



**Bank of America  
Specialty Pharmaceuticals  
Conference**

**Southampton, NY  
August 8<sup>th</sup>, 2008**



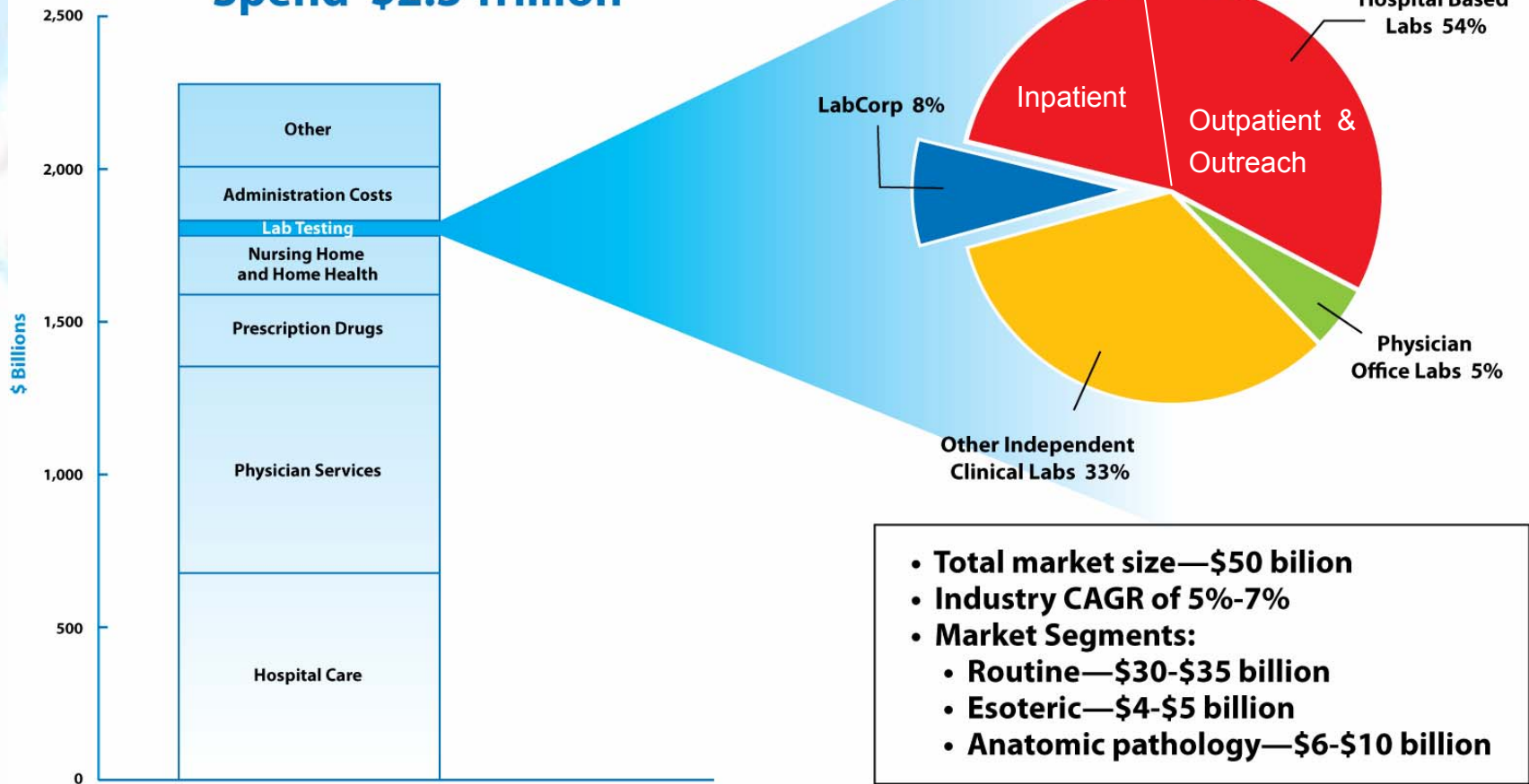
# Introduction

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, 2007, and subsequent SEC filings.

# The US Healthcare & Clinical Laboratory Testing Market

## 2007 Projected US Healthcare Spend \$2.3 Trillion



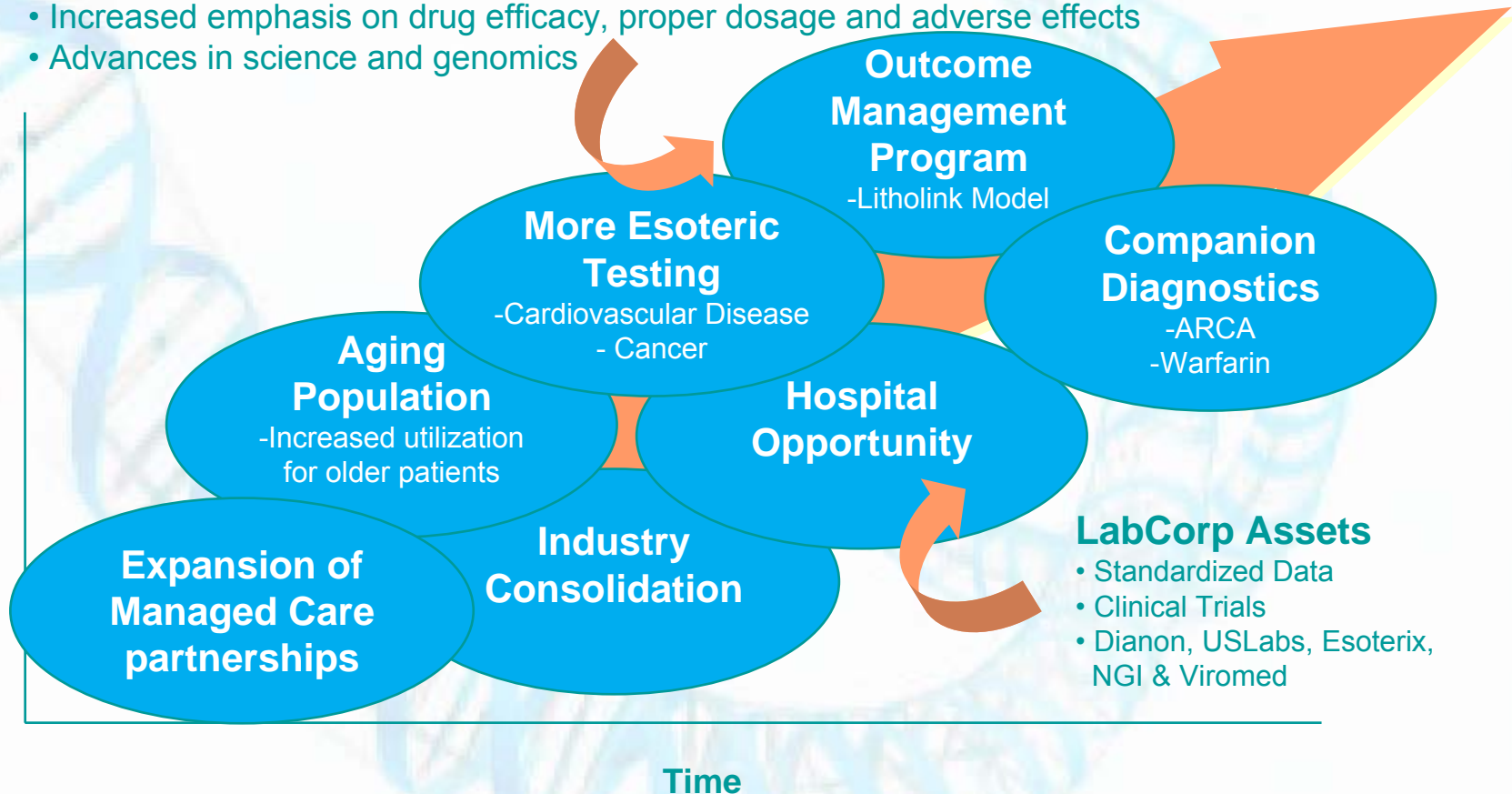
Source: CMS, Office of the Actuary, G-2, and Company Estimates

# Revenue Growth Drivers

## Industry Forces

- Focus on Outcomes and Cost Containment (Medical & Drug)
- Increased emphasis on drug efficacy, proper dosage and adverse effects
- Advances in science and genomics

Margin  
Potential





# Strategic Focus Areas



## Scientific Leadership

- Cancer diagnostics and monitoring
- Advanced cardiovascular disease testing
- Advancement through acquisitions and licensing



## Managed Care

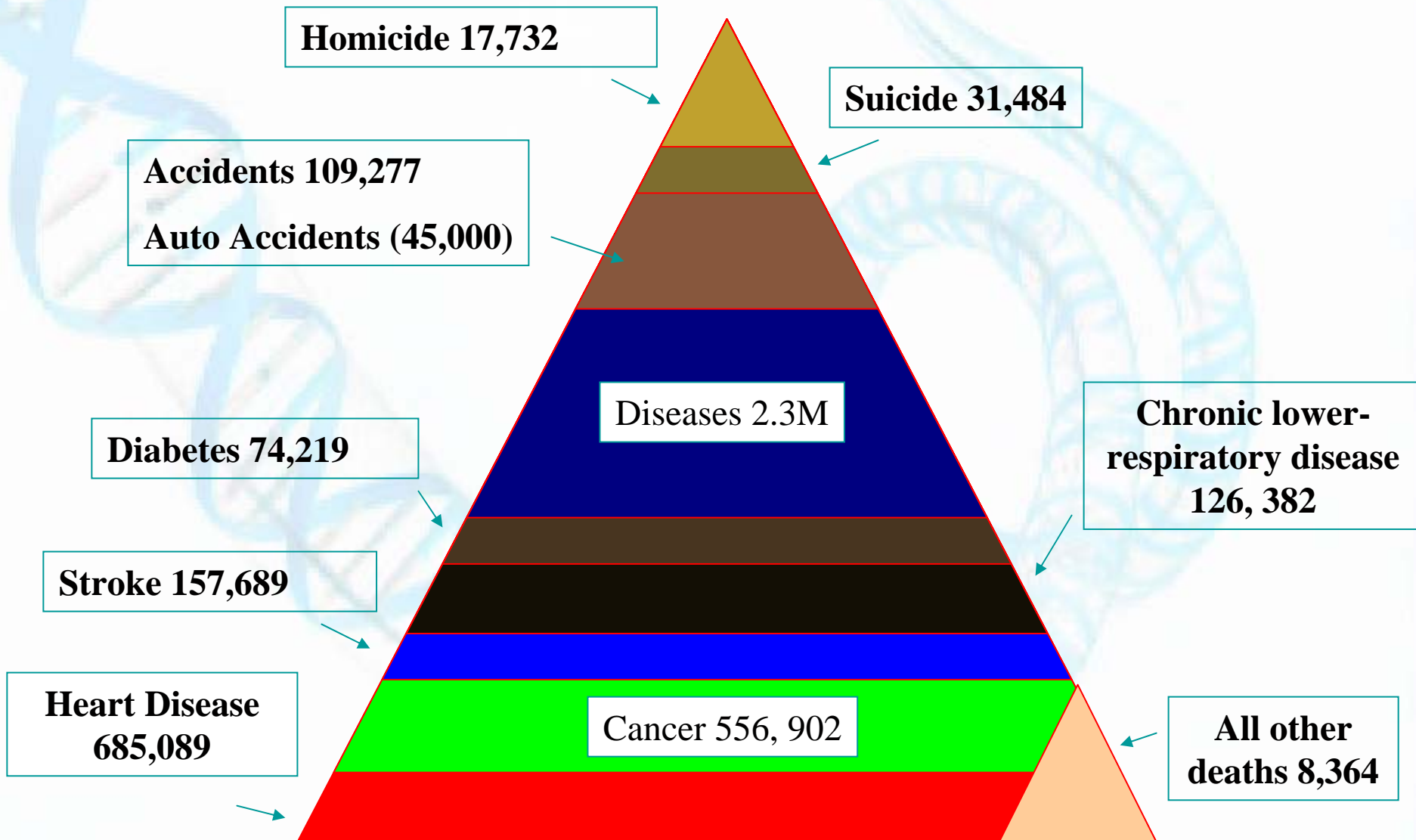
- Lab data enables better treatment and outcomes
- Partner to control high cost leakage
- Recognize value of lab services through appropriate pricing



## Customer Focus

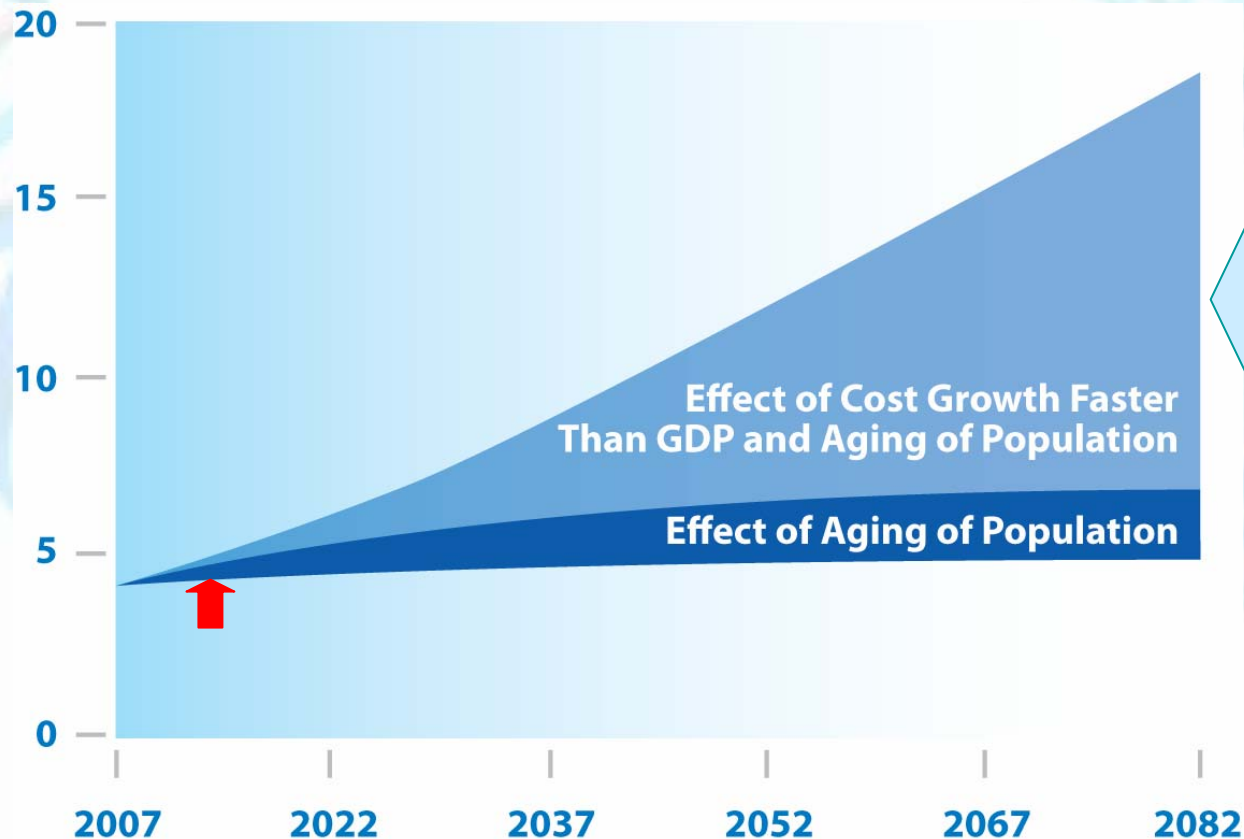
- Quality and service driven culture
- First-time problem resolution
- Continuous enhancements in customer connectivity

# The Enemy



# The Value of Lab Testing

Sources of Growth in Projected Federal Spending on Medicare and Medicaid (Percentage of GDP)



We have to slow this growth

Source: Congressional Budget Office, November 2007



# The Healthcare Conundrum

- Healthcare cost the United States 2.3 trillion dollars in 2007
- Lab tests cost \$50 Billion
- Imaging is about the same.
- **90% of the medical decisions are made from information derived at a small % of the cost.**
- **We bring the most value!**



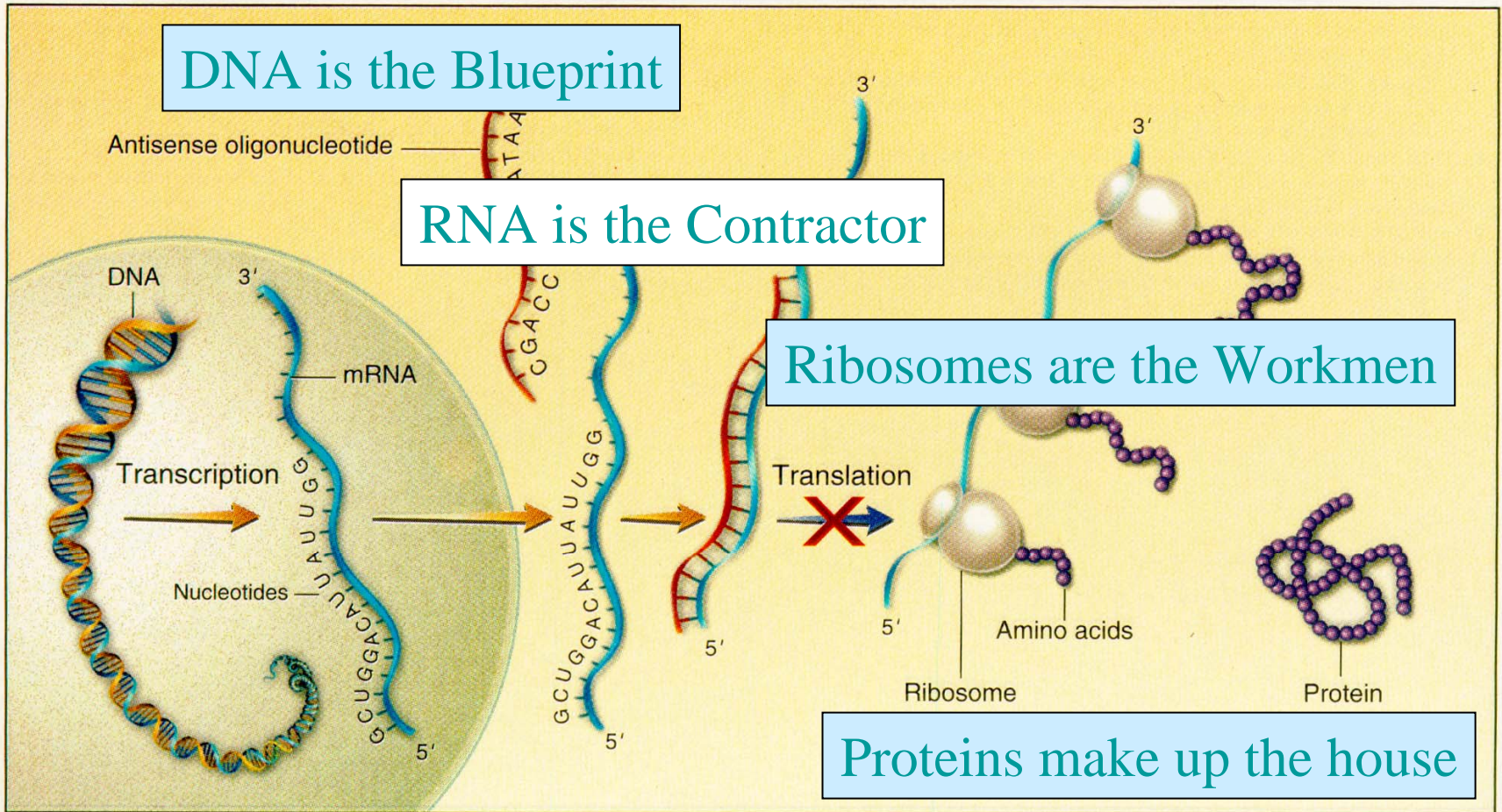
# DNA, RNA, Protein Path

DNA is the Blueprint

RNA is the Contractor

Ribosomes are the Workmen

Proteins make up the house

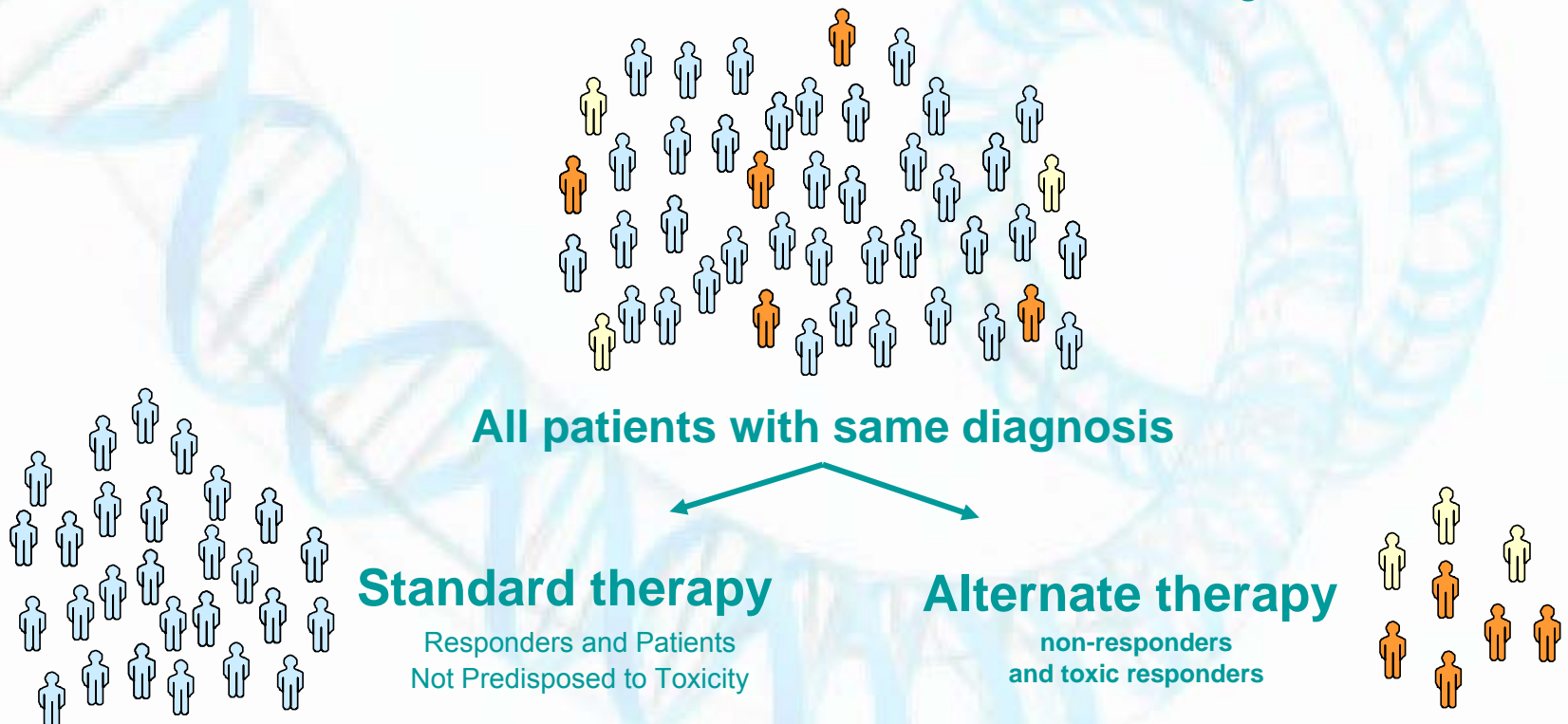


# Personalized medicine: Pharmacogenetics

## Individual genetic variation effects drug response

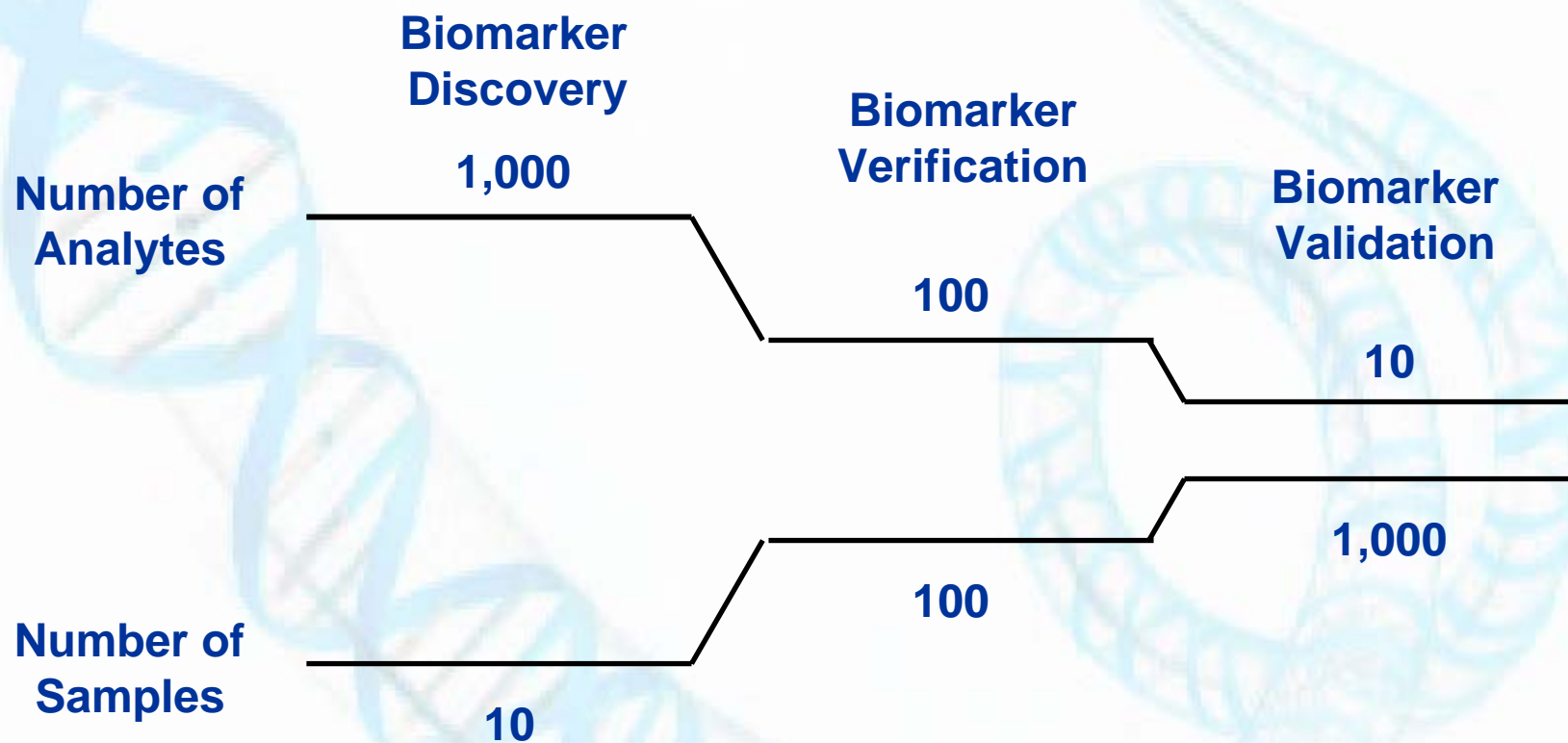
Pharmacokinetics –  
what the body does to the drug

Pharmacodynamics –  
what the drug does to the body



# Biomarker studies

- markers of disease state or drug effect



**Failure rate of biomarker candidates expected to be similar to failure rate of drug candidates**



# Genome Wide Association Studies (GWAS)

Unbiased genome wide approach using 1000's of individuals across very high density SNP chip arrays

**Illumina**

370k

550k/650kY

1 million ~95%

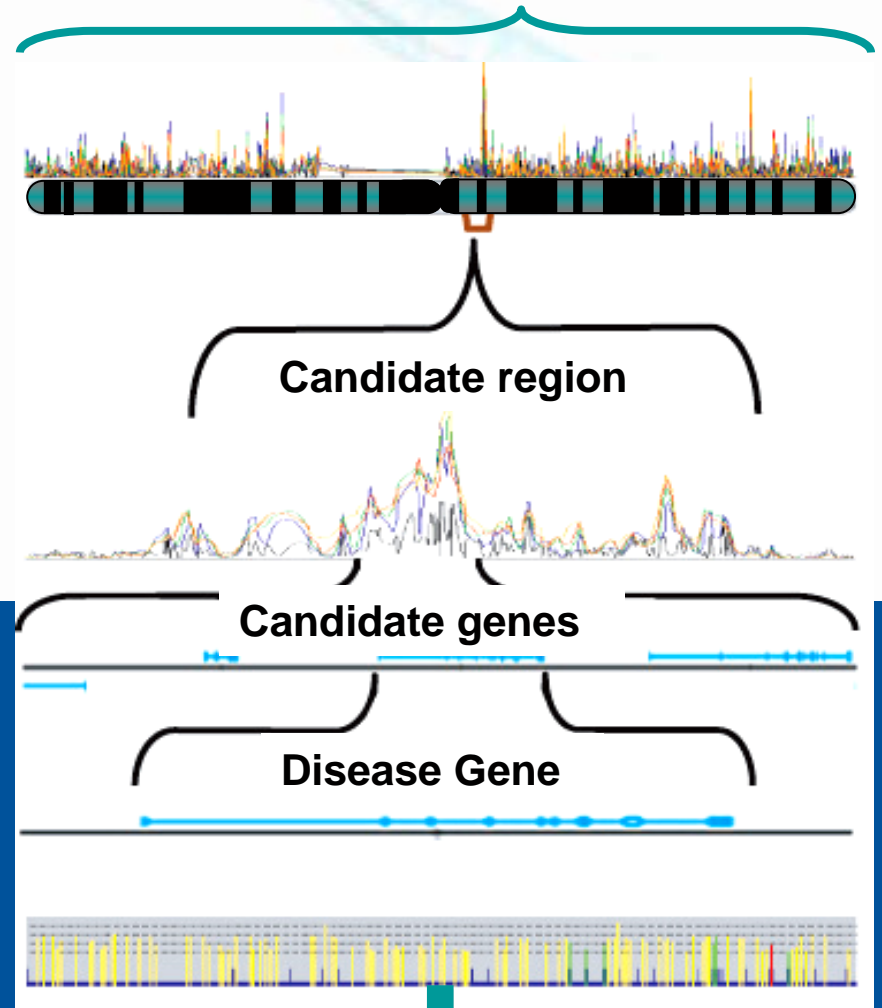
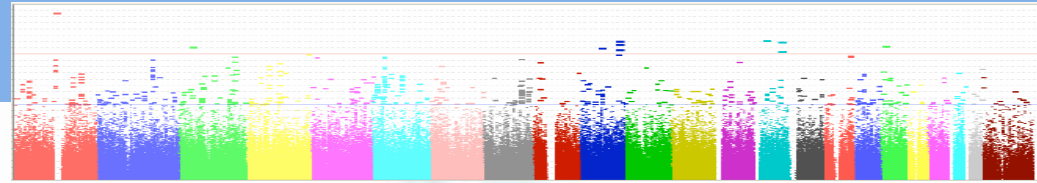


**Affymetrix**

100k

500k

1 million ~93%

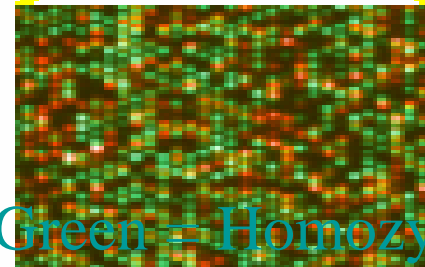
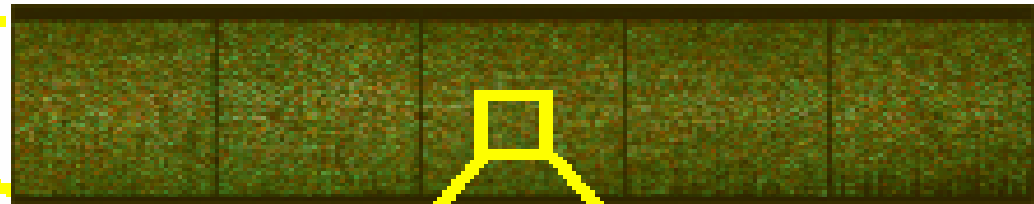
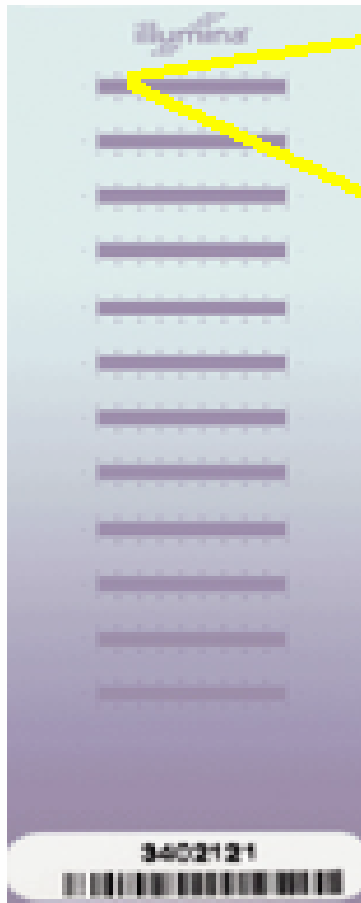


from Genizon.com



# The SNP Chip

## BEADCHIP



Green = Homozygous G or C

Red = Homozygous A or T

Yellow = Heterozygous

# 2007: The year of GWAS

nature  
genetics

The NEW ENGLAND

**A Common  
9p21 Affect  
Myocardial**

OR

**Whole-Genome  
Amyotrophic**

Travis Dunckley, Ph.D., Matthew  
John V. Pearson, B.Sc., Szabolcs  
Rebecca F. Halperin, B.Sc., Charles  
David Letizia, M.S., Sharda  
Todd Levine, M.D., Tulio  
Tahseen Mozaffar, M.D., C  
April McVey, M.D., A

*The* **NEW ENGLAND  
JOURNAL of MEDICINE**

ESTABLISHED IN 1812

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**Risk Alleles for Multiple Sclerosis Identified  
by a Genomewide Study**

The International Multiple Sclerosis Genetics Consortium\*

less legs syndrome  
genomic regions

pk<sup>2</sup>, Lan Xiong<sup>4</sup>,  
Stephanie Hauk<sup>1,3</sup>,  
ng Oertel<sup>7</sup>,  
Jacques Montplaisir<sup>11,12</sup>,  
ch Wichmann<sup>14,15</sup>,

uzzatto,

nature  
genetics

**A Whole-Genome  
Study  
for H**

Jacques Fellous,  
Mike Weale,  
Alessandro  
Simon Mallat,  
Josiane Wyrch,  
Andrew J. M

**Genome-wide association study identifies new  
susceptibility loci for Crohn disease and implicates  
autophagy in disease pathogenesis**

John D Rioux<sup>1,2</sup>, Ramnik J Xavier<sup>3</sup>, Kent D Taylor<sup>4</sup>, Mark S Silverberg<sup>5</sup>, Philippe Goyette<sup>1</sup>, Alan Huett<sup>3</sup>,  
Todd Green<sup>2</sup>, Petric Kuballa<sup>3</sup>, M Michael Barmada<sup>6</sup>, Lisa Wu Datta<sup>7</sup>, Yin Yao Shugart<sup>8</sup>, Anne M Griffiths<sup>9</sup>,  
Stephan R Targan<sup>4</sup>, Andrew F Ippoliti<sup>4</sup>, Edmond-Jean Bernard<sup>10</sup>, Ling Mei<sup>4</sup>, Dan L Nicolae<sup>11</sup>,  
Miguel Regueiro<sup>12</sup>, L Philip Schumm<sup>13</sup>, A Hillary Steinhart<sup>5</sup>, Jerome I Rotter<sup>4</sup>, Richard H Duerr<sup>6,12</sup>,  
Judy H Cho<sup>14,16</sup>, Mark J Daly<sup>2,15,16</sup> & Steven R Brant<sup>7,8,16</sup>

Steven Lubbe<sup>2</sup>, Lynn Martin<sup>4</sup>, Gabrielle Sellick<sup>2</sup>, Emma Jaeger<sup>1</sup>, Richard Hubner<sup>3</sup>, Ruth Wild<sup>3</sup>,  
Andrew Rowan<sup>1</sup>, Sarah Fielding<sup>3</sup>, Kimberley Howarth<sup>1</sup>, the CORGI Consortium, Andrew Silver<sup>2</sup>,  
Wendy Atkin<sup>4</sup>, Kenneth Muir<sup>5</sup>, Richard Logan<sup>5</sup>, David Kerr<sup>6</sup>, Elaine Johnstone<sup>6</sup>, Oliver Sieber<sup>7</sup>,  
Richard Gray<sup>8</sup>, Huw Thomas<sup>9</sup>, Julian Peto<sup>10,11</sup>, Jean-Baptiste Cazier<sup>12</sup> & Richard Houlston<sup>3</sup>

**n of tag SNPs identifies  
rectal cancer at 8q24.21**

Peter Broderick<sup>3,13</sup>, Zoe Kemp<sup>1,13</sup>,  
nan<sup>1</sup>, Wendy Wood<sup>3</sup>, Ella Barclay<sup>1</sup>,

# Proteomics

Black Swallowtail – larvae and butterfly same DNA



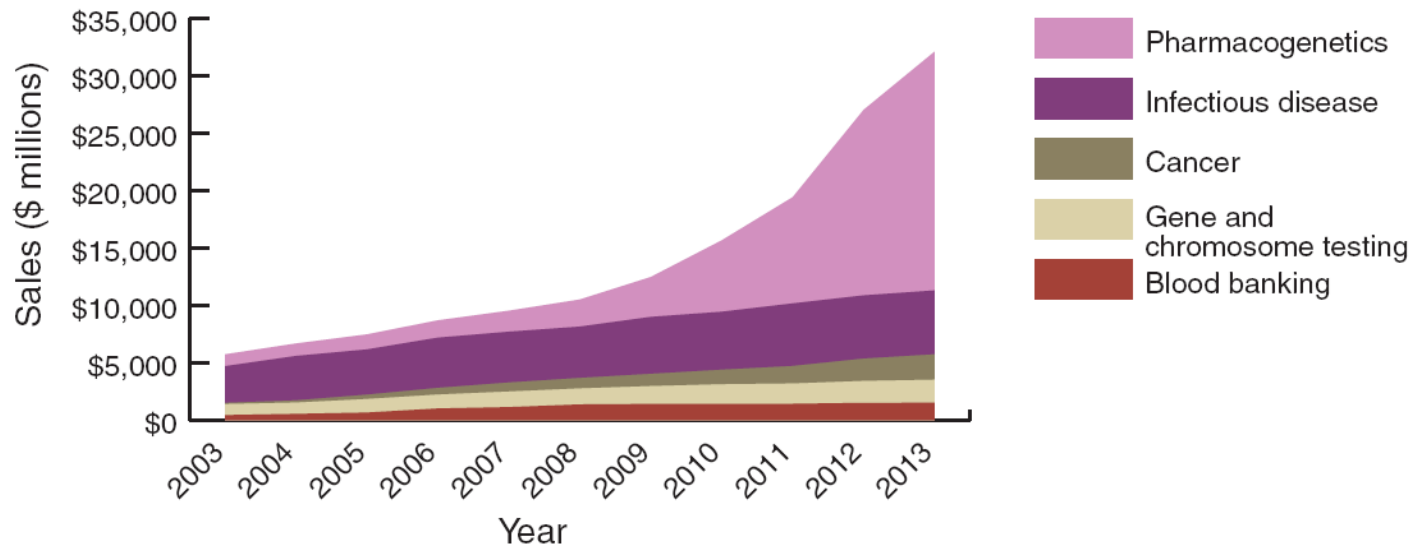
*Same DNA but very different proteome*

*- One cannot understand the biology without understanding the proteome*

# Revenue Drivers Molecular Testing

## US molecular diagnostic testing market

Pharmacogenetic tests aren't expected to see aggressive revenue growth until around 2010.



Source: Kalorama Information



# Publicly Announced Relationships

Partner	Clinical Area
ARCA Discovery	Companion Diagnostics (CVD) (exclusive)
Celera Diagnostics	Breast Cancer
Duke University	Lung Cancer (exclusive)
Exact Sciences	Colon Cancer
Intema Ltd.	Prenatal Testing
Ipsogen	Molecular Diagnostics
Medco Health Solutions	Companion Diagnostics (Research)
OMS	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 (Oncology) (exclusive)
Veridex	Prostate Cancer
Yale University	Ovarian Cancer (exclusive)

# Congestive Heart Failure

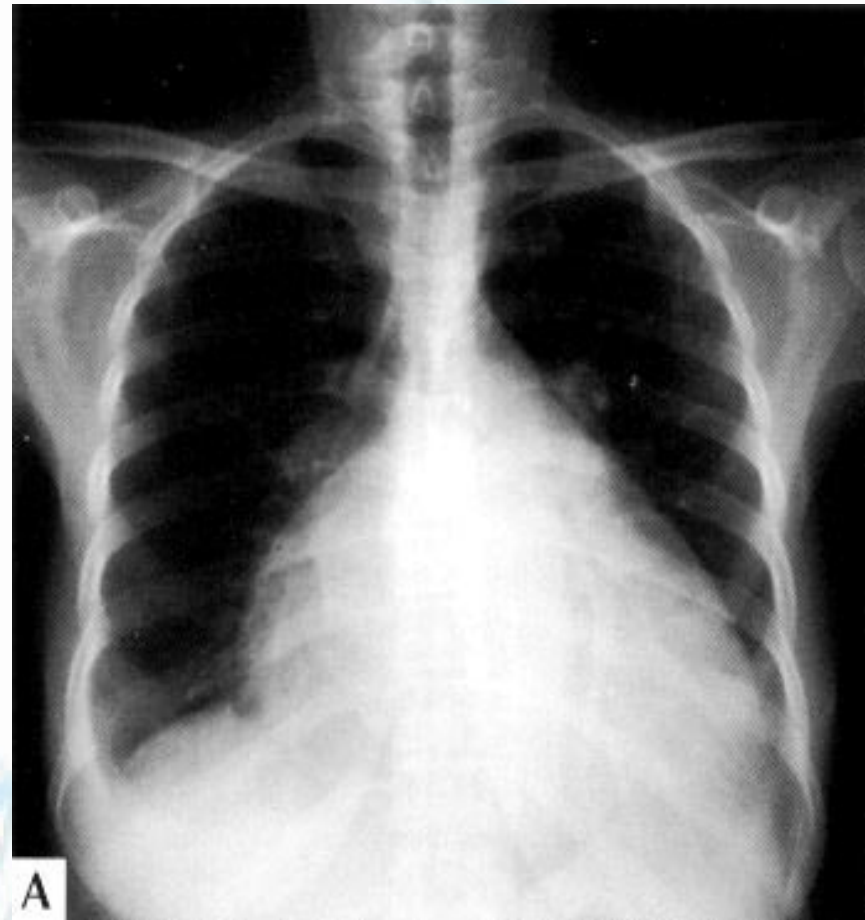
## Bucindolol and New Thinking

### Pathophysiological Definition:

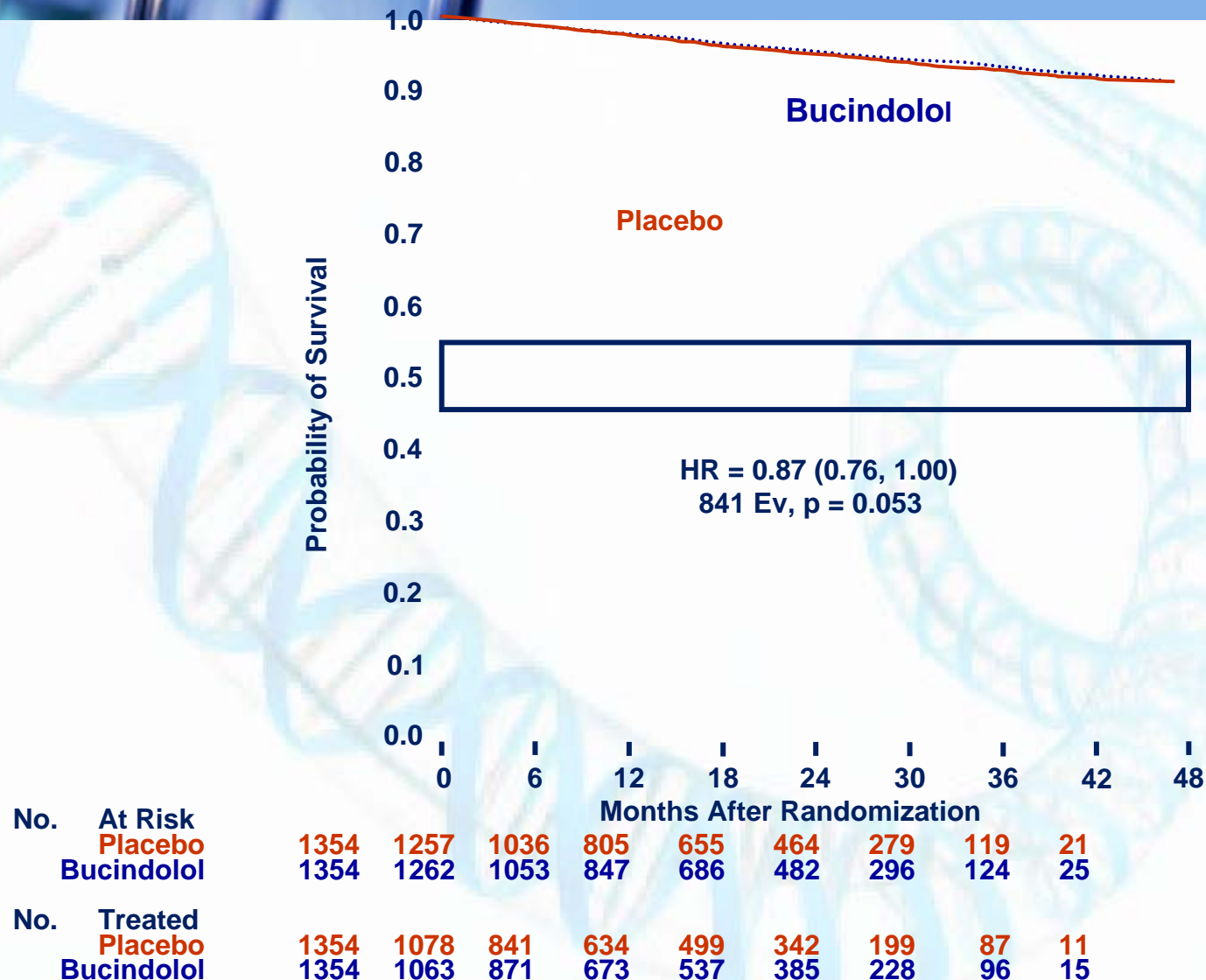
A condition in which the heart is no longer able to pump an adequate supply of blood to meet the metabolic needs of tissues.

### Clinical Definition:

A condition in which ventricular dysfunction causes reduced exercise capacity.



# BEST trial, *all-cause mortality* full model (covariate adjusted, transplant censored)





# The New England Journal of Medicine

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NUMBER 15



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## SYNERGISTIC POLYMORPHISMS OF $\beta_1$ - AND $\alpha_{2C}$ -ADRENERGIC RECEPTORS AND THE RISK OF CONGESTIVE HEART FAILURE

KERSTEN M. SMALL, PH.D., LYNNE E. WAGONER, M.D., ALBERT M. LEVIN, M.P.H., SHARON L.R. KARDIA, PH.D.,  
AND STEPHEN B. LIGGETT, M.D.

Small et al, N Engl J Med 347:1135-1142, 2002



# Adrenergic receptor $\beta_1$ 389 Arg/Gly and $\alpha_{2c}$ Wt/Del genotype combinations

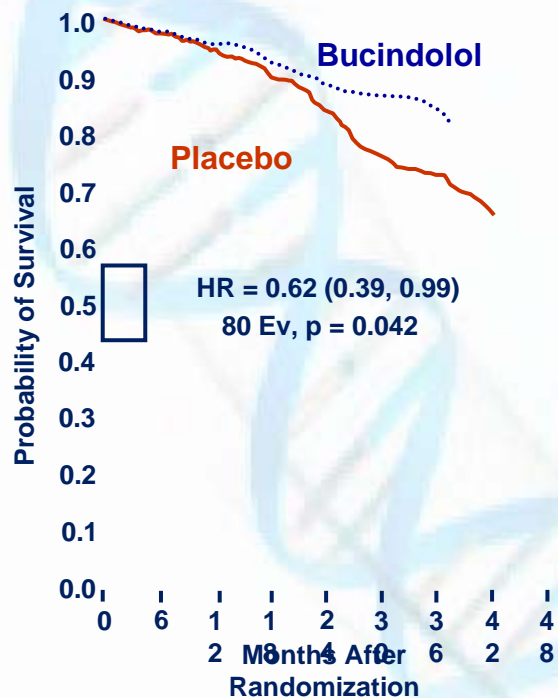
Gene Variants	Bucindolol Rx interaction	Net Effects
$\beta_1$ 389 Arg/Arg + $\alpha_{2c}$ 322-325 Del or Wt (47% of BEST, 51% U.S.)	<i>Much higher efficacy in <math>\beta_1</math> Arg/Arg overcomes <math>\alpha_{2c}</math> Del adverse effects</i>	<b>“Very Favorable genotype”</b> (HF EP effect sizes 34-48%)
$\beta_1$ 389 Gly carrier + $\alpha_{2c}$ 322-325 Wt/Wt (40% of BEST, 39% of U.S.)	<i>Efficacy from mild NE lowering adds to some efficacy in <math>\beta_1</math> 389 Gly</i>	<b>“Favorable genotype”</b> (HF EP effect sizes 19-40%)
$\beta_1$ 389 Gly carrier + $\alpha_{2c}$ 322-325 Del carrier (13% of BEST, 10% of U.S.)	<i>Adverse effects of <math>\alpha_{2c}</math> Del neutralizes low efficacy of <math>\beta_1</math> 389 Gly</i>	<b>“Unfavorable genotype”</b> (No efficacy)

# All-cause Mortality by $\beta_1$ 389/ $\alpha_{2c}$ 322-325 genotypes

## Adjusted Analysis

### Very Favorable

( $\beta_1$  389 Arg/Arg +  $\alpha_{2c}$  Wt/Wt or Del carrier)

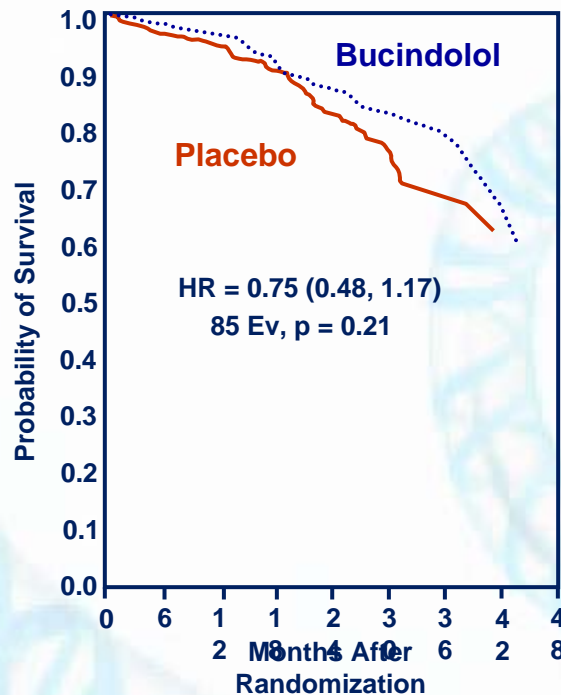


No. At Risk

Placebo	236	229	190	140	115	82	49
25	5						
Bucindolol	257	250	224	181	144	106	61
28	4						

### Favorable

( $\beta_1$  389 Gly carrier +  $\alpha_{2c}$  Wt/Wt)

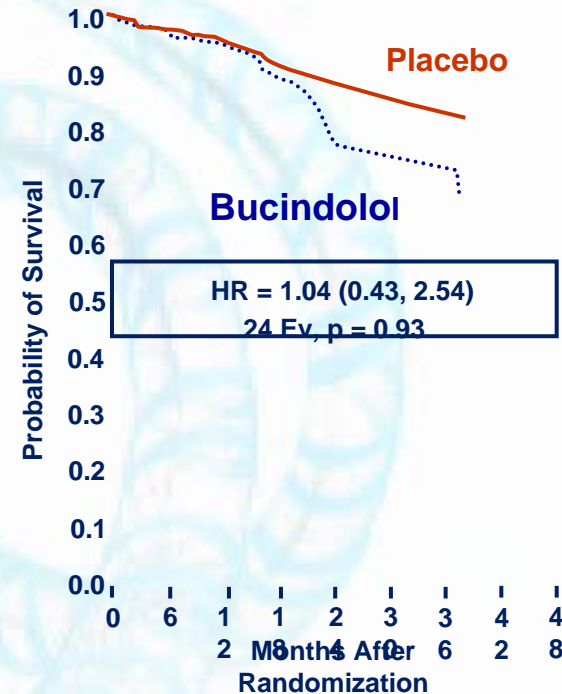


No. At Risk

Placebo	214	205	183	145	109	71	29
12	3						
Bucindolol	199	193	163	136	108	68	41
15	6						

### Unfavorable

( $\beta_1$  389 Gly carrier +  $\alpha_{2c}$  Del carrier)



No. At Risk

Placebo	75	72	64	50	41		
24	16	10	1				
Bucindolol	59	58	52	34	25	20	16
7	0						



# *Stroke Warfarin - Safety*

- Over-anticoagulation associated with bleeding
- Bleeding events most likely within the first 90 days of therapy
- One-third of INR values exceed target range in first month of therapy
- 7% of patients suffer a major hemorrhage
- Relative risk of fatal extracranial bleeds 4.8%
- Rate of major bleed within six months range 5.6% to 12%
- Near top in most surveys of adverse events
- Average cost per patient of a bleeding episode \$15,988 with a mean hospital stay of 6 days

# Warfarin – Black Box

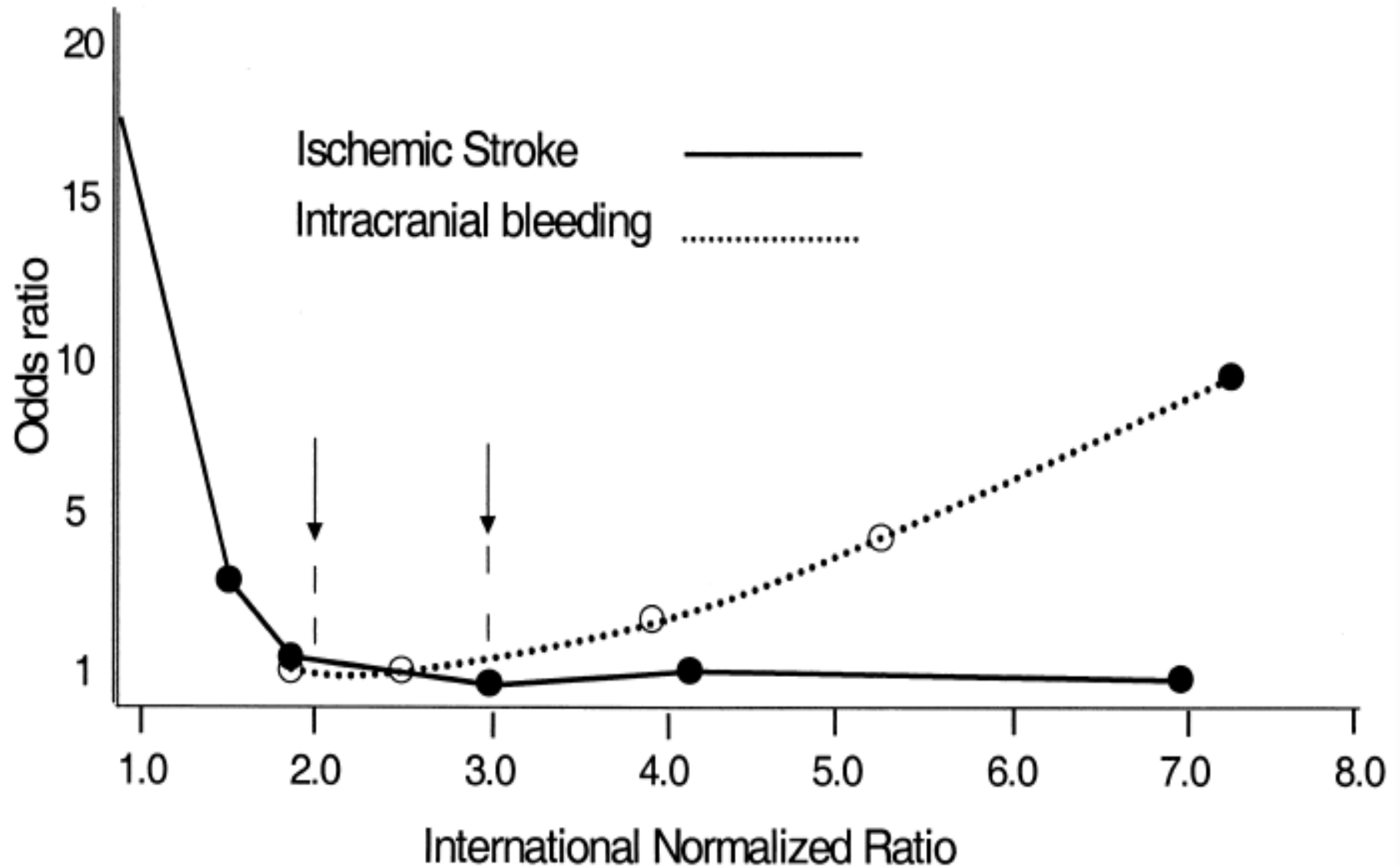
## WARNING: BLEEDING RISK

Warfarin sodium can cause major or fatal bleeding. Bleeding is more likely to occur during the starting period and with a higher dose (resulting in a higher INR). Risk factors for bleeding include high intensity of anticoagulation (INR >4.0), age  $\geq 65$ , highly variable INRs, history of gastrointestinal bleeding, hypertension, cerebrovascular disease, serious heart disease, anemia, malignancy, trauma, renal insufficiency, concomitant drugs (see **PRECAUTIONS**), and long duration of warfarin therapy. Regular monitoring of INR should be performed on all treated patients. Those at high risk of bleeding may benefit from more frequent INR monitoring, careful dose adjustment to desired INR, and a shorter duration of therapy. Patients should be instructed about prevention measures to minimize risk of bleeding and to report immediately to physicians signs and symptoms of bleeding (see **PRECAUTIONS: Information for Patients**).

- Warfarin sodium can cause major or fatal bleeding. Bleeding is more likely to occur during the starting period and with a higher dose (resulting in a higher INR).



# Warfarin: Optimal Dose



# Genetic Factors and Warfarin Dosing

- 2 genes → 3 SNPs → Reduced Activity
- Two genes play key role in the response to warfarin
- Variants significantly impact the rate of warfarin metabolism and amount of drug target available
- Pharmacokinetics – CYP2C9
- Pharmacodynamics – VKORC1

February 2005 • Vol. 7 • No. 2

review

## PHARMACOGENOMICS **CYP2C9 gene variants, drug dose, and bleeding risk in warfarin-treated patients: A HuGenet™ systematic review and meta-analysis**

*VKORC1* and *CYP2C9* interaction between acenocoumarol anticoagulation and overanticoagulation

Simon Sanderson, DPH<sup>1</sup>, Jon Emery, DPhil<sup>2</sup>, and Julian Higgins, PhD<sup>3</sup>

**Objective:** Our objective was to assess the effect of *CYP2C9* genotype on the rate of warfarin metabolism and the risk of bleeding in warfarin-treated patients.

**Methods:** A prospective follow-up study was conducted to assess the effect of *CYP2C9* genotype on the rate of warfarin metabolism and the risk of bleeding in warfarin-treated patients.

## A Genetic Component to Coumarin Sensitivity

In addition to this variation in dose-response within individuals, the inter-individual dose range required to

Open access, freely available online PLOS MEDICINE

## Combined genetic profiles of components and dependent $\gamma$ -carboxylation system affect individual response to warfarin: A *C1173T* Dimorphism in the *VKORC1* Gene Determines Coumarin Sensitivity and Bleeding Risk

Manuela Vecsler 1,3, Ronen Loebstein 2, Shlomo Almog 2,3, Hillel Halkin 2,3, Eva Gak 1,3

1 Danek Gertner Institute of Human Genetics and 2 Institute of Hematology, Tel Hashomer, Israel; 3 Sackler Faculty of Medicine, Tel Aviv University, Tel Aviv, Israel

Pieter H. Reitsma<sup>1\*</sup>, Jeroen F. van der Heijden<sup>1</sup>, Angelique P. Groot<sup>1</sup>, Frits R. Rosendaal<sup>2</sup>, Harry R. Büller<sup>3</sup>

<sup>1</sup> Laboratory for Experimental Internal Medicine, Academic Medical Center, University of Amsterdam, Amsterdam, The Netherlands; <sup>2</sup> Department of Clinical Epidemiology and Hematology, Leiden University Medical Center, Leiden, The Netherlands; <sup>3</sup> Department of Vascular Medicine, Academic Medical Center, University of Amsterdam, Amsterdam, The Netherlands

**Summary** HEMOSTASIS, THROMBOSIS, AND VASCULAR BIOLOGY

Cytochrome P450 2C9 (*CYP2C9*) and vitamin K epoxide reductase (*VKORC1*) genotypes as determinants of acenocoumarol sensitivity

Laurent Bodin, Céline Verstuyft, David-Alexandre Tregouet, Annie Robert, Liliane Dubert, Christian Funck-Brentano, Patrice Jaillon, Philippe Beaune, Pierre Laurent-Puig, Laurent Becquemont, and Marie-Anne Lloriot



# Role of CYP2C9 and VKORC1

## ■ Pharmacokinetics

- ◆ CYP2C9 is the main enzyme that terminates the drug activity  
**2C9 = Sets the rate**
- ◆ Genetic variations in CYP2C9 alter S-warfarin clearance
- ◆ CYP2C9\*2 and CYP2C9\*3 alleles significantly reduce S-warfarin metabolism

## **VKORC1 = Sets the amount**

- ◆ Significantly associated with lower maintenance doses
- ◆ Significantly associated with increased time to stable dose

The background of the slide features a blue-tinted image of laboratory glassware, including test tubes and beakers, in the upper left corner. A large, faint, light blue DNA double helix structure is visible in the background, spanning across the middle and lower portions of the slide.

# Lung Cancer

- In a large collaborative study 31,567 asymptomatic people were screened for lung cancer using low dose CT.
- 821 suspicious lesions were detected.
- 412 turned out to be stage 1 lung cancer.
- 409 turned out to be benign.
- It takes very dangerous biopsy or PET scan to tell the difference.



# Duke Lung Cancer Markers

- The Duke Lung Cancer markers are serum proteins which differentiate between benign lesions and true cancers with a simple serum based test.

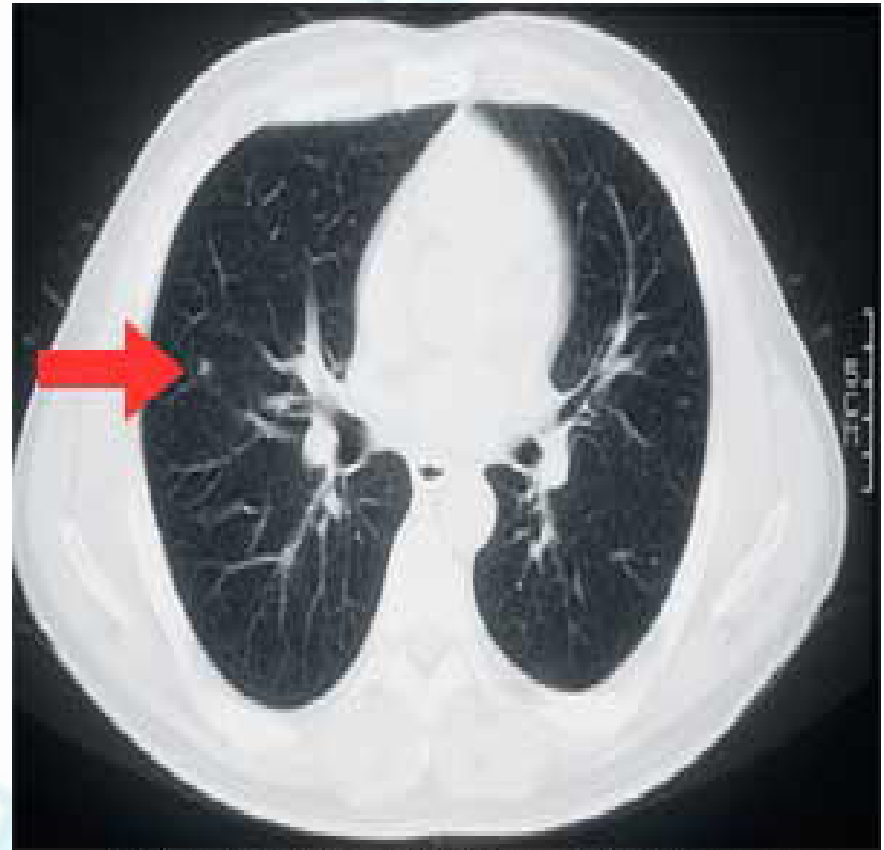
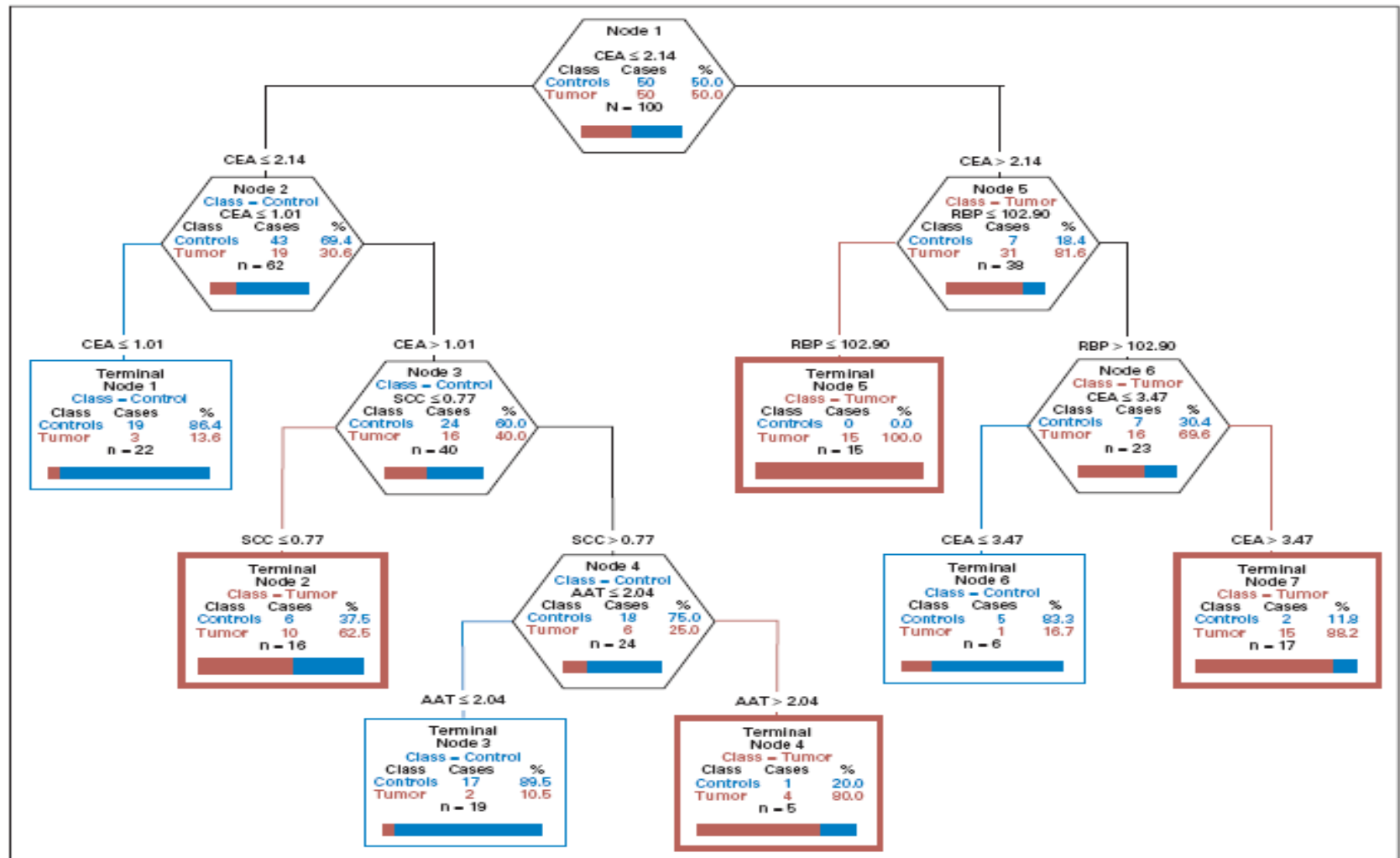


Fig1 : 5mm lung cancer detected by CT scan

# Treatment Algorithm



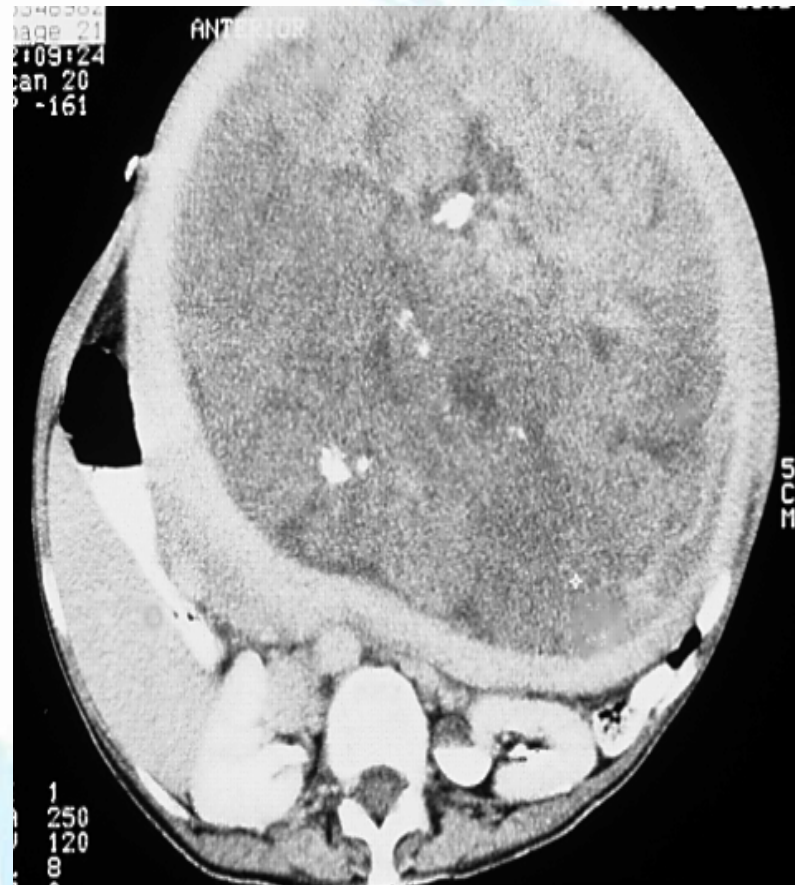
**Fig 1.** Classification and Regression Tree analysis of the training set selected four proteins with seven terminal nodes. The three terminal cancer nodes have a bold outline. CEA, carcinoembryonic antigen; RBP, retinol binding protein; SCC, squamous cell carcinoma antigen; AAT,  $\alpha$ 1-antitrypsin.

# Serum Protein Markers for Early Detection of Ovarian Cancer

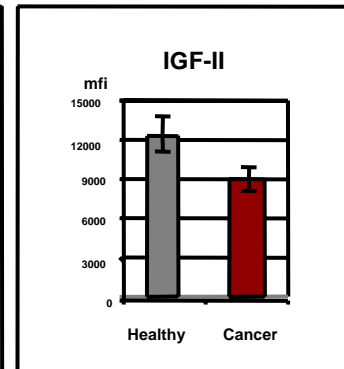
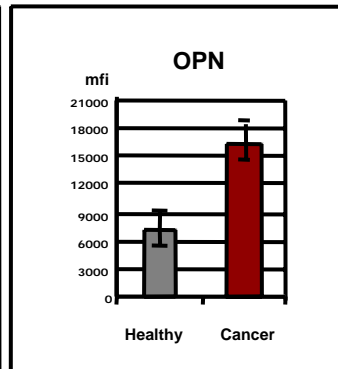
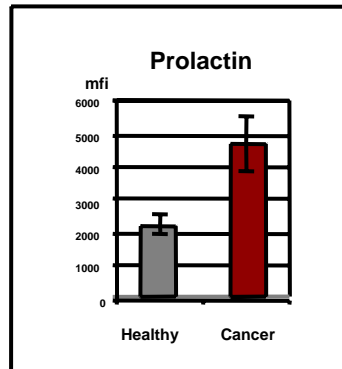
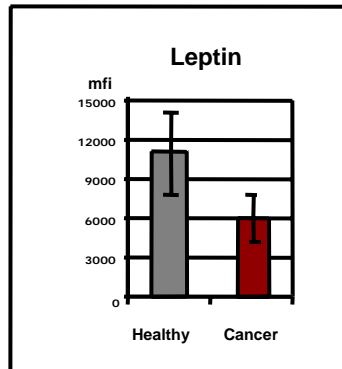
5-year survival rates  
**70-80%** among the  
**25-30%** of patients  
diagnosed with stage I  
or II

**20-30%** survival  
among the **>70%** of  
patients diagnosed  
with stage III or IV

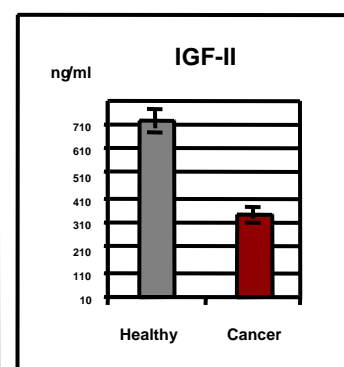
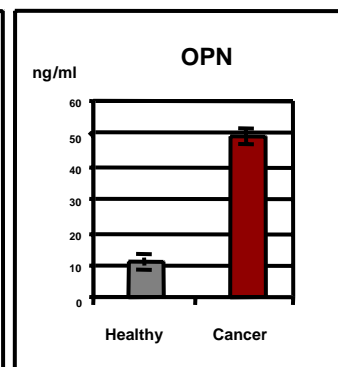
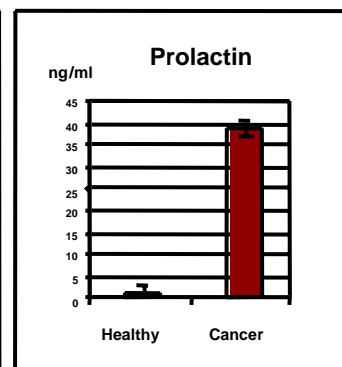
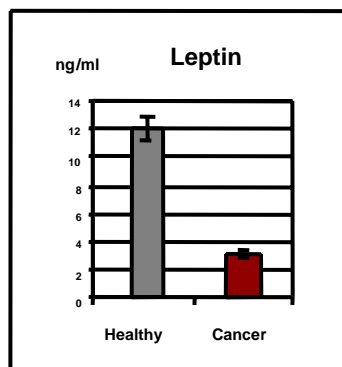
- ♦ Averette, H. E. *et al.* *Cancer* 1995;76(6):1096-1103.
- ♦ Meyer, T. & Rustin, G.J.S. *British Journal of Cancer* 2000;82(9):1535-1538.
- ♦ Peters-Engl, C. *et al.* *British Journal of Cancer* 1999;81(4):662-666.



# VALIDATION



**Microarray**



**ELISA**

***Leptin***

***Prolactin***

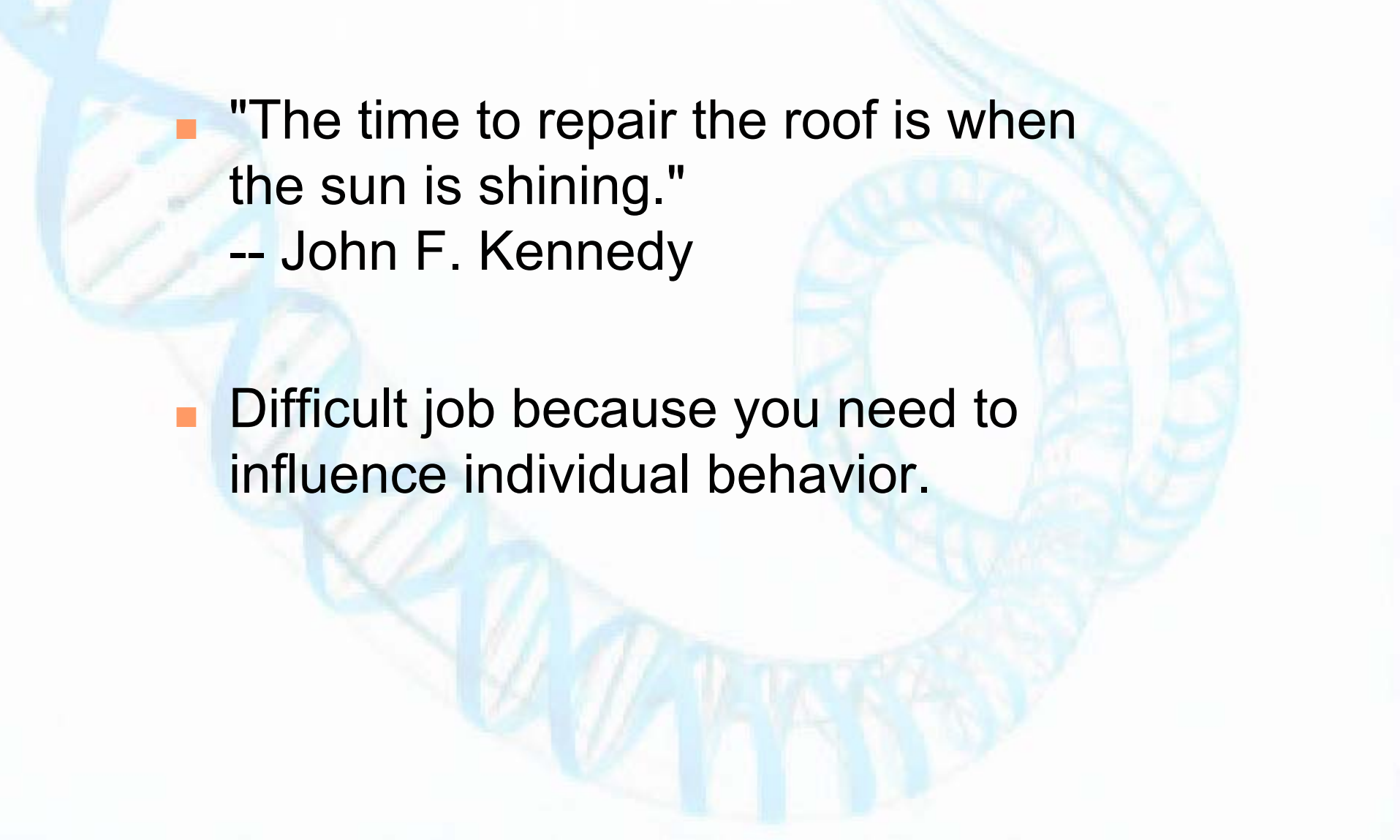
***Osteopontin***

***Insulin-like  
GrowthFactor-II***

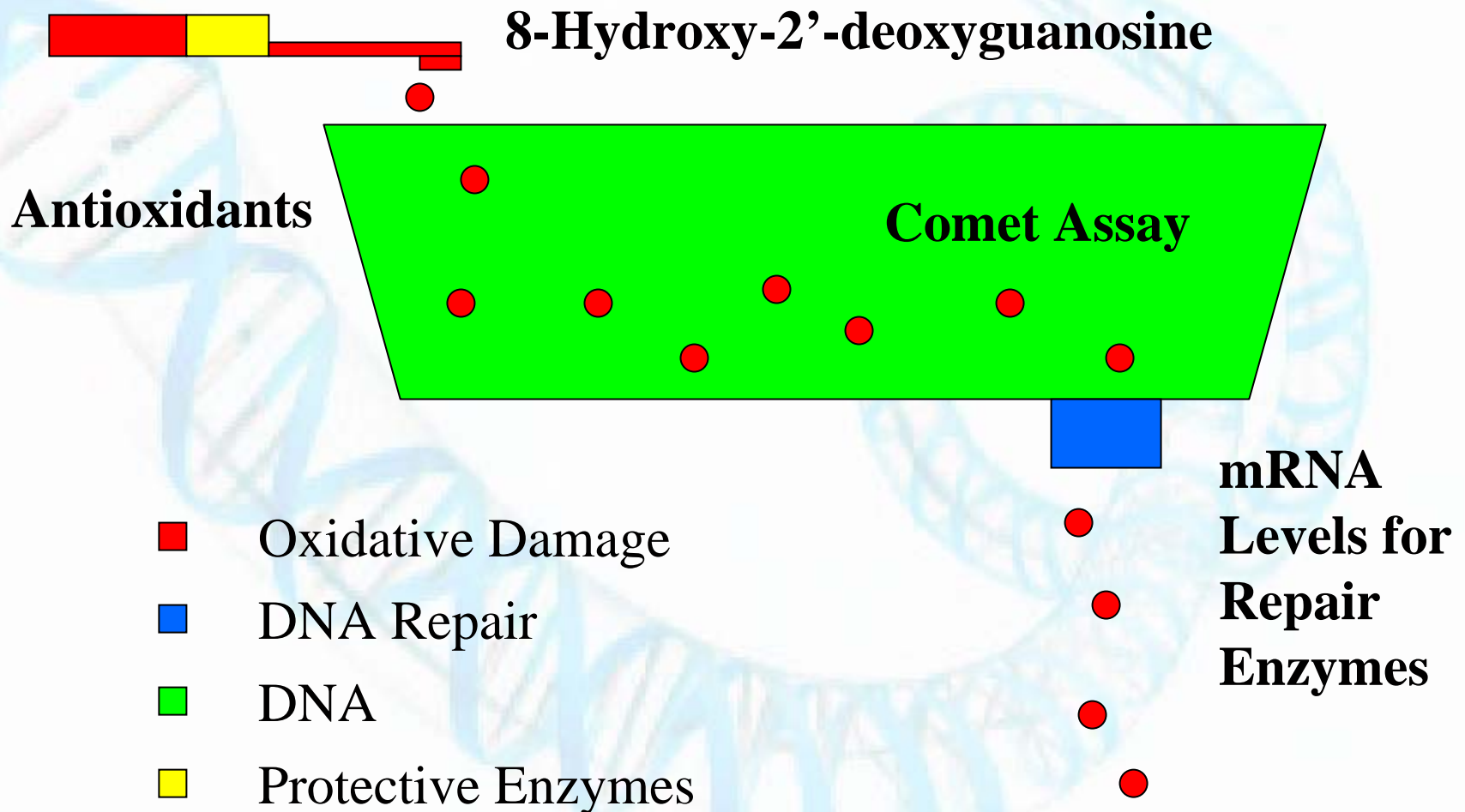




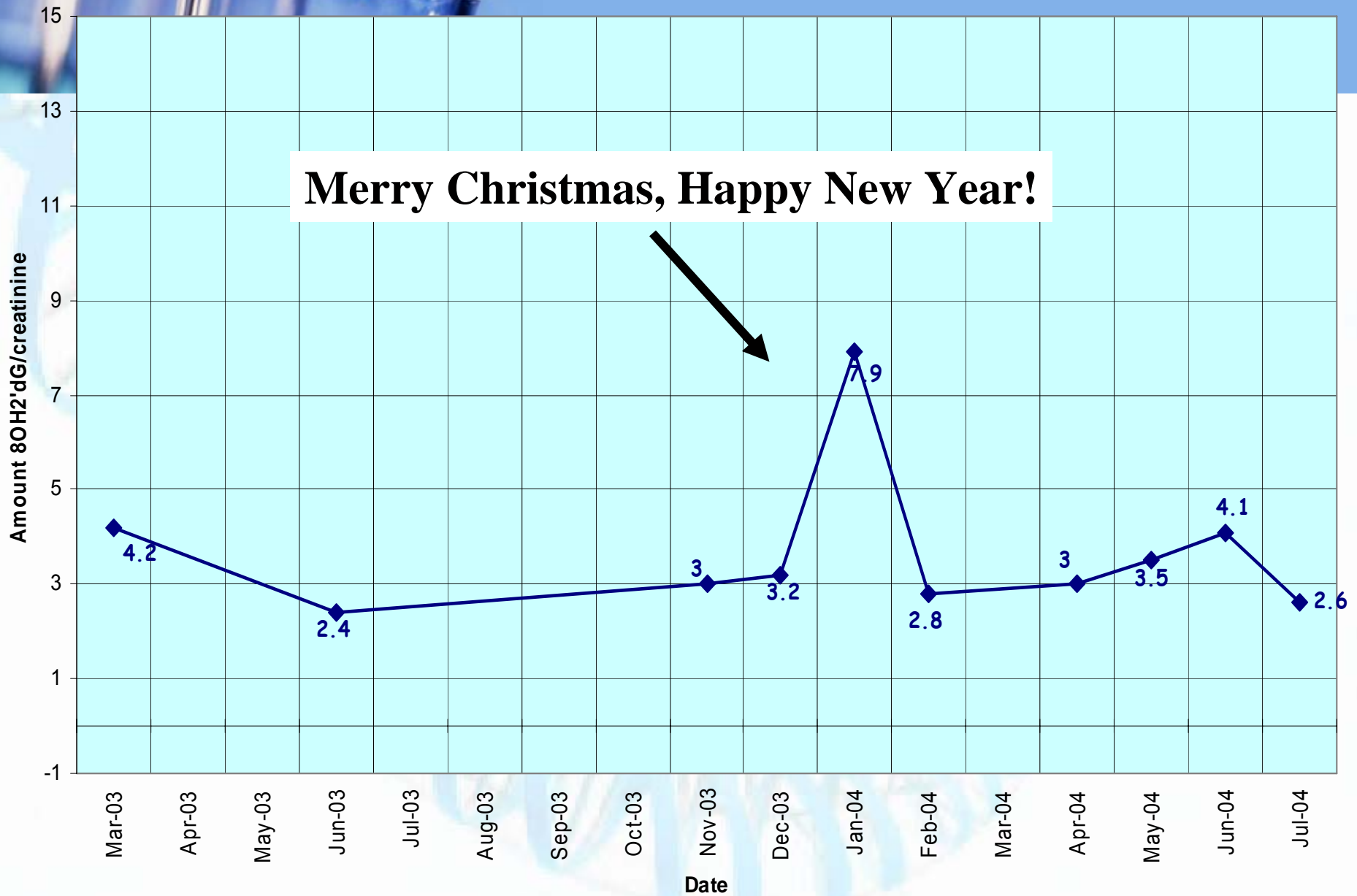
# What About Prevention?

- 
- "The time to repair the roof is when the sun is shining."  
-- John F. Kennedy
  - Difficult job because you need to influence individual behavior.

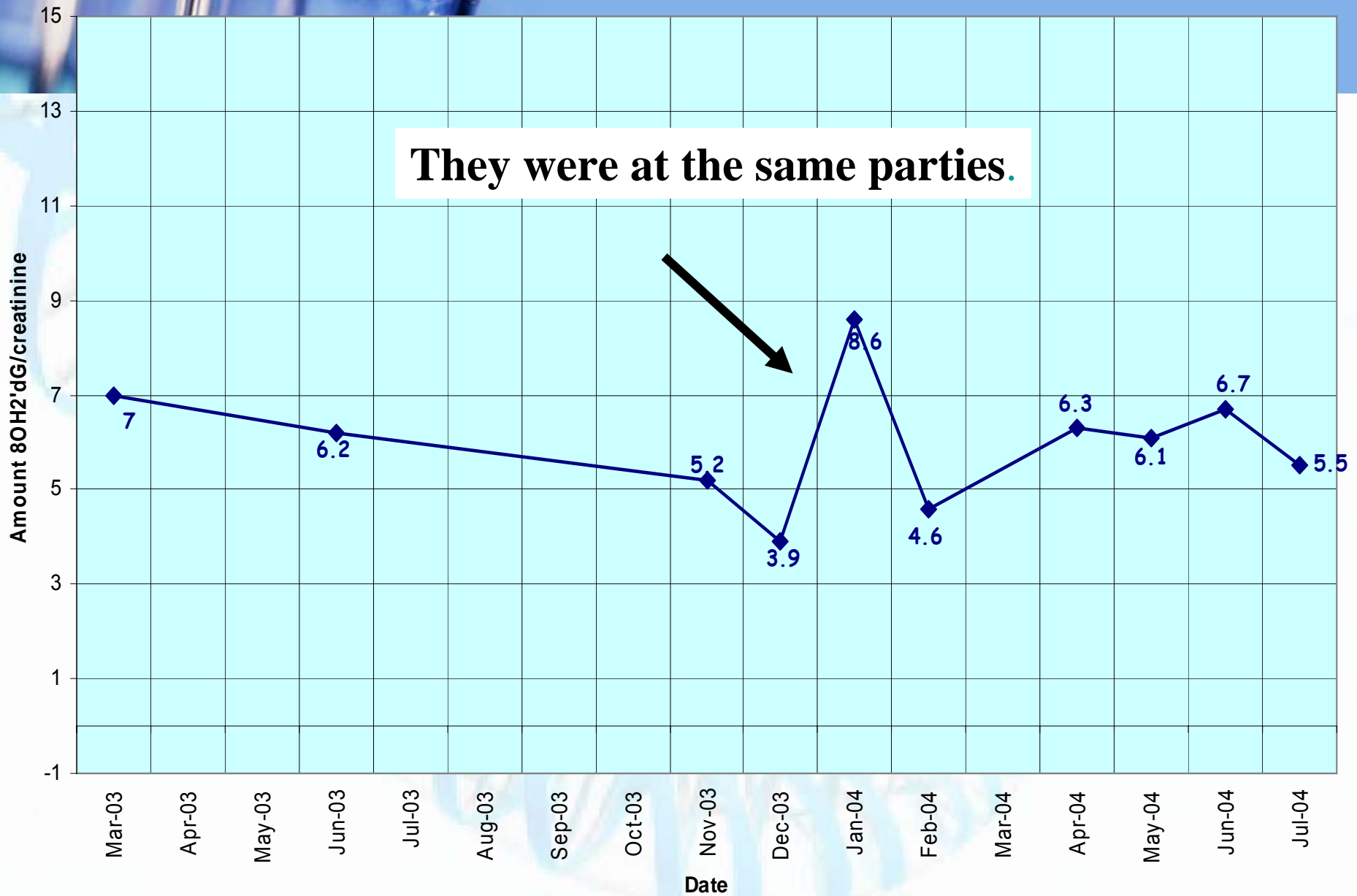
# Measuring The Balance of DNA Damage and Repair In order to find out which way to go you have to know where you are.



# ReiCa, 8OH2'dG profile



# ReiEs, 8OH2'dG profile





# DNA damage may be calculated using different measurements

Tail Length



Tail Extent Moment

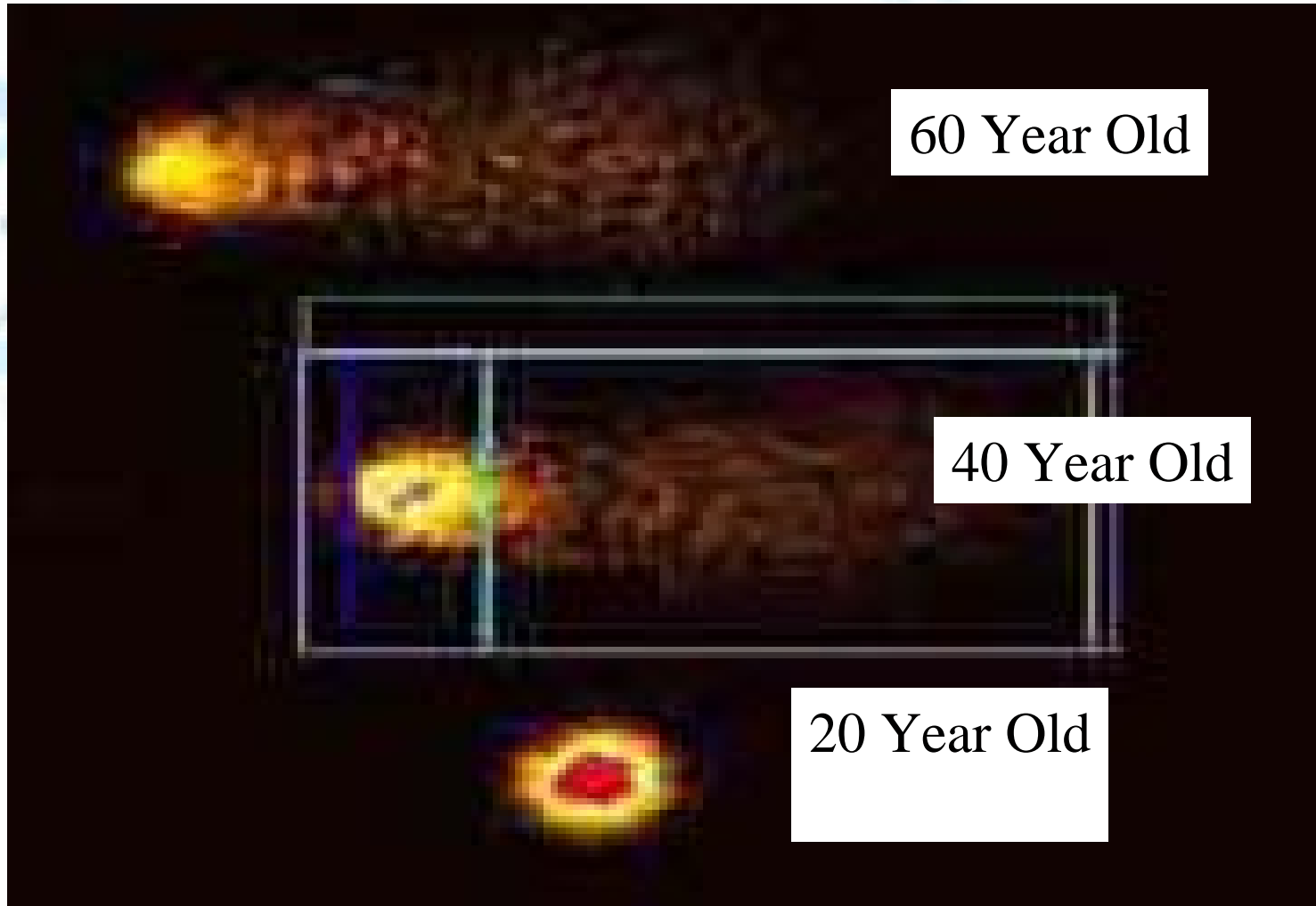


Olive Tail Moment



# Color Enhanced Comet Assay Photo

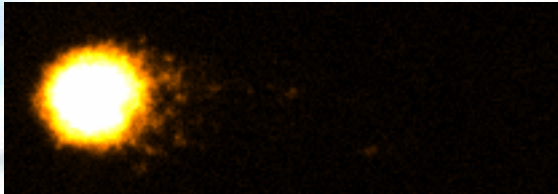
## We can tell you your Real DNA Age



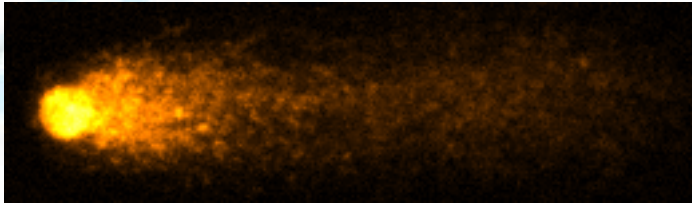
# Titration H<sub>2</sub>O<sub>2</sub> to induce DNA damage

Jurkat E6-1 cell line

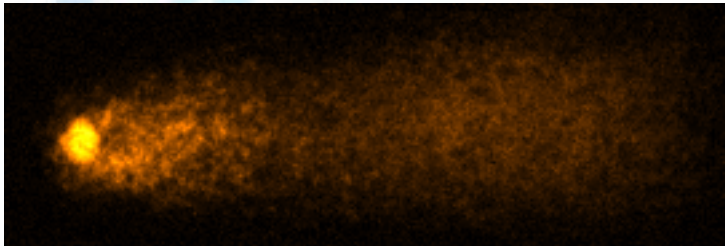
Negative Control



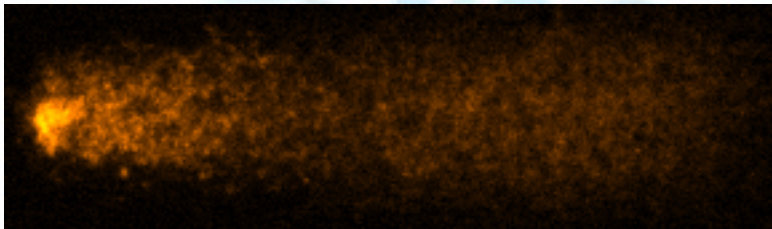
200  $\mu$ M H<sub>2</sub>O<sub>2</sub>



600  $\mu$ M H<sub>2</sub>O<sub>2</sub>



1000  $\mu$ M H<sub>2</sub>O<sub>2</sub>



Tail Extent Moment

Olive Tail Moment

Tail Length

8.4

2.2

28.7

51.8

17.7

75.7

58.6

21.4

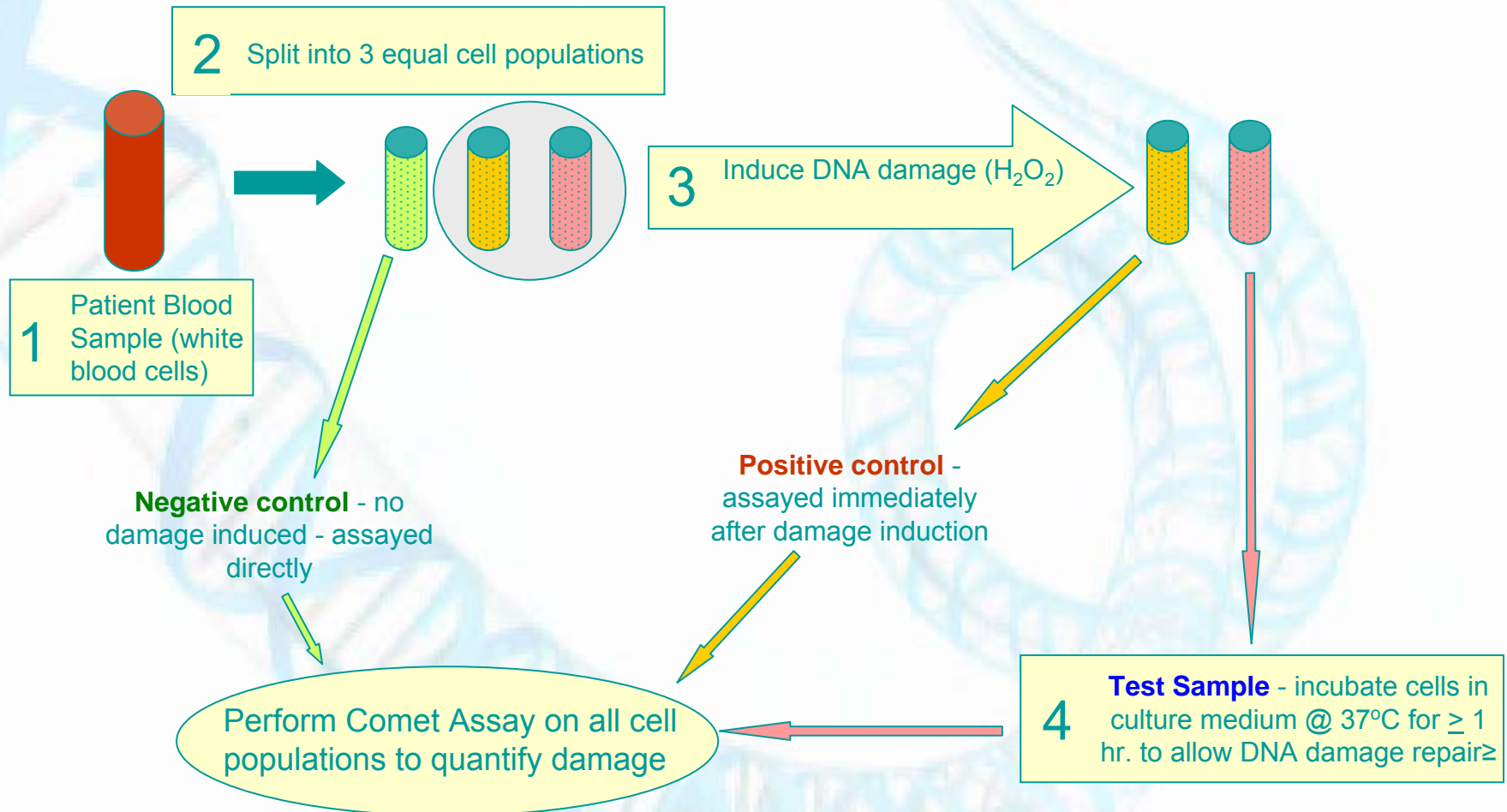
79.8

64.8

23.8

85.2

# DNA Repair Capacity Analysis Assay





# DNA Repair Enzymes

**OGG1** 8-oxoG DNA Glycosylase

**MTH1** MutT Homologue-1

**NEIL1** *nei* endonuclease VIII-like 1 protein

**ERCC1** Excision Repair Cross-Complementing gene

**MYH** MutY Homologue

**HOX 1** Heme Oxygenase I

**NTH1** Nth Homolog 1

**APE 1** AP Endonuclease 1

Antioxidant Enzyme

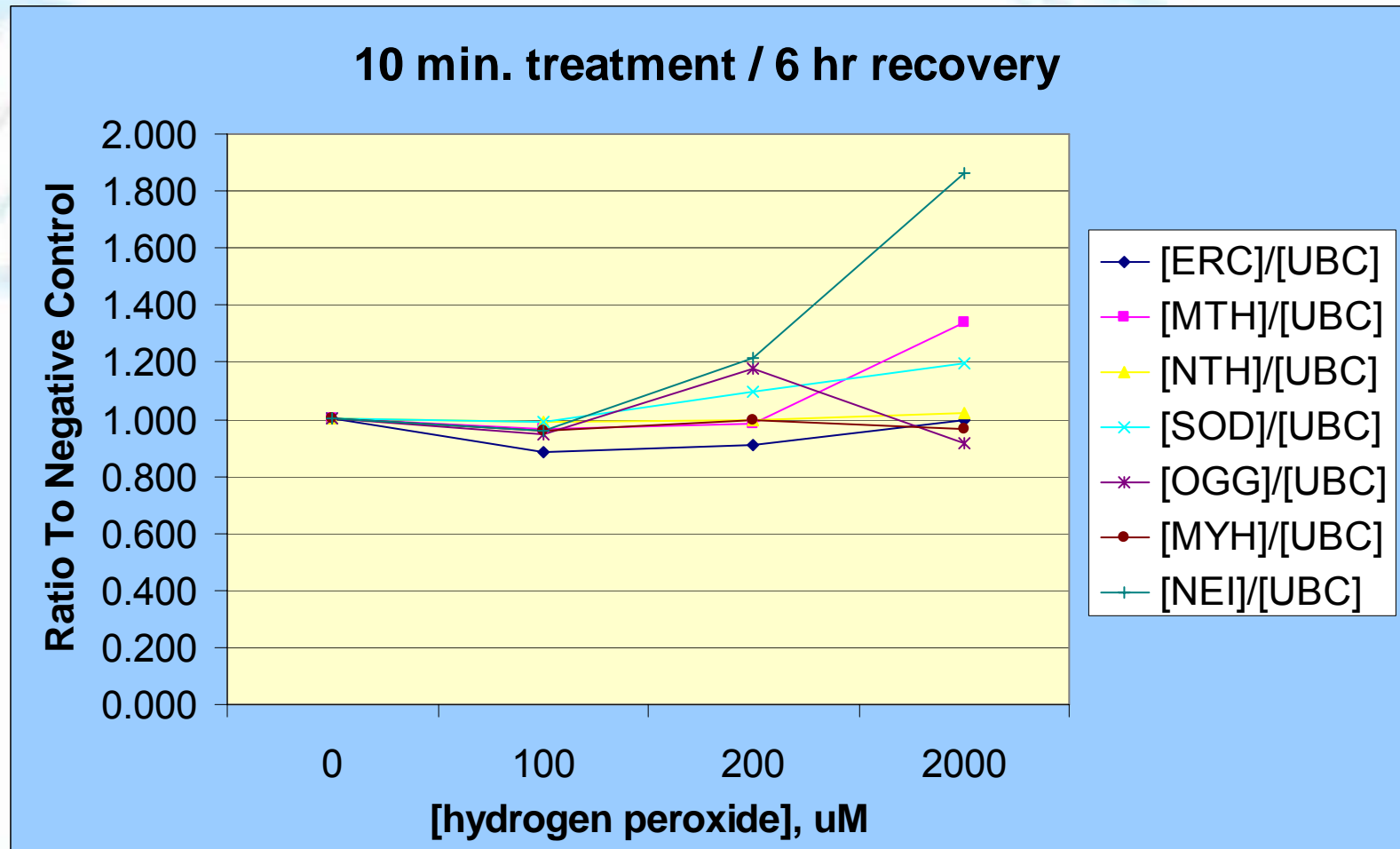
**SOD-1** Super Oxide Dismutase

Housekeeping Gene

**UBC** Ubiquitin C

- Housekeeping gene is quantified alongside enzymes via multiplex PCR
  - Enzyme concentrations are reported as a ratio relative to UBC
  - Resulting ratios are compared between test samples and controls to indicate degree of up-regulation, if any

Rapid, short exposure to  $H_2O_2$   
followed by 6 hour recovery  
incubation induces some enzyme  
up-regulation



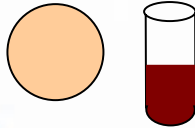


# A Really Cool Thing

- Cancer is linked to changes in the genome in a more direct way than the other major diseases.
- This gives an opportunity to try something really special.
- We could sequence the cancer genome.

# Process to Determine Cancer Genome

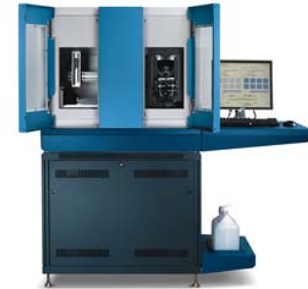
1



Tumor Biopsy & Blood Sample Provided

2

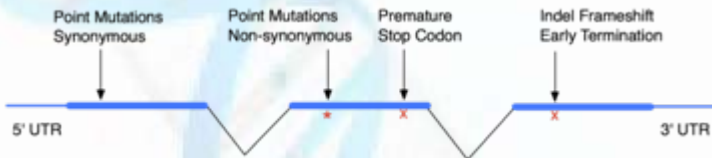
Laboratory



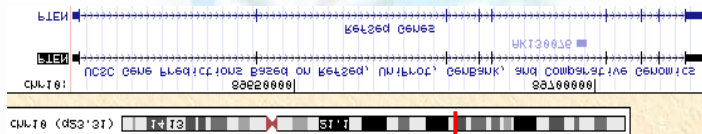
3

Bioinformatics

```
.CGCACGCGCGGCTCGGTGAGGTTGGTCCACACGGGATCTCCTCGCGCGTGTCTC
.CGCACGCGCGGCTCGGTGAGGTTGGTCCACACGGG
.GCACGCGCGGCTCGGTGAGGTTGGTCCACACGGG
...CACGCGCGGCTCGGTGAGGTTGGTCCACACGGGAT
.....AGGTTGGTCCACACGGGATCTCCTCGCGGTTCTC
.....GGTTGGTCCACACGGGATCTCCTCGCGGTTCTCA
.....GGTTGGTCCACACGGGATCTCCTCGCGGTTCTCT
.....CGGTGAGGTTGGTCCACACGGGATCTCCTCGCGG
.....CTCGGTGAGGTTGGTCCACACGGGATCTCCTCGCGGTTCTC
.....CTCGGTGAGGTTGGTCCACACGGGATCTCCTCGCGG
.....CTCGGTGAGGTTGGTCCACACGGGATCTCCTCGCGG
.....CGGTGAGGTTGGTCCACACGGGATCTCCTCGCGG
.....GTGAGGTTGGTCCACACGGGATCTCCTCGCGG
.....AGGTTGGTCCACACGGGATCTCCTCGCGGTTCTC
```



4



Personalized  
Web Based Genome  
Browser

5

Interpretation Relative  
To Published Literature

nature  
genetics

The NEW ENGLAND  
JOURNAL of MEDICINE





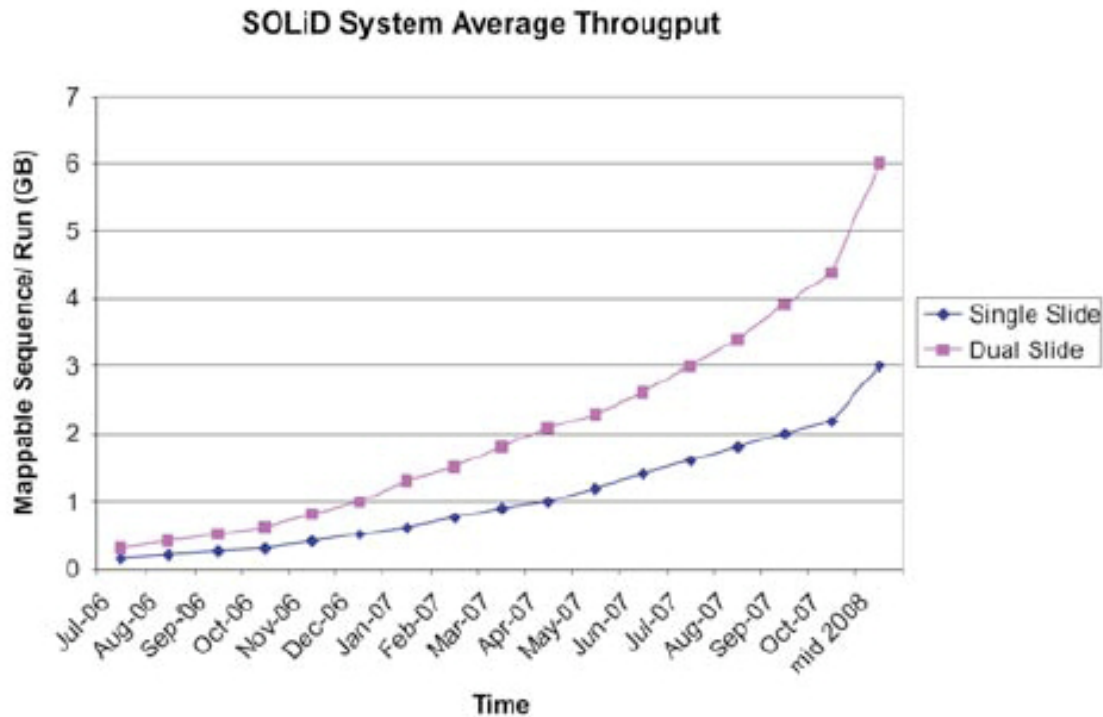


# Next Generation Sequencing

- 2001
  - ◆ First human genome assembled (85% complete) for about \$200 million, huge teams, and years of work from about 24 billion bases of raw sequence.
- 2006
  - ◆ 454 introduces massively parallel sequencer: 40 million bases of raw sequence in 1 day for \$10,000: Declare sequencing of Jim Watson (~4-5x coverage though) for about \$1million. Genome sequence would cost about \$6 million at 20x and require 1500 days of machine time.
- 2007
  - ◆ Illumina introduces 'sequencing by synthesis' generates about 1 billion based of raw sequence in 4 days for \$4000. Genome sequence possible at \$240,000 in about 240 days of machine time.
- 2008
  - ◆ ABI Solid introduces sequencing by ligation generates about 4 billion bases of raw sequence in 5 days for \$7000. Sequences Yoruban individual at 10x coverage for \$60,000 in reagent costs (\$120,000 to generate sufficient sequence for complete genome) and requires 75 days of machine time
- 2008
  - ◆ release of Helicos will probably not change pricing much
- 2009-2011

# ABI Solid Systems

- ABI Solid Sequencer can generate 5 billion bases every 5 days, and is advancing rapidly.
- 12 runs of a single machine (60 days) generates sufficient sequence to Cover the whole genome.



The background of the slide features a blue-tinted image of laboratory glassware, including test tubes and beakers, in the upper left corner. A large, faint, light blue DNA double helix structure is overlaid across the center and right side of the slide, creating a scientific and biological theme.

# Collaborators

- We have formed relationships with:
- Duke
- Harvard/MIT
- UCLA
- We will do this in the next two years!

# Five-Year Revenue and EPS Trend

Revenue CAGR of 8.5% – Diluted EPS CAGR of 18.6%





# Five-Year OCF and EBITDA Margin Trend

OCF CAGR of 6% – EBITDA Margin Growth of 210 bps



# Second Quarter Results

(In millions, except per share data)

	<u>6/30/2007</u>	<u>6/30/2008</u>	<u>+/(-)</u>
<b>Revenue</b>	<b>\$ 1,043.1</b>	<b>\$ 1,147.8</b>	<b>10.0%</b>
<b>EBITDA<sup>(1)</sup></b>	<b>\$ 279.6</b>	<b>\$ 301.1</b>	<b>7.7%</b>
<b>EBITDA Margin</b>	<b>26.8%</b>	<b>26.2%</b>	<b>(60) bp</b>
<b>Diluted EPS<sup>(2)</sup></b>	<b>\$ 1.09</b>	<b>\$ 1.24</b>	<b>13.8%</b>

(1) Excludes restructuring and other special charges of \$4.1 and \$61.0 million recorded by the Company in the second quarter of 2007 and 2008, respectively.

(2) Excludes the \$0.04 and \$0.32 per diluted share impact of the restructuring and other special charges recorded in the second quarter of 2007 and 2008, respectively.



# YTD Second Quarter Results

(In millions, except per share data)

	<u>6/30/2007</u>	<u>6/30/2008</u>	<u>+/(-)</u>
<b>Revenue</b>	<b>\$ 2,041.8</b>	<b>\$ 2,251.0</b>	<b>10.2%</b>
<b>EBITDA <sup>(1)</sup></b>	<b>\$ 540.1</b>	<b>\$ 586.6</b>	<b>8.6%</b>
<b>EBITDA Margin</b>	<b>26.5%</b>	<b>26.1%</b>	<b>(40) bp</b>
<b>Diluted EPS <sup>(2)</sup></b>	<b>\$ 2.06</b>	<b>\$ 2.38</b>	<b>15.5%</b>

(1) Excludes restructuring and other special charges of \$4.1 and \$61.0 million recorded by the Company through the second quarter of 2007 and 2008, respectively.

(2) Excludes the \$0.03 and \$0.32 per diluted share impact of the restructuring and other special charges recorded through the second quarter of 2007 and 2008, respectively.



# 2008 Second Quarter Financial Achievements

- **Diluted EPS of \$1.24 <sup>(1)</sup>**
- **EBITDA margin of 26.2% of net sales <sup>(2)</sup>**
- **Operating cash flow of \$194.7 million**
- **Increased revenues**
  - ♦ **10.0% (9.0% volume; 1.0% price)**
  - ♦ **Excl. Canada 3.6% (1.3% volume, 2.3% price)**
- **Repurchased approximately \$10.8 million of LabCorp stock**

(1) Excludes the \$0.32 per diluted share impact of the restructuring and other special charges recorded in the second quarter of 2008.

(2) Excludes the restructuring and other special charges of \$61 million recorded by the company in the second quarter of 2008.



# 2008 YTD Second Quarter Financial Achievements

- **Diluted EPS of \$2.38 <sup>(1)</sup>**
- **EBITDA margin of 26.1% of net sales<sup>(2)</sup>**
- **Operating cash flow of \$371.2 million**
- **Increased revenues**
  - ♦ **10.2% (8.8% volume; 1.4% price)**
  - ♦ **Excl. Canada 3.8% (1.4% volume, 2.4% price)**
- **Repurchased approximately \$66.5 million of LabCorp stock**

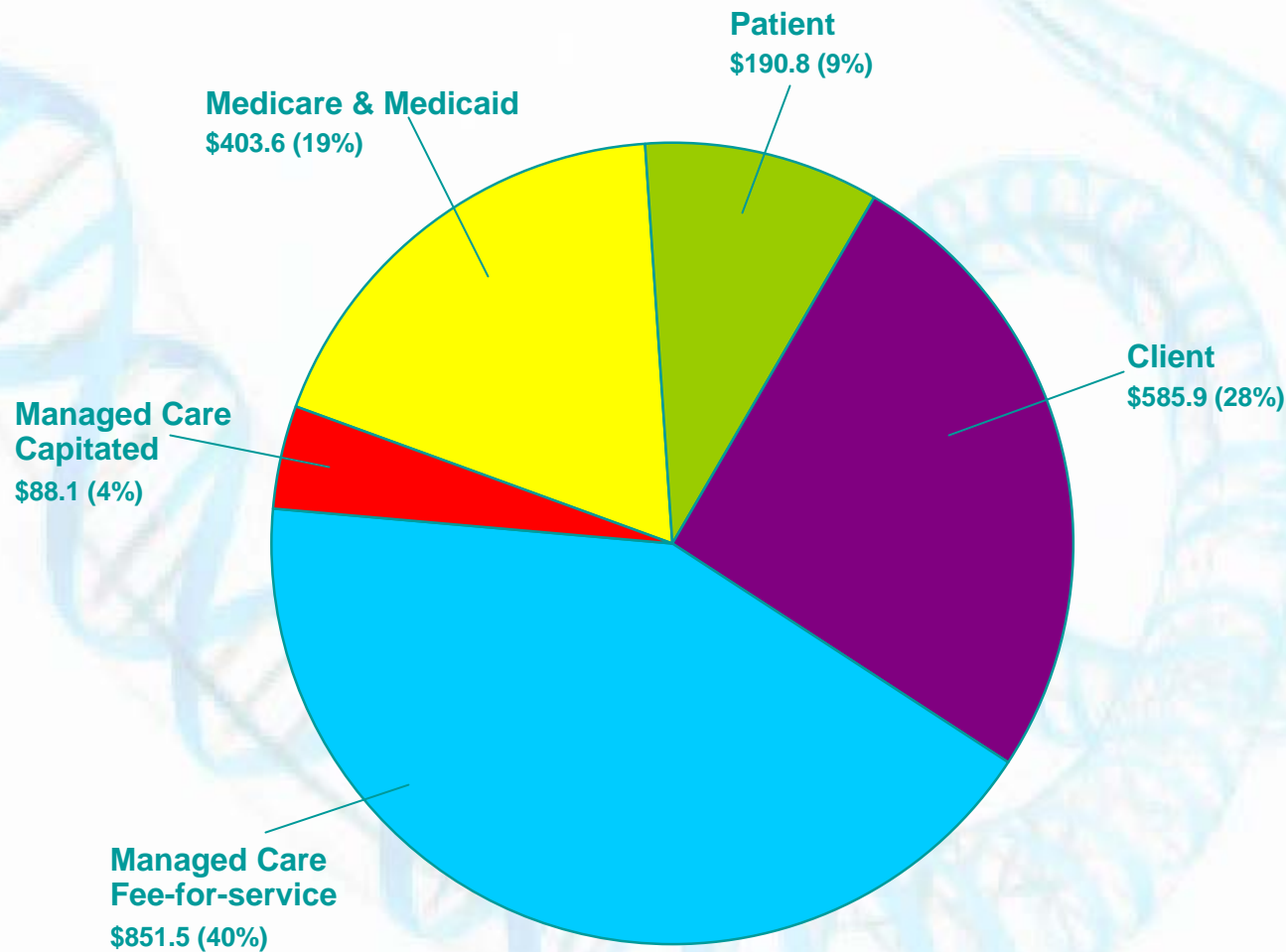
(1) Excludes the \$0.32 per diluted share impact of the restructuring and other special charges recorded through the second quarter of 2008.

(2) Excludes the restructuring and other special charges of \$61 million recorded by the company through the second quarter of 2008.

# Revenue by Payer- US

## YTD Q2 2008

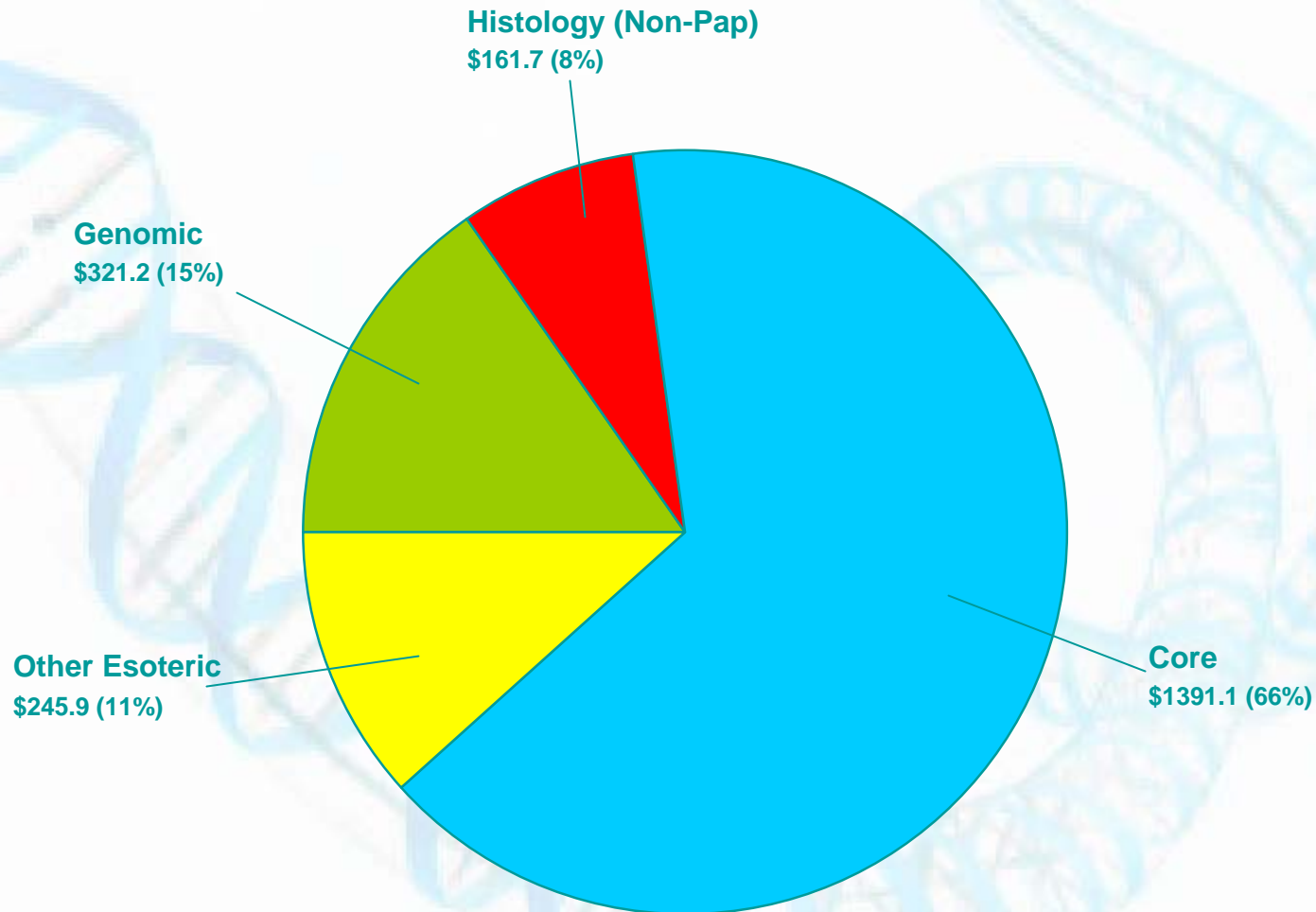
(In millions)



# Revenue by Business Area - US

## YTD Q2 2008

(In millions)



# Reconciliation of Non-GAAP Financial Measures

(In millions)

1) EBITDA represents earnings before interest, income taxes, depreciation and amortization, and includes the Company's proportional share of the underlying EBITDA of the income from joint venture partnerships. The Company uses EBITDA extensively as an internal management performance measure and believes it is a useful, and commonly used measure of financial performance in addition to earnings before taxes and other profitability measurements under generally accepted accounting principles ("GAAP"). EBITDA is not a measure of financial performance under GAAP. It should not be considered as an alternative to earnings before income taxes (or any other performance measure under GAAP) as a measure of performance or to cash flows from operating, investing or financing activities as an indicator of cash flows or as a measure of liquidity. The following table reconciles earnings before income taxes, representing the most comparable measure under GAAP, to EBITDA for the three-month period ended March 31, 2008 and 2007:

		<b>Three Months</b>	
		<b>Ended March 31,</b>	
		<b>2008</b>	<b>2007</b>
Earnings before income taxes		\$ 221.9	\$ 208.9
Add (subtract):			
Interest expense		19.9	12.6
Investment income		(0.5)	(2.1)
Other (income) expense, net		0.6	0.4
Depreciation		29.2	26.3
Amortization		13.8	13.3
Joint venture partnerships' depreciation and amortization		0.6	1.1
EBITDA		<u>\$ 285.5</u>	<u>\$ 260.5</u>





**LabCorp**

Laboratory Corporation of America