CYTYC CORP Form 425 June 28, 2007

Jefferies Healthcare Conference Jack W. Cumming Chairman & CEO Glenn P. Muir Executive VP & CFO

June 28, 2007
Filed by Hologic, Inc.
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Securities Act of 1933 and deemed
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the Securities Exchange Act of 1934
Subject
Company:
Cytyc

Commission File No.: 000-27558

Corporation

Disclaimer Regarding Forward-Looking

Statements

Information set forth in this communication contains forward-looking statements, which involve a number of risks and uncertainties. Such forward-looking statements include, but are

not

limited

to,
statements
about
the
anticipated
benefits
of
Hologic s
products,
the
timing

of the completion of the transaction between Hologic and Cytyc, the anticipated benefits of the business combination transaction involving Hologic and Cytyc, including future financial and operating results, the expected permanent financing for the transaction, the combined company's plans, objectives, expectations and intentions and other statements that are not historical facts. Hologic and Cytyc caution readers that any forward-looking information is not a guarantee of future performance and that actual results could differ materially from those contained in the forward-looking information.

These include risks and uncertainties relating to: the ability to obtain regulatory approvals of the transaction on the proposed terms and schedule; the parties may be unable to complete the transaction because conditions to the closing of the transaction may not be satisfied; the risk that the businesses will not be integrated successfully; the transaction may involve unexpected costs or unexpected liabilities; the risk that the cost savings and any other synergies from the transaction may not be fully realized or may take longer to realize than expected; disruption from the transaction making it more difficult to maintain relationships with customers, employees or suppliers; competition and its effect on pricing, spending, third-party relationships and revenues; the need to develop new products and adapt to significant technological change; implementation of strategies for improving internal

Disclaimer Regarding Forward-Looking Statements (continued)

growth; use and protection of intellectual property; dependence on customers' capital spending policies and government funding policies, including third-party reimbursement; realization of potential future savings from new productivity initiatives; general worldwide economic conditions and related uncertainties; future legislative, regulatory, or tax changes as well as other economic, business and/or competitive factors; and the effect of exchange

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rate
fluctuations
on
international
operations.
In
addition,
the
transaction
will
require
the
combined
company
to
obtain
significant
financing.
While
Hologic
has
obtained
a
commitment to obtain such financing, including a bridge to the permanent financing
contemplated in the presentation, the combined company s liquidity and results of operations
could be materially adversely affected if such financing is not available on favorable terms.
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Moreover,
the
substantial
leverage
resulting
from
such
financing
will
subject
the
combined
company s business to additional risks and uncertainties. The risks included above are not
exhaustive. The annual reports on Form 10-K, the quarterly reports on Form 10-Q, current
reports
on
Form
8-K
and
other
documents
Hologic
and Cotton
Cytyc

have
filed
with
the
SEC
contain additional factors that could impact the combined company s businesses and
financial performance. The parties expressly disclaim any obligation or undertaking to
release
publicly
any
updates
or
revisions
to
any
such
statements
to
reflect
any
change
in
the
parties
expectations or any change in events, conditions or circumstances on which any such
statement is based.

Important Information for Investors and Stockholders

Hologic and Cytyc will file a joint proxy statement/prospectus with the SEC in connection with the proposed merger. HOLOGIC AND CYTYC URGE INVESTORS AND STOCKHOLDERS TO READ THE JOINT PROXY STATEMENT/PROSPECTUS WHEN IT BECOMES AVAILABLE AND ANY OTHER RELEVANT DOCUMENTS FILED BY EITHER PARTY WITH THE SEC BECAUSE THEY WILL CONTAIN IMPORTANT

INFORMATION.

Investors and stockholders will be able to obtain the joint proxy statement/prospectus and other

documents

filed

with

the

SEC

free

of

charge

at

the

website

maintained

by

the

SEC

at

www.sec.gov. In addition, documents filed with the SEC by Hologic will be available free of charge on the investor relations portion of the Hologic website at www.hologic.com. Documents filed with the SEC by Cytyc will be available free of charge on the investor relations portion of the Cytyc website at www.cytyc.com.

Participants in the Solicitation

Hologic, and certain of its directors and executive officers, may be deemed participants in the solicitation of proxies from the stockholders of Hologic in connection with the merger. The names of Hologic s directors and executive officers and a description of their interests in Hologic are set forth in the proxy statement for Hologic s 2006 annual meeting of stockholders, which

was
filed
with
the
SEC
on
January
25,
2007.
Cytyc,
and
certain
of
its
directors and executive officers, may be deemed to be participants in the solicitation of
proxies
from
its
stockholders
in Control of the Con
connection
with
the
merger.
The
names
of
Cytyc s
directors
and executive officers and a description of their interests in Cytyc is set forth in Cytyc s
Annual Report on Form 10-K/A for the fiscal year ended December 31, 2006, which was
filed with the SEC on April 30, 2007. Investors and stockholders can obtain more detailed
information regarding the direct and indirect interests of Hologic s and Cytyc s directors and
executive officers in the merger by reading the definitive joint

d executive officers in the mer proxy statement/prospectus when it becomes available.

Use of Non-GAAP Financial Measures

In addition to the financial measures prepared in accordance with generally accepted accounting principles (GAAP), we use the non-GAAP financial measures "adjusted EPS" and EBITDA . Adjusted EPS excludes the write-off and amortization of acquisition-related intangible

assets,

and

tax
provisions/benefits
related
thereto.
EBITDA
is
defined
as
net
earnings (loss) before interest, taxes, depreciation and amortization expense. Neither
adjusted EPS nor EBITDA is a measure of operating performance under GAAP. We believe
that the use of these non-GAAP measures helps investors to gain a better understanding of
our
core
operating
results
and
future
prospects,
consistent
with
how
management
measures
and forecasts our performance, especially when comparing such results to previous periods

and forecasts our performance, especially when comparing such results to previous periods or forecasts. When analyzing our operating performance, investors should not consider these non-GAAP measures as a substitute for net income prepared in accordance with GAAP.

A History of Innovation Delphi HOLOGIC Goes Public Acquisition of Trex Medical

Including LORAD Selenia Launched in U.S. Introduced 3D DEXA Acquisition of R2, Suros and AEG Fan-Beam Technology Founding of **HOLOGIC** Announced Agreement with Cytyc Introduced Tomosynthesis at **RSNA** Launched Discovery Acquisition of Direct Radiography 1986 1990 1995 1998 1999 2000 2002 2003 2004 2005 2006 2007 \$463M \$288M

\$720E Announced Agreement with BioLucent

Financial Overview
Record Q2 FY07
revenues
of \$180 million
Record Q2 FY07 pre-tax
income of \$33.9 million
Backlog of \$216 million as of

quarter-end 3/31/07

Q2 FY07 Performance (March~31st)

up 79%

over Q2 FY06

up 94%

over Q2 FY06

up 41% **O**r

\$63 million

over 3/25/06

Strong Growth

Up 99%
Over 1
st
Half FY06
78% of Revenues
LORAD Mammography/Breast Care
Recognized technology leader worldwide

Market share leader in the U.S. >50% share in analog/digital Unsurpassed image quality

High transmission cellular grid patented Largest installed base

13,000 system

\$129

\$189

\$270

\$336

'04

'05

'06

1st Half '07

Fiscal Year

Mammography/Breast Care Revenue

\$ in Millions

Up 77%

Over FY05

Direct Conversion
Technology Optimal
> 72% of Mammography/Breast Care Product Revenue
LORAD Selenia FFDM
First U.S. system delivered in March 2003
555 Selenias
sold in FY06

228 Selenias sold in Q1 FY07 282 Selenias sold in Q2 FY07 Backlog increased to 533 systems at end of Q2 FY07 up 132% over FY05 up 135% over Q1 FY06 up 248 systems over Q2 FY06 up 154% over Q2 FY06

37

154

97 71 64 54 50 44 27 27 3 11 16 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Selenia Highlights: 555 sold in FY06 510 sold in first half of FY07 Approximately 38% of estimated 3,900+ worldwide FFDM installed market Accelerating Interest *For Fiscal Years Ended September 30 th Number of Selenia s Sold* Full Field Digital Mammography 2003 2004 2005 2006

MQSA U.S. Scorecard*
(Mammography Quality Standards Act of 1992)
Total Certified Facilities
8,812
Total Accredited Units
13,446
Certified Facilities with FFDM Units

1,884 21.4%

Accredited FFDM Units

2,773 20.6%

Total U.S. Annual

= 34.8 Million

Mammography Procedures

Hologic U.S. Installed Base approximately 45% of FFDM units

*(http://www.fda.gov/cdrh/mammography)

Certified Statistics as of June 1, 2007

Normal
Mammogram
Tomosynthesis:
3-D Visualization of Breast Tissue
The Next Frontier for Digital Mammography
Multiple views reconstructed into 3D image
Helps solve tissue overlap problems

Lower recall rates -Improved detection Tomosynthesis Slices * Works-in-progress

Vacuum Assist Breast Biopsy Systems Leading technology for VABB Leverages U.S. sales and distribution channels FY06 sales of approximately \$38 million

High gross margin product exceeding 65%

Over 70% of revenues derived from recurring disposable sales

Expected growth rate of over 50% in each of next two years
Worldwide market currently estimated at \$250 million

1.8m biopsies in U.S. - 1/3 vacuum assisted

International market represents new opportunity

Celero

The First Vacuum-Assisted, Spring-Loaded Core Biopsy Device for Breast Ultrasound Celero breast biopsy device with CeleroMark biopsy marker system and introducer Celero Advantages

-

Faster and less traumatic for the patient

Provides better access to hard-to-reach lesions

Better cores

that are more than two times the size of conventional spring loaded core devices

More accurate clinical diagnosis

Better confirmation with the needle clearly visible under ultrasound imaging Celero Market

-600 (

600,000 Core Needle Biopsies per year

-

Surgery Call Point

Ultrasound Stereotactic MRI 500,000 (ATEC Market) 1.8 Million Breast Biopsy Procedures

Annually in the U.S. 600,000 (Celero Market) 700,000 Suros ATEC

and Celero

Systems

Ideally Positioned to Capture the Biopsy Market

Agreement to Acquire MammoPad Breast Cushion June 21, 2007 Strong Patent Position the Only Breast Cushion MammoPad Advantages

More Comfortable

Increased Cleanliness

Improved Image Quality

MammoPad

Market

10 million procedures to-date

ASP approximately \$5 with 64% GM

>34 million mammograms in the U.S. last

10% used MammoPad

Projecting sales of \$25 million in FY-08

Creating a Global Leader in Women s Healthcare Continuing a legacy of leading technology, innovation and rapid growth

Transaction Overview (May 20, 2007)

Permanent financing anticipated to be combination of pre-payable term loan and equity-linked securities Financing:

Hologic, Inc. (NASDAQ: HOLX), continue Cytyc name

Name of NewCo:

Third Quarter of CY2007

Timing to Close:

Shareholders of both companies, customary closing conditions and anti-trust clearance, including HSR and various country filings

Customary Approvals:

Chief Executive Officer: Jack Cumming

Management:

Chairman of the Board: Patrick Sullivan

Hologic: 6 Directors Cytyc: 5 Directors Board Composition:

Hologic: 45% Cytyc: 55%

Pro Forma Ownership:

0.520 Hologic shares and \$16.50 for each Cytyc share valued at \$46.46 per share or 33% premium, for approximate total

consideration of \$2.2B in cash and \$4.0B in stock

Purchase Consideration:

Expansive women s healthcare product portfolio

Nine number #1 brands in market Significant cross-selling synergies

Ability to leverage OB/GYN channel

Ability to leverage Surgical and Radiation Oncology channel for Hologic s new products pipeline Enhanced international presence

Over 200 sales and service associates in 20 international offices R&D efforts in interventional and therapy segment will accelerate

Strategic Advantages

Combined Strengths
Comprehensive Sales Coverage in U.S.
425+ sales team
Comprehensive Service Coverage in U.S.
250+ service team
Proven
management
team
with
record
of
successfully
integrating acquisitions
Significant cash flow generation

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~$450M projected EBITDA in 2008
Accretive to adjusted EPS
1
within the first full year after close
1
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Adjusted EPS excludes the write-off and amortization of acquisition-related intangible assets, and related tax effect.

MultiCare Stereotactic Biopsy #1 Discovery Osteoporosis Screening

#1 Selenia

Breast Cancer

Screening

#1

MammoSite

Radiation

Therapy

#1

ThinPrep Pap Test

Cervical Cancer Screening

#1

Adiana

Contraception

NM

FullTerm -

Adeza

Preterm Labor

#1

Suros

Biopsy Systems

#2

Comprehensive Women s Healthcare Platform

Best-in-Class Solutions in

Women s Healthcare

Note: Market positions shown in red.

NovaSure Endometrial Ablation

#1

ThinPrep Imaging System Cervical Cancer Screening

#1

OB/Gyn

Screening

Test

Diagnostic

Test

Treatment

Specialist

Therapeutic

Improved

Outcomes

Our Mission

Leveraging the OB/GYN Channel

Best Technology

Selenia, ThinPrep,

Adeza, Discovery

Minimally Invasive

Most Specific Suros, MultiCare, Selenia, Discovery Channel Access to Gatekeeper

MammoSite, Gestiva, Adiana

230 OB/Gyn sales reps

Channel Access to Treatment Decision maker 288 Breast surgeon, oncologist, OB/Gyn sales reps Targeted Minimally Invasive NovaSure,

Over 440 U.S. Sales Representatives Multiple call points to women s healthcare providers Access to

30,000 OB/Gyn s

40,000 Radiologists

10,000 Hospitals & Imaging centers

4,000 Radiation Oncologists

4,000 Gyn Surgeons

2,500 Breast Surgeons

5,000 Neurosurgeons

80,000 Primary Care Physicians

23,000 Orthopedists

4,000 Rheumatologists
Best-in-class brand recognition
In-Depth Channel Coverage
46 Breast Surgery
77
Radiology & Imaging Center
5
Ortho/Rheumo
45 Clinical Lab
8
Neurosurgery
110 Gynecology Surgery
12
Radiation Oncology
143
OB/Gyn & Primary Care

Product Pipeline

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Current/Near and Mid/Long Term Revenue Potential

\$60

50

40

30

0

Current Products/New Markets

New Products/New Markets

Immediate

3 Years

+ 4 Years

Availability Timeline

Core Biopsy to Surgery

FFDM to Gynecology

MI Fibroid Adenoma Extraction to Surgery

Radiation Therapy to Rad Onc

MI Cancer Extraction to Surgery

Hologic proprietary

development of new products

for Cytyc Sales Channel

Tomosynthesis

Diversified and Balanced Revenue Mix Combined Company (03/31/07 Revenue = \$1.4 billion) Hologic (LQA 03/31/07 Revenue = \$724 million) Cytyc (LTM 03/31/07 Revenue = \$689 million) Breast Biopsy 9%

Digital Mammography
68%
Osteoporosis
11%
Other
12%
Breast Health
40%
Gynecology
Interventional
16%
Gynecology
Diagnostics
33%
Osteoporosis
& Other
11%
Significant revenue diversification in terms of both product and
customer mix
Customers include individual physician groups, hospitals, laboratory companies and radiology
practices/companies
60/40 split between single-use consumables and capital equipment
60% Consumable / 40% Capital Equipment
Menorrhagia
28%
Other
1%
Pre-Term
Labor
8%
Cancer
Radiation
4%
Pap
59%

Combined Financial Strength 46% Gross Margin \$161M EBITDA \$724M Revenue

Hologic 75% Gross Margin \$275M **EBITDA** \$720M Revenue LQA Cytyc 60% Gross Margin \$436M **EBITDA** \$1.44B Revenue LQA **Combined Company** Estimated more than \$0.10 accretive to adjusted **EPS** 1 within the first full year after close significantly more accretive thereafter Adjusted EPS excludes the write-off and amortization of acquisition-related intangible assets, and related tax effect.)

LQA

FY2008 Guidance and Long Term Outlook 2008 Guidance Revenue: In excess of \$1.70B Adjusted EPS 1

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$2.35-$2.40
/
share
Gross margin: 65%
Long-Term Outlook
Revenue Growth: 20%
Adjusted EPS
1
Growth: 20%+
1
```

Adjusted EPS excludes the write-off and amortization of acquisition-related intangible assets, and related tax effect.

Company Strategy

Drive market growth through a combination of advanced technology

and comprehensive

sales channel coverage

Continue 20%+ revenue and earnings growth

Increase profitability and maintain cost-effective and efficient operating model

Continue innovation in women s health technology

Develop additional best-in-class products that provide earlier and better detection,

improved diagnosis and less invasive treatment

Apply free cash flow to pay down debt

Maintain solid liquidity

Drive profitability through operating leverage

#1 market position with best-in-class products

Differentiate from competition with leading technology and customer service

Provide screening, diagnostic and therapeutic tools in major areas of women s health

Top-line

Growth

Financial

Discipline

Leading

Edge

Technology

Maintain

Market

Leadership

Mission: Create the Global Leader in Women s Healthcare

Creating A Global Leader In Women s Healthcare