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## Quest Diagnostics Inc. Q3 2008 Earnings Conference Call Transcript

### Question-and-Answer Session

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Thank you.[Operator Instructions]. Our first question comes from Amanda Murphy. Your line is open, and please state your company.

**Amanda Murphy - William Blair & Company**

Hi, good morning. It's Amanda Murphy from William Blair. Just a couple of questions. You mentioned that volume or say, revenue growth on the esoteric side is running at the 10% levels. Can you break that down in anyway between pricing and volume growth, and sort of how that stranded through the year?

**Laure Park - Vice President, Communications and Investor Relations**

Amanda, we really are focused on revenue growth. And, the revenue growth is up about 10%. We're seeing strong growth as we indicated in Vitamin D testing, which is driven off increased demand across the industry, as you hear for that test, as well as improved demand also on HPV, chlamydia and gonorrhea.

**Robert A. Hagemann - Senior Vice President and Chief Financial Officer**

Amanda, you should expect that the majority of that growth in the esoteric testing is more volume driven, given the fact it has been a new testing.

**Amanda Murphy - William Blair & Company**

Okay, thanks. That's helpful. And then, on the point-of-care side, can you just talk about what perhaps has surprised you both, on the positive side and on the negative side, as you bring those tests to market? And also, have you been able to apply any big clearances from NIB, I know, as you commercialize point-of-care testing?

**Surya N. Mohapatra - Chairman, President and Chief Executive Officer**

Well, let me comment on you about the point-of-care. Remember only 18 months ago we acquired HemoCue, which is a very well-established point-of-care near present testing company. And when you look at the point-of-care platform of near present testing we have Enterix, HemoCue and Focus diagnostics. What we are doing actually is taking testing to the patient's bed side and as we increase our coverage and use our distribution channel, we find that some of the main customer like American Red Cross, they are accelerating the adoption of some of the platform. So we are pleased with the adoption of our products. The only work we have to do is to continue convincing the

doctors and the FDA and the regulators that there is more to gain using point-of-care in the clear way of laboratory in the doctor's office.

**Amanda Murphy - William Blair & Company**

Have you seen any increase in a regulatory scrutiny in terms of tax you're offering to Google for example.

**Surya N. Mohapatra - Chairman, President and Chief Executive Officer**

No, we have not seen any regulatory scrutiny nor do we expect any scrutiny because remember the patient is seeking Google to put their health records and the doctors have to agree to that and the patient has to give us a consent.

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