

LABORATORY CORP OF AMERICA HOLDINGS
Form 8-K
May 04, 2011

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

May 4, 2011
(Date of earliest event reported)

LABORATORY CORPORATION OF
AMERICA HOLDINGS
(Exact Name of Registrant as Specified in its Charter)

Delaware
(State or other jurisdiction of
Incorporation)

1-11353
(Commission File Number)

13-3757370
(I.R.S. Employer Identification No.)

358 South Main Street,
Burlington, North Carolina
(Address of principal executive offices)

27215
(Zip Code)

336-229-1127
(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 communication 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 Regulation FD Disclosure
7.01

Summary information of the Company in connection with non-deal related meetings at Wells Fargo Securities in Providence, RI and Boston, MA on May 4-5, 2011.

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

By: /s/ F. SAMUEL EBERTS III
F. Samuel Eberts III
Chief Legal Officer and Secretary

May 4, 2011

May 4-5, 2011
Providence, RI and Boston, MA

Wells Fargo Securities
NDR

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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, 2010, and subsequent SEC filings.

Forward Looking Statement

Introduction

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Leading National
Lab Provider

- Fastest growing national lab
 - \$55 billion market
 - Clinical, Anatomic and Genomic Testing
 - Serving clients in all 50 states and Canada
 - Foremost clinical trials testing business
-

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Introduction

Valuable Service

- Small component of total cost influences large percentage of clinical decisions
- Screening, early detection, and monitoring reduce downstream costs
- Companion diagnostics improve drug efficacy and reduce adverse drug effects

Attractive Market

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Attractive Market

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Growth Drivers

- Aging population
- Industry consolidation
- Advances in genomics
 - Pharmacogenomics/
companion diagnostics
 - Cost pressures

Source: CDC National Ambulatory Medical Care Survey and Company Estimates

Attractive Market

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Opportunity to
Take Share

- Approximately 5,000 independent labs
- Less efficient, higher cost competitors

Source: Washington G-2 Reports and Company estimates
\$55 Billion US Lab Market

Attractive Market

Diversified Payor Mix

- No customer > 9% of revenue
- Limited government exposure

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Attractive Market
Diversified Test Mix
With Genzyme GeneticsSM*
acquisition, esoteric testing
comprises approximately
40% of revenue

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*GENZYME GENETICSSM and its logo are trademarks of Genzyme Corporation and used by Esoterix Genetic Laboratories, LLC, a wholly-owned subsidiary of LabCorp, under license. Esoterix Genetic Laboratories and LabCorp are operated independently from Genzyme Corporation.

Mission Statement

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We Will Offer The Highest Quality
Laboratory Testing and Most
Compelling Value to Our
Customers

We Will Execute This Mission
Through Our Five Pillar Strategy

Five Pillar Strategy

Pillar One

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Deploy Cash to Enhance
Footprint and Test Menu
and to Buy Shares

Five Pillar Strategy—Pillar One

Strong Cash Generation

Strong Cash Generation

Cash Flow

- 6-year FCF CAGR of 9.4%

- Strategic acquisitions

- \$2.0 B+ share repurchase

over last three years

Note: \$ in millions and Free Cash Flow is a non-GAAP metric

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Five Pillar Strategy—Pillar One

Impressive FCF Trend

Free Cash Flow Per Share

- 6-year FCF Per Share CAGR of 16.1%
- FCF Yield ranged from approximately 8% to 10% in 2010

Note: Free Cash Flow Per Share and Free Cash Flow Yield are non-GAAP metrics

FCF Yield range noted above was calculated using trailing twelve month Free Cash Flow, weighted average diluted share

counts and closing stock prices during 2010

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Five Pillar Strategy—Pillar One

Competitive Position

Scale and Scope

- National infrastructure
 - Broad test offering
- Managed care contracts
 - Economies of scale

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Primary LabCorp Testing Locations*

Esoteric Lab Locations

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

Patient Service Centers*

Five Pillar Strategy—Pillar One

Key Uses of Cash

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Key Uses of Cash

- Acquisitions
 - Genzyme Genetics
 - Westcliff (LabWest, Inc)
 - DCL
 - Share Repurchase
 - \$337.4 million in 2010
 - \$265.0 million in Q1 of 2011
-

Five Pillar Strategy—Pillar One
Genzyme Genetics Acquisition

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Acquisition Rationale

- Creates the premier genetics and oncology business in the industry
 - Builds on our strategy of leadership in personalized medicine
 - Generates revenue opportunities
 - Selling LabCorp’s test menu to Genzyme Genetics accounts
 - Selling Genzyme Genetics’ test menu to LabCorp accounts
 - Genzyme Genetics customer access to LabCorp’s convenient PSC network
 - Expanded use of genetic counselors
 - Creates cost synergies
 - Logistics
 - Specimen collection
 - G&A
 - Facility overlap
-

Five Pillar Strategy—Pillar One
Importance of Genetics

- Preconception
- Pre- and post-natal
- Identification of disease carriers
- Identification of disease predisposition
- Diagnosis of genetically caused or influenced conditions
(eg, developmental delay)
- Disease prognosis and treatment
(especially cancer)

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- More sophisticated methods of cancer testing complement traditional biopsies
- Value of diagnostics for disease prognosis, and monitoring of progression and recurrence
 - Critical role of testing in therapy selection

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Five Pillar Strategy—Pillar One
Importance of Oncology

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Five Pillar Strategy
Pillar Two
Enhance IT Capabilities
To Improve Physician
and Patient Experience

Five Pillar Strategy—Pillar Two
LabCorp Beacon™ | Physician
Experience

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Intuitive Order Entry

•Streamlined Ordering

Provider, Diagnosis, Test and
Collection information are all displayed
in a single screen

•Requisition and Account Logic
Automatically generates requisitions
with appropriate account numbers

•Key Time-saving Features

- Send to PSC
 - Standing orders
 - Electronic add-on testing
 - User-defined pick lists
-

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Unified Results

•Centralizes Lab Connectivity

View lab reports from DIANON
Systems, Esoterix, LabCorp,
Litholink, US Labs, and CMBP

•Share Results

Email, fax, print and annotations
make it easy to share critical
information

•Visual Cues

Supports physician decision making,
enhances the timeliness of patient
care and facilitates follow-up with
abnormal results in red and unread
reports in bold

Five Pillar Strategy—Pillar Two

LabCorp Beacon™ | Physician
Experience

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Results on the Go

•Clear, Concise Reports

Physicians and staff can quickly
access results via iPhone® or
iPad™ including alerts for abnormal
or critical lab results

•Connect to Patients

Access patient demographics
directly from results for phone or
email follow up

Five Pillar Strategy—Pillar Two

LabCorp Beacon™ | Physician
Experience

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Trends & Analytics

•One-Click Trending

Physicians and staff can quickly view a single test or analyte for one patient and the trended history for that patient

•Sort and Filter Results

Providers can filter their entire patient population on demographics and test results to identify trends and patients at risk

•View Lab History

Five Pillar Strategy—Pillar Two
LabCorp Beacon™ | Physician
Experience

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AccuDraw Integration

- Reduce Errors
- Reduce Training Time
- Proven Results

Success in LabCorp Patient Service

Centers will be extended to
customers

Online Appointment

Scheduling

- Patient Convenience
- Improved Service Experience
- 2011 Enhancements Will Improve
Collections at Point of Service

Five Pillar Strategy—Pillar Two

LabCorp Beacon™ | Patient Experience

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Five Pillar Strategy
Pillar Three
Continue to Improve
Efficiency to Offer the
Most Compelling Value
in Laboratory Services

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- Standardized lab and billing IT systems
 - Automation of pre-analytics
 - Supply chain optimization
- Sysmex fully automated hematology operations
- Consistent gross margin improvement (net of acquisitions)
 - Full year bad debt reduction of 50bp in 2010

Five Pillar Strategy—Pillar Three
Most Efficient Provider

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Five Pillar Strategy
Pillar Four
Scientific Innovation At
Appropriate Pricing

| | |
|-------------------------|--|
| Partner | Clinical Area |
| ARCA biopharma | Companion Diagnostics (Cardiovascular Disease) |
| BG Medicine | Cardiovascular Disease |
| Celera Diagnostics | Breast Cancer |
| Duke University | Joint Venture in biomarker development |
| Duke University | Lung Cancer |
| Exact Sciences | Colon Cancer |
| Intema Ltd. | Prenatal Testing |
| Johns Hopkins | Melanoma |
| MDxHealth | Companion Diagnostics (Oncology) |
| Medco Health Solutions | Companion Diagnostics (Research) |
| Merck | Companion Diagnostics (Infectious Disease) |
| On-Q-ity | Circulating tumor cells |
| University of Minnesota | Lupus |
| Veridex | Prostate Cancer |
| Yale University | Ovarian Cancer (exclusive) |
| | Five Pillar Strategy—Pillar Four |
| | Scientific Innovation |
| | <ul style="list-style-type: none"> • Introduction of new tests • Acquisitions and licensing • Collaborations with leading companies and academic institutions |

“K-RAS testing should be routinely conducted in all colorectal cancer patients immediately after diagnosis to ensure the best treatment strategies for the individual Patient”

- Dr. Eric Van Cutsem, presenter at the June 2008 American Society of Clinical Oncology meeting
FDA recommends genetic screening prior to treatment with Abacavir

ROCKVILLE, Md -- July 24, 2008 -- The US Food and Drug Administration (FDA) has issued an alert regarding serious, and sometimes fatal, hypersensitivity reactions (HSRs) caused by abacavir (Ziagen) therapy in patients with a particular human leukocyte antigen (HLA) allele, HLA-B* 5701.

Genetic tests for HLA-B*5701 are already available, and all patients should be screened for the HLA-B*5701 allele before starting or restarting treatment with abacavir or abacavir-containing medications.

“FDA has approved the expanded use of Selzentry... to include adult patients with CCR5-tropic HIV-1 virus who are starting treatment for the first time.”

- ViiV Healthcare Press Release, November 20th, 2009

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Five Pillar Strategy—Pillar Four
Scientific Innovation

- Recent offerings in companion diagnostics and personalized medicine
 - IL-28B
 - K-RAS
 - HLA-B* 5701
 - BRAF Gene Mutation Detection
 - EGFR Mutation Analysis
 - CYP 450 2C19
 - Trofile® (CCR5 Tropism)
 - PhenoSense®, PhenoSense GT®
 - HERmark®
 - Outcome Improvement Programs
 - CKD program
 - Litholink kidney stone program
 - Clearstone collaboration
 - Global clinical trials capability
 - Presence in China
-

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Five Pillar Strategy
Pillar Five
Alternative Delivery
Models

Revenue and
EPS Growth

- 6-year revenue CAGR of approximately 8.4%
- 6-year Adjusted EPS CAGR of approximately 14.6%

Revenue and Adjusted EPS Growth: 2004 - 2010 (1) (2)

(1) Excluding the \$0.09 per diluted share impact in 2005 of restructuring and other special charges, and a non-recurring investment loss; excluding the \$0.06 per diluted share impact in 2006 of restructuring and other special charges; excluding the \$0.25 per diluted share impact in 2007 of restructuring and other special charges; excluding the \$0.44 per diluted share impact in 2008 of restructuring and other special charges; excluding the (\$0.09) per diluted share impact in 2009 of restructuring and other special charges; excluding the (\$0.17) per diluted share impact in 2010 of restructuring and other special charges.

(2) EPS, as presented represents adjusted, non-GAAP financial measures. Diluted EPS, as reported in the Company's Annual Report were: \$2.45 in 2004; \$2.71 in 2005; \$3.24 in 2006; \$3.93 in 2007; \$4.26 in 2008; \$4.98 in 2009; and \$5.29 in 2010

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Excellent Performance

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Our Results

- Profitable revenue growth
 - Empire contract
 - Esoteric growth
 - Acquisitions
 - Improved IT and client connectivity
 - LabCorp Beacon
 - Enhanced experience for physicians and patients
 - Continued scientific leadership
 - Clearstone collaboration
 - IL-28B
 - New Monogram assays
 - Maintained price
 - Managed care stability
 - Strong 2010 results
- 2010 Accomplishments
-

Note: During both the first quarter of 2010 and the first quarter of 2011, inclement weather reduced Adjusted EPS Excluding Amortization by approximately eight cents

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First Quarter 2011 Results

| | Three Months Ended Mar 31, | | |
|---|-------------------------------|------------|---------|
| | 2011 | 2010 | + / (-) |
| Revenue | \$ 1,368.4 | \$ 1,193.6 | 14.6% |
| Adjusted Operating Income (1) | \$ 263.7 | \$ 243.5 | 8.3% |
| Adjusted Operating Income Margin (1) | 19.3% | 20.4% | -110 bp |
| Adjusted EPS Excluding Amortization (1) | \$ 1.52 | \$ 1.40 | 8.6% |
| Operating Cash Flow | \$ 215.3 | \$ 232.0 | -7.2% |
| Less: Capital Expenditures | \$ (29.4) | \$ (24.5) | 20.0% |
| Free Cash Flow | \$ 185.9 | \$ 207.5 | -10.4% |

(1) See Reconciliation of non-GAAP Financial Measures (included herein)

Key Points

- Critical position in health care delivery system
 - Attractive market
 - Consistent strategy
- Excellent cash flow deployed to enhance strong competitive position
- IT innovation to improve physician and patient experience
- Most efficient provider delivering greatest value
 - Scientific leadership
 - Alternative delivery models
- Track record of execution and success

Conclusion

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Reconciliation of
non-GAAP Financial Measures

Reconciliation of non-GAAP Financial Measures
(In millions, except per share data)

| | Three Months Ended Mar 31, | |
|---|-------------------------------|----------|
| | 2011 | 2010 |
| Adjusted Operating Income | | |
| Operating income | \$ 235.8 | \$ 234.2 |
| Restructuring and other special charges (1) (2) | 27.9 | 9.3 |
| Adjusted operating income | \$ 263.7 | \$ 243.5 |
| Adjusted EPS Excluding Amortization | | |
| Diluted earnings per common share | \$ 1.23 | \$ 1.25 |
| Impact of restructuring and other special charges (1) (2) | 0.16 | 0.05 |
| Amortization expense | 0.13 | 0.10 |
| Adjusted EPS Excluding Amortization (3) | \$ 1.52 | \$ 1.40 |

1) During the first quarter of 2011, the Company recorded restructuring and other special charges of \$27.9 million. The charges included \$4.0 million in severance and other personnel costs along with \$9.8 million in facility-related costs associated with the integration of Genzyme Genetics. The charges also included a \$14.8 million write-off of an investment made in a prior year. The after tax impact of these charges decreased net earnings for the quarter ended March 31, 2011, by \$16.9 million and diluted earnings per share by \$0.16 (\$16.9 million divided by 103.2 million shares).

2) During the first quarter of 2010, the Company recorded net charges of \$9.3 million relating to severance payments and the closing of redundant and underutilized facilities as well as the write-off of development costs incurred on systems abandoned during the quarter. The after tax impact of these charges decreased net earnings for the quarter ended March 31, 2010, by \$5.7 million and diluted earnings per share by \$0.05 (\$5.7 million divided by 106.5 million shares).

3) The Company continues to grow the business through acquisitions and has begun using Adjusted EPS Excluding Amortization as a measure of operational performance, growth and shareholder returns. The Company believes adjusting EPS for amortization will provide investors with better insight into the operating performance of the business.

For the quarters ended March 31, 2011 and 2010, intangible amortization was \$21.9 million and \$17.4 million, respectively (\$13.2 million and \$10.5 million net of tax, respectively) and decreased EPS by \$0.13 (\$13.2 million divided by 103.2 million shares) and \$0.10 (\$10.5 million divided by 106.5 million shares), respectively.

Supplemental Financial Information

Laboratory Corporation of America
 Other Financial Information
 FY 2009, FY 2010 and Q1 2011
 (\$ in millions)

| | Q1 09 | Q2 09 | Q3 09 | Q4 09 | Q1 10 | Q2 10 | Q3 10 | Q4 10 | Q1 11 |
|--|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Bad debt as a percentage of sales | 5.3% | 5.3% | 5.3% | 5.3% | 5.0% | 4.8% | 4.8% | 4.7% | 4.7% |
| Days sales outstanding ¹ | 52 | 50 | 48 | 44 | 46 | 45 | 44 | 46 | 47 |
| A/R coverage (Allow. for Doubtful Accts. / A/R) ² | 19.5% | 20.6% | 21.9% | 23.2% | 21.7% | 20.7% | 20.4% | 18.5% | 19.4% |

(1) Excluding the impact from Genzyme Genetics, DSO was 43 days in Q4 of 2010 and 45 days in Q1 of 2011

(2) Excluding the impact from Genzyme Genetics, A/R Coverage was 19.9% in Q4 of 2010 and 20.4% in Q1 of 2011

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