

# Perrigo®

Quality Affordable Healthcare Products™

## Perrigo Fiscal 2014 First Quarter Conference Call

October 31, 2013

Consumer Healthcare  
Nutritionals | Rx Pharmaceuticals  
Active Pharmaceutical Ingredients





# Important Information For Investors And Shareholders

This document does not constitute an offer to sell, or an invitation to subscribe for or purchase or purchase or exchange, any securities or the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issuance, exchange or transfer of the securities referred to in this announcement in any jurisdiction in contravention of applicable law. New Perrigo has filed with the SEC a registration statement on Form S-4 containing a joint proxy statement of Elan and Perrigo that also constitutes a prospectus of New Perrigo. The registration statement was declared effective by the SEC on October 9, 2013. Each of Perrigo and Elan has commenced mailing to its stockholders or shareholders the definitive joint proxy statement/prospectus. In addition, each of New Perrigo, Perrigo and Elan has filed and will file with the SEC other documents with respect to the proposed transaction. INVESTORS AND SECURITY HOLDERS OF PERRIGO AND ELAN ARE URGED TO READ THE DEFINITIVE JOINT PROXY STATEMENT/PROSPECTUS AND OTHER DOCUMENTS FILED OR TO BE FILED WITH THE SEC CAREFULLY AND IN THEIR ENTIRETY WHEN THEY BECOME AVAILABLE BECAUSE THEY WILL CONTAIN IMPORTANT INFORMATION. Investors and security holders may obtain free copies of the registration statement and the joint proxy statement/prospectus and other documents filed with the SEC by New Perrigo, Perrigo and Elan through the website maintained by the SEC at <http://www.sec.gov>. Copies of the documents filed with the SEC by New Perrigo and Perrigo are available free of charge on Perrigo's internet website at [www.perrigo.com](http://www.perrigo.com) or by contacting Perrigo's Investor Relations Department at +1-269-686-1709. Copies of the documents filed with the SEC by Elan are available free of charge on Elan's internet website at [www.elan.com](http://www.elan.com) or by contacting Elan's Investor Relations Department at +1-800-252-3526.

Perrigo, Elan and their respective directors and executive officers may be considered participants in the solicitation of proxies in connection with the transactions contemplated by the Transaction Agreement, entered into by New Perrigo, Perrigo and Elan on July 28, 2013 (the "Transaction Agreement"). Information about the directors and executive officers of Elan is set forth in its Annual Report on Form 20-F for the fiscal year ended December 31, 2012, which was filed with the SEC on February 12, 2013, its Report on Form 6-K, which was filed with the SEC on February 28, 2013, its Report on Form 6-K, which was filed with the SEC on April 25, 2013 and its Report on Form 6-K, which was filed with the SEC on June 5, 2013. Information about the directors and executive officers of Perrigo is set forth in its Annual Report on Form 10-K for the fiscal year ended June 29, 2013, which was filed with the SEC on August 15, 2013, its Annual Report on Form 10-K/A for the fiscal year ended June 29, 2013, which was filed with the SEC August 28, 2013, and its proxy statement for its 2012 annual meeting of stockholders, which was filed with the SEC on September 26, 2012. Other information regarding the participants in the proxy solicitations and a description of their direct and indirect interests, by security holdings or otherwise, are contained in the joint proxy statement/prospectus filed with the SEC and will be contained in other relevant materials to be filed with the SEC when they become available.



## Forward – Looking Statements

This document includes certain 'forward looking statements' within the meaning of, and subject to the safe harbor created by, Section 21E of the Securities Exchange Act of 1934, as amended, with respect to the business, strategy and plans of each of Perrigo and New Perrigo, their respective expectations relating to the transactions contemplated by the Transaction Agreement and their respective future financial condition and performance, including estimated synergies. Statements that are not historical facts, including statements about Perrigo's, New Perrigo's or their respective managements' beliefs and expectations, are forward looking statements. Words such as 'believes', 'anticipates', 'estimates', 'expects', 'intends', 'aims', 'potential', 'will', 'would', 'could', 'considered', 'likely', 'estimate' and variations of these words and similar future or conditional expressions are intended to identify forward looking statements but are not the exclusive means of identifying such statements. While Perrigo and New Perrigo believe these expectations, assumptions, estimates and projections are reasonable, such forward-looking statements are only predictions and involve known and unknown risks and uncertainties, many of which are beyond Perrigo's and New Perrigo's control. By their nature, forward looking statements involve risk and uncertainty because they relate to events and depend upon future circumstances that may or may not occur. Actual results may differ materially from Perrigo's and New Perrigo's current expectations depending upon a number of factors affecting Perrigo's business, New Perrigo's business, Elan's business and risks associated with acquisition transactions. These factors include, among others: the inherent uncertainty associated with financial projections; restructuring in connection with, and successful close of, the transactions contemplated by the Transaction Agreement; subsequent integration of the transactions contemplated by the Transaction Agreement and the ability to recognize the anticipated synergies and benefits of the transactions contemplated by the Transaction Agreement; the receipt of required regulatory approvals for the transactions contemplated by the Transaction Agreement (including the approval of antitrust authorities necessary to complete the transactions contemplated by the Transaction Agreement); access to available financing (including financing for the transactions contemplated by the Transaction Agreement) on a timely basis and on reasonable terms; the risks and uncertainties normally incident to the pharmaceutical industry, including product liability claims and the availability of product liability insurance; market acceptance of and continued demand for Perrigo's, New Perrigo's and Elan's products; changes in tax laws or interpretations that could increase Perrigo's or the combined company's consolidated tax liabilities; and such other risks and uncertainties detailed in Perrigo's periodic public filings with the SEC, including but not limited to those discussed under "Risk Factors" in Perrigo's Form 10-K for the fiscal year ended June 29, 2013, in Perrigo's subsequent filings with the SEC and in other investor communications of Perrigo or New Perrigo from time to time.



## Statements Required by Irish Takeover Laws

---

The Perrigo directors accept responsibility for all the information contained in this communication. To the best of the knowledge and belief of the Perrigo directors (who have taken all reasonable care to ensure that such is the case), the information in this announcement is in accordance with the facts and does not omit anything likely to affect the import of such information.

No statement in this announcement is intended to constitute a profit forecast or asset valuation for any period, nor should any statements be interpreted to mean that earnings or earnings per share will necessarily be greater or lesser than those for the relevant preceding financial periods for either Perrigo or New Perrigo, as appropriate.

Persons interested in 1% or more of any relevant securities in Perrigo or Elan may have disclosure obligations under Rule 8.3 of the Irish Takeover Panel Act, 1997, Takeover Rules 2007 (as amended).

Barclays, which is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority in the United Kingdom, is acting exclusively for Perrigo and no one else in connection with the matters described herein and will not be responsible to anyone other than Perrigo for providing the protections afforded to its clients or for providing advice in relation to the matters described in this announcement or any transaction or any other matters referred to herein.

Unless otherwise defined, capitalized items in slides 2 – 4 of this document have the meanings given to them in the announcement dated July 29, 2013 made by Perrigo pursuant to rule 2.5 of the Irish Takeover Rules.



# Combination of Perrigo and Elan Empowers Future Growth

## Strengthened Financial Profile

- Increased revenue and cash flow
- Escalating royalty stream on Tysabri® - a blockbuster drug with a 19% 4-year CAGR
- \$1.9 billion in cash from Elan balance sheet



## More Efficient Corporate Structure

- Irish domicile to enhance international expansion platform
- Tax rate to migrate from ~30% to high teens



## Enables Growth Platform

- Superior operating company with consistent cash flows
- Ability to more successfully compete for M&A assets with global competitors
- Scale and scope to continue building differentiated business domestically and internationally
- After-tax operational synergies and tax savings >\$150 million annually
- Including synergies, accretive to adjusted EPS<sup>(1)</sup>
  - + at least \$0.10 in FY'14
  - + \$0.70-\$0.80 in FY'15

(1) The synergy and earning enhancement statement should not be construed as a profit forecast or interpreted to mean that New Perrigo's earnings in the current or any subsequent financial period, would necessarily match or be greater than or be less than those of Perrigo and / or Elan for the relevant financial period or any other period.



# Perrigo Consolidated – Q1 FY 2014 GAAP Financials

<i>(\$ in millions, except per share amounts)</i>	Q1 2014	Q1 2013	% Change Y/Y
<b>Net Sales</b>	\$ 933	\$ 770	21%
<b>Cost of Sales</b>	577	485	19%
<b>Gross Profit</b>	356	285	25%
<b>Distribution</b>	13	11	23%
<b>R&amp;D</b>	32	27	18%
<b>SG&amp;A</b>	131	91	45%
<b>Operating Income</b>	180	157	15%
<b>Net Income</b>	\$ 111	\$ 106	5%
<b>Diluted EPS</b>	\$ 1.18	\$ 1.12	5%

Gross Margin		
Q1 2014	Q1 2013	Change
38.2%	37.1%	110 bps
Operating Margin*		
Q1 2014	Q1 2013	Change
19.3%	20.3%	(110) bps

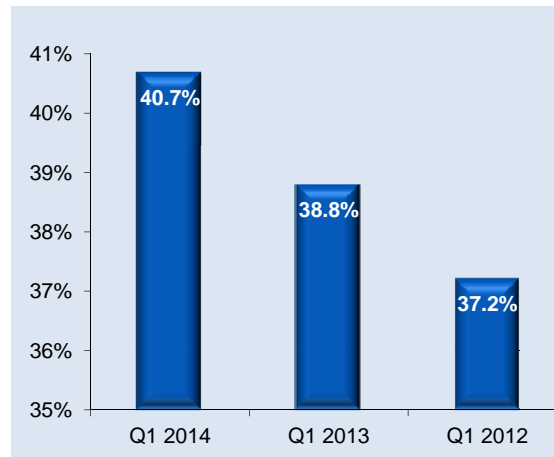


# Perrigo Consolidated – Q1 FY 2014 Adjusted Financials\*

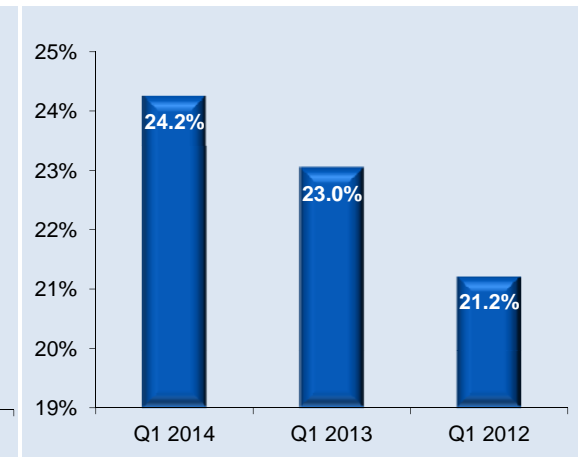
(\$ in millions, except per share amounts)	Q1 2014	Q1 2013	% Change Y/Y	Change as a % to sales
<b>Net Sales</b>	\$ 933	\$ 770	21%	
<i>Adjusted Cost of Sales</i>	554	471	17%	
<b>Adjusted Gross Profit</b>	<b>380</b>	<b>299</b>	<b>27%</b>	<b>190 bps</b>
<i>Distribution</i>	13	11	23%	
<i>R&amp;D</i>	32	27	18%	
<i>Adjusted SG&amp;A</i>	108	83	30%	
<b>Adjusted Operating Income</b>	<b>226</b>	<b>177</b>	<b>28%</b>	<b>120 bps</b>
<b>Adjusted Net Income</b>	\$ 144	\$ 119	20%	(10) bps
<b>Adjusted Diluted EPS</b>	\$ 1.52	\$ 1.27	20%	

Adjusted Gross Margin		
Q1 2014	Q1 2013	Change
40.7%	38.8%	190 bps
Adjusted Operating Margin		
Q1 2014	Q1 2013	Change
24.2%	23.0%	120 bps

Adj. Gr. Margin Q1'14-Q1'12



Adj. Op. Margin Q'14-Q'12



Quality Affordable Healthcare Products™



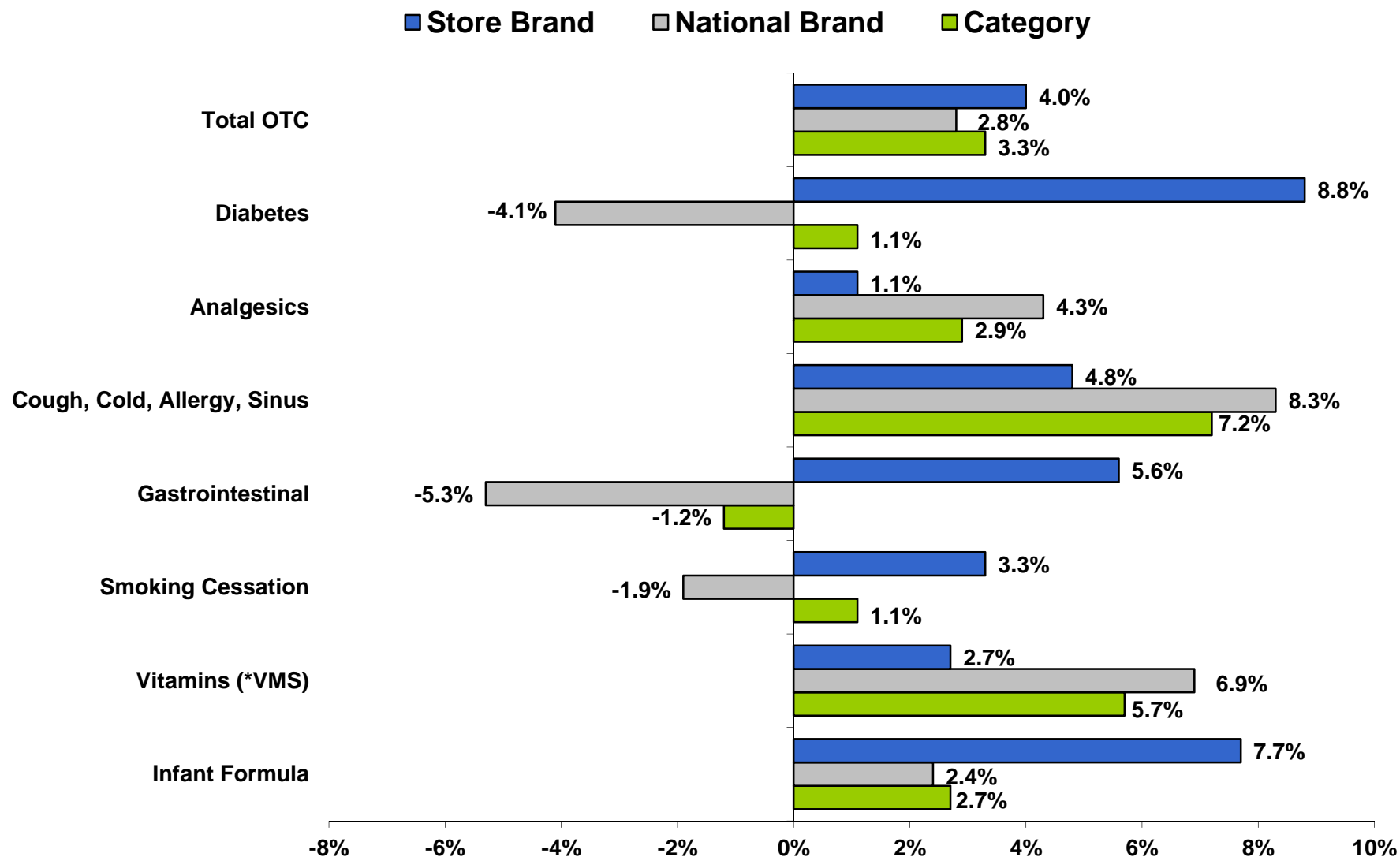
## Net Sales Performance by Segment – Adjusted Financials\*

(\$ in millions)	Q1 2014	Q1 2013	% Change Y/Y
<b>Consolidated Perrigo</b> <i>Adjusted Operating Income</i>	\$ 933 226	\$ 770 177	21% 28%
<b>Consumer Healthcare</b> <i>Adjusted Operating Income</i>	538 96	450 82	20% 18%
<b>Nutritionals</b> <i>Adjusted Operating Income</i>	129 15	103 11	25% 35%
<b>Rx Pharmaceuticals</b> <i>Adjusted Operating Income</i>	204 103	163 77	25% 34%
<b>API</b> <i>Adjusted Operating Income</i>	43 23	36 14	18% 66%





# All Category Update – 52 Weeks



\*Vitamins, Minerals, and Supplements

Source: IRI 52 Week Data through September 22, 2013; FDMx

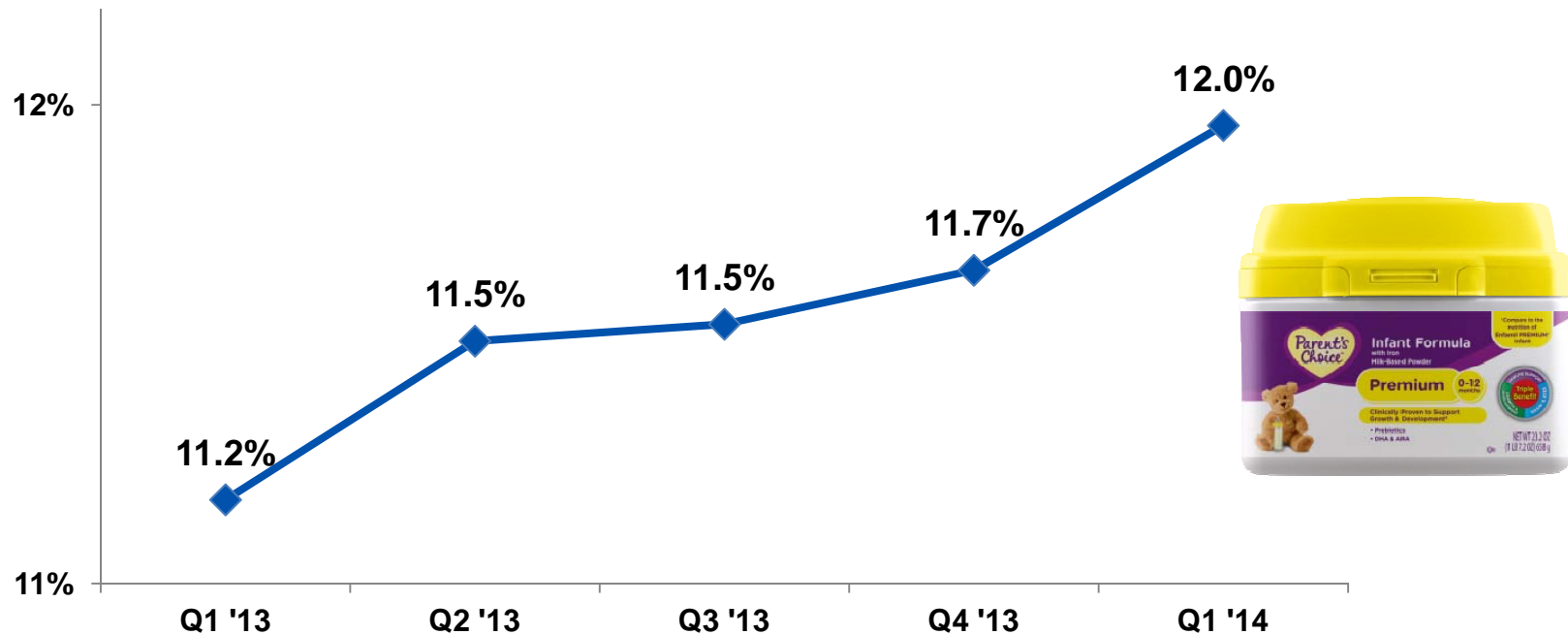


# Store Brand Infant Formula Market Share Growth

Volume (LB) Share, including WIC

Summary - MULO		
All Powder Volume (LBS)		
Current 13 Weeks ending Sep 22, 2013		
Store Brand Market Share	% Change YoY	% Change QoQ
12.0%	80 bps	45 bps

## Store Brand Share of All Powder Formulas









# Consumer Healthcare Segment – Adjusted Financials\*

(\$ in millions)	Q1 2014	Q1 2013	% Change Y/Y	Change as a % to sales**
<b>Net Sales</b>	\$ 538	\$ 450	20%	
<i>Adjusted Cost of Sales</i>	358	304	18%	
<b>Adjusted Gross Profit</b>	180	147	23%	90 bps
<i>Adjusted Operating Expenses</i>	84	65	29%	
<b>Adjusted Operating Income</b>	\$ 96	\$ 82	18%	(30) bps

## Positive Impacts

- Animal Health
  - Strong volumes
  - New products
- 
- 
- Gross margin flow-through
- 

## Negative Offsets

- Lower sales in contract
- 
- 
- Higher DSG&A due to inclusion of Animal Health
- 

Adjusted Gross Margin		
Q1 2014	Q1 2013	Change
33.5%	32.6%	90 bps

Adjusted Operating Margin		
Q1 2014	Q1 2013	Change
17.8%	18.1%	(30) bps

\*See attached financial schedule for reconciliation to GAAP numbers

\*\*Adjusted margin changes as a % to sales may not calculate due to rounding



# Nutritionals Segment – Adjusted Financials\*

(\$ in millions)	Q1 2014	Q1 2013	% Change Y/Y	Change as a % to sales**
<b>Net Sales</b>	\$ 129	\$ 103	25%	
<i>Adjusted Cost of Sales</i>	95	75	28%	
<b>Adjusted Gross Profit</b>	34	29	17%	<b>(170) bps</b>
<i>Adjusted Operating Expenses</i>	19	18	6%	
<b>Adjusted Operating Income</b>	\$ 15	\$ 11	35%	<b>90 bps</b>



## Positive Impacts

## Negative Offsets

<b>Adjusted Gross Margin</b>		
Q1 2014	Q1 2013	Change
26.3%	27.9%	<b>(170) bps</b>

<b>Adjusted Operating Margin</b>		
Q1 2014	Q1 2013	Change
11.7%	10.8%	<b>90 bps</b>

<ul style="list-style-type: none"> <li>Operating expense efficiencies</li> </ul>		<ul style="list-style-type: none"> <li>Higher VMS and toddler food sales at lower margin</li> <li>Higher relative production costs</li> </ul>	
--	---	---	---

\*See attached financial schedule for reconciliation to GAAP numbers

\*\*Adjusted margin changes as a % to sales may not calculate due to rounding



# Rx Segment – Adjusted Financials\*

(\$ in millions)	Q1 2014	Q1 2013	% Change Y/Y	Change as a % to sales**
<b>Net Sales</b>	\$ 204	\$ 163	25%	
<i>Adjusted Cost of Sales</i>	75	68	11%	
<b>Adjusted Gross Profit</b>	129	95	35%	480 bps
<i>Adjusted Operating Expenses</i>	25	18	40%	
<b>Adjusted Operating Income</b>	\$ 103	\$ 77	34%	340 bps

## Positive Impacts

## Negative Offsets

Adjusted Gross Margin		
Q1 2014	Q1 2013	Change
63.1%	58.4%	480 bps
Adjusted Operating Margin		
Q1 2014	Q1 2013	Change
50.6%	47.2%	340 bps

- Acquisitions
- Product mix



- Gross margin flow-through



- Rosemont
- Higher DSG&A in dollars and as a percentage of sales



\*See attached financial schedule for reconciliation to GAAP numbers

\*\*Adjusted margin changes as a % to sales may not calculate due to rounding



# API Segment – Adjusted Financials\*

(\$ in millions)	Q1 2014	Q1 2013	% Change Y/Y	Change as a % to sales
<b>Net Sales</b>	\$ 43	\$ 36	18%	
<i>Adjusted Cost of Sales</i>	13	15	(12%)	
<b>Adjusted Gross Profit</b>	30	22	39%	1,040 bps
<i>Operating Expenses</i>	7	8	(8%)	
<b>Adjusted Operating Income</b>	\$ 23	\$ 14	66%	1,530 bps

## Positive Impacts

## Negative Offsets

Adjusted Gross Margin		
Q1 2014	Q1 2013	Change
70.3%	59.9%	1,040 bps

Adjusted Operating Margin		
Q1 2014	Q1 2013	Change
53.1%	37.8%	1,530 bps

- New products



- Gross margin flow-through
- Lower employee-related costs





# Perrigo FY14 Segment Guidance\*

*Standalone Perrigo Guidance*

	FY 2014 Guidance 8/15/13 Conference Call	FY 2014 Guidance 10/31/13 Conference Call
<b>CONSUMER HEALTHCARE</b>		
Revenue Growth Y/Y	10% - 14%	10% - 14%
Adjusted Gross Margin %	33% - 37%	33% - 37%
Adjusted Operating Margin %	18% - 22%	18% - 22%
<b>NUTRITIONALS</b>		
Revenue Growth Y/Y	8% - 12%	8% - 12%
Adjusted Gross Margin %	26% - 30%	26% - 30%
Adjusted Operating Margin %	12% - 16%	12% - 16%
<b>RX PHARMACEUTICALS</b>		
Revenue Growth Y/Y	25% - 29%	25% - 29%
Adjusted Gross Margin %	58% - 62%	58% - 62%
Adjusted Operating Margin %	46% - 50%	46% - 50%
<b>API</b>		
Revenue Growth Y/Y	3% - 8%	3% - 8%
Adjusted Gross Margin %	52% - 56%	52% - 56%
Adjusted Operating Margin %	32% - 36%	32% - 36%



# Perrigo FY14 Consolidated & EPS Guidance\*

Standalone Perrigo Guidance

	FY 2014 Guidance 8/15/13 Conference Call	FY 2014 Guidance 10/31/13 Conference Call
<b>CONSOLIDATED PERRIGO</b>		
Revenue Growth Y/Y	12% - 16%	12% - 16%
Adjusted Gross Margin %	38% - 42%	38% - 42%
R&D as % to Net Sales	~3.5%	~3.5%
Adjusted DSG&A as % to Net Sales	~12.5%	~12.5%
Adjusted Operating Margin %	23% - 25%	23% - 25%
Effective Tax Rate	30% - 32%	30% - 32%
Adjusted Diluted EPS	\$6.35 - \$6.60	\$6.35 - \$6.60
Y/Y Growth	13% - 18%	13% - 18%
Y/Y Growth w/out Discrete Tax <sup>†</sup>	15% - 19%	15% - 19%
Operating Cash Flow	\$650M - \$700M	\$650M - \$700M
CAPEX	\$150M - \$185M	\$150M - \$185M

**† Implied Y/Y Growth Without Discrete Tax Items Reconciliation**

	FY 2013	FY 2014 Guidance
Adjusted Diluted EPS	\$5.61	\$6.35 - \$6.60
Less: Discrete Tax Items	(0.08)	-
<b>Adjusted Diluted EPS, Excluding Discrete Tax Items</b>	<b>\$5.53</b>	<b>\$6.35 - \$6.60</b>
<b>Implied FY Y/Y Adjusted EPS Growth</b>		<b>13% - 18%</b>
<b>Implied FY Y/Y Adjusted EPS Growth, Excluding Discrete Tax Items</b>		<b>15% - 19%</b>

**Legend:**

Y/Y = Year over Year

R&D = Research & Development Expense

DSG&A = Distribution, Selling, General & Administrative Expense

CAPEX = Capital Expenditures



Quality Affordable Healthcare Products™





# Corporate and Consumer Healthcare Growth – FY14 & Beyond

*Publicly disclosed products*

Across ALL segments, we expect to launch >75 new products, resulting in >\$190M of revenue in FY 2014

## Potential Rx to OTC switches

- \$10B in branded sales potential over the next 5 years



Consumer Healthcare FY14 Pipeline Highlights	Branded Sales (\$M)
SB version of Mucinex® Extended Release Formulas	\$160
Full year effect of Guaifenesin 600mg ER	\$135 – Launched
SB version of Children’s Delsym® Liquid Suspension	\$100 – Launched
SB version of Claritin® 24HR Liqui-Gel	\$35
SB version of Advil® Congestion Relief	\$22
SB version of Vicks® Severe Cold & Flu	New



Quality Affordable Healthcare Products™



# Nutritionals Growth – FY14 & Beyond

*Publicly disclosed products*

## Infant Formula SmarTub™

- Upgraded National Brand style package
- Improved usage experience for parents/caregivers
- Global Expansion

## North American Formulas

- Organic Toddler
- Dual Prebiotics
- Partially Hydrolyzed & Low Lactose (Compare to Similac Total Comfort)
- Concentrates in Plastic Bottles
- Extensively Hydrolyzed

## Chinese Formulas

- Ultra-Premium Stage 1, 2 & 3

## CODEX Gold Formulas

- Upgraded to include: prebiotics, lutein & DHA
- Targeting: Latin America, Africa & Middle East



Nutritionals



# Rx Growth – FY14 & Beyond

*Publicly disclosed products*

## 28 ANDAs Pending FDA approval

- ANDAs represent \$4.2B in branded sales
- 7 confirmed first-to-file ANDAs
- Additional 2 FTF ANDAs have final approval with later certain launch dates

## 5 Paragraph IV litigations

- Azelastine Nasal Spray (Astepro®)
- Albuterol HFA Inhaler (Proair®)
- Testosterone 1.62% Gel (AndroGel®)
- Testosterone 2% Topical Solution (Axiron®)
- Adapalene 0.1% / Benzoyl Peroxide 2.5% Gel (Epiduo®)

## 5 projects in clinical studies



<u>Rx FY14 Pipeline Highlights</u>	<u>Branded Sales (\$M)</u>	<u>Launch Status</u>
Generic version Prandin® Tablet	\$250	Launched
Generic version of Nitrolingual® Spray	\$65	Launched
Generic equivalent to Derma-Smoothe/FS® Oil & Lotion	~\$25	Launched
Generic equivalent to Cutivate Lotion	~\$19	Launched
Generic version of Vanos® Cream	\$93	
>3 Additional Undisclosed Products	>\$200	



**Perrigo**<sup>™</sup>  
Pharmaceuticals



# Rx Growth – FY14 & Beyond\*

*Leadership position in multiple technologies*

## Cobrek – topical foam technologies

- Expected to be \$0.04 accretive to adjusted EPS in FY13



## Rosemont – oral liquid technologies

- Expected to be \$0.24 accretive to adjusted EPS in first 12-months post-February 11, 2013 close



## Fera – ophthalmic technologies

- Expected to be \$0.12 accretive to adjusted EPS in FY14





# Perrigo – Poised for Continued Growth

**Movement from National Brand to Store Brand**

**Rx to OTC Switches**

**New Animal Health Store Brand Offering**

**Infant Formula Conversion to New Containers**

**Continuing Strong Rx Performance**

**Acquisition of Elan**

# Questions

Appendix





# Table I

**Table I**  
**PERRIGO COMPANY**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(in millions, except per share amounts)  
(unaudited)

Consolidated	Three Months Ended						% Change	
	September 28, 2013			September 29, 2012				
	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP	As Adj.
Net sales	\$ 933.4	\$ -	\$ 933.4	\$ 769.8	\$ -	\$ 769.8	21%	21%
Cost of sales	577.1	23.5 (a)	553.7	484.5	13.3 (a)	471.2	19%	17%
Gross profit	356.3	23.5	379.7	285.3	13.3	298.6	25%	27%
Operating expenses								
Distribution	13.2	-	13.2	10.8	-	10.8	23%	23%
Research and development	32.3	-	32.3	27.4	-	27.4	18%	18%
Selling and administration	129.0	20.9 (a,b,c)	108.0	90.5	7.4 (a,f)	83.2	42%	30%
Restructuring	2.1	2.1 (d)	-	-	-	-	-	-
Total operating expenses	176.6	23.1	153.5	128.7	7.4	121.3	37%	27%
Operating income	179.7	46.5	226.2	156.6	20.7	177.3	15%	28%
Interest, net	21.4	2.8 (e)	18.7	15.9	-	15.9	35%	18%
Other expense (income), net	1.0	-	1.0	(0.1)	-	(0.1)	-	-
Pre-tax income	157.3	49.3	206.5	140.8	20.7	161.5	12%	28%
Income tax expense	45.9	16.8 (g)	62.7	35.2	6.8 (g)	42.0	30%	49%
Net income	\$ 111.4	\$ 32.5	\$ 143.9	\$ 105.6	\$ 13.9	\$ 119.5	6%	20%
Diluted EPS	\$ 1.18		\$ 1.52	\$ 1.12		\$ 1.27	5%	20%
Diluted weighted average shares outstanding	94.7		94.7	94.3		94.3		
Effective tax rate	29.2%		30.3%	25.0%		26.0%		
Gross margin	38.2%		40.7%	37.1%		38.8%		
Operating margin	19.3%		24.2%	20.3%		23.0%		

\* Amounts may not sum or cross-foot due to rounding

(a) Acquisition-related amortization

(b) Elan transaction costs of \$12.0 million

(c) Litigation settlement of \$2.5 million

(d) Restructuring charges related to Minnesota and Velcera

(e) Elan transaction costs

(f) Acquisition costs of \$1.9 million

(g) Total tax effect for non-GAAP pre-tax adjustments



## Table II

**Table II**  
**PERRIGO COMPANY**  
**REPORTABLE SEGMENTS**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(in millions)  
(unaudited)

Consumer Healthcare	Three Months Ended						% Change	
	September 28, 2013			September 29, 2012			As	
	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP	Adj.
Net sales	\$ 538.5	\$ -	\$ 538.5	\$ 450.4	\$ -	\$ 450.4	20%	20%
Cost of sales	361.5	3.4 (a)	358.1	304.6	1.0 (a)	303.6	19%	18%
Gross profit	176.9	3.4	180.3	145.8	1.0	146.9	21%	23%
Operating expenses	87.0	2.7 (a,b)	84.3	66.5	1.2 (a)	65.3	31%	29%
Operating income	<u>\$ 89.9</u>	<u>\$ 6.1</u>	<u>\$ 96.0</u>	<u>\$ 79.3</u>	<u>\$ 2.3</u>	<u>\$ 81.6</u>	13%	18%
<i>Gross margin</i>	32.9%		33.5%	32.4%		32.6%		
<i>Operating margin</i>	16.7%		17.8%	17.6%		18.1%		

Nutritionals	Three Months Ended						% Change	
	September 28, 2013			September 29, 2012			As	
	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP	Adj.
Net sales	\$ 129.0	\$ -	\$ 129.0	\$ 103.4	\$ -	\$ 103.4	25%	25%
Cost of sales	98.2	3.1 (a)	95.1	77.6	3.1 (a)	74.5	27%	28%
Gross profit	30.8	3.1	33.9	25.8	3.1	28.9	19%	17%
Operating expenses	23.2	4.3 (a)	18.8	22.0	4.3 (a)	17.7	5%	6%
Operating income	<u>\$ 7.7</u>	<u>\$ 7.4</u>	<u>\$ 15.1</u>	<u>\$ 3.9</u>	<u>\$ 7.3</u>	<u>\$ 11.2</u>	98%	35%
<i>Gross margin</i>	23.9%		26.3%	25.0%		27.9%		
<i>Operating margin</i>	6.0%		11.7%	3.8%		10.8%		

\* Amounts may not sum or cross-foot due to rounding

(a) Acquisition-related amortization

(b) Restructuring charges of \$0.7 million related to Velcera

(c) Restructuring charges of \$1.4 million related to Minnesota

(d) Litigation settlement of \$2.5 million





## Table II (continued)

**Table II**  
**PERRIGO COMPANY**  
**REPORTABLE SEGMENTS**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(in millions)  
(unaudited)

Rx Pharmaceuticals	Three Months Ended						% Change	
	September 28, 2013			September 29, 2012				
	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP	As Adj.
Net sales	\$ 203.6	\$ -	\$ 203.6	\$ 162.9	\$ -	\$ 162.9	25%	25%
Cost of sales	91.1	16.0 (a)	75.1	76.3	8.4 (a)	67.9	20%	11%
Gross profit	112.5	16.0	128.5	86.7	8.4	95.1	30%	35%
Operating expenses	29.4	4.0 (a,c,d)	25.4	18.2	-	18.2	62%	40%
Operating income	\$ 83.1	\$ 20.0	\$ 103.1	\$ 68.5	\$ 8.4	\$ 76.9	21%	34%
<i>Gross margin</i>	55.2%		63.1%	53.2%		58.4%		
<i>Operating margin</i>	40.8%		50.6%	42.0%		47.2%		

API	Three Months Ended						% Change	
	September 28, 2013			September 29, 2012				
	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP*	Non-GAAP Adjustments*	As Adjusted*	GAAP	As Adj.
Net sales	\$ 43.2	\$ -	\$ 43.2	\$ 36.4	\$ -	\$ 36.4	18%	18%
Cost of sales	13.3	0.5 (a)	12.8	15.1	0.5 (a)	14.6	-11%	-12%
Gross profit	29.8	0.5	30.3	21.4	0.5	21.8	40%	39%
Operating expenses	7.4	-	7.4	8.0	-	8.0	-8%	-8%
Operating income	\$ 22.4	\$ 0.5	\$ 22.9	\$ 13.3	\$ 0.5	\$ 13.8	68%	66%
<i>Gross margin</i>	69.1%		70.3%	58.7%		59.9%		
<i>Operating margin</i>	52.0%		53.1%	36.6%		37.8%		

\* Amounts may not sum or cross-foot due to rounding

(a) Acquisition-related amortization

(b) Restructuring charges of \$0.7 million related to Velcera

(c) Restructuring charges of \$1.4 million related to Minnesota

(d) Litigation settlement of \$2.5 million



## Table III

**Table III**  
**PERRIGO COMPANY**  
**FY 2014 GUIDANCE AND FY 2013 EPS**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(unaudited)

	<b>Full Year Fiscal 2014 Guidance</b>
FY14 adjusted diluted EPS range <sup>(1)</sup>	\$6.35 - \$6.60
Acquisition-related amortization <sup>(1,3)</sup>	(0.84)
FY14 GAAP equivalent range (as announced on August 15, 2013) <sup>(1)</sup>	\$5.51 - \$5.76
Three months ended September 28, 2013 adjustments:	
Transaction charges associated with pending acquisition <sup>(2)</sup>	(0.10)
Charge associated with litigation settlement	(0.02)
Charges associated with restructuring	(0.01)
FY14 GAAP equivalent EPS range <sup>(1,2)</sup>	\$5.38 - \$5.63
	<b>Fiscal 2013</b>
FY13 adjusted diluted EPS	\$5.61
Acquisition-related amortization <sup>(3)</sup>	(0.668)
Charges associated with inventory step-ups	(0.077)
Charges associated with acquisition, severance and other integration-related costs	(0.061)
Charge associated with write-off of in-process R&D	(0.059)
Losses on sales of investments	(0.047)
Charge associated with restructuring	(0.018)
FY13 reported diluted EPS	\$4.68

(1) Does not include any estimate related to the Elan transaction.

(2) Only includes Elan transaction costs expensed to date as of September 28, 2013.

(3) Amortization of acquired intangible assets related to business combinations and asset acquisitions.



# Table IV

**Table IV**  
**PERRIGO COMPANY**  
**FY 2014 GUIDANCE**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(unaudited)

	<b>Full Year Fiscal 2014 Guidance</b>
<b>Consolidated</b>	
Adjusted consolidated gross margin range <sup>(1)</sup>	38% - 42%
Acquisition-related amortization <sup>(1,3)</sup>	-2.3%
Reported consolidated gross margin range <sup>(1)</sup>	<u>35.7% - 39.7%</u>
Adjusted distribution, sales, general and administrative expense as % of net sales <sup>(1)</sup>	12.5%
Acquisition-related amortization <sup>(1,3)</sup>	0.6%
Transaction charges associated with pending acquisition <sup>(2)</sup>	0.3%
Charge associated with litigation settlement	0.1%
Charges associated with restructuring	0.1%
Reported distribution, sales, general and administrative expense as % of net sales <sup>(1,2)</sup>	<u>13.6%</u>
Adjusted consolidated operating margin range <sup>(1)</sup>	23% - 25%
Acquisition-related amortization <sup>(1,3)</sup>	-2.9%
Transaction charges associated with pending acquisition <sup>(2)</sup>	-0.3%
Charge associated with litigation settlement	-0.1%
Charges associated with restructuring	-0.1%
Reported consolidated operating margin range <sup>(1,2)</sup>	<u>19.6% - 21.6%</u>
<b>Consumer Healthcare</b>	
Adjusted gross margin range	33% - 37%
Acquisition-related amortization <sup>(3)</sup>	-0.6%
Reported gross margin range	<u>32.4% - 36.4%</u>
Adjusted operating margin range	18% - 22%
Acquisition-related amortization <sup>(3)</sup>	-0.9%
Reported operating margin range	<u>17.1% - 21.1%</u>

(1) Does not include any estimate related to the Elan transaction.

(2) Only includes Elan transaction costs expensed to date as of September 28, 2013.

(3) Amortization of acquired intangible assets related to business combinations and asset acquisitions.



# Table IV

(Continued)

**Table IV**  
**PERRIGO COMPANY**  
**FY 2014 GUIDANCE**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(unaudited)

	<b>Full Year Fiscal 2014 Guidance</b>
<b>Nutritionals</b>	
Adjusted gross margin range	26% - 30%
Acquisition-related amortization <sup>(3)</sup>	-2.2%
Adjusted gross margin range	<u>23.8% - 27.8%</u>
Adjusted operating margin range	12% - 16%
Acquisition-related amortization <sup>(3)</sup>	-5.2%
Reported operating margin range	<u>6.8% - 10.8%</u>
<b>Rx Pharmaceuticals</b>	
Adjusted gross margin range	58% - 62%
Acquisition-related amortization <sup>(3)</sup>	-7.1%
Reported gross margin range	<u>50.9% - 54.9%</u>
Adjusted operating margin range	46% - 50%
Acquisition-related amortization <sup>(3)</sup>	-7.1%
Charge associated with litigation settlement	-0.3%
Charge associated with restructuring	-0.2%
Reported operating margin range	<u>38.4% - 42.4%</u>
<b>API</b>	
Adjusted gross margin range	52% - 56%
Acquisition-related amortization <sup>(3)</sup>	-1.1%
Reported gross margin range	<u>50.9% - 54.9%</u>
Adjusted operating margin range	32% - 36%
Acquisition-related amortization <sup>(3)</sup>	-1.1%
Reported operating margin range	<u>30.9% - 34.9%</u>

(1) Does not include any estimate related to the Elan transaction.

(2) Only includes Elan transaction costs expensed to date as of September 28, 2013.

(3) Amortization of acquired intangible assets related to business combinations and asset acquisitions.



# Table V

**Table V**  
**PERRIGO COMPANY**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(in millions)  
(unaudited)

	<b>9/28/2013</b>
Total debt	\$ 1,983.3
Less: Cash and cash equivalents	(816.6)
Total net debt	1,166.7
Total shareholders' equity	2,469.9
Total capital	\$ 3,636.6
Net debt to total capital ratio	32.1%
<b>Consolidated</b>	<b>Q1 FY12</b>
Net sales	\$ 725.3
Reported gross profit	\$ 227.6
Acquisition-related amortization <sup>(1)</sup>	15.2
Inventory step-up	27.2
Adjusted gross profit	\$ 270.0
Adjusted gross margin	37.2%
Reported operating income	\$ 101.5
Acquisition-related amortization <sup>(1)</sup>	20.0
Inventory step-up	27.2
Proceeds from sale of pipeline development projects	(3.5)
Acquisition costs	8.8
Adjusted operating income	\$ 154.0
Adjusted operating margin	21.2%

*(1) Amortization of acquired intangible assets related to business combinations and asset acquisitions*



# Table VI

**Table VI**  
**PERRIGO COMPANY**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(in millions)  
(unaudited)

<b>Consolidated</b>	Three Months Ended		Change
	September 28, 2013	September 29, 2012	%
Net sales, as reported	\$ 933.4	\$ 769.8	21%
Less: FY13 acquisitions <sup>(1)</sup>	(64.4)	-	-
Net sales, organic	\$ 869.0	\$ 769.8	13%

<b>Rx Pharmaceuticals</b>	Three Months Ended		Change
	September 28, 2013	September 29, 2012	%
Net sales, as reported	\$ 203.6	\$ 162.9	25%
Less: Rosemont and Fera acquisitions	(22.6)	-	-
Net sales, organic	\$ 181.1	\$ 162.9	11%

<sup>(1)</sup> Net sales from the acquisitions of Sergeant's Pet Care Products, Inc., Rosemont Pharmaceuticals Ltd., Velcera, Inc. and Fera Pharmaceuticals LLC, which were acquired on Oct. 1, 2012, Feb. 11, 2013, April 1, 2013 and June 17, 2013, respectively.



## Table VII

**Table VII**  
**PERRIGO COMPANY**  
**RECONCILIATION OF NON-GAAP MEASURES**  
(unaudited)

	<b>Cobrek</b>
	<b>Fiscal 2013 Guidance</b>
	<hr/>
FY13 Cobrek accretion - reported diluted EPS	\$0.01
Acquisition-related amortization <sup>(1)</sup>	0.02
Charge associated with severance costs	0.01
FY13 Cobrek accretion - adjusted diluted EPS	<hr/> <hr/> \$0.04
	<b>First 12 Months Accretion</b>
	<b>Post-Closing Rosemont</b>
	<hr/>
Rosemont accretion first 12 months post-close - reported diluted EPS	\$0.09
Acquisition-related amortization <sup>(1)</sup>	0.11
Charge associated with inventory step-up	0.02
Charges associated with acquisition costs	0.01
Rosemont accretion first 12 months post-close - adjusted diluted EPS	<hr/> <hr/> \$0.24
	<b>Fera</b>
	<b>Fiscal 2014 Guidance</b>
	<hr/>
FY14 Fera accretion - reported diluted EPS	\$0.07
Acquisition-related amortization <sup>(1)</sup>	0.05
FY14 Fera accretion - adjusted diluted EPS	<hr/> <hr/> \$0.12

*(1) Amortization of acquired intangible assets related to business combinations and asset acquisitions.*