

# Fact Sheet

FISCAL YEAR 2013

## Quick Facts

As of FYE 10/31/13

<b>Global Headquarters</b>	Pleasanton, CA
<b>Worldwide Employees</b>	Over 8,000
<b>Business Units</b>	CooperVision CooperSurgical
<b>Industries</b>	Vision care (contact lenses) Women's health (obstetrics, gynecology)
<b>Websites</b>	<a href="http://www.coopercos.com">www.coopercos.com</a> <a href="http://www.coopervision.com">www.coopervision.com</a> <a href="http://www.coopersurgical.com">www.coopersurgical.com</a>

## Stock Information

(As of FYE 10/31/13)

<b>Stock Symbol</b>	C00
<b>Stock Exchange</b>	NYSE Euronext
<b>Stock Price</b>	\$129.21
<b>Diluted Shares</b>	49.7 million
<b>Market Capitalization</b>	\$6.4 billion

## Financial Summary

(FY 2013 - Consolidated)

<b>Revenue</b>	\$1.6 billion
<b>GAAP Earnings Per Share</b>	\$5.96
<b>Non-GAAP Earnings Per Share <sup>(1)</sup></b>	\$5.95
<b>Free Cash Flow <sup>(2)</sup></b>	\$239.4 million

(1) See "Reconciliation of Non-GAAP EPS to GAAP EPS" shown in Cooper's earnings release dated 12/5/13

(2) See "Fiscal Year 2013 Operating Highlights" shown in Cooper's earnings release dated 12/5/13

(3) Independent Market Research/Management Estimates

## Company Overview

The Cooper Companies, Inc. ("Cooper") is a global medical device company publicly traded on the NYSE Euronext (NYSE:C00). Cooper is dedicated to being A Quality of Life Company™ with a focus on delivering shareholder value. Cooper operates through two business units, CooperVision and CooperSurgical. CooperVision brings a refreshing perspective on vision care with a commitment to crafting a wide range of high-quality products for contact lens wearers and providing focused practitioner support. CooperSurgical focuses on supplying women's health clinicians with market leading products and treatment options to improve the delivery of healthcare to women. Headquartered in Pleasanton, CA, Cooper has over 8,000 employees with products sold in over 100 countries. For more information, please visit [www.coopercos.com](http://www.coopercos.com).

## The Cooper Companies

A Quality of Life Company™

- Founded in 1958 and incorporated in 1980
- Operates as a holding company with two business units – exceeded \$1.5 billion in fiscal 2013 revenue with 53% of revenue generated outside the United States
- Achieved record revenue and earnings in fiscal 2013
- 14 consecutive years of revenue growth
- Outperformed the S&P 500 Index over a one, three, five and ten year time horizon

## CooperVision

Live Brightly.

- 80% of Cooper revenue – exceeded \$1.2 billion in fiscal 2013 revenue
- 3rd largest manufacturer of soft contact lenses with 19% global market share and one of the most respected global brands in the business <sup>(3)</sup>
- Provides best-in-class products competing in all major modalities and materials, including advanced silicone hydrogel brands MyDay®, Biofinity® and Avaira®. Maintains one of the industry's largest contact lens portfolios including spherical lenses (to correct common visual defects), toric lenses (to correct astigmatism) and multifocal lenses (for presbyopia).

## CooperSurgical

Keeping you at the forefront of women's healthcare™

- 20% of Cooper revenue – exceeded \$319 million in fiscal 2013 revenue
- Focuses on driving enhanced medical outcomes in the women's healthcare segment through advanced, clinically relevant and procedure-based solutions and services
- Completed over 30 acquisitions since founding in 1990, resulting in 19 core product categories with over 600 products for use in hospitals, women's health clinics, OB/GYN offices and fertility clinics

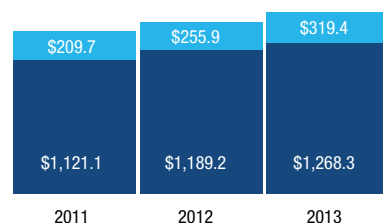
## FINANCIAL PERFORMANCE

### Fiscal Year Ending October 31

#### Revenue

(in millions)

■ CooperVision ■ CooperSurgical



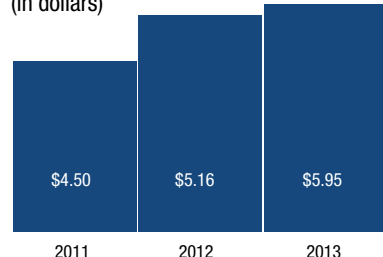
#### GAAP Earnings Per Share

(in dollars)



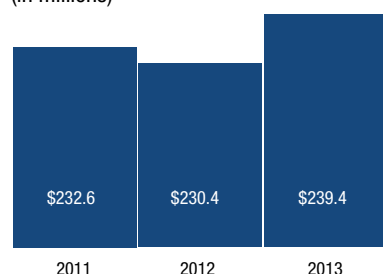
#### Non-GAAP Earnings Per Share <sup>(1)</sup>

(in dollars)



#### Free Cash Flow <sup>(2)</sup>

(in millions)

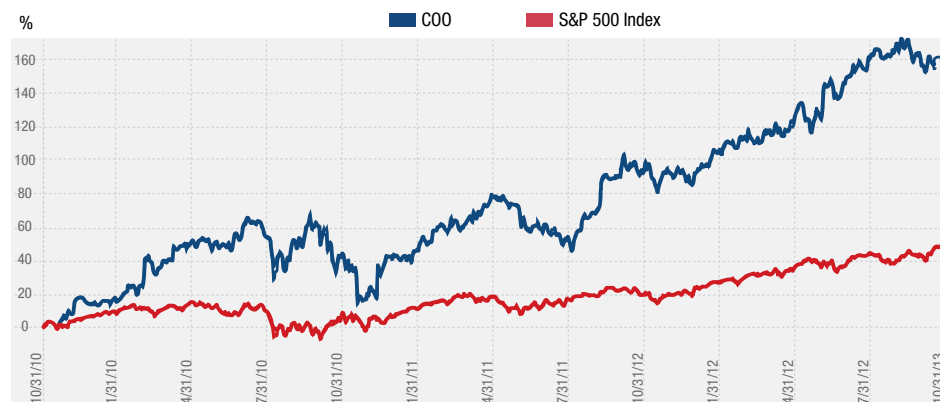


(1) See "Reconciliation of Non-GAAP EPS to GAAP EPS" shown in Cooper's earnings release dated 12/8/11, 12/6/12 and 12/5/13

(2) See "Fiscal Year 2013 Operating Highlights" shown in Cooper's earnings release dated 12/5/13

## The Cooper Companies' 3-Year Stock Performance Comparison

(10/31/10 - 10/31/13)



## Long Term Objectives (2014-2018)

- Grow revenue faster than our markets
- Expand CooperVision and CooperSurgical geographically
- Complete strategic acquisitions within CooperVision and CooperSurgical
- 2018E operating margin of 25%
- Grow earnings per share faster than revenue
- Generate over \$1.3 billion in free cash flow

## Contact Information

Kim Duncan  
Senior Director, Investor Relations

Lynne Tran  
Corporate Communications Manager

The Cooper Companies, Inc.  
6140 Stoneridge Mall Road, Suite 590  
Pleasanton, CA 94588  
Tel: 925-460-3600  
Fax: 925-460-3648  
info@cooperco.com  
ir@cooperco.com  
www.coopercos.com



Learn more about The Cooper Companies on your mobile device.

Use a QR reader and the QR code (left) to bring up the website on your mobile device.

This Fact Sheet 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. Statements in this Fact Sheet which are not historical facts are forward-looking, including the statements in "Long Term Objectives (2014-2018)." Among the factors that could cause our actual results and future actions to differ materially from those described in forward-looking statements are: adverse changes in global or regional general business, political and economic conditions due to the current global economic downturn, including the impact of continuing uncertainty and instability of certain European Union countries which could adversely affect our global markets; foreign currency exchange rate and interest rate fluctuations including the risk of further declines in the value of the yen that would decrease our revenues and earnings; acquisition integration delays or costs or the requirement to record significant adjustments to the preliminary fair value of assets acquired and liabilities assumed within the measurement period; a major disruption in the operations of our manufacturing, research and development or distribution facilities, due to technological problems, natural disasters or other causes; disruptions in supplies of raw materials, particularly components used to manufacture our silicone hydrogel lenses; the impact of acquisitions or divestitures on revenues, earnings or margins; limitations on sales following new product introductions due to poor market acceptance; new competitors, product innovations or technologies; reduced sales, loss of customers and costs and expenses related to recalls; new U.S. and foreign government laws and regulations, and changes in existing laws, regulations and enforcement guidance, which affect the medical device industry and the healthcare industry generally; failures to receive, or delays in receiving, U.S. or foreign regulatory approvals for products; failure to obtain adequate coverage and reimbursement from third party payors for our products; compliance costs and potential liability in connection with U.S. and foreign healthcare regulations, including product recalls, and potential losses resulting from sales of counterfeit and other infringing products; legal costs, insurance expenses, settlement costs and the risk of an adverse decision or settlement related to product liability, patent protection or other litigation; changes in tax laws or their interpretation and changes in statutory tax rates; the requirement to provide for a significant liability or to write off, or accelerate depreciation on, a significant asset, including goodwill; the success of the Company's research and development activities and other start-up projects; dilution to earnings per share from acquisitions or issuing stock; changes in accounting principles or estimates; environmental risks; and other events described in our Securities and Exchange Commission filings, including the "Business" and "Risk Factors" sections in the Company's Annual Report on Form 10-K for the fiscal year ended October 31, 2013, as such Risk Factors may be updated in quarterly filings.