

# 3Q20 Earnings Presentation



October 28, 2020

# 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 quarterly report on Form 10-Q 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).

# 3Q '20 FINANCIAL RESULTS

Org. Rev Growth ↑ **34%**

Adj Op Margin ↑ **1000bps**

Adj EPS Growth ↑ **97%**

## Adjusted Revenue: \$964 million; +36% y/y

- Organic: +34%; M&A: +1%; FX: +1%
- COVID: +\$288 million; +41% growth
- Non-COVID: (6)% organic decline

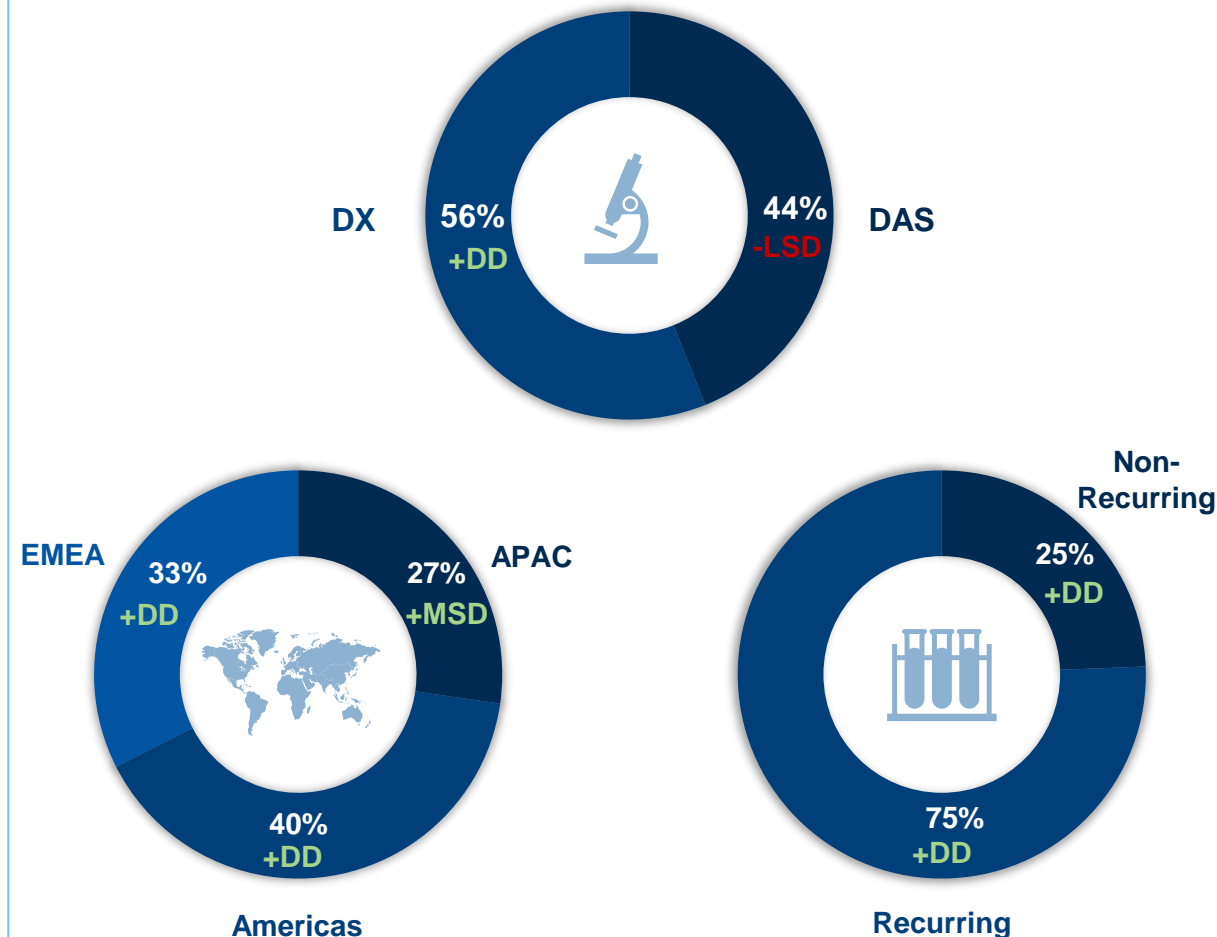
## Adj Op Margin: 31.6%; +1,000 basis points y/y

- +480 basis point adj gross margin expansion to 56.5%
- Drivers: volume leverage, business mix, and productivity programs

## Adj EPS: \$2.09; +97% growth y/y

**Adj Free Cash Flow: \$191 million** (82% non-GAAP conversion); +100% year-over-year

## Revenue Mix (%) & Organic Growth Highlights



# YTD '20 FINANCIAL RESULTS

Org. Rev Growth ↑ **16%**

Adj Op Margin ↑ **660bps**

Adj EPS Growth ↑ **57%**

## Adjusted Revenue: \$2.43 billion; +17% y/y

- Organic: +16%; M&A: +2%; FX: -1%;
- COVID: +\$496 million; +24% growth
- Non-COVID: (8)% organic decline
- Extra week: +\$11 million

## Adj Op Margin: 26.0%; +660 basis points y/y

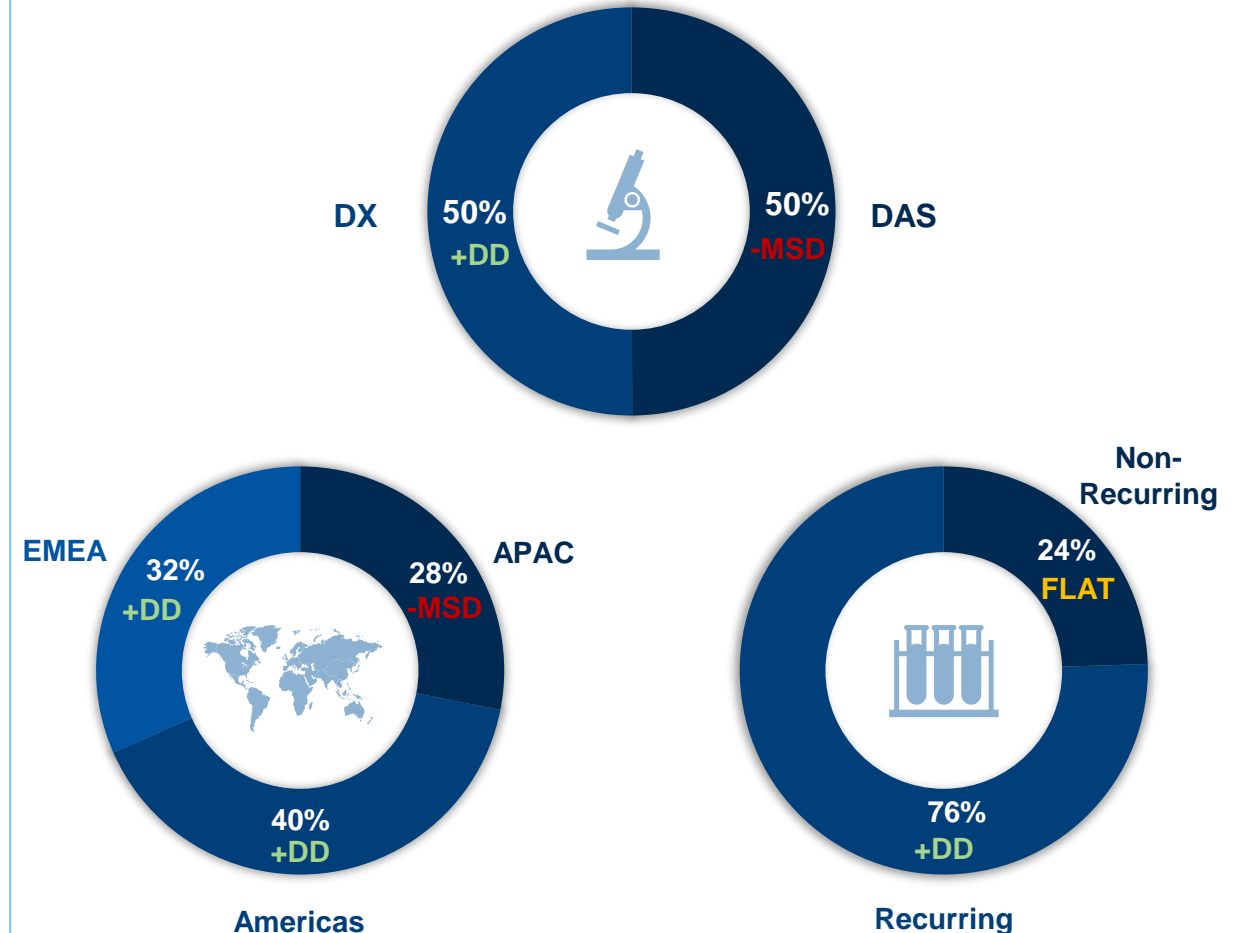
- +400 basis point adj gross margin expansion to 54.9%
- Drivers: volume leverage, business mix, and productivity programs

## Adj EPS: \$4.33; +57% growth y/y

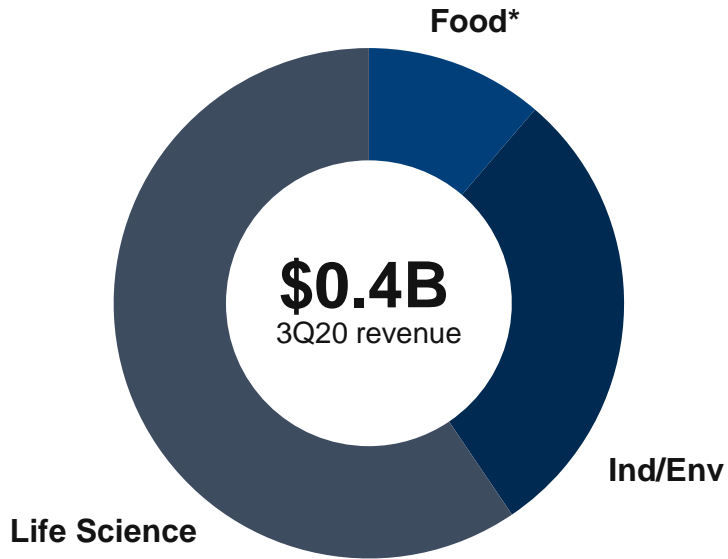
- Extra Week: \$0.03 headwind

**Adj Free Cash Flow: \$358 million** (74% non-GAAP conversion); +181% year-over-year

## Revenue Mix (%) & Organic Growth Highlights



# DISCOVERY & ANALYTICAL SOLUTIONS



## 3Q20 Performance

- **(1)% reported growth**
  - Organic: -3%; M&A: 1%; FX: 1%
  - All three major regions improved sequentially
- **Adj Op margins of 14.8%** declined 540 basis points y/y
  - Lower volume and investments



- ✓ **MSD** organic growth with Pharma/Biotech up **MSD** and Acad/Gov't down **HSD**
- ✓ Informatics and Enterprise drove Pharma/Biotech performance



- ✓ **DD** organic decline; **(HSD)** ex-Cannabis
- ✓ Ex-Cannabis trends improved q/q; mid-stream food processing demand grew y/y



- ✓ **HSD** Industrial & Env. organic decline; all regions declined y/y
- ✓ All regions improved sequentially; **DD** improvement overall q/q



NexION ICP-MS



Cisbio Alpha Kit



QSight Triple Quad



ELN & Signals Notebook



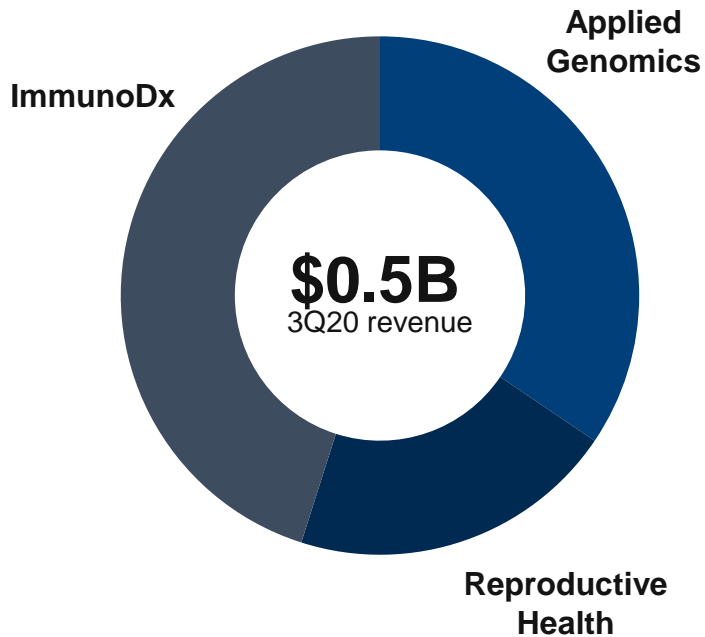
Opera Phenix HCS



OneSource

\*Food is split from Applied to illuminate the business segment. Applied in the chart above is comprised of Industrial & Environmental end-markets  
Reconciliations to the most directly comparable GAAP measure for the non-GAAP terms presented above are provided on our website and in this [hyperlink](#)

# DIAGNOSTICS



## 3Q20 Performance

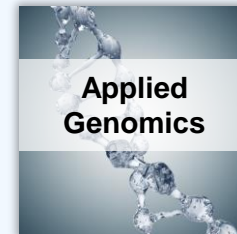
- **+93% reported growth**
  - Organic: +92%; M&A: 0%; FX: 1%
  - All three major regions grew DD
- **Adj Op margins of 48.2%** expanded 1,980 basis points y/y
- Favorable business and volume mix



- ✓ **MSD** organic decline; Americas +**MSD**
- ✓ **HSD** to **LDD** birth rate declines across globe offset by menu expansion



- ✓ **DD** organic growth; US & EU both more than doubled
- ✓ Non-COVID approx. 80-90% normalized



- ✓ **>360%** growth y/y
- ✓ NA Extraction & Automated liquid handling grew 17x and 6x, 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®

Reconciliations to the most directly comparable GAAP measure for the non-GAAP terms presented above are provided on our website and in this [hyperlink](#)

# UPDATED FINANCIAL GUIDANCE

## 2020 UPDATE

- **We now anticipate:**
  - A negligible foreign exchange headwind
  - ~\$47 million of Interest Expense & Other
  - ~20% adjusted tax rate
  - Avg diluted share count of 112 million shares

## 4Q20 OUTLOOK

- **Revenue: \$1.12-1.23 billion;** 39% to 53% reported growth
  - Organic: +37% to +52%; M&A 0%; FX: 2%
- ***Assumptions COVID vs. Non-COVID Outlook***
  - *Non-COVID-related products down 4-6%*
  - *COVID-related revenue of \$350-450 million; +43-56% y/y*
- **Adjusted EPS range of \$2.60 to \$3.00**
  - Avg diluted share count of approximately 112 million shares



**INNOVATING**  
for a *healthier* world