Leading the way.
IDEXX Laboratories, Inc. is a leader in companion animal health, serving practicing veterinarians around the world with innovative, technology-based offerings, including a broad range of diagnostic products and services, practice-management systems and pharmaceuticals. IDEXX products enhance the ability of veterinarians to provide advanced medical care and to build more economically successful practices. IDEXX is also a worldwide leader in providing diagnostic tests and information for the production animal industry and tests for the quality and safety of water and milk. Headquartered in Maine, IDEXX Laboratories employs more than 4,000 people and offers products to customers in over 100 countries.
Financial Highlights

Year Ended December 31,
dollars and shares in thousands, except per share data

<table>
<thead>
<tr>
<th></th>
<th>2005</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total revenue</td>
<td>638,095</td>
<td>739,117</td>
</tr>
<tr>
<td>Income from operations</td>
<td>115,331</td>
<td>127,933</td>
</tr>
<tr>
<td>Net income</td>
<td>78,254</td>
<td>93,678</td>
</tr>
<tr>
<td>Net income per share: diluted</td>
<td>2.30</td>
<td>2.84</td>
</tr>
<tr>
<td>Diluted weighted average shares outstanding</td>
<td>34,055</td>
<td>32,954</td>
</tr>
<tr>
<td>Net cash provided by operating activities</td>
<td>116,552</td>
<td>109,826</td>
</tr>
<tr>
<td>Cash and investments</td>
<td>132,731</td>
<td>96,666</td>
</tr>
<tr>
<td>Total assets</td>
<td>490,676</td>
<td>559,560</td>
</tr>
<tr>
<td>Notes payable</td>
<td>551</td>
<td>7,125</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>121,366</td>
<td>149,699</td>
</tr>
<tr>
<td>Stockholders’ equity</td>
<td>369,010</td>
<td>409,861</td>
</tr>
</tbody>
</table>
Dear Fellow Stockholders:

I am delighted to report that 2006 was a year of accelerating growth, made possible by the combination of attractive market dynamics and IDEXX’s continuing focus on delivering customer value. While achieving impressive financial results, we also continued to invest in the company in ways that will enhance our ability to deliver sustained growth and margin improvement in the years to come. IDEXX, with its global leadership positions, serves attractive secular growth markets in animal health, worthy of this investment focus.

IDEXX revenues grew 16% in 2006. Organic revenue growth (which excludes acquisitions and the effects of foreign exchange translation) accelerated to 14% from 10% in 2005 and single digits in 2004. Earnings per share grew 23% both on a reported basis and after adjusting for certain discrete items, up from 13% growth adjusted for discrete items in 2005.*

Operating cash flow was $110 million and free cash flow was $64 million. Continuing our efforts to use cash to generate attractive shareholder return, we used $106 million toward repurchase of 1.3 million shares at an average price of $79 per share. In addition, we invested $25 million in acquisitions in 2006. Early in 2007, we invested another $83 million for three additional acquisitions. All of these build upon and extend our core animal health businesses around the world.

IDEXX’s stock return of 10% for 2006 compares with a 9% rise in the S&P SmallCap Healthcare Index, and a 1% decline in the S&P MidCap Healthcare Index. In the five years since my arrival at IDEXX as CEO in January 2002 through the end of February 2007, IDEXX stock has generated an average annual return of 27%, compared to index performance of 11% (SmallCap Healthcare) and 11% (MidCap Healthcare). Our approach going forward continues to be a strong orientation towards long-term shareholder value creation by investing in technology and growth.

**Companion Animal Group**

The Companion Animal Group comprises 82% of total revenue. We are fortunate that the market for the animal health products and services is growing approximately 10% annually, with solid fundamentals in end user demand. Pet owners around the world are increasingly inclined to treat pets as family members deserving the best in products and services, including healthcare services. The demographics of pet ownership remain promising, as prosperous baby boomers shift into active upper middle age and young married couples with dual incomes delay having children and rely on pets as family companions. Diagnostics are one of the faster growing and most profitable areas of the veterinary practice. Veterinarians, in providing healthcare for family pets, continue to adopt IDEXX innovations, particularly in diagnostics and information systems, to deliver the best standard of medical care while improving the productivity and economic success of their practices.

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*In 2006, discrete items included (i) $0.27 per diluted share of equity compensation expense net of tax, (ii) $0.01 per diluted share for integration costs for business acquired in 2006 and the write-down of an equity investment in one of our technology licensors net of tax, partially offset by (iii) a net tax benefit of $0.19 per diluted share due to a reduction in previously accrued taxes in connection with the resolution of an Internal Revenue Service income tax audit for 2003 and 2004 in advance of the expiration of the statutes of limitations. In 2005, discrete items included $0.08 per diluted share of acquisition integration expense, net of tax and income tax expense associated with repatriation of foreign earnings under the American Jobs Creation Act of 2004.
We target product development in three key areas: 1) new diagnostic assays that advance the standard of care; 2) point-of-care instrument design that emphasizes fast, convenient, complete, highly reliable and accurate diagnostic information pet-side; and 3) software and information systems that tie our product and service offerings together conveniently, allowing practices to advance their standard of care, productivity and profitability. Our complementary focus on quality, reliability and customer support all affect the customer experience, which creates loyal customer relationships and leads our customers to promote IDEXX to friends and colleagues.

We leverage our internal Research and Development (R&D) efforts at IDEXX by partnering with leading veterinarians and academics around the world to pursue advanced diagnostic technologies that bring innovation to veterinary medicine, furthering the standard of care. A case in point is our recent close collaboration with Dr. Jörg Steiner and Dr. David Williams at Texas A&M’s Gastrointestinal Laboratory, to develop a commercial assay that measures the level of canine pancreatic lipase, which assists veterinarians in diagnosing canine pancreatitis. Pancreatitis is a serious disease, previously difficult to distinguish from other possible causes in a dog suffering with gastrointestinal symptoms. Now veterinarians can rule in or rule out pancreatitis, allowing for implementation of the proper treatment plan and more rapid relief for the patient and the pet owner.

The IDEXX VetLab® line of business, which remains our largest, consists of in-clinic diagnostic instruments and associated consumables. The IDEXX VetLab Suite provides a complete, integrated and highly capable in-house laboratory, with analyzers that measure blood and urine chemistry, hematology, electrolytes, endocrinology and blood gases. The IDEXX VetLab line of business is a razor-and-blade business model, with 80% of the line’s revenue derived from proprietary consumables and related recurring revenues that generate attractive margins.

We leverage our internal R&D efforts at IDEXX by partnering with leading veterinarians and academics around the world to pursue advanced diagnostic technologies that bring innovation to veterinary medicine, furthering the standard of care.

Over the last few years, we’ve been building a world-class instrument R&D, engineering, manufacturing and marketing capability at IDEXX, enabling us to introduce a steady stream of new innovations to the suite. In the last year, we have brought to market:

- The IDEXX VetLab® Station, a touch screen-based laboratory data management system that ties all the instruments in the suite together as one integrated and easy-to-use in-house laboratory. Software advances in this system make it easier to operate the instruments, enter data and integrate the entire diagnostic workup, including SNAP® test results, with a unified and easy-to-interpret report. With a database of complete historical information, veterinary staff can access patient electronic diagnostic records easily, enabling a high standard of medical care and increasing productivity.
- A urinalysis instrument and associated reagent strips, the IDEXX VetLab® UA” Analyzer and Strips, that replaces the inconvenience of manual interpretation and recording of results with an automated report that can be uploaded to the patient’s electronic medical record.
- A new VetTest® diagnostic health profile that responds to customer desires (and IDEXX VetLab’s unique capability) to screen the health of the pancreas, along with other key organs and systems.
- Several improvements to laboratory workflow, ease of use and reliability, which are key factors in the customer experience.
- Online training for technician staff that provides continuing education credits without the time and expense of travel.

We have also announced that we will be introducing three new instruments to the IDEXX VetLab Suite in the next 12 months. First, we plan to introduce a new instrument that tests blood coagulation, slated to be launched before the end of 2007. This instrument will also connect with the IDEXX VetLab Suite. With this addition, and the new urinalysis and blood gas instruments, our integrated in-house laboratory system will provide the only fully comprehensive point-of-care solution to veterinarians. It rivals the capabilities of the reference laboratory for basic blood profiles, emergency and critical care applications.

Additionally, by early 2008, we plan to launch our next-generation chemistry and endocrine analyzers, called Catalyst Dx” (blood chemistry, electrolytes and urine chemistry) and SNAPshot® Dx” (endocrine and liver function immunochemistry, and automated SNAP test interpretation). Due to their advanced capability, these two instruments will each significantly upgrade the IDEXX VetLab Suite. Both instruments provide an extremely simple approach, generating diagnostic results within minutes of drawing the blood sample. They will also leverage the powerful information capabilities of the IDEXX VetLab Station, which, at the end of 2007, is expected to have an installed base of well over 4,000 practices. The result will be an in-house diagnostic lab from IDEXX that will reinvent the practice of veterinary medicine at the point of care.

Our Rapid Assay line of business, a leader in point-of-care single-use test kits for the screening and diagnosis of infectious disease, results from a long history of investment in a product line highly valued by veterinarians. Our products are based on our proprietary SNAP platform, which allows customers to screen for one or multiple diseases in one step.
Our most recent innovation, the SNAP® 4Dx® Test, expands upon our highly successful SNAP® 3Dx® Test, by providing the ability to screen dogs simultaneously for four parasitic diseases—heartworm, Lyme disease, E. canis and canine anaplasmosis. By combining a heartworm test with tests for three prevalent tick-borne diseases, SNAP 4Dx allows veterinarians to screen patients efficiently for diseases that are typically difficult or impossible to diagnose from clinical signs alone. In fact, many dogs display no visible signs for months. Since its full launch in September of 2006, SNAP 4Dx has already received a tremendous reception with a significant number of customer conversions from SNAP 3Dx.

Our Reference Laboratory business grew 20% in 2006 as a combined result of organic growth and strategic acquisitions. Our global network of reference laboratories, now numbering 37, expanded in 2006 to include South Africa, with the addition of Golden VetLab’s three locations, and Canada, with the addition of Central Laboratory for Veterinarians’ four locations. In March 2007, we also acquired Vita-Tech Canada, the largest veterinary laboratory in Canada with a strong presence in the important markets of Toronto and Montreal. Combining these two Canadian laboratory acquisitions with IDEXX’s worldwide network allows us to serve the Canadian veterinary profession with the highest quality reference laboratory services, complementing our in-house veterinary diagnostic solutions and practice management software in this important country.

We continue to innovate in the rapidly-growing market for veterinary Digital Radiography. Veterinarians are starting to replace traditional film-based X-ray with digital radiography in their practices, as a result of the benefits of image quality, workflow and total operating cost. In addition, film-based systems require the use of special chemicals in the clinic and have physical space requirements for use and storage of images.

In July 2006, we introduced our newest digital product, the IDEXX-DR™ 1417 Direct Digital Radiography System for companion animals, which delivers an enhanced level of image sharpness and clarity. Direct digital radiography allows practitioners to view images within seconds and manage images with IDEXX-PACS™ software. Added to the portable IDEXX EquiView® Digital Radiography System for the equine market and IDEXX-CR™ 1417, a computed radiography system for the small animal market, this new offering allows IDEXX to market a spectrum of imaging solutions that meets the needs of a broad range of veterinary practice sizes and types.

We are also a leader in Practice Management Systems, the software used by practices to run their businesses. These systems are also evolving to support adoption of electronic medical records, and IDEXX is leading the way with our IDEXX Cornerstone® Practice Management System. Our newest release, Cornerstone® 7.0, advances system capability in several key areas, including inventory management, imaging and radiography features, and information connectivity with IDEXX in-house diagnostic systems and IDEXX Reference Laboratories.

As we continue to design and introduce capabilities across each of our product and service lines, we also focus on their interoperability, so that our products work together simply and seamlessly to integrate practice financial and medical information. As a result, we are able to provide our customers a unique set of integrated information solutions that advance their standard of medical care, dramatically increase staff productivity and morale, and have a significant impact on practice profitability.

Production Animal Segment

The Production Animal Segment (PAS) sales were $59 million, a year-to-year organic growth of 30%. In 2006, PAS’s livestock product lines continued to exhibit strong growth. Containing mad cow disease remains a key area of customer focus, especially in Europe. PAS is building strong working relationships with leading European testing laboratories that generate a market of over 10 million annual tests. Our new IDEXX HerdChek® Bovine Spongiform Encephalopathy-Scrapie Antigen Test Kit is made to order for this market. It combines large-scale testing for mad cow disease and scrapie, a similar disease in sheep and goats, in one rapid, reliable test.

In March 2007, we further grew our PAS business by acquiring Institut Pourquier, a leading provider of production animal diagnostic products, based in France, with a strong European market presence and a product portfolio that is complementary to the Company’s existing production animal products.

Our Dairy business continues to partner with cooperatives and government agencies around the world to screen for antibiotic residues in milk. Because it takes only one cow treated with sulfamethazine (SMZ) to contaminate the pooled milk of up to 70,000 other animals, IDEXX developed the new SNAP® Sulfamethazine Test, an accurate and simple method to detect SMZ residue in milk. Dairy farmers, processors and laboratories worldwide have adopted the SNAP family of tests, making IDEXX one of the global market leaders in the field of milk safety.
We emphasize quality and operational excellence, knowing that a sound strategy benefits from disciplined execution. Achievement of ISO 9001:2000 certification, supported by more than a thousand employees at our Maine facilities, was a milestone on our path to establish a sustainable quality management system.

Outlook

As we move further into the 21st century, I continue to see great potential for our businesses, particularly in companion animal health. Our plans remain to introduce needed, innovative and connected new products and services, while accelerating customer adoption rates through effective marketing and a dedicated, expert and passionate worldwide sales team. As a result, our financial goals continue to be double-digit organic revenue growth and mid-teens growth in earnings per share.

Our performance depends greatly on the execution of our strategy, and IDEXX still has much work to accomplish our key strategies, generate customer satisfaction and excitement, and realize the full potential of our unique and extraordinary business model. Our employees remain dedicated to this task and to our Company’s mission: to be a great company by creating exceptional long-term value for our customers, employees and shareholders through worldwide leadership in our businesses.

Jonathan W. Ayers
Chairman, President and Chief Executive Officer
Make the connections.
IDEXX integrates information so veterinarians can make more informed decisions and manage their practices more efficiently.
Companion Animal Group

Medicine is about making the connections. That’s why IDEXX invests in seamless integration of our diagnostic and information system products. When a practice’s data can flow easily between the medical and transaction systems used by the hospital, practitioners are on the way to enjoying the benefits of going paperless.

Making the transition is easier because of IDEXX SmartLink™ Technology, the intelligent communication system built into IDEXX products and services. SmartLink connects our market-leading practice management system, Cornerstone, to the IDEXX VetLab Suite of instruments, to IDEXX Digital Radiography, and to IDEXX Reference Laboratories.

For example, each of our in-house analyzers connects with the new IDEXX VetLab Station to save technicians’ time and ensure medical record accuracy. Now technicians can run a pet’s blood sample on multiple analyzers simultaneously from a single station, and run multiple patients simultaneously. Results for each patient are integrated into a single, comprehensive report, and saved in a laboratory information management system. Easy access to complete, integrated reporting gives veterinarians a clearer picture of the patient’s health status.

IDEXX VetLab Station’s ability to graph trends from past test results further expands practitioners’ field of view. The greater the level of relevant patient information, the greater the probability of a diagnosis and treatment plan that will lead to recovery or continued wellness.

IDEXX products and services also connect seamlessly with Cornerstone’s medical records system. For example, technicians can now easily order patient blood work from Cornerstone for either IDEXX VetLab Suite or IDEXX Reference Laboratories. This two-way digital communication of requisitions and return of results to Cornerstone’s electronic medical record saves staff time and improves productivity. Cornerstone also ensures 100% capture of the service charge on the invoice at the time of blood work requisition, increasing the practice’s revenue and profitability.

“Innovation comes from closely observing how veterinarians actually practice. This close connection to our customers and their needs is a key element that directs our new product innovations. IDEXX VetLab Station is a case in point. By generating a complete and integrated diagnostic report, IDEXX VetLab Station supports practitioners in making the best possible medical decisions, quickly and efficiently.”

— Dr. Michael Williams
Corporate Vice President
IDEXX VetLab

Milestones | Introductions | Advancements

2006

IDEXX VetLab® UA™ Analyzer and Strips
Provides an easier, more efficient and consistent method of conducting urinalysis

IDEXX VetLab® Station Laboratory Information Management System
Integrates data generated by the IDEXX VetLab Suite of in-house diagnostic instruments

Cornerstone® 7.0 Practice Management System
Incorporates IDEXX SmartLink™ Technology to seamlessly transmit a laboratory test request to diagnostic instruments

Acquisition of the Critical Care Division of Osmetech plc
Secured our supply of current VetStat analyzers and consumables as well as the electrolyte module and associated consumables for our next-generation chemistry analyzer, Catalyst Dx™
Learn by teaching.

IDEXX educates and collaborates, which helps us strengthen our partnerships with practitioners.
Scientific advances start with conversations. By talking directly with veterinarians, IDEXX gains insights into new or persistent health challenges. The product development and internal medicine teams collaborate and exchange theories and data with key opinion leaders—practitioners, research scientists and pathologists. IDEXX then applies findings to bring important new problem-solving products to market.

Research partners include innovators such as Dr. Edward Breitschwerdt, Co-Director of the Vector Borne Diseases Diagnostic Laboratory at North Carolina State University. As a world authority on tick-borne and vector-borne infectious diseases, Dr. Breitschwerdt chooses to work with IDEXX because we are as committed as he is to helping veterinarians achieve greater awareness.

Dr. Breitschwerdt’s understanding of the evolving nature and profound consequences of chronic infections and emerging threats such as anaplasmosis strengthens IDEXX product development. His work helped IDEXX create the latest generation of canine SNAP rapid assays, SNAP 4Dx, the first canine test to combine heartworm and three tick-transmitted pathogens and now helps veterinarians assess the potential of co-infection in dogs.

In addition to his work in the laboratory, Dr. Breitschwerdt and other experts help IDEXX educate thousands of veterinarians through IDEXX-sponsored journal articles, seminars and webinars. Collaboration continues on a day-to-day basis as IDEXX supports practitioners with unmatched service. Practitioners can perform tests in-house or send samples by courier for analysis at IDEXX Reference Laboratories, then consult with pathologists and board-certified internal medicine specialists. Customer support is available 24/7 by telephone, over the Internet and in the field. Providing world-class expertise and service—when, where and how practitioners need it—is something unique about IDEXX. Our mutual commitments to making a difference through medicine, and to helping veterinarians work smarter, is how IDEXX deepens its relationship with each customer.

“In it’s critical to veterinarians to help their customers control tick-borne disease in dogs, something Americans have learned with the spread of Lyme disease. A new threat is anaplasmosis, which is transmitted by the same tick that carries the organism of Lyme disease. Anaplasmosis displays very similar signs to Lyme disease, but can cause severe illness within only a few days of a tick bite. Additionally, new data is pointing to a link between animals that are co-infected with anaplasmosis and Lyme and their increased risk of presenting with clinical signs.”

— Dr. Tony DiMarco
Vice President
Immunoassays, Research & Development
Take great strides.
IDEXX innovations help advance the state-of-the-art of veterinary medicine.
Veterinary medicine is changing rapidly. New products and technology from IDEXX are helping practitioners save animals who would have been deemed hopeless only a few years ago. Digital radiography is an evolutionary leap that offers a range of advantages over traditional film X-rays, including sharper images, no development time or use of hazardous chemicals, and electronic file sharing and storage.

In 2006, the new IDEXX-DR 1417 and IDEXX EquiView laptop systems came to market with technology unique to the veterinary medical field: direct capture selenium plates, which effectively eliminate light diffusion to deliver the sharpest images possible. Dr. Vincent A. Baker, an equine veterinarian working at Santa Anita, California racetrack, uses the system to identify hairline fractures he never would have seen before.

The EquiView system is lightweight and portable, so practitioners can get clear, sharp images in the barn and in the field. Veterinarians find treating the horse on-site to be effective and timely. The ability to view detailed images within seconds enables practitioners to make faster, more accurate diagnoses so they can control infection quickly, perform pinpoint orthopedic surgery and manage pain better, leading to more effective and compassionate treatment plans.

— Jim Polewaczyk
Corporate Vice President
Rapid Assay and Digital

Milestones | Introductions | Advancements

2006

IDEXX-DR™ 1417 Direct Digital Radiography System for Companion Animals
Provides an extraordinarily sharp image on a full-size 14x17 inch plate, in just seconds

2007

EquiView® Direct Digital Laptop Radiography System for Equine
A lightweight portable system that provides improved performance and diagnostic capabilities in the field

“Digital imaging systems simplify and streamline the X-ray process with instant, clear images and electronic data that’s easy to store and access. In 2006, many companion animal veterinarians invested in the new large format IDEXX-DR 1417. The IDEXX-DR 1417 and the IDEXX EquiView are the only veterinary-specific systems made with the superior direct capture selenium technology used in human mammography.”

— Jim Polewaczyk
Corporate Vice President
Rapid Assay and Digital
Rest assured.
IDEXX supports leading diagnostic laboratories as we work together to tackle big issues in animal health.
In the late 1990s, the European beef market was in deep trouble due to the outbreak of mad cow disease. Change was required in everything from animal husbandry practices to screening protocols. We developed the new IDEXX HerdChek® Bovine Spongiform Encephalopathy-Scrapie Antigen Test Kit specifically for the unique challenges facing the European market. This second-generation test kit makes it easy to obtain accurate, reliable results in a fast turnaround time. It’s the latest innovation from IDEXX in the fight to contain BSE, and an important example of how the tests and treatments we develop truly make a difference.”

— Dr. Quentin Tonelli
Corporate Vice President
Production Animal Segment
IDEXX integrated products and services support veterinarians every step of the way, every day.
Connected Worldwide

From our roots as a small entrepreneurial venture founded in southern Maine in 1984, IDEXX Laboratories has expanded to more than 60 locations, in 17 states and 14 countries around the world, with a staff of over 4,000 people. If you have a pet, drink milk, use water or are concerned about food safety, IDEXX already touches your life.
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William C. Wallen, PhD
Senior Vice President and Chief Scientific Officer
Conan R. Deady
Corporate Vice President
General Counsel and Secretary
Thomas J. Dupree
Corporate Vice President
Companion Animal Group
Customer Facing Organization
S. Sam Fratoni, PhD
Corporate Vice President and
Chief Information Officer
Irene C. Kerr
Corporate Vice President
Worldwide Operations
Ali Naqui, PhD
Corporate Vice President
Dairy, Water, Asia Pacific and
Latin America Operations
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Rapid Assay and Digital
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Chief Financial Officer and Treasurer
Quentin J. Tonelli, PhD
Corporate Vice President
Production Animal Segment
Michael J. Williams, PhD
Corporate Vice President
IDEXX VetLab

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Executive Vice President and Chief Financial Officer
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Retired Chairman and Chief Executive Officer
New England Business Service

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NASDAQ National Market
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10-K
The form 10-K, contained herein, for the Company’s fiscal year ended December 31, 2006, is not accompanied by the exhibits that were filed with the Securities and Exchange Commission. These exhibits are available on the Internet by visiting the Edgar section of the SEC Web site (sec.gov/edgar.shtml) or the Investor Relations pages 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 any such exhibits should be made to:

Investor Relations
IDEXX Laboratories, Inc.
One IDEXX Drive
Westbrook, Maine 04092-2040

Quarterly Reports and Proxy Statements
Forms 10-Q and proxy statements can be obtained via the Investor Relations pages of idexx.com or by e-mail.