

# 1Q21 Earnings Presentation



May 4, 2021

# SAFE HARBOR

This presentation contains "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995, including but not limited to statements 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. A reconciliation of these measures to the most directly comparable GAAP measures is included in the embedded [hyperlink](#) and is available on the "Financial Information" section of our website at [www.perkinelmer.com](http://www.perkinelmer.com).

# 1Q '21 FINANCIAL RESULTS

Org. Rev Growth **↑92%** | Adj Op Margin **↑2610bps** | Adj EPS Growth **↑455%**

## Adjusted Revenue: \$1.31 billion; +101% y/y

- Organic: +92%; M&A: +5%; FX: +3%
- COVID: \$550 million vs. \$12 million in 1Q20
- Non-COVID: +10% organic growth

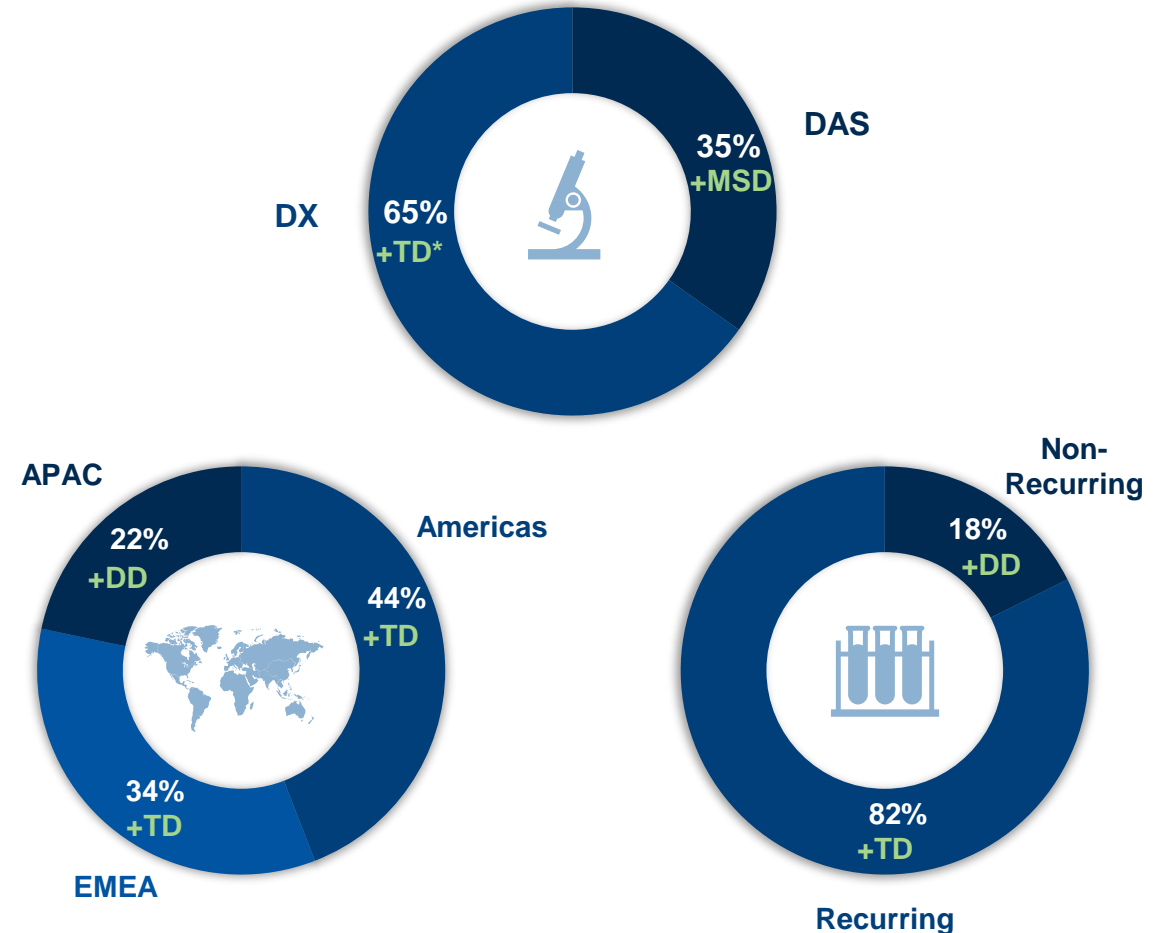
## Adj Op Margin: 41.4%; +2,610 basis points y/y

- +1,200 basis point adj gross margin expansion to 61.9%
- Drivers: volume leverage, business mix, and productivity programs

## Adj EPS: \$3.72; +455% growth y/y

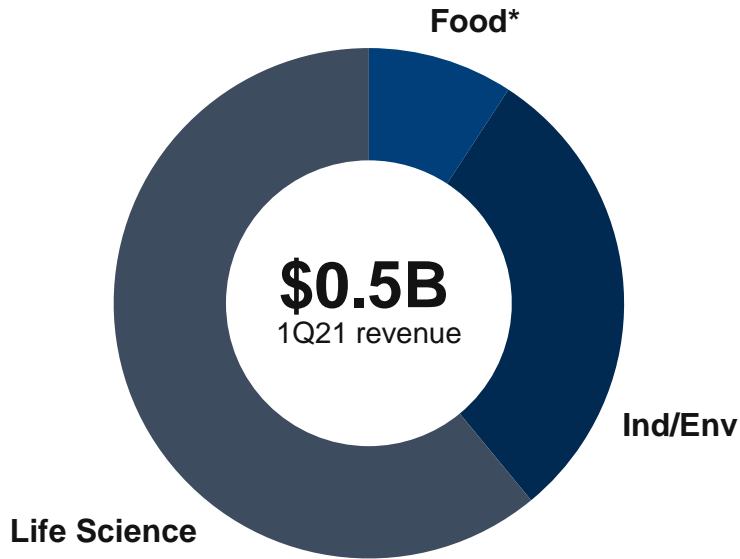
## Adj Free Cash Flow: \$479 million (114% non-GAAP conversion)

## Revenue Mix (%) & Organic Growth Highlights



\*+TD = triple-digit growth; Reconciliations to the most directly comparable GAAP measure for the non-GAAP terms presented above are provided on our website and in this [hyperlink](#)

# DISCOVERY & ANALYTICAL SOLUTIONS



## 1Q21 Performance

- **+14% reported growth**
  - Organic: +6%; M&A: +5%; FX: +3%
  - Higher backlog in all three end-markets exiting 1Q21
- **Adj Op margins of 16.6%** increased approximately 300 basis points y/y
  - Higher volume and mix offset additional investments



- ✓ **LSD** organic growth with Pharma/Biotech up **LSD** and Acad/Gov't down **LSD**
- ✓ Discovery (+DD) and Informatics (+HSD) drove Pharma/Biotech performance



- ✓ **HSD** organic growth
- ✓ Food Safety demand increased **DD** despite tough y/y comparison



- ✓ **DD** Industrial & Env. organic growth
- ✓ Env. & Safety led the way up strong **DD** driven by European and APAC demand



NexION ICP-MS



Cisbio Alpha Kit



QSight Triple Quad



ELN & Signals Notebook



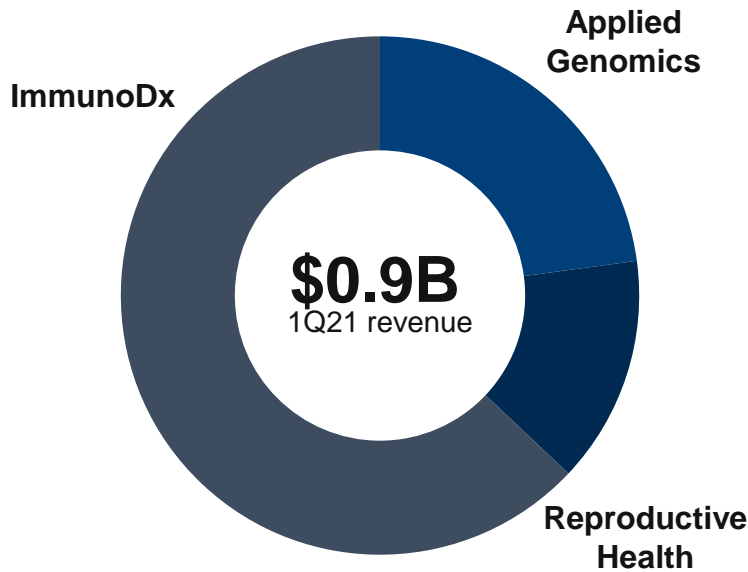
Opera Phenix HCS



OneSource

\*Food is split from Applied to illuminate the business segment. Applied in the chart above is comprised of Industrial & Environmental end-markets  
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# DIAGNOSTICS



## 1Q21 Performance

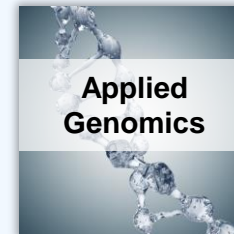
- **+236% reported growth**
  - Organic: +227%; M&A: +5%; FX: +4%
  - All three regions more than doubled y/y
- **Adj Op margins of 56.6%** expanded 3,350 basis points y/y
- Favorable business mix and volume



- ✓ **HSD** organic growth driven by clinical diagnostics franchise
- ✓ Ongoing birth rate pressures offset by improved utilization & menu expansion



- ✓ **TD** organic growth
- ✓ Non-COVID portfolio grew **DD** led by EuroImmun and Tulip



- ✓ **TD** growth y/y
- ✓ Automated liquid handling & NA Extraction grew 10x and 9x, respectively, y/y



GSP



GSP MM Kit



Vanadis View®\*



chemagic 360



EUROIMMUN ELISA Kit



EUROLabWorkstation

\*Vanadis View® is one of three systems in the Vanadis NIPT workflow: Vanadis Extract®, Vanadis Core®, and Vanadis View®

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# UPDATED FINANCIAL GUIDANCE

## 2Q21 Guidance

- **Reported Revenue: \$1.11 billion;** 37% reported growth
  - Organic: +29%; M&A +5%; FX +4%
- **Assumptions COVID vs. Non-COVID Outlook**
  - Non-COVID products: *High-teens* organic growth
  - COVID products: \$325 million (vs. \$196 million in 2Q20)
- \$16 million of Interest Expense & Other
- 21% adjusted tax rate
- **Adjusted EPS: \$2.35**
  - Average diluted share count of 112-113 million shares

## 2021 UPDATE

- **Revenue: \$4.37 billion;** 15% reported growth
  - Organic: +9%; M&A +4%; FX +2%
- **Assumptions COVID vs. Non-COVID Outlook**
  - Non-COVID products: +11% organic growth
  - COVID products: +5% growth (vs. \$1.05B in 2020)
- \$60 million of Interest Expense & Other
- 20% adjusted tax rate
- **Adjusted EPS: \$9.40**
  - Average diluted share count of 112-113 million shares





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for a *healthier* world