

# Q2 2017 Highlights

July 27, 2017

# Safe Harbor for forward-looking statements and Use of Document:

#### **Safe Harbor for forward-looking statements:**

This presentation contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933 and Section 21E of the Securities Exchange Act of 1934. Forward-looking statements may be identified by words like "anticipate," "expect," "project," "believe," "plan," "estimate," "intend" and similar words. These forward-looking statements are based on our beliefs, assumptions and estimates using information available to us at the time and are not intended to be guarantees of future events or performance. If our underlying assumptions turn out to be incorrect, or if certain risks or uncertainties materialize, actual results could differ materially from the expectations and projections expressed or implied by our forward-looking statements.

Factors that may cause such differences can be found in our most recent Form 10-K and Forms 10-Q filed or to be filed with the Securities and Exchange Commission under the headings "Risk Factors" and "Safe Harbor for Forward-Looking Statements." Accordingly, you are cautioned not to place undue reliance on any of our forward-looking statements. We disclaim any intention or obligation to publicly update or revise any forward-looking statements to reflect any change in our expectations or in events, conditions, or circumstances on which they may be based, or that may affect the likelihood that actual results will differ from those contained in the forward-looking statements.

#### **Use of document:**

This document contains certain highlights with respect to our second quarter 2017 performance and developments and does not purport to be a complete summary thereof. Accordingly, we encourage you to read our Earnings Release for the quarter ended June 30, 2017 located in the investor section of our website at <a href="www.bostonscientific.com">www.bostonscientific.com</a> and our Quarterly Report on Form 10-Q for the quarter ended June 30, 2017 filed with the Securities and Exchange Commission.

### Financial Highlights

#### Revenue growth Y/Y:

- +7% operational\*, +6% as reported,
  +6% organic\*
- \$2,257M as reported revenue includes (\$23M) FX impact Y/Y

#### • Earnings per share:

- \$0.32 adjusted\* vs. \$0.27 Q2:16
- \$0.11 GAAP vs. \$(0.15) Q2:16

#### Gross margin:

- Adjusted\*: 72.8%, +210 bps Y/Y
  - Includes 50 bps negative FX impact Y/Y
- GAAP: 72.0%, +200 bps Y/Y

#### Operating margin:

- Adjusted\*: 26.0%, +260 bps Y/Y
- GAAP: 10.0% vs. (15.7)% Q2:16

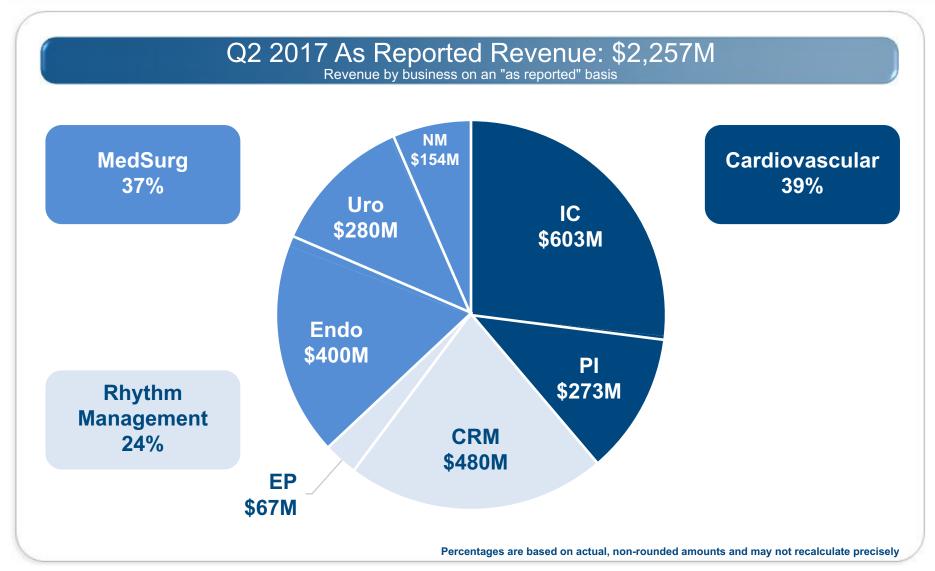
\*Non-GAAP measure; excludes certain GAAP items. For reconciliations of non-GAAP financial measures to the most directly comparable GAAP figures, please refer to Appendix A of this document

### **Operational Highlights**

- Delivered another quarter of strong results and raised full year operational revenue guidance to 6%-8% and full year adjusted EPS to \$1.23-\$1.27
- Announced positive results from the annual EuroPCR Scientific Congress, demonstrating LOTUS™ Valve System™\*\* superiority over CoreValve® TAVR System platform™ for the primary effectiveness endpoints
- Completed patient enrollment of the SALUTE trial, designed to pursue regulatory approval of the WATCHMAN™ LAAC Device in Japan. Also presented high implant success rates for WATCHMAN™ from the EWOLUTION European registry at the HRS Annual Scientific Sessions
- Received U.S. FDA Approval for the RESONATE™ family of ICDs and CRT-Ds, featuring EnduraLife™, SmartCRT™, and HeartLogic™ compatibility
- Received CE Mark for the Vercise<sup>™</sup> Gevia<sup>™</sup> DBS System, the industry's first MRI-conditional directional DBS system

# WW Sales by Segment and Business





# WW Sales by Geography



	As Reported Revenue (\$M)		Year-over-Y	ear Change	% of BSX			
Region	Region Q2 Q2 2016		Q2 2017 Q2 2016 Reported		Reported	Constant Currency		
US	1,291	1,185	+9%	+9%	57%	57%		
ous	966	941	+3%	+5%	43%	43%		
Total Company	2,257	2,126	+6%	+7%				
Emerging Markets <sup>1</sup>	228	202 +13% +15%		+15%	10%	10%		

<sup>&</sup>lt;sup>1</sup>We define Emerging Markets as including certain countries that we believe have strong growth potential based on their economic conditions, healthcare sectors, and our global capabilities. Currently, we include 20 countries in our definition of Emerging Markets.

<sup>\*</sup>Non-GAAP measure; excludes impact from changes in foreign currency exchange rates. For reconciliations of non-GAAP financial measures to the most directly comparable GAAP figures, please refer to Appendix A of this document

## Cardiovascular Performance Summary

Measure	Measure Q2 2017 (\$ in Millions)		As Reported Change Y/Y
As Reported Revenue	876	+6%	+5%
Adjusted Operating Income*	268	+7%	
Adjusted Operating Income Margin*	30.1%	+40 bps	

#### Q2 2017 Highlights

- Interventional Cardiology: Global revenue +5% Y/Y constant currency\* (+4% as reported); +4% Y/Y organic
  - Led by complex PCI and PCI guidance franchises, plus strong sales of WATCHMAN™ LAAC device
    - \* PCI guidance again grew double digits with particular strength in IVUS franchise
  - Executed on market development activities and a key clinical milestone for WATCHMAN<sup>TM</sup>:
    - \* Piloting direct-to-patient awareness campaigns and increasing local medical education programs
    - \* Completed patient enrollment in SALUTE, a trial specifically designed to pursue regulatory approval in Japan, which we expect in 2019
- Peripheral Interventions: Global revenue +7% Y/Y constant currency\* (+6% as reported)
  - Another quarter of 7%+ constant currency growth, led by stent portfolio and strong growth in the atherectomy platform
  - Updates on two key clinical milestones in drug-eluting portfolio, which continues to drive growth in Europe:
    - \* Enrollment in the U.S. IDE for Ranger\*\* drug-coated balloon continues on pace
    - \* Awaiting 12 month follow up for the U.S. IDE trial (IMPERAL) for Eluvia\*\* drug-eluting stent

# Rhythm Management Performance Summary

Measure	Q2 2017 (\$ in Millions)	Operational* Change Y/Y	As Reported Change Y/Y
As Reported Revenue	547	+3%	+2%
Adjusted Operating Income*	115	+57%	
Adjusted Operating Income Margin*	20.9%	+720 bps	

#### Q2 2017 Highlights

- Cardiac Rhythm Management: Global revenue +2% Y/Y constant currency\* (+1% as reported)
  - Continued to take share in Brady, despite Accolade MRI launch anniversary, and pleased with the strong global growth in Emblem S-ICD and our quad X4 CRT-P
  - Received encouraging initial feedback on new Resonate platform in Europe
  - Submitted clinical data for ENABLE MRI study to the FDA and continue to expect to launch transvenous MRI-compatible high voltage systems in the U.S. by year end
  - RM adjusted operating margin\* of 20.9.% driven by progress on gross margin, focus on expense control, and leveraging improved top-line performance
- Electrophysiology: Global revenue +13% Y/Y constant currency\* (+12% as reported)
  - EP revenue growth led by next-generation Rhythmia™ HDx platform, which is driving overall portfolio pull through
  - Expect to begin a limited market evaluation of Direct Sense™\*\* catheters in the EU by year end

<sup>\*</sup>Non-GAAP measure; excludes certain GAAP items. For reconciliations of non-GAAP financial measures to the most directly comparable GAAP figures, please refer to Appendix A of this document.

### MedSurg Performance Summary

Measure	Q2 2017 (\$ in Millions)	Operational* Change Y/Y	As Reported Change Y/Y
As Reported Revenue	834	+12%	+11%
Adjusted Operating Income*	270	+16%	
Adjusted Operating Income Margin*	32.2%	+110 bps	

#### Q2 2017 Highlights

- Endoscopy: Global revenue +12% Y/Y constant currency\* (+11% as reported); +7% Y/Y organic\*
  - Growth driven by strength in hemostasis, pathology franchises and Axios stent
    - \* Mid-teens growth in hemostasis franchise driven by faster-than-expected conversion of Resolution 360 clip platform
  - Sales from EndoChoice aquisition are ahead of plan from expanding presence in pathology, infection prevention, and ASC markets
- Urology and Pelvic Health: Global revenue +10% Y/Y constant currency\* (+10% as reported)
  - Despite 18% comparable period growth, saw strong sales in Men's Health and Pelvic Floor franchises as well as our stone business, driven by LithoVue™
  - Strong double-digit growth in AMEA, Latin America and Emerging Markets due to continued execution of our globalization strategy
- Neuromodulation: Global revenue +14% Y/Y constant currency\* (+14% as reported)
  - Growth driven by multiple launches including Montage™ MRI system for SCS and Vercise™ Gevia™\*\* MRI safe DBS system in Europe
  - PROCO randomized controlled trial data were presented at INS, showing frequency is not a determining factor in SCS pain relief: 1 kHz therapy had equivalent pain relief to 10 kHz

# **Segment Information**

SEGMENT NET SALES*		Three Months Ended June 30,					Six Months Ended June 30,							
(in millions, constant currency)	2017			2016	Change		2017		2016		Chang	е		
			(re	estated)						restated)				
Interventional Cardiology	\$ 6	312	\$	580	5	%	\$	1,217	\$	1,140	7	%		
Peripheral Interventions	2	277		260	7	%		545		508	7	%		
Cardiovascular	8	889		840	6	%		1,762		1,648	7	%		
Cardiac Rhythm Management	4	184		476	2	%		956		915	5	%		
Electrophysiology		67		60	13	%		133		120	11	%		
Rhythm Management		551		536	3	%		1,089		1,035	5	%		
Endoscopy	4	105		361	12	%		792		700	13	%		
Urology and Pelvic Health	2	282		255	10	%		546		485	13	%		
Neuromodulation	1	54		135	14	%		296		257	16	%		
MedSurg	8	341		751	12	%		1,634		1,442	13	%		
Subtotal Core Businesses	2,2	281		2,127	7	%		4,485		4,125	9	%		
Foreign currency	(	(24)		(1)	N/A			(67)		(35)	N/A	i		
Net Sales	\$ 2,2	257	\$	2,126	6	%	\$	4,418	\$	4,090	8	%		

Growth rates are based on actual, non-rounded amounts and may not recalculate precisely.

## **Segment Information Continued**

SEGMENT ADJUSTED OPERATING INCOME*	Th	ree Mon June	ided	Six Months Ended June 30,				
(in millions)	2	2017	20	16		2017	2016	
			(resta	ated)		_	(re	stated)
Segment operating income								
Cardiovascular	\$	268	\$	249	\$	513	\$	503
Rhythm Management		115		73		216		140
MedSurg		270		234		508		448
Operating income allocated to reportable segments		653		556		1,237		1,091
Corporate expenses and currency exchange		(66)		(58)		(153)		(99)
Acquisition-related, restructuring- and restructuring-related, and litigation-related net credits (charges)								
and magazion rotated flot eredute (enargee)		(220)		(697)		(210)		(762)
Amortization expense		(142)		(135)		(285)		(271)
Operating income (loss)	\$	225	\$	(334)	\$	589	\$	(41)

\*We measure and evaluate our reportable segments based on segment net sales and operating income, excluding the impact of changes in foreign currency. Sales generated from reportable segments, as well as operating results of reportable segments and corporate expenses, are based on internally-derived standard currency exchange rates, which may differ from year to year and do not include intersegment profits. We exclude from segment operating income certain corporate-related expenses and certain transactions or adjustments that our chief operating decision maker considers to be non-operational, such as amounts related to acquisition-related net charges and credits, restructuring- and restructuring-related net charges and credits, litigation-related net charges and amortization expense. Although we exclude these amounts from segment operating income, they are included in reported consolidated operating income (loss) and

The company restated segment information for the prior period based on standard currency exchange rates used for the current period in order to remove the impact of foreign currency exchange fluctuation.

### **Balance Sheet & Cash Flow Metrics**



#### Days Sales Outstanding (DSO)

June	Mar			June
2017	2017			2016
58	60	64	61	59

#### Adjusted Free Cash Flow\*

Q2	Q2	FY2017
2017	2016	Guidance
\$409M	\$464M	\$1,750M

### Days Inventory on Hand (DIOH)

June	Mar	Dec	Sept	June
2017	2017	2016	2016	2016
147	134 <sup>1</sup>	142 <sup>2</sup>	155	140

#### Capital Expenditures

Q2	Q2	FY2017
2017	2016	Guidance
\$68M	\$79M	\$300M

<sup>&</sup>lt;sup>1</sup>Improvement largely a result of Lotus field action

<sup>&</sup>lt;sup>2</sup>Decrease due to tighter inventory management and higher COGS in the quarter

<sup>\*</sup>Non-GAAP measure; excludes certain GAAP items. For reconciliations of non-GAAP financial measures to the most directly comparable GAAP figures, please refer to Appendix A of this document.

# Q3 & FY2017 Guidance Summary Issued July 27, 2017

Measure	Q3 2017	FY2017
As Reported Revenue (\$M)	\$2,180 to \$2,210	\$8,890 to \$8,990
FX Impact on Revenue (\$M)	(\$20M) headwind	(\$30M) headwind
Operational Growth*	+5% to +6% (includes 140 bps contribution from acquisitions)	+6% to +8% (includes 120 bps contribution from acquisitions
As Reported Growth	+4% to +5%	+6% to +7%
Adjusted Gross Margin*	72% to 73%	72% to 72.5%
Adjusted SG&A % of Sales*	35% to 36%	35% to 36%
Adjusted R&D % of Sales*	10% to 11%	10% to 11%
Adjusted Operating Margin*	25% to 26%	25% to 26%
Adjusted Tax Rate*	13% to 14%	12.5% to 13%
Adjusted EPS*	\$0.29 to \$0.31	\$1.23 to \$1.27
FX Impact on EPS	(\$0.02)	(\$0.08)
Adjusted EPS Growth*	+9% to +16%	+11% to +14%
Adjusted EPS Growth ex-FX*	+16% to +24%	+18% to +21%
GAAP EPS	\$0.16 to \$0.18	\$0.70 to \$0.74

To supplement Boston Scientific's consolidated financial statements presented on a GAAP basis, the Company discloses certain non-GAAP financial measures. These non-GAAP financial measures are not in accordance with generally accepted accounting principles in the United States.

A reconciliation of the non-GAAP financial measures included in this document to the corresponding GAAP measures follows in Appendix A. In addition, an explanation of the ways in which Boston Scientific management uses these supplemental non-GAAP measures to evaluate its business, and the substantive reasons why Boston Scientific management believes that these non-GAAP measures provide useful information to investors is included under "Use of Non-GAAP Financial Measures" in the Company's most recent earnings release filed with the SEC on Form 8-K. This additional non-GAAP financial information is not meant to be considered in isolation from or as a substitute for financial information prepared in accordance with GAAP.

# Appendix A

#### Non-GAAP Reconciliation

### Three Months Ended June 30, 2017 (unaudited)

#### QTD Rounded P&L

				Rounded							
In millions, except per share data	GA	AP Results	Amo	ortization	Restructuring- Related Charges	Impa	stment iirment arges	Acquisition- Related Charges (Credits)	Litigation- Related Charges		Adjusted Results
Net sales	\$	2,257								1	\$ 2,257
Cost of products sold		632			12			7		l	613
Gross profit		1,625		_	(12	)	_	(7	<u> </u>	1	1,644
Gross margin		72.0%									72.8%
Selling, general and administrative expenses		815			3			11			801
SG&A margin		36.0%									35.5%
Research and development expenses		244						5			239
R&D margin		10.8%						_			10.6%
Royalty expense		17									17
Royalty expense margin		0.8%									0.8%
Amortization expense		142		142							
Contingent consideration expense (benefit)		(24)		142				(24			
Restructuring charges		1			1			(24	1		
Litigation-related charges		205							205		_
		1,400		142	4		_	(8		1	1,057
Operating income		225		(142)	(16		_	1	(205)		587
Operating margin		10.0%									26.0%
Other income (expense):											
Interest expense		(58)									(58)
Other, net		(76)					(53)	(9	)	]	(14)
Income before income taxes		91		(142)	(16	)	(53)	(8	(205)		515
Income tax expense		(55)	\$	(21)	\$ (3	\$	(19)	\$ (9	(74)		71
Net (loss) income	\$	146	\$	(121)	\$ (13	\$	(34)	\$ 1	\$ (131)		\$ 444
Net income per common share - assuming dilution	\$	0.11	\$	(0.09)	\$ (0.01	\$	(0.02)	0.00	\$ (0.09)		\$ 0.32
-		1,391.1		1,391.1	1,391.1		1,391.1	1,391.1	1,391.1		1,391.1

# Appendix A

#### Non-GAAP Reconciliation

### Six Months Ended June 30, 2017 (unaudited)

#### YTD Rounded P&L

In millions, except per share data	GAAP Results	Amortization	Restructuring- Related Charges	Investment Impairment Charges	Acquisition- Related Charges (Credits)	Litigation- Related Charges		Adjusted Results
Net sales	\$ 4,418							\$ 4,418
Cost of products sold	1,282		24		10			1,248
Gross profit	3,136	_	(24)	_	(10)	_	T	3,170
Gross margin	71.0%							71.8%
Selling, general and administrative expenses	1,609		6		22			1,581
SG&A margin	36.4%							35.8%
Research and development expenses	480				9			471
R&D margin	10.9%							10.7%
nees mangin	10.570							10.770
Royalty expense	34							34
Royalty expense margin	0.8%							0.8%
Amortization expense	285	285						_
Contingent consideration expense (benefit)	(74)				(74)			_
Restructuring charges	5		5					_
Litigation-related charges	208					208		_
	2,547	285	11	_	(43)	208		2,086
Operating income	589	(285	(35)	—	33	(208)		1,084
Operating margin	13.3%							24.5%
Other income (expense):								
Interest expense	(115)							(115)
Other, net	(78)			(53)	(9)		-	(16)
Income before income taxes	396	(285	(35)	(53)	24	(208)		953
Income tax expense	(40)	\$ (42	\$ (7)	\$ (19)	\$ (9)	(75)		112
Net (loss) income	\$ 436	\$ (243	) \$ (28)	\$ (34)	\$ 33	\$ (133)	[	\$ 841
Net income per common share - assuming dilution	\$ 0.31	\$ (0.17	(0.02)	\$ (0.02)	\$ 0.02	\$ (0.10)	:	\$ 0.60
Weighted average shares outstanding - assuming dilution	1,390.6	1,390.6	1,390.6	1,390.6	1,390.6	1,390.6	L	1,390.6

	Three Months Ended June 30, 2017  Percentage Change in Net Sales				
Revenue Growth Rate	As Reported Basis	Less: Impact of Foreign Currency	Operational Basis	Less: Significant Acquisitions	Organic Basis
Interventional Cardiology	4 %	(1) %	5 %	1 %	4 %
Peripheral Interventions	6 %	(1) %	7 %	0 %	7 %
Cardiovascular	5 %	(1) %	6 %	1 %	5 %
Cardiac Rhythm Management	1 %	(1) %	2 %	0 %	2 %
Electrophysiology	12 %	(1) %	13 %	0 %	13 %
Rhythm Management	2 %	(1) %	3 %	0 %	3 %
Endoscopy	11 %	(1) %	12 %	5 %	7 %
Urology and Pelvic Health	10 %	0 %	10 %	0 %	10 %
Neuromodulation	14 %	0 %	14 %	0 %	14 %
MedSurg	11 %	(1) %	12 %	2 %	10 %
Net Sales	6 %	(1) %	7 %	(1) %	6 %

	Three Months Ended June 30, 2017						
in millions, except per share data	Pre	e-Tax	Tax I	mpact	Afte	er-Tax	act per hare
GAAP net income (loss)	\$	91	\$	55	\$	146	\$ 0.11
Non-GAAP adjustments:							
Acquisition-related net charges		8		(9)		(1)	0.00
Restructuring and restructuring-related net charges		16		(3)		13	0.01
Litigation-related net charges		205		(74)		131	0.09
Investment impairment charges		53		(19)		34	0.02
Amortization expense		142		(21)		121	0.09
Adjusted net income	\$	515	\$	(71)	\$	444	\$ 0.32

	Three	• Mon	ths En	ded	June 30	), 20 <sup>,</sup>	16
Р	re-Tax	Tax I	mpact	Aft	ter-Tax		pact per share
\$	(397)	\$	190	\$	(207)	\$	(0.15)
	53		(4)		49		0.04
	26		(5)		21		0.02
	618		(224)		394		0.28
	135		(19)		116		0.08
\$	435	\$	(62)	\$	373	\$	0.27
		\$ (397)  53 26 618 135	Pre-Tax Tax I \$ (397) \$  53 26 618 135	Pre-Tax         Tax Impact           \$ (397)         \$ 190           53         (4)           26         (5)           618         (224)           135         (19)	Pre-Tax         Tax Impact         Aft           \$ (397)         \$ 190         \$           53         (4)         (5)           618         (224)         (19)	Pre-Tax         Tax Impact         After-Tax           \$ (397)         \$ 190         \$ (207)           53         (4)         49           26         (5)         21           618         (224)         394           135         (19)         116	Pre-Tax         Tax Impact         After-Tax           \$ (397)         \$ 190         \$ (207)         \$           53         (4)         49         26         (5)         21           618         (224)         394         135         (19)         116

Assumes dilution of 17.7 million shares for the three months ended June 30, 2016 for all or a portion of these non-GAAP adjustments.

	Three Months Ended				
Adjusted Gross Margin	6/30/2017	6/30/2016	Basis Points Change		
Gross Margin, as reported	72.0 %	70.0 %	200		
Less: Non-GAAP adjustments	(0.8)%	(0.7)%			
Adjusted Gross Margin	72.8 %	70.7 %	210		

	Three Months Ended				
Adjusted Operating Margin	6/30/2017	6/30/2016	Basis Points Change		
Operating Margin, as reported	10.0 %	(15.7)%			
Less: Non-GAAP adjustments	(16.0)%	(39.1)%			
Adjusted Operating Margin	26.0 %	23.4 %	260		

	Three Months Ended June 30, 2017				
Region: Year-over-Year Change	Reported	Less: Impact of Foreign Currency Fluctuations	Operational		
US	9%	0%	9%		
OUS	3%	(2)%	5%		
Emerging Markets	13%	(2)%	15%		

	Т	Three Months Ended June 30, 2017				
Region: % of BSX	Reported	Less: Impact of Foreign Currency Fluctuations	Operational			
US	57%	0%	57%			
OUS	43%	0%	43%			
Emerging Markets	10%	0%	10%			

in millions	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016	
Segment Operating Income	Adjusted Operating Income	Adjusted Operating Income	%Change
Cardiovascular	\$ 268	\$ 249	7%
Rhythm Management	115	73	57%
MedSurg	270	234	16%
Segment Operating Income	653	556	
Corporate expenses and currency	(66)	(58)	
Acquisition-related, restructuring- and restructuring-related and litigation-related net credits (charges)	(220)	(697)	
Amortization expense	(142)	) (135)	
Operating Income (Loss)	\$ 225	\$ (334)	
in millions	Three Months Ended June 30, 2017	Three Months Ended June 30, 2016	
Segment Operating Margin	Adjusted Operating Margin	Adjusted Operating Margin	Basis Point Change
Cardiovascular	30.1%	29.7%	40
Rhythm Management	20.9%	13.7%	720
MedSurg	32.2%	31.1%	110

# Appendix A (Continued)

	Three Months Ended					
Peripheral Interventions (PI) Revenue Growth	06/30/17	03/31/17	12/31/16			
PI revenue growth, as reported	6 %	7%	10%			
Less: Impact of foreign currency fluctuations	(1)%	—%	1%			
PI Revenue Growth, constant currency	7 %	7%	9%			

	Three Months Ended
Urology and Pelvic Health (UroPH) Revenue Growth	06/30/16
Revenue growth, as reported	89 %
Less: Impact of foreign currency fluctuations	(1)%
Revenue Growth, constant currency	90 %
Less: Impact of significant acquisitions	72 %
Estimated sales growth, organic	18 %

in millions		Three Months Ended		
Adjusted Free Cash Flow	6/3	6/30/2017 6/30/201		
Operating cash flow, reported	\$	186 \$	422	
Less: Purchases of PP&E		68	79	
Add: Sales of PP&A		0	_	
Free Cash Flow, reported		118	343	
Plus: Restructuring Payments		17	16	
Plus: Special Tax Refunds/Credits		(35)	(33)	
Plus: Legal Settlements		291	127	
Plus: Other		18	11	
Adjusted Free Cash Flow	\$	409 \$	464	

	Q3 2017 Estimate		
	(Low)	(High)	
Estimated GAAP sales growth	4 %	5 %	
Less: Estimated impact of foreign currency fluctuations	(1)%	(1)%	
Estimated sales growth, operational	5 %	6 %	

Full Year 2017 Estimate				
(Low)	(High)			
6%	7 %			
0%	(1)%			
6%	8 %			

	Q3 2017 Estimate			<b>Estimated Growth</b>		
	(Low)	(High)	(Low	<b>'</b> )	(High)	
Estimated GAAP EPS	\$ 0.16	\$ 0.1	8			
Estimated acquisition-related net charges	0.02	0.0	2			
Estimated restructuring and restructuring-related charges	0.02	0.0	2			
Estimated amortization expense	0.09	0.0	9			
Estimated Adjusted EPS	\$ 0.29	\$ 0.3	31 9	9 %	16 %	
Less: Estimated impact of foreign currency fluctuations			(7	7)%	(8)%	
Estimated Adjusted EPS, excluding FX			16	3 %	24 %	

		Full Year 2017 Estimate		<b>Estimated Growth</b>		
		(Low)	(High)	(Low)	(High)	
Estimated GAAP EPS	\$	0.70 \$	0.74			
Estimated acquisition-related net charges	'	0.01	0.01			
Estimated restructuring and restructuring-related charges		0.05	0.05			
Estimated amortization expense		0.35	0.35			
Investment impairment charges		0.02	0.02			
Litigation-related charges		0.10	0.10			
Estimated Adjusted EPS	\$	1.23 \$	1.27	11 %	14 %	
Less: Estimated impact of foreign currency fluctuations				(7)%	(7)%	
Estimated Adjusted EPS, excluding FX				18 %	21 %	

Numbers presented above may not foot due to rounding.

Growth rates are based on actual, non-rounded amounts and may not recalculate precisely.

# Appendix A (Continued)

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### Forward-Looking Non-GAAP Financial Measures

The following is an explanation of the adjustments that management excluded from GAAP measures to calculate the following forward-looking non-GAAP financial measures for the third quarter and full year 2017:

**Adjusted Gross Margin:** Excludes from GAAP gross margin the impacts of forecasted acquisition- and divestiture- and restructuring-related charges or credits.

**Adjusted SG&A:** Excludes from GAAP SG&A the impacts of forecasted acquisition- and divestiture- and restructuring-related charges or credits.

**Adjusted R&D:** Excludes from GAAP R&D the impacts of forecasted acquisition- and divestiture- and restructuring-related charges or credits.

**Adjusted Operating Margin:** Excludes from GAAP operating margin the impacts of forecasted acquisition- and divestiture- and restructuring- and restructuring-related charges or credits, and amortization expense.

**Adjusted Tax Rate:** Excludes from GAAP tax rate the tax impacts related to forecasted acquisition- and divestiture- and restructuring- and restructuring-related charges or credits, and amortization expense.

**Adjusted Free Cash Flow:** Adjusts GAAP operating cash flow to include the impacts of forecasted capital expenditures and excludes the impact of estimated after-tax acquisition- and divestiture-, restructuring- and litigation-payments.

Please refer to our Safe Harbor for forward-looking statements disclosure on slide 2 in conjunction with any forward looking information presented within.