

change : communication



IDEXX Purpose

To be a great company that creates exceptional long-term value for our customers, employees and shareholders **by enhancing the health and well-being of pets, people and livestock.**

Guiding Principles

Achieve and sustain market **leadership**

Exceed the expectations of our **customers**

Empower and reward our **employees**

Innovate with intelligence

Cultivate **entrepreneurial spirit**

Contribute to our **communities**



Overview

IDEXX enhances the health and well-being of pets, people and livestock worldwide by developing, manufacturing and commercializing innovative products and services that help our customers keep animals healthy and milk and water safe. Among our offerings are cutting-edge information technology tools that transform data into knowledge, empower the relationship between our customers and their clients and improve business performance.

More than 80% of our revenue comes from sales of diagnostic products and services to veterinary practices. Using our state-of-the-art pet-side tests and benchtop laboratory systems, veterinarians obtain valuable diagnostic information in real time, during the patient visit. Enhancing the health and well-being of pets positively contributes to the quality of life for people who enjoy the companionship and emotional and physical benefits that they derive from their animals.

Through our world-class 24/7 reference laboratory diagnostic and consulting services, and the total practice integration and complete reporting provided by our advanced digital radiography and practice management systems, IDEXX's veterinary customers can achieve greater efficiency, productivity and economic success.

Communication tools from IDEXX, such as IDEXX Pet Health Network® Pro, assist our customers in guiding their clients to make the best decisions for their pet's health through continued dialogue, before, during and after the patient visit.

IDEXX Water is a global leader in testing water for microbial contamination. We help ensure water safety in more than 100 countries and on all seven continents.

Our Livestock and Poultry Diagnostics business provides diagnostic tests and health monitoring systems for production animals, enhancing productivity and food safety around the globe.

IDEXX Dairy offers a range of tests that detect antibiotic residues and other contaminants in milk, benefiting an estimated one billion people, many of whom rely on this essential staple for protein and other nutrients.

OPTI™ Medical Systems provides blood gas and electrolyte analyzers and reagents to both our companion animal business and the human healthcare market.

IDEXX Laboratories is a global company with approximately 5,400 employees in 80 locations worldwide, serving customers in more than 180 countries.

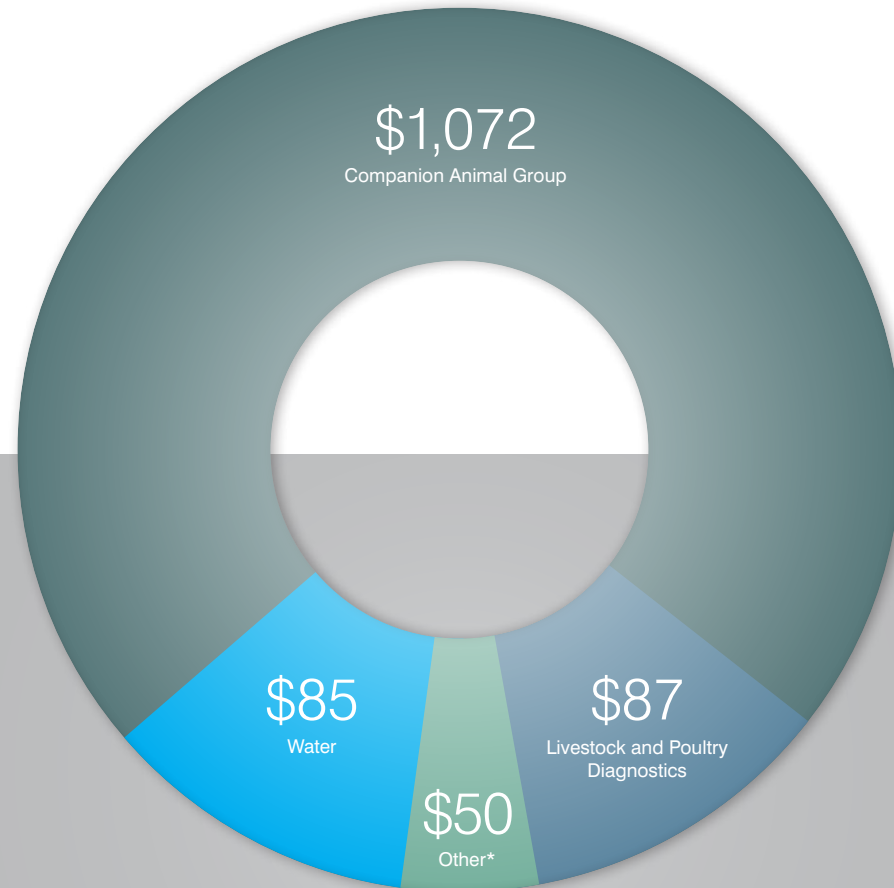
Financials

Performance Highlights

- Revenue increased 6% year-over-year to \$1.293 billion, driven by 7% organic growth.¹
- Diluted earnings per share (EPS) were \$3.17, an increase of 14% over 2011.
- Operating cash flow was \$230 million.
- Cash net of debt was \$9 million at the end of 2012.
- Stock return of more than 20% compared with a 26% increase in the S&P MidCap 400 Health Care Index and a 16% increase in the S&P MidCap 400 Index.

¹ Organic growth is a non-U.S. GAAP measure and represents the percentage change in revenue during the year ended December 31, 2012, compared to the year ended December 31, 2011, net of acquisitions and the effect from changes in foreign currency exchange rates.

2012 Total Revenue By Business Segment in millions



*Dairy, OPTI™ Medical Systems

Financial Highlights²

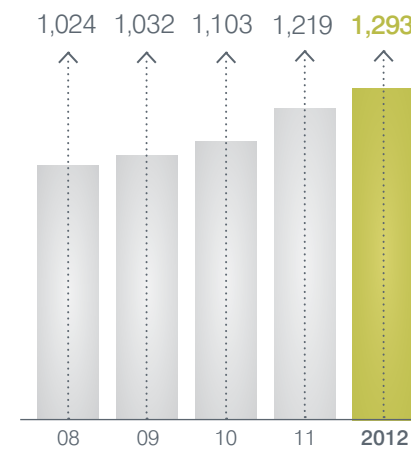
Dollars and shares in millions, except per share data

Year ended December 31,

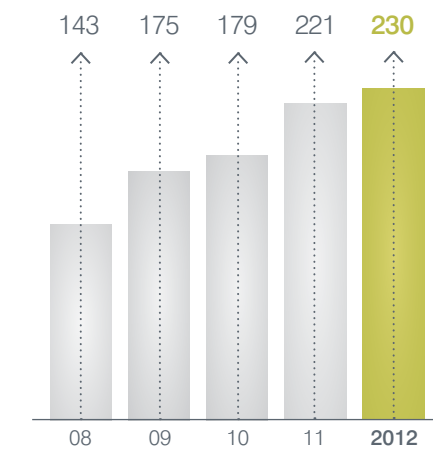
	2010	2011	2012
Total revenue	1,103	1,219	1,293
Income from operations	204	236	263
Net income	141	162	178
Earnings per share: diluted	2.37	2.78	3.17
Weighted average shares outstanding: diluted	60	58	56
Net cash provided by operating activities	179	221	230
Cash and cash equivalents	157	184	224
Total assets	897	1,031	1,104
Debt	133	246	215
Total liabilities	323	491	467
Stockholders' equity	574	540	636

² A copy of the Company's Annual Report on Form 10-K for the year ended December 31, 2012, which includes audited financial statements and related footnotes, and Management's Discussion and Analysis of Financial Condition and Results of Operations, is included as part of this 2012 Annual Review and is incorporated herein by reference.

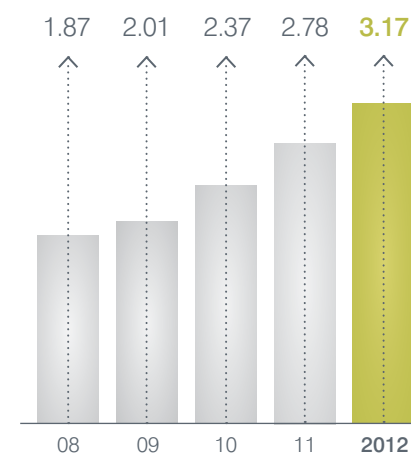
Total Revenue in millions



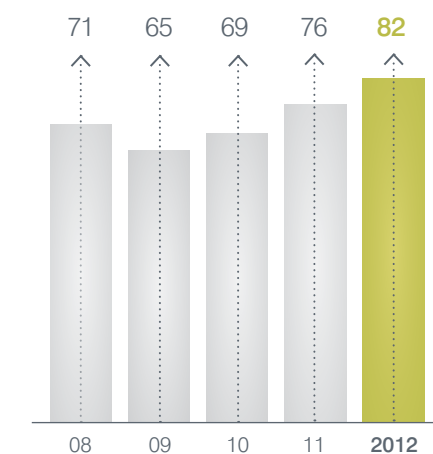
Operating Cash Flow in millions



Earnings Per Share Diluted



R&D Investments in millions



Living Our Guiding Principles

Innovate with intelligence



How do veterinarians make the most informed, timely decisions about a pet's health? Where do they find test results and compare them to last year's, or those from five or even 10 years ago, to see changes and identify potential health problems? How do they transform this data into knowledge that they can share with pet owners, making it easier for them to make more informed decisions about the long-term care of their pet? And how do veterinarians facilitate an ongoing conversation with the pet owner before, during and after a patient visit to promote compliance, preventive care and continued engagement?

In 2012, IDEXX transformed the way that veterinary customers are able to access and deliver patient information with the introduction of two information-sharing services that IDEXX CEO Jon Ayers calls "profound" and "the most important innovations since IDEXX launched point-of-care diagnostics nearly three decades ago."

IDEXX VetConnect® PLUS revolutionizes the way veterinarians see their patients' results by using cloud technology to bring all patient data—current and historic—together on one screen. From the cloud, veterinarians can easily and immediately identify trends and cross-reference all the diagnostic results for a patient, whether from IDEXX VetLab® in-house analyzers, SNAP® pet-side tests or IDEXX Reference Laboratories.

Trending a patient's historical results can help the veterinarian and pet owner better understand the current health status and evolution of the pet's health over time. The veterinarian can share the results with the pet owner during the patient visit, showing the data in a visually easy-to-understand format that creates greater pet owner appreciation for the reasons behind the healthcare recommendations and results in willingness to follow those recommendations. These face-to-face discussions build bonds that enhance both patient and practice health.

Accessing and sharing information with the pet owner is the transformative power of VetConnect PLUS; carrying the conversation with the pet owner beyond the patient visit is the genius of IDEXX Pet Health Network® Pro.

Strengthening veterinarian/pet owner communication between patient visits makes a practice the first and best resource for patient care. Pet Health Network Pro supports this interaction through personalized, web-based communications and educational materials that the veterinarian can use to continually engage pet owners. Pet Health Network Pro is linked to both the IDEXX Cornerstone® Practice Management System and VetConnect PLUS. Together, these provide everything from colorfully illustrated, pet owner-friendly diagnostic summaries to customized patient reminders, which keep the pet owner informed of diagnostic results and engaged even when the pet is healthy—all at the touch of a button from a smartphone, tablet or computer.

This pet owner-centric offering got a thumbs-up from the veterinary industry in November when the American Animal Hospital Association (AAHA) entered into a new agreement to offer its members the Cornerstone Practice Management System and Pet Health Network Pro pet owner communication services. These services combine to form the first fully integrated client and practice management system.

Through comprehensive information-sharing, healthy pets, happy pet owners and thriving practices are what VetConnect PLUS and Pet Health Network Pro are all about. With these two services, IDEXX demonstrates once again innovation with intelligence, adding unparalleled value to core diagnostic information, helping the veterinary practice move forward in a way that exceeds their clients' expectations and achieving IDEXX's Purpose of enhancing the health and well-being of pets and people.

change : relationships

Instruments and Consumables

IDEXX VetLab® in-house diagnostic instruments and associated consumables comprise our largest line of business within the Companion Animal Group. Veterinary practices use the flexible options of IDEXX VetLab in-house analyzers to provide comprehensive, real-time results for chemistry, hematology, urinalysis, electrolytes, endocrinology, blood gas, coagulation and infectious disease testing. The IDEXX VetLab® Station seamlessly integrates and stores all test results; it also produces a single, easy-to-read report and enables practitioners to quickly access historical results.

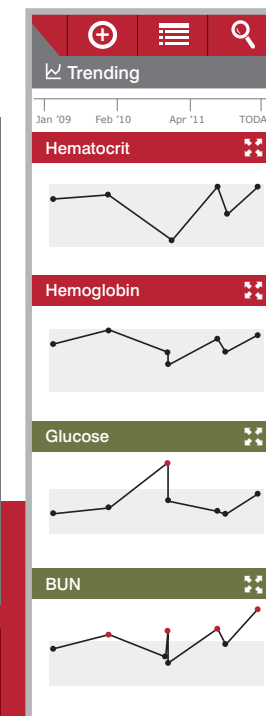
Beginning in 2012, IDEXX VetConnect® PLUS combined in-house patient information with diagnostic results from IDEXX Reference Laboratories. This new service lets veterinarians see up to 10 years of IDEXX diagnostic results on one screen, providing medical insights through historical trending. By having a complete picture of a patient's health at their fingertips, veterinarians are empowered to more effectively guide clients in making the best choices for their pets' health, starting with preventive care.

In 2012, the Catalyst Dx® Chemistry Analyzer added testing that allows veterinarians the ability to deliver more responsive care to their patients with seizures. The ProCyte Dx® Hematology Analyzer now provides morphology results that assist in the identification of active inflammatory disease and potential bone marrow injury. In addition, both the ProCyte Dx and LaserCyte® hematology analyzers have the added capability to run non-blood samples, such as abdominal or chest fluids, and have increased the number of species that they can test. In January 2013, IDEXX introduced the LaserCyte® Dx Hematology Analyzer, which combines the advanced capabilities of the original LaserCyte analyzer with several of the new features of the ProCyte Dx analyzer.



i INNOVATIONS

- 1.13 LaserCyte® Dx Hematology Analyzer
- 9.12 ProCyte Dx® and LaserCyte® hematology analyzers added capability to run non-blood samples and new species to testing menu



Rapid Assays

IDEXX SNAP® pet-side tests use gold-standard ELISA technology and proprietary bidirectional flow technology to provide rapid, accurate and real-time results for plasma, serum, whole blood or, in some cases, fecal samples. These highly sensitive and specific tests detect a range of infectious diseases, including Lyme disease and other tick-borne diseases, canine and feline heartworm disease, *Giardia*, feline immunodeficiency virus (FIV) and feline leukemia virus (FeLV). SNAP tests can be run without the need for additional diagnostic equipment, but the majority can also be read, interpreted and recorded automatically by the SNAPshot Dx® Analyzer.

Launched in 2012, the SNAP® 4Dx® Plus Test is the most comprehensive vector-borne disease screen available on a single platform. Designed to improve veterinarians' ability to protect dogs and their families from vector-borne disease, the SNAP 4Dx Plus Test screens for six pathogens and evidence of four common tick species, quickly and affordably, with just one sample.

The test has become an important communication tool since its launch. In fact, running the SNAP 4Dx Plus Test through IDEXX Reference Laboratories indicated a fourfold increase in exposure to ticks carrying *Ehrlichia* spp. in the south-central and eastern regions of the United States during 2012. In addition to making this information available to pet owners on IDEXX's dogsandticks.com, IDEXX shared the data with veterinarians so they can offer pet owners more meaningful insight into the value of preventive care.



i INNOVATIONS

- 11.12 SNAP® 4Dx® Plus Test client-friendly report became available in IDEXX VetConnect® PLUS
- 4.12 SNAP 4Dx Plus Test



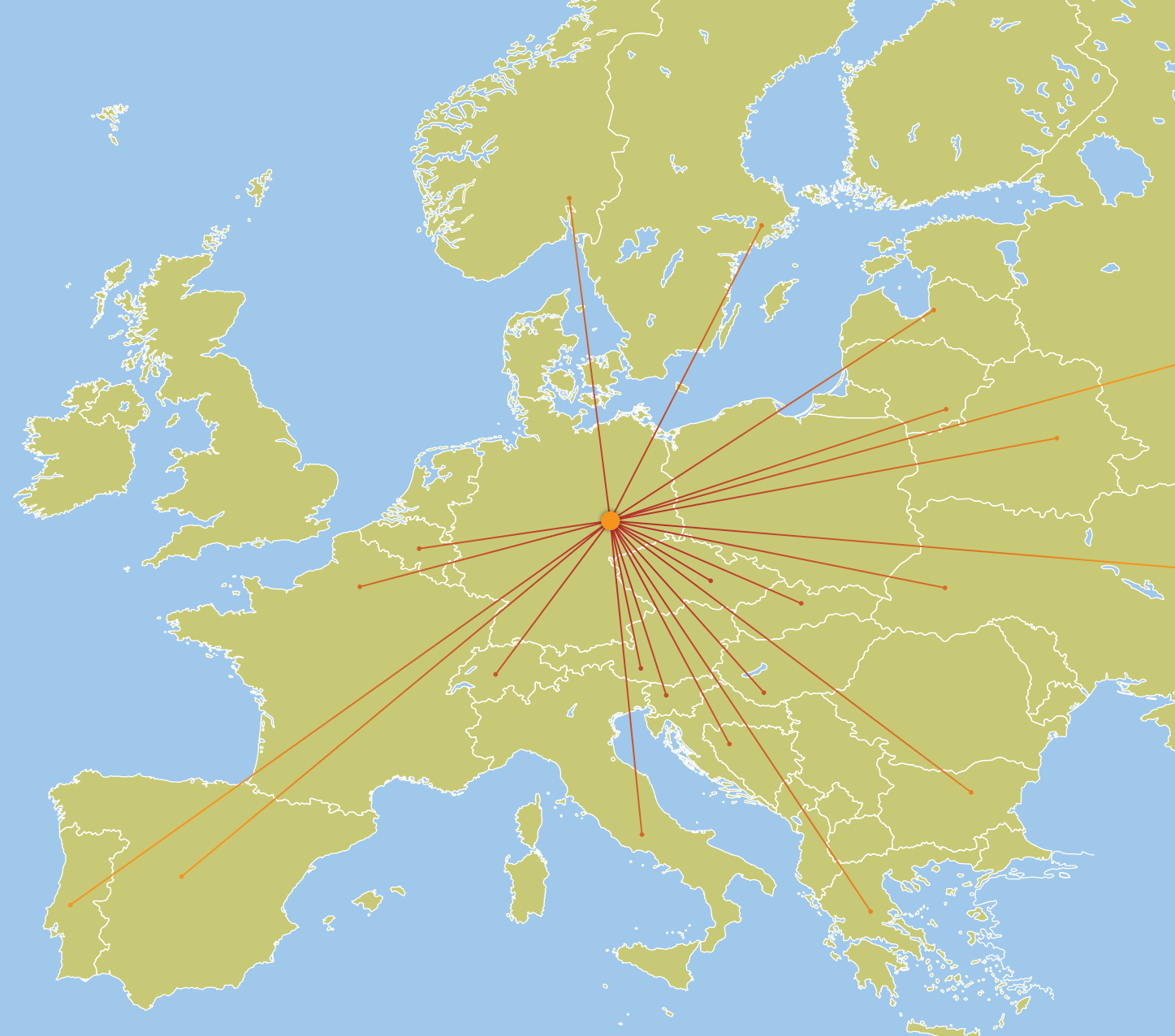
Companion Animal Group

Reference Laboratory Diagnostic and Consulting Services

IDEXX Reference Laboratories grew to 60 global locations in 2012, maintaining its distinction as the largest veterinary reference laboratory network in the world. We added three facilities in the United States, and internationally, IDEXX established a reference laboratory in close proximity to the DHL Express® Hub located at the Leipzig/Halle Airport in Germany. This strategically positioned lab enables IDEXX to expand its offering across mainland Europe, providing a breadth of services unmatched by our competitors. It also allows IDEXX to deliver results more quickly—by 8:00 a.m.—to customers in Europe.

Our services include a large selection of proprietary diagnostic tests, panels and profiles to detect disease states and conditions. More than 125 board-certified veterinary specialists, including anatomic and clinical pathologists and internal medicine specialists, deliver pathology services and expert case guidance to our customers. We also enhance our partnership with customers by providing the veterinary industry's broadest menu of telemedicine consulting services, including cardiology, radiology and specialty services, together with recommendations for the care of exotics and wild animals through various innovative communications channels. Consequently, we are a market leader who furnishes animal healthcare providers with deeper insight into an animal's health through the timely sharing of test results and our world-class consulting services.

In 2012, IDEXX Reference Laboratories expanded its portfolio by entering into an agreement with GREER® to offer veterinarians Aller-g-complete® serum allergy testing and immunotherapy, a convenient, comprehensive allergy system for canine, feline and equine patients. Results and immunotherapy options are available within 2–4 working days.



i INNOVATIONS

- 10.12 Opened reference laboratory in Leipzig, Germany, with IDEXX-Direct® service through the DHL Express® Hub at Leipzig/Halle Airport
- 5.12 IDEXX Reference Laboratories began offering GREER® veterinary allergy testing (Aller-g-complete®)



change : expectations



Practice Management and Digital Imaging Systems and Services

IDEXX Computer Systems is a leader in veterinary practice management solutions with its practice management systems now used by more than 7,000 practices. Our flagship software product, IDEXX Cornerstone® Practice Management System, is a comprehensive solution that helps veterinarians and staff members achieve excellence in their practice by offering tools for better medical information management and business efficiency. The release of Cornerstone version 8.3 in 2012 delivered new features that streamline the way practices share information between systems and referral networks, among staff and with clients. By improving communications and information sharing, Cornerstone 8.3 helps practices operate more efficiently and strengthen client relationships.

Cornerstone 8.3 also features integration with IDEXX VetConnect® PLUS. This latest cloud-based innovation from IDEXX Computer Systems reports all IDEXX diagnostic results from in-house and reference laboratory testing, together, online, in one consolidated, historical view. VetConnect PLUS is accessible anytime, anywhere, from a computer, tablet or smartphone.

IDEXX Pet Health Network® Pro is IDEXX's new web-based client communication and education service for veterinarians, practice managers and their teams. Its interactive set of online tools empowers the practice to be the hub of pet health information for their clients—before, during and after every patient visit.

Together, these game-changing, innovative services are empowering veterinarians to share information with pet owners, helping them achieve patient care goals, strengthen bonds and improve practice effectiveness and business performance.

IDEXX I-Vision Digital Imaging Systems feature best-of-breed image capture technologies with computed radiography and direct-capture radiography, utilizing IDEXX's IDEXX-PACS™ Imaging Software. This proprietary picture archiving and communications system (PACS) integrates seamlessly with Cornerstone and other practice management systems, providing practices with streamlined work flows.

The release of IDEXX-PACS™ Imaging Software version 3.6 introduced Image Coach™, three tools that guide technicians in optimizing image quality in real time, so practitioners can confidently and quickly give pet owners answers and minimize patient discomfort.



INNOVATIONS

- 10.12 IDEXX Cornerstone® Practice Management Software version 8.3 integrated with IDEXX VetConnect® PLUS
- 7.12 IDEXX VetConnect PLUS and IDEXX Pet Health Network® Pro

IDEXX Cornerstone® Practice Management System

Welcome

Experience the IDEXX Cornerstone® Practice Management System

For any type of visit, Cornerstone software provides an intuitive, feature rich platform that can advance your entire practice. Select a demonstration track to the right and learn more about the IDEXX Cornerstone Practice Management System.

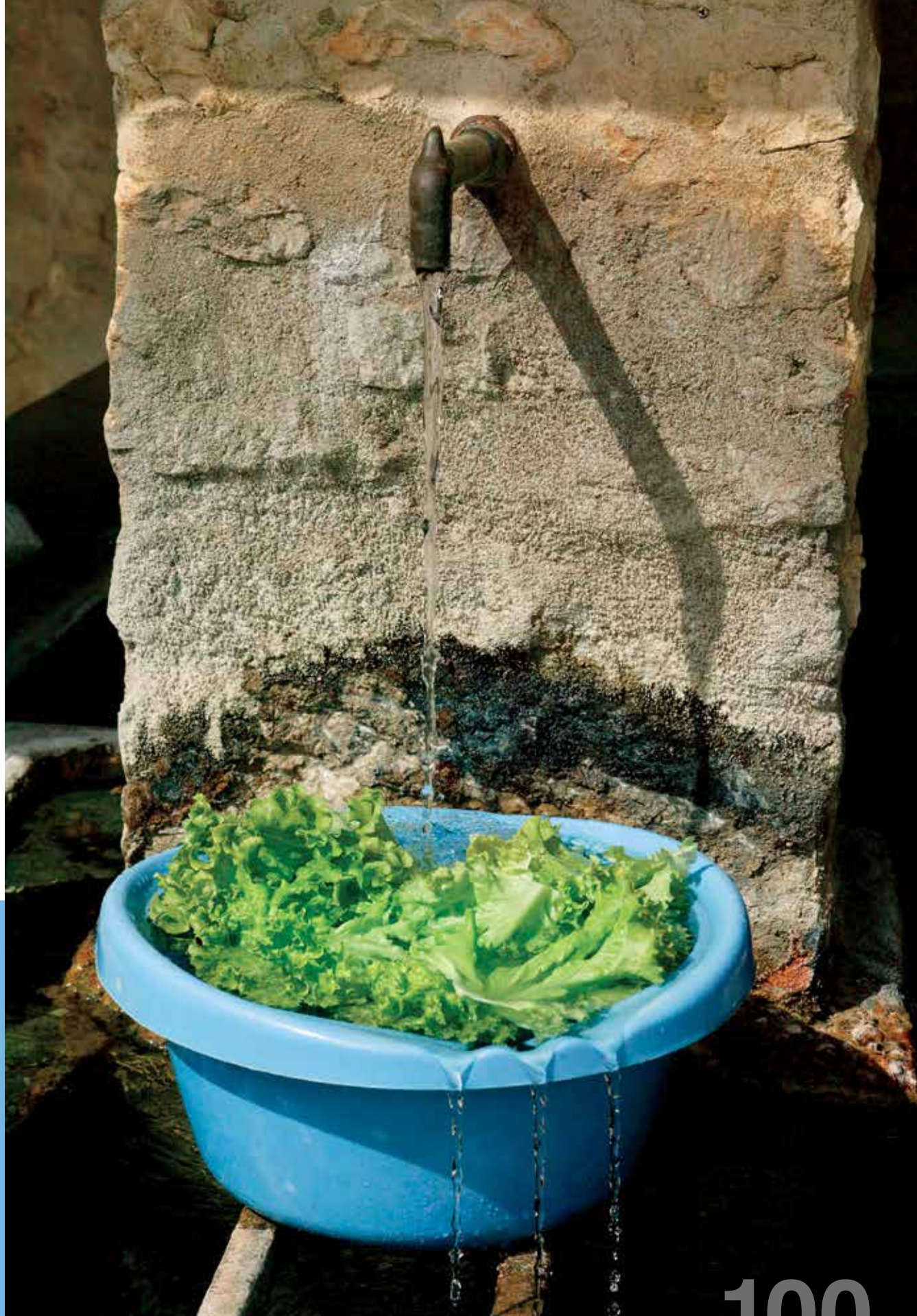
Preventive Care Appointment

Follow Abbee and Cornerstone through a routine preventive care visit. [Explore >](#)

Cruciate Repair Surgery

See how Cornerstone helps make Lucius' surgical appointment a success. [Explore >](#)

change : relationships



100 mL

Water

IDEXX is a global leader in water microbiology, providing tests that ensure the safety of drinking water and other water supplies for an estimated two billion people in more than 100 countries around the globe. On all seven continents, and even on the International Space Station, Colilert® is used to detect coliforms and *E. coli* in water more than any other method worldwide—the test for keeping water safe celebrated 20 years of U.S. EPA approval in 2012.

Also in 2012, the Colilert®-18/Quanti-Tray® method was published as the new worldwide standard for detecting total coliforms and *E. coli* in water by the International Organization for Standardization (ISO). ISO is the world's largest developer of voluntary international standards and their scientific-, industrial- and business-sector experts regularly review current ISO methods and make recommendations for updates and improvements. The Colilert-18/Quanti-Tray method replaces the long-standing multiple tube (most probable number) method.

In March 2012, Water introduced a line of quality-control products and proficiency testing services to our customers worldwide after entering into a distribution relationship with NSI Solutions, Inc. NSI manufactures and certifies reference materials, reagents and proficiency testing samples for applications ranging from classical water chemistry and microbiology to solid and hazardous waste analysis.



i INNOVATIONS

- 6.12 Colilert®-18/Quanti-Tray® testing method became the new ISO Standard 9308-2:2012
- 6.12 Colilert-18 obtained AFNOR VALIDATION for bathing water



change : opportunities

Livestock and Poultry Diagnostics

IDEXX is a world leader in livestock and poultry tests and software that provide reliable results for more than 50 of the most prevalent livestock and poultry diseases. Our tests are used by laboratories, animal health officials, veterinarians and producers worldwide to detect viruses and other diseases that can devastate herds and flocks. These consistently reliable and accurate tests allow customers to make confident decisions about production animal health.

Livestock and Poultry Diagnostics improved the customer experience in 2012 with the launch of an e-commerce site in North America and Europe. It offers customers a quick and convenient online method for placing orders, tracking shipments and managing payments with the ability to view order and invoice history.

The IDEXX Milk Pregnancy Test, the first milk-based test for detecting pregnancy as a means of optimizing reproductive efficiency in dairy herds, launched in 2012. This test helps laboratories make their herd health and reproductive management programs more attractive to their customers by shortening calving intervals to increase milk production and giving veterinarians the information and time they need to initiate proactive, preventive medicine.

IDEXX also released the IDEXX PRRS Oral Fluids Ab Test for porcine reproductive and respiratory syndrome (PRRS) outside the United States last year. This test offers customers a new tool for population monitoring and surveillance using convenient, noninvasive oral fluid samples. Swine veterinarians and producers now have an efficient method for understanding changes in disease status, helping them improve herd health and performance through early interventions.



INNOVATIONS

- 12.12 E-commerce site for online ordering of kits and consumables launched for North America and Europe
- 10.12 IDEXX Milk Pregnancy Test

IDEXX Milk Pregnancy Test	Ultrasound/Palpation	
	Pregnant (n=923)	Open (n=392)
Pregnant	872	10
Recheck	40	9
Open	11	373

Sensitivity: 98.8% (95% CI = 97.7-99.3%)*
 Specificity: 97.4% (95% CI = 95.2-98.6%)*
 Rechecks: 4% of total tested (3% pregnant & 1% open)
 *See IDEXX Milk Pregnancy Test validation report for full test performance data.

change : decisions

Dairy

IDEXX develops innovative and convenient tests for dairy processors and farmers to ensure product quality and maintain consumer confidence. Our tests provide fast, accurate results that ensure milk is free of antibiotic residues and other contaminants.

In 2012, IDEXX Dairy launched a unique customer website to optimize communication between the Company and its customers by offering content in nine different languages. The site offers advanced functionality for customers seeking answers to questions about various IDEXX Dairy test products, test protocols, industry and regulatory news, and troubleshooting resources.

Developed in 2010, the SNAP® Beta-Lactam ST Test provides accurate, reliable detection of antibiotic residue in milk without the use of a heater block. In 2012, this test was evaluated and certified by the AOAC Research Institute as a *Performance Tested Method*™. AOAC-RI's independent validation of IDEXX's findings for the SNAP Beta-Lactam ST Test confirms that we are meeting our commitment to customers—that they can test with confidence.



i INNOVATIONS

- 12.12 New customer-facing IDEXX Dairy website launched
- 12.12 IDEXX SNAP® Beta-Lactam ST Test certified by Association of Analytical Communities Research Institute (AOAC-RI)

change : simplicity



OPTI™ Medical Systems

OPTI™ Medical Systems point-of-care analyzers and related consumables are used in human medical clinics and hospital settings, such as emergency rooms, operating rooms, and respiratory care and cardiac monitoring areas, in 125 countries around the world.

OPTI Medical instruments provide time-sensitive diagnostic testing, including blood gas, electrolyte and metabolite analysis. The OPTI Medical manufacturing operation also supplies the VetStat® Electrolyte and Blood Gas Analyzer and its consumables as well as the electrolyte module and consumables for the Catalyst Dx® Chemistry Analyzer.

i INNOVATIONS

- 4.12 Distributor partnership established with Phoenix AirMid Biomedical in Canada



change : outcomes

Innovations and Business Developments

Companion Animal Group

Instruments and Consumables

- 1.13 LaserCyte® Dx Hematology Analyzer
- 9.12 ProCyte Dx® and LaserCyte® hematology analyzers added capability to run abdominal and thoracic fluids
- 9.12 ProCyte Dx Hematology Analyzer added band neutrophil and nucleated red blood cell diagnostic information
- 4.12 Collaborated with PurinaCare® to co-market *Partners in Wellness*, a turnkey system for veterinary practices to offer their own customized preventive care plans
- 4.12 Catalyst Dx® Chemistry Analyzer added phenobarbital blood level testing
- 1.12 IDEXX Real-Time™ Care Work-Flow Consultations

Rapid Assays

- 11.12 SNAP® 4Dx® Plus Test client-friendly report became available in IDEXX VetConnect® PLUS
- 11.12 Lab 4Dx® Plus Test indicated rising exposure to ticks
- 4.12 SNAP 4Dx Plus Test
- 2.12 dogsandticks.com with new informational tools launched

Reference Laboratory Diagnostic and Consulting Services

- 12.12 Acquired VetRadiologist
- 11.12 Acquired SHADOWSMITHS Teleradiology
- 10.12 Opened reference laboratory in Leipzig, Germany, with the IDEXX-Direct® service through the DHL Express® Hub at Leipzig/Halle Airport
- 10.12 Absolute reticulocyte count and reticulocyte percentage added to erythrogram reports for complete blood counts run in IDEXX Reference Laboratories
- 8.12 Opened reference laboratory in New Haven, CT
- 8.12 Sight Hound Radiology integrated into VetMedStat®
- 7.12 Canine Mast Cell Tumor (MCT) Prognostic Panel for confirmed MCTs in dogs
- 7.12 Standard Equine Respiratory RealPCR™ Panel added two new analytes
- 7.12 Comprehensive Equine Respiratory RealPCR™ Panel added four new analytes
- 5.12 IDEXX Reference Laboratories began offering GREER® veterinary allergy testing (Aller-g-complete®)
- 5.12 Opened reference laboratory in Newtown, CT
- 3.12 Opened reference laboratory in St. Louis, MO
- 2.12 eConsult integrated into VetMedStat
- 1.12 Canine Respiratory Disease (CRD) RealPCR™ Panel added two new analytes plus a culture option

Practice Management and Digital Imaging Systems and Services

- 1.13 IDEXX VetConnect® PLUS achieved 4500 users
- 12.12 Acquired Sneakers Software and DVMAX product line
- 11.12 IDEXX VetConnect PLUS version 1.5
- 11.12 IDEXX and American Animal Hospital Association (AAHA) preferred partner agreement to provide IDEXX Cornerstone® Practice Management System and IDEXX Pet Health Network® Pro client communication service
- 10.12 IDEXX Cornerstone Practice Management Software version 8.3 integrated with IDEXX VetConnect PLUS
- 10.12 IDEXX SmartOrder® automated closed-loop inventory tracking and supply ordering system integration between Cornerstone® and MWI® Veterinary Supply
- 7.12 IDEXX VetConnect PLUS
- 7.12 IDEXX Pet Health Network Pro
- 7.12 IDEXX-PACS™ Imaging Software version 3.6
- 4.12 IDEXX Cornerstone–Cubex® fully integrated inventory management system
- 2.12 STEPs online resource for practices
- 1.12 Pet Health Network® (pethealthnetwork.com)
- 1.12 IDEXX Cornerstone Practice Management Software version 8.2 integrated with IDEXX I-Vision Mobile™ application

Water

- 12.12 IDEXX Water web presence redesigned by industry segment and introduced *Regulatory Updates*
- 6.12 Colilert®-18/Quanti-Tray® testing method became the new ISO Standard 9308-2:2012
- 6.12 Colilert-18 obtained AFNOR VALIDATION for bathing water
- 6.12 20th anniversary of Colilert approval by U.S. EPA for total coliforms and *E. coli* detection in drinking water
- 5.12 Pseudalert® granted a waiver approval by the New Jersey Department of Health and listed as a Department Sanctioned Analytical Method (DSAM) by the New Jersey DEP for compliance testing of spas and hot tubs
- 4.12 Enterolert®-DW approved for drinking water in Germany and Flanders and Wallonia regions of Belgium
- 4.12 Colilert-18/Quanti-Tray testing method approved for drinking water in Bosnia-Herzegovina
- 3.12 IDEXX partnered with NSI Solutions, Inc. to offer IDEXX-QC products and proficiency testing services
- 2.12 HPC 100 mL sample size for Quanti-Tray

Livestock and Poultry Diagnostics

- 12.12 IDEXX PRRS Oral Fluids Ab Test
- 12.12 E-commerce site for online ordering of kits and consumables launched for North America and Europe
- 12.12 IDEXX BVDV Ag Point-of-Care Test developed and manufactured in China
- 12.12 xChekPlus® Software
- 11.12 IDEXX Schmallenberg Ab Test
- 10.12 IDEXX Milk Pregnancy Test
- 9.12 IDEXX *M. bovis* Ab Test approved by USDA
- 6.12 IDEXX *M. bovis* Ab Test added to OIE Test Registry
- 4.12 Real-time PCR tests for pathogenic avian *Mycoplasma: M. gallisepticum* (MG), *M. synoviae* (MS) and *M. meleagridis* (MM)

Dairy

- 12.12 New customer-facing IDEXX Dairy website launched
- 12.12 IDEXX SNAPduo™ Beta-Tetra ST Test approved by the Institute for Agricultural and Fisheries Research (ILVO), East Flanders, Belgium
- 12.12 IDEXX SNAP® Beta-Lactam ST Test certified by Association of Analytical Communities Research Institute (AOAC-RI)
- 11.12 Aflatoxin M1 (AFM1) Positive Control for use with the SNAP® AFM1 Test
- 7.12 FDA approved SNAP® NBL Test for presence of beta-lactam in camel milk
- 2.12 SNAP Beta-Lactam ST and SNAPduo Beta-Tetra ST Tests

OPTI™ Medical Systems

- 4.12 Distributor partnership established with Phoenix AirMid Biomedical in Canada



Corporate Information



Leadership

Jonathan W. Ayers
*Chairman, President and
Chief Executive Officer*

Merilee Raines
*Executive Vice President,
Chief Financial Officer and
Treasurer*

William E. Brown III, PhD
*Executive Vice President and
Chief Scientific Officer*

Jay Mazelsky
Executive Vice President

Johnny D. Powers, PhD
Executive Vice President

Michael J. Williams, PhD
Executive Vice President

Conan R. Deady
*Corporate Vice President
General Counsel*

Giovani Twigge
*Corporate Vice President
Human Resources*

George J. Fennell
*Corporate Vice President
Companion Animal Customer
Facing Organization, U.S.*

Daniel V. Meyaard
*Corporate Vice President
Worldwide Operations and Facilities*

Ali Naqui, PhD
*Corporate Vice President
Asia Pacific, Latin America and Water*

Alexander M. Petersen
*Corporate Vice President
and General Manager
Computer Systems*

James F. Polewaczyk
*Corporate Vice President
Worldwide Reference Laboratories*

Lance V. Berberian
*Vice President and
Chief Information Officer*

Olivier te Boekhorst
*Vice President, General Manager
Livestock and Poultry Diagnostics
and Dairy*

Board of Directors

Jonathan W. Ayers
*Chairman, President and
Chief Executive Officer
IDEXX Laboratories, Inc.*

Thomas Craig
*Chief Executive Officer
and Founder
Shockwave International LLC*

William T. End
*Retired Executive Chairman
Cornerstone Brands, Inc.*

Rebecca M. Henderson, PhD
Professor, Harvard University

Barry C. Johnson, PhD
*Former Dean, College of Engineering
Villanova University*

Brian P. McKeon
*Executive Vice President and
Chief Financial Officer
Iron Mountain Incorporated*

Robert J. Murray
*Retired Chairman and
Chief Executive Officer
New England Business Service, Inc.*

M. Anne Szostak
*CEO and Founder
Szostak Partners, LLC*

Joseph V. Vumbacco
*Retired Vice Chairman
Health Management Associates, Inc.*

Form 10-K

A copy of the Company's Annual Report on Form 10-K for the fiscal year ended December 31, 2012, is included as part of this 2012 Annual Review, has been furnished to all stockholders together with the proxy statement for the 2013 Annual Meeting of Stockholders, which is scheduled to be held on May 8, 2013, and is incorporated herein by reference. Additionally, copies of the Annual Report on Form 10-K are available on the Internet by visiting the EDGAR section of the Securities and Exchange Commission (SEC) website (sec.gov/edgar.shtml) or the Investors section of idexx.com. The Company will provide a copy of its Annual Report on Form 10-K, without charge, upon written request from stockholders to Investor Relations at the address provided below.

The Annual Report on Form 10-K is not accompanied by the exhibits that were filed with the SEC. These exhibits are accessible on the Internet by visiting the EDGAR section of the SEC website (sec.gov/edgar.shtml) or the Investors section of idexx.com. Similarly, the Company will furnish any such exhibits to those stockholders who request the same upon payment to the Company of its reasonable expenses in furnishing such exhibits. Requests for such exhibits should be made to Investor Relations at the address provided below.

Investor Relations
IDEXX Laboratories, Inc.
One IDEXX Drive
Westbrook, Maine 04092
Tel: 1-207-556-8155
Fax: 1-207-556-4427
Email: investorrelations@idexx.com

References to websites are inactive textual references only and the content of our website should not be deemed incorporated by reference into this Annual Review for any purpose.

**View our interactive Annual Review
by visiting the Investors section of idexx.com.**

Quarterly Reports and Proxy Statements

Forms 10-Q and proxy statements can be obtained via the Investors section of idexx.com or by email.

Annual Meeting

May 8, 2013, 10:00 a.m.
IDEXX Laboratories, Inc.
Corporate Offices
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Five Star Industrial Park
Westbrook, Maine 04092
Tel: 1-207-556-0300

Stock Listing

NASDAQ Global Select Market
Trading Symbol: IDXX

Transfer Agent and Registrar

American Stock Transfer & Trust Company
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Empower and reward our employees

Empowering IDEXX employees means giving them the tools and flexibility they need to communicate with one another and to foster innovation, collaboration and, above all, camaraderie.

Launched in 2011, the annual “my VOICE” Employee Engagement Survey is a catalyst for improved communications. Innovative ways to approach e-overload, the establishment of collaborative work environments in many of our facilities and new social media guidelines are just a few examples of how the Company identified opportunities for communication improvement in 2012.

However, the story of one individual in our Elmhurst, Illinois, reference laboratory truly exemplifies how the survey inspires enhanced communication and demonstrates how our employees are empowered to make positive change.

Meg Tupa-Lo is deaf, so in the fast-paced lab environment, she used to experience isolation and loneliness because of the inherent communication barriers between her and her fellow employees.

Meg’s coworkers also found sharing information in the lab to be challenging and determined that better communication could improve both process and personal relationships.

Last year, Meg was approached by a number of employees who recognized that she could help them learn a new way to communicate.

“They said, ‘We would really like to have an opportunity to learn some sign language. Could you teach us?’ I was so struck by that, and I remember saying, ‘Really? You want to learn sign language?’” she recalls. “They wanted to get to know me better, and that touched my heart.”

Meg snapped into action and went the extra mile to improve communications at the lab by offering American Sign Language workshops for fellow employees; she also aspires to use social media to develop online tools to help employees communicate critical business functions more efficiently.

The result is an improvement in the personal and professional lives of the Elmhurst employees who now feel a deeper connection to Meg as a coworker and a friend.

“I feel that the ‘my VOICE’ survey has created the opportunity for employees to share their opinions and to speak up about what will make their lives better here every day,” says fellow Elmhurst lab technician, Suzanne Chevalier. “Meg has made us aware of the way we communicate with each other, not just with her. She has made us aware of ourselves.”



“They said, ‘We would really like to have an opportunity to learn some sign language. Could you teach us?’ I was so struck by that, and I remember saying, ‘Really? You want to learn sign language?’”

— Meg Tupa-Lo, Laboratory Technician

change : expectations

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