## Quality, Affordable Healthcare Products ${ }^{\text {TM }}$

Since 1887

## BofAML 2013 Healthcare conference

May $14^{\text {th }}, 2013$


## 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 Form 10-K for the year ended June 30, 2012, as well as the Company's subsequent filings with the Securities and Exchange Commission, 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.

## Fer Portfolio of Leading Store Brands \& Generics

FY2012 Portfolio by Sales (\$3.17B)


## Perrigo's Business Model is Unique



Supply Chain


Vast, highly complex, integrated supply chain which allows for custom packaging, promotion and inventory management on behalf of diverse customers


[^0]Store Brand Growth
Adjacent Categories

## 2013 Growth Drivers

~\$130M New Product Revenue; >60 New Products

Focused on Both Organic and Inorganic Growth* FY2005 as the base year


## 7 Year Organic CAGR of 9\%

7 Year Inorganic CAGR of 44\%

## One of the World's Leading Pharmaceutical Manufacturers



## Consumer Healthcare Segment*

## Leveraging the Perrigo Advantage




| Nicorette   <br> $\$ 57.27$ Cost to Retailer $\$ 23.50$ <br> $\$ 71.59$ Retail Selling Price $\$ 52.99$ <br> $\$ 14.32$ \$ Profit $\$ 29.49$ <br> $20 \%$ \% Profit $56 \%$ <br>  Consumer Savings  <br>   $26 \%$ |
| :--- |

Big Dollar Profits and Margin for Retailers

Reason for Large Investments by Retailers in Store Brands


## All Category Update - 52 Weeks



## Power of Perrigo - Recent Product Launches

Cetirizine


With over 7 OTC approvals, Perrigo has 80\% Store Brand Market Share


Omeprazole


## Store Brand MiraLax ${ }^{\circledR}$



With 5 OTC approvals, Perrigo has $\mathbf{> 8 5 \%}$ Store Brand Market Share


## Store Brand Volume Penetration



Store brand Cetirizine increased to $48 \%$ penetration

Store brand Omeprazole increased to 40\% penetration

Store brand Fexofenadine increased to $37 \%$ penetration

## Fexofenadine Launch Program



## Store Brand Allegra ${ }^{\circledR}$ - The Switch From Rx to OTC

We expect the switch of Allegra ${ }^{\circledR}$ from Rx to OTC will increase the size of the category, while having minimal impact to other NSA products

## Every major NSA switch increased the OTC <br> Allergy market over 50\%!

## OTC \$ Market

Fexofenadine

## Loratadine

Remaining Allergy

- Fexofenadine to contribute near 70\% of incremental dollars to the OTC Allergy market
- When Loratadine launched in 2003, nearly $97 \%$ of the dollars were incremental to the OTC market \& Cetirizine brought over 84\%


## Company and Consumer Healthcare Growth - FY13 \& Beyond

 Publicly disclosed productsAcross ALL segments, we expect to launch >60 new products, resulting in ~\$130M of revenue in FY 2013

## Potential Rx to OTC switches

- $\$ 10 \mathrm{~B}$ in branded sales potential over the next 5 years



## OTC Potential Future Product Pipeline

| Future Pipeline |  | Brand Sales <br> (\$B) |  |
| :---: | :---: | :---: | :---: |
| Nexium (8) | Esomeprazole (Rx) | \$ | 7.6 |
| Protonix © ${ }^{\text {® }}$ | Pantoprazole (Rx) |  | 3.2 |
| Aciphex ${ }^{\circledR}$ | Rabeprazole (Rx) |  | 1.1 |
| Mucinex ${ }^{\circledR}$ Family | Guaifenesin RS, D, RS D, RS DM, MAX, MAX DM |  | 0.7 |
| Clarinex © | Desloratadine (Rx) |  | 0.3 |
| Voltaren © | Diclofenac Topical Gel |  | 0.2 |
| Advil © LG | Ibuprofen LG |  | 0.2 |
| Allegra © D 12 | Fexofenadine D12 (Rx) |  | 0.1 |
| Allegra ® D 24 | Fexofenadine D24 (Rx) |  | 0.1 |
| Zegerid © | Omeprazole Sodium Bicarbonate |  | 0.1 |
| Total |  | \$ | 13.4 |


| Potential Switch <br> Products/Categories | Brand Sales <br> $\mathbf{( \$ B )}$ |
| :--- | ---: |
| Statins | $\$$ 17.0 |
| Singulair ® | 5.3 |
| Prostate | 3.6 |
| Cox-2 Inhibitors | 3.5 |
| Erectile Dysfunction | 2.9 |
| Nasal Allergy | 2.5 |
| Overactive Bladder | 2.2 |
| Migraine | 1.7 |
| Omega-3 Fish Oils | 1.6 |
| Ophthalmic-Allergy/Dry Eye | 1.3 |
| Acne | 0.6 |
| Total | $\mathbf{\$}$ |

# \$73B in Potential Switch Product Categories (\$M) 

Excluding \$42B on Slide 15


## Opportunities to Expand Our Business Through

 Adjacent Categories (\$B)

## Pet Care Overview - Large \& Growing Market Combined Sergeant's \& Velcera Acquisitions

## Strategic Fit

- Flea \& Tick category $\sim \$ 1.6$ billion retail sales market
- Adds PetArmor® and Sergeant's brands to become the \#1 flea \& tick value-brand franchises
- Adds PetTrust ${ }^{\text {TM }}$ Plus brand - contains the same active ingredients as the \#1 veterinarian-recommended heartworm preventive
- Ability to leverage distribution and add products into established Store Brand infrastructure
- Provides in-house manufacturing capabilities


## Financially Attractive

- Adds $\sim \$ 200$ million in annual sales
- Expected to be at least $\$ 0.31$ accretive to adjusted EPS and $\sim \$ 0.13$ accretive to GAAP EPS in FY $2014^{(1)}$
- Sergeant's expected to be ROIC accretive in FY 2014 and Velcera in FY 2015
- Gross margins above and operating margins in-line with corporate average


## Transaction Details

- $\$ 445$ million all cash transactions
- Financed entirely from cash on hand



## Diabetes Care Overview - Large \& Growing Market

## \$4.5B Diabetes Care Retail Sales Market

Compression


## Nutritionals - Includes VMS* and Infant Formula

Leveraging the Perrigo Advantage



## Nutritionals Growth - FY13 \& Beyond

Publicly disclosed products


## Plastic Infant Formula Tub

- Upgrade to national brand style package
- Improved usage experience for parents
- Quality designed into manufacturing process
- Faster line speed increases plant capacity


## Chinese Formulas

- Stage 3 with higher DHA
- Stage 4
- Prenatal / mothers formula
- Ultra-Premium Stage 1, 2 \& 3


## CODEX Gold Formulas

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


Walmart
Save money. Live better.
$19^{47}$
Huggies* Pull Ups* Potty Training Starter Kit

- Counts vary by size


13
Parent's Choice ${ }^{\text {w }}$ Premium Infant Formula
$\cdot 25.2 \mathrm{oz}$


3498
Enfamil ${ }^{*}$ Premium or Gentlease Formula -33.2-35 oz


Perrigol25

## Nutritionals Growth - FY13 \& Beyond

New SmarTub Packaging

## Store Brand Product Placement - Center, at Eye Level



Leveraging the Perrigo Advantage



## Rx Growth - FY13 \& Beyond

Publicly disclosed products

## 35 ANDAs Pending FDA approval

- ANDAs represent \$4B in branded sales
- 6 confirmed first-to-file ANDAs
- Additional 3 first-to-file ANDAs have final approval with later certain launch dates


## 4 Paragraph IV litigations

- Repaglinide Tablets (Prandin ${ }^{\circledR}$ )
- Azelastine (Astepro ${ }^{\circledR}$ )
- Albuterol HFA Inhaler (Proair ${ }^{\circledR}$ )
- Testosterone 1.62\% Gel (AndroGel ${ }^{\circledR}$ 1.62\%)


## 3 projects in clinical studies



| Rx FY13 Pipeline Highlights | Branded Sales (\$M) |
| :---: | :---: |
| Generic version Clobex® Shampoo | \$63-Launched |
| Generic version of Luxiq ${ }^{(8)}$ Foam | \$32-Launched |
| Generic version of Olux- $\mathbb{E}^{\text {® }}$ Foam | \$36-Launched |
| >3 Other Undisclosed Products | >\$160 |

## Rx Growth - Leadership Position in Generic Foams

Publicly disclosed products

## Cobrek acquisition solidifies leadership position in topical foambased technology

- 6 FDA approved topical foam-based products plus an additional ANDA for a topical generic product
- All cash transaction for approximately $\$ 42$ million
- Expected to be $\$ 0.01$ dilutive to GAAP and $\$ 0.04$ accretive to adjusted EPS in FY13
- Immediately accretive to ROIC hurdles



# Rx Growth - Leadership Position in Oral Liquids 

Rosemont Acquisition

## Strategic Fit

- Solidifies leadership position in oral liquid formulations
- Expands international presence while further enhancing manufacturing and R\&D capabilities
- >90 products - vast majority are oral liquid generic products
- No product cliff - most key products marketed for over a decade
- Balanced portfolio - largest product represents $<8 \%$ of sales


## Financially Attractive

- Expected to be $\$ 0.08$ accretive to adjusted EPS for FY 2013 and ~ $\$ 0.04$ to $\$ 0.07$ dilutive to GAAP EPS ${ }^{(1)}$
- Expected to be $\sim \$ 0.24$ accretive to adjusted EPS and approximately neutral to GAAP EPS in the first 12 months postclosing
- Expected to be accretive to ROIC in FY 2015


## Transaction Details

- ~£180 million or $\$ 283$ million all cash transaction
- Financed entirely from cash on hand




## EG API - Active Pharmaceutical Ingredients*

Leveraging the Perrigo Advantage



## Perrigo FY13 Segment Guidance*

|  | FY 2013 Guidance 8/16/12 Conference Call | FY 2013 Guidance 11/7/12 Conference Call | FY 2013 Guidance 2/1/13 Conference Call | FY 2013 Guidance 2/11/13 Rosemont Acquisition | FY 2013 Guidance 5/7/13 Conference Call |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CONSUMER HEALTHCARE <br> Revenue Growth Y/Y Adjusted Gross Margin \% Adjusted Operating Margin \% | $\begin{aligned} & 10 \%-14 \% \\ & 30 \%-35 \% \\ & 16 \%-21 \% \end{aligned}$ | $\begin{aligned} & 16 \%-20 \% \\ & 32 \%-36 \% \\ & 17 \%-21 \% \end{aligned}$ | $\begin{aligned} & 16 \%-20 \% \\ & 32 \%-36 \% \\ & 17 \%-21 \% \end{aligned}$ | $\begin{aligned} & 16 \%-20 \% \\ & 32 \%-36 \% \\ & 17 \%-21 \% \end{aligned}$ | $\begin{aligned} & 16 \%-20 \% \\ & 32 \%-36 \% \\ & 17 \%-21 \% \end{aligned}$ |
| NUTRITIONALS <br> Revenue Growth Y/Y Adjusted Gross Margin \% Adjusted Operating Margin \% | $\begin{gathered} 8 \%-12 \% \\ 27 \%-32 \% \\ 12 \%-17 \% \end{gathered}$ | $\begin{gathered} 8 \%-12 \% \\ 27 \%-32 \% \\ 12 \%-17 \% \end{gathered}$ | $\begin{gathered} 1 \%-5 \% \\ 26 \%-30 \% \\ 10 \%-14 \% \end{gathered}$ | $\begin{gathered} 1 \%-5 \% \\ 26 \%-30 \% \\ 10 \%-14 \% \end{gathered}$ | $\begin{gathered} 1 \%-5 \% \\ 26 \%-30 \% \\ 10 \%-14 \% \end{gathered}$ |
| RX PHARMACEUTICALS <br> Revenue Growth Y/Y Adjusted Gross Margin \% Adjusted Operating Margin \% | $\begin{aligned} & 15 \%-19 \% \\ & 54 \%-59 \% \\ & 42 \%-48 \% \end{aligned}$ | $\begin{aligned} & 15 \%-19 \% \\ & 54 \%-59 \% \\ & 42 \%-48 \% \end{aligned}$ | $\begin{aligned} & 15 \%-19 \% \\ & 54 \%-59 \% \\ & 42 \%-48 \% \end{aligned}$ | $\begin{aligned} & 15 \%-19 \% \\ & 54 \%-59 \% \\ & 42 \%-48 \% \end{aligned}$ | $\begin{aligned} & 15 \%-19 \% \\ & 54 \%-59 \% \\ & 42 \%-48 \% \end{aligned}$ |
| API <br> Revenue Growth Y/Y <br> Adjusted Gross Margin \% <br> Adjusted Operating Margin \% | $\begin{gathered} 0 \%-4 \% \\ 47 \%-52 \% \\ 27 \%-32 \% \end{gathered}$ | $\begin{gathered} 0 \%-4 \% \\ 47 \%-52 \% \\ 27 \%-32 \% \end{gathered}$ | $\begin{gathered} 0 \%-4 \% \\ 47 \%-52 \% \\ 27 \%-32 \% \end{gathered}$ | $\begin{gathered} 0 \%-4 \% \\ 47 \%-52 \% \\ 27 \%-32 \% \end{gathered}$ | $\begin{gathered} 0 \%-4 \% \\ 47 \%-52 \% \\ 27 \%-32 \% \end{gathered}$ |

## Perrigo FY13 Consolidated \& EPS Guidance*

|  | FY 2013 Guidance 8/16/12 Conference Call | FY 2013 Guidance 11/7/12 Conference Call | FY 2013 Guidance 2/1/13 Conference Call | FY 2013 Guidance 2/11/13 Rosemont Acquisition | FY 2013 Guidance 5/7/13 Conference Call |
| :---: | :---: | :---: | :---: | :---: | :---: |
| CONSOLIDATED PERRIGO |  |  |  |  |  |
| Revenue Growth Y/Y | 10\% - 14\% | 12\%-16\% | 12\%-16\% | 12\%-16\% | 12\%-16\% |
| Adjusted Gross Margin \% | 36\%-40\% | 36\%-40\% | 36\%-40\% | 36\%-40\% | 36\%-40\% |
| R\&D as \% to Net Sales | ~3.5\% | ~3.5\% | ~3.5\% | ~3.5\% | ~3.5\% |
| Adjusted DSG\&A as \% to Net Sales | ~12.5\% | $\sim 12.5 \%$ | $\sim 12.5 \%$ | $\sim 12.5 \%$ | $\sim 12.5 \%$ |
| Adjusted Operating Margin \% | 20\%-24\% | 21\%-24\% | 21\%-24\% | 21\%-24\% | 21\%-24\% |
| Effective Tax Rate | 29\%-31\% | 29\%-31\% | 29\%-31\% | 29\%-31\% | 29\%-31\% |
| Adjusted Diluted EPS | \$5.30-\$5.50 | \$5.45-\$5.65 | \$5.45-\$5.65 | \$5.53-\$5.73 | \$5.53-\$5.73 |
| Y/Y Growth | 6\%-10\% | 9\%-13\% | 9\%-13\% | 11\%-15\% | 11\%-15\% |
| Y/Y Growth w/out Discrete Tax ${ }^{\dagger}$ | 13\%-17\% | 14\%-18\% | 14\%-18\% | 16\%-20\% | 16\%-20\% |
| Operating Cash Flow | \$550M - \$575M | \$550M - \$575M | \$550M - \$575M | \$550M - \$575M | \$550M - \$575M |
| CAPEX | \$110M - \$130M | \$120M - \$150M | \$120M - \$150M | \$120M - \$150M | \$110M - \$140M |

$\dagger$ Implied $\mathrm{Y} / \mathrm{Y}$ Growth Without Discrete Tax Items Reconciliation

|  | FY 2012 | FY 2013 Guidance |
| :--- | ---: | ---: |
| Adjusted Diluted EPS | $\$ 4.99$ | $\$ 5.53-\$ 5.73$ |
| Less: Discrete Tax Items | $(0.28)$ | $(0.08)$ |
| Adjusted Diluted EPS, Excluding Discrete Tax Items | $\$ 4.71$ | $\$ 5.45-\$ 5.65$ |
| Implied FY Y/Y EPS Growth |  | $11 \%-15 \%$ |
| Implied FY Y/Y EPS Growth, Excluding Discrete Tax Items |  | $16 \%-20 \%$ |

## Legend:

$\bar{Y} / \mathbf{Y}=$ Year over Year
R\&D = Research \& Development Expense DSG\&A = Distribution, Selling, General \& Administrative Expense CAPEX = Capital Expenditures

## Appendix

## Contacts:

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Table I

## RECONCILIATION OF NON-GAAP MEASURES

(in thousands, except per share amounts)

## Consolidated

## Net sales

Reported operating income
Acquisition-related costs
Deal-related amortization ${ }^{(3)}$
Impairment of note receivable
Impairment of fixed assets
Impairment of intangible asset
Inventory step-ups
Loss on asset exchange
Restructuring charges
Net charge associated with acquired R\&D and proceeds from sale of IPR\&D projects

| FY 2008* | FY 2009* | FY 2010* | FY 2011* | FY 2012* |
| :---: | :---: | :---: | :---: | :---: |
| \$1,727,480 | \$2,005,590 | \$ 2,268,150 | \$ 2,755,029 | \$ 3,173,249 |
| \$ 192,759 | \$ 249,488 | \$ 335,899 | \$ 490,205 | \$ 569,226 |
| - | - | 8,189 | 3,243 | 9,381 |
| 24,218 | 23,596 | 25,127 | 46,778 | 74,793 |
| - | - |  |  |  |
| - | 1,600 | - |  |  |
| 10,346 | - | - |  | - |
| 5,756 | 2,923 | 10,904 | - | 27,179 |
| - | 639 | - | - | - |
| 2,312 | 14,647 | 9,523 | 1,033 | 8,755 |
| - | - | - |  | 750 |
| - | - | - | - | $(3,500)$ |
| 2,786 | 279 | 19,000 | - | - |
| \$ 238,177 | \$ 293,172 | \$ 408,642 | \$ 541,259 | \$ 686,584 |
| 13.8\% | 14.6\% | 18.0\% | 19.6\% | 21.6\% |

## Write-offs of in-process R\&D

Adjusted operating income
Adjusted operating income \%
*All information based on continuing operations.

Table II

## Consumer Healthcare

Net sales
Reported operating income
Deal-related amortization ${ }^{(1)}$
Impairment of note receivable
Impairment of fixed assets
Inventory step-ups
Loss on asset exchange
Restructuring charges
Adjusted operating income
Adjusted operating income \%

| FY 2008* | FY 2009* | FY 2010* | FY 2011* | FY 2012* |
| :---: | :---: | :---: | :---: | :---: |
| \$1,169,131 | \$1,412,550 | \$1,573,749 | \$1,684,938 | \$1,815,788 |
| \$ 182,700 | \$ 250,044 | \$ 313,689 | \$ 308,953 | \$ 315,302 |
| 5,314 | 6,647 | 5,898 | 8,387 | 9,312 |
| - | - | - |  |  |
| - | 1,600 | - |  |  |
| 5,756 | 1,861 | 468 |  |  |
| - | 639 | - | - |  |
| 2,312 | - | - | 1,033 | - |
| \$ 196,082 | \$ 260,791 | \$ 320,055 | \$ 318,373 | \$ 324,614 |
| 16.8\% | 18.5\% | 20.3\% | 18.9\% | 17.9\% |

## Rx Pharmaceuticals

Net sales
Reported operating income
\$ 159,576
\$ 163,947
\$ 237,569
\$ 343,717
\$ 617,389
\$ 20,243
\$ 24,481
\$ 44,578
\$ 114,636
\$ 213,495
32,428
Deal-related amortization ${ }^{(1)}$
16,007
Impairment of intangible asset
Inventory step-ups
10,346
Acquisition-related costs
Net charge associated with acquired R\&D and proceeds from sale of IPR\&D projects
27,179
3,755
Earnings associated with sale of pipeline development projects
Write-offs of in-process R\&D
Adjusted operating income
Adjusted operating income \%

## API

Net sales
Reported operating income
Deal-related amortization ${ }^{(1)}$
Restructuring charges
Adjusted operating income
Adjusted operating income \%

750
$(3,500)$

$\$ 144,444$
\$ 135,731
\$ 139,980
\$ 155,717
\$ 36,231
2,503


| $\quad-$ |
| :--- |
| $\$ \quad 55,871$ |
| $33.7 \%$ |

(1) Amortization of acquired intangible assets related to business combinations and asset acquisitions *All information based on continuing operations.

## Table III

## PERRIGO COMPANY

FY 2012 GUIDANCE

## RECONCILIATION OF NON-GAAP MEASURES

(unaudited)

## Consolidated

Reported consolidated gross margin range ${ }^{(2)}$
Deal-related amortization ${ }^{(1,2)}$
Inventory step-up ${ }^{(2)}$
Adjusted consolidated gross margin range
Reported distribution, selling, general and administrative expense as \% of net sales ${ }^{(2)}$
. $7 \%$
Deal-related amortization ${ }^{(1,2)}$
Acquisition and severance costs ${ }^{(2)}$
Adjusted distribution, selling, general and administrative expense as \% of net sales

Reported consolidated operating margin range ${ }^{(2)}$
Deal-related amortization ${ }^{(1,2)}$
Inventory step-up ${ }^{(2)}$
Acquisition and severance costs ${ }^{(2)}$
Adjusted consolidated operating margin range

## Consumer Healthcare

Reported gross margin range
Deal-related amortization ${ }^{(1,2)}$
Inventory step-up ${ }^{(2)}$
Adjusted gross margin range
Reported operating margin range ${ }^{(2)}$
Deal-related amortization ${ }^{(1,2)}$
Inventory step-up ${ }^{(2)}$
Adjusted operating margin range

| Full Year |
| :---: |
| Fiscal 2013 Guidance |
| $34 \%-38 \%$ |
| $1.8 \%$ |
| $0.2 \%$ |
| $36 \%-40 \%$ |
| $13.3 \%$ |
| $-0.7 \%$ |
| $-0.1 \%$ |
| $12.5 \%$ |
| $18.2 \%-21.2 \%$ |
| $2.5 \%$ |
| $0.2 \%$ |
| $0.1 \%$ |
| $21 \%-24 \%$ |
| $31.1 \%-35.1 \%$ |
| $0.5 \%$ |
| $0.4 \%$ |
| $32 \%-36 \%$ |
| $15.8 \%-19.8 \%$ |
| $0.8 \%$ |
| $0.4 \%$ |
| $17 \%-21 \%$ |

(1) Amortization of acquired intangible assets related to business combinations and asset acquisitions
(2) Does not include any estimate related to the Velcera acquisition

# Table IV 

|  | Fiscal Year |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 2009 |  | 2010 |  | 2011 |  | 2012 |  |
| Net cash from operating activities | \$ | 239,757 | \$ | 332,363 | \$ | 373,961 | \$ | 513,376 |
| Changes in operating assets and liabilities, net of asset and business acquisitions and disposition |  | 12,091 |  | $(19,226)$ |  | 12,760 |  | 51,849 |
| Other non-cash expenses |  | $(35,018)$ |  | $(15,234)$ |  | 55,417 |  | $(28,289)$ |
| Interest expense, net |  | 26,995 |  | 28,415 |  | 42,312 |  | 60,736 |
| Income tax expense |  | 63,452 |  | 84,215 |  | 109,996 |  | 119,015 |
| EBITDA | \$ | 307,277 | \$ | 410,533 | \$ | 594,446 | \$ | 716,687 |

Total debt, including current maturities
\$ 1,369,325
Debt to EBITDA

FY13 reported diluted EPS contribution related to Cobrek acquisition
Deal-related amortization ${ }^{(1)}$
Cobrek Full Year
Fiscal 2013 Guidance

Loss on sale of investment
0.02

Charge associated with severance costs
FY13 adjusted diluted EPS contribution related to Cobrek acquisition
0.02
0.01

| 0.01 |
| :---: |
| $\$ 0.04$ |


| Sergeant's \& Velcera Full Year <br> Fiscal 2014 Guidance |
| :---: |
| $\$ 0.09-\$ 0.13$ |
| $0.18-0.22$ |
| $\$ 0.31$ |
|  |
| First 12 Months Accretion |
| Post-Closing Rosemont |
| $\$ 0.02$ |
| 0.13 |
| 0.06 |
| 0.03 |
| $\$ 0.24$ |

(1) Amortization of acquired intangible assets related to business combinations and asset acquisitions
(2) Assuming a full twelve months of Velcera results in fiscal 2014


[^0]:    4 Year
    Revenue CAGR of 16\%

    4 Year
    Adjusted
    Operating
    Income CAGR of $30 \%$

    4 Year
    Operating
    Cash Flow
    CAGR of 19\%

