## charles river

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

May 8, 2007


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- First-Quarter Sales Increase $14.6 \%$ to $\$ 291$ Million
- First-Quarter GAAP EPS Increase $41 \%$ to $\$ 0.55$
- First-Quarter Non-GAAP EPS Increase 33.3\% to \$0.64
- Reaffirms Guidance for 2007

WILMINGTON, Mass.--(BUSINESS WIRE)--May 8, 2007--Charles River Laboratories International, Inc. (NYSE: CRL) today reported first-quarter 2007 financial results. For the first quarter, net sales from continuing operations increased $14.6 \%$ to $\$ 291.2$ million from $\$ 254.1$ million in the first quarter of 2006. Strong sales growth in both the Research Models and Services and Preclinical Services business segments drove the increase, as pharmaceutical and biotechnology customers increased their purchases of research models and continued to outsource services. Foreign exchange contributed $2.7 \%$ to the net sales growth.

On a GAAP basis, net income from continuing operations for the first quarter of 2007 was $\$ 37.2$ million, or $\$ 0.55$ per diluted share, compared to $\$ 28.5$ million, or $\$ 0.39$ per diluted share, for the first quarter of 2006 . The $40.7 \%$ 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 $\$ 43.2$ million for the first quarter of 2007, compared to $\$ 34.8$ million for the same period in 2006. First-quarter diluted earnings per share on a non-GAAP basis were $\$ 0.64$, compared to $\$ 0.48$ per share in the first quarter of 2006. Non-GAAP earnings per share in the first quarter of 2007 excluded $\$ 7.9$ million of amortization of intangible assets and stock-based compensation related to acquisitions and a charge of $\$ 0.8$ million related to the decision to accelerate the exit of the Company's Preclinical Services facility in Worcester, Massachusetts. The Company now expects to complete 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 $\$ 0.05$, including the first-quarter charge.

James C. Foster, Chairman, President and Chief Executive Officer, said, "We were very pleased by the strong start to this year. The actions we took last year to focus on our core businesses and improve our operating efficiency are reflected in our stronger sales and earnings growth. The continuing robust demand for our products and services confirms our confidence in the outlook for the year, and we are reaffirming our sales and earnings guidance for 2007."

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. The net loss from discontinued operations was $\$ 0.5$ million in the first quarter of 2007. Including discontinued operations, net income for the first quarter of 2007 was $\$ 36.8$ million, or $\$ 0.54$ per diluted share, compared to a consolidated net loss of $\$ 100.1$ million, or $\$ 1.37$ per diluted share, in the first 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 $\$ 143.1$ million in the first quarter of 2007, an increase of $10.9 \%$ from $\$ 129.0$ million in the first quarter of 2006. Sales benefited from strong demand for research models from large pharmaceutical customers in North America, increased demand for Transgenic Services, and higher sales of in vitro products. As expected, sales of large research models increased significantly as shipments which had been delayed from the fourth quarter of 2006 due to an extended quarantine were released.

In the first quarter of 2007, the RMS segment's GAAP operating margin increased to $32.9 \%$ from $31.4 \%$, primarily due to increased Transgenic Services revenue and large research model sales. On a non-GAAP basis, which excluded charges of $\$ 0.4$ million for acquisition-related amortization, the operating margin was $33.1 \%$, compared to $31.4 \%$ for the same period in the prior year.

Preclinical Services (PCS)
First-quarter net sales for the PCS segment were $\$ 148.1$ million, an increase of $18.3 \%$ from $\$ 125.2$ million in the first quarter of 2006. Sales were driven by continuing strong demand for general and specialty toxicology services by 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 $15.8 \%$ from $11.0 \%$, as a result of higher sales, improved operating efficiencies and lower amortization of intangible assets related to acquisitions. On a non-GAAP basis, which excludes $\$ 7.5$ million of acquisition-related amortization and the $\$ 0.8$ million charge for the accelerated exit from the Worcester facility, the first-quarter operating margin improved to $21.4 \%$ compared to $18.2 \%$ for the first quarter of 2006.

## 2007 Guidance

The Company reaffirms its forward-looking guidance based on continuing operations for 2007, which was originally provided on December 13, 2006. This forward-looking guidance is based on current foreign exchange rates. In addition to a net charge in a range of $\$ 0.03$ - $\$ 0.05$ per diluted share as a result of the accelerated exit from the Worcester facility, the Company expects to report a one-time gain of approximately $\$ 0.02$ per diluted share on
the sale of real estate in Scotland. Both of these items will be reported as non-GAAP adjustments.

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

Charles River Laboratories has scheduled a live webcast on Wednesday, May 9, at 8:30 a.m. ET to discuss matters relating to this press release. To participate, please go to www.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.

## Charles River to Present at Baird Conference

James C. Foster will present at the Robert W. Baird Growth Stock Conference on Thursday, May 10, at 9:30 a.m. CT, in Chicago, Illinois. Mr. Foster will present an overview of Charles River's business and strategic focus. A live webcast of the presentation will be available through a link that will be posted on the Investor Relations section of the Charles River Laboratories website at www.ir.criver.com. A webcast replay will be accessible through the same website approximately three hours after the presentation.

## 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 www.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.

CHARLES RIVER LABORATORIES INTERNATIONAL, INC. CONDENSED CONSOLIDATED STATEMENTS OF INCOME (UNAUDITED) (dollars in thousands, except for per share data)


CHARLES RIVER LABORATORIES INTERNATIONAL, INC. CONDENSED CONSOLIDATED BALANCE SHEETS (UNAUDITED) (dollars in thousands)

|  | March 31, <br> 2007 | December 30, <br> Assets <br> Current assets |  |
| :--- | :---: | :---: | :---: |
| Cash and cash equivalents | $\$ 136,537$ | $\$ 75,380$ |  |
| Trade receivables, net | 210,166 | 202,658 |  |
| Inventories | 75,681 | 72,362 |  |
| Other current assets | 54,186 | 44,363 |  |
| Current assets of discontinued businesses | 5,669 | 6,330 |  |


| Total current assets | 482,239 | 501,093 |
| :---: | :---: | :---: |
| Property, plant and equipment, net | 566,145 | 534,745 |
| Goodwill, net | 1,119,389 | 1,119,309 |
| Other intangibles, net | 159,368 | 160,204 |
| Deferred tax asset | 98,599 | 107,498 |
| Other assets | 142,320 | 133,944 |
| Long-term assets of discontinued businesses | 334 | 751 |
| Total assets | \$2,568,394 | \$2,557,544 |


| Liabilities and Shareholders' Equity |  |  |
| :--- | ---: | ---: |
| Current liabilities |  | 24,977 |
| Current portion of long-term debt | 25,759 | 28,223 |
| Accounts payable | 37,256 | 41,651 |
| Accrued compensation | 29,992 | 93,197 |
| Deferred income | 88,526 | 41,991 |
| Accrued liabilities | 43,986 | 25,625 |
| Other current liabilities | 20,322 | 3,667 |
| Current liabilities of discontinued |  | 449 |

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

Three Months Ended
March 31, 2007 April 1, 2006
Research Models and Services
Net sales
Gross margin
Gross margin as a \% of net sales
Operating income
Operating income as a \% of net sales
Depreciation and amortization
Capital expenditures

| $\$ 143,068$ | $\$ 128,972$ |
| :---: | :---: |
| 63,654 | 55,866 |
| $44.5 \%$ | $43.3 \%$ |
| 47,021 | 40,476 |
| $32.9 \%$ | $31.4 \%$ |
| 5,569 | 5,035 |
| 7,084 | 3,566 |

Preclinical Services
Net sales
Gross margin
Gross margin as a of net sales
Operating income
Operating income as a \% of net sales
Depreciation and amortization
Capital expenditures

Unallocated Corporate Overhead

| $\$ 148,131$ | $\$ 125,169$ |
| :---: | :---: |
| 51,919 | 39,639 |
| $35.0 \%$ | $31.7 \%$ |
| 23,444 | 13,788 |
| $15.8 \%$ | $11.0 \%$ |
| 14,344 | 14,624 |
| 30,840 | 35,821 |

Total
Net sales

| Gross margin | 115,573 | 95,505 |
| :--- | :---: | :---: |
| Gross margin as a $\%$ of net sales | $39.7 \%$ | $37.6 \%$ |
| Operating income (loss) | 54,701 | 43,696 |
| Operating income as a \% of net sales | $18.8 \%$ | $17.2 \%$ |
| Depreciation and amortization | 19,913 | 19,659 |
| Capital expenditures | 37,924 | 39,387 |

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


Total
Net sales
Operating income
$\$ 291,199 \quad \$ 254,141$

Operating income as a of net sales
Add back:
Amortization related to acquisitions Impairment and other charges $54,701 \quad 43,696$ $18.8 \% 17.2 \%$
$7,857 \quad 9,078$
819 -
Stock-based compensation related to Inveresk acquisition
$70 \quad 285$

Operating income, excluding specified charges (Non-GAAP)
Non-GAAP operating income as a of net sales
$\$ 63,447$ 53,059
$21.8 \%$
$20.9 \%$

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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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Three Months Ended
March 31, 2007 April 1, 2006

| Net income (loss) | $\$ 36,763$ | $\$(100,115)$ |
| :--- | ---: | ---: |
| Less: Discontinued operations | 464 | 128,630 |
| Net income from continuing operations | 37,227 | 28,515 |
| Add back: |  |  |
| Amortization related to acquisitions | 7,857 | 9,078 |
| Stock-based compensation related to | 70 | 285 |
| Inveresk acquisition | 819 | - |
| Impairment and other charges | $(2,784)$ | $(3,066)$ |
| Tax effect | $\$ 43,189$ | $\$ 34,812$ |



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

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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.
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SOURCE: Charles River Laboratories International, Inc.

