

LABORATORY CORP OF AMERICA HOLDINGS
Form 8-K
July 22, 2004

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

July 22, 2004

(Date of earliest event reported)

LABORATORY CORPORATION OF AMERICA HOLDINGS

(Exact name of registrant as specified in its charter)

DELAWARE	1-11353	13-3757370
-----	-----	-----
(State or Other Jurisdiction of Incorporation)	(Commission File Number)	(IRS Employer Identification Number)

358 SOUTH MAIN STREET, BURLINGTON, NORTH CAROLINA 27215

(Address of principal executive offices)

336-229-1127

(Registrant's telephone number, including area code)

ITEM 12. Results of Operations and Financial Conditions.

Summary information of the Company dated July 22, 2004.

SIGNATURES

Pursuant to the requirements of the Securities and 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

Edgar Filing: LABORATORY CORP OF AMERICA HOLDINGS - Form 8-K

(Registrant)

By:/s/ BRADFORD T. SMITH

Bradford T. Smith
Executive Vice President
and Secretary

Date: July 22, 2004

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, 2003 and subsequent filings.

LabCorp's Investment and Performance Fundamentals

- Significant Cash Generator
- EBITDA Percentage of Sales: 26.2% YTD through June 30, 2004
- Strong Balance Sheet
- Investment Grade Credit Ratings

The Clinical Laboratory Testing Market

US Clinical Laboratory testing market is \$34-\$36 billion

- Represents 3% - 4% of all health care spending
- Grew at a CAGR of 5.5% from 1998-2001
- Influences/directs approximately 80% of health care spending
- Role and importance of testing are increasing
- Rapidly evolving technology, emphasis on preventative medicine and aging of population are all driving growth

CLINICAL LABORATORY TESTING

Hospitals	49%
Independent Clinical Labs	39%
Physician Offices	12%

INDEPENDENT CLINICAL LABORATORIES

All others	78%
LabCorp	22%

Source: Company estimates, industry reports and 2003 revenue for LabCorp.

Profile of LabCorp

- A leader in the specialty (esoteric/genomic) testing market and second largest clinical laboratory company in North America

Edgar Filing: LABORATORY CORP OF AMERICA HOLDINGS - Form 8-K

- Conducts testing on more than 350,000 specimens daily and offers more than 4,400 routine and esoteric/genomic tests
- Provides quality lab services to more than 220,000 physicians and other health care providers
- More than 23,000 employees nationwide

MAP OF PRIMARY TESTING LOCATIONS & PSC's

LabCorp's Strategy

To lead the industry in achieving long-term growth and profitability by strengthening our nationwide core testing business and expanding our higher-growth, higher-value esoteric and genomic businesses.

Strategic Approach Connects Two Key Business Areas

1) STRENGTHEN CORE TESTING

- New and Expanded Managed Care Relationships
- Selected Internal Expansion
- Acquire Core Testing Labs

2) EXPAND GENOMIC AND ESOTERIC TESTING

- Internal Development of New, Medically Necessary Tests
- Acquire High-Growth, High-Value Genomic/Esoteric Labs
- License and Partner to Bring New Tests and Technology to Market

Demonstrated Genomic and Esoteric Strategy Execution

INTERNAL -----	ACQUISITION -----	LICENSE/PARTNER -----
CMBP - Cancer - Genetics (Cystic Fibrosis) - Infectious Disease (GENOSURE)	NGI - Infectious Disease: Hepatitis C - PCR Plasma	MYRIAD GENETICS Predictive Tests: - Breast/Ovarian and Colon Cancer - Melanoma - Hypertension
CLINICAL TRIALS - Drug Metabolism	VIROMED - Infectious Disease: HIV, Hepatitis West Nile - Real-time PCR PATH LABS - Hospital Esoteric	CORRELOGIC SYSTEMS - Ovarian Cancer CELERA DIAGNOSTICS - Breast and Prostate Cancer - Alzheimer's Disease
	DIANON - Cancer/Anatomic Pathology	EXACT SCIENCES - Colorectal Cancer ATHEROTECH - VAP Cholesterol BIOPREDICTIVE - Liver Fibrosis

Edgar Filing: LABORATORY CORP OF AMERICA HOLDINGS - Form 8-K

Second Quarter Operating Results (\$ in millions)

	6/30/03	6/30/04
	-----	-----
Revenue	\$ 743.8	\$ 784.3
Operating Expense	\$ 600.9	\$ 620.1
	-----	-----
Operating Income	\$ 142.9	\$ 164.2
	-----	-----
Margin	19.2%	20.9%
EBITDA	\$ 187.4	\$ 210.8
	-----	-----
Margin	25.2%	26.9%
Bad Debt % to revenue	7.44%	6.25%
DSO	54	52

- 1) For definition of EBITDA and a reconciliation to the most comparable measure under Generally Accepted Accounting Principles, see Company's 2nd quarter 2004 earnings release furnished on Form 8-K on July 22, 2004.

2004 Second Quarter Financial Achievements

- Diluted EPS of \$0.70
- EBITDA margin of 26.9% of sales
- Operating cash flow of \$146.7 million
- Increased revenues 5.5% (volume approx. 5.0%; price 0.5%)
- Repurchased approximately \$115 million of LabCorp stock

Six-Month Operating Results (\$ in millions)

	YTD 6/30/03	YTD 6/30/04
	-----	-----
Revenue	\$1,455.9	\$1,536.8
Operating Expense	\$1,188.3	\$1,228.3
	-----	-----
Operating Income	\$ 267.6	\$ 308.5
	-----	-----
Margin	18.4%	20.1%
EBITDA*	353.1	401.9
	-----	-----
Margin	24.3%	26.2%
Bad Debt % to revenue	7.69%	6.49%
DSO	54	52

- * For definition of EBITDA and a reconciliation to the most comparable measure under Generally Accepted Accounting Principles, see Company's 2nd quarter 2004 earnings release furnished on Form 8-K on July 22, 2004.

Edgar Filing: LABORATORY CORP OF AMERICA HOLDINGS - Form 8-K

2004 Six-Month Financial Achievements

- Increased revenues 5.6% (primarily volume)
- EBITDA margin of 26.2% of sales
- Diluted EPS of \$1.30
- Operating cash flow of \$294.3 million
- Repurchased approximately \$182 million of LabCorp stock

Financial Performance

Price & Volumes: Trends by Payor Type

	2002		2003		YTD Jun 2004	
	PPA	Accessions	PPA	Accessions	PPA	Accessions
	\$	millions	\$	millions	\$	millions
Client (Physicians)	26.27	29.6	27.07	31.7	26.54	16.5
Patient	119.93	2.3	118.48	2.5	123.55	1.3
Third Party	31.87	14.8	34.25	18.1	34.08	9.4
(MC/MD/Insurance)						
Managed Care						
- Capitated	9.28	13.1	9.95	12.9	10.14	6.6
- Fee for service	44.79	19.3	45.68	22.7	45.77	12.1
Total	30.45	32.4	32.74	35.6	33.12	18.7
LabCorp Total	\$31.71	79.1	\$33.43	87.9	\$33.49	45.9

Financial Performance

Revenue Analysis by Business Area

	YTD JUN 2003			
	Revenue \$Million	Accns 000	%Accns to total	PPA \$
Genomic	140.3	1,144.5	2.6%	122.58
Identity/Gene Probes	76.3	1,742.8	4.0%	43.78
All Genomic	216.6	2,887.3	6.6%	75.01
Other Esoteric	122.9	3,008.1	6.9%	40.87
Histology	97.9	1,065.2	2.5%	91.94
All Genomic/ Esoteric	437.4	6,960.6	16.0%	62.85
Core	1,018.5	36,571.5	84.0%	27.85
Total:	1,455.9	43,532.1	100.0%	33.44

Edgar Filing: LABORATORY CORP OF AMERICA HOLDINGS - Form 8-K

	YTD JUN 2004			04 vs 03	
	Revenue \$Million	Accns 000	%Accns to total	PPA \$	PPA Incr/ (Decr)
Genomic	144.5	1,237.7	2.7%	116.73	(4.8%)
Identity/Gene Probes	82.5	1,884.2	4.1%	43.80	0.1%)
All Genomic	227.0	3,121.9	6.8%	72.71	(3.1%)
Other Esoteric	144.3	3,497.5	7.6%	41.26	1.0%
Histology	98.4	1,063.3	2.3%	92.55	0.7%
All Genomic/ Esoteric	469.7	7,682.7	16.7%	61.14	(2.7%)
Core	1,067.1	38,210.6	83.3%	27.93	0.3%
Total:	1,536.8	45,893.3	100.0%	33.49	0.2%

Cash Investment Strategy

- \$90 to \$100 million in capital expenditures to support strategic growth plan
- \$50 to \$60 million for selected acquisitions (core, esoteric or anatomic pathology labs)
- Share repurchases - \$250 million stock repurchase program
- Retain flexibility in utilizing remaining cash

Financial Guidance for 2004

- Revenue growth of approximately 5% to 7% compared to 2003, including small acquisitions and/or new contracts
- EBITDA margins of approximately 25.5% of sales
- EPS in the range of \$2.55 to \$2.60
- Free cash flow* of approximately \$475 to \$500 million (net of Cap Ex of approximately \$100 million)
- Bad debt rate of 6.25% for the 3rd and 4th quarters of 2004
- Net interest expense of approximately \$36 million
- Tax rate of 41%

* Free cash flow is defined as operating cash flow, minus capital expenditures.

Opportunity for Investors

- Long-term industry trends appear favorable
- Visible growth drivers
- Low P/E relative to market valuations

Edgar Filing: LABORATORY CORP OF AMERICA HOLDINGS - Form 8-K

- Significant free cash flow - multiple opportunities to increase shareholder value
- Strong balance sheet - Investment Grade ratings (S&P, Moody's)
- Solid growth potential driven by genomic strategy

Other Financial Information

June 30, 2004

(\$ in millions)

	Q1 04	Q2 04	YTD 2004
	-----	-----	-----
Depreciation	\$ 23.0	\$ 23.3	\$ 46.3
Amortization	\$ 10.3	10.5	20.8
Capital expenditures	\$ 20.2	22.4	42.6
Cash flows from operations	\$ 147.6	146.7	294.3
Bad debt as a percentage of sales	6.75%	6.25%	6.49%
Effective interest rate on debt:			
Zero coupon-subordinated notes	2.00%	2.00%	2.00%
5 1/2% Senior Notes (including effect of interest rate swap)	5.38%	5.38%	5.38%
Revolving credit facility (weighted average)	1.95%	2.21%	2.21%
Days sales outstanding	54	52	52