs
  - Extended NGS sample prep reagents and genetic testing capabilities

- **Immunodiagnostics**
  - #1 global player in autoimmune and increased breadth in India and China
  - Expanded into allergy and in-vitro diagnostics

- Increase in Total Addressable Market (TAM)
  - 2016: $6B TAM
  - 2018: $17B TAM

- Expanded NGS sample prep reagents and genetic testing capabilities
Global healthcare spend associated with birth has \textit{tripled} in the last 10 years

Over 1,500 genetic tests available today increasing at \textit{25\%} annually

Global incidence of autoimmune diseases is increasing by \textit{20\%} annually
ENABLING AFFORDABLE NON-INVASIVE PRENATAL SCREENING ACROSS THE GLOBE

Vanadis: 2018 launch

Providing a unique value proposition for screening
- Non-PCR, non-NGS
- High throughput
- Cost effective
- Easy to use

Offering a complete PKI solution

Extract | Core | View | LifeCycle
--- | --- | --- | ---
Integrated System Software
ACCELERATING EARLIER DETECTION OF GENETIC DISORDERS AND RARE DISEASES

Novel sequencing services
- First lab to launch newborn Whole Genome Sequencing with a complementary biochemical testing offering

Unique, global capabilities
- Global network of labs enabling a large and diverse database of genetic variants

Expertise across the complete workflow and all sample types
- Strong vertical integration driving consistent quality and higher margins
Providing answers to the 575 million people suffering from autoimmune disease globally

Global leader with broadest menu
- Over 200 assays across all areas of autoimmune disease

Trusted brand known for high-quality and performance
- Differentiated assays and technology platforms

Culture of innovation
- Over 100 worldwide R&D collaborations
Discovery & Analytical Solutions

- Software & Services: 45%
- Instruments & Consumables: 55%

Revenue:
- $1.5B

Margins:
- 17% Adj. Op. Margin

Global Regions:
- Europe: 29%
- The Americas: 43%
- Asia Pacific: 28%

Products:
- 45% Software & Services
- 40% Instruments
- 15% Reagents / Consumables
FOCUSING DAS ON WHERE WE CAN DRIVE THE LARGEST IMPACT

Total Addressable Market: $28B

- **Instruments & Consumables** $17B
  - **Food Analysis**: Leading provider within Food Quality, Safety and Research
  - **Life Sciences Imaging**: #1 across cellular, tissue, and animal
  - **Environmental Detection**: Leader in water, soil, and air testing applications

- **Services & Software** $11B
  - **Enterprise Service & Software**: #1 solution provider in Asset Management, Professional & Technology Services through our OneSource business

Differentiating capabilities
The digital transformation of labs enables 20% annual R&D cost savings.

By 2050, the world must feed an additional 2.5 billion people.

40%+ of drugs in development are for personalized medicine.

By 2025, half of the world's population will be living in water-stressed areas.
Partnering with customers to improve productivity by up to 20% within their laboratories

PKI is leading labs through the digital transformation

Uniquely positioned to enable discovery & analysis “beyond the box” through a connected laboratory

From reactive support...

Remote Monitoring

Utilization & optimization

Predictive Analytics

… to trusted partner

Uniquely positioned to enable discovery & analysis “beyond the box” through a connected laboratory

Collaboration Tools

Decision Modeling

Compliance Software

New Business Models
PARTNERING WITH CUSTOMERS TO IMPROVE PRODUCTIVITY BY UP TO 20% WITHIN THEIR LABORATORIES

PKI has the ability to deliver globally at scale

ALL Top 20 pharma labs SERVED

>1,650 TOTAL SERVICE ENGINEERS

>500,000 ANNUAL SERVICE EVENTS

>600 GLOBALLY DISPERSED SERVICE ENGINEERS:

>400

>500

>150
ENSURING A HIGH-QUALITY AND CONTAMINANT-FREE GLOBAL FOOD SUPPLY CHAIN

Leading positions
• #1 in whole grain protein and moisture analysis
• Leading dairy analysis provider

Broad commercial reach
• Serving 9 of the Top 10 global food producers

Suite of solutions across multiple detection technologies
• Solutions spanning food quality, biological, and chemical food safety
Providing imaging solutions that deepen our understanding of the most complex disease pathways

Supporting high-growth research applications
- Personalized medicine
- Stem cell research
- Immuno-oncology

Leading High Content Screening platforms
- World-class products and brand recognition: Opera and Opera Phenix systems

Differentiated software
- Industry leading, AI-enabled imaging analysis
SAFEGUARDING OUR GLOBAL DRINKING WATER THROUGH THE DETECTION OF OVER 25 TRACE CONTAMINANTS

Leading detection platforms
- Global brand recognition with high performance across platforms: NexION, PinAAcle and Avio

Extensive application knowledge
- Team of 80+ worldwide driving impactful solutions for the customer

Significant emerging market reach where the need for testing is most critical
- Market leading position in China
PerkinElmer Strategic Priorities

Expanding Diagnostics  Focusing DAS  Delivering Innovation

... Advancing our Mission and Driving Profitable Growth
2012-2017 Financial summary

- 22% Total Revenue growth
- 400+ bps Operating Profit expansion
- 65% Total EPS growth

Shareholder returns

- 1 Year: 18%, 21%
- 3 Year: 20%, 41%
- 5 Year: 103%, 103%
- 10 Year: 135%, 137%, 129%

Source: Bloomberg Daily Total Returns
2020 Finance Outlook

Revenue
- High single digit revenue CAGR

Portfolio
- ~45% emerging markets
- >75% consumables, service & software

EPS
- Mid-teens EPS CAGR

Margin
- Adjusted operating margin of 22%
Differentiated capabilities

Serving attractive markets

Delivering strong results

Making a significant difference

Innovating for a healthier world