# Perrigo Fiscal 2015 Second Quarter Conference Call 

February 5, 2015

Perrigo

## Forward - Looking Statements

## Perrigo

Note: Certain statements in this report are "forward-looking statements" within the meaning of Section $21 E$ 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 particular, statements about the Company's expectations, beliefs, plans, objectives, assumptions, future events or future performance contained in this report, including certain statements contained in "Management's Discussion and Analysis of Financial Condition and Results of Operations" are 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 the negative of those terms or other comparable terminology.

Please see the Company's documents filed with the Securities and Exchange Commission, including the Company's annual reports filed on Form 10-K, quarterly reports on Form 10-Q, and any amendments thereto for a discussion of certain important risk factors that relate to forward-looking statements contained in this document. 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 may cause actual results, performance or achievements to differ materially from those expressed or implied by these forward-looking statements. Any forward-looking statements 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 - Q2 FY15 GAAP Financials

## Perrigo

| (\$ in millions, except per share amounts) | Q2 FY15 | Q2 FY14 | \% Change Y/Y |
| :---: | :---: | :---: | :---: |
| Net Sales | \$1,072 | \$979 | $9 \%$ |
| Cost of Sales | 688 | 618 | $11 \%$ |
| Gross Profit | \$384 | \$361 | 6 \% |
| Distribution | 15 | 14 | $6 \%$ |
| $R \& D{ }^{(1)}$ | 53 | 43 | 24 \% |
| SG\&A (2) | 131 | 217 | (39\%) |
| Operating Income | \$184 | \$87 | 113 \% |
| Net Income ${ }^{(3)}$ | \$70 | \$(86) | 182 \% |
| Diluted Income Per Share | \$0.51 | \$(0.87) | 159 \% |


| Gross Margin* |  |  |
| :---: | :---: | :---: |
| Q2 FY15 | Q2 FY14 | Change |
| $\mathbf{3 5 . 8 \%}$ | $\mathbf{3 6 . 8 \%}$ | $(100)$ bps |
| Operating Margin* |  |  |
| Q2 FY15 | Q2 FY14 | Change |
| $\mathbf{1 7 . 2 \%}$ | $\mathbf{8 . 8 \%}$ | $\mathbf{8 4 0}$ bps |

[^0]
## Perrigo Consolidated - Q2 FY15 As Adjusted*

## Perrigo



## Perrigo Consolidated - Q2 FY15 As Adjusted*

## Perrigo

| (\$ in millions) | Q2 FY15 | Q2 FY14 | \% Change <br> Y/Y** |
| :--- | ---: | ---: | ---: |
| Consolidated Perrigo <br> Adjusted Operating Income* | $\mathbf{\$ 1 , 0 7 2}$ | $\$ 979$ | $9 \%$ |
| Consumer Healthcare | 317 | 238 | $33 \%$ |
| Adjusted Operating Income* | 530 | 536 | $(1 \%)$ |
| Nutritionals | 96 | 94 | $2 \%$ |
| Adjusted Operating Income* | 131 | 140 | $(7 \%)$ |
| Rx Pharmaceuticals | 14 | 21 | $(31 \%)$ |
| Adjusted Operating Income* | 277 | 247 | $\mathbf{1 2 \%}$ |
| API | 128 | 123 | $4 \%$ |
| Adjusted Operating Income* | $\mathbf{3 0}$ | $\mathbf{3 0}$ | $-\%$ |
| Specialty Sciences | 8 | 9 | $(9 \%)$ |
| Adjusted Operating Income* | $\mathbf{8 7}$ | $\mathbf{7}$ | NM |

## All Category 52 Weeks

## Perrigo



## All Category 13 Weeks

## Perrigo



## Consumer Healthcare Segment As Adjusted*

## Perrigo

| (\$ in millions) |  |  | Q2 FY15 | Q2 FY14 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  | \$530 | \$536 | (1\%) |  |
| Adjusted Cost of Sales* |  |  | 354 | 361 | (2\%) |  |
| Adjusted Gross Profit* |  |  | \$175 | \$175 | -\% | 40 bps |
| Adjusted Operating Expenses* |  |  | 80 | 82 | (2\%) |  |
| Adjusted Operating Income* |  |  | \$96 | \$94 | 2 \% | 70 bps |
|  |  |  | Positive Impacts |  | Negative Offsets |  |
| Adjusted Gross Margin** |  |  | + Product mix |  | - Animal Health and CHC contract manufacturing |  |
| Q2 FY15 | Q2 FY14 | Change |  |  |  |  |
| 33.1\% | 32.7\% | 40 bps |  |  |  |  |
| Adjusted Operating Margin** |  |  | + Lower promotional expenses |  |  |  |
| Q2 FY15 | Q2 FY14 | Change |  |  |  |  |
| 18.1\% | 17.4\% | 70 bps |  |  |  |  |

## Nutritionals Segment As Adjusted*

## Perrigo

| (\$ in millions) |  |  | Q2 FY15 | Q2 FY14 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  | \$131 | \$140 | (7\%) |  |
| Adjusted Cost of Sales* |  |  | 96 | 98 | (2\%) |  |
| Adjusted Gross Profit* |  |  | \$35 | \$42 | (17\%) | (320) bps |
| Adjusted Operating Expenses* |  |  | 21 | 21 | (3\%) |  |
| Adjusted Operating Income* |  |  | \$14 | \$21 | (31\%) | (380) bps |
|  |  |  | Positive Impacts |  | Negative Offsets |  |
| Adjusted Gross Margin** |  |  | + Manufacturing efficiencies |  | - Lower absorption rates |  |
| Q2 FY15 | Q2 FY14 | Change |  |  |  |  |
| 26.7\% | 29.9\% | (320) bps |  |  | - Isolated inventory loss |  |
| Adjusted Operating Margin** |  |  |  |  | - Isolated inventory loss |  |
| Q2 FY15 | Q2 FY14 | Change |  |  |  |  |
| 11.0\% | 14.8\% | (380) bps |  |  |  |  |

## Rx Pharmaceuticals Segment As Adjusted*

## Perrigo

| (\$ in millions) |  |  | Q2 FY15 | Q2 FY14 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  | \$277 | \$247 | 12 \% |  |
| Adjusted Cost of Sales* |  |  | 109 | 96 | 13 \% |  |
| Adjusted Gross Profit* |  |  | \$167 | \$150 | 11 \% | (40) bps |
| Adjusted Operating Expenses* |  |  | 40 | 27 | $46 \%$ |  |
| Adjusted Operating Income* |  |  | \$128 | \$123 | $4 \%$ | (370) bps |
|  |  |  | Positive Impacts |  | Negative Offsets |  |
| Adjusted Gross Margin** |  |  | + Volumes |  | - Discontinued products |  |
| Q2 FY15 | Q2 FY14 | Change | + New products |  |  |  |
| 60.5\% | 60.9\% | (40) bps |  |  |  |  |
| Adjusted Operating Margin** |  |  |  |  | - Clinical R\&D costs <br> - Specialty pharmaceuticals |  |
| Q2 FY15 | Q2 FY14 | Change |  |  |  |  |
| 46.2\% | 49.9\% | (370) bps |  |  | investment |  |

## API Segment As Adjusted*

## Perrigo

| (\$ in millions) |  |  | Q2 FY15 | Q2 FY14 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  |  | \$30 | \$30 | -\% |  |
| Adjusted Cost of Sales* |  |  | 16 | 13 | 26 \% |  |
| Adjusted Gross Profit* |  |  | \$14 | \$17 | (20\%) | $(1,140)$ bps |
| Adjusted Operating Expenses* |  |  | 6 | 8 | (31\%) |  |
| Adjusted Operating Income* |  |  | \$8 | \$9 | (9\%) | (280) bps |
|  |  |  | Positive Impacts |  | Negati | e Offsets |
| Adjusted Gross Margin** |  |  |  |  | - Expiration of | eneric |
| Q2 FY15 | Q2 FY14 | Change |  |  | temozolomide | U.S. exclusivity |
| 45.5\% | 56.9\% | $(1,140) \mathrm{bps}$ |  |  |  |  |
| Adjusted Operating Margin** |  |  | + Lower SG\&A dollar spend |  |  |  |
| Q2 FY15 | Q2 FY14 | Change |  |  |  |  |
| 26.3\% | 29.1\% | (280) bps |  |  |  |  |

## Specialty Sciences Segment As Adjusted*

## Perrigo

| (\$ in millions) | Q2 FY15 | Q2 FY14 | \% Change Y/Y | Change as a \% to sales** |
| :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$87 | \$7 | 1,070 \% |  |
| Adjusted Cost of Sales* | 0 | 0 | NM |  |
| Adjusted Gross Profit* | \$87 | \$7 | 1,070 \% | -bps |
| Adjusted Operating Expenses* | 4 | 3 | 21\% |  |
| Adjusted Operating Income (loss)* | \$83 | \$4 | 1,826 \% | 3,800 bps |

Global Tysabri ${ }^{\circledR}$ Performance (in millions)***

*See attached financial schedule for reconciliation to GAAP numbers
■US ■ROW
**Adjusted margin changes as a \% to sales may not calculate due to rounding
***Data according to Biogen idec, Inc.

## FY15 - Consolidated \& Segment

## Guidance*

## Perrigo



## Omega Pharma NV Acquisition

## Perrigo


$\checkmark 35$ countries with commercial presence
$\checkmark+2,500$ employees
$\checkmark$ Top 5 global OTC player

$\checkmark$ Access to 211K pharmacists, 105K retail stores and 4K para-pharmacies
$\checkmark+3,000$ products
$\checkmark$ Platform for EU bolt-on acquisitions

Financially Attractive
Perrigo

$\checkmark$ \$1.7 billion in revenue*
$\checkmark$ Expected to be immediately accretive
$\checkmark$ Supply chain and revenue synergy opportunities

Perrigo

## Growth Drivers- 2015 \& Beyond

## Perrigo

1 Close Omega acquisition and continue solid execution on branded OTC strategy in Europe
$\checkmark$ Drive revenue and supply chain synergy opportunities

## 2 Strong new product launches

$\checkmark$ Store and value brand versions of Frontline ${ }^{\circledR}$ Plus
$\checkmark$ Store brand versions of Ensure ${ }^{\circledR}$
$\checkmark$ Gummy Vitamin Supply Agreement
$\checkmark$ Testosterone Gel 1.0\% - AB rated to Androgel® 1.0\%
$\checkmark$ Generic version of Clobex® Spray 0.05\%
3 Positive momentum for Tysabri®
$\checkmark$ 25\% royalty rate on global net sales above \$2B
$\checkmark$ SPMS optionality
4 Disciplined M\&A strategy

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Quality Affordable Healthcare Products ${ }^{\circledR}$

## Questions and Appendix

## Arthur J. Shannon

Vice President,
Investor Relations and Global Communications
(269) 686-1709
ajshannon@perrigo.com

Bradley Joseph
Director,
Investor Relations and Global
Communications
(269) 686-3373
bradley.joseph@perrigo.com

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

## Perrigo

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

Three Months Ended

## Consolidated

Net sales
Cost of sales
Gross profit
Operating expenses

## Distribution

Research and development
Selling
Administration
Write-off of in-process research and development
Restructuring
Total operating expenses
Operating income
Interest expense, net
Other expense, net
Loss on extinguishment of debt Income (loss) before income taxes Income tax expense (benefit) Net income (loss)

Diluted earnings (loss) per share

(k) Weighted average effect of 6.8 million shares issued on November 26 2014 to finance the pending Omega acquisition
(I) Elan acquisition and integration-related charges of $\$ 93.7$ million offset partially by a $\$ 4.9$ milion write-off of contingent consideration related to he Fera acquisition
(m) Favorable escrow settlement of $\$ 2.5$ million related to Sergeant's
(n) Write-offs of IPR\&D related to Paddock and Rosemont
(o) Elan transaction costs and extinguishment of debt

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

## Perrigo

Three Months Ended

## Consumer Healthcare

## Net sales

Cost of sales
Gross profit
Operating expenses
Operating income

Gross margin**
Operating margin**

| Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 27, 2014 |  |  |  |  |  | December 28, 2013 |  |  |  |  |  |  |  |  |
| GAAP | Non-GAAP Adjustments |  |  | As Adjusted |  | GAAP* |  | Non-GAAP Adjustments* |  |  | As Adjusted* |  | GAAP | As Adjusted |
| \$ 529.6 | \$ | - |  | \$ | 529.6 | \$ | 536.3 | \$ | - |  | \$ | 536.3 | -1\% | -1\% |
| 360.8 |  | 6.6 | (a) |  | 354.2 |  | 364.6 |  | 3.4 | (a) |  | 361.2 | -1\% | -2\% |
| 168.8 |  | 6.6 |  |  | 175.4 |  | 171.7 |  | 3.4 |  |  | 175.1 | -2\% | -\% |
| 93.9 |  | 14.2 | ( $\mathrm{a}, \mathrm{b}, \mathrm{c}$ ) |  | 79.7 |  | 82.2 |  | 0.6 | ( $\mathrm{a}, \mathrm{b}, \mathrm{d}$ ) |  | 81.6 | 14\% | -2\% |
| 74.9 |  | 20.8 |  |  | 95.7 |  | 89.5 |  | 4.0 |  |  | 93.5 | -16\% | 2\% |
| 31.9\% |  |  |  |  | 33.1\% |  | 32.0\% |  |  |  |  | 32.7\% |  |  |
| 14.1\% |  |  |  |  | 18.1\% |  | 16.7\% |  |  |  |  | 17.4\% |  |  |

## Nutritionals

Net sales
Cost of sales
Gross profit
Operating expenses
Operating income

Gross margin**

| Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| December 27, 2014 |  |  |  |  |  |  | December 28, 2013 |  |  |  |  |  |  |  |  |
| GAAP |  | Non-GAAP Adjustments |  |  | As Adjusted |  | GAAP* |  | Non-GAAP Adjustments* |  |  | As Adjusted* |  | GAAP | As Adjusted |
| \$ | 130.6 | \$ | - |  | \$ | 130.6 | \$ | 139.7 | \$ | - |  | \$ | 139.7 | -7\% | -7\% |
|  | 98.7 |  | 3.1 | (a) |  | 95.6 |  | 101.0 |  | 3.1 | (a) |  | 97.9 | -2\% | -2\% |
|  | 31.8 |  | 3.1 |  |  | 34.9 |  | 38.7 |  | 3.1 |  |  | 41.8 | -18\% | -17\% |
|  | 24.7 |  | 4.1 | (a) |  | 20.6 |  | 25.4 |  | 4.3 | (a) |  | 21.1 | -3\% | -3\% |
| \$ | 7.2 | \$ | 7.2 |  | \$ | 14.4 | \$ | 13.3 | \$ | 7.3 |  | \$ | 20.7 | -46\% | -31\% |
|  | 24.4\% |  |  |  |  | 26.7\% |  | 27.7\% |  |  |  |  | 29.9\% |  |  |
|  | 5.5\% |  |  |  |  | 11.0\% |  | 9.6\% |  |  |  |  | 14.8\% |  |  |

* Amounts may not sum or cross-foot due to rounding
**Ratios as a \% to net sales may not calculate due to rounding
NM - Calculations are not meaningful
(a) Amortization expense
(b) Restructuring and other integration-related charges
(c) R\&D payment of $\$ 10.0$ million made in connection with collaborative arrangement
(d) Favorable escrow settlement of $\$ 2.5$ million related to Sergeant's
(e) Write-offs of IPR\&D related to Paddock and Rosemont
(f) Favorable write-off of $\$ 4.9$ million of contingent consideration related to the Fera acquisition

Table II (Continued) PERRIGO COMPANY PLC REPORTABLE SEGMENTS
APPENDIX
(unaudited)

Three Months Ended
Rx Pharmaceuticals

Net sales
Cost of sales
Gross profit
Operating expenses
Operating income

Gross margin**
Operating margin
54.0\%
60.5\%
52.2\%
60.9\%

Operating margin**
39.6\%
46.2\%
40.7\%
49.9\%

API


* Amounts may not sum or cross-foot due to rounding
**Ratios as a \% to net sales may not calculate due to rounding
NM - Calculations are not meaningful
(a) Amortization expense
(b) Restructuring and other integration-related charges
(c) R\&D payment of $\$ 10.0$ million made in connection with collaborative arrangement
(d) Favorable escrow settlement of $\$ 2.5$ million related to Sergeant's
(e) Write-offs of IPR\&D related to Paddock and Rosemont
(f) Favorable write-off of $\$ 4.9$ million of contingent consideration related to the Fera acquisition

| Specialty Sciences | Three Months Ended |  |  |  |  |  |  |  |  |  |  |  |  |  | \% Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | December 27, 2014 |  |  |  |  |  |  | December 28, $2013{ }^{(1)}$ |  |  |  |  |  |  |  |  |
|  | GAAP |  | Non-GAAP Adjustments |  |  | As Adjusted |  | GAAP* |  | Non-GAAP Adjustments* |  |  | As Adjusted* |  | GAAP | As Adjusted |
| Net sales | \$ | 86.6 | \$ | - |  | \$ | 86.6 | \$ | 7.4 | \$ | - |  | \$ | 7.4 | NM | NM |
| Cost of sales |  | 72.5 |  | 72.5 | (a) |  | - |  | 8.7 |  | 8.7 | (a) |  | - | NM | NM |
| Gross profit |  | 14.1 |  | 72.5 |  |  | 86.6 |  | (1.3) |  | 8.7 |  |  | 7.4 | NM | NM |
| Operating expenses |  | 4.6 |  | 0.8 | (a,b) |  | 3.8 |  | 17.7 |  | 14.6 | (a,b) |  | 3.1 | -74\% | 21\% |
| Operating income (loss) | \$ | 9.5 | \$ | 73.3 |  | \$ | 82.8 | \$ | (19.0) | \$ | 23.3 |  | \$ | 4.3 | -150\% | NM |
| Gross margin** |  | 16.3\% |  |  |  |  |  |  | .1)\% |  |  |  |  |  |  |  |
| Operating margin** |  | 11.0\% |  |  |  |  |  |  | .2)\% |  |  |  |  |  |  |  |

* Amounts may not sum or cross-foot due to rounding
**Ratios as a \% to net sales may not calculate due to rounding
NM - Calculations are not meaningful
(a) Amortization expense
(b) Restructuring and other integration-related charges
(c) R\&D payment of $\$ 10.0$ million made in connection with collaborative arrangement
(d) Favorable escrow settlement of $\$ 2.5$ million related to Sergeant's
(e) Write-offs of IPR\&D related to Paddock and Rosemont
(f) Favorable write-off of $\$ 4.9$ million of contingent consideration related to the Fera acquisition


## APPENDIX

Table III

## PERRIGO COMPANY PLC

FY 2015 GUIDANCE RECONCILIATION OF NON-GAAP MEASURES
in millions except per share amounts (unaudited)

FY15 reported diluted EPS range

## Acquisition-related amortization (2)

\$3.66-\$3.86
2.48

Acquisition-related costs
0.64

Incremental interest expense (3)
0.23

Share dilution (4)
0.21

R\&D payment made in connection with collaborative arrangement 0.06
Losses on Elan equity method investments 0.04
Restructuring and impairments 0.03
Investment distribution
Transfer of rights agreement
FY15 adjusted diluted EPS range
(0.01)
(0.09)
\$7.25-\$7.45

## FY15 net income - reported

\$504.1-\$531.1
Acquisition-related amortization (2)
343.5

Acquisition-related costs
88.7

Incremental interest expense (3)
37.0

R\&D payment made in connection with collaborative arrangement8.7

Losses on equity method investments 6.2
Restructuring and impairments3.9

Investment distribution
(0.9)

Transfer of rights agreement
FY15 net income - adjusted

FY14 adjusted net income
\% change
(1) Guidance excludes Omega operating results for the remaining forecast period, shares to be issued to complete the acquisition, and future transaction-related costs.
(2) Amortization of acquired intangible assets related to business combinations and asset acquisitions.
(3) Effect of incremental interest expense from $\$ 1.6$ billion of senior notes issued on December 2, 2014 to finance the pending Omega acquisition.
(4) Weighted average impact of 6.8 million shares issued on November 26, 2014 to finance the pending Omega acquisition

## APPENDIX

Table III (Continued) PERRIGO COMPANY PLC

## FY 2014 EPS

## RECONCILIATION OF NON-GAAP

MEASURES
(unaudited)

|  | Full Year Fiscal 2014 |
| :--- | :---: |
| FY14 reported diluted EPS | $\$ 1.77$ |
| Acquisition-related costs | 2.06 |
| Acquisition-related amortization (2) | 1.93 |
| Restructuring and impairments | 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 |
| Earnings associated with escrow settlement | $(0.01)$ |
| Charge associated with contingent consideration adjustment | 0.01 |
| FY14 adjusted diluted EPS | $\$ 6.39$ |

(1) Guidance excludes Omega operating results for the remaining forecast period, shares to be issued to complete the acquisition, and future transaction-related costs.
(2) Amortization of acquired intangible assets related to business combinations and asset acquisitions.
(3) Effect of incremental interest expense from $\$ 1.6$ billion of senior notes issued on December 2, 2014 to finance the pending Omega acquisition.
(4) Weighted average impact of 6.8 million shares issued on November 26, 2014 to finance the pending Omega acquisition.

## APPENDIX

## Table IV

## PERRIGO COMPANY PLC

FY 2015 GUIDANCE
RECONCILIATION OF NON-GAAP
MEASURES
(unaudited)

## Consolidated

| Reported distribution, sales, general and administrative expense as \% of net sales | $13.5 \%$ |
| :--- | :---: |
| Restructuring and impairment | $(0.1) \%$ |
| Acquisition-related costs | $(0.3) \%$ |
| Acquisition-related amortization (2) | $(0.6) \%$ |
| Adjusted distribution, sales, general and administrative expense as \% of net sales | $12.5 \%$ |
|  |  |
| Reported consolidated operating margin | $18.5 \%$ |
| Acquisition-related amortization (2) | $9.9 \%$ |
| Acquisition-related costs | $0.3 \%$ |
| R\&D Payment made in connection with collaborative arrangement | $0.2 \%$ |
| Restructuring and impairment | $0.1 \%$ |
| Adjusted consolidated operating margin |  |

1) Guidance excludes Omega operating results for the remaining forecast period, shares to be issued to complete he acquisition, and future transaction-related costs.
(2) Amortization of acquired intangible assets related to business combinations and asset acquisitions.

|  | Fiscal 2015 Guidance (1) |
| :---: | :---: |
| Consumer Healthcare |  |
| Reported operating margin range | 15.6\% |
| Acquisition-related amortization (2) | 1.6\% |
| R\&D Payment made in connection with collaborative arrangement | 0.5\% |
| Restructuring and impairment | 0.3\% |
| Adjusted operating margin | 18.0\% |
| Nutritionals |  |
| Reported operating margin | 7.9\% |
| Acquisition-related amortization (2) | 5.1\% |
| Adjusted operating margin | 13.0\% |
| Rx Pharmaceuticals |  |
| Reported operating margin | 42.3\% |
| Acquisition-related amortization (2) | 6.7\% |
| Adjusted operating margin | 49.0\% |
| API |  |
| Reported operating margin | 28.3\% |
| Acquisition-related amortization (2) | 1.7\% |
| Adjusted operating margin | 30.0\% |

(1) Guidance excludes Omega operating results for the remaining forecast period, shares to be issued to complete the acquisition, and future transaction-related costs.
(2) Amortization of acquired intangible assets related to business combinations and asset acquisitions

Table V

## PERRIGO COMPANY PLC

 RECONCILIATION OF NON-GAAPMEASURES
(in millions)
(unaudited)

|  | $\underset{2014}{\text { December 27, }}$ |  |
| :---: | :---: | :---: |
| Total debt | \$ | 4,801.7 |
| Less: cash and cash equivalents |  | 3,596.1 |
| Total net debt |  | 1,205.6 |
| Total shareholders' equity |  | 9,715.2 |
| Total capital | \$ | 10,920.8 |
| Net debt to total capital ratio |  | 11.0\% |
| Consolidated |  | Q2 FY13 |
| Net sales | \$ | 883.0 |
| Reported gross profit | \$ | 307.2 |
| Acquisition-related amortization ${ }^{(1)}$ |  | 23.3 |
| Adjusted gross profit | \$ | 330.5 |
| Adjusted gross margin |  | 37.4\% |
| Reported operating income | \$ | 163.9 |
| Acquisition-related amortization ${ }^{(1)}$ |  | 29.3 |
| Restructuring charges |  | 1.5 |
| Adjusted operating income | \$ | 194.7 |
| Adjusted operating margin |  | 22.0\% |

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

## Table VI

## PERRIGO COMPANY PLC

APPENDIX RECONCILIATION OF NON-GAAP

MEASURES
(in millions)
(unaudited)
Adjusted gross profit
$\quad$ Less: Tysabri® ${ }^{\circledR}$ adjusted gross profit
Adjusted gross profit, less Tysabri ${ }^{\circledR}$ adjusted gross
profit
Net sales
$\quad$ Less: Tysabri® ${ }^{\circledR}$ net sales
Net sales, less Tysabri® net sales
Adjusted gross margin, excluding impact of Tysabri®

| December 27, <br> 2014 |  |
| :--- | ---: |
| $\$$ | 484.6 |
|  | 86.6 |
| $\$$ | 398.0 |
|  |  |
| $\$$ | $1,071.7$ |
|  | 86.6 |
| $\$$ | 985.1 |

## September 27,

Three Months Ended
$\qquad$

## Rx Pharmaceuticals

Net sales
Cost of sales
Gross profit
Less: acquisition-related amortization (1)
Adjusted gross profit
\$ 194.5
$\begin{array}{r}98.1 \\ \hline 96.4\end{array}$


Adjusted gross profit as a percent of net sales
58.3\%

FY15 Q2 adjusted gross profit as a percent of net sales
60.5\%

Quarter over quarter change
220 bps
(1) Amortization of acquired intangible assets related to business combinations and asset acquisitions.


[^0]:    *Margin changes as a \% to sales may not calculate due to rounding
    (1) Q2: FY15 includes a $\$ 10$ million R\&D payment made in connection with a collaborative arrangement; Q2: FY14 includes $\$ 6$ million of write-offs of in-process R\&D
    (2) Q2: FY15 includes $\$ 12$ million of acquisition-related expenses and $\$ 4$ million of restructuring charges; Q2: FY14 includes $\$ 94$ million of acquisition-related expenses and $\$ 15$ million of restructuring charges
    (3) Q2: FY15 includes a loss of $\$ 10$ million on debt extinguishment and a loss of $\$ 65$ million on hedging activities related to a pending acquisition; Q2: FY14 includes a loss of $\$ 166$ million on debt
    extinguishment

