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.
Global Technology Leader

OPERATIONS IN OVER 150 COUNTRIES

7,700 EMPLOYEES

$2.1 BILLION IN REVENUE

HEADQUARTERED: BOSTON, MA

INCORPORATED IN 1931

MEMBER OF THE S&P 500
OUR MISSION

Innovating for a healthier world
INNOVATING
complete solutions
ACROSS

IMAGING
DETECTION
SOFTWARE
SERVICE
OUR UNIQUE IMAGING TECHNOLOGIES

ENABLE SCIENTISTS TO VISUALIZE & ANALYZE

LIVE ANIMALS

TISSUE

SINGLE CELLS
The power of our DETECTION CAPABILITIES can detect at the parts-per-quadrillion level.
IN THE WORLD OF **BIG DATA**

OUR **SOFTWARE SOLUTIONS** bring disparate sources of data together in the cloud to drive **smarter decisions**.
IN OVER 8,000 LABS AROUND THE WORLD WE OFFER

LABORATORY SERVICES

to improve efficiencies and enable customers to focus on their science
Diagnostic Imaging Software Service

Reproductive Health 60%
- Newborn
- Maternal Fetal Health
- Cord Blood

Infectious Disease 25%
- Blood Screening
- HIV
- Hep B&C

Oncology & Other 15%
- NGS Workflow
- Cytogenetic

$0.6B Revenue

Diagnósticos

15% Instruments
70% Consumables
15% Software/Service

30% Adjusted Operating Margin
Why we win...in **DIAGNOSTICS**

- Global leader in Reproductive Health
- Extensive capabilities in emerging markets
- Differentiated service & informatics
- Fully automated workflow solutions
- Deep, long-standing customer relationships
- Strong PerkinElmer brand with global channel
GROWTH DRIVERS - Diagnostics

- Rising living standards, emerging markets
- Greater emphasis on predictive & preventive medicine
- Increase in maternal age
- Technological advances, e.g. NGS, NIPT
- Increased requirements for safe blood supply
- Infectious disease outbreaks
Growth Initiatives - Diagnostics

- Newborn menu and geographic expansion
- Launch Vanadis – Smart NIPT
- Expand testing services globally
- Continue to expand capabilities and reach in emerging markets
Global Newborn Screening

Menu expansion opportunities:
- Mass Spec assays
- Lysosomal Storage Disorders (LSD)
- Molecular – Severe Combined Immunodeficiency (SCID)

Geographic expansion opportunities:
- India
- Indonesia
- Vietnam

# of Tests per Newborn

- 2006
- 2016

# of Newborns

- U.S.
- Europe
- China

- 18M
- 44M
- 140M
Vanadis NIPT

Designed for Screening:
Automated workflow
Integrated sample & reagent tracking
High throughput
Extremely accurate >99%
Cost effective

No variants of unknown significance or genetic information
Geographic Expansion

40% of Dx revenue in Emerging Markets

Significant infrastructure in China & India, enhanced with Tulip Diagnostics Acquisition

Leading provider of in vitro diagnostic reagents, kits and instruments in India

Local mfg. capabilities with access to over 30,000 customers

1200 employees incl. 350 direct sales reps
DISCOVERY & ANALYTICAL SOLUTIONS

- Life Sciences 56%
  - Pharma
  - Biotech
  - Academia
  - Gov’t
- Food 12%
- Environment 15%
  - Air
  - Water
  - Soil
- Industrial 17%
  - Chemical
  - Energy
- Quality
  - Chemical safety
  - Biological safety

$1.5B Revenue

16% Adjusted Operating Margin

40% INSTRUMENTS

15% CONSUMABLES

45% SOFTWARE/SERVICE

18
Why we win…
in **DISCOVERY & ANALYTICAL SOLUTIONS**

Unique breadth and quality of imaging, detection, software and service capabilities

Scientific expertise and application knowledge with strong IP protection

Extensive global manufacturing, distribution and support network

Strong brand, market positions and deep customer relationships
GROWTH DRIVERS

- Demand for safe food supply and stricter regulations
- Biopharma need for greater R&D and operating efficiencies
- Life science demand for more complex and physiological relevant data
- Evolution of precision medicine and immunotherapy
- Rapid growth of data volume and connected devices (IoT)
- China Five-Year Plan priorities
Growth Initiatives - Detection & Analytical Solutions

• Expansion of food analysis capabilities and channel

• Leverage multi-vendor service capabilities and informatics to drive lab productivity

• Extend imaging into more advanced biological models, and image and predictive analysis

• Accelerate pathology offerings for immunotherapy translational and clinical applications

• Launch informatics cloud enabled instruments and analytical solutions

• Increase China local manufacturing and R&D capability
Food Analysis

Geographic/technology/customer synergies

Launching QQQ-MS/MS in Q1 '17

Expanding solutions into adjacent markets
Pharma Services

Leverage most comprehensive offering of professional lab services

Expand analytical and data service capabilities

Improve geographic coverage and dispatch efficiency through formation of DAS
Financial results 2010 – 2016F*

Revenue

+5% CAGR

Adjusted Operating Margin

+600 bpts

EPS

+15% CAGR

Shareholder Return

+15% CAGR

Capital Deployment

- Share Repurchase $0.8B
- Acquisitions $1.5B

Acquisitions $1.5B

*Excludes Medical Imaging
Adjusted Operating margin expansion

2016 (ConE)

- 2015: 17.7%
- 2015 excl. MI: 17.3%
- 2016 excl. MI: 18.4%

+110 bpts

Path to 22% by 2020

- Gross Margin +260 bpts
- SG&A +100 bpts

- Lean deployment (Insourcing)
- Material deflation/low cost sourcing
- Service productivity/digitization
- Process simplification/COE leverage
- Volume leverage

R&D
- 50 bpts

Gross Margin
- 100 bpts

SG&A
- 60 bpts

Adj. Op Margin
+110 bpts
Financial results 2017F – 2020F*

Revenue

+4-6% CAGR

Adjusted Operating Margin

22% In 2020

EPS

>10% CAGR

Capital deployment

Balanced with acquisition bias

*Excludes Medical Imaging
• Leading provider of complete solutions leveraging imaging, detection, software, and service expertise

• Serving attractive end markets with expanding reach and capabilities in emerging economies

• Strong operational performance and focused investments driving financial results and long term shareholder value

• Passionate employees around the globe innovating for a healthier world