

# **3Q17 Results Regulation G Financial Reconciliations**



#### SCHEDULE 3 (FROM 3Q17 EARNINGS RELEASE)

#### RECONCILIATION OF GAAP TO NON-GAAP

#### SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED)<sup>(1)</sup>

#### (in thousands, except percentages)

	Three Months Ended			Nine Months Ended				
	Septen	nber 30, 2017	Sept	ember 24, 2016	Septer	nber 30, 2017	Septer	nber 24, 2016
Research Models and Services								
Revenue	\$	122,020	\$	120,928	\$	373,183	\$	369,325
Operating income		30,726		31,224		102,016		103,055
Operating income as a % of revenue		25.2 %		25.8 %		27.3 %		27.9 %
Add back:								
Amortization related to acquisitions		433		592		1,238		1,776
Severance		_		618		—		618
Government billing adjustment and related expenses		_		505		150		634
Site consolidation costs, impairments and other items		_		69		_		207
Total non-GAAP adjustments to operating income	\$	433	\$	1,784	\$	1,388	\$	3,235
Operating income, excluding non-GAAP adjustments	\$	31,159	\$	33,008	\$	103,404	\$	106,290
Non-GAAP operating income as a % of revenue		25.5 %		27.3 %		27.7 %		28.8 %
Depreciation and amortization	\$	5,272	\$	5,245	\$	15,309	\$	15,613
Capital expenditures	\$	6,762	\$	2,532	\$	13,769	\$	5,966
Discovery and Safety Assessment								
Revenue	\$	246,946	\$	215,817	\$	726,796	\$	594,859
Operating income		46,616		31,303		136,966		94,514
Operating income as a % of revenue		18.9 %		14.5 %		18.8 %		15.9 %
Add back:								
Amortization related to acquisitions		7,602		8,583		22,107		19,068
Severance		84		3,367		356		7,487
Acquisition related adjustments (2)		776		677		2,303		4,317
Site consolidation costs, impairments and other items		276		5.125		835		7,279
Total non-GAAP adjustments to operating income	\$	8,738	\$	17.752	\$	25,601	\$	38,151
Operating income, excluding non-GAAP adjustments	<u>\$</u> \$	55,354	\$	49,055	\$	162,567	\$	132,665
Non-GAAP operating income as a % of revenue	-	22.4 %	Ŧ	22.7 %	Ŧ	22.4 %	Ŧ	22.3 %
Depreciation and amortization	\$	20,333	\$	20.671	\$	58,667	\$	51,228
Capital expenditures	\$	10,127	\$	4,509	\$	25,552	\$	13,860
Manufacturing Support Revenue	\$	95,266	\$	88.975	\$	279.145	\$	250,459
Operating income	φ	31,923	φ	26,711	φ	87,565	ψ	73,447
Operating income as a % of revenue		33.5 %		30.0 %		31.4 %		29.3 %
Add back:		55.5 /0		30.0 /0		51.4 /0		27.5 /0
Amortization related to acquisitions		2,322		2,888		7,568		9.367
Severance <sup>(3)</sup>		552		30		1,620		30
Acquisition related adjustments (2)		_		469		26		1,146
Site consolidation costs, impairments and other items		_		_		_		301
Total non-GAAP adjustments to operating income	\$	2,874	\$	3,387	\$	9.214	\$	10.844
Operating income, excluding non-GAAP adjustments	\$	34,797	\$	30,098	\$	96,779	\$	84,291
Non-GAAP operating income as a % of revenue	Ŧ	36.5 %	Ŧ	33.8 %	Ŧ	34.7 %	Ŧ	33.7 %
Depreciation and amortization	\$	5,572	\$	6,181	\$	17,321	\$	18,682
Capital expenditures	\$	2,879	\$	1,862	\$	7,111	\$	8,247
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#### SCHEDULE 3 (FROM 3Q17 EARNINGS RELEASE)

#### **RECONCILIATION OF GAAP TO NON-GAAP**

#### SELECTED BUSINESS SEGMENT INFORMATION (UNAUDITED)<sup>(1)</sup>

#### (in thousands, except percentages)

	Three Months Ended				Nine Months Ended				
	Septen	nber 30, 2017	Septen	nber 24, 2016	Septer	mber 30, 2017	Septer	mber 24, 2016	
CONTINUED FROM PREVIOUS SLIDE				·					
Unallocated Corporate Overhead	\$	(35,281)	\$	(30,443)	\$	(101,781)	\$	(102,688)	
Add back:									
Acquisition related adjustments <sup>(2)</sup>		1,326		2,033		2,539		13,056	
Total non-GAAP adjustments to operating expense	\$	1,326	\$	2,033	\$	2,539	\$	13,056	
Unallocated corporate overhead, excluding non-GAAP									
adjustments	\$	(33,955)	\$	(28,410)	\$	(99,242)	\$	(89,632)	
Total									
Revenue	\$	464,232	\$	425,720	\$	1,379,124	\$	1,214,643	
Operating income	\$	73,984	\$	58,795	\$	224,766	\$	168,328	
Operating income as a % of revenue		15.9 %		13.8 %		16.3 %		13.9 %	
Add back:									
Amortization related to acquisitions		10,357		12,063		30,913		30,211	
Severance		636		4,015		1,976		8,135	
Acquisition related adjustments <sup>(2)</sup>		2,102		3,179		4,868		18,519	
Government billing adjustment and related expenses				505		150		634	
Site consolidation costs, impairments and other items		276		5,194		835		7,787	
Total non-GAAP adjustments to operating income	\$	13,371	\$	24,956	\$	38,742	\$	65,286	
Operating income, excluding non-GAAP adjustments	\$	87,355	\$	83,751	\$	263,508	\$	233,614	
Non-GAAP operating income as a % of revenue		18.8 %		19.7 %		19.1 %		19.2 %	
Depreciation and amortization	\$	33,465	\$	34,108	\$	97,675	\$	91,116	
Capital expenditures	\$	22,011	\$	9,568	\$	53,928	\$	29,609	

(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.

(3) This adjustment relates to transition costs associated with the divestiture of the CDMO business.



#### SCHEDULE 4 (FROM 3Q17 EARNINGS RELEASE)

#### RECONCILIATION OF GAAP FARNINGS TO NON-GAAP FARNINGS (UNAUDITED)<sup>(1)</sup>

#### (in thousands, except per share data)

	Three Months Ended			Nine Months Ended				
	Septemb	er 30, 2017	Septen	nber 24, 2016	Septen	nber 30, 2017	Sept	ember 24, 2016
Net income attributable to common shareholders Less: Income (loss) from discontinued operations, net of income taxes	\$	52,474 (39)	\$	37,735 342	\$	153,204 (114)	\$	110,085 328
Net income from continuing operations attributable to common shareholders Add back:		52,513		37,393		153,318		109,757
Non-GAAP adjustments to operating income (Refer to Schedule 3) Gain on divestiture of CDMO business Write off of deformed force rate and force related to dobt force rate		13,371		24,956 		38,742 (10,577)		65,286 — 987
Write-off of deferred financing costs and fees related to debt financing Acquisition related adjustments <sup>(2)</sup> Reversal of an indemnification asset associated with acquisition and		_		815		_		815
corresponding interest <sup>(3)</sup> Taxeffect of non-GAAP adjustments:		_		54		_		54
Tax effect from divestiture of CDMO business Tax effect of the remaining non-GAAP adjustments Net income from continuing operations attributable to common shareholders,		(3,003)		(6,057)		18,005 (11,702)		(16,306)
excluding non-GAAP adjustments	\$	62,881	\$	56,699	\$	187,786	\$	160,593
Weighted average shares outstanding - Basic Effect of dilutive securities: Stock options, restricted stock units, performance share units and restricted		47,451		47,160		47,530		46,954
stock Weighted average shares outstanding - Diluted		939 48,390		874 48,034		910 48,440		884 47,838
Earnings per share from continuing operations attributable to common shareholders								
Basic Diluted	\$ \$	1.11 1.09	\$ \$	0.79 0.78	\$ \$	3.23 3.17	\$ \$	2.34 2.29
Basic, excluding non-GAAP adjustments Diluted, excluding non-GAAP adjustments	\$ \$	1.33 1.30	\$ \$	1.20 1.18	\$ \$	3.95 3.88	\$ \$	3.42 3.36

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(2) 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.

(3) These amounts represent the reversal of an uncertain tax position and an offsetting indemnification asset primarily related to the acquisition of BioFocus.



# SCHEDULE 5 (FROM 3Q17 EARNINGS RELEASE) RECONCILIATION OF GAAP REVENUE GROWTH TO NON-GAAP REVENUE GROWTH, ORGANIC (UNAUDITED)<sup>(1)</sup>

#### For the three months ended September 30,

2017	Total CRL	RMS Segment	DSA Segment	MS Segment
Revenue growth, reported	9.0 %	0.9 %	14.4 %	7.1 %
(Increase) Decrease due to foreign exchange	(1.0)%	(0.5)%	(0.9)%	(1.8)%
Contribution from acquisitions (2)	(2.7)%	%	(5.4)%	%
Impact of CDMO divestiture <sup>(3)</sup>	1.0 %	%	%	4.7 %
Non-GAAP revenue growth, organic <sup>(4)</sup>	6.3 %	0.4 %	8.1 %	10.0 %

For the nine months ended September 30, 2017	Total CRL	RMS Segment	DSA Segment	MS Segment
Revenue growth, reported	13.5 %	1.0 %	22.2 %	11.5 %
(Increase) Decrease due to foreign exchange	1.0 %	1.0 %	1.1 %	0.4 %
Contribution from acquisitions (2)	(8.1)%	%	(15.6)%	(2.1)%
Impact of CDMO divestiture <sup>(3)</sup>	0.7 %	%	%	3.4 %
Non-GAAP revenue growth, organic <sup>(4)</sup>	7.1 %	2.1 %	7.7 %	13.2 %

- (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) The contribution from acquisitions reflects only completed acquisitions.
- (3) The CDMO business, which was acquired as part of WIL Research on April 4, 2016, was divested on February 10, 2017. This adjustment represents the revenue from the CDMO business for all applicable periods in 2017 and 2016.
- (4) Organic revenue growth is defined as reported revenue growth adjusted for acquisitions, the divestiture of the CDMO business, and foreign exchange.



### CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TO NON-GAAP REVENUE AND EARNINGS PER SHARE (EPS) Guidance for the Twelve Months Ended December 30, 2017E

	2017E Guid	lance
	REVISED	PRIOR
Revenue growth, reported	9.75%-10.5%	8.5%-10.0%
Less: Contribution of acquisitions (1)	(~5.5%-6.0%)	(~5.0%-6.0%)
Add: Effect of CDMO divestiture	~1.0%	~1.0%
Less: Negative effect of 53rd week in 2016	~1.5%	~1.5%
Less: Negative effect of foreign exchange	NM	~1.0%
Revenue growth, organic (Non-GAAP) (2)	6.5%-7.25%	7.0%-8.5%
GAAP EPS estimate	\$3.95-\$4.05	\$4.18-\$4.33
Add back:		
Amortization of intangible assets	~\$0.61	~\$0.58
Charges related to global efficiency initiatives (3)	\$0.25-\$0.30	~\$0.02
Acquisition/divestiture-related adjustments (4)	~\$0.09	~\$0.07
Net impact of CDMO divestiture (5)	~\$0.15	~\$0.15
Non-GAAP EPS estimate	\$5.08-\$5.18	\$5.00-\$5.15

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) The contribution from acquisitions reflects only completed acquisitions.

(2) Organic revenue growth is defined as reported revenue growth adjusted for acquisitions, the divestiture of the CDMO business, the 53rd week, and foreign currency translation.

(3) These charges relate primarily to the Company's planned efficiency initiatives including the closure of the Maryland research model production site. These charges include asset impairments, severance, site consolidation costs, and accelerated depreciation. 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 the divestiture of the CDMO business, and primarily include transaction, advisory, and certain third-party integration costs, as well as certain costs associated with acquisition-related efficiency initiatives.

(5) These adjustments include the preliminary net gain and tax impact related to the divestiture of the CDMO business.



## CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF FREE CASH FLOW (NON-GAAP) (1) (dollars in thousands)

		Three Mo	nths Ended Nine Months Ended					<b>Fiscal Year Ended</b>			
	-	September 30, September 24 2017 2016 (3)		,	1 ,		<b>I</b> ,			ember 24,	December 30,
	4	2017	20	<b>J10</b> (3)	2017		<b>2017 2016</b> (3)		2017E		
Net cash provided by operating activities	\$	59,486	\$	72,296	\$	193,838	\$	198,252	\$333,500-\$343,500		
Addback: Tax impact of CDMO divestiture (2)		-				6,500			6,500		
Less: Capital expenditures		(22,011)		(9,568)		(53,928)		(29,609)	(~75,000)		
Free cash flow	<u>\$</u>	37,475	\$	62,728	\$	146,410	\$	168,643	\$265,000-\$275,000		

(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) Free cash flow has been adjusted to exclude the cash tax impact related to the divestiture of the CDMO business, which is recorded in Cash Flows relating to Operating Activities, because divestitures are outside of our normal operations, the corresponding cash proceeds from the divestiture are reflected in Cash Flows relating to Investing Activities, and the impact of the CDMO divestiture is large, which can adversely affect the comparability of our results on a period-to-period basis.

(3) Prior-year cash flow amounts have been recast to reflect the retrospective adoption of new accounting standards in 1Q17 (ASU 2016-09, ASU 2016-15, ASU 2016-18).



## CHARLES RIVER LABORATORIES INTERNATIONAL, INC. RECONCILIATION OF GAAP TO NON-GAAP NET INTEREST EXPENSE

(dollars in thousands)

		Three Months Ended						
	September 30, 2017			July 1, 2017	Sep	tember 24, 2016		
GAAP Interest Expense, net Exclude:	\$	7,533	\$	7,242	\$	6,556		
Write-off (adjustments) of deferred financing costs and fees related to debt financing Non-GAAP Interest Expense, net	\$	- 7,533	\$	7,242	\$	(462) 7,018		

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)<sup>(1)</sup>

#### (in thousands)

	Three Months Ended			Nine Months I			ns Ended	
	Septem	ıber 30, 2017	September 24, 2	016	Septen	ıber 30, 2017	Septem	ber 24, 2016
Income from continuing operations before income taxes & noncontrolling interest	\$	72,939	\$ 53	256	\$	227,902	\$	159,196
Add back:								
Amortization related to acquisitions		10,357	12	063		30,913		30,211
Severance		636	4	.015		1,976		8,135
Acquisition related adjustments (2)		2,102	3	179		4,868		18,519
Government billing adjustment and related expenses		-		505		150		634
Site consolidation costs, impairments and other items		276	5	194		835		7,787
Gain on CDMO divestiture		-		-		(10,577)		-
Write-off of deferred financing costs and fees related to debt financing		-		(462)				987
Acquisition related adjustments (3)		-		815				815
Reversal of an indemnification asset associated with acquisition and corresponding interest (4)		-		54				54
Income before income taxes & noncontrolling interest, excluding specified charges (Non-GAAP)	\$	86,310	\$ 78	619	\$	256,067	\$	226,338
Provision for income taxes (GAAP)	\$	19,945	\$ 15	.565	\$	73,272	\$	48,385
Tax effect from CDMO divestiture	\$	_	\$	_	\$	(18,005)	\$	_
Tax effect of the remaining non-GAAP adjustments	\$	3,003	\$ 6	057	\$	11,702	\$	16,306
Provision for income taxes (Non-GAAP)	\$	22,948	\$ 21	622	\$	66,969	\$	64,691
Total rate (GAAP)		27.3%	29	9.2%		32.2%		30.4%
Total rate, excluding specified charges (Non-GAAP)		26.6%	2'	7.5%		26.2%		28.6%

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(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.

(3) 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.



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

	<u>Fiscal Year Ended</u> December 30, 2017E
GAAP Tax Rate	31.0%-31.5%
Net impact of divestiture of CDMO business and, to a lesser extent, other adjustments	~(4.0%)
Non-GAAP Tax Rate	27.0%-27.5%

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)<sup>(1)</sup>

(in thousands)

	Three M	Months Ended
	July	y 1, 2017
Income from continuing operations before income taxes & noncontrolling interest	\$	76,916
Add back:		
Amortization related to acquisitions		9,818
Severance		323
Acquisition related adjustments (2)		2,016
Government billing adjustment and related expenses		57
Site consolidation costs, impairments and other items		150
Income before income taxes & noncontrolling interest, excluding specified charges (Non-GAAP)	\$	89,280
Provision for income taxes (GAAP)	\$	22,243
Tax effect of the remaining non-GAAP adjustments	<u>\$</u>	4,035
Provision for income taxes (Non-GAAP)	\$	26,278
Total rate (GAAP)		28.9%
Total rate, excluding specified charges (Non-GAAP)		29.4%

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- (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. RECONCILIATION OF GAAP TO NON-GAAP UNALLOCATED CORPORATE OVERHEAD (UNAUDITED)<sup>(1)</sup>

(in thousands, except percentages)

		Months Ended
	Jul	y 1, 2017
Unallocated Corporate Overhead	\$	(33,000)
Add back:		
Acquisition related adjustments $^{(2)}$		1,192
Total non-GAAP adjustments to operating expense	\$	1,192
Unallocated corporate overhead, excluding non-GAAP adjustments	\$	(31,808)

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- (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.



# CRL LISTED NYSE

