

### KEY FINANCIAL STATISTICS

#### Trading Symbol

NASDAQ: CALP

#### Shares Outstanding

47.2 million (as of 04/30/07)

### EXECUTIVE MANAGEMENT

#### E. Kevin Hrusovsky

President and Chief Executive Officer

#### Thomas T. Higgins

Executive Vice President and Chief Financial Officer

#### John S. DelliSanti

Executive Vice President and Chief Commercial Officer

#### David M. Manyak, Ph.D.

Executive Vice President, Drug Discovery Services

#### Bruce J. Bal

Senior Vice President, Operations

#### Stephen E. Creager

Senior Vice President, General Counsel and Secretary

#### William C. Kruka

Senior Vice President, Corporate Development

#### Enrique Bernal

Vice President, Automation Business Development

#### Paula J. Cassidy

Vice President, Human Resources

#### Andrea W. Chow, Ph.D.

Vice President, Chip R&D and Manufacturing

#### Bradley W. Rice, Ph.D.

Vice President, Instrumentation and Biophotonic Imaging R&D

#### Mark T. Roskey, Ph.D.

Vice President, Reagents and Applied Biology

### LOCATION

#### Corporate Headquarters

68 Elm Street  
Hopkinton, MA 01748 USA  
P: 508.435.9500  
F: 508.435.3439  
www.caliperLS.com

**Caliper Life Sciences** uses its advanced liquid handling, real-time molecular imaging, and LabChip technologies to create leading edge tools that accelerate drug discovery, enhance the diagnosis of disease and facilitate scientific research. Caliper's headquarters are located in Hopkinton, Massachusetts, and maintains direct sales, service and applications support throughout the world. Caliper customers and partners include many of the largest pharmaceutical, biotechnology, and life sciences companies. Key forces driving Caliper's future growth include:

- Innovative research and development platforms
- Commanding intellectual property estate
- Broad and established customer base
- Experienced executive team with solid track record of establishing key business relationships
- Global commercial infrastructure

### MARKETS

Caliper is currently addressing three major markets: drug discovery and development, genomics and proteomics and molecular diagnostics. By using direct, indirect distribution, and partnership channels to maximize penetration of its products and technologies into the marketplace, Caliper is positioning itself as a leader in the life science tools market.

The Caliper Driven partnership distribution channel is core to Caliper's business strategy and complementary to its direct sales and distribution network activities. Caliper Driven enables the company to extend the commercial potential of its technologies into new industries and new applications.

### STRATEGY

With its acquisitions of NovaScreen Biosciences and Xenogen Corporation, Caliper has positioned itself to transform drug discovery and development through a keen focus on clinically relevant experimentation. Caliper's products and services, assembled from its leading portfolio of microfluidics, liquid handling, and imaging technologies, span *in vitro* and *in vivo* experimentation and address key issues on the critical path of drug discovery and development.



Caliper's Headquarters located in Hopkinton, Massachusetts, USA

## KEY INVESTMENT HIGHLIGHTS

- Tools company well positioned for profitability in 2007
- Recently completed acquisition of Xenogen Corporation allows for Caliper's *in vitro* microfluidics franchise to compliment Xenogen's proprietary *in vivo* technology, creating a strong lineup of synergistic, novel scientific discovery tools that fulfill the growing needs of pre-clinical drug discovery markets
- First-mover advantage in commercializing microfluidic technology and demonstrated traction with blue-chip customer base
- Product offering addresses entire drug discovery pipeline and has been validated by large pharma to reduce costs, generate high quality data and increase efficiencies
- Broad patent estate including more than 250 issued U.S. patents and a total portfolio of more than 1000 pending and issued patents worldwide
- Well-positioned for strategic access to new markets such as microarrays and molecular diagnostics
- Experienced management team with commercial experience and demonstrated ability to establish important business development relationships

## PRODUCTS

### IVIS Imaging Systems

IVIS is one of the most sensitive imaging systems on the market. The system non-invasively illuminates and monitors biological processes in a living mammal in real time, using both luciferase (bioluminescent) and fluorescent reporter systems.

### LabChip 3000 Drug Discovery System

The LabChip 3000 system is rapidly being recognized as the highest-quality approach to screening candidate drug compounds against biological targets. A broad suite of assays has been developed for drug targets such as kinases, proteases, phosphatases and GPCRs (G-Protein Coupled Receptors).

### EZ Reader Series - Kinase Profiling Kits

Kinases are a popular class of drug discovery targets since they have been shown to play a role in cancer, cardiovascular, and other diseases. The EZ Reader series with ProfilerPro reagent kits are a convenient and affordable approach to kinase profiling, helping researchers determine the interaction between drug candidates and the many different kinases found in the human body.

### LabChip 90 Automated Electrophoresis System

Caliper's LabChip 90 system automates the analysis of proteins and DNA fragments and is designed to meet the needs of higher-throughput research and production laboratories. Using Caliper's proprietary microfluidic sipper chips to sample directly from 96-well or 384-well plates, the LabChip 90 provides walk-away automation and immediate reporting of high-quality sizing and concentration data. Similar in concept to the Agilent 2100 Bioanalyzer, for which Caliper manufactures microfluidic chips, the LabChip 90 provides a high-throughput, automated alternative to slab gel electrophoresis.

### Sciclone Liquid Handlers

A modular, robotic liquid handling workstation that incorporates leading-edge liquid handling technology with unique options and accessories for automating a wide array of life science protocols.

### Staccato Automated Systems

Staccato systems combine the reliability of robust standard automation building blocks with modular table foundations to create both customized and application-specific workstations with unprecedented flexibility, compactness and throughput.

### Twister Advanced Capability Microplate Handlers

With over 3,400 in laboratories around the world, the Twister platform has become the standard for laboratory microplate movement and management. Twister II provides increased capacity and integration capabilities and is now available with iLink software, an easy-to-use interface that extends walk-away time.

### Caliper Discovery Alliances and Services (CDAS)

Caliper Discovery Alliances and Services offers *in vitro* and *in vivo* outsourced research services. Over 700 *in vitro* assay types are available, including GPCR, kinase, and ion channel screening and profiling assays, side effect panels, and toll-like receptor cellular models. *In vivo* offerings include more than 85 pharmacological assays that measure over 400 different parameters. Among the *in vivo* services are *in vivo* compound, profiling and phenotyping studies, and services to create genetically modified animal models for in-house or outsourced studies.

## RESEARCH COVERAGE

Piper Jaffray

Susquehanna Financial Group

ThinkEquity Partners

Thomas Weisel Partners, LLC

Leerink Swann & Company

Americas Growth Capital

Craig-Hallum

