# Perrigo Fiscal 2014 Fourth Quarter \& Year-End Conference Call 

[^0]Perrigo

## Forward - Looking Statements

Certain statements in this presentation are forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and are subject to the safe harbor created thereby. These statements relate to future events or the Company's future financial performance and involve known and unknown risks, uncertainties and other factors that may cause the actual results, levels of activity, performance or achievements of the Company or its industry to be materially different from those expressed or implied by any forward-looking statements. In some cases, forward-looking statements can be identified by terminology such as "may," "will," "could," "would," "should," "expect," "plan," "anticipate," "intend," "believe," "estimate," "predict," "potential" or other comparable terminology. The Company has based these forward-looking statements on its current expectations, assumptions, estimates and projections. While the Company believes 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 the Company's control. These and other important factors, including those discussed under "Risk Factors" in the Company's documents filed with the Securities and Exchange Commission (including the Company's annual reports on Form 10-K and quarterly reports on Form 10-Q), may cause actual results, performance or achievements to differ materially from those expressed or implied by these forward-looking statements. The forward-looking statements in this presentation are made only as of the date hereof, and unless otherwise required by applicable securities laws, the Company disclaims any intention or obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

## Perrigo Consolidated - 4Q FY14 GAAP Financials

| (\$ in millions, except per share amounts) |  | 4Q FY14 |  | 4Q FY13 | \% Change Y/Y |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  | \$1,144 |  | \$967 | 18 \% |
| Cost of Sales |  | 729 |  | 611 | 19 \% |
| Gross Profit |  | \$416 |  | \$356 | 17 \% |
| Distribution |  | 14 |  | 12 | 13 \% |
| $R \& D^{(1)}$ |  | 38 |  | 40 | (5\%) |
| $S G \& A{ }^{(2)}$ |  | 166 |  | 124 | 34 \% |
| Operating Income |  | \$197 |  | \$180 | 10 \% |
| Net Income |  | \$132 |  | \$119 | 11 \% |
| Diluted Income Per Share |  | \$0.98 |  | \$1.25 | (22\%) |
|  | Gross Margin* |  |  |  |  |
|  | 4Q FY14 | 4Q FY13 | Change |  |  |
|  | 36.3\% | 36.8\% | (50) bps |  |  |
|  | Operating Margin* |  |  |  |  |
|  | 4Q FY14 | 4Q FY13 | Change |  |  |
|  | 17.3\% | 18.6\% | (130) bps |  |  |

[^1](1) ) Includes write-off of in-process R\&D of $\$ 0$ million in FY14 and $\$ 9$ million in FY13

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3 (2) Includes restructuring charges of $\$ 11$ million in FY14 and $\$ 3$ million in FY13

## Perrigo Consolidated - 4Q FY14 As Adjusted*



## Perrigo Consolidated - FY 2014 As Adjusted*

## Perrigo

| (\$ in millions, except per share amounts) | FY 2014 | FY 2013 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$4,061 | \$3,540 | 15 \% |  |
| Adjusted Cost of Sales* | 2,358 | 2,179 | 8 \% |  |
| Gross Profit | \$1,703 | \$1,361 | 25 \% | 340 bps |
| Distribution | 55 | 48 | 16 \% |  |
| R\&D | 153 | 115 | 32 \% |  |
| Adjusted SG\&A* | 466 | 393 | 18 \% |  |
| Adjusted Operating Income* | \$1,029 | \$805 | 28 \% | 250 bps |
| Adjusted Net Income* | \$740 | \$530 | 40 \% |  |
| Adjusted Diluted EPS* | \$6.39 | \$5.61 | 14 \% |  |


| Adjusted Gross Margin* |  |  |
| :---: | :---: | :---: |
| FY 2014 | FY 2013 | Change |
| $\mathbf{4 1 . 9 \%}$ | $\mathbf{3 8 . 5 \%}$ | $\mathbf{3 4 0}$ bps |
| Adjusted Operating Margin* |  |  |
| FY 2014 | FY 2013 | Change |
| $\mathbf{2 5 . 3 \%}$ | $\mathbf{2 2 . 8 \%}$ | $\mathbf{2 5 0}$ bps |

## Perrigo Consolidated - 4Q FY14 As Adjusted*

| Net Sales <br> Adjusted Operating Income | 4Q FY14 | 4Q FY13 | \% Change <br> Y/Y** |
| :--- | ---: | ---: | ---: |
| Consolidated Perrigo <br> Adjusted Operating Income | $\mathbf{\$ 1 , 1 4 4}$ | $\$ 967$ | $\mathbf{1 8 \%}$ |
| Consumer Healthcare | 325 | 225 | $44 \%$ |
| Adjusted Operating Income | 607 | 563 | $8 \%$ |
| Nutritionals | 113 | 113 | $1 \%$ |
| Adjusted Operating Income | 145 | 150 | $(3) \%$ |
| Rx Pharmaceuticals | 20 | 25 | $(18) \%$ |
| Adjusted Operating Income | 253 | 195 | $\mathbf{3 0 \%}$ |
| API | 122 | 83 | $47 \%$ |
| Adjusted Operating Income | 33 | 41 | $(21) \%$ |
| Specialty Sciences | 10 | 11 | $(10) \%$ |
| Adjusted Operating Income | 86 | N/A | N/A |

## 52 - Weeks IRI Data



## Consumer Healthcare Segment As Adjusted*

| (\$ in millions) |  |  | 4Q FY14 | 4Q FY13 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  | \$607 | \$563 | 8 \% |  |
| Adjusted Cost of Sales* |  |  | 401 | 360 | 11 \% |  |
| Adjusted Gross Profit* |  |  | \$206 | \$202 | $2 \%$ | (210) bps |
| Adjusted Operating Expenses* |  |  | 92 | 90 | $3 \%$ |  |
| Adjusted Operating Income* |  |  | \$113 | \$113 | 1 \% | (130) bps |
|  |  |  | Positive Impacts |  | Negative Offsets |  |
| Adjusted Gross Margin** |  |  |  |  | - Animal health <br> - Product mix <br> -Under-absorption of fixed production costs |  |
| 4Q FY14 | 4Q FY13 | Change |  |  |  |  |
| 33.9\% | 36.0\% | (210) bps |  |  |  |  |
| Adjusted Operating Margin** |  |  | + Lower DSG\&A as a percent to sales |  | - Investments in plant capacity and R\&D |  |
| 4Q FY14 | 4Q FY13 | Change |  |  |  |  |
| 18.7\% | 20.0\% | (130) bps |  |  |  |  |

## Nutritionals Segment As Adjusted*

| (\$ in millions) | 4Q FY14 | 4Q FY13 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$145 | \$150 | (3\%) |  |
| Adjusted Cost of Sales* | 105 | 107 | (1\%) |  |
| Adjusted Gross Profit* | \$40 | \$43 | (8\%) | (140) bps |
| Adjusted Operating Expenses* | 20 | 19 | $5 \%$ |  |
| Adjusted Operating Income* | \$20 | \$25 | (18\%) | (250) bps |

Positive Impacts

| Adjusted Gross Margin** |  |  |
| :---: | :---: | :---: |
| 4Q FY14 | 4Q FY13 | Change |
| $\mathbf{2 7 . 5 \%}$ | $\mathbf{2 8 . 9 \%}$ | (140) bps |
| Adjusted Operating Margin** |  |  |
| 4Q FY14 | 4Q FY13 | Change |
| $\mathbf{1 3 . 9 \%}$ | $\mathbf{1 6 . 4 \%}$ | $(250)$ bps |

+ Timing of R\&D investments


## Negative Offsets

- Timing of scheduled maintenance at plants
- Increased promotional spend on insync® probiotic


## Rx Pharmaceuticals Segment As Adjusted*

| (\$ in millions) |  |  | 4Q FY14 | 4Q FY13 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  | \$253 | \$195 | $30 \%$ |  |
| Adjusted Cost of Sales* |  |  | 100 | 86 | $17 \%$ |  |
| Adjusted Gross Profit* |  |  | \$153 | \$109 | 40 \% | 440 bps |
| Adjusted Operating Expenses* |  |  | 31 | 26 | 19 \% |  |
| Adjusted Operating Income* |  |  | \$122 | \$83 | 47 \% | 560 bps |
|  |  |  | Positive Impacts |  | Negative Offsets |  |
| Adjusted Gross Margin** |  |  | + Product mix <br> + Higher volumes |  |  |  |
| 4Q FY14 | 4Q FY13 | Change |  |  |  |  |
| 60.4\% | 56.0\% | 440 bps |  |  |  |  |
| Adjusted Operating Margin** |  |  | + Gross margin flow-through |  | - Higher dollar investments in R\&D and specialty sales force |  |
| 4Q FY14 | 4Q FY13 | Change |  |  |  |  |
| 48.3\% | 42.7\% | 560 bps |  |  |  |  |

## API Segment As Adjusted*

| (\$ in millions) |  |  | 4Q FY14 | 4Q FY13 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  | \$33 | \$41 | (21\%) |  |
| Adjusted Cost of Sales* |  |  | 15 | 22 | (30\%) |  |
| Adjusted Gross Profit* |  |  | \$17 | \$19 | (10\%) | 650 bps |
| Adjusted Operating Expenses* |  |  | 8 | 9 | (10\%) |  |
| Adjusted Operating Income* |  |  | \$10 | \$11 | (10\%) | 360 bps |
|  |  |  | Positive Impacts |  | Negative Offsets |  |
| Adjusted Gross Margin** |  |  | + Product mix |  | - Lower volumes |  |
| 4Q FY14 | 4Q FY13 | Change |  |  |  |  |
| 53.4\% | 46.9\% | 650 bps |  |  |  |  |
| Adjusted Operating Margin** |  |  | + Lower DSG\&A dollar spend |  | - Higher R\&D investments as a percent to sales |  |
| 4Q FY14 | 4Q FY13 | Change |  |  |  |  |
| 29.3\% | 25.7\% | 360 bps |  |  |  |  |

## Specialty Sciences Segment As Adjusted*

|  |  |
| :--- | ---: |
| (\$ in millions) | 4Q FY14 |
| Net Sales | $\$ 86$ |
| Adjusted Cost of Sales* | 0 |
| Adjusted Gross Profit |  |
| Adjusted Operating Expenses* | $\$ 86$ |
| Adjusted Operating Income* | 7 |

## Global Tysabri Performance (\$ in millions)**

$\$ 534$


## FY15 - Consolidated \& Segment Guidance*

|  | FY 2015 Guidance <br> $8 / 14 / 14$ Conference <br> Call |
| :--- | :---: |
| CONSUMER HEALTHCARE <br> Revenue Growth Y/Y <br> Adjusted Operating Margin \% | $\mathbf{3 \% - 7 \%}$ <br> $\sim 18 \%$ |
| NUTRITIONALS <br> Revenue Growth Y/Y <br> Adjusted Operating Margin \% | $\mathbf{7 \% - 1 1 \%}$ <br> $\sim 13 \%$ |
| RX PHARMACEUTICALS <br> Revenue Growth Y/Y <br> Adjusted Operating Margin \% | $5 \%-9 \%$ <br> $\sim 49 \%$ |
| API <br> Revenue Growth Y/Y <br> Adjusted Operating Margin \% | $(3 \%)-\mathbf{( 7 \% )}$ <br> $\sim 30 \%$ |


|  | FY 2015 Guidance 8/14/14 Conference Call ${ }^{* *}$ |
| :---: | :---: |
| CONSOLIDATED PERRIGO |  |
| Revenue Growth Y/Y | 7\%-11\% |
| Adjusted Operating Margin \% | ~29\% |
| Effective Tax Rate | ~16\% |
| R\&D as \% to Net Sales | ~3.5\% |
| Adjusted DSG\&A as \% to Net Sales | ~12.5\% |
| Adjusted Diluted EPS Range | \$7.20-\$7.50 |
| Y/Y Adjusted Diluted EPS Growth | 13\%-17\% |
| Y/Y Adjusted Net Income Growth | 31\%-37\% |
| Operating Cash Flow | >\$1B |
| CAPEX | ~\$160M |
| Diluted Shares Outstanding | 135M |

[^2]
## Corporate and Consumer Healthcare Growth - FY15 \& Beyond

$\checkmark$ Across ALL segments, we expect to launch >100 new products, resulting in >\$235M of revenue in FY 2015
$\checkmark$ Potential Rx to OTC switches \$10B in branded sales potential over the next 5 years


| Consumer Healthcare FY 15 Pipeline Highlights | Branded Sales (\$M) |
| :--- | ---: |
| SB version of Adult \& Children's Delsym® Liquid | $\$ 100$ - Launched |
| SB version of Mucinex® Allergy | $\$ 50$ - Launched* |
| SB versions of Nasal Corticosteroid Sprays | $>\$ 200^{*}$ |
| SB versions of Flea and Tick products | $>\$ 100^{*}$ |
| SB version of Prilosec® Wildberry | $\$ 46$ |
| SB version of Claritin® 24HR Liqui-Gel | $\$ 40$ |
| SB version of Vagisil® Feminine Wash | $\$ 25$ |



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## Rx Growth - FY15 \& Beyond

31 ANDAs Pending FDA approval
$\checkmark$ ANDAs represent \$4.2B in branded sales
$\checkmark 5$ confirmed first-to-file ANDAs
$\checkmark$ Additional 2 FTF ANDAs have final approval with later certain launch dates

6 projects in clinical studies

## 3 Paragraph IV litigations

$\checkmark$ Testosterone 1.62\% Gel (Androgel®)
$\checkmark$ Testosterone 2\% Topical Solution (Axiron®)
$\checkmark$ Desoximetasone Spray, 0.25\% (Topicort®)


| Rx FY 15 Pipeline Highlights | Branded Sales (\$M) |
| :--- | ---: |
| Generic equivalent to Clobex® Spray | $\$ 120$ |
| $>8$ Additional Undisclosed Products | $>\$ 1,200$ |

## Unique Sustainable Competitive Position

Quality excellence across
23 global sites

2

3
Critical mass - +50B dosages per year

Mass customization - 3,000 unique formulas plus 18,000 SKUs

No. 1 position:
$\checkmark$ Consumer (SB)
$\checkmark$ Infant formula (SB)
$\checkmark$ Extended topicals (GRx)
$\checkmark$ Animal health (SB)

New product pipeline / innovation 160 filings awaiting approval

Disciplined M\&A / integration

8 Vertical integration capabilities

9 Global sourcing

10 Competitive tax rate

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## Questions?

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# Table I <br> PERRIGO COMPANY PLC <br> <br> RECONCILIATION OF NON-GAAP <br> <br> RECONCILIATION OF NON-GAAP <br> <br> MEASURES 

 <br> <br> MEASURES}

APPENDIX
Perrigo
(in millions, except per share amounts)
(unaudited)

| Consolidated | Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | GAAP* |  | June 28, 2014 |  |  | As Adjusted* |  | GAAP* |  | June 29, 2013 |  |  | As Adjusted* |  |  |  |
|  |  |  | Non-GAAP Adjustments* |  |  |  |  |  |  |  | GAAP | As Adjusted |  |  |  |  |
| Net sales | \$ | 1,144.2 | \$ | - |  | \$ | 1,144.2 |  |  | \$ | 967.2 | \$ | - | (a) | \$ | 967.2 | 18\% | 18\% |
| Cost of sales |  | 728.5 |  | 93.0 | (a) |  | 635.4 | 611.0 |  |  | 23.9 | 587.1 | 19\% |  |  | 8\% |
| Gross profit |  | 415.7 |  | 93.0 |  |  | 508.8 |  | 356.2 |  | 23.9 |  |  | 380.1 | 17\% | 34\% |
| Operating expenses |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Distribution |  | 14.1 |  | - |  |  | 14.1 |  | 12.5 |  | - |  |  | 12.5 | 13\% | 13\% |
| Research and development |  | 38.1 |  | - |  |  | 38.1 |  | 30.9 |  | - |  |  | 30.9 | 23\% | 23\% |
| Selling |  | 58.6 |  | 5.8 | (a) |  | 52.8 |  | 56.5 |  | 5.6 | (a) |  | 50.9 | 4\% | 4\% |
| Administration |  | 97.0 |  | 17.8 |  |  | 79.2 |  | 64.3 |  | 3.7 | (a,f) |  | 60.6 | 51\% | 31\% |
| Write-off of in-process research and development |  | - |  |  |  |  | - |  | 9.0 |  | 9.0 |  |  | - | -100\% | NM |
| Restructuring |  | 10.5 |  | 10.5 | (c) |  | - |  | 2.9 |  | 2.9 |  |  | - | 264\% | NM |
| Total operating expenses |  | 218.3 |  | 34.1 |  |  | 184.2 |  | 176.1 |  | 21.2 |  |  | 154.9 | 24\% | 19\% |
| Operating income |  | 197.4 |  | 127.1 |  |  | 324.6 |  | 180.1 |  | 45.1 |  |  | 225.2 | 10\% | 44\% |
| Interest, net |  | 26.3 |  | - |  |  | 26.3 |  | 18.6 |  | - |  |  | 18.6 | 41\% | 41\% |
| Other expense, net |  | 5.6 |  | 3.5 | (d) |  | 2.1 |  | 0.1 |  | - |  |  | 0.1 | NM | NM |
| Income before income taxes |  | 165.5 |  | 130.6 |  |  | 296.2 |  | 161.4 |  | 45.1 |  |  | 206.6 | 3\% | 43\% |
| Income tax expense |  | 33.8 |  | 28.3 | (e) |  | 62.1 |  | 43.0 |  | 15.5 | (e) |  | 58.5 | -21\% | 6\% |
| Net income | \$ | 131.7 | \$ | 102.3 |  | \$ | 234.1 | \$ | 118.5 | \$ | 29.6 |  | \$ | 148.1 | 11\% | 58\% |
| Diluted EPS | \$ | 0.98 |  |  |  | \$ | 1.74 | \$ | 1.25 |  |  |  | \$ | 1.57 | -22\% | 11\% |
| Diluted weighted average shares outstanding |  | 134.3 |  |  |  |  | 134.3 |  | 94.6 |  |  |  |  | 94.6 |  |  |
| Effective tax rate |  | 20.4\% |  |  |  |  | 21.0\% |  | 26.6\% |  |  |  |  | 28.3\% |  |  |
| Gross margin** |  | 36.3\% |  |  |  |  | 44.5\% |  | 36.8\% |  |  |  |  | 39.3\% |  |  |
| Operating margin** |  | 17.3\% |  |  |  |  | 28.4\% |  | 18.6\% |  |  |  |  | 23.3\% |  |  |
| * Amounts may not sum or cross-foot due to rounding <br> **Ratios as a \% to net sales may not calculate due to rounding <br> NM - Calculations are not meaningful |  |  |  | (a) Acquisition-related amortization |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  | (b) Loss contingency accrual of $\$ 15.0$ million |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| NM - Calculations are not meaningful |  |  | (d) Losses on Elan equity method investments |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  |  | (e) Total tax effect for non-GAAP pre-tax adjustments |  |  |  |  |  |  |  |  |  |  |  |  | - |

# Table I (Continued) <br> PERRIGO COMPANY PLC <br> <br> RECONCILIATION OF NON-GAAP <br> <br> RECONCILIATION OF NON-GAAP <br> MEASURES 

APPENDIX
Perrigo
(in millions, except per share amounts)
(unaudited)


Table II
APPENDIX
(in millions)
(unaudited)

| Consumer Healthcare | Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 28, 2014 |  |  |  |  |  |  | June 29, 2013 |  |  |  |  |  |  | \% Change |  |
|  | GAAP* |  | Non-GAAP Adjustments* |  |  | As Adjusted* |  | GAAP* |  | Non-GAAP Adjustments* |  | As Adjusted* |  |  | GAAP | As Adjusted |
| Net sales | \$ | 606.9 | \$ | - |  | \$ | 606.9 | \$ | 562.5 | \$ | - |  | \$ | 562.5 | 8\% | 8\% |
| Cost of sales |  | 404.9 |  | 3.7 | (a) |  | 401.2 |  | 363.4 |  | 3.2 | (a) |  | 360.2 | 11\% | 11\% |
| Gross profit |  | 202.0 |  | 3.7 |  |  | 205.7 |  | 199.1 |  | 3.2 |  |  | 202.3 | 1\% | 2\% |
| Operating expenses |  | 97.3 |  | 4.9 | (a,b) |  | 92.4 |  | 97.2 |  | 7.6 | ( $\mathrm{a}, \mathrm{c}$ ) |  | 89.6 | -\% | 3\% |
| Operating income |  | 104.7 |  | 8.6 |  |  | 113.3 |  | 101.9 |  | 10.8 |  |  | 112.7 | 3\% | 1\% |
| Gross margin** |  | 33.3\% |  |  |  |  | 33.9\% |  | 35.4\% |  |  |  |  | 36.0\% |  |  |
| Operating margin** |  | 17.3\% |  |  |  |  | 18.7\% |  | 18.1\% |  |  |  |  | 20.0\% |  |  |
| Nutritionals | Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |
|  | June 28, 2014 |  |  |  |  |  |  | June 29, 2013 |  |  |  |  |  |  |  |  |
|  | GAAP* |  | Non-GAAP Adjustments* |  |  | As Adjusted* |  | GAAP* |  | Non-GAAP Adjustments* |  |  | As Adjusted* |  | GAAP | As Adjusted |
| Net sales | \$ | 145.2 | \$ | - |  | \$ | 145.2 | \$ | 149.7 | \$ | - |  | \$ | 149.7 | -3\% | -3\% |
| Cost of sales |  | 108.4 |  | 3.1 | (a) |  | 105.3 |  | 109.5 |  | 3.1 | (a) |  | 106.5 | -1\% | -1\% |
| Gross profit |  | 36.8 |  | 3.1 |  |  | 39.9 |  | 40.1 |  | 3.1 |  |  | 43.2 | -8\% | -8\% |
| Operating expenses |  | 24.7 |  | 5.0 | (a) |  | 19.7 |  | 23.0 |  | 4.3 | (a) |  | 18.7 | 7\% | 5\% |
| Operating income | \$ | 12.1 | \$ | 8.1 |  | \$ | 20.2 | \$ | 17.2 | \$ | 7.3 |  | \$ | 24.5 | -30\% | -18\% |
| Gross margin** |  | 25.3\% |  |  |  |  | 27.5\% |  | 26.8\% |  |  |  |  | 28.9\% |  |  |
| Operating margin** |  | 8.3\% |  |  |  |  | 13.9\% |  | 11.5\% |  |  |  |  | 16.4\% |  |  |

* Amounts may not sum or cross-foot due to rounding
${ }^{* *}$ Ratios as a \% to net sales may not calculate due to rounding
(a) Acquisition-related amortization
(b) Restructuring charges and other integration-related expenses of $\$ 2.5$ million related to Aspen

Table II (Continued) PERRIGO COMPANY PLC

## Rx Pharmaceuticals

Net sales
Cost of sales
Gross profit
Operating expenses Operating income

## Gross margin**

Operating margin**

API

Net sales
Cost of sales
Gross profit
Operating expenses
Operating income

Gross margin**
Operating margin**

Three Months Ended

| June 28, 2014 |  |  |  |  |  | June 29, 2013 |  |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| GAAP* | Non-GAAP Adjustments* |  |  | As Adjusted* |  | GAAP* |  | Non-GAAP Adjustments* |  |  | As Adjusted* |  | GAAP | As Adjusted |
| \$ 253.4 | \$ | - |  | \$ | 253.4 | \$ | 194.7 | \$ | - |  | \$ | 194.7 | 30\% | 30\% |
| 117.8 |  | 17.5 | (a) |  | 100.3 |  | 102.4 |  | 16.7 | (a) |  | 85.7 | 15\% | 17\% |
| 135.6 |  | 17.5 |  |  | 153.1 |  | 92.3 |  | 16.7 |  |  | 109.0 | 47\% | 40\% |
| 46.3 |  | 15.5 | (a,d) |  | 30.8 |  | 35.1 |  | 9.1 | (a,e) |  | 25.9 | 32\% | 19\% |
| \$ 89.3 | \$ | 33.0 |  | \$ | 122.3 | \$ | 57.2 | \$ | 25.8 |  | \$ | 83.0 | 56\% | 47\% |

## 53.5\%

35.2\%

| June 28, 2014 |  |  |  |
| :---: | :---: | :---: | :---: |
| GAAP* |  | Non-GAAP Adjustments* |  |
| \$ | 32.5 | \$ | - |
|  | 15.7 |  | 0.5 |
|  | 16.8 |  | 0.5 |
|  | 8.0 |  | 0.2 |
| \$ | 8.8 | \$ | 0.7 |

51.7\%
27.0\%
60.4\%
48.3\%
$\square$
29.4\%
56.0\%
42.7\%

Three Months Ended

* Amounts may not sum or cross-foot due to rounding
**Ratios as a \% to net sales may not calculate due to rounding
(a) Acquisition-related amortization
(d) Loss contingency accrual of $\$ 15.0$ million
(e) Write-off of in-process R\&D of $\$ 9.0$ million related to the Paddock acquisition

| Specialty Sciences | Three Months Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | June 28, 2014 |  |  |  |  |  |  |
|  | GAAP* |  | Non-GAAP Adjustments* |  | As Adjusted* |  |  |
| Net sales | \$ | 85.9 | \$ | - |  | \$ | 85.9 |
| Cost of sales |  | 67.8 |  | 67.8 | (a) |  | - |
| Gross profit |  | 18.1 |  | 67.8 |  |  | 85.9 |
| Operating expenses |  | 13.2 |  | 5.8 | ${ }^{\text {(f) }}$ |  | 7.4 |
| Operating income (loss) | \$ | 4.9 | \$ | 73.6 |  | \$ | 78.5 |
| Gross margin** |  | 21.1\% |  |  |  |  | 100.0\% |
| Operating margin** |  | 5.8\% |  |  |  |  | 91.4\% |

* Amounts may not sum or cross-foot due to rounding
**Ratios as a \% to net sales may not calculate due to rounding
(a) Acquisition-related amortization
(f) Elan restructuring and integration-related charges

|  | Fiscal 2015 Guidance |
| :---: | :---: |
| FY15 reported diluted EPS range | \$4.05-\$4.35 |
| Acquisition-related amortization ${ }^{(1)}$ | 3.15 |
| FY15 adjusted diluted EPS range | \$7.20-\$7.50 |
|  | Fiscal 2015 Guidance |
|  | (in millions) |
| FY15 net income - reported | \$546.1-\$586.6 |
| Acquisition-related amortization ${ }^{(1)}$ | 425.9 |
| FY15 net income - adjusted | \$972.0-\$1,012.5 |
| FY14 adjusted net income | \$739.5 |
| \% change | 31-37\% |
|  | Fiscal 2014 |
| FY14 reported diluted EPS | \$1.77 |
| Charges associated with acquisition and other integration-related costs | 2.06 |
| Acquisition-related amortization ${ }^{(1)}$ | 1.93 |
| Charges associated with restructuring | 0.34 |
| Charges associated with litigation settlements | 0.11 |
| Losses on sales of investments | 0.09 |
| Losses on Elan equity method investments | 0.06 |
| Charges associated with write-offs of in-process R\&D | 0.03 |
| Charge associated with contingent consideration adjustment | 0.01 |
| Earnings associated with escrow settlement | (0.01) |
| FY14 adjusted diluted EPS | \$6.39 |

## RECONCILIATION OF NON-GAAP

## Consolidated

Reported distribution, sales, general and administrative expense as \% of net sales

Acquisition-related amortization (1)
Adjusted distribution, sales, general and administrative expense as \% of net sales

Reported consolidated operating margin
Acquisition-related amortization ${ }^{(1)}$
Adjusted consolidated operating margin

| $13.1 \%$ |
| :---: |
| $(0.6) \%$ |
| $12.5 \%$ |
| $19.5 \%$ |
| $9.5 \%$ |
| $29.0 \%$ |

## Consumer Healthcare

Reported operating margin
Acquisition-related amortization ${ }^{(1)}$
Adjusted operating margin

| $16.5 \%$ |
| ---: |
| $1.5 \%$ |
| $18.0 \%$ |

Nutritionals

Reported operating margin
Acquisition-related amortization ${ }^{(1)}$
Adjusted operating margin

| $8.2 \%$ |
| ---: |
| $4.8 \%$ |
| $13.0 \%$ |

## Rx Pharmaceuticals

| Reported operating margin | $41.3 \%$ |
| :--- | :---: |
| $\quad$ Acquisition-related amortization ${ }^{(1)}$ | $6.7 \%$ |
| Adjusted operating margin | $48.0 \%$ |
| API |  |
|  |  |
| Reported operating margin | $28.4 \%$ |
| $\quad$ Acquisition-related amortization ${ }^{(1)}$ | $1.6 \%$ |
| Adjusted operating margin |  |

[^3]|  | Fiscal Year |  | Change <br> \% |
| :---: | :---: | :---: | :---: |
|  | 2014 | 2013 |  |
| Consolidated |  |  |  |
| Net sales, as reported | 4,060.8 | 3,539.8 | 15\% |
| Less: FY 14 acquisitions ${ }^{(1)}$ | (121.8) | - |  |
| Less: FY 13 acquisitions ${ }^{(2)}$ | (168.3) | - |  |
| Net sales, organic | 3,770.5 | 3,539.8 | 7\% |

${ }^{(1)}$ Net sales from acquisition of Elan Corporation, plc, which was acquired on December 18, 2013, and acquired product portfolios from Aspen Global, Inc. and Fera Pharmaceuticals, LLC, which occurred on February 28, 2014 and February 18, 2014, respectively.
${ }^{(2)}$ Net sales from the acquisitions of Sergeant's Pet Care Products, Inc., Rosemont Pharmaceuticals Ltd., Velcera, Inc., which occurred on October 1, 2012, February 11, 2013, and April 1, 2013, respectively, and the acquisition of a product portfolio from Fera Pharmaceuticals, LLC, which occurred on June 17, 2013.


[^0]:    August 14 th, 2014

[^1]:    *Margin changes as a \% to sales may not calculate due to rounding

[^2]:    Legend:
    Y/Y = Year over Year
    R\&D = Research \& Development Expense
    DSG\&A = Distribution, Selling, General \&
    Administrative Expense

[^3]:    ${ }^{(1)}$ Amortization of acquired intangible assets related to business combinations and asset acquisitions

