



## Q3 2015 Financial Results Conference Call

November 4th, 2015

Namal Nawana, CEO and President  
Jim Hinrichs, Chief Financial Officer  
Juliet Cunningham, VP, Investor Relations



# Forward-Looking Statements & Safe Harbor

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Forward-looking statements can be identified by terms such as “may,” “will,” “intend,” “expect,” “plan,” “believe,” “estimate,” “outlook,” “predict” or the like. Forward-looking statements include all statements relating to: future sales and performance of our existing products and those under development; our ability to improve economic and healthcare outcomes; future market conditions; future product placements and kit revenue; ability to lead in point of care tests and products in the future; expected benefits from the implementation of automation (including lower COGS); projected increases in the sales of certain of our products; future anticipated regulatory submissions and approvals; the expected market reaction to governmental and regulatory actions (including by CMS); future strategic actions; ability to enter new markets in the future and the expected benefits thereof; future improvement to our product portfolio; our ability or intention to divest non-core assets (and the timing and benefits of such divestitures); our expectations to reduce costs and outstanding debt in the future; financial guidance with respect to fiscal year 2015 and the fourth quarter of 2015; future growth of the markets we serve; ability to improve profitability and profit margins in the future; fourth quarter 2015 financial performance (overall and by geography, as well as for certain product lines); ability to achieve financial guidance; future free cash flow; and future strategic initiatives and simplification efforts and the benefits that are expected therefrom. Such forward-looking statements are estimates reflecting management’s best judgment based upon current information and involve a number of risks and uncertainties. Actual results and the timing of certain events could differ materially from those projected or contemplated by the forward-looking statements due to numerous factors, including without limitation, market acceptance of our existing and proposed products; competition in the markets we serve; risks and expenses arising from FDA inspections and government subpoenas; fluctuations in currency exchange rates; the effects of healthcare reform; risks of clinical trials; potential regulatory burdens and obstacles; litigation and legal compliance risks; cybersecurity risks; potential product defects; potential intellectual property infringement and related risks; substantial indebtedness and risks related to the inability to refinance outstanding indebtedness; our ability to recognize the expected benefits of divestitures, restructurings and consolidations of our business activities; our ability to successfully develop and commercialize products and services; and other risk factors discussed in more detail under the heading “Risk Factors” in Item 1A of the Company’s Annual Report on Form 10-K, as amended, filed with the Securities and Exchange Commission on May 28, 2015. Copies are available through the Company’s Investor Relations department and at [www.alere.com](http://www.alere.com). The Company does not assume any obligation to update its forward-looking statements to reflect new information and developments.

Projections, guidance and other forward-looking statements included in this presentation were issued on, and as of, November 4th, 2015. We are not reaffirming or confirming the continued validity of any of these projections, guidance or other statements as of future dates by inclusion in this presentation or by its continuing availability.



# Q3 2015 Financial Summary

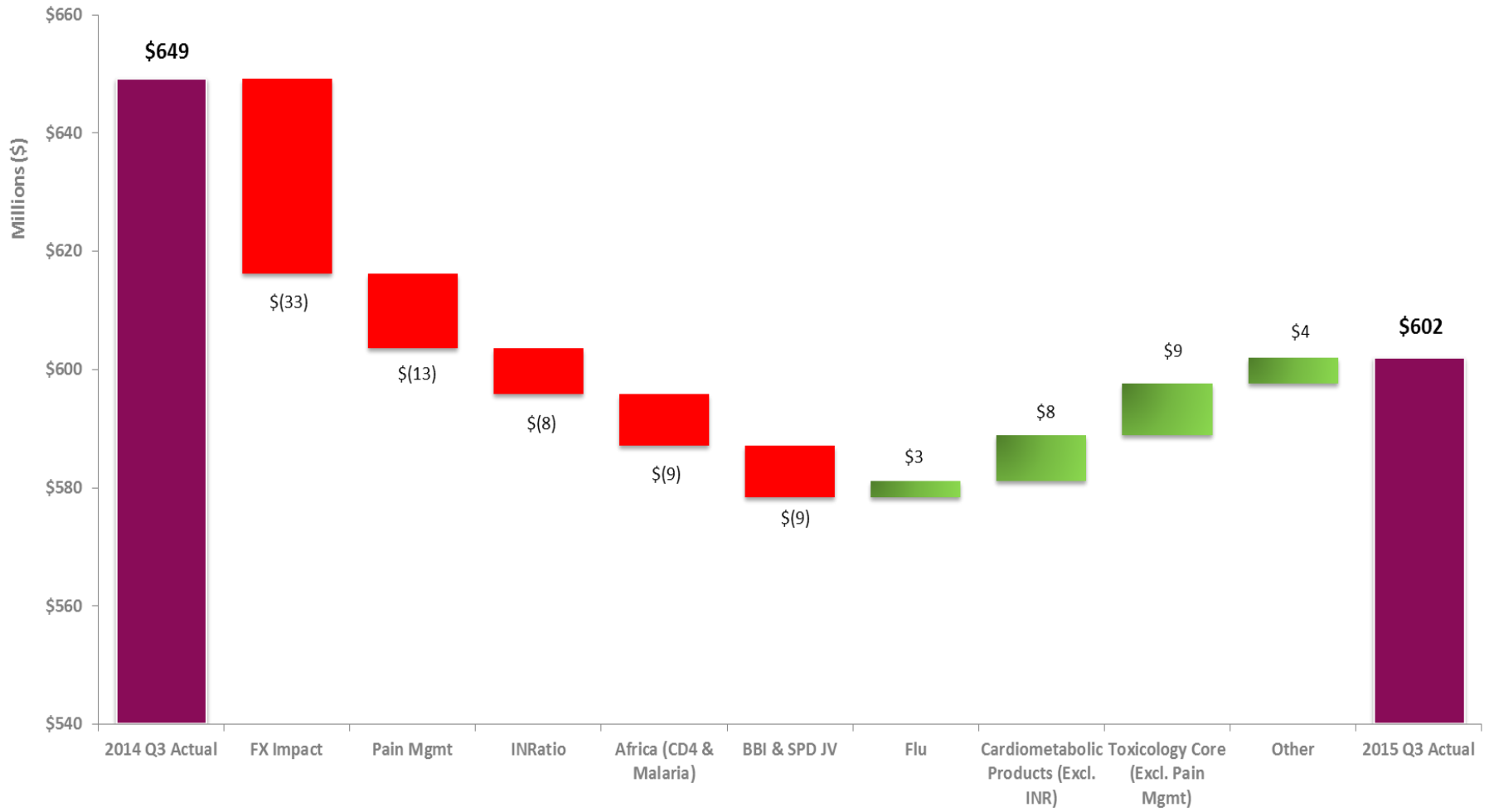
## Quarter Ended September 30, 2015 (unaudited)

	GAAP	NON-GAAP*
\$s in millions, except EPS	Q3'15	Q3'15
Revenues	\$602	\$602
Gross Margins (\$)	\$275	\$293
Gross Margins (%)	45.7%	48.5%
Operating Expenses (\$)	\$246	\$187
Operating Expenses (%)	40.8%	31.0%
Income (Loss) from Continuing Operations Available to Common Stockholders (\$)	\$0	\$48
Diluted EPS	\$0.00	\$0.54

\* Please visit <http://www.alere.com/ww/en/investor-relations/events.html> to view our Q3-2015 Press Financials which contain detailed reconciliations of the non-GAAP financial measures under GAAP.

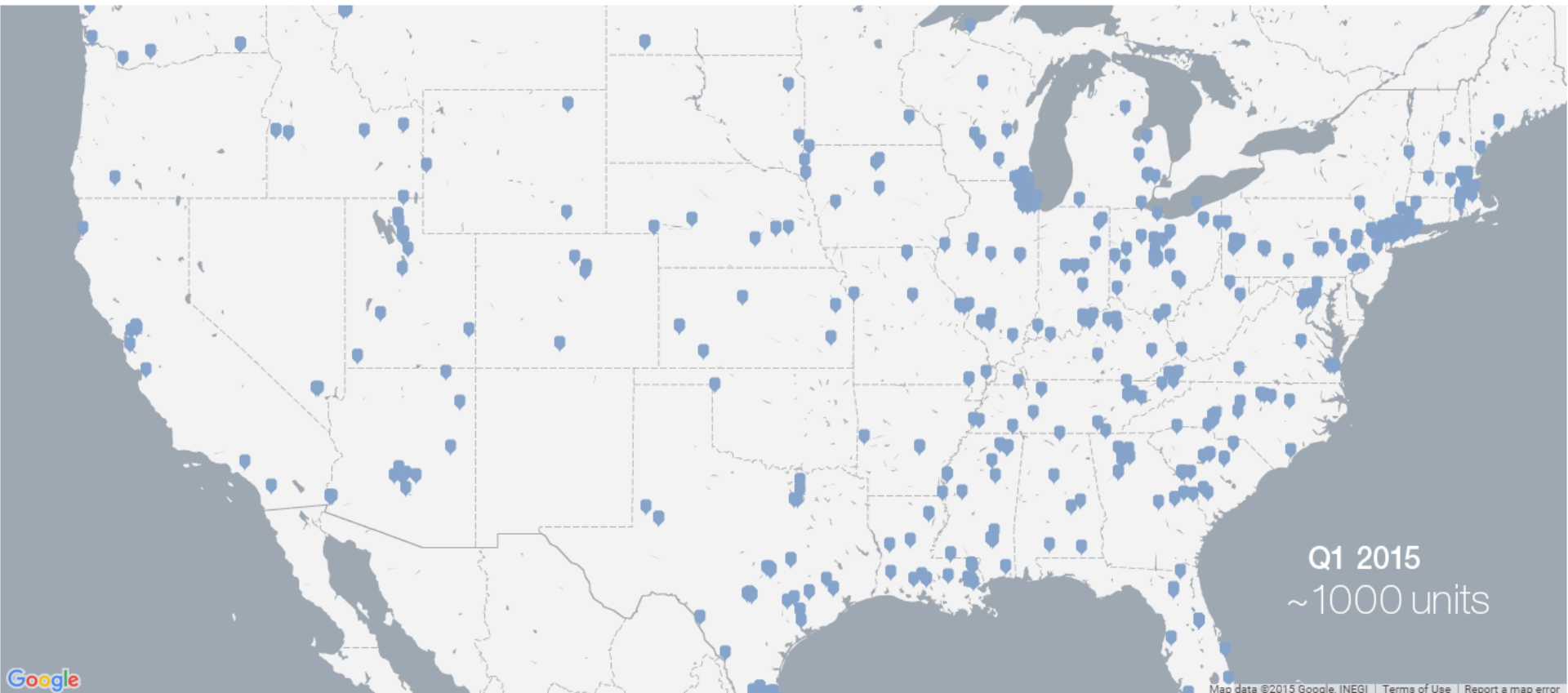


# Q3 15 vs Q3 14 Revenue Bridge





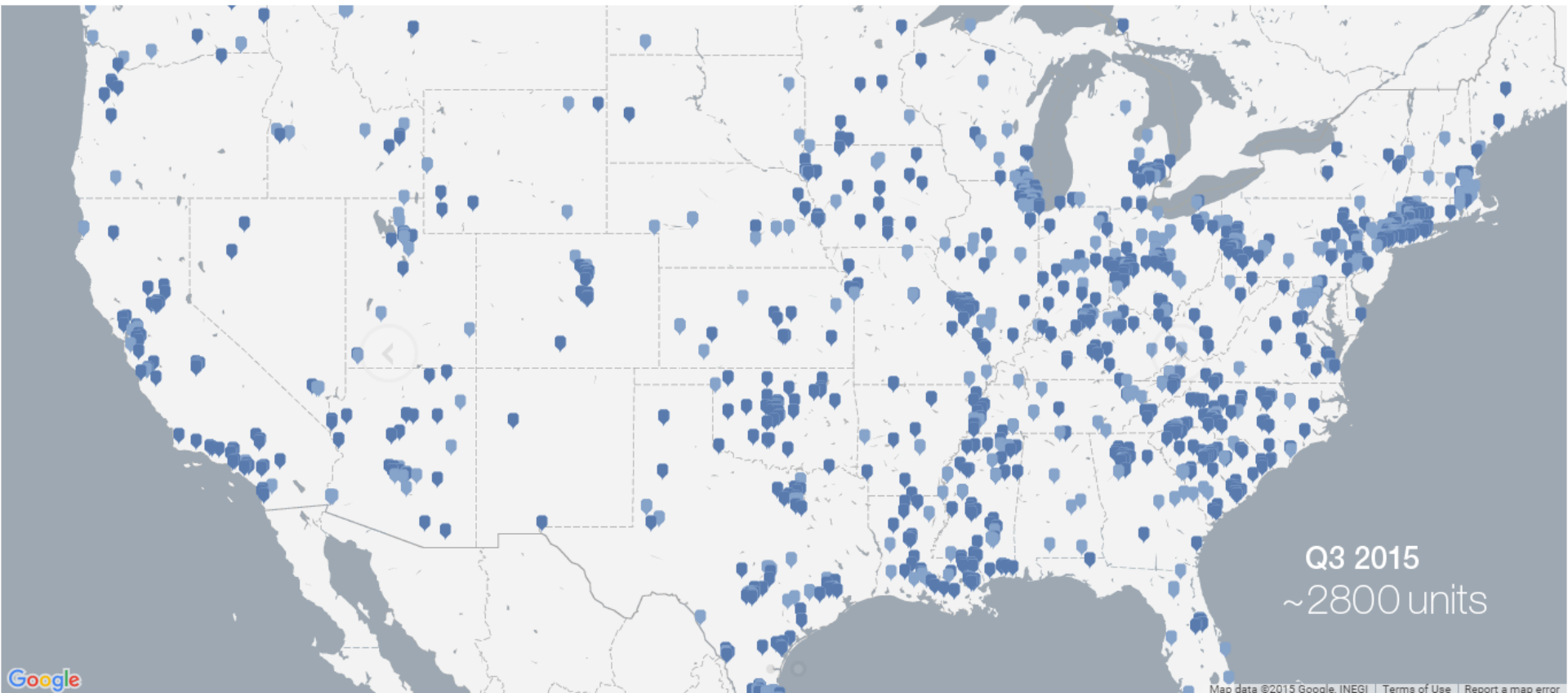
# Alere i Expansion



Placement by location. Does not include volume.



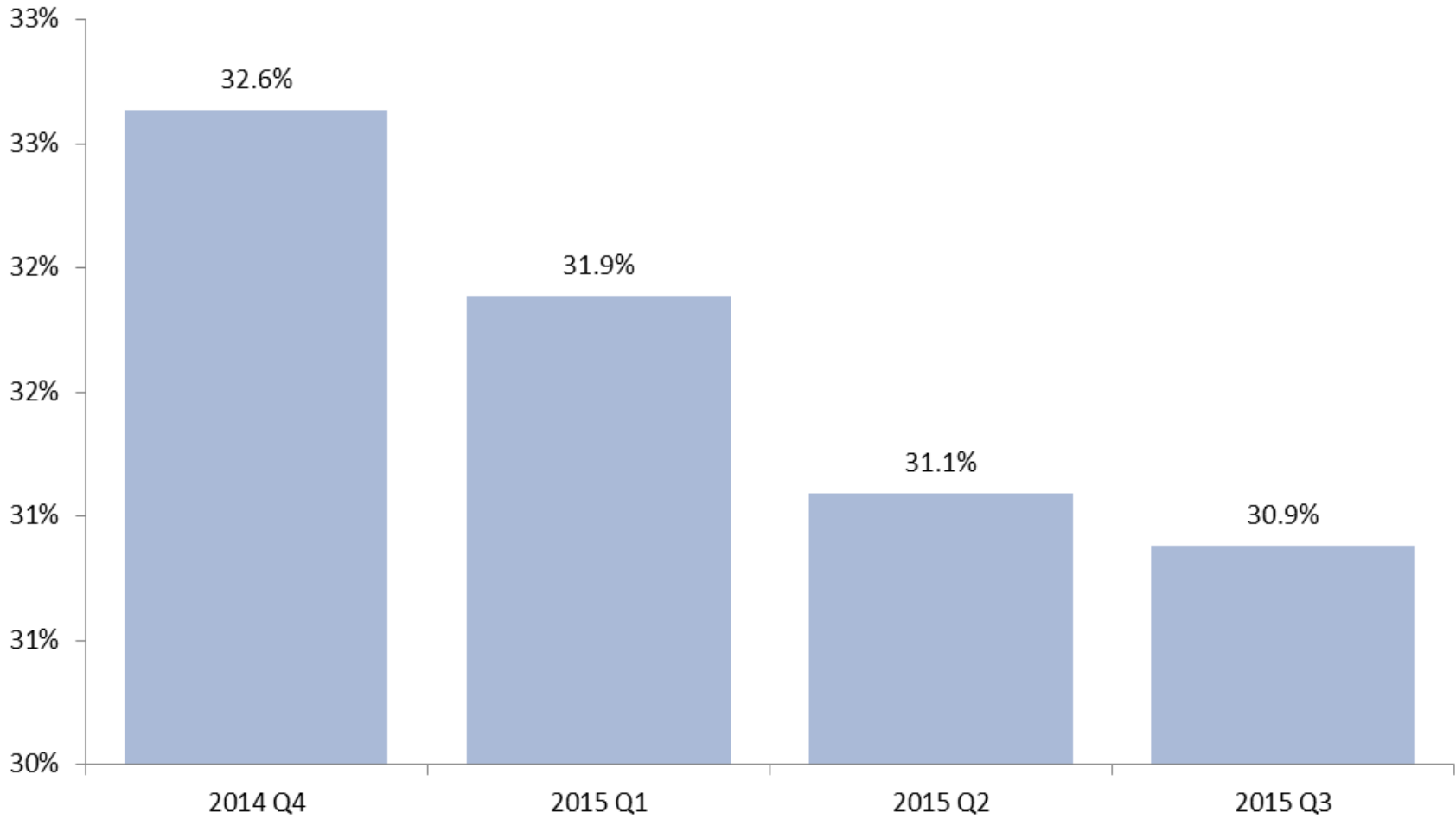
# Alere i Expansion



Placement by location. Does not include volume.



# Trailing 12 month OPEX (%) Trend



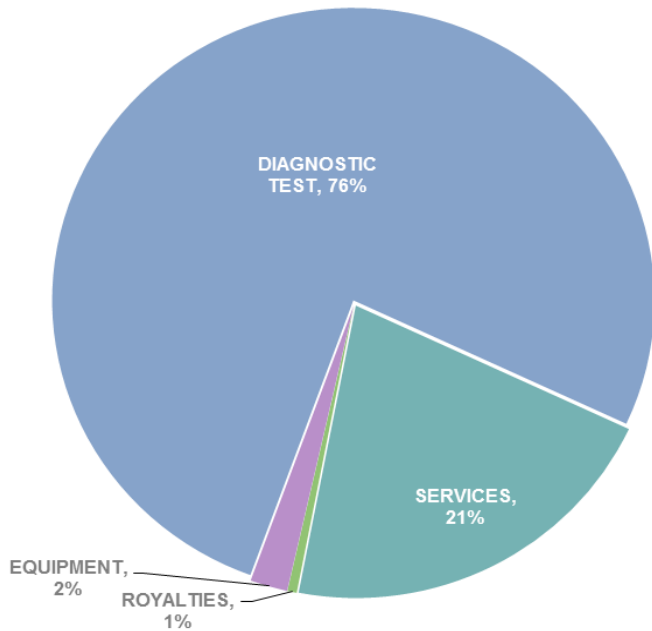
\* Opex (%) figures are adjusted for discontinued operations, and are based on Non-GAAP revenue, which includes acquired software license contracts (deferred revenue), as well as Non-GAAP SG&A and R&D expenses

\* Please visit <http://www.alere.com/ww/en/investor-relations/events.html> to view our Press Financials for the applicable periods described above, which contain detailed reconciliations of the non-GAAP Revenue, SG&A, and R&D figures under GAAP



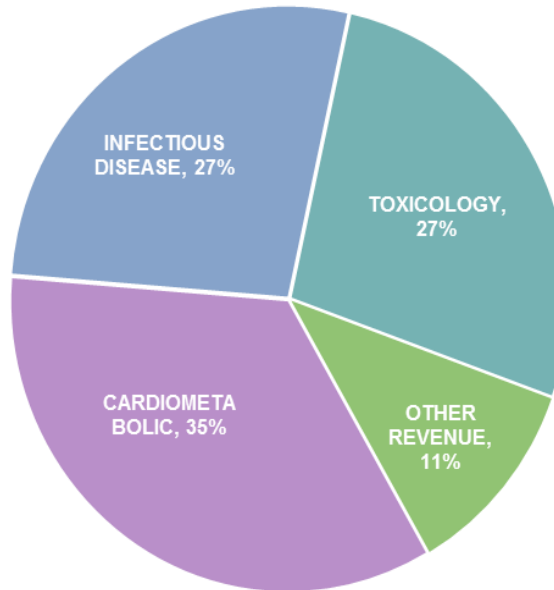
# Q3 2015 Revenue Profile

## BROAD & DIVERSE CUSTOMER BASE



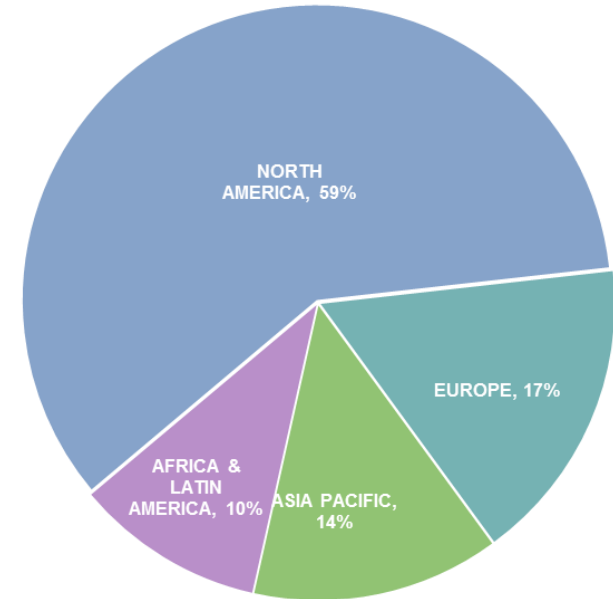
Markets

## STRONG RECURRING REVENUE



Products

## GLOBAL PRESENCE



Geographies