## charles river

# Charles River Laboratories Announces Second-Quarter 2007 Results from Continuing Operations 

August 7, 2007
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- Sales Increase $14.8 \%$ to $\$ 307$ Million
- GAAP EPS Increase $19.6 \%$ to $\$ 0.55$
- Non-GAAP EPS Increase $10.3 \%$ to $\$ 0.64$
- 2007 Sales Guidance Increased and EPS Guidance Narrowed to Upper End of Range
- Increases Stock Repurchase Authorization by $\$ 100$ Million

WILMINGTON, Mass.--(BUSINESS WIRE)--Aug. 7, 2007--Charles River Laboratories International, Inc. (NYSE: CRL) today reported second-quarter and year-to-date 2007 financial results. For the second quarter, net sales from continuing operations increased $14.8 \%$ to $\$ 307.4$ million from $\$ 267.9$ million in the second quarter of 2006. Pharmaceutical and biotechnology customers continued to demonstrate robust demand for research models and outsourced services, which drove the strong sales growth in both the Research Models and Services and Preclinical Services business segments. Foreign exchange contributed $2.1 \%$ to the net sales growth.

On a GAAP basis, net income from continuing operations for the second quarter of 2007 was $\$ 37.8$ million, or $\$ 0.55$ per diluted share, compared to $\$ 32.8$ million, or $\$ 0.46$ per diluted share, for the second quarter of 2006 . The $19.6 \%$ increase in earnings per share resulted primarily from higher sales, as well as the benefit of cost savings initiatives implemented in 2006, a lower share count due to the Company's stock repurchase program, lower amortization of intangible assets and reduced net interest expense.

On a non-GAAP basis, net income from continuing operations was $\$ 43.8$ million for the second quarter of 2007, compared to $\$ 41.6$ million for the same period in 2006. Second-quarter diluted earnings per share on a non-GAAP basis were $\$ 0.64$, an increase of $10.3 \%$ compared to $\$ 0.58$ per share in the second quarter of 2006. Non-GAAP earnings per share in the second quarter of 2007 excluded $\$ 8.2$ million of amortization of intangible assets and stock-based compensation related to acquisitions and a charge of $\$ 0.9$ million related to the decision to accelerate the exit of the Company's Preclinical Services facility in Worcester, Massachusetts. The Company continues to anticipate completion of the transition to the new Shrewsbury, Massachusetts, facility by the end of 2007 , and as a result, expects to record total related charges in 2007 of approximately $\$ 0.03$ to $\$ 0.05$. For the second quarter of 2006, non-GAAP results excluded $\$ 9.5$ million of amortization of intangible assets and stock-based compensation related to acquisitions and a charge of $\$ 5.3$ million related to cost-savings initiatives.

James C. Foster, Chairman, President and Chief Executive Officer, said, "We are extremely pleased with our second-quarter performance, which reflects strong demand across our broad portfolio of essential products and services. As a result of higher-than-expected first-half sales and our expectation for robust sales growth in the second half of the year, we are raising our sales guidance and narrowing our EPS guidance to the upper end of the range. In addition, we have increased our stock repurchase authorization from $\$ 300.00$ million to $\$ 400.00$ million."

The Company reports results from continuing operations, which exclude results of the Interventional and Surgical Services (ISS) business. The Company is in the process of closing that business and as a result, reports it as discontinued operations. Historical comparisons have been reclassified accordingly. Net income from discontinued operations was $\$ 0.1$ million in the second quarter of 2007. Including discontinued operations, net income for the second quarter of 2007 was $\$ 38.0$ million, or $\$ 0.55$ per diluted share, compared to net income of $\$ 25.7$ million, or $\$ 0.36$ per diluted share, in the second quarter of 2006. Discontinued operations in 2006 included both ISS and the Phase II - IV clinical services business, which the Company sold in August 2006.

Research Models and Services (RMS)
Sales for the RMS segment were $\$ 143.8$ million in the second quarter of 2007, an increase of $9.9 \%$ from $\$ 130.8$ million in the second quarter of 2006. Sales benefited from strong demand for research models from large pharmaceutical and biotechnology customers in North America and Europe, increased demand for Transgenic Services, and higher sales of in vitro products.

In the second quarter of 2007, the RMS segment's GAAP operating margin increased to $31.5 \%$ compared to $29.1 \%$ in the second quarter of 2006 . On a non-GAAP basis, which excluded charges of $\$ 0.4$ million for acquisition-related amortization, the operating margin was $31.7 \%$, compared to $30.9 \%$ for the same period in the prior year. The improvement was due primarily to higher sales.
Preclinical Services (PCS)
Second-quarter net sales for the PCS segment were $\$ 163.6$ million, an increase of $19.4 \%$ from $\$ 137.0$ million in the second quarter of 2006 . Sales were driven by continuing strong demand for general and specialty toxicology services from pharmaceutical and biotechnology customers, and the addition on October 30, 2006, of the Northwest Kinetics Phase I clinical services business.

The PCS segment's GAAP operating margin improved to $16.8 \%$ from $16.4 \%$. On a non-GAAP basis, which excludes $\$ 7.8$ million of acquisition-related amortization and the $\$ 0.9$ million charge for the accelerated exit from the Worcester facility, the second-quarter operating margin declined to $22.0 \%$ from $25.4 \%$ in the second quarter of 2006. All of the Company's preclinical toxicology facilities reported improved profitability, with the exception of Massachusetts. As expected, the higher operating costs associated with the Massachusetts facility transition offset the gains.

Six-Month Results

For the first six months of 2007, net sales from continuing operations increased by $14.7 \%$ to $\$ 598.6$ million, from $\$ 522.0$ million in the same period in 2006. Foreign exchange contributed approximately $2.4 \%$ to the sales growth rate.

On a GAAP basis, net income from continuing operations was $\$ 75.1$ million, or $\$ 1.10$ per diluted share, for the first half of 2007, compared to $\$ 61.3$ million, or $\$ 0.84$ per diluted share, for the same period in 2006.

On a non-GAAP basis, net income from continuing operations for the first six months of 2007 was $\$ 87.0$ million, or $\$ 1.28$ per diluted share, compared to $\$ 76.4$ million, or $\$ 1.05$ per diluted share, for the same period in 2006. For the first six months of 2007 , non-GAAP net income excluded $\$ 16.1$ million of amortization and stock-based compensation costs associated with acquisitions, and $\$ 1.7$ million related to the decision to accelerate the exit of the Company's Preclinical Services facility in Worcester, Massachusetts. Non-GAAP net income for the first half of 2006 excluded acquisition-related charges of $\$ 18.9$ million and charges of $\$ 5.3$ million related to cost-savings initiatives.

Including a loss of $\$ 0.3$ million from discontinued operations, net income for the first six months of 2007 was $\$ 74.7$ million, or $\$ 1.10$ per diluted share, compared to a net loss of $\$ 74.4$ million, or $\$ 1.02$ per diluted share, for the same period in 2006. Results for the prior year included the $\$ 129.2$ million goodwill impairment recorded in the first quarter of 2006 related to the sale of the Clinical Phase II - IV business.

Research Models and Services (RMS)
For the first six months of 2007, RMS net sales were $\$ 286.9$ million, an increase of $10.4 \%$ from the first-half 2006 net sales of $\$ 259.8$ million. The RMS segment's GAAP operating margin was $32.2 \%$ in the first half of 2007 , compared to $30.2 \%$ for the year-ago period. On a non-GAAP basis, which excluded $\$ 0.7$ million of amortization of intangible assets related to acquisitions, the operating margin was $32.4 \%$ compared to $31.2 \%$ in the first six months of 2006.

## Preclinical Services (PCS)

For the first six months of 2007, PCS net sales were $\$ 311.8$ million, an increase of $18.9 \%$ over first-half 2006 net sales of $\$ 262.2$ million. On a GAAP basis, the PCS segment operating margin was $16.3 \%$ in the first half of 2007 , compared to $13.9 \%$ in the year-ago period. On a non-GAAP basis, the operating margin was $21.7 \%$ in the first half of 2007 compared to $22.0 \%$ for the same period in 2006.

## 2007 Guidance

Based on strong demand for its products and services, the Company is increasing its sales guidance and narrowing the GAAP and non-GAAP earnings per share ranges to the upper end. The revised forward-looking guidance, shown in the table below, is based on current foreign exchange rates.

| 2007 GUIDANCE (from continuing operations) | REVISED | PRIOR |
| :---: | :---: | :---: |
| Net sales growth (in \%) | 12\% - 14\% | 9\%-12\% |
| Sales (\$ in millions) | \$1,185-\$1,205 | \$1,160-\$1,190 |
| GAAP EPS estimate | \$2.15-\$2.21 | \$2.11 - \$2.21 |
| Acquisition-related amortization | \$0.32 | \$0.32 |
| Charge to exit Worcester facility and gain on sale of building, net | \$0.01 - \$0.03 | \$0.01 - \$0.03 |
| Non-GAAP EPS estimate | \$2.47-\$2.53 | \$2.43-\$2.53 |

## Board Increases Stock Repurchase Authorization

Charles River's Board of Directors has increased the existing authorization for the repurchase of Charles River common stock to $\$ 400.0$ million from $\$ 300.0$ million. The stock purchases will be made from time to time on the open market, through block trades or otherwise in compliance with Rule 10b-18 of the federal securities laws. Depending on market conditions and other factors, these repurchases may be commenced or suspended at any time or from time to time without prior notice. Funds for the repurchases are expected to come from cash on hand or cash generated by operations.

As of August 1, 2007, the Company had repurchased 6.7 million shares of common stock at a total cost of approximately $\$ 278.0$ million, leaving a balance of approximately $\$ 122.0$ million under the $\$ 400.00$ million stock repurchase authorization. There are currently no specific plans for the shares that have been or may be purchased under the program.

As of August 1, 2007, Charles River had approximately 67.9 million shares of common stock outstanding.

## Webcast

Charles River Laboratories has scheduled a live webcast on Wednesday, August 8, at 8:30 a.m. ET to discuss matters relating to this press release. To participate, please go to ir.criver.com and select the webcast link. You can also find the associated slide presentation and reconciliations to comparable GAAP measures on the website.

## Use of Non-GAAP Financial Measures

This press release contains non-GAAP financial measures, such as non-GAAP earnings per diluted share from continuing operations, which exclude amortization of intangible assets and other charges related to our acquisitions, impairments due to our accelerated exit from our Worcester Preclinical Services facility, and the potential gain on the sale of real estate in Scotland. We exclude these items from the non-GAAP financial measures because they are outside our normal operations. There are limitations in using non-GAAP financial measures, as they are not prepared in accordance with generally accepted accounting principles, and may be different than non-GAAP financial measures used by other companies. In particular, we believe that the inclusion of supplementary non-GAAP financial measures in this press release helps investors to gain a meaningful understanding of our core
operating results and future prospects without the effect of one-time charges, and is consistent with how management measures and forecasts the Company's performance, especially when comparing such results to prior periods or forecasts. We believe that the financial impact of our acquisitions is often large relative to our overall financial performance, which can adversely affect the comparability of our results on a period-to-period basis. In addition, certain activities, such as business acquisitions, happen infrequently and the underlying costs associated with such activities do not recur. Non-GAAP results also allow investors to compare the Company's operations against the financial results of other companies in the industry who similarly provide non-GAAP results. The non-GAAP financial measures included in this press release are not meant to be considered superior to or a substitute for results of operations prepared in accordance with GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules and regulations. Reconciliations of the non-GAAP financial measures used in this press release to the most directly comparable GAAP financial measures are set forth in the text of this press release, and can also be found on the Company's website at ir.criver.com.

## Caution Concerning Forward-Looking Statements

This news release includes forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995. Forward-looking statements may be identified by the use of words such as "anticipate," "believe," "expect," "will," "may," "estimate," "plan," "outlook," and "project" and other similar expressions that predict or indicate future events or trends or that are not statements of historical matters. These statements also include statements regarding our projected 2007 earnings; the future demand for drug discovery and development products and services, including the outsourcing of these services; the impact of specific actions intended to improve overall operating efficiencies and profitability; expectations regarding stock repurchases; the timing of the opening of new and expanded facilities; the potential sale of real estate in Scotland; future cost reduction activities by our customers; and Charles River's future performance as delineated in our forward-looking guidance, and particularly our expectations with respect to sales growth. Forward-looking statements are based on Charles River's current expectations and beliefs, and involve a number of risks and uncertainties that are difficult to predict and that could cause actual results to differ materially from those stated or implied by the forward-looking statements. Those risks and uncertainties include, but are not limited to: a decrease in research and development spending, a decrease in the level of outsourced services, or other cost reduction actions by our customers; the ability to convert backlog to sales; special interest groups; contaminations; industry trends; new displacement technologies; USDA and FDA regulations; changes in law; continued availability of products and supplies; loss of key personnel; interest rate and foreign currency exchange rate fluctuations; changes in tax regulation and laws; changes in generally accepted accounting principles; and any changes in business, political, or economic conditions due to the threat of future terrorist activity in the U.S. and other parts of the world, and related U.S. military action overseas. A further description of these risks, uncertainties, and other matters can be found in the Risk Factors detailed in Charles River's Annual Report on Form 10-K as filed on February 27, 2007, as well as other filings we make with the Securities and Exchange Commission. Because forward-looking statements involve risks and uncertainties, actual results and events may differ materially from results and events currently expected by Charles River, and Charles River assumes no obligation and expressly disclaims any duty to update information contained in this news release except as required by law.

## About Charles River Laboratories

Charles River Laboratories based in Wilmington, Massachusetts, partners with global pharmaceutical and biotechnology companies, government agencies and leading academic institutions to advance the drug discovery and development process, bringing drugs to market faster and more efficiently. Charles River's 8,000 employees serve clients worldwide. For more information on Charles River, visit our website at www.criver.com.

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            CHARLES RIVER LABORATORIES INTERNATIONAL, INC.
CONDENSED CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED)
    (dollars in thousands, except for per share data)
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|  | Three Months Ended |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{array}{r} \text { June } 30, \\ 2007 \end{array}$ | Jul | 1, 2006 |  | $\begin{aligned} & \text { e 30, } \\ & 2007 \end{aligned}$ |  | 1, 2006 |
| Total net sales | \$ 307,435 | \$ | 267,859 | \$ | 598,634 | \$ | 522,000 |
| Cost of products sold and services provided | 186,479 |  | 160,749 |  | 362,105 |  | 319,385 |
| Gross margin | 120,956 |  | 107,110 |  | 236,529 |  | 202,615 |
| Selling, general and administrative | 56,092 |  | 50,031 |  | 109,109 |  | 92,765 |
| Amortization of intangibles | 8,139 |  | 9,377 |  | 15,994 |  | 18,452 |
| Operating income | 56,725 |  | 47,702 |  | 111,426 |  | 91,398 |
| Interest income (expense) | $(2,595)$ |  | $(3,661)$ |  | $(4,654)$ |  | $(6,677)$ |
| Other income (expense) | $(1,069)$ |  | (736) |  | (920) |  | (688) |

Income before
income taxes and
minority
interests



CHARLES RIVER LABORATORIES INTERNATIONAL, INC. SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED) (dollars in thousands)

|  | Three Months Ended |  | Six Months Ended |  |
| :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { June 30, } \\ 2007 \end{gathered}$ | $\begin{array}{r} \text { July } 1, \\ 20006 \end{array}$ | $\begin{gathered} \text { June 30, } \\ 2007 \end{gathered}$ | $\begin{gathered} \text { July 1, } \\ 2006 \end{gathered}$ |
| Research Models and Services |  |  |  |  |
| Net sales | \$143,803 | \$130, 816 | \$286, 871 | \$259,788 |
| Gross margin | 63,109 | 55,478 | 126,763 | 111,344 |
| Gross margin as a of net sales | 43.9\% | 42.4\% | 44.2\% | 42.9\% |
| Operating income | 45,268 | 38,003 | 92,289 | 78,479 |
| Operating income as a \% of net sales | 31.5\% | 29.1\% | 32.2\% | 30.2\% |
| Depreciation and amortization | 5,663 | 5,237 | 11,232 | 10,272 |
| Capital expenditures | 10,688 | 4,783 | 17,772 | 8,349 |
| Preclinical Services |  |  |  |  |
| Net sales | \$163,632 | \$137,043 | \$311, 763 | \$262, 212 |
| Gross margin | 57,847 | 51,632 | 109,766 | 91,271 |
| Gross margin as a \% of net sales | 35.4\% | 37.7\% | 35.2\% | 34.8\% |
| Operating income | 27,426 | 22,530 | 50,870 | 36,318 |
| Operating income as a \% of net sales | 16.8\% | 16.4\% | 16.3\% | 13.9\% |
| Depreciation and amortization | 15,569 | 15,288 | 29,913 | 29,913 |
| Capital expenditures | 38,724 | 12,620 | 69,564 | 48,441 |

Unallocated Corporate Overhead $\$(15,969) \$(12,831) \$(31,733) \$(23,399)$
Total
Net sales
Gross margin
Gross margin as a \% of net
sales
Operating income (loss)
Operating income as a \% of
net sales

| Depreciation and amortization | 21,232 | 20,525 | 41,145 | 40,185 |
| :--- | :---: | :---: | :---: | :---: |
| Capital expenditures | 49,412 | 17,403 | 87,336 | 56,790 |

CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TO NON-GAAP SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED) (dollars in thousands)

|  | ree Mont | , Ended | Six Months | s Ended |
| :---: | :---: | :---: | :---: | :---: |
|  | $\text { June } 30 \text {, }$ $2007$ | $\begin{array}{r} \text { July } 1, \\ 2006 \end{array}$ | June 30, J 2007 | $\begin{gathered} \text { July 1, } \\ 2006 \end{gathered}$ |
| Research Models and Services |  |  |  |  |
| Net sales | \$143, 803 | \$130,816 | \$286,871 | \$259,788 |
| Operating income | 45,268 | 38,003 | 92,289 | 78,479 |
| Operating income as a \% of net sales | 31.5\% | 29.1\% | 32.2\% | 30.2\% |
| Add back: |  |  |  |  |
| Amortization related toacquisitions |  |  |  |  |
| Impairment and other   <br> charges 2,334 2,334 |  |  |  |  |
| Operating income, excluding |  |  |  |  |
| Non-GAAP operating income as a \% of net sales | $31.7 \%$ | 30.9\% | 32.4\% | $31.2 \%$ |
| Preclinical Services |  |  |  |  |
| Net sales | \$163, 632 | \$137,043 | \$311,763 | \$262, 212 |
| Operating income | 27,426 | 22,530 | 50,870 | 36,318 |
| Operating income as a \% of net sales | 16.8\% | 16.4\% | 16.3\% | 13.9\% |
| Add back: |  |  |  |  |
| Amortization related to acquisitions | 7,768 | 9,278 | 15,249 | 18,273 |
| Impairment and other charges | 863 | 2,966 | 1,682 | 2,966 |
| Operating income, excluding specified charges (Non-GAAP) | \$ 36,057 | \$ 34,774 | \$ 67,801 | \$ 57,557 |
| Non-GAAP operating income as |  |  | $21.7 \%$ | 22.0\% |
| Unallocated Corporate OverheadAdd back:Stock-based compensationrelated to Invereskacquisition | d \$ $(15,969)$ | ) $\$(12,831)$ | ) $\$(31,733)$ | ) $\$(23,399)$ |
|  |  |  |  |  |
|  | $18$ | $117$ | $88$ | $402$ |
| ```Unallocated corporate overhead, excluding specified charges (Non-GAAP) $(15,951) $(12,714) $(31,645) $(22,997)``` |  |  |  |  |
| Total |  |  |  |  |
| Net sales | \$307,435 | \$267,859 | \$598,634 | \$522,000 |
| Operating income | 56,725 | 47,702 | 111,426 | 91,398 |
| Operating income as a \% of net sales | 18.5\% | 17.8\% | 18.6\% | 17.5\% |
| Add back: |  |  |  |  |
| ```Amortization related to acquisition Impairment and other``` | 8,139 | 9,377 | 15,994 | 18,452 |


| charges | 863 | 5,300 | 1,682 | 5,300 |
| :--- | :---: | :---: | :---: | :---: |
| Stock-based compensation <br> related to Inveresk <br> acquisition | 18 | 117 | 88 | 402 |
| Operating income, excluding <br> specified charges (Non-GAAP) | $\$ 65,745$ | $\$ 62,496$ | $\$ 129,190$ | $\$ 115,552$ |
| Non-GAAP operating income as <br> a \% of net sales | $21.4 \%$ | $23.3 \%$ | $21.6 \%$ | $22.1 \%$ |

Charles River management believes that supplementary non-GAAP financial measures provide useful information to allow investors to gain a meaningful understanding of our core operating results and future prospects, without the effect of one-time charges, consistent with the manner in which management measures and forecasts the Company's performance. The supplementary non-GAAP financial measures included are not meant to be considered superior to, or a substitute for results of operations prepared in accordance with GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules and regulations.

CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP EARNINGS TO NON-GAAP EARNINGS (dollars in thousands, except for per share data)


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Charles River management believes that supplementary non-GAAP
financial measures provide useful information to allow investors to
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regulations.

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[^0]:    Weighted average
    shares
    outstanding -

