# 2Q14 Results <br> Regulation G Financial Reconciliations \& Appendix 

Charles River Laboratories International, Inc.
August 6, 2014

## Revenue Breakout by Product/Service Line

| (\$ in millions) | 2Q14* | 2Q13* | YOY $\triangle$ | FX | YOY $\Delta$ ex. FX |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Research Models (Non-GAAP) | \$87.8 | \$87.5 | 0.4\% | 1.1\% | (0.7\%) |
| RM Services | \$45.3 | \$43.8 | 3.4\% | 1.3\% | 2.1\% |
| Total RMS Segment | \$133.1 | \$131.3 | 1.4\% | 1.1\% | 0.3\% |
| Total DSA Segment | \$142.6 | \$107.5 | 32.7\% | 1.3\% | 31.4\% |
| EMD | \$33.6 | \$27.7 | 21.4\% | 2.3\% | 19.1\% |
| Other Mfg. Support* | \$31.9 | \$28.0 | 13.8\% | 2.5\% | 11.3\% |
| Total Mfg. Support | \$65.4 | \$55.7 | 17.5\% | 2.3\% | 15.2\% |
| Total Revenue (Non-GAAP) | \$341.2 | \$294.4 | 15.9\% | 1.4\% | 14.5\% |

* May not add due to rounding.
** Other Mfg. Support includes the Biologics Testing Solutions and Avian Vaccine business units.


## Old Segment Structure

| Research Models \& Services (RMS) | Preclinical Services (PCS) |
| :---: | :---: |
| Research Models <br> - Research Models <br> - Avian Vaccine Services* <br> $>$ Research Model Services <br> - Genetically Engineered Models \& Services (GEMS) <br> - Research Animal Diagnostic Services (RADS) <br> - Insourcing Solutions (IS) <br> - Discovery Research Services * (NC \& Finland sites) | > Discovery Services <br> > Safety Assessment <br> $>$ Biologics Testing Solutions * (formerly BPS) |
| $>$ Endotoxin \& Microbial Detection (EMD) * |  |

* Indicates a business unit which will be reported in a different segment.

Charles river laboratories international, inc RECONCLLIATION OF GAAP TO NON-GAAP
SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED) ${ }^{(1)}$
amen


Rearies and sevices
Revenue
Add back
Add back government biling adjustmen
Non-GAAP reven
Operating income
Operaing income as a \% of revenue
Add back:
Amortization of intangibe assets related to acquisition
Severance related to cost-savings actions
Covermment billing adjustment and related expenses
Impairment and other items ${ }^{(2)}$
Operating income, excluding specified charges (Non-GAA
Non-GAAP operating income as a \% of revenue
Assessmen
Revenue
Operating inc
Operaing income as a \% of revenue
Add back:
Amortization of intangible assets related to acquisition
Severance related to cost-saxings actions
losses ${ }^{\text {b }}$
Costs associated with the evaluation and integration of acquisitions
Operating income, excluding specified charges (Non-GAAP)
Non-GAAP operating income as a $\%$ of revenue
Manufacturing Support
Revenue
Operain income
Operating inco
Add back:
Amorization of intangible assets related to a aquisition
Severance related to costs-syings act
Severance related to cost-savings actions
Operating income, excluaing spectiried charges (Non-GAAP)
Non-GAAP operating income as a o of revenue
Unallocated Corporate Overhead
Add back:
Severance related to cost-savings actions
Cosis associated with the evaluation
Severance related to cost-Savings actions
Costs associaited with the evaluation and integration of acquisitions Convertibl deb a accounting
Unallocated corporate overhead, excluding specified charges (Non-GAAP)
Total
Revenue
Add back government biling adjustment
Non-GAAP revenue
Operating income
Operating income
Operating income as a $\%$ of revenue
Add back:
Amortization of intangible assets related to acquisitions
Severance related to cost-saxings actions
overmen biling adjustment and related expenses
${ }^{\text {Impairment and other items }}$
${ }^{\text {Operating lossese }}{ }^{\text {© }}$
Costs associated with the evaluation and integration of acquisitions Converible debt accounting
Operaing income, excludine specified charges (Non-GAAP)
Non-GAAP operating income as a \% of revenue

| S | 133,120 | \$ | 129,759 | \& | 265,615 | $\$$ |
| :--- | :--- | :--- | :--- | :--- | :--- | :--- | $\mathbf{2 6 4 , 6 3 2}$




| 65,45 | \$ | 55,68 | s | 127,180 | \$ | 58 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 20,45 |  | 16,008 |  | 38,871 |  | 0,451 |
| 31.3\% |  | 28.79 |  | 30.6\% |  |  |


|  | 1,355 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |

$\$(21,462) \$(17,377) \$(47,329) \$(37,977)$

$$
\begin{array}{rrr} 
\\
1,371 \\
- & 194 \\
\hline & \begin{array}{r}
121 \\
4,676
\end{array} & \begin{array}{c}
680 \\
\hline
\end{array} \\
\hline
\end{array}
$$

| s | 341,179 | s | 292,933 1,495 | s | 640,547 | \$ | $\begin{gathered} 584,171 \\ 1,495 \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| s | 341,179 | s | 294,428 | s | 640,547 | \$ | 585,666 |
|  | 51,025 |  | 43,188 |  | 90,731 |  | 85,951 |
|  | 15.0\% |  | 14.7\% |  | 14.2\% |  | 14.7\% |
|  | 6,854 |  | 4,464 |  | 11,193 |  | 8,712 |
|  | 2,889 |  | 285 |  | 4,789 |  | 582 |
|  | 13 |  | 1855 |  | 80 |  | 1,855 |
|  | 1,725 |  | - |  | 2,705 |  | - |
|  | 719 |  | 838 |  | 1,40 |  | 1,944 |
|  | 1,574 |  | 194 |  | 4,879 |  | 680 |
|  | - |  | 54 |  | - |  | 107 |
| s | 64,799 | \$ | 50,878 | s | 115,779 | \$ | 99,831 |
|  | 19.0\% |  | 17.3\% |  | 18.1\% |  | 17.0\% |

Chate River meaningful understanding of our core operating results and future prospects, without the effect of one-time charges and other items which are ouside our normal operations, consistent with the mamner 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 subssitut for results of

resulis consistert will appicable rules, reguations and guidance
For the three and six monhth ended June 28, 2014, impairment and other items primarily include 51.5 million and 52.5 million of asset
 France.
This item includes operating losses reated primarily to the Company's Shrewsbury, Massachusetts faciili,

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC

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

(dollars in thousands, except for share and per share data)

Net income attributable to common shareholders
Less: Discontinued operations
Net income from continuing operations
Add back:
Amortization of intangible assets related to acquisitions
Severance related to cost-savings actions
Impairment and other items ${ }^{(2)}$
Operating losses ${ }^{(3)}$
Costs associated with the evaluation and integration of acquisitions
Government billing adjustment and related expenses
Write-off of deferred financing costs and fees related to debt refinancing
Convertible debt accounting, net ${ }^{(4)}$
Tax effect of items above
Net income from continuing operations, excluding specified charges (Non-GAAP)
Weighted average shares outstanding - Basic
Effect of dilutive securities:
Stock options and contingently issued restricted stock
Weighted average shares outstanding - Diluted
Basic earnings per share from continuing operations
Diluted earnings per share from continuing operations

Basic earnings per share from continuing operations, excluding specified charges (Non-GAAP)
Diluted earnings per share from continuing operations, excluding specified charges (Non-GAAP)

(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 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 GAAP. The Company intends to continue to assess the potential value of reporting nonGAAP results consistent with applicable rules, regulations and guidance.
(2) For the three and six months ended June 28, 2014, impairment and other items primarily include $\$ 1.5$ million and $\$ 2.5$ million of asset impairments and accelerated depreciation related to the consolidation of research model production operations, respectively; a $\$ 1.3$ million charge related to a dispute with a large model supplier; and a $\$ 1.1$ million gain related to the sale of a former research model facility in France.
(3) This item includes operating losses related primarily to the Company's Shrewsbury, Massachusetts facility.
(4) The three and six months ended June 29, 2013 include the impact of convertible debt accounting adopted at the beginning of 2009, which increased interest expense by $\$ 2.8$ million and $\$ 6.6$ million and depreciation expense by $\$ 0.1$ million and $\$ 0.1$ million, respectively.

# CHARLES RIVER LAB ORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TO NON-GAAP REVENUE GROWTH (YEAR-OVER-YEAR) EXCLUDING THE IMPACT OF FOREIGN EXCHANGE AND A GOVERNMENT BILLING ADJUSTMENT <br> For the Three and Six Months Ended June 28, 2014 

## For the three months ended June 28, 2014:

Revenue growth, reported
Impact of foreign exchange
Impact of government billing adjustment
Non-GAAP revenue growth, constant currency
For the six months ended June 28, 2014:
Revenue growth, reported
Impact of foreign exchange
Impact of government billing adjustment
Non-GAAP revenue growth, constant currency

| Total CRL | RMS Segment |  | DSA Segment |  |
| ---: | ---: | ---: | ---: | ---: |
|  |  |  |  |  |
|  | $\mathbf{M S}$ Segment |  |  |  |
| $\mathbf{1 6 . 5 \%}$ | $\mathbf{2 . 6 \%}$ | $\mathbf{3 2 . 7 \%}$ | $\mathbf{1 7 . 5 \%}$ |  |
| $1.4 \%$ | $1.1 \%$ | $1.3 \%$ | $2.3 \%$ |  |
| $0.6 \%$ | $1.2 \%$ | $0.0 \%$ | $0.0 \%$ |  |
| $\mathbf{1 4 . 5 \%}$ | $\mathbf{0 . 3 \%}$ | $\mathbf{3 1 . 4 \%}$ | $\mathbf{1 5 . 2 \%}$ |  |

Total CRL RMS Segment DSA Segment MS Segment

| $\mathbf{9 . 7 \%}$ | $\mathbf{0 . 4 \%}$ | $\mathbf{1 8 . 4 \%}$ | $\mathbf{1 5 . 3 \%}$ |
| ---: | ---: | ---: | ---: |
| $1.0 \%$ | $0.6 \%$ | $0.9 \%$ | $1.9 \%$ |
| $0.3 \%$ | $0.6 \%$ | $0.0 \%$ | $0.0 \%$ |
| $\mathbf{8 . 4 \%}$ | $\mathbf{0 . 8 \%}$ | $\mathbf{1 7 . 5 \%}$ | $\mathbf{1 3 . 4 \%}$ |

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
SUPPLEMENTAL SCHEDULE: PRIOR PERIODS RECAST FOR BUSINESS SEGMENT REVISIO
RECONCILIATION OF GAAP TO NON-GAAP
SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED) ${ }^{(1)}$
(bollars in thousanks)
esearch Models and Services
Revenue
Add back governme tiling diustment
Non-GAAP revenue
Operating income
Operating income as a \% of revenue
Add back:
Add back:
Severance relatale ing inde assets related to acquisitions
Governmenent billining to cost-savings actions
everment biling adistment and related expenses
Impaiment and other
Operating losses
®)
Operating income, excluding specified charges (Non-GAAP)
Non-GAAP operating income as a $\%$ of revenue
Discovery and Safety Assessment
Revenue
Revenue
Operating inco
Operating income as a \% of revenue
Add back
Amortiation of intangible assets related to acquistions
severance related to cost-savings actions
Impairment and ohere items
Operating losese ${ }^{\text {B }}$
Costs asocited
Costs associated with the evaluation and integration of a cquistitions
Operating income, excluding specified charges (Non-GAAP)
Non-GAAP operating income as a o of revenue

Revenue
Operating incom
Operating income as a \% of revenue
Operating in
Add back:
Amoriza
Amortiation of intangible assets related to acquisitions
Impaiment and other ites $5^{(2)}$ (2) ${ }^{2}$ )
Operating income, excluding specified charges (Non-GAAP)
Non-CAAP operating tincone as a
Unallocated Corporate Overhead
Add back:
Severance related to cost-savings actions
Costs associated with he evaluation and integration of acquisitions Converible deb a accounting

Total
Add back government biling adjustment
Non-GAAP revenue
Operating inco
Operating inco
Operating
Add back:
Amortiation of intangible assets related to acquistions
Severance related to cost-s-svings actions
Impairment and other items ${ }^{(2)}$
Operating losses ${ }^{(3)}$
Costs associated with hhe evaluation and integration of a cquisition
Converitible debt accounting
Operating income, excluding specified charges (Non-GAAP)
Non-GAAP operating income as a $\%$ of revenue
Nor

|  | Three Months Ended |  |  |  |  |  |  | Twelve Months <br> Ended <br> December 28, <br> 2013 |  | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { March 30, } \\ 2013 \end{gathered}$ |  | June 29,$2013$ |  | $\begin{aligned} & \text { September 28, } \\ & 2013 \end{aligned}$ |  | $\begin{gathered} \hline \text { December 28, } \\ 2013 \end{gathered}$ |  |  |  | $\begin{gathered} \text { March 29, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \text { June 28, } \\ 2014 \end{gathered}$ |  |
| \$ | 134,873 |  | $\begin{array}{r} 129,759 \\ 1,495 \\ \hline \end{array}$ | \$ | ${ }^{124,236}$ | s | $122,482$ | s | $\begin{gathered} 511,350 \\ 1,495 \\ \hline \end{gathered}$ | s | ${ }^{132,495}$ | s | 133,120 |
| s | 134,873 | \$ | 131,254 | \$ | 124,236 | s | 122,482 | s | 512,845 | \$ | 132495 | s | ${ }^{133,120}$ |
|  | 40,477 |  | 33,296 |  | 23,803 |  | 19,161 |  | 116,737 |  | 35,444 |  | 34,234 |
|  | 30.0\% |  | 25.4\% |  | 19.2\% |  | 15.6\% |  | 22.8\% |  | 26.8\% |  | 25.7\% |
|  | 491 |  | 754 |  | 457 |  | 1,076 |  | 2,778 |  | 937 |  | 608 |
|  | 86 |  | 183 |  | 32 |  | 1,123 |  | 1,424 |  | 1,584 |  | 2,011 |
|  |  |  | 1,855 |  | 321 |  | 226 |  | 2,402 |  | 67 |  | 13 |
|  |  |  |  |  | 7,238 |  | 6,440 |  | 13,678 |  | 980 |  | 1,725 |
|  | 158 |  | 51 |  | 47 |  | 14 |  | 270 |  | 12 |  | 15 |
| s | 41,212 | \$ | ${ }^{36,139}$ | \$ | 31,998 | s | 28,040 | s | 137,299 | s | 39,024 | s | 38,606 |
|  | 30.6\% |  | 27.5\% |  | 25.7\% |  | 22.9\% |  | 26.8\% |  | 29.5\% |  | 29.0\% |
| s | 101,791 | \$ | 107,490 | \$ | 112,627 | s | 110,470 | s | 432,378 | \$ | 105,138 | s | 142,614 |
|  | 8,443 |  | 11,261 |  | 18,968 |  | 8,741 |  | 47,413 |  | 11,713 |  | 17,798 |
|  | 8.3\% |  | 10.5\% |  | 16.8\% |  | 7.9\% |  | 11.0\% |  | 11.1\% |  | 12.5\% |
|  | 2,416 |  | 2,393 |  | 2,383 |  | 2,401 |  | 9,593 |  | 1,972 |  | 4,891 |
|  | 211 |  | 102 |  | 397 |  | 915 |  | 1,625 |  | 195 |  | 854 |
|  | - |  | - |  | - |  | 5,829 |  | 5,829 |  | - |  | - |
|  | 948 |  | 787 |  | 737 |  | 629 |  | 3,101 |  | 671 |  | 704 |
| s | 12,018 | s | 14,543 | \$ | 22,485 | s | 18,515 | 5 | 67.561 | s | 14,551 | s |  |
|  | 11.8\% |  | 13.5\% |  | 20.0\% |  | 16.8\% |  | 15.6\% |  | 13.8\% |  | 17.1\% |
| s | 54,574 | \$ | 55,64 | \$ | 55,26 | S | 56,276 | s | 221,800 | s | 61,735 | s | 65,45 |
|  | 14,443 |  | 16,008 |  | 16,125 |  | 14,651 |  | 61,227 |  | 18,416 |  | 20,455 |
|  | 26.5\% |  | 28.7\% |  | 29.2\% |  | 26.0\% |  | 27.6\% |  | 29.8\% |  | 31.3\% |
|  | 1,341 |  | 1,317 |  | 1,339 |  | 1,438 |  | 5,435 |  | 1,430 |  | 1,355 |
|  |  |  | - |  | 46 |  | 123 |  | 169 |  | - |  | 2 |
|  | 15,784 |  |  | \$ |  | s | 1,874 18,086 1 | s | 1,874 <br> 68,705 | s |  |  |  |
| s | 28.9\% |  | 31.1\% |  | ${ }^{11,17 \%}$ |  | - |  | $\begin{gathered} 68,75 \\ 31.0 \% \end{gathered}$ | s | $\begin{aligned} & 1,8,46 \\ & 32.1 \% \end{aligned}$ | s | 21,834 |
|  | (20,60) | \$ | (17,377) | s | $(18,03)$ | ) | (17,946) | \$ | (73,976) | s | (25,867) | \$ | 21,462 |
|  |  |  | - |  | - |  |  |  | - |  | 121 |  |  |
|  | 486 |  | 194 |  | 306 |  | 766 |  | 1,752 |  | 3,305 |  | 1,37 |
|  | 53 |  | 54 |  | $\cdots$ |  |  |  | 107 |  | - |  |  |
| s | (20,061) | s | (17,129) | \$ | (17,74) |  | (17,180) | s | (72,117) | \$ | (22,441) | s | (20,091) |
| s | 291,238 | \$ |  | \$ | 292,129 | s | 289,28 | s | 1,165,528 | \$ | 299,368 | s | 341,179 |
|  |  |  | 1,495 |  |  |  |  |  | 1,495 |  | - |  |  |
| \$ | 291,238 | \$ | 294,428 | \$ | 292,129 | s | 289,28 | \$ | 1,167,023 | s | 299,368 | s | 341,179 |
|  | 42,763 |  | 43,188 |  | 40,843 |  | 24,607 |  | 151,401 |  | ${ }^{39,706}$ |  | ${ }^{51,025}$ |
|  | 14.7\% |  | 14.7\% |  | 14.0\% |  | 8.5\% |  | 13.0\% |  | 13.3\% |  | 15.0 |
|  | 4,248 |  | 4,464 |  | 4,179 |  | 4,915 |  | 17,006 |  | 4,339 |  | 6,554 |
|  | 297 |  | 285 |  | 475 |  | 2,161 |  | 3,218 |  | 1,900 |  | 2,889 |
|  | - |  | 1,855 |  | 321 |  | 226 |  | 2,402 |  | 67 |  | 13 |
|  |  |  | - |  | 7,238 |  | 14,143 |  | 21,381 |  | 980 |  | 1,725 |
|  | 1,106 |  | 838 |  | 784 |  | 643 |  | 3,371 |  | 683 |  | 719 |
|  | 486 |  | 194 |  | 306 |  | 766 |  | 1,752 |  | 3,305 |  | 1,574 |
|  | 53 |  | 54 |  |  |  |  |  | 107 |  |  |  |  |
| s | ${ }^{48,953}$ | \$ | ${ }^{50,878}$ | \$ | ${ }^{54,146}$ | \$ | ${ }^{47,461}$ | \$ | ${ }^{201,438} 1$ | s | 50,980 | s | ${ }^{64,799}$ |
|  | 16.8\% |  | 17.3\% |  | 18.5\% |  | 16.4\% |  | 17.3\% |  | 17.0\% |  | 19.0\% |

Charles River management believes that supplementary non-CAAP financial measures provide useful information to allow investors to gain a meaningful understanding of our core operating results and future
 The supplementary non-GAAP financial measures included are not meant to be considered superior to, ora a substiute for resulu
continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulutions and guidance.
 operations. For the year ended December 28 , 2013 , impairment and other items primariy y chlude: (i) accelerated depreciation of $\$ 1.5$ milion and $\$ 1.9$ mililion related to the consoidiation of research modef

This item includes operating losses related primarily to the Company's Shrewsbury, Massachusetts fac ility.

SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED) ${ }^{\text {(1) }}$

| Research Models and Services | Three Months Ended |  |  |  |  |  |  |  | Twelve Month Ended |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March 31, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \text { Jume } 30, \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { September 29, } \\ 2012 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 29, } \\ 2012 \end{gathered}$ |  | $\begin{array}{\|c} \hline \text { December 29, } \\ 2012 \end{array}$ |  |
|  |  |  |  |  |  |  |  |  |  |  |
| Revenue |  | 140,875 | \$ | 132,428 | \$ | 124,541 | s | 123,789 | \$ | 521,633 |
| Add back goverrment billing adjustment |  |  |  |  |  |  |  |  |  |  |
| Non-GAAP revenue | \$ | 140,875 | \$ | 132,428 | \$ | 124,541 | s | 123,789 | \$ | 521,633 |
| Operating income |  | 44,523 |  | 41,131 |  | 29,418 |  | 28,711 |  | 143,783 |
| Operating income as a \% of revenue |  | 31.6\% |  | 31.1\% |  | 23.6\% |  | 23.2\% |  | 27.6\% |
| Add back: |  |  |  |  |  |  |  |  |  |  |
| Amortization of intangible assets related to acquisitions |  | 218 |  | 219 |  | 237 |  | 241 |  | 915 |
| Severance related to cost-saving actions |  | - |  | - |  | 867 |  | 148 |  | 1,015 |
| Impairment and other items ${ }^{(2)}$ |  |  |  | - |  | 2,927 |  | 883 |  | 3,810 |
| Operating income, excluding specified charges (Non-GAAP) | \$ | 44,741 | \$ | 41,350 | \$ | 33,449 | \$ | 29,983 | \$ | 149,523 |
| Non-GAAP operating income as a \% of revenue |  | 31.8\% |  | 31.2\% |  | 26.9\% |  | 24.2\% |  | 28.7\% |
| Discovery and Safety Assessment |  |  |  |  |  |  |  |  |  |  |
| Revenue | \$ | 98,840 | \$ | 103,787 | s | 105,080 | s | 101,201 | \$ | 408,908 |
| Operating income |  | 6,344 |  | 10,314 |  | 10,333 |  | 8,697 |  | 35,688 |
| Operating income as a\% of revenue |  | 6.4\% |  | 9.9\% |  | 9.8\% |  | 8.6\% |  | 8.7\% |
| Add back: |  |  |  |  |  |  |  |  |  |  |
| Amortization of intangible assets related to acquisitions |  | 3,180 |  | 3,441 |  | 3,112 |  | 2,945 |  | 12,378 |
| Severance related to cost-saving actions |  | 911 |  | - |  | 22 |  | 561 |  | 1,494 |
| Impairment and other items ${ }^{(2)}$ |  | - |  | - |  | (233) |  | 199 |  | (34) |
| Operating losses ${ }^{(3)}$ |  | 1,054 |  | 809 |  | 837 |  | 941 |  | 3,641 |
| Operating income, excluding specified charges (Non-GAAP) | \$ | 11,489 | \$ | 14,264 | \$ | 14,071 | s | 13,343 | \$ | 53,167 |
| Non-GAAP operating income as a \% of revenue |  | 11.6\% |  | 13.7\% |  | 13.4\% |  | 13.2\% |  | 13.0\% |
| Manufacturing Support |  |  |  |  |  |  |  |  |  |  |
| Revenue | \$ | 46,266 | \$ | 48,508 | \$ | 49,065 | \$ | 55,150 | \$ | 198,989 |
| Operating income |  | 12,774 |  | 14,906 |  | 14,613 |  | 15,226 |  | 57,519 |
| Operating income as a \% of revenue |  | 27.6\% |  | 30.7\% |  | 29.8\% |  | 27.6\% |  | 28.9\% |
| Add back: |  |  |  |  |  |  |  |  |  |  |
| Amortization of intangible assets related to acquisitions |  | 1,098 |  | 1,050 |  | 1,179 |  | 1,447 |  | 4,774 |
| Severance related to cost-savings actions |  | $-$ |  |  |  | 82 |  | (11) |  | 71 |
| Operating income, excluding specified charges (Non-GAAP) | \$ | 13,872 | \$ | 15,956 | \$ | 15,874 | \$ | 16,662 | \$ | 62,364 |
| Non-GAAP operating income as a \% of revenue |  | 30.0\% |  | 32.9\% |  | 32.4\% |  | 30.2\% |  | 31.3\% |
| Unallocated Corporate Overhe ad | \$ | (19,901) | s | (17,077) | \$ | $(16,682)$ | \$ | (17,565) | \$ | (71,225) |
| Add back: |  |  |  |  |  |  |  |  |  |  |
| Costs associated with the evaluation and integration of acquisitions |  | 232 |  | 744 |  | 658 |  | 2,140 |  | 3,774 |
| Convertible debt accounting |  | 53 |  | 54 |  | 53 |  | 53 |  | 213 |
| Unallocated corporate overhead, excluding specified charges (Non-GAAP) | \$ | (19,616) | s | (16,279) | \$ | (15,971) | \$ | (15,372) | \$ | (67,238) |
| Total |  |  |  |  |  |  |  |  |  |  |
| Revenue | \$ | 285,981 | \$ | 284,723 | \$ | 278,686 | \$ | 280,140 | \$ | 1,129,530 |
| Add back government billing adjustment |  |  |  |  |  |  |  |  |  |  |
| Non-GAAP revenue | s | 285,981 | \$ | 284,723 | \$ | 278,686 | s | 280,140 | s | 1,129,530 |
| Operating income |  | 43,740 |  | 49,274 |  | 37,682 |  | 35,069 |  | 165,765 |
| Operatang income as a \% of revenueAdd back: |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |
| Severance related to cost-savings actions |  | 911 |  | - |  | 971 |  | 698 |  | 2,580 |
| Impairment and other items ${ }^{(2)}$ |  | - |  | - |  | 2,694 |  | 1,082 |  | 3,776 |
| Operating losses ${ }^{(3)}$ |  | 1,054 |  | 809 |  | 837 |  | 941 |  | 3,641 |
| Costs associated with the evaluation and integration of acquisitions |  | 232 |  | 744 |  | 658 |  | 2,140 |  | 3,774 |
| Convertible debt accounting |  | 53 |  | 54 |  | 53 |  | 53 |  | 213 |
| Operating income, excluding specified charges (Non-GAAP) | \$ | 50,486 | \$ | 55,291 | \$ | 47,423 | \$ | 44,616 | \$ | 197,816 |
| Non-GAAP operating income as a \% of revenue |  | 17.7\% |  | 19.4\% |  | 17.0\% |  | 15.9\% |  | 17.5\% |

(1) Charles River management believes that supplementary non-GAAP financial measures provide useful information to allow investors to gain a meaningfulu understanding of our core operating results and future prospectst, without the effect of 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 GAAP. The Company intends to continue to assess the potential value of reporting nonGAAP results consistent with applicable rules, regulations and guidance.
For the year ended December 29, 2012, impairment and other items primarily include: (i) an impairment charge of $\$ 3.5$ million for long-lived assets at certain RMS Europe This it,

CHARLES RIVER LABORATORIES INTERNATIONAL, INC.
SUPPLEMENTAL SCHEDULE: PRESENTATION OF FORMER BUSINESS SEGMENT RESULTS
RECONCILATION OF GAAP TO NON-GAAP
(dollars in thousanks)

Research Models and Services (former segment)
Revenue
Add back govermment billing adjustmen
Non-GAAP revenue
Operating income
Operating income
Operating income
Add back:
Amortization of intangible assets related to acquisitions
Severance related to cost-savings actions
Government biling adiusment and related
Government biling adissment and related expenses
Operating losses ${ }^{\text {3 }}$
Operating income, excluding specified charges (Non-GAAP)
Non-GAAP operating income as a\% of revenue
Preclinical Services (former segment)
Revenue
Operaing
Operating income
Operating income as a $\%$ of revenue
Add back:
Amortiartion of intangible assets related to acquisitions
Severance reated 1 )
Operating losses
Operating losses ${ }^{(3)}$
Operating income, excluding specified charges (Non-GAA)
Non-cAAAP operating income as a \% of revenue
Acquisition of Argenta and BioFocus
Revenue
Operating income
Operating income
Operating income as a \% of revenue
Add back:
Costs associe of intangble assets related to acquisistions
Operating associated with the evaluation and integration of accquisitions
Non-GAAP operating income as a\% of revenue
Unallocated Corporate Overhead
Add back:
Severance
Severance related to cost-savings actions
Costs associated with the evaluation and integration of acquisitions
Unallocated corporate overthead, excluding specified charges (Non-GAAP)
Total
Revenue
Add back government billing adjustment
Non-GAAP revenue
Operating ing income as a $\%$ of revenue
Add back:
Amortization of intangible assets related to acquisitions
Severance related to cost-savings actions
Govermment biling adjustment and related expenses
Impaiment and other iems
Operating losses ${ }^{(3)}$
Cosis associated with the evaluation and integration of acquisitions
Operating income, excluding specified charges (Non-GAAP)
Non-GAAP operating income as a $\%$ of revenue

| Three Month Ended |  |
| :---: | :---: |
| June 28, | Jme 29, |
| 2014 | 2013 |

S 189,157 S 178,973 |  | 189,157 | 1,495 |
| :--- | :--- | :--- |

52,547
$27.8 \%$ $\begin{array}{ll}49,630 \\ 27.7 \%\end{array}$
$\begin{array}{ll}2,0,35 & 2,228 \\ 2,031 & 295\end{array}$
$\begin{array}{rr}2,031 & 295 \\ 13 & 1,85 \\ 1,\end{array}$
$\begin{array}{ll} & 15 \\ \$ & 58,366 \\ \$ & 54,059\end{array}$
$\begin{array}{lll}58,366 \\ 30.9 \% & \$ 40,59 \\ 30.0 \%\end{array}$

$\begin{array}{lll}\text { \& } & 128,509 \\ & \$ 113,960 \\ 10902\end{array}$ | $12,9,01$ |  |
| :---: | :---: |
| $15.5 \%$ |  |
| 10,935 |  |
| $9.6 \%$ |  | | 1,917 | $\begin{array}{c}2,236 \\ 858\end{array}$ |
| :---: | :---: |
| $(10)$ |  |


\& 23,513 \$
39
$0.2 \%$
$\qquad$

|  | 3,144 |
| :--- | :--- |

S (21,462) \$ (17,377)
$\begin{array}{ll}1,371 & 194 \\ 5\end{array}$
$\overline{\$(20,091)} \frac{54}{\$(17,129)}$
S 341,179 \$ 292,933


| $\begin{array}{ll}51,025 \\ 515.0 \%\end{array}$ | $\begin{array}{l}43,188 \\ 14.7 \%\end{array}$ |
| :--- | :--- |


| 6,854 | 4,464 |
| ---: | ---: |
| 2,889 | 285 |
| 13 | 1,855 |


| 1,725 | - |
| :---: | :---: |
| 719 | 838 |
| 1,574 | 194 |

(1) Chartes Rver mamagemenen beieieses thas stpplementary non-GAAP financial measures provide usefull information to allow time charges and other items which are ouvsidide our coreroperatanating results and future prospects, without the effect of onemeasures and forecasts the Company's performance. The supplementary non-GAAP financial measures included are not
meant to be considered superior to, ora substituef 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, reguations and guidance.
For the three months ended June 28, 2014 impairment and other items primarily include 51.5 million of asset inpairments
and accelerated depereciation related to the consolidataion of research model production operations, a s1.3 milion charge and accelerated depreciation reated to the consolidation of research model production operations, a s.3.3 milion charge related to a dispute witha large model supplier, and a 51.1 million gain reated to the sale of a former research model ility in France.
This item includes operating losses related primarily to the Company's Shrewsbury, Massachusets facility.

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC.

## RECONCILIATION OF GAAP EARNINGS TO NON-GAAP EARNINGS (1)

(dollars in thousands, except for per share data)

|  | Three Months Ended |  |
| :---: | :---: | :---: |
|  | September 28, 2013 |  |
| Net income attributable to common shareholders | \$ | 30,867 |
| Less: Discontinued operations |  | 113 |
| Net income from continuing operations |  | 30,980 |
| Add back: |  |  |
| Amortization of intangible assets related to acquisitions |  | 4,179 |
| Severance related to cost-savings actions |  | 475 |
| Impairment and other items (2) |  | 7,238 |
| Operating losses (3) |  | 784 |
| Costs associated with the evaluation of acquisitions |  | 306 |
| Government billing adjustment and related expenses |  | 321 |
| Tax effect of items above |  | $(6,041)$ |
| Net income, excluding specified charges (Non-GAAP) | \$ | 38,242 |
| Weighted average shares outstanding - Basic |  | 47,910,649 |
| Effect of dilutive securities: |  |  |
| Stock options and contingently issued restricted stock |  | 530,516 |
| Weighted average shares outstanding - Diluted |  | 48,441,165 |
| Basic earnings per share | \$ | 0.64 |
| Diluted earnings per share | \$ | 0.64 |
| Basic earnings per share, excluding specified charges (Non-GAAP) | \$ | 0.80 |
| Diluted earnings per share, excluding specified charges (Non-GAAP) | \$ | 0.79 |

(1) Charles River management believes that supplementary non-GAAP financial measures provide useful information to allow investor to gain a meaningful understanding of our core operating results and future prospects, without the effect of 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 GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.
(2) The three months ended September 28, 2013 primarily includes accelerated depreciation related to the consolidation of research model production operations in California.
(3) Includes operating losses related primarily to the Company's PCS-Massachusetts facility.

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC.

 RECONCILIATION OF GAAP TO NON-GAAP EARNINGS PER SHARE (EPS) Guidance for the Twelve Months Ended December 27, 2014E
## GAAP EPS Estimate

Add back:
Amortization of intangible assets
do1 Guidance

Operating losses and other items (1)
Charges related to global efficiency initiative (2)
Costs associated with the evaluation and integration of acquisitions

## Non-GAAP EPS Estimate

| 2014E Guidance |  |
| ---: | ---: |
| $\frac{\text { REVISED }}{\$ 2.60-\$ 2.70}$ | PRIOR |
|  | $\$ 2.64-\$ 2.74$ |
| $\$ 0.36$ |  |
| $\$ 0.06$ | $\$ 0.33$ |
| $\$ 0.16-\$ 0.18$ | $\$ 0.04$ |
| $\$ 0.06$ | $\$ 0.08-\$ 0.10$ |
| $\$ 3.25-\$ 3.35$ | $\$ 3.15-\$ 3.25$ |

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.
(1) These costs relate primarily to the Company's Shrewsbury, Massachusetts, facility and a dispute with a large model supplier.
(2) These charges relate primarily to the consolidation of research model production operations and other efficiency initiatives. Other projects in support of the global efficiency initiative are expected, but these charges reflect only the decisions that have already been finalized.

# CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TO NON-GAAP NET INTEREST EXPENSE <br> (dollars in thousands) 

|  | Three Months Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 28, 2014 |  | $\begin{gathered} \text { March 29, } \\ 2014 \end{gathered}$ |  | $\begin{gathered} \hline \text { June 29, } \\ 2013 \end{gathered}$ |  |
| GAAP Interest Expense, net | \$ | 3,151 | \$ | 2,596 | \$ | 7,308 |
| Exclude: |  |  |  |  |  |  |
| Convertible debt accounting, net |  | - |  | - |  | $(2,843)$ |
| Write-off of deferred financing costs and fees related to debt refinancing |  | - |  | - |  | (645) |
| Non-GAAP Interest Expense, net | \$ | 3,151 | \$ | 2,596 | \$ | 3,820 |

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 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 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 (1)

(dollars in thousands)

|  | Three Months Ended |  |  |  | Six Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 28, 2014 |  | June 29, 2013 |  | June 28, 2014 |  | June 29, 2013 |  |
| Income from continuing operations before income taxes \& noncontrolling interest | \$ | 50,541 | \$ | 36,847 | \$ | 93,527 | \$ | 72,495 |
| Add back: |  |  |  |  |  |  |  |  |
| Amortization of intangible assets related to acquisitions |  | 6,854 |  | 4,464 |  | 11,193 |  | 8,712 |
| Severance related to cost-savings actions |  | 2,889 |  | 285 |  | 4,789 |  | 582 |
| Impairment and other items (2) |  | 1,725 |  | - |  | 2,705 |  | - |
| Operating losses (3) |  | 719 |  | 838 |  | 1,402 |  | 1,944 |
| Costs associated with the evaluation and integration of acquisitions |  | 1,574 |  | 194 |  | 4,879 |  | 680 |
| Government billing adjustment and related expenses |  | 13 |  | 1,855 |  | 80 |  | 1,855 |
| Writeoff of deferred financing costs and fees related to debt refinancing |  | - |  | 645 |  | - |  | 645 |
| Convertible debt accounting, net (4) |  | - |  | 2,897 |  | - |  | 6,710 |
| Income from continuing operations before income taxes \& noncontrolling interest, excluding specified charges (Non-GAAP) | \$ | 64,315 | \$ | 48,025 | \$ | 118,575 | \$ | 93,623 |
| Provision for income taxes (GAAP) | \$ | 14,081 | \$ | 8,219 | \$ | 24,439 | \$ | 17,941 |
| Tax effect on amortization, severance and other charges |  | 3,426 |  | 3,709 |  | 7,928 |  | 6,166 |
| Provision for income taxes (Non-GAAP) | \$ | 17,507 | \$ | 11,928 | \$ | 32,367 | \$ | 24,107 |
| Total rate (GAAP) |  | 27.9\% |  | 22.3\% |  | 26.1\% |  | 24.7\% |
| Total rate, excluding specified charges (Non-GAAP) |  | 27.2\% |  | 24.8\% |  | 27.3\% |  | 25.7\% |

(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 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 GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.
(2) For the three and six months ended June 28, 2014, impairment and other items primarily includes $\$ 1.5$ million and $\$ 2.5$ million of asset impairments and accelerated depreciation related to the consolidation of research model production operations, respectively; a $\$ 1.3$ million charge related to a dispute with a large model supplier; and a $\$ 1.1$ million gain related to the sale of a former research model facility in France.
(3) This item includes operating losses related primarily to the Company's Shrewsbury, Massachusetts facility.
(4) The three and six months ended June 29, 2013 include the impact of convertible debt accounting adopted at the beginning of 2009, which increased interest expense by $\$ 2.8$ million and $\$ 6.6$ million and depreciation expense by $\$ 0.1$ million and $\$ 0.1$ million, respectively.

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

|  | Three Months Ended |  |  |
| :---: | :---: | :---: | :---: |
|  | March 29, 2014 | March 30, 2013 |  |
| Income from continuing operations before income taxes \& noncontrolling interest | 42,986 |  | 35,648 |
| Add back: |  |  |  |
| Amortization of intangible assets related to acquisitions | 4,339 |  | 4,248 |
| Severance related to cost-savings actions | 1,900 |  | 297 |
| Impairment and other items (2) | 980 |  | - |
| Operating losses (3) | 683 |  | 1,106 |
| Costs associated with the evaluation and integration of acquisitions | 3,305 |  | 486 |
| Government billing adjustment and related expenses | 67 |  | - |
| Convertible debt accounting, net (4) | - |  | 3,813 |
| Income before income taxes \& noncontrolling interest, excluding specified charges (Non-GAAP) | \$ 54,260 | \$ | 45,598 |
| Provision for income taxes (GAAP) | 10,358 |  | 9,722 |
| Tax effect on amortization, severance and other charges | 4,502 |  | 2,457 |
| Provision for income taxes (Non-GAAP) | 14,860 |  | 12,179 |
| Total rate (GAAP) | 24.1\% |  | 27.3\% |
| Total rate, excluding specified charges (Non-GAAP) | 27.4\% |  | 26.7\% |

(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 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 GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.
(2) For the three months ended March 29, 2014, impairment and other items includes: (i) $\$ 981$ of asset impairments and accelerated depreciation related to our Portage, Michigan research model production facility; and (ii) a $\$ 933$ impairment charge related to an RMS Europe facility.
(3) Includes operating losses related primarily to the Company's PCS-Massachusetts facility.
(4) The three months ended March 30, 2013 includes the impact of convertible debt accounting adopted at the beginning of 2009, which increased interest expense by $\$ 3,760$ and depreciation expense by $\$ 53$, respectively.

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

Fiscal Year Ended<br>December 27,<br>2014E

## GAAP Tax Rate

26\%-27\%
Amortization of intangible assets, operating losses primarily related to Shrewsbury, Massachusetts facility, charges related to global efficiency initiative, costs associated with the evaluation and integration of acquisitions, and certain other items

Non-GAAP Tax Rate

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 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 GAAP. The Company intends to continue to assess the potential value of reporting non-GAAP results consistent with applicable rules, regulations and guidance.

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

## CHARLES RIVER LABORATORIES INTERNATIONAL, INC. <br> RECONCILIATION OF FREE CASH FLOW (NON-GAAP) <br> (dollars in thousands)

| Three Months Ended |  |  |  | Six Months Ended |  |  |  | Fiscal Year Ended |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | June 29,$2013$ |  |  |  | June 29, 2013 |  | $\begin{gathered} \hline \text { December 27, } \\ 2014 \mathrm{E} \end{gathered}$ |
| \$ | $\begin{aligned} & 56,975 \\ & (9,315) \end{aligned}$ | \$ | $\begin{gathered} 48,966 \\ (9,794) \\ \hline \end{gathered}$ | \$ | $\begin{array}{r} 85,438 \\ (20,505) \\ \hline \end{array}$ | \$ | $\begin{gathered} 78,943 \\ (16,223) \\ \hline \end{gathered}$ | $\begin{gathered} \$ 240,000-\$ 250,000 \\ (55,000)-(65,000) \end{gathered}$ |
| \$ | 47,660 | \$ | 39,172 | \$ | 64,933 | \$ | 62.720 | \$180,000-\$190,000 |

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 $\left.\right|_{\substack{\text { germsensen }}}$ of the way. 

## CRL <br> LISTED <br> NYSE

