

# J.P. Morgan 41<sup>st</sup> Healthcare Conference

Prahlad Singh  
Chief Executive Officer

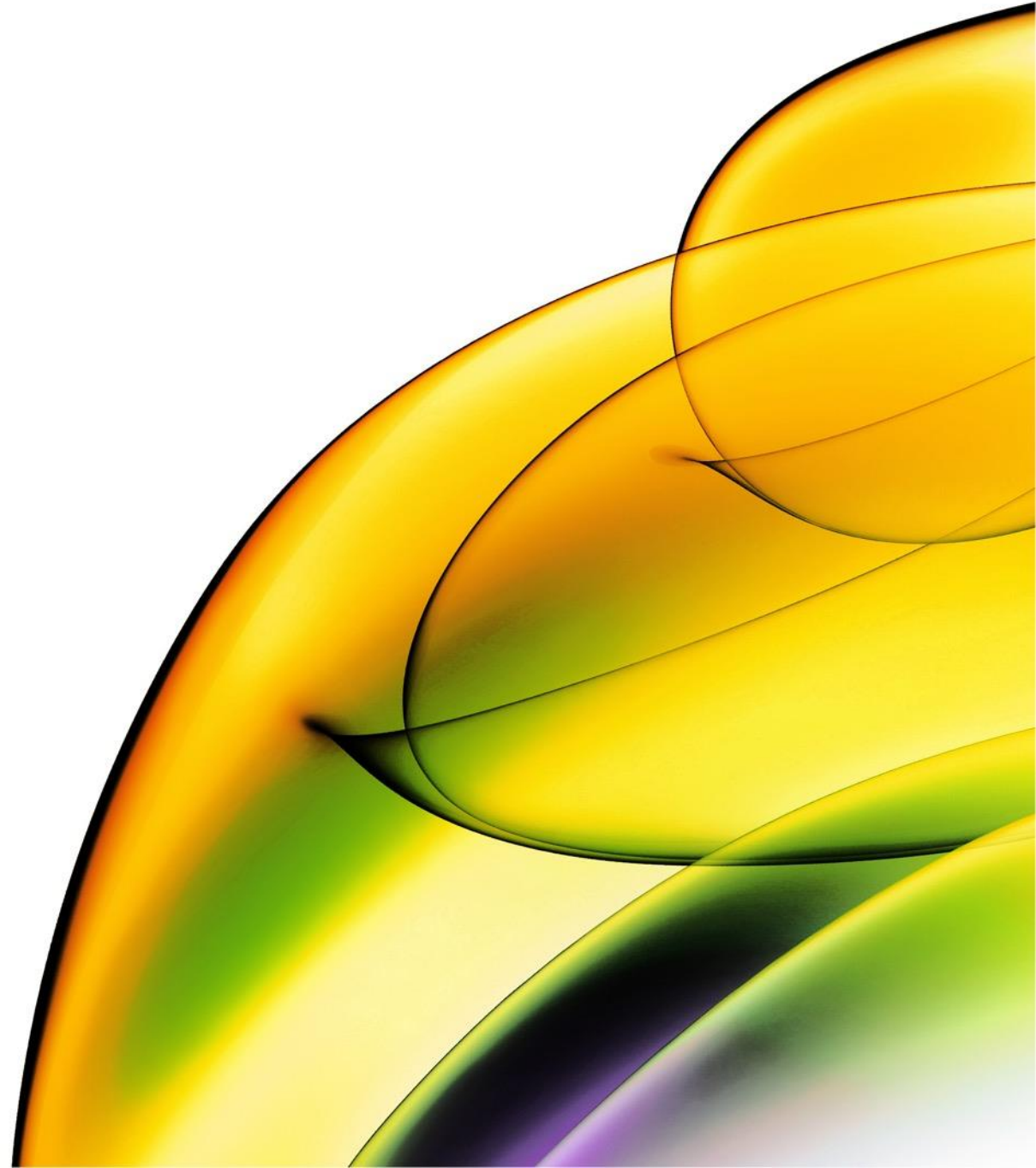
revvity

January 10, 2023



The content in the remainder of this presentation was originally provided prior the company rebranding as Revvity, Inc. on May 9th, 2023.

The content is unchanged from when it was initially provided under our prior corporate name, PerkinElmer, and is being provided for historical informational purposes



# J.P. MORGAN

## 41<sup>st</sup> Healthcare Conference



**Prahlad Singh**  
**Chief Executive Officer**  
January 10, 2023





## SAFE HARBOR

This presentation contains "forward-looking" statements which are statements relating to future events. These statements include those relating to estimates and projections of future earnings per share, cash flow and revenue growth and other financial results, developments relating to our customers and end-markets, and plans concerning business development opportunities. Words such as "believes," "intends," "anticipates," "plans," "expects," "projects," "forecasts," "will" and similar expressions, and references to guidance, are intended to identify forward-looking statements. Such statements are based on management's current assumptions and expectations and no assurances can be given that our assumptions or expectations will prove to be correct. A number of important risk factors could cause actual results to differ materially from the results described, implied or projected in any forward-looking statements. A detailed description of these risk factors can be found under the caption "Risk Factors" in our most recent quarterly report on Form 10-Q and in our other filings with the Securities and Exchange Commission. We disclaim any intention or obligation to update any forward-looking statements as a result of developments occurring after the date of this presentation.

In addition to financial measures prepared in accordance with generally accepted accounting principles (GAAP), this presentation also contains non-GAAP financial measures. A reconciliation of these measures to the most directly comparable GAAP measures is included in the embedded [hyperlink](#) and is available on the "Investor Events" section of our investor relations website at [ir.perkinelmer.com](http://ir.perkinelmer.com).

Guidance for future periods is provided on a non-GAAP basis and cannot be reconciled to the closest GAAP measures without unreasonable effort due to the unpredictability of the amounts and timing of events affecting the items the Company excludes from these non-GAAP measures. The timing and amounts of such events and items could be material to the Company's results prepared in accordance with GAAP.

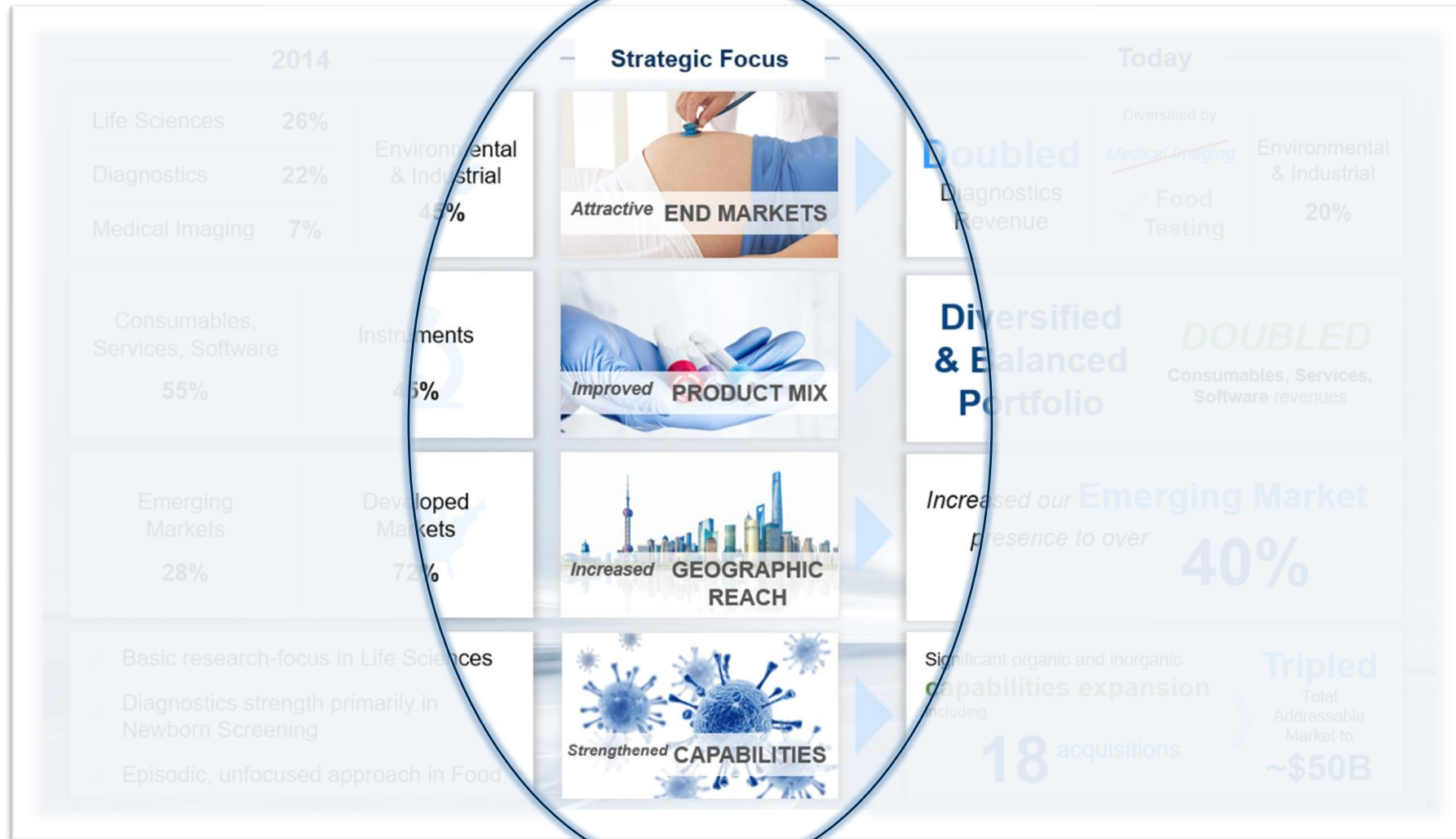
# LOOKING BACK TO 2020...

From Our 2020 JP Morgan Presentation:



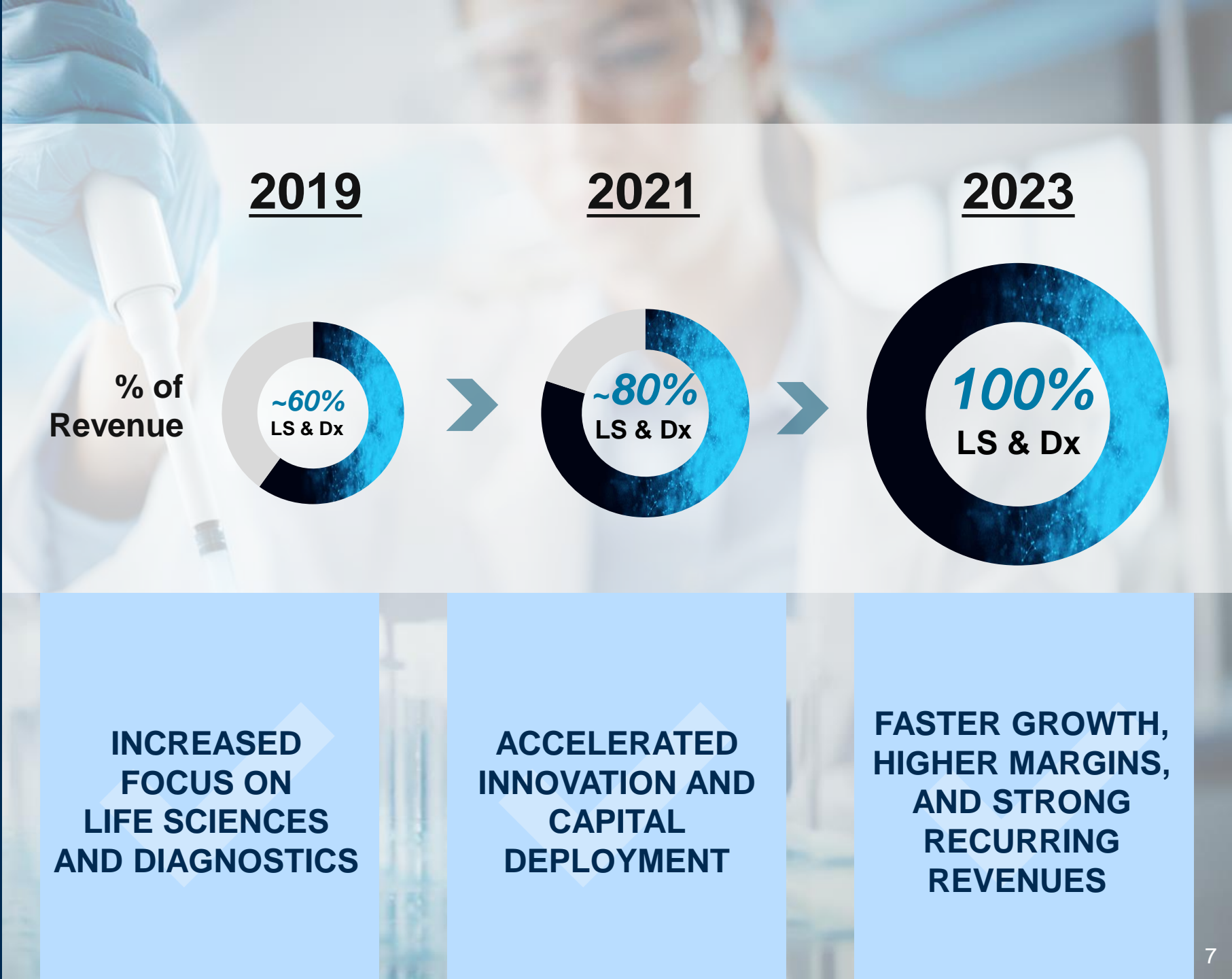
# ...WE HAVE DELIVERED ON THIS STRATEGIC FOCUS

From Our 2020 JP Morgan Presentation:



*Announced Sale of  
Applied and  
Enterprise  
Solutions  
Business and  
Brand to New  
Mountain Capital for  
up to \$2.45 Billion*

Divestiture expected  
to close in 1Q23



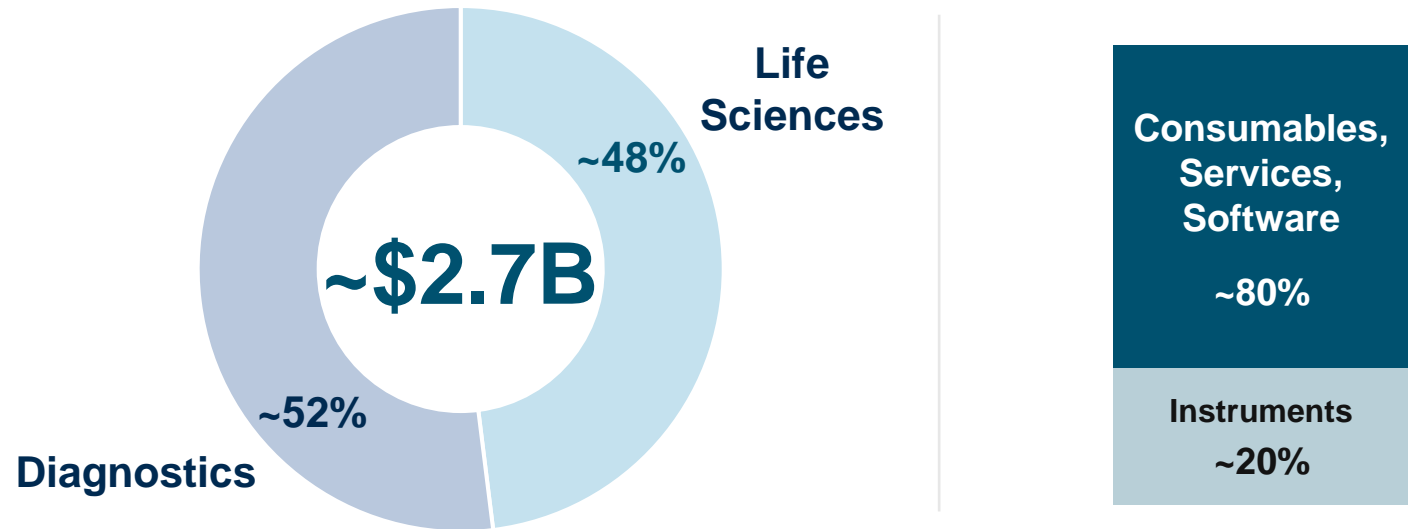


# OUR NEW COMPANY PROFILE

**Global Scale  
with Diversified  
Revenue**

**11,000+  
Employees Strong**

## 2022E NON-COVID REVENUE MIX<sup>1</sup>



AMERICAS



EMEA



APAC

(1) Based on guidance provided 11/8/2022. Excludes est. \$610M in COVID-related revenues





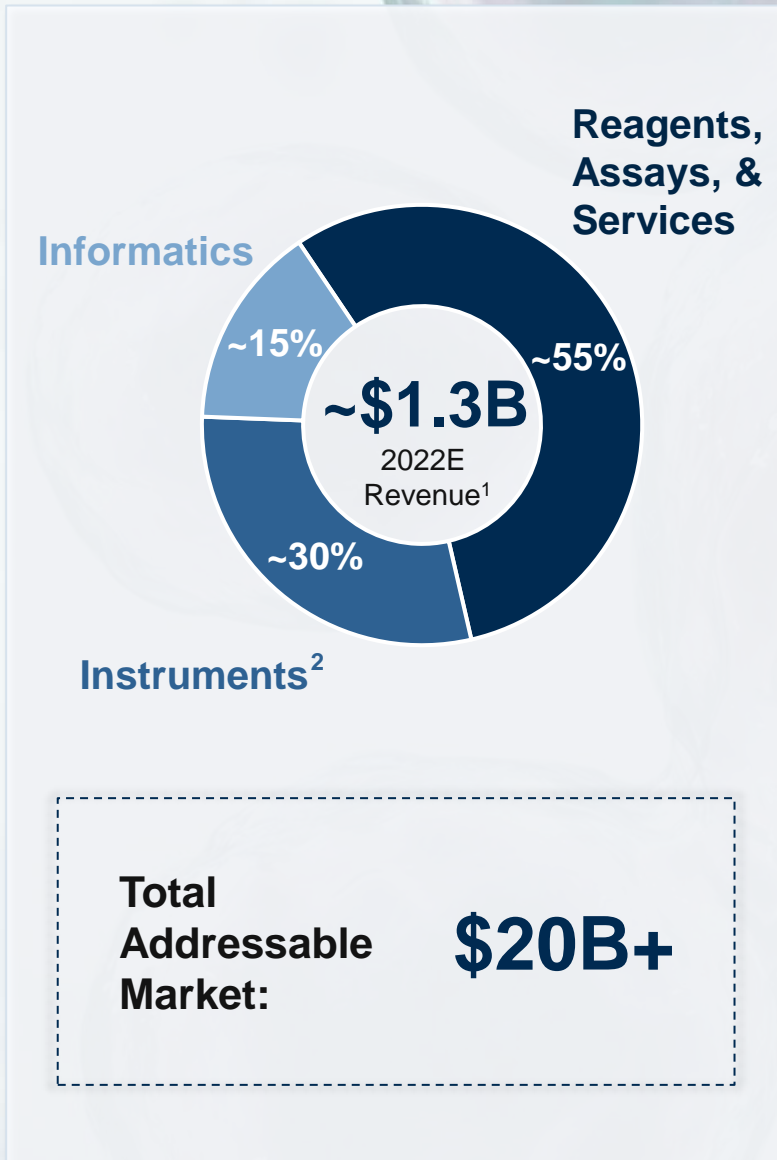
# A LIFE SCIENCES & DIAGNOSTICS COMPANY THAT IS...

*LEADING WITH SCIENTIFIC INNOVATION IN  
STRONG END MARKETS*

*DRIVING PROGRESS ACROSS OPERATIONAL AND  
STRATEGIC PRIORITIES*

*DELIVERING BEST-IN-CLASS FINANCIAL  
PERFORMANCE AT SCALE*

# LIFE SCIENCES AT A GLANCE

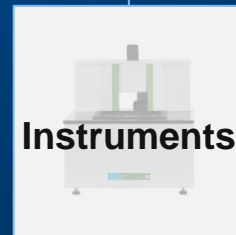


## PORTFOLIO OVERVIEW



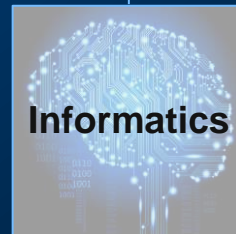
### Broad Offering:

- Biomarker and Flow-Based
- Cell & Gene Therapy (CGT)
- Single Cell
- Base Editing



### Best-in-class Solutions:

- In-Vivo Imaging
- High-Content Screening
- Automated Cell Counting



### Clinical & Translational Software:

- Data Capture
- Collaboration
- Analytics

## KEY POSITIONS<sup>3</sup>

**#2**

**FLOW  
CYTOMETRY  
REAGENTS**

**#1**

**PRE-CLINICAL  
IMAGING**

**#1**

**RESEARCH  
SCIENTIFIC  
SOFTWARE**

(1) Based on guidance provided 11/8/2022. (2) Includes ~\$100M of instrument-related service revenue. (3) In addressable markets only

# ALL-IN-ONE AUTOMATED IMAGE CYTOMETER AND CELL COUNTER

## Recent NPI: Cellaca<sup>®</sup> PLX

### ***Multiplexity Without Complexity:***

Shortens downstream processing by Multiplexing with up to four channels

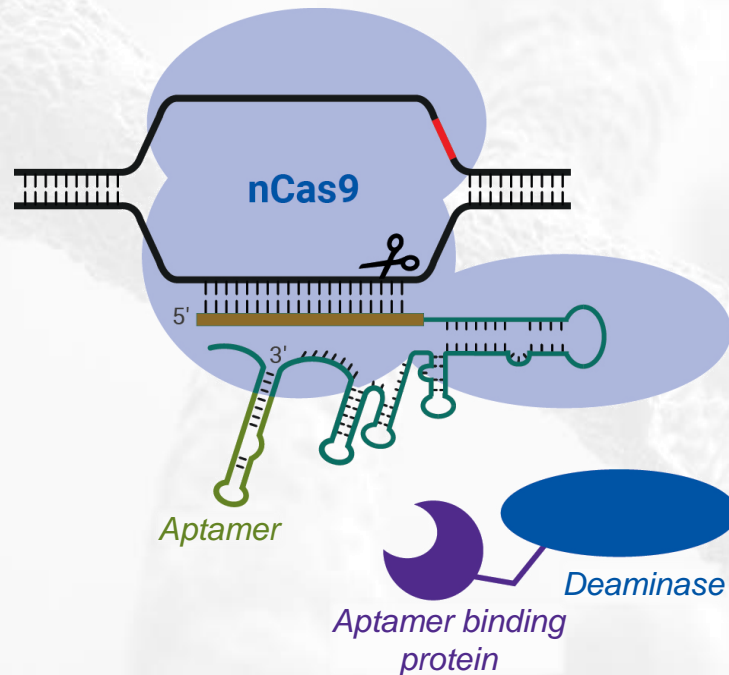


- ✓ Advanced image cytometry designed to drive **increased productivity in Cell & Gene Therapy**
- ✓ **Therapeutic-agnostic platform** that streamlines phenotyping of immune cells
- ✓ **Automated workflow** which combines proprietary reagent kits (containing **BioLegend<sup>®</sup>** antibodies), instrumentation, and software

# DEMOCRATIZING BASE EDITING FOR ALL

*ADVANCING BEYOND CRISPR: New technology exclusively licensed from Rutgers University*

## PIN-POINT™ TECHNOLOGY



**TRANSFORMATIONAL  
Approach**

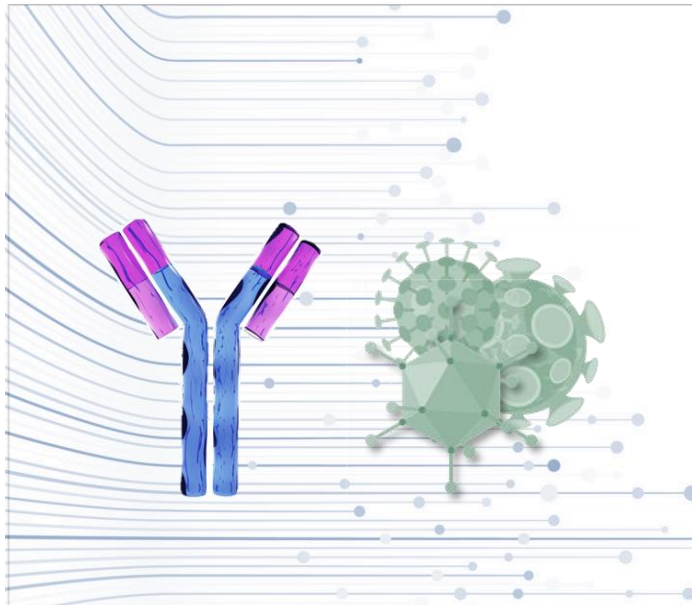
*Multiple Ways  
For Customers  
To Access This  
Technology*

- ✓ **Licensing**
- ✓ **Commercial Products**
- ✓ **Services**

**More exciting announcements to come in 2023...**



# SUPPORTING OUR CUSTOMERS AS THEY PROGRESS FROM RESEARCH INTO EARLY-STAGE CLINICAL TRIALS



**BUILDING GMP CAPACITY FOR ANTIBODIES, VIRAL VECTORS, AND RELATED CONSUMABLES...**



- Addressing our customers' most important needs:*
- ✓ **Traceability**
  - ✓ **Control**
  - ✓ **Consistency**
  - ✓ **Speed**

**...TO SUPPORT OUR CUSTOMERS' TRANSITION FROM RESEARCH TO THE CLINIC**

# WHERE WE'RE HEADED: LIFE SCIENCES

*Leading with  
**TECHNOLOGY**  
to drive pre-clinical  
research*

**1,200+ NPIs**  
Launched in the  
Last 12 Months

*Increasing  
**PACE OF NOVEL  
SOLUTIONS**  
in key focus  
areas*

**Base Editing**  
For All

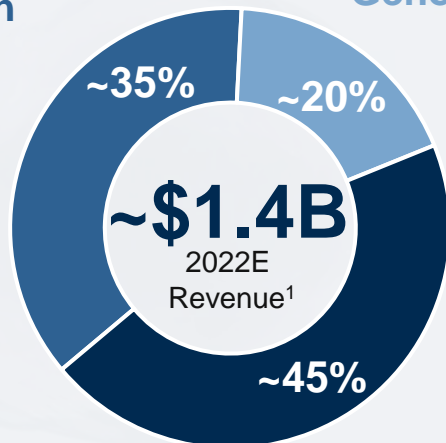
***ACCELERATING  
TRANSLATION**  
from research  
to clinic*

Expanding **GMP**  
Footprint

# DIAGNOSTICS AT A GLANCE

Reproductive Health

Applied Genomics



ImmunoDx

Total Addressable Market:

**\$35B+**

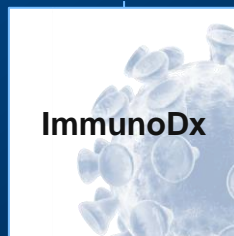
## PORTFOLIO OVERVIEW



Reproductive Health

### Broad Offerings:

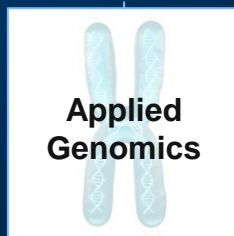
- Prenatal Screening
- Pre-eclampsia Solutions
- Newborn Screening
- Cord Blood Banking



ImmunoDx

### Extensive Menu:

- Autoimmune & Allergy
- Emergent Infectious Diseases
- Latent Tuberculosis



Applied Genomics

### Best-in-class Solutions:

- Liquid Handling
- Nucleic Acid Extraction
- Microfluidics
- NGS workflow

## KEY POSITIONS<sup>2</sup>

**#1**

REPRODUCTIVE HEALTH

**#1**

AUTOIMMUNE IVD

**#3**

MULTI-OMICS SAMPLE PREP

(1) Based on guidance provided 11/8/2022. Excludes est. \$610M in COVID related revenues (2) In addressable markets only

# A PARTNER FOR LIFE: DELIVERING IMPACTFUL SOLUTIONS ACROSS THE COMPLETE CONTINUUM OF CARE



**PLANNING**

**PREGNANCY**

**POSTNATAL**

**PRIME  
YEARS**



# A PARTNER FOR LIFE: DELIVERING IMPACTFUL SOLUTIONS ACROSS THE COMPLETE CONTINUUM OF CARE



PLANNING

PREGNANCY

POSTNATAL

PRIME  
YEARS

*Insights for expanding families*

- ✓ *Whole Genome Sequencing*
- ✓ *Preimplantation Genetic Screening*

# A PARTNER FOR LIFE: DELIVERING IMPACTFUL SOLUTIONS ACROSS THE COMPLETE CONTINUUM OF CARE

PLANNING

PREGNANCY

POSTNATAL

PRIME  
YEARS

***10M prenatal risk assessments annually***

✓ ***Pre-eclampsia***

✓ ***NIPT***

✓ ***Maternal Serum Screening***

# A PARTNER FOR LIFE: DELIVERING IMPACTFUL SOLUTIONS ACROSS THE COMPLETE CONTINUUM OF CARE

PLANNING

PREGNANCY

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PRIME  
YEARS

## *Flagship newborn health solutions*

- ✓ ***Newborn Screening***
- ✓ ***Cord Blood & Tissue***
- ✓ ***Informatics***



# A PARTNER FOR LIFE: DELIVERING IMPACTFUL SOLUTIONS ACROSS THE COMPLETE CONTINUUM OF CARE

PLANNING

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YEARS

**NOVEL  
OFFERINGS**

**UNIQUELY POSITIONED  
TO DRIVE INNOVATION**

**EONIS  
SCID-SMA Kit**  
First FDA clearance  
for SMA Screening  
in Newborns

- ✓ Largest network of KOLs
- ✓ Internal genetic testing lab
- ✓ Comprehensive workflows





# A PARTNER FOR LIFE: DELIVERING IMPACTFUL SOLUTIONS ACROSS THE COMPLETE CONTINUUM OF CARE



PLANNING



PREGNANCY



POSTNATAL



PRIME  
YEARS

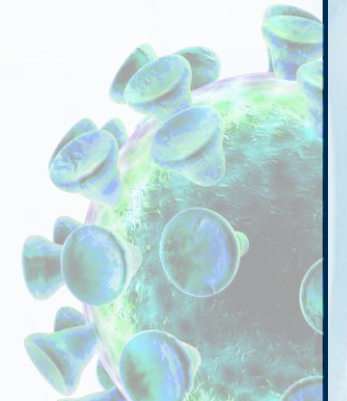


*Over 500 unique assays*

✓ **Autoimmune**

✓ **Allergy**

✓ **Infectious Disease**



# A PARTNER FOR LIFE: DELIVERING IMPACTFUL SOLUTIONS ACROSS THE COMPLETE CONTINUUM OF CARE

PLANNING

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**Accentis™**

**RECENTLY CE MARKED: A COMPREHENSIVE,  
HIGHLY AUTOMATED ChLIA SOLUTION**

- ✓ High throughput system (200 tests per hour)
- ✓ Large capacity (~50 parameters)

**LOOKING AHEAD:**  
Robust future assay portfolio  
(autoimmunity, infectious serology, allergy, endocrinology)

# A PARTNER FOR LIFE: DELIVERING IMPACTFUL SOLUTIONS ACROSS THE COMPLETE CONTINUUM OF CARE

PLANNING

PREGNANCY

POSTNATAL

PRIME  
YEARS



**BioQule™ NGS System**

## ***DEMOCRATIZING NGS LIBRARY PREPARATION***

- ✓ ***Low-throughput, automated benchtop solution***
- ✓ ***Simplified user experience***
- ✓ ***No NGS experience required***



# WHERE WE'RE HEADED: DIAGNOSTICS

*Bolstering  
continuum of care  
**LEADERSHIP***

First FDA Cleared  
**SMA Screening** in  
Newborns

*Delivering  
**TURNKEY  
SOLUTIONS**  
by combining  
seamless sample  
prep and  
quantitation*

Low Throughput,  
NGS Sample Prep  
**Automation**

***EXPANDING  
REACH** to all lab  
settings through  
cross-company  
collaboration*

Complete  
Random-Access  
**ChLIA Portfolio**





## **A LIFE SCIENCES & DIAGNOSTICS COMPANY THAT IS...**

*LEADING WITH SCIENTIFIC INNOVATION IN  
STRONG END MARKETS*

***DRIVING PROGRESS ACROSS OPERATIONAL AND  
STRATEGIC PRIORITIES***

*DELIVERING BEST-IN-CLASS FINANCIAL  
PERFORMANCE AT SCALE*

# 2023 PRIORITIES: FOCUSING ON CLOSING OUR DIVESTITURE AND MAXIMIZING OUR FUTURE POTENTIAL...

COMPLETING  
**DIVESTITURE OF**  
APPLIED AND  
ENTERPRISE SOLUTIONS  
BUSINESS AND  
PERKINELMER BRAND

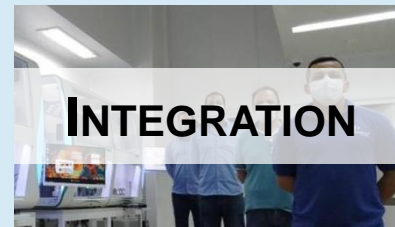


Anticipating Close in 1Q23

MAXIMIZING OUR  
POTENTIAL UNDER  
A NEW BRAND



Driving **CROSS-COMPANY**  
**INNOVATION** & building on  
core growth accelerators



Capturing commercial  
and operational  
**SYNERGIES**



Strategically **DEPLOYING**  
**CAPITAL** organically and  
inorganically

# ...WHILE REMAINING STEADFAST IN OUR PRIORITIZATION OF SUSTAINABILITY & STEWARDSHIP (ESG)



**INCREASING INVESTMENT TO DRIVE GREATER IMPACT IN 2023 AND BEYOND**



## A LIFE SCIENCES & DIAGNOSTICS COMPANY THAT IS...






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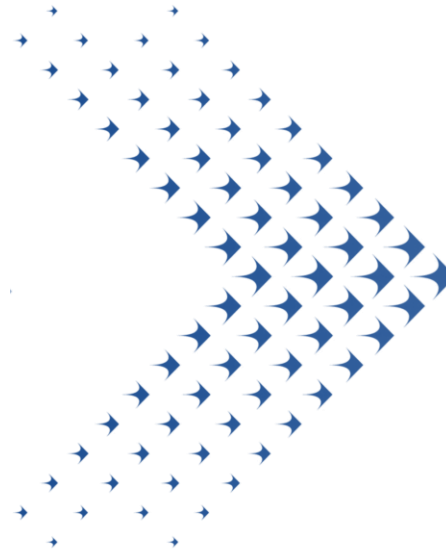
*DRIVING PROGRESS ACROSS OPERATIONAL AND  
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***DELIVERING BEST-IN-CLASS FINANCIAL  
PERFORMANCE AT SCALE***



# A STRONGER OUTLOOK FOR THE FUTURE WITH SIGNIFICANT SCALE

2021 Mid-Term Outlook			Current Mid-Term Outlook <sup>1</sup>	
	Organic Growth	5-7%		10%
	Recurring Revenue	~75%		~80%
	Operating Margins	23%		30%+
	Operating Margin Expansion	50-75 bps / year		75-100 bps / year
	Adj EPS Growth	>10%		13-15%



**SIGNIFICANT CAPITAL DEPLOYMENT POTENTIAL TO FURTHER SUPPORT OUTLOOK:**  
*>\$2B of Unencumbered Cash Over Next 3 Years*

(1) Assumes stable macroeconomic environment

# LEADING WITH SCIENCE

## TO REDEFINE HUMAN HEALTH

Successfully **EXECUTE**  
**TRANSFORMATION** of  
the company

Drive  
**INNOVATION**,  
strategic &  
operational  
priorities, and  
capital  
deployment

Deliver long-term  
**VALUE CREATION**  
for our  
shareholders,  
customers, and  
employees

Driving Performance Through **Innovation, Integration, and Investment**



**PerkinElmer<sup>®</sup>**

*For the Better*