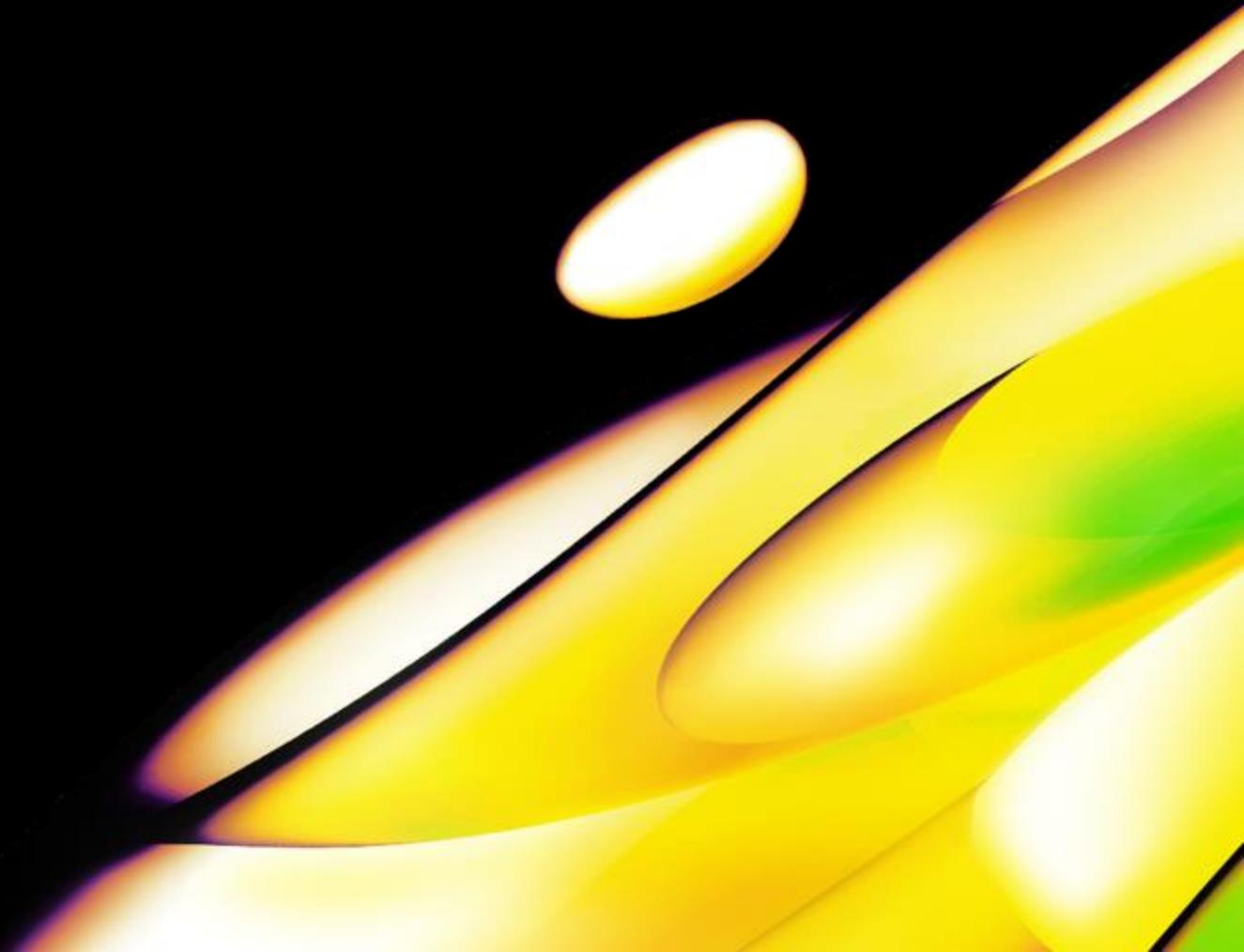


# Third Quarter 2024 Earnings

revvity

November 4, 2024



# Safe Harbor

This presentation contains "forward-looking" statements within the meaning of the Private Securities Litigation Reform Act of 1995, including but not limited to statements 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, plans concerning business development opportunities, acquisitions or divestitures. 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 "Financial Information" section of our website at [www.revivity.com](http://www.revivity.com).

# Key Takeaways

## Innovation

Launched two new A.I. based software offerings

Launched new APOE genotype assay in EU

## Transformation

New Corporate HQ

Investor Day - November 21st

## Performance

Strong Diagnostics performance and return to growth in Life Science Reagents

Strong synergy realization & Cash flow generation

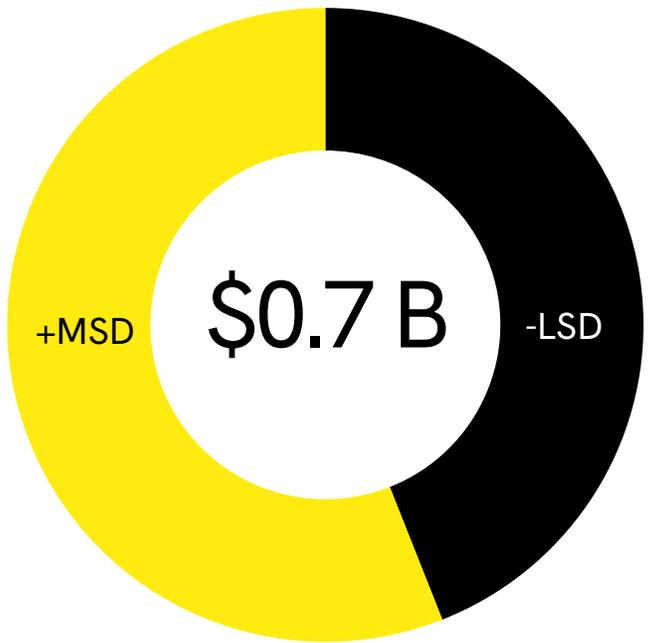
*A Scientific Solutions Company Helping To Solve The World's Greatest Health Challenges From Discovery To Development, and Diagnosis to Cure*

# 3Q24 Revenue Highlights



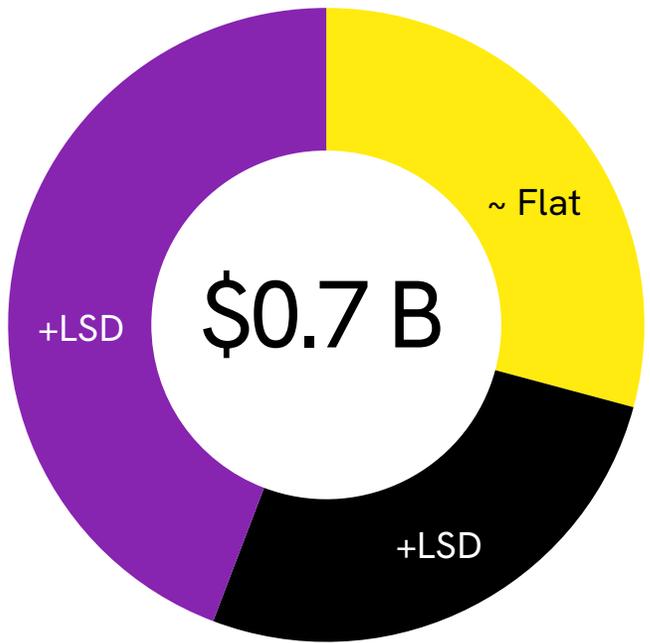
## Segments

● Diagnostics ● Life Sciences



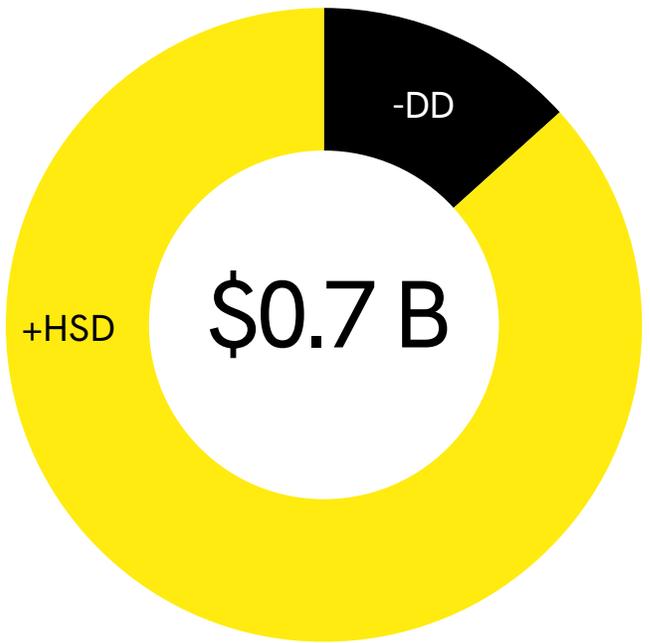
## Geographic

● AMERICAS ● APAC ● EU



## Product Mix

● RECURRING ● NON-RECURRING



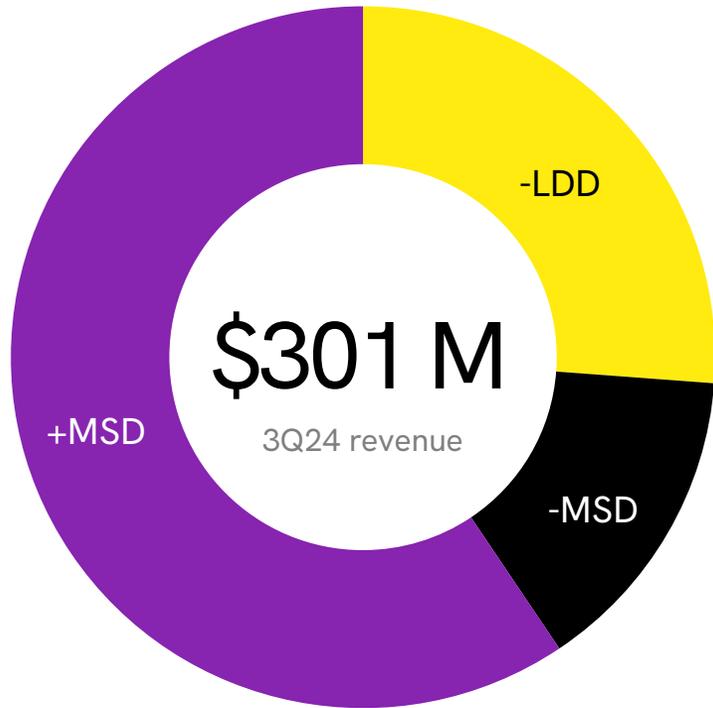
# 3Q24 Financial Results

ADJUSTED REVENUE	ADJUSTED OP MARGIN	ADJUSTED EPS	FREE CASH FLOW
<b>\$684M</b>	<b>28.3%</b>	<b>\$1.28</b>	<b>\$135M</b>
<b>↑ +2% y/y</b>	<b>↑ +80bps y/y</b>	<b>↑ +9% y/y</b>	<b>\$427M YTD</b>
Organic: +2%   M&A: 0%   FX: 0%	Adj. Gross Margin: 61.7%   +60bps y/y	Adj. Tax Rate: 15.3%	YTD FCF % Adj. NI 100%
		Adj. Net Interest & Other: \$7M	Excludes AES inflows of an additional \$148M YTD

# Life Sciences

## Product

● REAGENTS ● INSTRUMENTS ● SOFTWARE



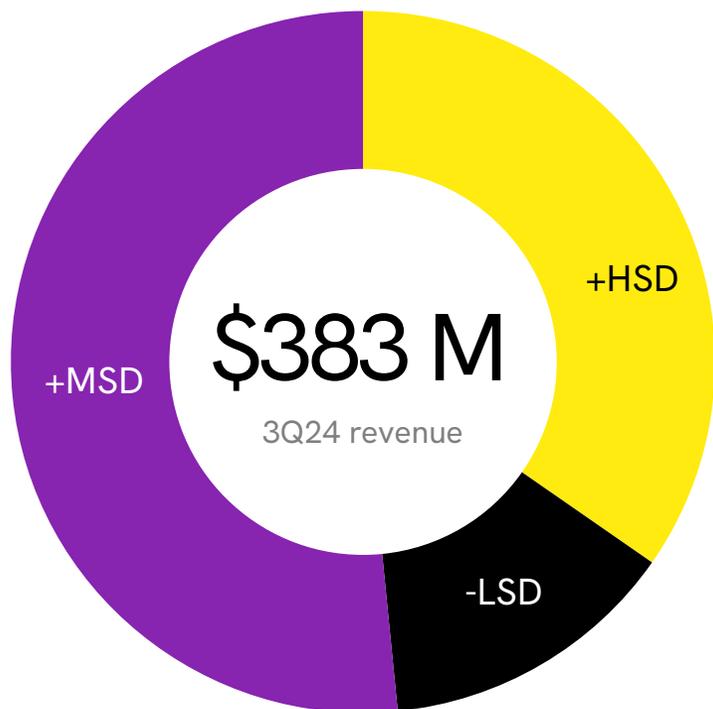
REVENUE	AJUSTED OP MARGINS
<b>-3%</b> Organic Growth	<b>34.2%</b>
Reported: -2%   M&A: 0%   FX: 0%	-290bps y/y

- -LSD decline from both Pharma/Biotech and Academic/Gov't
- -Low-teens instruments decline driven by China; +MSD growth in reagents
- -MSD software decline driven by contract renewal timing
- Margins pressured yr/yr due to lower volumes & investments

# Diagnostics

## End Market

● IMMUNODX ● REPRODUCTIVE HEALTH ● APPLIED GENOMICS

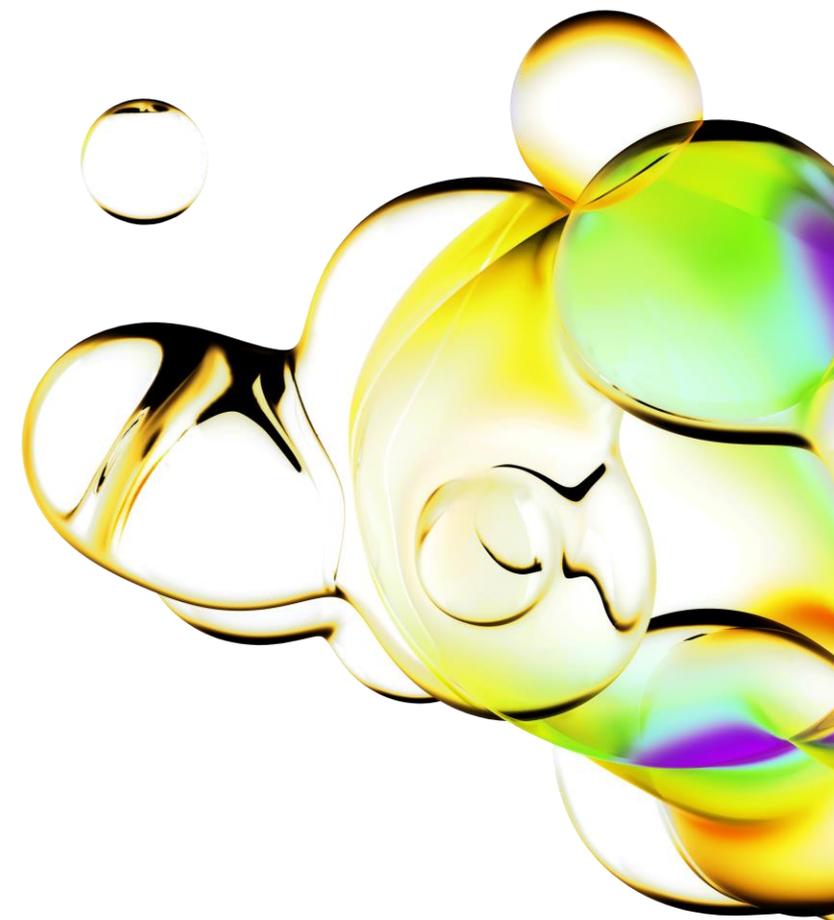


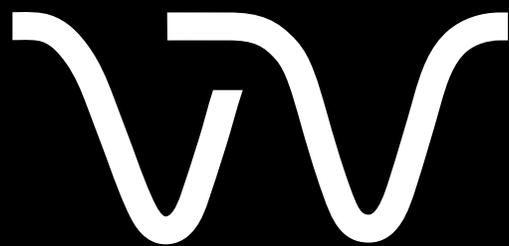
REVENUE	AJUSTED OP MARGINS
<b>5%</b> Organic Growth	<b>26.5%</b>
Reported: 6%   M&A: 0%   FX: 0%	+390 bps y/y

- +MSD ImmunoDX globally
- +HSD Reproductive Health both globally and in China
- -LSD Applied Genomics decline driven by China instrumentation
- Margin expansion driven by commercial and operational synergy realization

# 2024 Financial Guidance

REVENUE	<b>\$2.75B - \$2.77B</b>
	Reported: 0% to 1%
	Organic: 0% to 1%
	FX: 0%, M&A: 0%
ADJUSTED OP. MARGIN	<b>28.0-28.5%</b>
ADJUSTED EPS	<b>\$4.83 - \$4.87</b>
	Adj. Net interest expense, other: ~\$43M
	Adjusted tax rate: ~19%
	Average diluted share count: 123.0M





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