

# IDEXX LABORATORIES, Inc

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## Introduction

IDEXX Laboratories, Inc. is a leader in pet healthcare innovation, serving practicing veterinarians around the world with a broad range of diagnostic and information technology-based products and services. Headquartered in southern Maine, the company conducts operations through more than 70 locations around the world and serve customers in over 175 countries.

Vision: Creating exceptional long-term value for our customers, employees, and shareholders by enhancing the health and well-being of pets, people, and livestock.

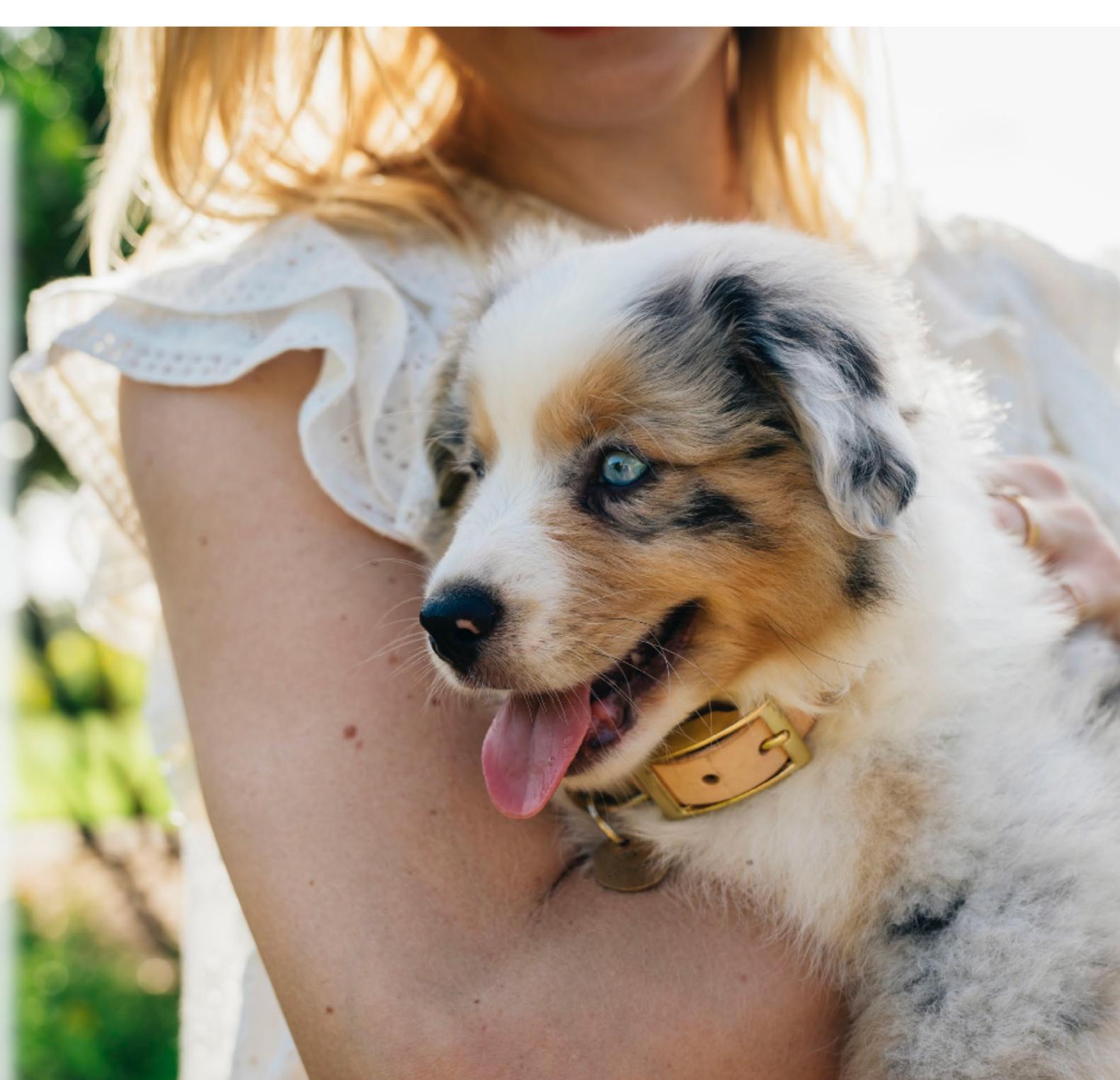
Mission: Our mission is to provide the research community with innovative solutions and customer-focused, supportive expertise to move their research forward.

Products of the company can be divided into 2 categories: Instruments and Consumables. Instruments are the device or equipment's that help veterinarians to run blood test, urine tests and identify the sickness of the pets. Instruments are being tests kits that support the equipment. Consumables products need to be delivered in the temperature-controlled containers or trucks, or delivered within 24-48 hours in ambient environment. Consumables are partly being produced by local suppliers and partly being shipped from the IDEXX US warehouse with temperature-controlled containers to protect the quality.

## Company's Strategy

Enabling Companion Animal Healthcare through Innovation, Clinical Insights and Customer Engagement

- Decades+ opportunity to increase standard of care with ~\$45 billion TAM
- Innovation in integrated diagnostic and software solutions that transforms healthcare delivery
- Global commercial capability with multi-modality offering that drives diagnostics testing adoption and utilization
- Long-term, durable 10%+ organic growth potential with high ROIC



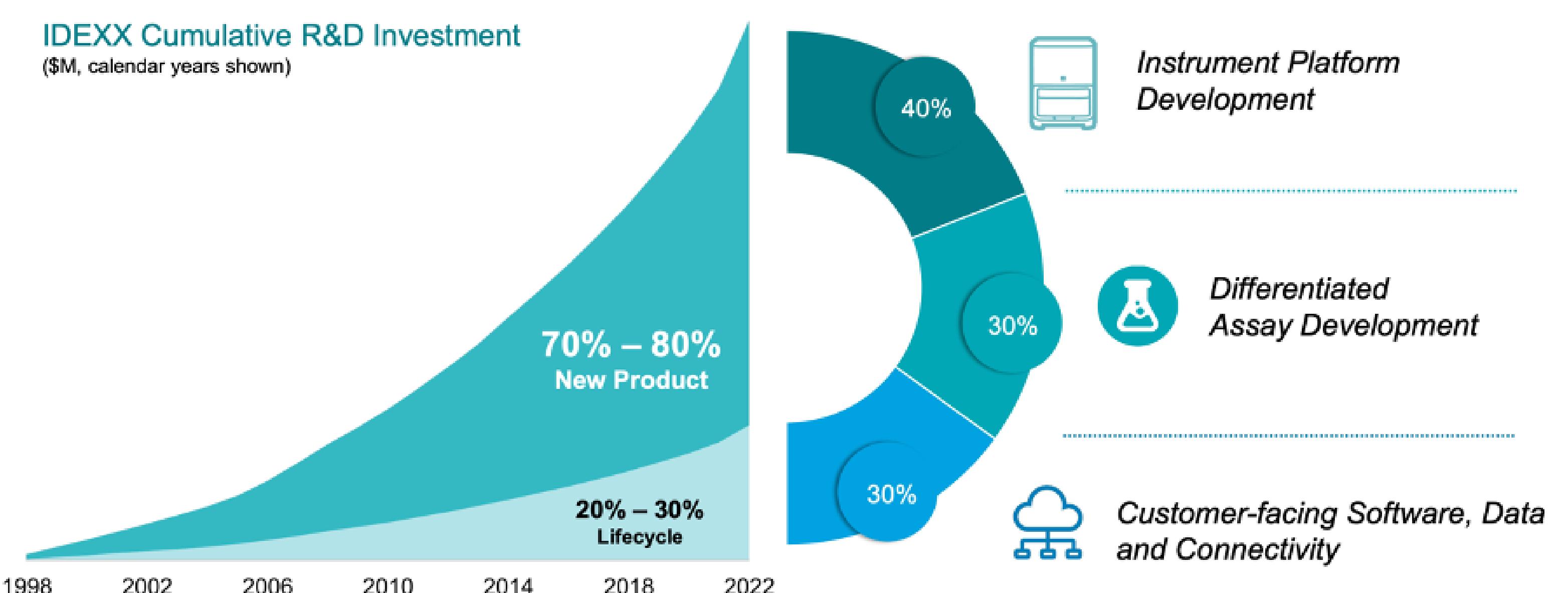
## Competitive analyse

1. Zoetis: Zoetis is a major player in the animal health industry and provides a wide range of products and services for veterinarians, livestock producers, and pet owners, including vaccines, diagnostics, and pharmaceuticals.

2. Heska Corporation: Heska offers a range of veterinary diagnostic and specialty products, including in-house laboratory equipment, allergy testing, and blood analysis instruments.

## Products leadership

IDEXX Innovation and Customer Engagement Support Global CAG Sector Development



### 30 years of innovation

Younger People are driving this increase, and Believe in Diagnostics



	Gen Z (Up to 25 years)	Millennials (26 years to 41 years)	Gen X (42 years to 57 years)	Baby Boomers (58 years to 76 years)
% Dog Parents with Canines less than 2 years old	42%	43%	31%	13%
% Pet Parents who Agree to At Least Annual Wellness Diagnostics	85%	81%	76%	66%
% Dog Parents by Generation	12%	33%	29%	26%

## Software & Flow of goods



## Stock management

Cycle Count Method: a process where a subset of the total inventory is counted on a business day. Using this method, the entire inventory (acquired or manufactured for resale) is counted at least once during the course of each calendar year. Cycle counting can be conducted by either the material or location method.

- The material method is conducted by determining the material to be counted and counting all locations that contain that material SKU.
- The location method is conducted by selecting the locations to be counted independent of the material SKU in those locations.

Inventory Classification (A,B,C): The consumption value method multiples the individual SKU standard cost times the quantity consumed in a period to determine the consumption value for each SKU. In order to determine both the standard cost and the quantity consumed in a period Operations Finance runs the SAP ZTURNS report for plants with SAP capability.

## Carriers

- DHL Global
- DHL Express
- FedEx
- UPS
- Expeditors
- CH Powell
- Kuehne & Nagel

Supply chain risks: still dependent on the suppliers and high risk of supply chain disruptions. To mitigate the risk, it is needed to maintain the relationships with the main carriers UPS and DHL, making the certain commitment in the contract.