



Deal Factsheet

Quidel's Acquisition of Alere Triage® Assets*

Acquiring the assets of the Triage® MeterPro cardiovascular (CV) and toxicology business and the Triage B-Type Natrietic Peptide (BNP) assay run on Beckman Coulter analyzers (“BNP Business”)

- A market leader in the point-of-care market for CV testing
- Combined total revenues for all of the acquired businesses in 2016 revenue of \$245 million
- Triage® MeterPro installed base of CV and toxicology instruments is complementary to Quidel's Sofia® installed base of instruments, providing a beachhead into new, fast growing areas of point-of-care testing
- The point-of-care CV testing market is a \$700 million market growing at a 10% CAGR¹, driven by increasing CV disease and a focus in emerging markets
- Triage has a large installed base of ~16,000 instruments providing substantial longer-term opportunity as new products are introduced
- Divestiture of the Triage and BNP businesses related to Abbott's acquisition of Alere
- Triage and BNP products being divested in connection with antitrust approvals required for Abbott's pending acquisition of Alere

Extends Market Leadership

Adds an extensive CV and toxicology point-of-care offering to Quidel's innovative medical diagnostics portfolio.

Platform for Future Growth

Provides entry for Quidel into cardiology and toxicology testing, which are fast growing areas of patient need, given the aging population, evolving lifestyle demographics, and the shift towards point-of-care.

Diversification

Significantly diversifies Quidel's revenue base both geographically and by products, with Triage marketing its rapid diagnostic system in over 90 countries, with 51% of its sales generated outside North America.

Financial and Operational Benefits

Immediately accretive to earnings per share, provides synergy opportunities driven by scale, and reduces seasonality associated with influenza. Accelerates pace to reach growth margin goals by leveraging Triage's manufacturing investments and best practices.

Terms of Agreement

- Definitive agreement to acquire the Triage business, including real estate for San Diego Triage facilities, and the global BNP business
- Total consideration of up to \$680 million, which includes the previously announced \$400 million purchase price, \$40 million in contingent consideration for the EEA BNP business, and \$240 million in deferred consideration for the ROW BNP business
- Transaction will be funded with cash plus committed financing
- The transaction is expected to close within 30 days of Abbott's close of the Alere acquisition

(1) Research, Espicom, Frost and Sullivan, Company estimates

***Forward-Looking Statements**

This factsheet contains certain forward-looking statements. These matters are subject to risks and uncertainties that could cause actual results to differ materially from those projected, anticipated or implied. These risks and uncertainties include: the ability to successfully consummate the Triage and BNP transactions described in this factsheet on a timely basis, if at all, including the satisfaction of the closing conditions of the transactions (including consummation of Abbott's acquisition of Alere); the ability to receive all regulatory approvals for the transactions contemplated by the amended and restated Triage Purchase Agreement and the amended and restated BNP Purchase Agreement on a timely basis, if at all, including receipt of all consents of the Federal Trade Commission required for the consummation of the transactions contemplated by the amended and restated BNP Agreement within twenty-five days after the consummation of Abbott's acquisition of Alere; the ability to satisfy the conditions of and obtain financing to complete the acquisition contemplated by the amended and restated Triage Purchase Agreement; the conditions of the credit markets and our ability to fund the transactions on acceptable terms; the risk that disruptions will occur from the transactions that will harm our business, the Triage business or the BNP business; any disruptions or threatened disruptions to our relationships or those of the Triage business or the BNP business with their respective distributors, suppliers, customers and employees; our ability to manage the foreign expansion; the receipt of regulatory approvals or clearances relating to the Triage business or the BNP business, or any loss of previously received regulatory approvals or clearances; a significant reduction in sales of the Triage business or BNP business, or increase in costs, expenses or other charges incurred by, relating to or arising from such businesses; the inability to achieve anticipated financial results from the acquired businesses; and our ability to successfully integrate the acquired businesses into our operations, including our ability to realize anticipated synergies and operational improvement. Forward-looking statements are based on management's expectations as well as estimates and assumptions prepared by management that, although they believe to be reasonable, are inherently uncertain. The Company is subject to additional risks and uncertainties described in the Company's annual report on Form 10-K, subsequent quarterly reports on Form 10-Q and current reports on Form 8-K. You are cautioned not to place undue reliance on these forward-looking statements, which reflect management's analysis and expectations only as of the date of this factsheet. We undertake no obligation to publicly release the results of any revision or update of the forward-looking statements, except as required by law.