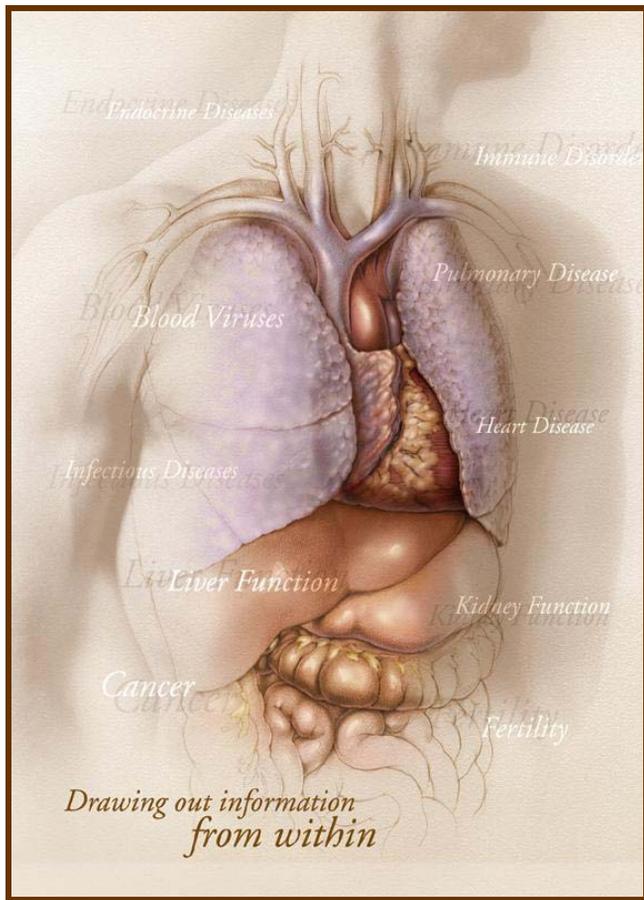


**2004 FACT SHEET**

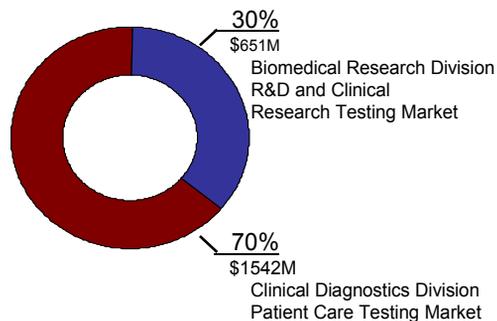
Beckman Coulter participates in the \$38 billion biomedical testing market where healthcare begins. The company's products serve a wide variety of testing needs throughout the biomedical continuum – ranging from frontline medical research and drug discovery to day-to-day analysis of patient blood samples.

Upwards of 200,000 major Beckman Coulter instrument systems are operating in laboratories in more than 130 countries around the globe. Recurring sales of reagents and kits, supplies and service for those instruments generate approximately 64% of company revenues. When it comes to biomedical testing, we've covered all the angles.

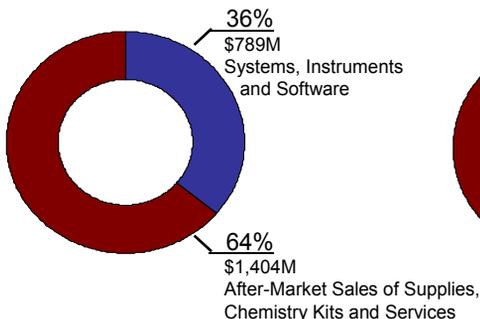
- Serve entire Biomedical Testing Continuum
  - Strong new product pipeline
  - Leader in automation solutions
- Significant after-market sales generating recurring revenue
- Double digit earnings growth
- Excellent cash flow



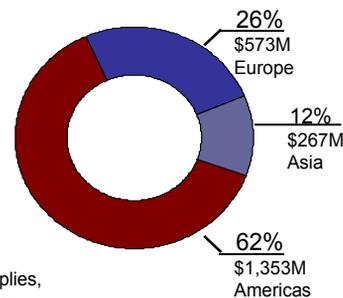
**Sales Segments**



**After-market / Instrumentation Sales Mix**



**Geographic Sales Mix**



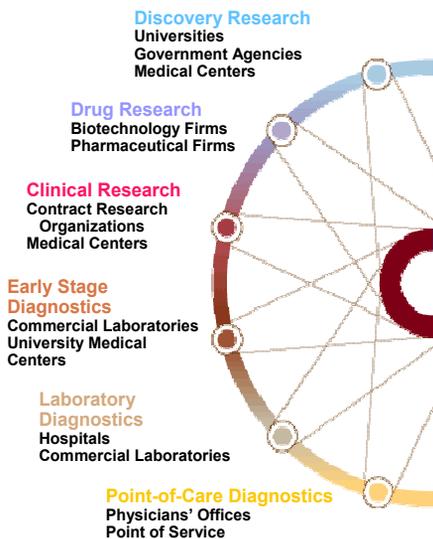
**DIVIDEND REINVESTMENT PLAN**

Beckman Coulter offers stockholders a Dividend Reinvestment Plan (DRIP) providing them with an easy, convenient opportunity to purchase additional shares of stock. DRIP information is available on the company's website at [www.beckmancoulter.com](http://www.beckmancoulter.com) under the Investor Relations header or contact Investor Relations AT 714/773-7620.

**WHO FOLLOWS US?**

Banc of America • JP Morgan • Leerink Swann • Merrill Lynch • RBC Capital • Robert W. Baird • SG Cowen • Thomas Weisel • UBS Investment Research • US Bankcorp Piper Jaffray • Wachovia Securities

# Biomedical Testing Market



## Biomedical Research Division (\$13B)

### Biomedical Testing Market:

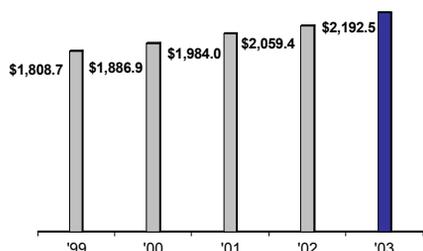
Key Customers: Universities, Medical Research Institutions, Biotechnology Firms, Pharmaceutical Companies, University Medical Centers, Commercial Laboratories, Contract Research Organizations

## Clinical Diagnostics Division (\$22B)

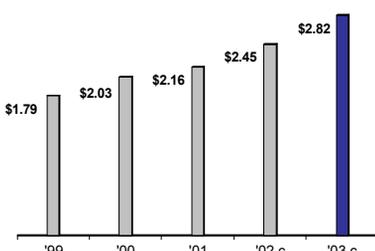
### Patient Care Testing Market:

Key Customers: Hospitals, Commercial Laboratories, Physician's Offices, Point of Service Sites

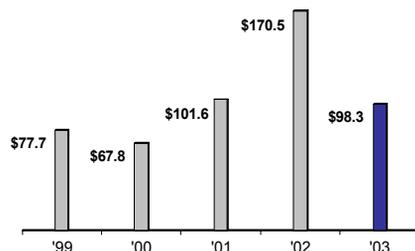
## Financial Summary



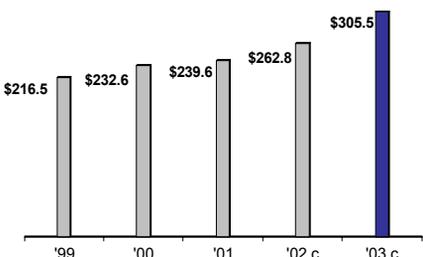
**Annual Sales**  
(in millions)



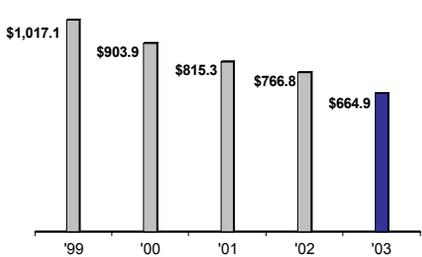
**Earnings Per Diluted Share<sup>(B)</sup>**



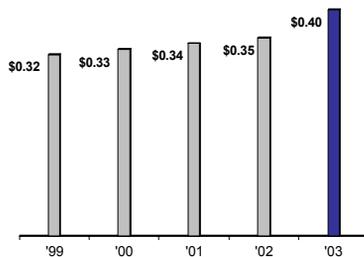
**Free Cash Flow<sup>(A)</sup>**  
(in millions)



**Operating Income<sup>(B)</sup>**  
(in millions)



**Total Debt**  
(in millions)



**Dividends Paid Per Share Of Common Stock**

(A) Cash flows from operating activities less capital expenditures.

(B) 2001, 2000 and 1999 include \$18.8 million of amortization of goodwill and certain other intangible assets that was not recorded during 2002 and 2003, pursuant to the Company's adoption of Statement of Financial Accounting Standards No. 142, "Goodwill and Other Intangible Assets."

(C) 2002 excludes a \$39.3 million charge, or \$0.37 EPS, associated with settled patent infringement litigation and related expenses. 2003 excludes an \$18.5 million charge, or \$0.18 EPS, associated with a restructure, a \$26.9 million credit, or (\$0.43) EPS, associated with an escrow settlement, a \$17.4 million credit (net of related expenses), or (\$0.16) EPS, associated with the Flextronics litigation settlement, a \$1.0 million charge, or \$0.05 EPS, associated with the adoption of EITF 00-21, and a \$0.8 million charge, or \$0.01 EPS, associated with a strategic R&D investment. Management has determined that excluding these amounts from the EPS and Operating Income presentation above, which is not in conformity with Generally Accepted Accounting Principles, provides investors a more meaningful presentation of the company's results.

Past performance does not guarantee future results.

This fact sheet was designed to give you a brief overview of Beckman Coulter as of January 31, 2004. A complete description of the company, its operations and financial conditions, including the company's consolidated financial statements can be obtained by accessing [www.beckmancoulter.com](http://www.beckmancoulter.com). This fact sheet should not be construed as an offer to buy or sell securities. The company will not undertake the duty of updating this fact sheet.