

# Waters

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## **Annual Reconciliation of GAAP to Adjusted Non-GAAP Financials as Disclosed in the Company's Annual Earnings Press Release**

The 2013 - 2011 adjusted amounts presented below are used by the management of the Company to measure operating performance with prior periods and forecasts and are not in accordance with generally accepted accounting principles (GAAP). The Company believes that the use of Non-GAAP measures, such as Non-GAAP Earnings Per Share (EPS) and Non-GAAP Operating Income, help management and investors gain a better understanding of our core operating results and future trends, and is consistent with how management measures performance for purposes of executive compensation and forecasts the Company's performance. The reconciliation identifies items management has excluded as non-operational transactions. Management has excluded the following items:

- Purchased Intangibles Amortization was excluded to allow for comparisons of operating results that are consistent over periods of time.
- Restructuring Costs, Asset Impairments, Acquisition-Related Costs and Other One-Time Costs were excluded as the Company believes that costs to consolidate operations, reduce overhead and complete acquisitions are infrequent or unusual and are not indicative of normal operating costs.
- Litigation Provisions and Non-Income Tax Audit Settlement Provisions were excluded as these costs are isolated, unpredictable and not expected to recur regularly.
- Infrequent Income Tax Items were excluded as these costs and benefits are typically the result of audit examination settlements, updates in management's assessment of ongoing examinations or other unusual tax items and are not indicative of the Company's normal or future income tax expense.

**Waters Corporation**  
**Annual Reconciliation of GAAP to Adjusted Non-GAAP Financials**  
**2013 - 2011**

(Dollars in thousands, except EPS)

	2013	2012	2011
GAAP Gross Profit	\$ 1,120,762	\$ 1,106,027	\$ 1,120,691
Asset Impairments	-	1,903	-
<b>Adjusted Non-GAAP Gross Profit</b>	<b>\$ 1,120,762</b>	<b>\$ 1,107,930</b>	<b>\$ 1,120,691</b>
GAAP Selling and Administrative Expenses (including Purchased Intangibles Amortization and Litigation Provisions)	\$ (502,883)	\$ (498,533)	\$ (499,744)
Purchased Intangibles Amortization & Step-Up Expenses	9,964	14,420	10,583
Restructuring Costs, Asset Impairments, Acquisitions & Other One-Time Costs	9,499	5,843	6,291
Litigation Provisions	-	7,434	-
Non-Income Tax Audit Settlement Provisions	-	484	2,050
<b>Adjusted Non-GAAP Selling &amp; Administrative Expenses</b>	<b>\$ (483,420)</b>	<b>\$ (470,352)</b>	<b>\$ (480,820)</b>
GAAP Operating Income	\$ 517,343	\$ 511,490	\$ 528,600
Purchased Intangibles Amortization & Step-Up Expenses	9,964	14,420	10,583
Restructuring Costs, Asset Impairments, Acquisitions & Other One-Time Costs	9,499	7,746	6,291
Litigation Provisions	-	7,434	-
Non-Income Tax Audit Settlement Provisions	-	484	2,050
<b>Adjusted Non-GAAP Operating Income</b>	<b>\$ 536,806</b>	<b>\$ 541,574</b>	<b>\$ 547,524</b>
GAAP Provision for Income Taxes	\$ (40,102)	\$ (26,182)	\$ (76,284)
Purchased Intangibles Amortization & Step-Up Expenses	(2,849)	(4,601)	(3,409)
Restructuring Costs, Asset Impairments, Acquisitions & Other One-Time Costs	(3,186)	(2,864)	(1,984)
Litigation Provisions	-	(2,788)	-
Non-Income Tax Audit Settlement Provisions	-	(182)	(759)
Infrequent Income Tax Items	(27,467)	(42,285)	(1,617)
<b>Adjusted Non-GAAP Provision for Income Taxes</b>	<b>\$ (73,604)</b>	<b>\$ (78,902)</b>	<b>\$ (84,053)</b>
GAAP Net Income	\$ 450,003	\$ 461,443	\$ 432,968
Purchased Intangibles Amortization & Step-Up Expenses	7,115	9,819	7,174
Restructuring Costs, Asset Impairments, Acquisitions & Other One-Time Costs	6,313	4,882	4,307
Litigation Provisions	-	4,646	-
Non-Income Tax Audit Settlement Provisions	-	302	1,291
Infrequent Income Tax Items	(27,467)	(42,285)	(1,617)
<b>Adjusted Non-GAAP Net Income</b>	<b>\$ 435,964</b>	<b>\$ 438,807</b>	<b>\$ 444,123</b>
GAAP EPS	\$ 5.20	\$ 5.19	\$ 4.69
Purchased Intangibles Amortization & Step-Up Expenses	0.08	0.11	0.08
Restructuring Costs, Asset Impairments, Acquisitions & Other One-Time Costs	0.07	0.05	0.05
Litigation Provisions	-	0.05	-
Non-Income Tax Audit Settlement Provisions	-	0.00	0.01
Infrequent Income Tax Items	(0.32)	(0.48)	(0.02)
<b>Adjusted Non-GAAP EPS</b>	<b>\$ 5.04</b>	<b>\$ 4.93</b>	<b>\$ 4.81</b>