

LABORATORY CORP OF AMERICA HOLDINGS  
Form 8-K  
February 07, 2008

**UNITED STATES**  
**SECURITIES AND EXCHANGE COMMISSION**

WASHINGTON, D.C. 20549

**FORM 8-K**

**CURRENT REPORT**

Pursuant to Section 13 or 15(d) of the Securities Exchange Act of 1934

February 7, 2008

(Date of earliest event reported)

**LABORATORY CORPORATION OF  
AMERICA HOLDINGS**

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(Exact Name of Registrant as Specified in its Charter)

**DELAWARE**

**1-11353**

**13-3757370**

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(State or other jurisdiction  
of Incorporation)

(Commission  
File Number)

(I.R.S.  
Employer  
Identification  
No.)

**358 SOUTH MAIN STREET,  
BURLINGTON, NORTH CAROLINA**

**27215**

**336-229-1127**

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(Address of principal executive offices)

(Zip  
Code)

(Registrant's telephone number including area  
code)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions:

- .. Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- .. Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- .. Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- .. Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

ITEM 7.01. Regulation FD Disclosure

Summary information of the Company dated February 7, 2008.

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**SIGNATURES**

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Laboratory Corporation of America Holdings

(Registrant)

Date: February 7, 2008

By: /s/Bradford T. Smith  
Bradford T. Smith, Executive Vice  
President  
and Secretary

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**8-K Filed February 7, 2008**

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## **Introduction**

This slide presentation contains forward-looking statements which are subject to change based on various important factors, including without limitation, competitive actions in the marketplace and adverse actions of governmental and other third-party payors.

Actual results could differ materially from those suggested by these forward-looking statements. Further information on potential factors that could affect the Company's financial results is included in the Company's Form 10-K for the year ended December 31, 2006, and subsequent SEC filings.

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**The US Healthcare & Clinical  
Laboratory Testing Market**

**Source: CMS, Office of the Actuary, G-2, and Company Estimates**

Inpatient

Outpatient &

Outreach

3

**The Value of Lab Testing**

**In the past, lab testing was primarily used to diagnose disease**

*Now, lab testing now plays an increasingly large role in the full continuum of healthcare delivery*

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**What is LabCorp**

**Clinical**

**Pathology**

**Anatomic**

**Pathology**

**Genomics**

**Esoteric**

**Testing**

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**Our Infrastructure**

**1600+ conveniently  
located PSCs**

**700 MDs & PhDs**

**6500+ phlebotomists**

**Lab**

**Information**

**System**

**2600 couriers**

**1000 sales reps**

**7 airplanes**

**Primary testing labs**

**Esoteric Labs**

**STAT Labs**

***Standardized Platforms***

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Primary LabCorp Testing Locations\*

Esoteric Lab Locations

(CET, CMBP, Dianon, Esoterix, NGI, OTS, US Labs, Viromed)

**Our Locations**

Patient Service Centers\*

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**Cancer diagnostics and monitoring**

**Advanced cardiovascular disease testing**

**Advancement through acquisitions and licensing**

**Strategic Focus Areas**

**Lab data enables better treatment and outcomes**

**Partner to control high cost leakage**

**Recognize value of lab services through appropriate pricing**

**Quality and service driven culture**

**First-time problem resolution**

**Continuous enhancements in customer connectivity**

**Scientific Leadership**

**Managed Care**

**Customer Focus**

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**Revenue Growth Drivers**

**Industry  
Consolidation**

**Hospital  
Opportunity**

**Aging  
Population**

-Increased utilization

for older patients

**Disease**

**Management**

-Litholink Model

**Companion  
Diagnostics**

-ARCA

-Warfarin

**More Esoteric  
Testing**

-Cardiovascular Disease

- Cancer

**Time**

**Margin**

**Potential**

**LabCorp Assets**

Standardized Data

Clinical Trials

Dianon, USLabs, Esoterix,

NGI & Viromed

**Industry Forces**

Focus on Outcomes and Cost Containment (Medical & Drug)

Increased emphasis on drug efficacy, proper dosage and adverse effects

Advances in science and genomics

**Expansion of  
Managed Care  
partnerships**

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**EBITDA Margin Growth Drivers**

**3.**

**Further operational**

**efficiencies**

Increase automation in  
pre-analytic processes

Logistics / route structure  
optimization

Supply chain  
management

Improved patient experience and  
data capture

Improvement in collections / bad  
debt

**1.**

**Increased volumes through fixed-cost infrastructure**

**2.**

**Larger number of esoteric tests offered, more  
esoteric tests ordered**

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**Industry-leading EBITDA margins**

**Significant free cash flow**

**Focus on returning value to shareholders**

Strategic acquisitions

Organic growth opportunities

Share repurchase

\$425.8 Million available as of 12/31/07

**Flexibility for future growth opportunities**

**LabCorp's Investment and  
Performance Fundamentals**

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**Revenue CAGR of 8.5% Diluted EPS CAGR of 18.6%**

**1.**

**Excluding the \$0.09 per diluted share impact in 2005 of restructuring and other special charges, and a non-recurring investment loss.**

**2.**

**Excluding the \$0.07 per diluted share impact in 2006 of restructuring and other special charges, and the \$0.10 per diluted share impact in 2006 of adoption of SFAS 123(R).**

**3.**

**Excluding the \$0.25 per diluted share impact in 2007 of restructuring and other special charges.**

**Five-Year Revenue and EPS Trend**

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1.

**Includes approximately \$50 million of benefit from one-time tax credits recorded in 2003.**

2.

**Excluding the impact in 2005 of restructuring and other special charges and a non-recurring investment loss.**

3.

**Excluding the impact in 2006 and 2007 of restructuring and other special charges**

4.

**As a result of adopting FASB 123(R) in 2006, the Company recorded incremental stock compensation expense of \$23.3 and \$26.7 in 2006 and 2007, respectively.**

**Five-Year OCF and EBIDTA Margin Trend**

**OCF CAGR of 6% EBITDA Margin Growth of 210 bps**

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**Fourth Quarter Results**

**(In millions, except per share data)**

**12/31/2006**

**12/31/2007**

**+ / (-)**

**Revenue**

**898.6**

**\$**

**1,005.8**

**\$**

**11.9%**

**EBITDA**

**(1)**

**227.7**

**\$**

**258.7**

**\$**

**13.6%**

**EBITDA Margin**

**25.3%**

**25.7%**

**40**

**bp**

**Diluted EPS**

**(2)**

**0.85**

**\$**

**1.04**

**\$**

**22.4%**

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**Full Year Results**

**(In millions, except per share data)**

**12/31/2006**

**12/31/2007**

**+ / (-)**

**Revenue**

**3,590.8**

**\$**

**4,068.2**

**\$**

**13.3%**

**EBITDA**

**(1)**

**935.7**

**\$**

**1,071.3**

**\$**

**14.5%**

**EBITDA Margin**

**26.1%**

**26.3%**

**20**

**bp**

**Diluted EPS**

**(2)**

**3.30**

**\$**

**4.18**

**\$**

**26.7%**

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**2007 Fourth Quarter  
Financial Achievements**

**Diluted EPS of \$1.04 <sup>(1)</sup>**

**EBITDA margin of 25.7% of net sales<sup>(2)</sup>**

**Operating cash flow of \$240.4 million**

**Increased revenues 11.9% (11.0% volume; 0.9% price)**

**Repurchased approximately \$403.4 million of  
LabCorp stock**

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**Diluted EPS of \$4.18** <sup>(1)</sup>

**EBITDA margin of 26.3% of net sales** <sup>(2)</sup>

**Operating cash flow of \$709.7 million**

**Increased revenues 13.3% (12.3% volume; 1.0% price)**

**Repurchased approximately \$924.2 million of  
LabCorp stock**

**2007 Full Year**

**Financial Achievements**

(1) Excludes the \$0.25 per diluted share impact of the restructuring and other special charges recorded in 2007.

(2) Based on EBITDA of \$1,071.3 million, excluding the \$50.6 million impact of restructuring and other special charges recorded in 2007

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**Revenue by Payer**

**2007**

**(In millions)**

**Client**

**\$1,081.0 (27%)**

**Patient**

**\$367.7 (9%)**

**Managed Care  
Capitated**

**\$167.5 (4%)**

**Medicare & Medicaid**

**\$745.8 (18%)**

**Managed Care  
Fee-for-service**

**\$1,706.2 (42%)**

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**Core**

**\$2,671.9 (66%)**

**Histology (Non-Pap)**

**\$325.1 (8%)**

**Other Esoteric**

**\$441.6 (11%)**

**Genomic**

**\$629.6 (15%)**

**Revenue by Business Area**

**2007**

**(In millions)**

19



**Revenue Mix by  
Business Area  
(In millions)**

**30%**

**31%**

**34%**

**35%**

**34%**

**66%**

**65%**

**66%**

**69%**

**70%**

20

**Revenue by Payer - 2007**  
**(in millions, except PPA)**

21

**Revenue Mix by  
Business Area - 2007  
(in millions, except PPA)**

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**Financial Guidance - 2008**

Excluding the impact of any share repurchase activity after December 31, 2007, guidance for 2008 is as follows:

\$66 million

\$60 million

Net interest of approximately

\$120 million to  
\$140 million

\$115 million to  
\$130 million

Capital expenditures of approximately

\$775 million to  
\$800 million

\$770 million to  
\$790 million

Operating cash flow, excluding any transition payments to UnitedHealthcare, of approximately

\$4.74 and \$4.90

\$4.73 and \$4.88

Diluted earnings per share of between

25.6% to 26.0%

26.8% to 27.2%

EBITDA margins of approximately

13.0% to 14.3%

7.0% to 8.0%

Revenue growth

**Post-JV  
Transaction**

**Pre-JV  
Transaction**

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**Reconciliation of Non-GAAP  
Financial Measures  
(In millions)**

1) EBITDA represents earnings before interest, income taxes, depreciation, amortization, and nonrecurring charges, and includes the Company's proportional share of the underlying EBITDA of the income from joint venture partnerships. The Company uses EBITDA extensively as an internal management performance measure and believes it is a useful, and commonly used measure of financial performance in addition to earnings before taxes and other profitability measurements under generally accepted accounting principles ( GAAP ). EBITDA is not a measure of financial performance under GAAP. It should not be considered as an alternative to earnings before income taxes (or any other performance measure under GAAP) as a measure of performance or to cash flows from operating, investing or financing activities as an indicator of cash flows or as a measure of liquidity. The following table reconciles earnings before income taxes, representing the most comparable measure under GAAP, to EBITDA for the three-month period and year ended December 31, 2007 and 2006:

**2007**

**2006**

**2007**

**2006**

Earnings before income taxes

186.9

\$

169.8

\$

802.3

\$

720.9

\$

Add (subtract):

Interest expense

18.8

12.4

56.6

47.8

Investment income

(2.1)

(3.3)

(5.4)

(7.7)

Other (income) expense, net

(0.1)

0.9

1.4

2.8

Depreciation

27.4

26.0

106.4

102.2

Amortization

14.3

13.2

54.9

52.2

Restructuring and other special charges

12.3

7.7

50.6

13.4



Joint venture partnerships' depreciation

and amortization

1.2

1.0

4.5

4.1

EBITDA

258.7

\$

227.7

\$

1,071.3

\$

935.7

\$

**Three Months**

**Year Ended**

**Ended December 31,**

**December 31,**

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**Supplemental Financial  
Information**

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