

## Perrigo 2010 Second Quarter Conference Call

 February 2, 2010
## 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, forwardlooking 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 27, 2009, 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.

## Polyethylene Glycol 3350 (MiraLax ${ }^{\circledR}$ )

- Leveraging our best-in-class marketing capabilities, Perrigo has been able to secure $\mathbf{> 9 0 \%}$ of the store brand market



$\square$ Perrigo $\square$ Other
With 5 OTC approvals, Perrigo has $>90 \%$ Store


## All Category Update



## Store Brand Share Growth - trending at 3 share points/year

$\square$ Store Brand $\square$ National Brand $\square$ Category


## GAAP Financials - From Continuing Operations

## Perrigo Consolidated

| (\$ in millions, except per share amounts) | Q2 2010 |  | Q2 2009 |  | Y/Y |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ | 583 | \$ | 537 | 9\% |
| Cost of Sales |  | 386 |  | 391 | -1\% |
| Gross Profit |  | 197 |  | 147 | 34\% |
| Distribution |  | 7 |  | 6 | 15\% |
| SG\&A |  | 71 |  | 59 | 19\% |
| R\&D |  | 21 |  | 20 | 4\% |
| Write-off of IPR\&D |  | 14 |  | 0.3 | - |
| Operating Income |  | 84 |  | 61 | 39\% |
| Income from Continuing Ops | \$ | 53 | \$ | 24 | 121\% |
| Diluted EPS from Continuing Ops | \$ | 0.57 | \$ | 0.26 | 119\% |

Margin Analysis

| Gross Margin |  |  |
| :---: | :---: | :---: |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{3 3 . 8 \%}$ | $\mathbf{2 7 . 3} \%$ | $+\mathbf{6 5 0}$ bps |
| Operating Margin |  |  |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{1 4 . 5 \%}$ | $\mathbf{1 1 . 3 \%}$ | $+\mathbf{3 2 0} \mathbf{b p s}$ |

Gross Margin Q2'08-Q2'10 Operating Margin Q2'08-Q2'10



## Adjusted Financials* - From Continuing Operations

| (\$ in millions, except per share data) | Q2 2010 |  | Q2 2009 |  | $\begin{gathered} \text { \% Change } \\ \text { Y/Y } \\ \hline \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ | 583.2 | \$ | 537.2 | 9\% |
| Reported Gross Profit |  | 196.9 |  | 146.6 | 34\% |
| Inventory step-ups - Asset Acquisitions |  | 0.5 |  | - |  |
| Inventory step-up - Unico |  | - |  | 1.1 |  |
| Inventory step-up - Diba |  | - |  | 0.8 |  |
| Inventory step-up - JB Labs |  | - |  | 0.4 |  |
| Impairment of fixed assets |  | - |  | 1.6 |  |
| Adjusted Gross Profit | \$ | 197.4 | \$ | 150.4 | 31\% |
| Reported Operating Income | \$ | 84.5 | \$ | 60.8 | 39\% |
| Inventory step-ups - Asset Acquisitions |  | 0.5 |  | - |  |
| Inventory step-up - Unico |  | - |  | 1.1 |  |
| Inventory step-up-Diba |  | - |  | 0.8 |  |
| Inventory step-up - JB Labs |  | - |  | 0.4 |  |
| Impairment of fixed assets |  | - |  | 1.6 |  |
| Write-off of in-process R\&D - Diba acquisition |  | - |  | 0.3 |  |
| Write-off of in-process R\&D - ANDA |  | 14.0 |  | - |  |
| Adjusted Operating Income | \$ | 99.0 | \$ | 64.9 | 53\% |
| Reported Income from Continuing Operations | \$ | 53.2 | \$ | 24.0 | 121\% |
| Inventory step-ups - Asset Acquisitions |  | 0.4 |  | - |  |
| Inventory step-up - Unico |  | - |  | 0.6 |  |
| Inventory step-up-Diba |  | - |  | 0.6 |  |
| Inventory step-up - JB Labs |  | - |  | 0.2 |  |
| Impairment of fixed assets |  | - |  | 1.0 |  |
| Write-off of in-process R\&D - Diba acquisition |  | - |  | 0.2 |  |
| Write-off of in-process R\&D - ANDA |  | 11.4 |  | - |  |
| Investment impairment |  | - |  | 15.1 |  |
| Adjusted Income from Continuing Ops | \$ | 65.1 | \$ | 41.8 | 56\% |
| Adjusted Diluted EPS from Continuing Ops | \$ | 0.70 | \$ | 0.45 | 56\% |
| Diluted weighted average shares outstanding |  | 93.0 |  | 93.6 |  |

## Adjusted Financials* - From Continuing Operations

## Perrigo Consolidated

| (\$ in millions, except per share amounts) | Q2 2010 |  | Q2 2009 |  | $\begin{gathered} \text { \% Chang } \\ \mathrm{Y} / \mathrm{Y} \end{gathered}$ | Change as <br> a \% to sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ | 583 | \$ | 537 | 9\% |  |
| Adjusted Cost of Sales |  | 386 |  | 387 | 0\% |  |
| Adjusted Gross Profit |  | 197 |  | 150 | 31\% | +590 bps |
| Distribution |  | 7 |  | 6 | 15\% |  |
| SG\&A |  | 71 |  | 59 | 19\% |  |
| R\&D |  | 21 |  | 20 | 4\% |  |
| Adjusted Operating Income |  | 99 |  | 65 | 53\% | +490 bps |
| Adjusted Income from Continuing Ops | \$ | 65 | \$ | 42 | 56\% | +340 bps |
| Adjusted Diluted EPS from Continuing Ops | \$ | 0.70 | \$ | 0.45 | 56\% |  |

Margin Analysis

| Adjusted Gross Margin |  |  |
| :---: | :---: | :---: |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{3 3 . 9 \%}$ | $\mathbf{2 8 . 0 \%}$ | +590 bps |
| Adjusted Operating Margin |  |  |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{1 7 . 0 \%}$ | $\mathbf{1 2 . 1 \%}$ | +490 bps |

## Adjusted Segment Financials* - From Continuing Operations

## Consumer Healthcare

| (\$ in millions) | Q2 2010 |  | Q2 2009 |  | \% Change Y/Y | Change as a \% to sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ | 478 | \$ | 446 | 7\% |  |
| Adjusted Cost of Sales |  | 326 |  | 328 | -1\% |  |
| Adjusted Gross Profit |  | 153 |  | 119 | 28\% | +530 bps |
| Operating Expenses |  | 64 |  | 59 | 9\% |  |
| Adjusted Operating Income | \$ | 88 | \$ | 60 | 47\% | +500 bps |

Margin Analysis

| Adjusted Gross Margin |  |  |
| :---: | :---: | :---: |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{3 1 . 9 \%}$ | $\mathbf{2 6 . 6 \%}$ | $+\mathbf{5 3 0}$ bps |
| Adjusted Operating Margin |  |  |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{1 8 . 5 \%}$ | $\mathbf{1 3 . 5 \%}$ | $\mathbf{+ 5 0 0} \mathbf{b p s}$ |$\rangle$

Positive Impacts

- Favorable product mix
- Improved plant efficiency
- New product sales
- Cost improvement initiatives

Partial Negative Offsets

- Negative impact from foreign exchange
- Increased R\&D investment
- Increased variable costs


## Adjusted Segment Financials* - From Continuing Operations

## Rx Pharmaceuticals

| (\$ in millions) | Q2 2010 |  | Q2 2009 |  | \% Change Y/Y | Change as <br> a \% to sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ | 56 | \$ | 40 | 38\% |  |
| Cost of Sales |  | 30 |  | 25 | 20\% |  |
| Gross Profit |  | 26 |  | 16 | 66\% | +800 bps |
| Adjusted Operating Expenses |  | 10 |  | 8 | 13\% |  |
| Adjusted Operating Income | \$ | 16 | \$ | 7 | 129\% | +1170 bps |

Margin Analysis

| Gross Margin |  |  |
| :---: | :---: | :---: |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{4 6 . 8 \%}$ | $\mathbf{3 8 . 8 \%}$ | $+\mathbf{8 0 0}$ bps |
| Adjusted Operating Margin |  |  |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{2 9 . 5 \%}$ | $\mathbf{1 7 . 8 \%}$ | $+\mathbf{1 1 7 0}$ bps |$\rangle$

## Positive Impacts

- Increased sales of higher margin products
- Favorable pricing
- Manufacturing efficiencies
- SG\&A leverage on increased product sales


## Segment Financials - From Continuing Operations

| (\$ in millions) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Q2 2010 |  | Q2 2009 |  | \% Change Y/Y | Change as a \% to sales |
| Net Sales | \$ | 37 | \$ | 32 | 16\% |  |
| Cost of Sales |  | 22 |  | 22 | 1\% |  |
| Gross Profit |  | 15 |  | 10 | 49\% | +880 bps |
| Operating Expenses |  | 9 |  | 9 | 1\% |  |
| Operating Income | \$ | 6 | \$ | 1 | 448\% | +1240 bps |

Margin Analysis

| Gross Margin |  |  |
| :---: | :---: | :---: |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{3 9 . 9 \%}$ | $\mathbf{3 1 . 1 \%}$ | $+\mathbf{8 8 0}$ bps |
| Operating Margin |  |  |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{1 5 . 7 \%}$ | $\mathbf{3 . 3 \%}$ | $+\mathbf{1 2 4 0}$ bps |

## Positive Impacts

- Improved plant efficiencies
- Product mix
- Favorable foreign exchange
- Increased operating expense leverage
- Reduced R\&D due to timing of product development


## Adjusted Segment Financials* - From Continuing Operations

## Other

| (\$ in millions) | Q2 2010 |  | Q2 2009 |  | \% Change Y/Y | Change as a \% to sales |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$ | 12 | \$ | 19 | -34\% |  |
| Adjusted Cost of Sales |  | 8 |  | 13 | -36\% |  |
| Adjusted Gross Profit |  | 4 |  | 6 | -31\% | +190 bps |
| Operating Expenses |  | 4 |  | 5 | -15\% |  |
| Adjusted Operating Income (Loss) | \$ | (0.3) | \$ | 0.8 | -133\% | -630 bps |

## Margin Analysis

| Adjusted Gross Margin |  |  |
| :---: | :---: | :---: |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{3 4 . 3 \%}$ | $\mathbf{3 2 . 4 \%}$ | $+\mathbf{1 9 0}$ bps |
| Adjusted Operating Margin |  |  |
| Q2 2010 | Q2 2009 | Change |
| $\mathbf{- 2 . 1 \%}$ | $\mathbf{4 . 2 \%}$ | $\mathbf{- 6 3 0}$ bps |

## Cash Flow \& Working Capital

Operating Cash Flow
$\$$ in millions


- Record second quarter operating cash flow


## Perrigo FY10 Nov. Guidance Tracking Year-to-Date

- From Continuing Operations

| November Guidance |  | YTD <br> Performance |
| :---: | :---: | :---: |
| Consolidated Revenue Growth |  | +11.9\% |
|  | Original August Guidance $+4 \%$ to $+6 \%$ |  |
| Consumer Healthcare Revenue Growth | +8\% +10\% | +12.7\% |
|  | Original August Guidance $+6 \%$ to $+8 \%$ |  |
| Adjusted Consolidated Operating Margin | 14\% 16\% | 16.7\% |
|  | Original August Guidance 13\% to 14\% |  |
| Adjusted EPS from Continuing Operations Growth | +26\% +31\% | +58\% |
|  | Original August Guidance $+7 \%$ to $+13 \%$ |  |
| Operating Cash Flow | \$240M to \$280M | $\begin{gathered} \text { \$159M } \\ \text { YTD } \end{gathered}$ |
|  | Original August Guidance \$220M to \$260M |  |

## Perrigo FY10 Revised Guidance - From Continuing Operations

| Consolidated Revenue |
| :---: |
| Growth |

## Consumer Healthcare

Revenue Growth
8\% to 11\% from Fiscal 2009

## Adj. Consolidated <br> Operating Margin

## $15 \%$ to $17 \%$ of Net Sales

Adj. EPS from Continuing Operations
\$2.55 to $\$ 2.65 \quad(36 \%$ to $42 \%$ Y/Y Growth*)

Cash Flow from Operations

## Estimated Effective

Worldwide Tax Rate

## \$270M to \$300M

Approximately 28\%

## PPI Avg Unit Sales Before \& After Prevacid Launch



## New Product Pipeline (publicly disclosed products)

## CHC

Fiscal 2010
Fiscal 2011

| Product | National Brand | \$in millions <br> Brand <br> Sales |  |
| :--- | :--- | ---: | ---: |
| IBU K Softgel | Advil® Liquidgel | $\$$ | 250 |
| Nicotine Lozenge - Cherry | Commit® | $\$$ | 30 |
| Nicotine Lozenge - Cinnamon | Commit® |  | NA |
| Polyethylene Glycol 3350 | Miralax $®$ | $\$ 220$ |  |
| Guaifenesin ER | Mucinex® | $\$ 180$ |  |
| Miconazole Ovile/Cream | Monistat $®$-1 OTC | $\$$ | 85 |


| Product | National Brand | \$ in millions Brand Sales |
| :---: | :---: | :---: |
| Nicotine Coated Gum - Cinnamon | Commit ${ }^{\text {® }}$ | \$ 30 |
| Ketotifen | Zaditor® | \$ 30 |
| Levonorgestrel | Plan $B$ ® | \$ 185 |
| Fexofenadine | Allegra | \$ 330 |
| Naproxen Liquigels | Aleve Liquigels | \$ 90 |

, 14 approved to date



## Appendix

## Table I

## Segment Net Sales

Consumer Healthcare
Rx Pharmaceuticals
API
Other
Total

Table I
PERRIGO COMPANY SEGMENT INFORMATION
(in thousands)
(unaudited)


Segment Operating Income (Loss)
Consumer Healthcare
Rx Pharmaceuticals
API
Other
Unallocated expenses
$\quad$ Total

| $\$$ | 159,751 |  | \$ | 115,420 |
| :---: | :---: | :---: | :---: | :---: |
|  | 16,682 |  | 8,956 |  |
|  | 9,575 |  | 1,497 |  |
|  | 436 |  | 2,601 |  |
|  | $(15,407)$ |  |  |  |
|  |  |  | $(8,588)$ |  |
|  |  | 171,037 |  | $\$ 19,886$ |

*All information based on continuing operations.

## RECONCILIATION OF NON-GAAP MEASURES

(in thousands, except per share amounts)

## Table II

## Net sales

Reported gross profit
Inventory step-ups - Asset acquisitions
Inventory step-up - Unico
Inventory step-up - Diba
Inventory step-up - JB Labs
Impairment of fixed assets
Adjusted gross profit
Adjusted gross profit \%
Reported operating expenses
Loss on asset exchange
Write-off of in-process R\&D - Diba acquisition
W rite-off of in-process R\&D - ANDA
Adjusted operating expenses
Adjusted operating expenses \%
Reported operating income
Inventory step-ups - Asset acquisitions
Inventory step-up - Unico
Inventory step-up - Diba
Inventory step-up - JB Labs
Im pairment of fixed assets
Write-off of in-process R\&D - Diba acquisition
Write-off of in-process R\&D - ANDA
Loss on asset exchange
Adjusted operating income
Adjusted operating income \%
Reported income from continuing operations
Inventory step-ups - Asset acquisitions (2)
Inventory step-up - Unico (6)
Inventory step-up - Diba (3)
Inventory step-up - JB Labs (4)
Im pairment of fixed assets (5)
W rite-off of in-process R\&D - Diba acquisition (3)
Write-off of in-process R\&D - ANDA (1)
Investment impairment (7)
Loss on asset exchange (7)
Adjusted income from continuing operations
Diluted earnings per share from continuing operations Reported
Adjusted
Diluted weighted average shares outstanding
20 *All information based on continuing operations
(unaudited)


## REPORTABLE SEGMENTS

## RECONCILIATION OF NON-GAAP MEASURES

(in thousands)
Table II Continued

|  | Second Quarter* |
| :---: | :---: |
| 2010 | 2009 | \% Change

(unaudited) $\qquad$

Consumer Healthcare
Net sales

| \$ | 478,442 | \$ | 446,410 | 7\% | \$ | 915,763 | \$ | 812,612 | 13\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 152,520 | \$ | 114,977 | 33\% | \$ | 278,909 | \$ | 224,284 | 24\% |
|  | - |  | 1,062 |  |  | - |  | 1,062 |  |
|  | - |  | 767 |  |  | - |  | 767 |  |
|  | - |  | 358 |  |  | - |  | 358 |  |
|  | - |  | 1,600 |  |  | - |  | 1,600 |  |
| \$ | 152,520 | \$ | 118,764 | 28\% | \$ | 278,909 | \$ | 228,071 | 22\% |
|  | 31.9\% |  | 26.6\% |  |  | 30.5\% |  | 28.1\% |  |
| \$ | 64,129 | \$ | 58,672 | 9\% | \$ | 119,158 | \$ | 108,864 | 9\% |
|  | - |  | - |  |  | - |  | (639) |  |
| \$ | 64,129 | \$ | 58,672 | 9\% | \$ | 119,158 | \$ | 108,225 | 10\% |
|  | 13.4\% |  | 13.1\% |  |  | 13.0\% |  | 13.3\% |  |
| \$ | 88,391 | \$ | 56,305 | 57\% | \$ | 159,751 | \$ | 115,420 | 38\% |
|  | - |  | 1,062 |  |  | - |  | 1,062 |  |
|  | - |  | 767 |  |  | - |  | 767 |  |
|  | - |  | 358 |  |  | - |  | 358 |  |
|  | - |  | 1,600 |  |  | - |  | 1,600 |  |
|  | - |  | - |  |  | - |  | 639 |  |
| \$ | 88,391 | \$ | 60,092 | 47\% | \$ | 159,751 | \$ | 119,846 | 33\% |
|  | 18.5\% |  | 13.5\% |  |  | 17.4\% |  | 14.7\% |  |
|  | 55,585 |  | 40,401 | 38\% |  | 102,662 |  | 73,576 | 40\% |
| \$ | 23,564 | \$ | 8,498 | 177\% | \$ | 31,681 | \$ | 17,695 | 79\% |
|  | $(14,000)$ |  | - |  |  | $(14,000)$ |  | - |  |
| \$ | 9,564 | \$ | 8,498 | 13\% | \$ | 17,681 | \$ | 17,695 | 0\% |
|  | 17.2\% |  | 21.0\% |  |  | 17.2\% |  | 24.0\% |  |
| \$ | 2,422 | \$ | 7,172 | -66\% | \$ | 16,682 | \$ | 8,956 | 86\% |
|  | 14,000 |  | - |  |  | 14,000 |  | - |  |
| \$ | 16,422 | \$ | 7,172 | 129\% | \$ | 30,682 | \$ | 8,956 | 243\% |
|  | 29.5\% |  | 17.8\% |  |  | 29.9\% |  | 12.2\% |  |
| \$ | 12,154 | \$ | 18,526 | -34\% | \$ | 25,701 | \$ | 40,454 | -36\% |
| \$ | 3,670 | \$ | 6,011 | -39\% | \$ | 8,323 | \$ | 12,566 | -34\% |
|  | 497 |  | - |  | \$ | 709 |  | - |  |
| \$ | 4,167 | \$ | 6,011 | -31\% | \$ | 9,032 | \$ | 12,566 | -28\% |
|  | 34.3\% |  | 32.4\% |  |  | 35.1\% |  | 31.1\% |  |
| \$ | (758) | \$ | 785 | -197\% | \$ | 436 | \$ | 2,601 | -83\% |
|  | 497 |  | - |  |  | 709 |  | - |  |
| \$ | (261) | \$ | 785 | -133\% | \$ | 1,145 | \$ | 2,601 | -56\% |
|  | -2.1\% |  | 4.2\% |  |  | 4.5\% |  | 6.4\% |  |


| \$ | 478,442 | \$ | 446,410 | 7\% | \$ | 915,763 | \$ | 812,612 | 13\% |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 152,520 | \$ | 114,977 | 33\% | \$ | 278,909 | \$ | 224,284 | 24\% |
|  | - |  | 1,062 |  |  | - |  | 1,062 |  |
|  | - |  | 767 |  |  | - |  | 767 |  |
|  | - |  | 358 |  |  | - |  | 358 |  |
|  | - |  | 1,600 |  |  | - |  | 1,600 |  |
| \$ | 152,520 | \$ | 118,764 | 28\% | \$ | 278,909 | \$ | 228,071 | 22\% |
|  | 31.9\% |  | 26.6\% |  |  | 30.5\% |  | 28.1\% |  |
| \$ | 64,129 | \$ | 58,672 | 9\% | \$ | 119,158 | \$ | 108,864 | 9\% |
|  | - |  | - |  |  | - |  | (639) |  |
| \$ | 64,129 | \$ | 58,672 | 9\% | \$ | 119,158 | \$ | 108,225 | 10\% |
|  | 13.4\% |  | 13.1\% |  |  | 13.0\% |  | 13.3\% |  |
| \$ | 88,391 | \$ | 56,305 | 57\% | \$ | 159,751 | \$ | 115,420 | 38\% |
|  | - |  | 1,062 |  |  | - |  | 1,062 |  |
|  | - |  | 767 |  |  | - |  | 767 |  |
|  | - |  | 358 |  |  | - |  | 358 |  |
|  | - |  | 1,600 |  |  | - |  | 1,600 |  |
|  | - |  | - |  |  | - |  | 639 |  |
| \$ | 88,391 | \$ | 60,092 | 47\% | \$ | 159,751 | \$ | 119,846 | 33\% |
|  | 18.5\% |  | 13.5\% |  |  | 17.4\% |  | 14.7\% |  |
|  | 55,585 |  | 40,401 | 38\% |  | 102,662 |  | 73,576 | 40\% |
| \$ | 23,564 | \$ | 8,498 | 177\% | \$ | 31,681 | \$ | 17,695 | 79\% |
|  | $(14,000)$ |  | - |  |  | $(14,000)$ |  | - |  |
| \$ | 9,564 | \$ | 8,498 | 13\% | \$ | 17,681 | \$ | 17,695 | 0\% |
|  | 17.2\% |  | 21.0\% |  |  | 17.2\% |  | 24.0\% |  |
| \$ | 2,422 | \$ | 7,172 | -66\% | \$ | 16,682 | \$ | 8,956 | 86\% |
|  | 14,000 |  | - |  |  | 14,000 |  | - |  |
| \$ | 16,422 | \$ | 7,172 | 129\% | \$ | 30,682 | \$ | 8,956 | 243\% |
|  | 29.5\% |  | 17.8\% |  |  | 29.9\% |  | 12.2\% |  |
| \$ | 12,154 | \$ | 18,526 | -34\% | \$ | 25,701 | \$ | 40,454 | -36\% |
| \$ | 3,670 | \$ | 6,011 | -39\% | \$ | 8,323 | \$ | 12,566 | -34\% |
|  | 497 |  | - |  | \$ | 709 |  | - |  |
| \$ | 4,167 | \$ | 6,011 | -31\% | \$ | 9,032 | \$ | 12,566 | -28\% |
|  | 34.3\% |  | $32.4 \%$ |  |  | 35.1\% |  | 31.1\% |  |
| \$ | (758) | \$ | 785 | -197\% | \$ | 436 | \$ | 2,601 | -83\% |
|  | 497 |  | - |  |  | 709 |  | - |  |
| \$ | (261) | \$ | 785 | -133\% | \$ | 1,145 | \$ | 2,601 | -56\% |
|  | -2.1\% |  | 4.2\% |  |  | 4.5\% |  | 6.4\% |  |

$$
\%
$$

## Rx Pharmaceuticals

## Net sales

Reported operating expenses
W rite-off of in-process R\&D - ANDA
Adjusted operating expenses
Adjusted operating expenses \%
Reported operating income
W rite-off of in-process R\&D - ANDA
Adjusted operating income
Adjusted operating income \%

## Other

Net sales
Reported gross profit
Inventory step-ups - Asset acquisitions
Adjusted gross profit
Adjusted gross profit \%
Reported operating income (loss)
Inventory step-ups - Asset acquisitions
Adjusted operating income (loss)
Adjusted operating income (loss) \%
Inventory step-up - Unico
Inventory step-up - Diba
Inventory step-up - JB Labs
Impairment of fixed assets
Adjusted gross profit
Adjusted gross profit \%
Reported operating expenses
Loss on asset exchange
Adjusted operating expenses
Adjusted operating expenses \%
Reported operating income Inventory step-up - Unico
Inventory step-up - Diba
Inventory step-up - JB Labs
Impairment of fixed assets
Loss on asset exchange
Adjusted operating income
Adjusted operating income \%
,


$\qquad$

## Table III

|  | Second Quarter* <br> Reported Cost of Sales |  |  |  | Adjustment - <br> Inventory Step-Up |  |  | Adjustment-Fixed Asset Impairment |  |  |  | Second Quarter* <br> Adjusted Cost of Sales |  | \% Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 2010 |  | 2009 |  | 2010 | 2009 |  | 10 |  | 2009 | 2010 | 2009 |  |
| Segments |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Consumer Healthcare | \$ | 325,922 | \$ | 331,433 | \$ | - | \$ $(2,187)$ | \$ | - | \$ | $(1,600)$ | \$ 325,922 | \$327,646 | -1\% |
| Rx Pharmaceuticals |  | 29,599 |  | 24,731 |  | - | - |  | - |  | - | 29,599 | 24,731 | 20\% |
| API |  | 22,218 |  | 21,959 |  | - | - |  | - |  | - | 22,218 | 21,959 | 1\% |
| Other |  | 8,484 |  | 12,515 |  | (497) | - |  | - |  | - | 7,987 | 12,515 | -36\% |
| Total | \$ | 386,223 | \$ | 390,638 |  | (497) | \$ $(2,187)$ | \$ | - | \$ | $(1,600)$ | \$385,726 | \$386,851 | 0\% |

## Table IV

## FY 2010 GUIDANCE AND FY 2009 EPS

 RECONCILIATION OF NON-GAAP MEASURES
## Rx Pharmaceuticals

Reported operating margin range
Charge associated with acquired research and development Adjusted operating margin range

## Consolidated

Reported consolidated gross margin range
Charges associated with inventory step-ups
Adjusted consolidated gross margin range

Reported consolidated operating margin range
Charges associated with inventory step-ups
Charge associated with acquired research and development
Adjusted consolidated operating margin range

| Full Year* |
| :---: |
| Fiscal 2010 Guidance |

Fiscal 2010 Guidance

| $19.1 \%-21.1 \%$ |
| :---: |
| $6.6 \%$ |
| $25.7 \%-27.7 \%$ |
| $32 \%-33 \%$ |
| $0.05 \%$ |
| $32 \%-33 \%$ |
| $14 \%-16 \%$ |
| $0.05 \%$ |
| $0.63 \%$ |
| $15 \%-17 \%$ |
| $\$ 2.42-\$ 2.52$ |
| $\$ 0.008$ |
| $\$ 0.123$ |
| $\$ 2.55-\$ 2.65$ |


| FY09 reported earnings per share from continuing operations | $\$ 1.67$ |
| :--- | :--- |
| Loss on asset exchange | 0.007 |
| Charges associated with inventory step-ups | 0.021 |
| Fixed asset impairment | 0.011 |
| W rite-off of in-process R\&D | 0.002 |
| Investment impairment | 0.161 |
| FY09 adjusted earnings per share from continuing operations | $\$ 1.87$ |

FY10 reported earnings per share from continuing operations range Charges associated with inventory step-ups
Charge associated with acquired research and development
FY10 adjusted earnings per share from continuing operations range

FY09 reported earnings per share from continuing operations
Loss on asset exchange
\$1.87

