

# Perrigo Fiscal 2011 Third Quarter Conference Call

May 3, 2011





# **Forward-Looking Statements**

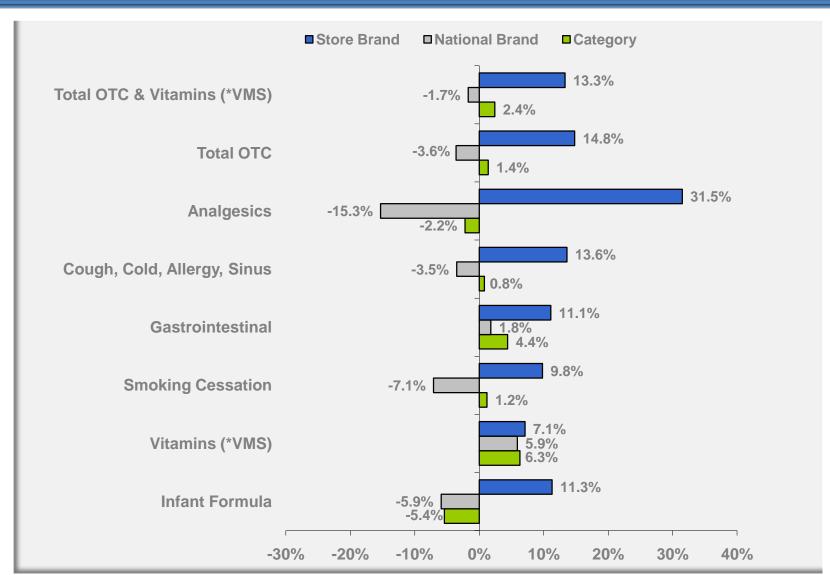
Certain statements in this presentation are forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and are subject to the safe harbor created thereby. These statements relate to future events or the Company's future financial performance and involve 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 26, 2010, 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.



Q3 2011	Q3 2010	% Change Y/Y
\$ 691.6	\$ 537.6	28.6%
\$ 425.0	\$ 377.1	12.7%
\$ 124.1	\$ 58.7	111.3%
\$ 84.4	\$ 50.8	66.1%
\$ 41.2	\$ 32.8	25.6%
	\$ 691.6 \$ 425.0 \$ 124.1 \$ 84.4	\$ 691.6



# All Category Update – 52 Weeks



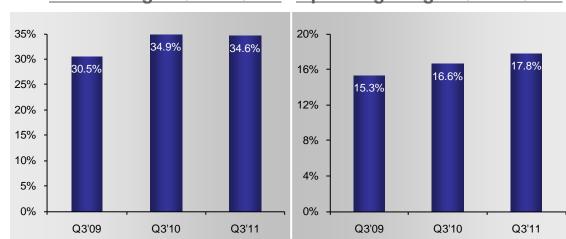


Perrigo Consolidated			
(\$ in millions, except per share amounts)	Q3 2011	Q3 2010	% Change Y/Y
Net Sales	\$ 692	\$ 538	29%
Cost of Sales	452	350	29%
<b>Gross Profit</b>	239	187	28%
Distribution	9	8	8%
R&D	24	18	33%
SG&A	84	65	29%
Restructuring	-	7	-
Operating Income	123	89	38%
Income from Continuing Ops	\$ 92	\$ 62	49%
Diluted EPS from Continuing Ops	\$ 0.98	\$ 0.66	48%

# Margin Analysis

	Gross Margii	n
Q3 2011	Q3 2010	Change
34.6%	34.9%	-30 bps
Ор	erating Mar	gin
<b>O</b> p Q3 2011	erating Mar Q3 2010	<b>gin</b> Change

#### Gross Margin Q3'09-Q3'11 Operating Margin Q3'09-Q3'11



						Th	ree Mor	nths	Ended						% Ch	ange
			March	26, 20	011					Marc	h 27, 2	010			Year/	Year
			Non-G	SAAP						Non-	GAAP					As
(in millions, except per share amounts)	G	AAP	Adjust	ments	<u> </u>	As A	Adjusted		BAAP	Adjus	tments		As A	Adjusted	GAAP	Adj.
Net sales	\$	692	\$	-		\$	692	\$	538	\$	-		\$	538	29%	29%
Cost of sales		452		8	(a)		445		350		4	(a, d)		346	29%	29%
Gross profit		239		8			247		187		4			192	28%	29%
Operating expenses																
Distribution		9		-			9		8		_			8	8%	8%
Research and development		24		-			24		18		-			18	33%	33%
Selling and administration		84		5	(a, b)	)	79		65		4	(a, e)		61	29%	30%
Restructuring		_		_			_		7		7	(f)		-	-100%	_
Total		116		5			111		98		12			87		
Operating income		123		13			136		89		16			105	38%	29%
Interest, net		11		-			11		6		1	(g)		5	84%	109%
Other income, net		(1)		-			(1)		(1)		-			(1)	-45%	-45%
Pre-tax income from cont. ops.	1	113		13			126		85		17			101	33%	24%
Income tax expense		21		4	(c)		25		23		3	(c)		26	-8%	-2%
Income from continuing operations	\$	91.53	\$	9		\$	100	\$	62	\$	14		\$	75	49%	33%
Diluted EPS from cont. ops.	\$	0.98				\$	1.07	\$	0.66				\$	0.81	48%	32%
Diluted weighted avg shares outstanding		93.5					93.5		92.6					92.6		
Gross margin		34.6%					35.7%		34.9%					35.7%		
Operating margin		17.8%					19.6%		16.6%					19.6%		

- (a) Deal-related amortization
- (b) Acquisition costs of \$1.095
- (c) Total tax effect for non-GAAP pre-tax adjustments
- (d) Inventory step-up of \$.094

- (e) Acquisition costs of \$3.052
- (f) Restructuring charges related to Germany and Florida
- (g) Acquisition costs





Perrigo Consolidated

**Adjusted Income from Continuing Ops** 

Adjusted Diluted EPS from Continuing Ops

**Adjusted Operating Income** 

(\$ in millions, except per share amounts)	Q3 2011	Q3 2010	% Change Y/Y	Change as a % to sales
Net Sales	\$ 692	\$ 538	29%	
Adjusted Cost of Sales	445	346	29%	
Adjusted Gross Profit	247	192	29%	0 bps
Distribution	9	8	8%	
R&D	24	18	33%	
Adjusted SG&A	79	61	30%	

# Margin Analysis

\$

136

100

1.07

\$

\$

Adjus	sted Gross M	argin
Q3 2011	Q3 2010	Change
35.7%	35.7%	0 bps
Adjuste	d Operating	Margin
Adjuste Q3 2011	d Operating Q3 2010	<b>Margin</b> Change



0 bps

50 bps

29%

33%

32%

105

**75** 

0.81

## Consumer Healthcare

(\$ in millions)	Q3 2011	Q3 2010	% Change Y/Y	Change as a % to sales
Net Sales	\$ 425	\$ 377	13%	
Adjusted Cost of Sales	289	250	16%	
Adjusted Gross Profit	136	128	<b>7</b> %	-180 bps
Adjusted Operating Expenses	62	51	22%	
Adjusted Operating Income	\$ 74	\$ 77	-3%	-290 bps

# Margin Analysis

Adjus	sted Gross M	argin
Q3 2011	Q3 2010	Change
32.0%	33.8%	180 bps
Adjuste	d Operating	Margin
Adjuste Q3 2011	d Operating Q3 2010	Margin Change

#### **Negative Impacts**

- Increased costs related to quality system investments
- Lower manufacturing efficiencies due to production process redesign activities
- Timing of R&D projects

#### **Partial Positive Offsets**

Procurement activities and commodity management





## **Nutritionals**

(\$ in millions)	Q3 2011	Q3 2010	% Change Y/Y	Change as a % to sales
Net Sales	\$ 124	\$ 59	111%	
Adjusted Cost of Sales	83	47	75%	
Adjusted Gross Profit	41	11	263%	1380 bps
Adjusted Operating Expenses	17	7	155%	
Adjusted Operating Income	\$ 24	\$ 5	427%	1140 bps

# Margin Analysis

Adjus	sted Gross M	argin
Q3 2011	Q3 2010	Change
33.0%	19.2%	1380 bps
Adjuste	d Operating	Margin
Adjuste Q3 2011	d Operating Q3 2010	<b>Margin</b> Change

#### **Positive Impacts**

- Acquisition of PBM
- Commodity management



- Operating expense leverage
- Contribution from PBM acquisition





## Rx Pharmaceuticals

(\$ in millions)	Q3 2011	Q3 2010	% Change Y/Y	Change as a % to sales
Net Sales	\$ 84	\$ 51	66%	
Adjusted Cost of Sales	41	21	93%	
Adjusted Gross Profit	44	30	47%	-670 bps
Operating Expenses	10	11	-7%	
Adjusted Operating Income	\$ 34	\$ 19	77%	250 bps

# Margin Analysis

Adju	sted Gross N	largin
Q3 2011	Q3 2010	Change
52.0%	58.7%	670 bps
Adjuste	d Operating	Margin
Adjuste Q3 2011	d Operating Q3 2010	<b>Margin</b> Change

#### **Negative Impacts**

Gross margin mix for Aldara® authorized generic

Impact from Aldara®

authorized generic

New product sales

**Positive Offsets** 

Favorable pricing

Core product growth

SG&A leverage on increased product





### API

(\$ in millions)	Q3 2011	Q3 2010	% Change Y/Y	Change as a % to sales
Net Sales	\$ 41	\$ 33	26%	
Adjusted Cost of Sales	22	18	22%	
Adjusted Gross Profit	20	15	30%	160 bps
Adjusted Operating Expenses	8	8	-7%	
Adjusted Operating Income	\$ 12	\$ 7	<b>76%</b>	820 bps

# Margin Analysis

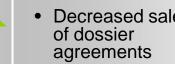
Adjusted Gross Margin										
Q3 2011	Q3 2010	Change								
47.7%	46.1%	160 bps								
Adjusted Operating Margin										
Adjuste	d Operating	Margin								
Adjuste Q3 2011	d Operating Q3 2010	Margin Change								

#### **Positive Impacts**

- Temozolomide sales in Europe
- Favorable product mix
- Core product growth
- Lower expenses due to restructuring in Germany

#### **Partial Negative Offsets**

- Negative foreign currency impact
- Decreased sales of dossier agreements
- Decreased sales of dossier









# FY2010 & FY2011 Adjusted Diluted EPS Reconciliation\* From Continuing Operations

	FY 11 Guidance	Y/Y Growth
Reported Diluted EPS from Continuing Operations Range	\$3.43 - \$3.53	+42% to +46%
Deal-related intangible amortization (1,2)	0.352	
Charges associated with acquisition costs (2)	0.064	
Charge associated with inventory step-up (2)	0.054	
Adjusted Diluted EPS from Continuing Operations Range	\$3.90 - \$4.00	+29% to +32%

	FY 10 Actual		
Reported Diluted EPS from Continuing Operations	\$	2.42	
Deal-related intangible amortization (1)		0.195	
Charges associated with acquisition costs		0.083	
Charges associated with inventory step-ups		0.075	
Charges associated with restructuring		0.100	
Charges associated with acquired research and development		0.157	
Adjusted Diluted EPS from Continuing Operations	\$	3.03	

<sup>(1)</sup> Amortization of acquired intangible assets related to business combinations and asset acquisitions



<sup>(2)</sup> Assumes a mid-fourth fiscal quarter close of the Paddock Laboratories acquisition

Consolidated Revenue Growth

20% to 23% from Fiscal 2010

Adj. Consolidated **Gross Margin** 

35% to 36% of Net Sales

Adj. Consolidated **Operating Margin** 

19% to 20% of Net Sales

**Adjusted Diluted EPS** 

\$3.90 to \$4.00 (29% to 32% Y/Y Growth\*\*)

Cash Flow from **Operations** 

\$350M to \$380M

**Estimated Effective Worldwide Tax Rate** 

**Approximately 26%** 



<sup>\*</sup>See attached financial schedule for reconciliation to GAAP numbers. 13 \*\*Growth as compared to fiscal 2010 adjusted diluted EPS from continuing operations



# **Fexofenadine Launch Program**



Quality, Affordable Healthcare Products



# **Paddock Labs Transaction Rationale**

# >Strategic Fit

- Attractive portfolio of non-commodity Rx products
- Adds scale to Rx segment revenues grow
   >80% platform for future growth
- Large pipeline, adds more than 25 ANDAs pending FDA approval including a number of promising products



- Accretive to adjusted EPS in FY 2012
- Accretive to GAAP EPS in FY 2012 (1)
- ROIC accretive in FY 2013



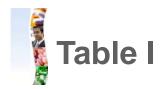






# **Appendix**





# PERRIGO COMPANY RECONCILIATION OF NON-GAAP MEASURES

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

						Three Mor	nths E	Ended							
Consolidated		Mar	ch 26, 20	)11					Mar	ch 27, 20	010			% Ch	ange
		No	n-GAAP						No	n-GAAP					As
	GAAP	Adjı	ustments		As	Adjusted		GAAP	Adju	ustments		As	Adjusted	GAAP	Adj.
Net sales	\$ 691,563	\$	-	_	\$	691,563	\$	537,632	\$	-	_	\$	537,632	29%	29%
Cost of sales	452,481		7,703	(a)		444,778		350,237		4,322	(a, d)		345,915	29%	29%
Gross profit	239,082		7,703			246,785		187,395		4,322			191,717	28%	29%
Operating expenses															
Distribution	8,525		-			8,525		7,919		-			7,919	8%	8%
Research and development	23,511		-			23,511		17,715		-			17,715	33%	33%
Selling and administration	84,133		5,095	(a, b)	)	79,038		65,135		4,198	(a, e)		60,937	29%	30%
Restructuring			-	_		-		7,474		7,474	(f)			-100%	-
Total	116,169		5,095			111,074		98,243		11,672			86,571		
Operating income	122,913		12,798			135,711		89,152		15,994			105,146	38%	29%
Interest, net	10,915		-			10,915		5,927		700	(g)		5,227	84%	109%
Other income, net	 (753)		-	_		(753)		(1,367)		-	_		(1,367)	-45%	-45%
Pre-tax income from cont. ops.	112,751		12,798			125,549		84,592		16,694			101,286	33%	24%
Income tax expense	21,220		4,117	(c)		25,337		23,051		2,808	(c)		25,859	-8%	-2%
Income from continuing operations	\$ 91,531	\$	8,681	=	\$	100,212		61,541	\$	13,886	=		75,427	49%	33%
Diluted EPS from cont. ops.	\$ 0.98				\$	1.07	\$	0.66				\$	0.81	48%	32%
Diluted weighted average shares outstanding	93,549					93,549		92,589					92,589		

- (a) Deal-related amortization
- (b) Acquisition costs of \$1,095
- (c) Total tax effect for non-GAAP pre-tax adjustments
- (d) Inventory step-up of \$94

- (e) Acquisition costs of \$3,052
- (f) Restructuring charges related to Germany and Florida
- (g) Acquisition costs



# PERRIGO COMPANY REPORTABLE SEGMENTS RECONCILIATION OF NON-GAAP MEASURES

(in thousands) (unaudited)

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Consumer Healthcare		March 26, 2011			March 27, 2010						
		Non-GAAP	_	•	As						
	GAAP	Adjustments	As Adjusted	GAAP	Adjustments As Adjusted	GAAP Adj.					
Net sales	\$ 425,025	\$ -	\$ 425,025	\$ 377,064	\$ - \$ 377,064	13% 13%					
Cost of sales	289,825	918	(a)288,907_	250,210	661_ <sup>(a)</sup> 249,549_	16% 16%					
Gross profit	135,200	918	136,118	126,854	661 127,515	7% 7%					
Operating expenses	62,996	1,210	(a)61,786_	51,395	696_ <sup>(a)</sup> 50,699_	23% 22%					
Operating income	\$ 72,204	\$ 2,128	\$ 74,332	\$ 75,459	\$ 1,357 \$ 76,816	-4% -3%					
Gross profit	31.8%		32.0%	33.6%	33.8%						
Operating income	17.0%		17.5%	20.0%	20.4%						

#### Three Months Ended

						TITIOO IVIO	111110	Lilada						
Nutritionals	March 26, 2011								% Change					
		Nor	n-GAAP			<u>.</u>			Nor	n-GAAP				As
	 GAAP	Adju	stments	_	As	Adjusted		GAAP	Adju	stments	As	Adjusted	GAAP	_Adj
Net sales	\$ 124,077	\$	-		\$	124,077	\$	58,722	\$	-	\$	58,722	111%	111%
Cost of sales	 86,099		3,000	(a)		83,099		47,442				47,442	81%	75%
Gross profit	 37,978		3,000	_		40,978		11,280		-		11,280	237%	263%
Operating expenses	 20,046		2,790	(a)		17,256		7,928		1,149 (a, b)		6,779	153%	155%
Operating income	\$ 17,932	\$	5,790	=	\$	23,722	\$	3,352	\$	1,149	\$	4,501	435%	427%
Gross profit	30.6%					33.0%		19.2%				19.2%		
Operating income	14.5%					19.1%		5.7%				7.7%		

- (a) Deal-related amortization
- (b) Restructuring charges of \$699 related to Florida
- (c) Restructuring charges related to Germany



#### **REPORTABLE SEGMENTS RECONCILIATION OF NON-GAAP MEASURES**

(in thousands) (unaudited)

Three N	/lonths	Ended
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Rx Pharmaceuticals	March 26, 2011						% Change						
		No	n-GAAP					Nor	n-GAAP				As
	 SAAP	Adju	ustments	As	Adjusted	(	GAAP	Adju	stments	As	Adjusted	GAAP	Adj.
Net sales	\$ 84,383	\$	-	\$	84,383	\$	50,802	\$	-	\$	50,802	66%	66%
Cost of sales	 43,351		2,827 <sup>(a)</sup>		40,524		23,627		2,645 <sup>(a)</sup>		20,982	83%	93%
Gross profit	41,032		2,827		43,859		27,175		2,645		29,820	51%	47%
Operating expenses	 9,891				9,891		10,607		<u> </u>		10,607	-7%	-7%
Operating income	\$ 31,141	\$	2,827	\$	33,968	\$	16,568	\$	2,645	\$	19,213	88%	77%
Gross profit	48.6%				52.0%		53.5%				58.7%		
Operating income	36.9%				40.3%		32.6%				37.8%		

Three I	vionths	∟nded
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	Inree Months Ended													
API	March 26, 2011			March 27, 2010 Non-GAAP					% Change					
	Non-GAAP									As				
	(	GAAP	Adjustments As Adjusted		GAAPAdjustments_		As Adjusted		GAAP	Adj.				
Net sales	\$	41,206	\$	-	\$	41,206	\$	32,802	\$	-	\$	32,802	26%	26%
Cost of sales		22,070		519 <sup>(a)</sup>		21,551		18,172		500 (a)		17,672	21%	22%
Gross profit		19,136		519		19,655		14,630		500		15,130	31%	30%
Operating expenses		7,818				7,818		15,177		6,775 (a, c	:)	8,402	-48%	-7%
Operating income (loss)	\$	11,318	\$	519	\$	11,837	\$	(547)	\$	7,275	\$	6,728	-	76%
Gross profit		46.4%				47.7%		44.6%				46.1%		
Operating income (loss)		27.5%				28.7%		-1.7%				20.5%		

- (a) Deal-related amortization
- (b) Restructuring charges of \$699 related to Florida
- (c) Restructuring charges related to Germany





# FY 2011 GUIDANCE AND FY 2010 EPS RECONCILIATION OF NON-GAAP MEASURES

(unaudited)

	Full Year Fiscal 2011 Guidance*
FY11 reported diluted EPS from continuing operations range	\$3.43 - \$3.53
Deal-related amortization (1,2)	0.352
Charges associated with acquisition costs (2)	0.064
Charge associated with inventory step-up (2)	0.054
FY11 adjusted diluted EPS from continuing operations range	\$3.90 - \$4.00

<u> </u>	Fiscal 2010*
FY10 reported diluted EPS from continuing operations	\$2.42
Deal-related amortization (1)	0.195
Charges associated with acquisition costs	0.083
Charges associated with inventory step-ups	0.075
Charges associated with restructuring	0.100
Charges associated with acquired research and development _	0.157
FY10 adjusted diluted EPS from continuing operations	\$3.03

- (1) Amortization of acquired intangible assets related to business combinations and asset acquisitions
- (2) Assumes a mid-fourth fiscal quarter close of the Paddock Laboratories acquisition



<sup>\*</sup>All information based on continuing operations.



# FY 2011 GUIDANCE RECONCILIATION OF NON-GAAP MEASURES

(unaudited)

	Full Year Fiscal 2011 Guidance*
Consolidated	
Reported consolidated gross margin range	33.5% - 34.5%
Deal-related amortization (1,2)	1.2%
Inventory step-up (2)	0.3%
Adjusted consolidated gross margin range	35.0% - 36.0%
Reported consolidated operating margin range	16.6% - 17.6%
Deal-related amortization (1)	1.8%
Acquisition costs (2)	0.3%
Inventory step-up (2)	0.3%
Adjusted consolidated operating margin range	19.0% - 20.0%
Consumer Healthcare	
Reported gross margin range	31.3% - 32.3%
Deal-related amortization (1)	0.2%
Adjusted gross margin range	31.5% - 32.5%
Reported operating margin range	17.0% - 18.0%
Deal-related amortization (1)	0.5%
Adjusted operating margin range	17.5% - 18.5%

- (1) Amortization of acquired intangible assets related to business combinations and asset acquisitions
- (2) Assumes a mid-fourth fiscal quarter close of the Paddock Laboratories acquisition



<sup>\*</sup>All information based on continuing operations.



#### FY 2011 GUIDANCE RECONCILIATION OF NON-GAAP MEASURES

(unaudited)

	Full Year Fiscal 2011 Guidance*
Nutritionals	·
Reported gross margin range	30.6% - 32.6%
Deal-related amortization (1)	2.4%
Adjusted gross margin range	33.0% - 35.0%
Reported operating margin range	13.4% - 14.4%
Deal-related amortization (1)	4.6%
Adjusted operating margin range	18.0% - 19.0%
Rx Pharmaceuticals	
Reported gross margin range	41.7% - 43.7%
Deal-related amortization (1,2)	3.9%
Inventory step-up (2)	2.4%
Adjusted gross margin range	48.0% - 50.0%
Reported operating margin range	28.7% - 31.7%
Deal-related amortization (1,2)	3.9%
Inventory step-up (2)	2.4%
Adjusted operating margin range	35.0% - 38.0%
API	
Reported gross margin range	43.7% - 45.7%
Deal-related amortization (1)	1.3%
Adjusted gross margin range	45.0% - 47.0%
Reported operating margin range	23.7% - 26.7%
Deal-related amortization (1)	1.3%
Adjusted operating margin range	25.0% - 28.0%

- (1) Amortization of acquired intangible assets related to business combinations and asset acquisitions
- (2) Assumes a mid-fourth fiscal quarter close of the Paddock Laboratories acquisition



<sup>\*</sup>All information based on continuing operations.



# PERRIGO COMPANY RECONCILIATION OF NON-GAAP MEASURES

(in thousands) (unaudited)

	3/26/2011
Total debt	\$ 891,622
Less: Cash and cash equivalents	(223,237)
Total net debt	668,385
Total shareholders' equity	1,425,099_
Total capital	\$2,093,484
Net debt to total capital ratio	31.9%