

## **RBC Capital Markets'** Healthcare Conference

New York, NY March 2, 2010





## **Forward Looking Statement**

This slide presentation contains forward-looking statements which are subject to change based on various important factors, including without limitation, competitive actions in the marketplace and adverse actions of governmental and other third-party payors.

Actual results could differ materially from those suggested by these forward-looking statements. Further information on potential factors that could affect the Company's financial results is included in the Company's Form 10-K for the year ended December 31, 2008, and subsequent SEC filings.

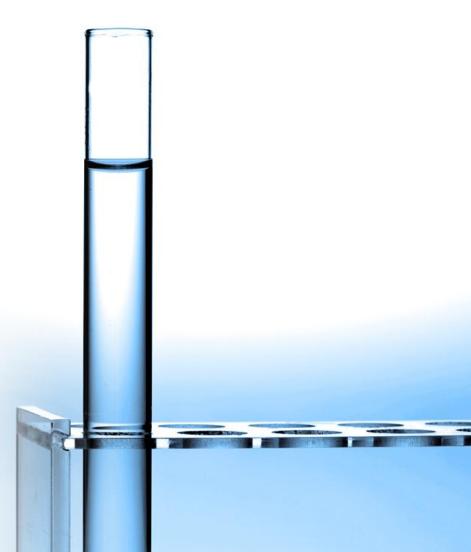




## Introduction

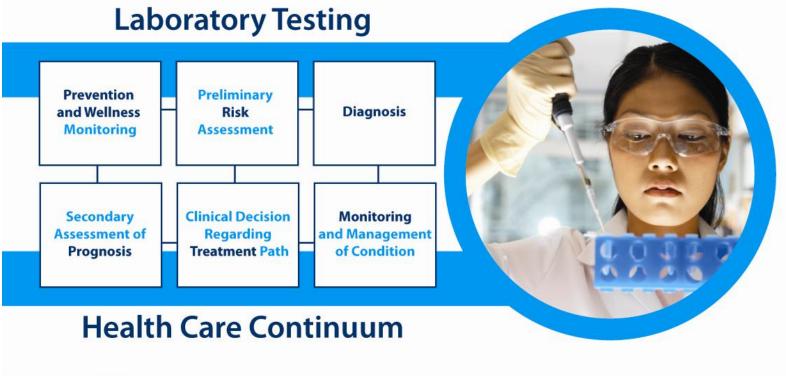
### Leading National Lab Provider

- Fastest growing national lab
- \$55 billion market
- Clinical, Anatomic and Genomic Testing
- Serving clients in all 50 states and Canada
- Foremost clinical trials testing business





## Introduction



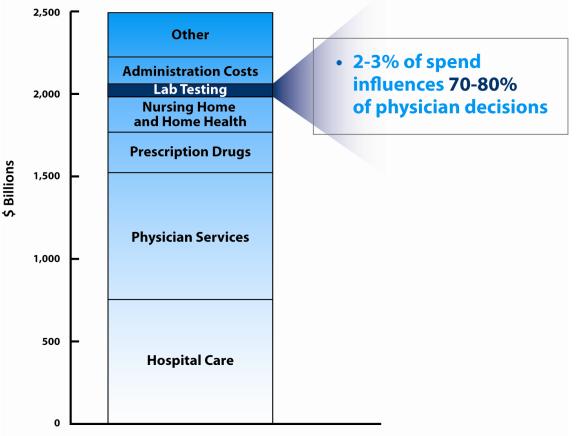
Source: Deloitte (OAML)



### Valuable Service

- Small component of total cost influences large percentage of clinical decisions
- Screening, early detection, and monitoring reduce downstream costs
- Companion diagnostics improve drug efficacy and reduce adverse drug effects

#### 2009 Projected US Health Care Spend \$2.5 Trillion

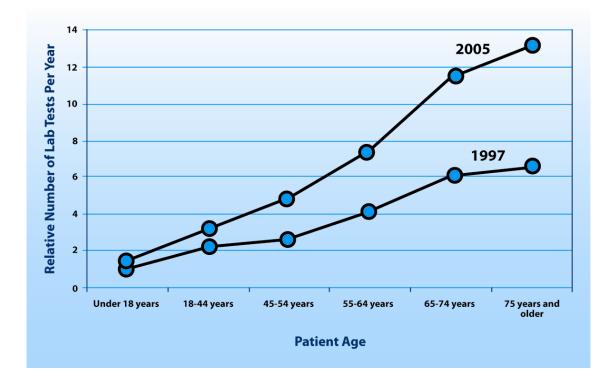


Source: Centers for Medicare and Medicaid Services, Office of the Actuary, National Health Statistics Group; and U.S. Department of Commerce, Bureau of Economic Analysis and U.S. Bureau of the Census, and company estimates.



### **Growth Drivers**

- Aging population
- Industry consolidation
- Advances in genomics
- Pharmacogenomics / companion diagnostics
- Cost pressures



Source: CDC National Ambulatory Medical Care Survey and Company Estimates

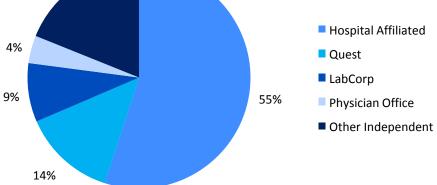


### **Opportunity to Take Share**

- Approximately 5,000
  independent labs
- High cost competitors



\$55 Billion US Lab Market



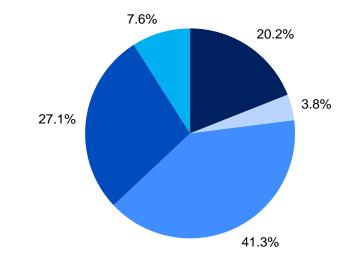
Source: Washington G-2 Reports and company estimates



### **Diversified Payor Mix**

- No customer > 9% of revenue
- Limited government exposure

LabCorp U.S. Payor Mix % of revenue, 2009



Medicare and Medicaid

Managed Care Capitated

Managed Care Fee-for-service

Client (physicians, hospitals, companies, etc)

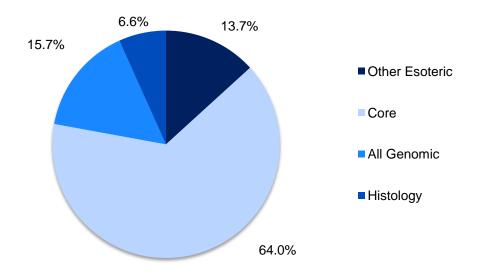
Patient



### **Diversified Test Mix**

- Esoteric 36% of revenue
- Goal of 40% in 3 5 years
- Higher priced business

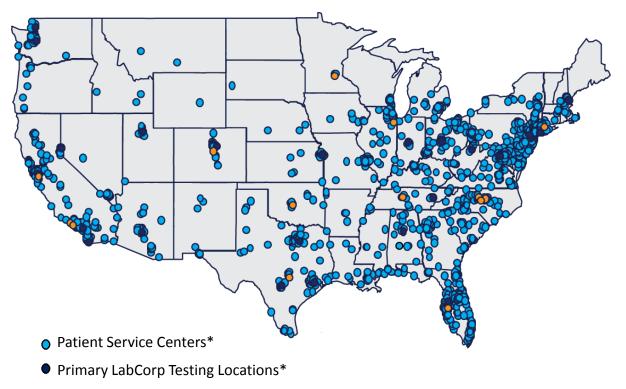
#### LabCorp U.S. Test Mix % of revenue, 2009





### **Scale and Scope**

- National infrastructure
- Broad test offering
- Managed care contracts
- Economies of scale



- Esoteric Lab Locations
  - (CET, CMBP, Dianon, Esoterix, Monogram Biosciences, NGI, OTS, US Labs, Viromed)



### **Managed Care Relationships**

- Exclusive national laboratory for UnitedHealthcare
- Sole national strategic partner for WellPoint
- Significant national plans recently renewed or extended on a multi-year basis, including WellPoint, Cigna and Humana
- Contracted with numerous local and regional anchor plans



### Scientific Leadership

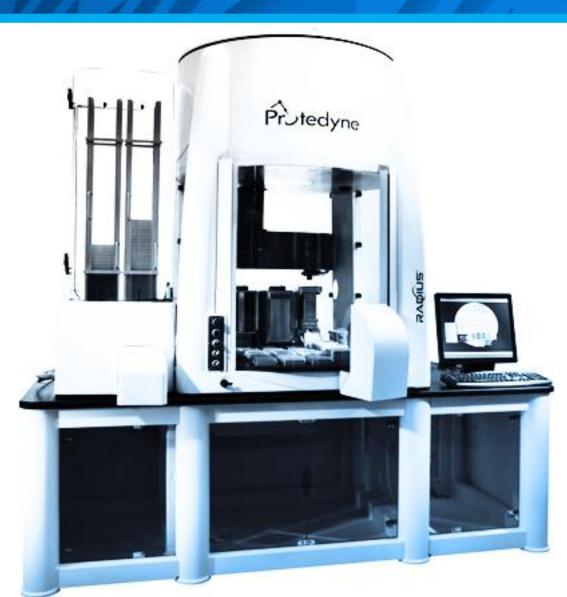
- Introduction of new tests
- Acquisitions and licensing
- Collaborations with leading companies and academic institutions

Partner	Clinical Area
ARCA biopharma	Companion Diagnostics (CVD) (exclusive)
Celera Diagnostics	Breast Cancer
Duke University	Lung Cancer (exclusive)
Exact Sciences	Colon Cancer
Intema Ltd.	Prenatal Testing
lpsogen	Molecular Diagnostics
Medco Health Solutions	Companion Diagnostics (Research)
OncoMethylome Sciences	Companion Diagnostics (Oncology) (exclusive)
Siemens Health Solutions	Companion Diagnostics (Oncology and CVD)
SmartGene	Bioinformatics Tools
Third Wave Technologies	Companion Diagnostics (CVD)
Vanda Pharmaceuticals	Companion Diagnostics (exclusive)
Veridex	Prostate Cancer
YaleUniversity	Ovarian Cancer (exclusive)



### Standardized and Efficient Processes

- Standardized lab and billing IT systems
- Automation of pre-analytics
- Capacity rationalization
- Logistics optimization





### **Our Focus**

- Profitable revenue growth
- IT and client connectivity
- Continue scientific leadership
- Maintain price
- Control costs





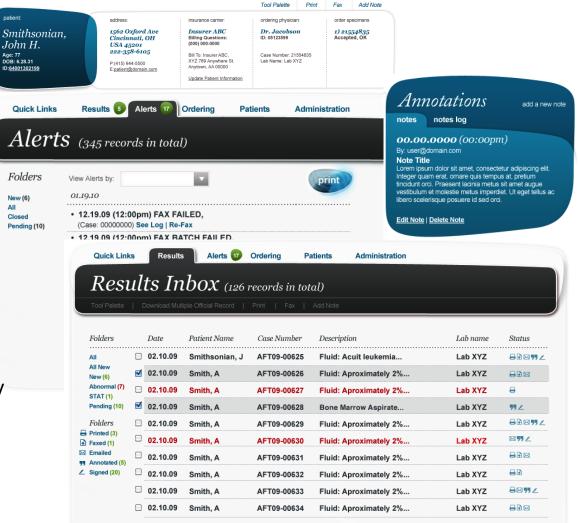
### **Profitable Revenue Growth**

- Target specialty physicians with breadth of menu and services
- Educate payers and physicians on value of LabCorp testing
- Leverage assets from Monogram
  acquisition
- Continue to improve patient experience



### IT and Client Connectivity

- Enhance online services and analytic tools
- LabCorp Inside the Box for superior connectivity
- Improve Patient Experience through:
  - Automated PSC workflow
  - Patient access via PHRs, online appointments
  - Enterprise services
    including VoIP
- Continue "open platform" strategy to maximize options for users





### **Continue Scientific** Leadership

- Increase esoteric testing
- Grow and enhance offerings in personalized medicine:
  - Expand outcome improvement programs
  - Develop and commercialize companion diagnostics



## **Continue Scientific Leadership**

### Increase Esoteric Testing

- Introduction of new tests
- Acquisitions and licensing
- Collaborations with academic institutions

#### **New Tests Include:**

**BRAF Gene Mutation Detection** 

- EGRF Mutation Analysis for Nonsmall-Cell Lung Cancer
- HERmark for Breast Cancer
- Warfarin (P450 2C9 and VKORC1)
- Clopidogrel CYP2C19 Genotyping
- H1N1 Flu Testing
- Integrase HIV Genotyping (GenoSure) and HIV Phenotyping (PhenoSense)

**Enhanced Trofile** 

#### **Collaborations Include:**

- Duke University
- **National Jewish Health**
- **Yale University**

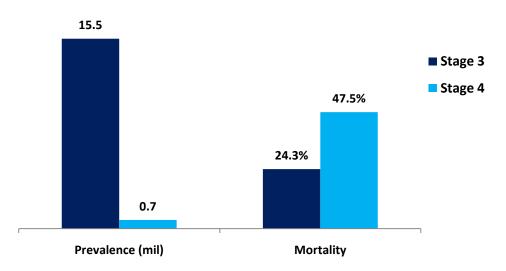


## **Continue Scientific Leadership**

### Expand Outcomes Improvement

- Litholink kidney stone
- CKD
- Continual development of valuable programs

#### **CKD Prevalence and Mortality in US**





## **Continue Scientific Leadership**

### Develop and Commercialize Companion Diagnostics

- Invest in clinical trials
- Relationships with biotech and pharma companies
- Promote key tests
  - K-RAS
  - HLA-B\* 5701
  - BRAF Gene Mutation Detection
  - EGRF Mutation Analysis
  - CYP 450 2C19
- Monogram Biosciences
  - Trofile
  - PhenoSense, PhenoSense GT
  - HERmark

"K-RAS testing should be routinely conducted in all colorectal cancer patients immediately after diagnosis to ensure the best treatment strategies for the individual Patient"

 Dr. Eric Van Cutsem, presenter at the June 2008 American Society of Clinical Oncology meeting

## FDA recommends genetic screening prior to treatment with Abacavir

ROCKVILLE, Md -- July 24, 2008 -- The US Food and Drug Administration (FDA) has issued an alert regarding serious, and sometimes fatal, hypersensitivity reactions (HSRs) caused by abacavir (Ziagen) therapy in patients with a particular human leukocyte antigen (HLA) allele, HLA-B\* 5701.

Genetic tests for HLA-B\*5701 are already available, and all patients should be screened for the HLA-B\*5701 allele before starting or restarting treatment with abacavir or abacavir-containing medications.

"FDA has approved the expanded use of Selzentry... to include adult patients with CCR5-tropic HIV-1 virus who are starting treatment for the first time."

- ViiV Healthcare Press Release, November 20th, 2009



### **Maintain Price**

- Managed care stability; offsets
  1.9% Medicare rate decrease
- Focus on high-value tests
- Promote outcome improvement

#### ithoLink Laboratory Reporting System™

#### **Patient Results Report**

PODd	EATE OF BRITH	Persidan	
Sample, Patient	03/29/1953	Test, Physician	

Values larger, bolder and more towards red indicate increasing risk for kidney stone formation.

#### Summary Stone Risk Factors

SAMPLE 0 5189570	PATIENT COLLECTION DATE	06/04/2006
ever the	+ DEDMEASED-India	montanel was not short remaining ->
Urine Volume (Hers/day)		• 1.46
SS CaOx		• 5.87
Urine Calcium (mg/des)	• 101	
Urine Oxalate (mp/day)	•	33
Urine Citrate (mg/day)		• 358
SS CaP	• 0.56	
24 Hour Urine pH	• 6.100	
SS Uric Acid	• 0.32	
Urine Uric Acid (g/dev)	• 0.277	

#### Interpretation Of Laboratory Results

Note that in the following automated interpretation the current sample is compared to the sample collected on 07/25/2004 because the urine creatinine excretion varied between the current sample and the sample collected on 07/25/2004 by an excessive amount.

Urine volume has risen but remains low (was 0.91 and now is 1.46 (/d). Low urine volume in a stone former should always be corrected if possible. A good clinical goal is 2.5 liters daily. Recheck in 6 weeks and adjust fluid intake as needed.

Borderline hyperoxaluria is now present (was 26 and now is 33 mg/d). This can contribute to calcium oxalate stone disease. Our records do not show the presence of bowel disease. High protein diet is not a likely cause of hyperoxaluria (PCR = 0.9 g/kg/d). Low calcium diet can increase urine oxalate and should be clinically evaluated. Low oxalate diet should be prescribed. Consider diet change and repeat in 6 to 12 weeks.

Urine citrate has risen but remains low (was 247 and now is 358 mg/d). Our records do not report that potassium citrate has been prescribed. Since urine citrate is low and SS CaP is not high consider adding.



### **Control Costs**

- Continue focus on collections
  and bad debt reduction
- Optimize supply chain
- Use efficiency gains to improve patient experience



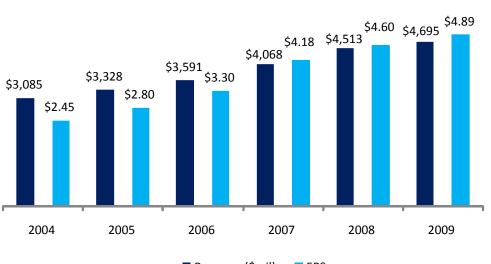


### **Excellent Performance**

# Revenue and EPS Growth

- 9% Revenue CAGR
- 15% EPS CAGR

#### Revenue and EPS Growth: 2004 – 2009 (1) (2)



Revenue (\$mil) EPS

(1) Excluding the \$0.09 per diluted share impact in 2005 of restructuring and other special charges, and a non-recurring investment loss; excluding the \$0.06 per diluted share impact in 2006 of restructuring and other special charges; excluding the \$0.25 per diluted share impact in 2007 of restructuring and other special charges; excluding the \$0.44 per diluted share impact in 2008 of restructuring and other special charges; excluding the \$0.09 per diluted share impact in 2008 of restructuring and other special charges; excluding the \$0.09 per diluted share impact in 2008 of restructuring and other special charges; excluding the \$0.09 per diluted share impact in 2009 of restructuring and other special charges.

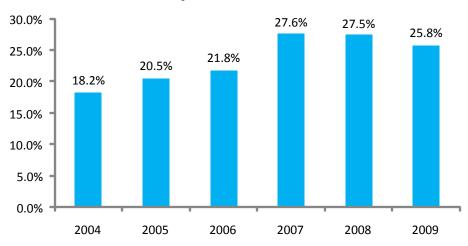
(2) EPS, as presented, represents adjusted, non-GAAP financial measures. Diluted EPS, as reported in the Company's Annual Report were: \$2.45 in 2004; \$2.71 in 2005; \$3.24 in 2006; \$3.93 in 2007; \$4.16 in 2008; and \$4.98 in 2009.



## **Excellent Performance**

### **Leading Returns**

- Leading returns
- Leading EBIT margin



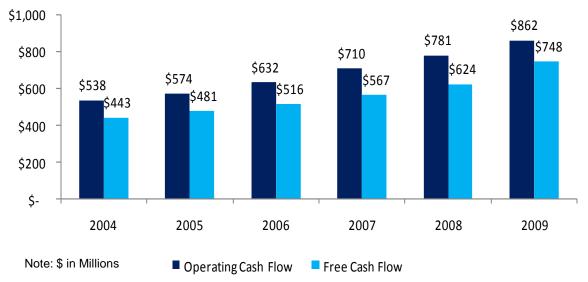
#### LabCorp ROE 2004 - 2009



## **Excellent Performance**

### **Cash Flow**

- 11% FCF CAGR
- \$2.0 B+ share repurchase over last three years





### Fourth Quarter and Full Year 2009 Results

	Three Months Ended Dec 31,			Twelve Months Ended Dec 31,			
	2009	2008	+/(-)	2009	2008	+/(-)	
Adjusted Revenue	\$ 1,165.1	\$ 1,126.6	3.4%	\$4,694.7	\$4,512.7	4.0%	
Adjusted Operating Income	\$ 221.9	\$ 219.8	1.0%	\$ 954.9	\$ 937.0	1.9%	
Adjusted Operating Income Margin	19.0%	19.5%	(50) bp	20.3%	20.8%	(50) bp	
Adjusted EPS	\$ 1.16	\$ 1.10	5.5%	\$ 4.89	\$ 4.60	6.3%	
Operating Cash Flow	\$ 224.7	\$ 215.3	4.4%	\$ 862.4	\$ 780.9	10.4%	
Less: Capital Expenditures	<u>\$ (37.6)</u>	<u>\$ (36.3)</u>	<u>3.6%</u>	<u>\$ (114.7)</u>	<u>\$ (156.7)</u>	<u>-26.8%</u>	
Free Cash Flow	\$ 187.1	\$ 179.0	4.5%	\$ 747.7	\$ 624.2	19.8%	



## **Supplemental Financial Information**

#### Laboratory Corporation of America Other Financial Information Full Year 2009 (\$ in million's)

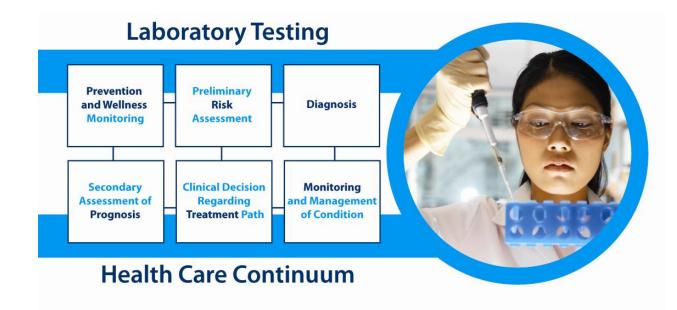
	Q1 09	Q2 09	Q3 09	Q4 09	2009
Ded debt es a nareantere af cales	E 20/				
Bad debt as a percentage of sales	5.3%	5.3%	5.3%	5.3%	5.3%
Days sales outstanding	52	50	48	44	44
A/R coverage (Allowance for Doubtful Accts. / A/R)	19.5%	20.6%	21.9%	23.2%	23.2%



## Conclusion

### **Key Points**

- · Critical position in health care delivery system
- Attractive market
- Strong competitive position well positioned to gain share
- · Leadership in personalized medicine
- Excellent cash flow
- Strong balance sheet



Source: Deloitte (OAML)



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