# 3Q16 Results <br> Regulation G Financial Reconciliations \& Appendix 

Charles River Laboratories International, Inc.
November 2, 2016

## CHARLES RIVER LAB ORATORIES INTERNATIONAL, INC.

SCHEDULE 3 FROM 3Q16 PRESS RELEASE
RECONCILIATION OF GAAP TO NON-GAAP SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED) ${ }^{(1)}$ (in thousands, except percentages)

|  | Three Months Ended |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 24, 2016 |  | September 26, 2015 |  | September 24, 2016 |  | September 26, 2015 |  |
| Research Models and Services |  |  |  |  |  |  |  |  |
| Revenue | \$ | 120,928 | \$ | 117,894 | \$ | 369,325 | \$ | 356,570 |
| Operating income |  | 31,224 |  | 31,427 |  | 103,055 |  | 93,581 |
| Operating income as a \% of revenue |  | 25.8\% |  | 26.7\% |  | 27.9\% |  | 26.2\% |
| Add back: |  |  |  |  |  |  |  |  |
| Amortization of intangible assets related to acquisitions |  | 592 |  | 757 |  | 1,776 |  | 2,291 |
| Severance |  | 618 |  | 167 |  | 618 |  | 1,166 |
| Government billing adjustment and related expenses |  | 505 |  | 45 |  | 634 |  | 336 |
| Site consolidation costs, impairments and other items |  | 69 |  | 57 |  | 207 |  | 1,415 |
| Total non-GAAP adjustments to operating income | \$ | 1,784 | \$ | 1,026 | \$ | 3,235 | \$ | 5,208 |
| Operating income, excluding non-GAAP adjustments | \$ | 33,008 | \$ | 32,453 | \$ | 106,290 | \$ | 98,789 |
| Non-GAAP operating income as a \% of revenue |  | 27.3\% |  | 27.5\% |  | 28.8\% |  | 27.7\% |
| Depreciation and amortization | \$ | 5,245 | \$ | 5,279 | \$ | 15,613 | \$ | 16,590 |
| Capital expenditures | \$ | 2,532 | \$ | 3,022 | \$ | 5,966 | \$ | 12,111 |
| Discovery and Safety Assessment |  |  |  |  |  |  |  |  |
| Revenue | \$ | 215,817 | \$ | 158,272 | \$ | 594,859 | \$ | 451,659 |
| Operating income |  | 31,303 |  | 33,191 |  | 94,514 |  | 84,856 |
| Operating income as a \% of revenue |  | 14.5\% |  | 21.0\% |  | 15.9\% |  | 18.8\% |
| Add back: |  |  |  |  |  |  |  |  |
| Amortization of intangible assets related to acquisitions |  | 8,583 |  | 3,412 |  | 19,068 |  | 10,632 |
| Severance |  | 3,367 |  | 239 |  | 7,487 |  | 714 |
| Operating losses (2) |  | - |  | 1,319 |  | - |  | 2,863 |
| Acquisition related adjustments (3) |  | 677 |  | 135 |  | 4,317 |  | 160 |
| Site consolidation costs, impairments and other items |  | 5,125 |  | - |  | 7,279 |  |  |
| Total non-GAAP adjustments to operating income | \$ | 17,752 | \$ | 5,105 | \$ | 38,151 | \$ | 14,369 |
| Operating income, excluding non-GAAP adjustments | \$ | 49,055 | \$ | 38,296 | \$ | 132,665 | \$ | 99,225 |
| Non-GAAP operating income as a \% of revenue |  | 22.7\% |  | 24.2\% |  | 22.3\% |  | 22.0\% |
| Depreciation and amortization | \$ | 20,671 | \$ | 11,509 | \$ | 51,228 | \$ | 35,060 |
| Capital expenditures | \$ | 4,509 | \$ | 4,277 | \$ | 13,860 | \$ | 13,756 |
| Manufacturing Support |  |  |  |  |  |  |  |  |
| Revenue | \$ | 88,975 | \$ | 73,299 | \$ | 250,459 | \$ | 201,223 |
| Operating income |  | 26,711 |  | 18,491 |  | 73,447 |  | 55,872 |
| Operating income as a \% of revenue |  | 30.0\% |  | 25.2\% |  | 29.3\% |  | 27.8\% |
| Add back: |  |  |  |  |  |  |  |  |
| Amortization of intangible assets and inventory step-up related to acquisitions |  | 2,888 |  | 4,429 |  | 9,367 |  | 6,650 |
| Severance |  | 30 |  | 961 |  | 30 |  | 1,256 |
| Acquisition related adjustments (3) |  | 469 |  | 483 |  | 1,146 |  | 1,011 |
| Site consolidation costs, impairments and other items |  | - |  | - |  | 301 |  | - |
| Total non-GAAP adjustments to operating income | \$ | 3,387 | \$ | 5,873 | \$ | 10,844 | \$ | 8,917 |
| Operating income, excluding non-GAAP adjustments | \$ | 30,098 | \$ | 24,364 | \$ | 84,291 | \$ | 64,789 |
| Non-GAAP operating income as a \% of revenue |  | 33.8\% |  | 33.2\% |  | 33.7\% |  | 32.2\% |
| Depreciation and amortization | \$ | 6,181 | \$ | 5,179 | \$ | 18,682 |  | 12,156 |
| Capital expenditures | \$ | 1,862 | \$ | 2,139 | \$ | 8,247 |  | 5,475 |

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## CHARLES RIVER LABORATORIES INTERNATIONAL, INC.

## SCHEDULE 3 FROM 3Q16 PRESS RELEASE <br> RECONCILIATION OF GAAP TO NON-GAAP <br> SELECTED B USINESS SEGMENT INFORMATION (UNAUDITED) ${ }^{(1)}$ (in thousands, except percentages)

| Three Months Ended |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| September 24, 2016 |  | September 26, 2015 |  | September 24, 2016 |  | September 26, 2015 |  |
| \$ | $(30,443)$ | \$ | $(27,669)$ | \$ | $(102,688)$ |  | $(80,129)$ |
|  | - |  | 1,054 |  | - |  | 2,031 |
|  | 2,033 |  | 3,055 |  | 13,056 |  | 6,649 |
| \$ | 2,033 | \$ | 4,109 | \$ | 13,056 | \$ | 8,680 |
| \$ | $(28,410)$ | \$ | $(23,560)$ | \$ | $(89,632)$ | \$ | $(71,449)$ |
| \$ | 425,720 | \$ | 349,465 | \$ | 1,214,643 | \$ | 1,009,452 |
|  | 58,795 |  | 55,440 |  | 168,328 |  | 154,180 |
|  | 13.8\% |  | 15.9\% |  | 13.9\% |  | 15.3\% |
|  | 12,063 |  | 8,598 |  | 30,211 |  | 19,573 |
|  | 4,015 |  | 2,421 |  | 8,135 |  | 5,167 |
|  | - |  | 1,319 |  | - |  | 2,863 |
|  | 3,179 |  | 3,673 |  | 18,519 |  | 7,820 |
|  | 505 |  | 45 |  | 634 |  | 336 |
|  | 5,194 |  | 57 |  | 7,787 |  | 1,415 |
| \$ | 24,956 | \$ | 16,113 | \$ | 65,286 | \$ | 37,174 |
| \$ | 83,751 | \$ | 71,553 | \$ | 233,614 | \$ | 191,354 |
|  | 19.7\% |  | 20.5\% |  | 19.2\% |  | 19.0\% |
| \$ | 34,108 | \$ | 23,814 | \$ | 91,116 | \$ | 69,330 |
| \$ | 9,568 | \$ | 10,452 | \$ | 29,609 | \$ | 35,008 |

(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 often-one-time charges and other items which are outside our normal operations, 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 U.S. GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.
(2) This item includes operating losses related primarily to the Company's Shrewsbury, Massachusetts facility.
(3) These adjustments are related to the evaluation and integration of acquisitions, which primarily include transaction, third-party integration, and certain compensation costs, and fair value adjustments associated with contingent consideration.

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC.

## SCHEDULE 4 FROM 3 Q16 PRESS RELEASE

## RECONCILIATION OF GAAP EARNINGS TO NON-GAAP EARNINGS (UNAUDITED) ${ }^{(1)}$

(in thousands, except per share data)

|  | Three Months Ended |  |  |  | Nine Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | September 24, 2016 |  | September 26, 2015 |  | September 24, 2016 |  | September 26, 2015 |  |
| Net income attributable to common shareholders | \$ | 37,735 | \$ | 37,379 | \$ | 110,085 | \$ | 117,429 |
| Less: Income (loss) from discontinued operations, net of income taxes |  | (342) |  | 34 |  | (328) |  | 48 |
| Net income from continuing operations attributable to common shareholders |  | 37,393 |  | 37,413 |  | 109,757 |  | 117,477 |
| Add back: |  |  |  |  |  |  |  |  |
| Non-GAAP adjustments to operating income (Refer to Schedule 3) |  | 24,956 |  | 16,113 |  | 65,286 |  | 37,174 |
| Reversal of an indemnification asset associated with acquisition and corresponding interest (2) |  | 54 |  | - |  | 54 |  | 10,411 |
| Write-off (adjustments) of deferred financing costs and fees related to debt financing |  | (462) |  | (12) |  | 987 |  | 721 |
| Gain on bargain purchase (3) |  | - |  | (55) |  | - |  | $(9,933)$ |
| Acquisition related adjustments (4) |  | 815 |  | - |  | 815 |  | - |
| Tax effect of non-GAAP adjustments: |  |  |  |  |  |  |  |  |
| Reversal of uncertain tax position associated with acquisition and corresponding interest (2) Taxeffect of the remaining non-GAAP adjustments |  | $(6,057)$ |  | $(4,804)$ |  | $(16,306)$ |  | $\begin{aligned} & (10,411) \\ & (13,422) \\ & \hline \end{aligned}$ |
| Net income from continuing operations attributable to common shareholders, excluding nonGAAP adjustments | \$ | 56,699 | \$ | 48,655 | \$ | 160,593 | \$ | 132,017 |
| Weighted average shares outstanding - Basic |  | 47,160 |  | 46,290 |  | 46,954 |  | 46,572 |
| Effect of dilutive securities: |  |  |  |  |  |  |  |  |
| Stock options, restricted stock units, performance share units and restricted stock |  | 874 |  | 955 |  | 884 |  | 1,012 |
| Weighted average shares outstanding - Diluted |  | 48,034 |  | 47,245 |  | 47,838 |  | 47,584 |
| Earnings per share from continuing operations attributable to common shareholders |  |  |  |  |  |  |  |  |
| Basic | \$ | 0.79 | \$ | 0.81 | \$ | 2.34 | \$ | 2.52 |
| Diluted | \$ | 0.78 | \$ | 0.79 | \$ | 2.29 | \$ | 2.47 |
| Basic, excluding non-GAAP adjustments | \$ | 1.20 | \$ | 1.05 | \$ | 3.42 | \$ | 2.83 |
| Diluted, excluding non-GAAP adjustments | \$ | 1.18 | \$ | 1.03 | \$ | 3.36 | \$ | 2.77 |

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(2) These amounts represent the reversal of an uncertain tax position and an offsetting indemnification asset primarily related to the acquisition of BioFocus.
(3) The amounts relate to the acquisition of Sunrise Farms, Inc. and represents the excess of the estimated fair value of the net assets acquired over the purchase price.
(4) The amount represents a $\$ 1.5$ million charge recorded in connection with the modification of the option to purchase the remaining $13 \%$ equity interest in Vital River, partially offset by a $\$ 0.7$ million gain on remeasurement of previously held equity interest in an entity acquired in a step acquisition.

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TO NON-GAAP REVENUE GROWTH (UNAUDITED) EXCLUDING THE IMPACT OF FOREIGN EXCHANGE AND ACQUISITIONS

For the three months ended September 24, 2016

Revenue growth, reported
Impact of foreign exchange
Non-GAAP revenue growth, constant currency
Impact of acquisitions
Organic revenue growth, constant currency (Non-GAAP)

| Total CRL | RMS Segment | DSA Segment | MS Segment |
| :---: | :---: | :---: | :---: |
| 21.8\% | 2.6\% | 36.4\% | 21.4\% |
| (1.5\%) | 0.5\% | $(3.4 \%)$ | (0.4\%) |
| 23.3\% | 2.1\% | 39.8\% | 21.8\% |
| 18.0\% | -- | 35.0\% | 10.5\% |
| $5.3 \%$ | 2.1\% | 4.8\% | 11.3\% |

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 often one-time charges and other items which are outside our normal operations, 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 U.S. GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC.

## RECONCILIATION OF GAAP TO NON-GAAP REVENUE AND EARNINGS PER SHARE (EPS)

 Guidance for the Twelve Months Ended December 31, 2016E|  | 2016E Guidance |  |
| :---: | :---: | :---: |
|  | REVISED | PRIOR |
| Revenue growth, reported | 21\%-22\% | 20\%-23.5\% |
| Less: Negative impact of foreign exchange | ( $\sim 1 \%$ ) | ( $\sim 1 \%$ ) |
| Revenue growth, constant currency | 22\%-23\% | 21\%-24.5\% |
| Less: Impact of acquisitions | 14.5\%-15.5\% | 14\%-15.5\% |
| Organic revenue growth, constant currency (Non-GAAP) | 7\%-8\% | 7\%-9\% |
| GAAP EPS estimate (1) | \$3.13-\$3.18 | \$3.15-\$3.25 |
| Add back: |  |  |
| Amortization of intangible assets (2) | \$0.60 | \$0.60 |
| Charges related to global efficiency initiatives (3) | \$0.25-\$0.30 | \$0.20 |
| Acquisition-related adjustments (4) | \$0.45 | \$0.45 |
| Non-GAAP EPS estimate | \$4.44-\$4.49 | \$4.40-\$4.50 |

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 often one-time charges and other items which are outside our normal operations, 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 U.S. GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.
(1) GAAP EPS includes an estimate of approximately $\$ 0.20$ for the impact of amortization of intangible assets related to the WIL Research acquisition based on the preliminary purchase price allocation.
(2) Amortization of intangible assets includes an estimate of approximately $\$ 0.20$ for the impact of the WIL Research acquisition based on the preliminary purchase price allocation. This item also includes amortization of an inventory fair value adjustment related to the Celsis acquisition of $\$ 0.02$ per share.
(3) These charges relate primarily to the Company's planned efficiency initiatives in 2016, including site consolidation costs, asset impairments, and severance. Other projects in support of the global productivity and efficiency initiatives are expected, but these charges reflect only the decisions that have already been finalized.
(4) These adjustments are related to the evaluation and integration of acquisitions, and primarily include transaction, advisory, and certain third-party integration costs, as well as certain costs associated with acquisition-related efficiency initiatives. These adjustments also include the write-off of deferred financing costs and associated fees related to debt financing.

CHARLES RIVER LABORATORIES INTERNATIONAL, INC.

## RECONCILIATION OF FREE CASH FLOW (NON-GAAP)

(dollars in thousands)


| $\frac{\text { Fiscal Year Ended }}{\text { December 31, }}$ |
| :---: |
| 2016E |
|  |
| $\$ 307,500-\$ 312,500$ |
| $(60,000-65,000)$ |
| $\$ 245,000-\$ 250,000$ |

Net cash provided by operating activities
Less: Capital expenditures
Free cash flow

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 often one-time charges and other items which are outside our normal operations, 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 U.S. GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TO NON-GAAP UNALLOCATED CORPORATE OVERHEAD GUIDANCE

Fiscal Year Ended

December 31, 2016E

## GAAP Unallocated Corporate Overhead

Acquisition-related adjustments and charges related to global efficiency initiatives and other items

## Non-GAAP Unallocated Corporate Overhead

Nearly $8 \%$ of revenue
$\sim(1.0 \%)$
~7\% of revenue

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 often one-time charges and other items which are outside our normal operations, 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 U.S. GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.

## CHARLES RIVER LAB ORATORIES INTERNATIONAL, INC.

## RECONCILIATION OF GAAP TO NON-GAAP NET INTEREST EXPENSE

(dollars in thousands)


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 often-one-time charges and other items which are outside our normal operations, 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 U.S GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.

# CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TO NON-GAAP TAX RATE GUIDANCE 

# Fiscal Year Ended <br> December 31, 2016E 

## GAAP Tax Rate

Amortization of intangible assets and inventory purchase accounting adjustment related to acquisitions, charges related to global efficiency initiatives and other items, and acquisition-related adjustments

## Non-GAAP Tax Rate

30.0\%-30.5\%
29.0\%-29.5\%

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 often one-time charges and other items which are outside our normal operations, 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 U.S. GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.

# CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TAX RATE TO NON-GAAP TAX RATE (UNAUDITED) ${ }^{(1)}$ 

(in thousands)

Income from continuing operations before income taxes \& noncontrolling interest Add back:

Amortization of intangible assets and inventory step-up related to acquisitions
Severance and executive transition costs
Operating losses (2)
Acquisition related adjustments (3a)
Acquisition related adjustments (3b)
Government billing adjustment and related expenses
Site consolidation costs, impairments and other items
Write-off (adjustments) of deferred financing costs and fees related to debt refinancing
Reversal of indemnification asset associated with acquisition and corresponding interest (4)
Gain on bargain purchase (5)


| Nine Months Ended |  |
| :---: | :---: |
| September 24, | September 26, |
| 2016 | 2015 |


|  | 12,063 |  | 8,598 |  | 30,211 |  | 19,573 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 4,015 |  | 2,421 |  | 8,135 |  | 5,167 |
|  | - |  | 1,319 |  | - |  | 2,863 |
|  | 3,179 |  | 3,673 |  | 18,519 |  | 7,820 |
|  | 815 |  | - |  | 815 |  | - |
|  | 505 |  | 45 |  | 634 |  | 336 |
|  | 5,194 |  | 57 |  | 7,787 |  | 1,415 |
|  | (462) |  | (12) |  | 987 |  | 721 |
|  | 54 |  | - |  | 54 |  | 10,411 |
|  | - |  | (55) |  | - |  | $(9,933)$ |
| \$ | 78,618 | \$ | 69,202 | \$ | 226,337 | \$ | - <br> 183,809 |

Provision for income taxes (GAAP)

| $\$$ | 15,565 | $\$$ | 15,255 |  |
| :--- | ---: | :--- | ---: | :--- |
|  | - |  | - |  |
|  | 6,057 |  | 4,804 |  |
|  | 21,622 |  | $\$$ | 20,059 |
|  |  |  |  |  |
|  | $29.2 \%$ |  | $28.7 \%$ |  |
|  | $27.5 \%$ |  | $29.0 \%$ |  |

\$ 48,385 \$ 26,662
Tax effect from reversal of uncertain tax position associated with acquisition and corresponding interest (4) Tax effect of the remaining non-GAAP adjustments
Provision for income taxes (Non-GAAP)

Total rate (GAAP)
Total rate, excluding specified charges (Non-GAAP)

|  | - |  | 10,411 |
| :---: | :---: | :---: | :---: |
|  | 16,306 |  | 13,422 |
| \$ | 64,691 | \$ | 50,495 |
|  | 30.4\% |  | 18.3\% |
|  | 28.6\% |  | 27.5\% |

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(2) This item includes operating losses related primarily to the Company's Shrewsbury, Massachusetts facility.
(3a) These adjustments are related to the evaluation and integration of acquisitions, which primarily include transaction, third-party integration, and certain compensation costs, and fair value adjustments associated with contingent consideration.
(3b) The amount represents a $\$ 1.5$ million charge recorded in connection with the modification of the option to purchase the remaining $13 \%$ equity interest in Vital River, partially offset by a $\$ 0.7$ million gain on remeasurement of previously held equity interest in an entity acquired in a step acquisition.
(4) These amounts represent the reversal of an uncertain tax position and an offsetting indemnification asset primarily related to the acquisition of BioFocus.
(5) The amounts relate to the acquisition of Sunrise Farms, Inc. and represents the excess of the estimated fair value of the net assets acquired over the purchase price.

# SCHEDULE 3 FROM 2 Q16 PRESS RELEASE <br> RECONCILIATION OF GAAP TO NON-GAAP SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED) ${ }^{(1)}$ <br> (in thousands, except percentages) 

|  | Three Months Ended |  |
| :---: | :---: | :---: |
|  | June 25, 2016 |  |
| Research Models and Services |  |  |
| Revenue | \$ | 125,058 |
| Operating income |  | 35,445 |
| Operating income as a \% of revenue |  | 28.3\% |
| Add back: |  |  |
| Amortization of intangible assets related to acquisitions |  | 596 |
| Government billing adjustment and related expenses |  | 69 |
| Site consolidation costs, impairments and other items |  | 69 |
| Total non-GAAP adjustments to operating income | \$ | 734 |
| Operating income, excluding non-GAAP adjustments | \$ | 36,179 |
| Non-GAAP operating income as a \% of revenue |  | 28.9\% |
| Depreciation and amortization | \$ | 5,118 |
| Capital expenditures | \$ | 2,381 |
| Discovery and Safety Assessment |  |  |
| Revenue | \$ | 221,059 |
| Operating income |  | 32,381 |
| Operating income as a \% of revenue |  | 14.6\% |
| Add back: |  |  |
| Amortization of intangible assets related to acquisitions |  | 7,390 |
| Severance |  | 4,099 |
| Acquisition related adjustments (2) |  | 2,838 |
| Site consolidation costs, impairments and other items |  | 121 |
| Total non-GAAP adjustments to operating income | \$ | 14,448 |
| Operating income, excluding non-GAAP adjustments | \$ | 46,829 |
| Non-GAAP operating income as a \% of revenue |  | 21.2\% |
| Depreciation and amortization | \$ | 18,600 |
| Capital expenditures | \$ | 4,644 |
| Manufacturing Support |  |  |
| Revenue | \$ | 87,938 |
| Operating income |  | 27,121 |
| Operating income as a \% of revenue |  | 30.8\% |
| Add back: |  |  |
| Amortization of intangible assets and inventory step-up related to acquisitions |  | 3,475 |
| Acquisition related adjustments (2) |  | 490 |
| Site consolidation costs, impairments and other items |  | 72 |
| Total non-GAAP adjustments to operating income | \$ | 4,037 |
| Operating income, excluding non-GAAP adjustments | \$ | 31,158 |
| Non-GAAP operating income as a \% of revenue |  | 35.4\% |
| Depreciation and amortization | \$ | 6,525 |
| Capital expenditures | \$ | 4,256 |

## CONTINUED ON NEXT SLIDE

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC.

## SCHEDULE 3 FROM 2Q16 PRESS RELEASE

RECONCILIATION OF GAAP TO NON-GAAP
SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED) ${ }^{(1)}$
(in thousands, except percentages)

## CONTINUED FROM PREVIOUS SLIDE


(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 often one-time charges and other items which are outside our normal operations, 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 U.S. GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.
(2) These adjustments are related to the evaluation and integration of acquisitions, which primarily include transaction, third-party integration, and certain compensation costs, and fair value adjustments associated with contingent consideration.

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC.

## SCHEDULE 4 FROM 2 Q16 PRESS RELEASE RECONCILIATION OF GAAP EARNINGS TO NON-GAAP EARNINGS (UNAUDITED) ${ }^{(1)}$ (in thousands, except per share data)



## CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TAX RATE TO NON-GAAP TAX RATE (UNAUDITED) (1)

## (in thousands)

Three Months Ended
June 25, 2016
Income from continuing operations before income taxes \& noncontrolling interest ..... \$ ..... 54,390
Add back:
Amortization of intangible assets and inventory step-up related to acquisitions ..... 11,461
Severance and executive transition costs ..... 4,099
Acquisition related adjustments (2) ..... 10,588
Government billing adjustment and related expenses ..... 69
Site consolidation costs, impairments and other items ..... 262
Write-off of deferred financing costs and fees related to debt refinancing ..... 1,449
Income before income taxes \& noncontrolling interest, excluding specified charges (Non-GAAP) ..... \$ ..... 82,318
Provision for income taxes (GAAP) ..... \$ ..... 18,845
Tax effect from reversal of uncertain tax position associated with acquisition and corresponding interest (4)
Tax effect of the remaining non-GAAP adjustments5,767
Provision for income taxes (Non-GAAP)

|  | 5,767 |
| ---: | ---: |
| $\$$ | 24,612 |

Total rate (GAAP) ..... 34.6\%
Total rate, excluding specified charges (Non-GAAP) ..... 29.9\%
(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 often-one-time charges and other items which are outside our normal operations, 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 U.S. GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.
(2) These adjustments are related to the evaluation and integration of acquisitions, which primarily include transaction, third-party integration, and certain compensation costs, and fair value adjustments associated with contingent consideration.

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NYSE


[^0]:    CONTINUED ON NEXT SLIDE

