

# Q3 FY20 Financial results

"During the third quarter, BD demonstrated our focus on execution and delivering results, even in this challenging environment. We enter the fourth quarter with encouraging trends in health care procedures in June and July. We have continued strong demand for our products that support the global COVID-19 response, including the recent launch of our COVID-19 rapid point-of-care antigen test and our partnerships with governments around the world to help prepare for national vaccination programs. We believe the diversity of our portfolio of leading technologies, the strength and scale of our manufacturing infrastructure and the passion and determination of our team make us a stronger partner for our customers and their patients at this consequential time." —Tom Polen, CEO and President



## Q3 revenue performance



**\$3.9B**

**(9.4%)<sup>1</sup>**  
COVID-19 impact  
~(1,400 bps)

## Adjusted Q3 EPS<sup>2</sup>



**\$2.20**

**(25.0%)**

## Q3 revenue performance by segment<sup>1</sup>



**BD Medical**

**(6.0%)**  
COVID-19 impact  
~(600 bps)



**BD Interventional**

**(19.2%)**  
COVID-19 impact  
~(3,000 bps)



**BD Life Sciences**

**(7.8%)**  
COVID-19 impact  
~(1,700 bps)

## Fiscal 2020 guidance:

**Q4 Revenue:<sup>1</sup> ↓ low-single digits**

**Q4 Adjusted EPS:<sup>2</sup> \$2.40 to \$2.60**

**FY Revenue:<sup>1</sup> (2.0%) to (1.5%)**

**FY Adjusted EPS:<sup>2</sup> \$9.80 to \$10.00**

## COVID-19 response

BD has deployed our capabilities, expertise and scale to address critical health needs related to coronavirus – from our diagnostic offerings to identify COVID-19, to real-time informatics and electronic surveillance technology, to essential medical devices to support patient care. We are committed to doing our part, and we've ramped up production and activated our business continuity plans, so we can make every effort to ensure customers have the medical technologies needed to diagnose and treat patients.

For additional information see:  
[BD.com/COVID-19](https://www.bd.com/COVID-19)

1. Reflects growth on a currency neutral basis.

2. Adjusted earnings per share growth rate is presented on a currency neutral basis. Adjusted diluted earnings per share results exclude, among other things, the impact of purchase accounting adjustments (including the non-cash amortization of acquisition-related intangible assets); integration, restructuring and transaction costs.

These materials include non-GAAP financial measures. A reconciliation to the comparable GAAP measures can be found in our earnings release and the financial schedules attached thereto. A copy of our earnings release, including the financial schedules, is posted on the "Investors" section of the BD.com website.

This document contains forward-looking statements and it's possible that actual results could differ from our expectations. Factors that could cause such differences appear in our earnings release furnished as an exhibit to the Form 8-K that BD filed today with the SEC, and in our recent SEC filings.

Note: COVID impact represents BD's estimate of the net financial impact of the global COVID-19 pandemic on the Company's results. Revenue growth rates are not adjusted to reflect the impact of COVID-19.

