## Perrigo

Fourth Quarter \& Fiscal Year 2020 Financial Results March 1, 2021


## Bradley Joseph, VP Investor Relations and Corporate Communications



## Forward Looking Statements

Certain statements in this presentation are "forward-looking statements." 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," "forecast," "plan," "anticipate," "intend," "believe," "estimate," "predict," "potential" or the negative of those terms 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, including: the effect of the novel coronavirus (COVID-19) pandemic and the associated economic downturn and potential supply chain or other impacts on the Company's business; the timing, amount and cost of any share repurchases; future impairment charges; customer acceptance of new products; competition from other industry participants, some of whom have greater marketing resources or larger market shares in certain product categories than the Company does; pricing pressures from customers and consumers; resolution of uncertain tax positions, including the Company's appeal of the Notice of Assessment (the "NoA") issued by the Irish tax authority and the Notices of Proposed Assessment ("NOPAs") issued by the U.S. Internal Revenue Service and the impact that an adverse result in such proceedings would have on operating results, cash flows, and liquidity; potential third-party claims and litigation, including litigation relating to alleged price-fixing in the generic pharmaceutical industry, alleged class action and individual securities law claims and alleged product liability claims, and litigation relating to uncertain tax positions, including the NoA and the NOPAs; potential impacts of ongoing or future government investigations and regulatory initiatives; potential costs and reputational impact of product recalls or sales halts; the impact of tax reform legislation and healthcare policy; general economic conditions; fluctuations in currency exchange rates and interest rates; the consummation and success of the sale of the Rx business, including the ability to achieve the expected benefits thereof, the risk that any required regulatory approvals will not be received or obtained or other closing conditions may not be satisfied within the expected time frame or at all and potential costs or liabilities incurred or retained in connection with the proposed transaction that may exceed the Company's estimates or adversely affect the Company's business or operations; the consummation and success of other announced acquisitions or dispositions, and the Company's ability to realize the desired benefits thereof; and the Company's ability to execute and achieve the desired benefits of announced cost-reduction efforts and strategic and other initiatives. These and other important factors, including those discussed under "Risk Factors" in the Company's Form 10-K for the year ended December 31, 2020, as well as the Company's subsequent filings with the United States 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.

Non-GAAP Measures: This presentation contains Non-GAAP measures. The reconciliation of those measures to the most comparable GAAP measures are included at the end of this presentation.

Murray S. Kessler, President \& CEO


## Started Transformation to a Consumer Self-Care Company in May 2019



Perrigo


## Made Significant Progress in Year 2 of Our Consumer Self-Care Transformation in 2020; COVID-19 Did Not Slow Us Down!

- Restored strong revenue growth
- 30\% of PRGO owned by consumer investors
- Pro-Forma >\$2B in cash
- New $\$ 750 \mathrm{M}$ bond issuance
- Committed $\$ 300 \mathrm{M}+$ to capacity improvements
- Repurchased \$164M in stock
- Increased dividend $18^{\text {th }}$ year in a row

- Delivering \$100M Project Momentum cost savings
- Portfolio reconfiguration complete, including Rx

Perrigo is Growing Again Driven by WW Consumer, Investments Have Been Made, Certainty will be Restored; The Company is Poised to Create Value


## Solid 2020 Performance Despite \$0.35 In EPS Headwinds (COVID-19 Costs, Divestitures, Global Cough Cold Declines in Q4)

| Consolidated Net Sales YoY | Adjusted EPS YoY | YTD Financial Highlights |
| :---: | :---: | :---: |
| $+5,00 / 0$ | $\begin{gathered} \$ 4.02 \\ \text { Flat } \end{gathered}$ | Consolidated net sales grew 6.4\%, excluding divested businesses \& currency; organic net sales were up $1.9 \%$ and included a negative 1.4 percentage point impact from lower cough/cold sales <br> Flat adjusted EPS as consumer performance, bolt-ons \& Project Momentum savings offset COVID-19 costs, divestitures, Rx performance and higher corporate costs |
| Consolidated Net Sales YoY | Adjusted EPS YoY | Q4 Financial Highlights |
| +1 3 B $-2.50 / 0$ | \$0.93 $-12.3 \%$ | Consolidated net sales declined 2.5\%; organic net sales were down $4.7 \%$ and included a negative 5.0 percentage point impact from lower cough/cold sales <br> Adj. EPS included $\$ 0.11$ impact from cough/cold and $\$ 0.05$ from divested businesses |

## Almost non-existent Flu Season, Down Dramatically Versus Baseline and Prior Year in the U.S. and Europe

U.S. Flu Activity*

ADULT FLU
WEEKLY US ILI INCIDENCE
E.U. Flu Activity**


Perrigo

## Resulting in Severe Category Consumption Declines in Cough/Cold Products



* Source: IRI Market Advantage Total US MULO Dollar Sales.
market corrected for frimption growth metrics were compiled using individual country estimates from reputable, industry resources, i.e. IQVIA, Nielsen, IRI and online sales tracking. Brand consumption only included if market consumption data available. Total


## Even with a Challenged Cough/Cold Season, WW Consumer Grew 6.0\% and Achieved Record Net Sales in 2020



[^0]FY19 Net sales and comparisons include the previously disclosed third quarter 2019 net sales adjustments for the market withdrawal of Ranitidine, of which $\$ 7.4$ million was included in the CSCA segment and $\$ 1.8$ million was included in the
CSCl segment, as well as $\$ 24.1$ million in operating results attributable to the then held-for-sale animal health business in the CSCA segment.
Organic net sales growth excludes the effects of acquisitions and divestitures and the impact of currency
Perrigo

## Led by 9\% Net Sales Growth in CSCA, Also a Fiscal Year Record



See attached Appendix for details. attributable to the then held-for-sale animal health business in the CSCA segment.
Market share gains in the categories in which Perrigo competes measured by tota the impact of currenc
Market share gains in the categories in which Perrigo competes measured by total OTC omnichannel POS data using internal estimates.

## CSCI Was More Impacted by COVID-19, But Still Delivered a Solid Topline Performance in 2020

FY2020 CONSUMER SELF-CARE INTERNATIONAL NET SALES +0.8\%
\$ millions


New Products
+\$98M
e-Commerce Growth
+58\%

Market Share Gains ${ }^{(4)}$
Flat

## Rx Growth Driven by New Products, More than Offsetting Base Business Declines from Lock-Down Related Reduction in Scripts



Ray Silcock, EVP \& CFO

## Consolidated Summary - Full Year 2020

| Consolidated <br> 12 Months Ending December 31, 2020 <br> (in millions, except per share amounts) <br> (Unaudited) | Net Sales | Gross Profit | R\&D Expense | DSG\&A <br> Expense | Restructuring, Impairment Charges, and Other Operating Income | Operating Income | Interest, Other, and Change in Financial Assets | Income Tax Expense | Net Income (Loss)** | Diluted Earnings (Loss) per Share** |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | \$5,063.3 | \$1,815.2 | \$177.7 | \$1,175.5 | \$346.6 | \$115.4 | \$264.8 | \$13.2 | (\$162.6) | (\$1.19) |
| As a \% of reported net sales |  | 35.9\% | 3.5\% | 23.2\% | 6.8\% | 2.3\% | 5.2\% | 0.3\% | (3.2\%) |  |
| Effective tax rate |  |  |  |  |  |  |  | (8.8.)\% |  |  |
| Pre-tax adjustments: |  |  |  |  |  |  |  |  |  |  |
| Amortization expense related primarily to acquired intangible assets |  | \$172.2 | (\$1.5) | (\$121.3) |  | \$295.0 |  |  | \$295.0 | \$2.15 |
| Acquisition and integration-related charges and contingent consideration adjustments |  | \$2.8 |  | (\$9.8) | (\$1.3) | \$13.9 |  |  | \$13.9 | \$0.10 |
| Restructuring charges and other termination benefits |  |  |  | (\$0.1) | (\$3.5) | \$3.6 |  |  | \$3.6 | \$0.03 |
| (Gain) loss on divestitures |  |  |  | (\$0.8) | \$0.6 | \$0.2 | (\$20.8) |  | \$21.0 | \$0.15 |
| Change in financial assets |  |  |  |  |  |  | (\$95.3) |  | \$95.3 | \$0.69 |
| Unusual litigation |  |  |  | (\$24.2) | \$4.4 | \$19.8 |  |  | \$19.8 | \$0.14 |
| Separation and Reorganization Expense |  |  |  | (\$1.1) |  | \$1.1 |  |  | \$1.1 | \$0.01 |
| Impairment Charges |  |  |  |  | (\$346.8) | \$346.8 |  |  | \$346.8 | \$2.53 |
| Loss on early debt extinguishment |  |  |  |  |  |  | (\$20.0) |  | \$20.0 | \$0.15 |
| (Gain) Loss on investment securities |  |  |  |  |  |  | (\$4.2) |  | \$4.2 | \$0.03 |
| Non-GAAP tax adjustments* |  |  |  |  |  |  |  | \$105.9 | (\$105.9) | (\$0.77) |
| Adjusted | \$5,063.3 | \$1,990.2 | \$176.2 | \$1,018.2 |  | \$795.8 | \$124.5 | \$119.1 | \$552.2 | \$4.02 |
| As a \% of reported net sales |  | 39.3\% | 3.5\% | 20.1\% |  | 15.7\% | 2.5\% | 2.4\% | 10.9\% |  |
| Adjusted effective tax rate |  |  |  |  |  |  |  | 17.7\% |  |  |

Diluted weighted average shares outstanding

[^1]Reported
Effect of dilution as reported amount was a loss, while adjusted amount was income***

## Consolidated Perrigo - Q4/FY 2020

| Consolidated Perrigo | $\begin{gathered} \text { Q4 } \\ 2020 \end{gathered}$ | YoY \$ Change | $\begin{aligned} & \text { \% Change Ex. } \\ & \text { Divested } \\ & \text { Businesses \& } \\ & \text { Currency } \end{aligned}$ | $\begin{gathered} \text { FY } \\ 2020 \end{gathered}$ | YoY \$ Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$1.3B | (\$33M) | (2.4\%) | \$5.1B | \$241M | 6.4\% |
| Adjusted Gross Profit | \$514M | (\$16M) |  | \$2.0B | \$13M |  |
| Adjusted Gross Margin \% | 39.9\% | (20) Bps |  | 39.3\% | (170) bps |  |
| Adjusted Operating Income | \$186M | (\$28M) |  | \$796M | (\$13M) |  |
| Adjusted Operating Margin \% | 14.4\% | (180) bps |  | 15.7\% | (110) bps |  |

## Worldwide Consumer - Q4/FY 2020

| Worldwide Consumer | $\begin{gathered} \text { Q4 } \\ 2020 \end{gathered}$ | YoY \$ <br> Change | \% Change Ex. Divested Businesses \& Currency | $\begin{gathered} \text { FY } \\ 2020 \end{gathered}$ | YoY \$ Change | Businested Currency |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$1.1B | (\$14M) | (1.0\%) | \$4.1B | \$233M | 7.9\% |
| Adjusted Gross Profit | \$408M | (\$11M) |  | \$1.6B | \$35M |  |
| Adjusted Gross Margin \% | 38.7\% | (60) bps |  | 38.9\% | (140) bps |  |
| Adjusted Operating Income | \$117M | (\$36M) |  | \$540M | (\$5M) |  |
| Adjusted Operating Margin \% | 11.1\% | (320) bps |  | 13.2\% | (90) bps |  |

## CSC Americas - Q4/FY 2020

| CSC Americas | $\begin{gathered} \text { Q4 } \\ 2020 \end{gathered}$ | YoY \$ Change | $\begin{aligned} & \text { \% Change Ex. } \\ & \text { Divested } \\ & \text { Businesses \& } \\ & \text { Currency } \end{aligned}$ | $\begin{gathered} \text { FY } \\ 2020 \end{gathered}$ | YoY \$ Change | \% Change Ex. Divested Businesses Currency Currency |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$701M | (\$10M) | (1.1\%) | \$2.7B | \$222M | 10.3\% |
| Adjusted Gross Profit | \$232M | (\$8M) |  | \$880M | \$51M |  |
| Adjusted Gross Margin \% | 33.0\% | (80) pps |  | 32.7\% | (90 bps) |  |
| Adjusted Operating Income | \$132M | (\$13M) |  | \$527M | \$40M |  |
| Adjusted Operating Margin \% | 18.8\% | (160) bps |  | 19.6\% | (10) pps |  |

## CSC International - Q4/FY 2020

| CSC International | $\begin{gathered} \text { Q4 } \\ 2020 \end{gathered}$ | YoY <br> Change | \% Change Ex. Divested Businesses \& Currency | $\begin{gathered} \text { FY } \\ 2020 \end{gathered}$ | YoY <br> Change | \% Change Ex. Divested Businesses \& Currency |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | \$352M | (\$4M) | (0.8\%) | \$1.4B | \$11M | 3.6\% |
| Adjusted Gross Profit | \$176M | (\$3M) |  | \$710M | (\$16M) |  |
| Adjusted Gross Margin \% | 50.0\% | (40) bps |  | 50.8\% | (160) bps |  |
| Adjusted Operating Income | \$34M | (\$16M) |  | \$199M | (\$18M) |  |
| Adjusted Operating Margin \% | 9.6\% | (430) bps |  | 14.3\% | (140) bps |  |

## Rx - Q4/FY 2020

| Rx Pharmaceuticals | Q4 <br> Q4 | YoY <br> Change | YoY \% <br> Change <br> Ex. Currency | 2020 | FY <br> Change | YoY\% <br> Change <br> Ex. Currency |
| :--- | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | $\mathbf{\$ 2 3 6 M}$ | $\mathbf{( \$ 2 0 M )}$ | $\mathbf{( 8 . 2 \% )}$ | $\mathbf{\$ 9 7 5 M}$ | $\mathbf{\$ 8 M}$ | $\mathbf{0 . 4 \%}$ |
| Adjusted Gross Profit | $\mathbf{\$ 1 0 6 M}$ | $\mathbf{( \$ 4 M )}$ |  | $\mathbf{\$ 4 0 0 M}$ | $\mathbf{( \$ 2 2 M )}$ |  |
| Adjusted Gross Margin\% | $44.9 \%$ | 170 bps |  | $41.0 \%$ | $(260)$ bps |  |
| Adjusted Operating Income | $\mathbf{\$ 6 9 M}$ | $\mathbf{\$ 8 M}$ |  | $\mathbf{\$ 2 5 5 M}$ | $\mathbf{( \$ 9 M )}$ |  |
| Adjusted Operating Margin \% | $29.4 \%$ | 540 bps |  | $26.2 \%$ | (110) bps |  |

## Balance Sheet and Liquidity Remain Strong

| Select Balance Sheet \& Liquidity Measures | $12 / 31 / 2020$ | $9 / 26 / 2020$ |
| :--- | :---: | :---: |
| Cash \& Cash Equivalents | $\$ 642 \mathrm{M}$ | $\$ 849 \mathrm{M}$ |
| Total Debt | $\$ 3.6 \mathrm{~B}$ | $\$ 3.6 \mathrm{~B}$ |
| Net Debt | $\$ 2.9 \mathrm{~B}$ | $\$ 2.7 \mathrm{~B}$ |

Murray S. Kessler, President \& CEO


## Announced Sale of Rx Pharmaceuticals To Altaris - Final Major Step in Portfolio Reconfiguration

Transaction Terms

Financial Impact

Reporting

- \$1.55B total transaction value (cash plus other considerations)
- FY20 net sales: \$870M, excluding albuterol
- FY20 adjusted operating income: \$215M, excluding albuterol
- Stranded costs to be offset by cost reduction
- RX will be reported as discontinued operations as of first quarter FY 2021


## Expected to Close by the End of Q3

## Transitioning Perrigo to a Growing, Pure-Play Consumer SelfCare Company with Significant Financial Optionality

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## Perrigo Consumer Profile

## \$4.1B

CY20 Net Sales

## \$540M

CY20 Adj. Op. Income

- Focused, pure-play consumer company
- Leadership positions across many categories and channels, including e-commerce
- Competitive advantages in depth and breadth of portfolio, mass customization and scaled manufacturing, and R\&D innovation
- Strong balance sheet with over $\$ 2 B$ in pro forma cash


See attached Appendix for details.
2. Perrigo Consumer encompasses the CSCA and CSCI segments and corporate.

Well Diversified Across Global OTC Categories


Well Diversified Across Store/Value/Brand Offerings
E.U Top 10
Branded OTC
Leader
U.S. Store/Value Brand OTC Market Leader

Leveraging Our Core Competencies in the 'New Normal'

Self-Care Value

e-Commerce


## Committed to Delivering 3/5/7 For Stand-Alone Consumer Translates to Adjusted EPS Target for 2021 of $\$ 2.50$ to $\$ 2.70$

## $\$ 2.50$ to $\$ 2.70$ Adj. EPS Guidance +7\% YoY

- +5\% Adjusted Operating Income Growth vs. 2020
- 2021 Adjusted Effective Tax Rate ${ }^{(2)}$ of 23\%
- 134MM Shares
- Rx to be Reported in Discontinued Operations


## Business Upside with $>\$ 2 \mathrm{~B}$ in Cash

- Disciplined M\&A
- De-lever Balance Sheet
- Stock Buyback


## Key Drivers of FY2021 Consumer Guidance

| $+3 \%$ <br> Revenue Growth | +5\% Adjusted Operating Income | $+2 \%$ <br> Additional Adj. EPS | $+7 \% \text { AdJ. }$ <br> Growth |
| :---: | :---: | :---: | :---: |
| - Historic 4-5\% Unit Growth Driven By Category Growth, New Products, E-Commerce, Covid-19 Recovery \& Bolt-on's (Dr. Fresh, Eastern European Dermatology Brands) | - Project Momentum Cost Savings <br> - Increased Gross Margin via SKU Rationalization, Product Prioritization, Positive Mix \& Selective Positive Pricing | - Q4'20 Share Repurchases <br> - Cash Usage Offers Upside <br> - Higher Tax Rate |  |
| - 1-2\% Normal Price Erosion <br> - Cough/Cold Q1 | - Currency <br> - Higher Distribution Costs \& Brexit |  |  |

## Perrigo now a Top Tier, Pure-Play Consumer Self Care Leader Poised to Deliver Significant Value Creation

We Have Delivered On Our Promise to Transform Perrigo...

- Demonstrated ability to grow:

| Worldwide Consumer(2) | 2019 | 2020 |
| :--- | :---: | :---: |
| Net Sales Growth <br> (ex. divested <br> businesses and <br> curency) | $6.3 \%$ | $7.9 \%$ |

- Defensible, sustainable model
- Strong market share in our categories
- Advantaged economics
- Fortified balance sheet
- "Dry powder" to invest in strong return opportunities
- World-class talent


## ...And Committed to Strong Go-Forward Growth

## Making Perrigo a Top-Tier CPG Company

Perrigo Guidance vs. CPG Peers Consensus ${ }^{(3)}$



Top-Third


Top-Third
Revenue


Top 40\%

Perrigo Annual Growth Targets

[^2]
well as $\$ 24.1$ million in operating results attributable to the then held-for-sale animal health business in the CSCA segment.
3. Peer group: CHD , CL, CLX, EL, EPC, HELE, KMB, NUS, PBH, POST, RB-GB, REV, SPB, THS; 2020-2024 Factset consensus as of 2/15/21.

## TABLE I

PERRIGO COMPANY PLC
RECONCILIATION OF NON-GAAP

## APPENDIX

## SELECTED CONSOLIDATED INFORMATION

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

Three Months Ended December 31, 2020

## Consolidated

Reported
As a \% of reported net sales
Effective tax rate
Pre-tax adjustments:
Amortization expense related primarily to acquired intangible assets
Acquisition and integration-related charges and contingent
consideration adjustments
Impairment charges
(Gain) loss on divestitures
Unusual litigation
Restructuring charges and other termination benefits
Change in financial assets
(Gain) Loss on investment securities
Separation and reorganization expense
Non-GAAP tax adjustments**

## Adjusted

As a \% of reported net sales
Adjusted effective tax rate

| Net Sales |  | Gross Profit |  | R\&D <br> Expense |  | DSG\&A Expense |  | Restructuring, Impairment Charges, and Other Operating Income |  | Operating Income (Loss) |  | Interest, Other, and Change in Financial Assets |  | Income Tax Expense (Benefit) |  | NetIncom Income (Loss)* |  | Diluted Earnings (Loss) per Share* |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 1,289.5 | \$ | 469.2 | \$ | 46.1 | \$ | 330.0 | \$ | 145.4 | \$ | (52.3) | \$ | 156.0 | \$ | (33.3) | \$ | (175.0) | \$ | (1.29) |
|  |  |  | 36.4 \% |  | 3.6 \% |  | 25.6 \% |  | 11.3 \% |  | (4.1)\% |  | 12.1 \% |  | (2.6)\% |  | (13.6)\% |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 16.0 \% |  |  |  |  |
|  |  | \$ | 44.2 | \$ | (0.4) | \$ | (31.9) | \$ | - | \$ | 76.5 | \$ | - | \$ | - | \$ | 76.5 | \$ | 0.56 |
|  |  |  | 0.8 |  | - |  | (3.4) |  | (0.4) |  | 4.6 |  | - |  | - |  | 4.6 |  | 0.03 |
|  |  |  | - |  | - |  | - |  | (144.4) |  | 144.4 |  | - |  | - |  | 144.4 |  | 1.06 |
|  |  |  | - |  | - |  | (0.5) |  | 0.5 |  | - |  | (2.3) |  | - |  | 2.3 |  | 0.02 |
|  |  |  | - |  | - |  | (11.7) |  | 0.5 |  | 11.2 |  | - |  | - |  | 11.2 |  | 0.08 |
|  |  |  | - |  | - |  | (0.1) |  | (1.6) |  | 1.7 |  | - |  | - |  | 1.7 |  | 0.01 |
|  |  |  | - |  | - |  | - |  | - |  | - |  | (121.2) |  | - |  | 121.2 |  | 0.89 |
|  |  |  | - |  | - |  | - |  | - |  | - |  | (0.7) |  | - |  | 0.7 |  | 0.01 |
|  |  |  | - |  | - |  | (0.2) |  | - |  | 0.2 |  | - |  | - |  | 0.2 |  | - |
|  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | 61.3 |  | (61.3) |  | (0.44) |
|  |  | \$ | 514.2 | \$ | 45.7 | \$ | 282.2 | \$ | - | \$ | 186.3 | \$ | 31.8 | \$ | 28.0 | \$ | 126.5 | \$ | 0.93 |
|  |  |  | 39.9 \% |  | 3.5 \% |  | 21.9 \% |  |  |  | 14.4 \% |  | 2.5 \% |  | 2.2 \% |  | 9.8 \% |  |  |
|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 18.1 \% |  |  |  |  |
|  |  |  |  |  | luted weig | igh | ted averag | ge | s outstan | din |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  | ported |  |  |  |  |  |  |  |  |  |  |  |  |  | 135.4 |
|  |  |  |  |  |  |  | fect of dilut | tion | ported am | oun | was a los | s, | hile adjuste | d | mount was | as | income*** |  | 1.2 |
|  |  |  |  |  | djusted |  |  |  |  |  |  |  |  |  |  |  |  |  | 136.6 |

*Individual pre-tax line item adjustments have not been tax effected, as tax expense on these items are aggregated in the "Non-GAAP tax adjustments" line item.
 items and (2) removal of $\$ 51.5$ million tax benefit related to valuation allowance releases in the U.S
***In the period of a net loss, reported diluted shares outstanding equal basic shares outstanding

## TABLE I (CONTINUED) <br> PERRIGO COMPANY PLC <br> RECONCILIATION OF NON-GAAP MEASURES <br> SELECTED CONSOLIDATED INFORMATION

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

## Consolidated

## Reported

As a \% of reported net sales
Effective tax rate
Pre-tax adjustments
Amortization expense primarily related to acquired intangible assets
Acquisition and integration-related charges and contingent consideration adjustments
Change in financial assets
Separation and reorganization expense
Impairment charges
(Gain) loss on divestitures
Unusual litigation
Three Months Ended December 31, 2019


## Diluted weighted average shares outstanding

## Reported

 and (2) $\$ 43.8$ million of valuation allowance releases in the U.S. and Australia.
**Individual pre-tax line item adjustments have not been tax effected, as tax expense on these items are aggregated in the "Non-GAAP tax adjustments" line item

## TABLE I (CONTINUED) <br> PERRIGO COMPANY PLC RECONCILIATION OF NON-GAAP MEASURES SELECTED CONSOLIDATED INFORMATION

## Reported

As a \% of reported net sales
Effective tax rate
Pre-tax adjustments:

Amortization expense related primarily to acquired intangible assets
Acquisition and integration-related charges and contingen
consideration adjustments
Restructuring charges and other termination benefits
(Gain) loss on divestitures
Change in financial assets
Unusual litigation
Separation and reorganization expense
Impairment charges
Loss on early debt extinguishment
(Gain) Loss on investment securities
Non-GAAP tax adjustments*

## Adjusted

As a \% of reported net sales
Adjusted effective tax rate

Twelve Months Ended December 31, 2020

| Twelve Months Ended December 31, 2020 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | Gross Profit | R\&D Expense | DSG\&A Expense | Restructuring, Impairment Charges, and Other Operating Income | Operating Income | Interest, Other, and Change in Financial Assets | Income Tax Expense | $\begin{gathered} \text { Net } \\ \text { Income } \\ \text { (Loss)** } \end{gathered}$ | $\begin{gathered} \text { Diluted } \\ \text { Earnings } \\ \text { (Loss) per } \\ \text { Share** }^{*} \\ \hline \end{gathered}$ |
| \$ 5,063.3 | \$ 1,815.2 | \$ 177.7 | \$ 1,175.5 | \$ 346.6 | \$ 115.4 | \$ 264.8 | \$ 13.2 | \$ (162.6) | \$ (1.19) |
|  | 35.9 \% | 3.5 \% | 23.2 \% | 6.8 \% | 2.3 \% | 5.2 \% | 0.3 \% | (3.2)\% |  |
|  |  |  |  |  |  |  | (8.8)\% |  |  |

$\$(1.5) \$(121.3) \$ 2.15$


## Diluted weighted average shares outstanding

Reported
$\quad$ Effect of dilution as reported amount was a loss, while adjusted amount was income***

Adjusted | 136.1 |
| ---: |



 Section $163(\mathrm{j})$ interest expense limitation regulations recorded in the third quarter of 2020
**Individual pre-tax line item adjustments have not been tax effected, as tax expense on these items are aggregated in the "Non-GAAP tax adjustments" line item
***In the period of a net loss, reported diluted shares outstanding equal basic shares outstanding

## TABLE I (CONTINUED) <br> PERRIGO COMPANY PLC RECONCILIATION OF NON-GAAP MEASURES <br> SELECTED CONSOLIDATED INFORMATION

|  | Twelve Months Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Consolidated | Net Sales |  | Gross Profit | R\&D Expense |  | DSG\&A <br> Expense |  | Restructuring, Impairment Charges, and Other Operating Income |  | Operating Income |  | Interest, Other, and Change in Financial Assets |  | Income Tax Expense |  | $\begin{aligned} & \text { Net } \\ & \text { Income**** } \end{aligned}$ |  | Diluted Earnings per Share*** |  |
| Reported | \$ | 4,837.4 | \$ 1,773.3 | \$ | 187.4 | \$ | 1,166.1 | \$ | 215.0 | \$ | 204.8 | \$ | 33.8 | \$ | 24.9 | \$ | 146.1 | \$ | 1.07 |
| As a \% of reported net sales |  |  | 36.7 \% |  | 3.9 \% |  | 24.1 \% |  | 4.4 \% |  | 4.2 \% |  | 0.7 \% |  | 0.5 \% |  | 3.0 \% |  |  |
| Effective tax rate |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 14.6 \% |  |  |  |  |
| Pre-tax adjustments: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Amortization expense primarily related to acquired intangible assets | \$ | - | \$ 191.9 | \$ | (0.4) | \$ | (119.0) | \$ | - | \$ | 311.3 | \$ | - | \$ | - | \$ | 311.3 | \$ | 2.29 |
| Acquisition and integration-related charges and contingent consideration adjustments |  | - | 5.7 |  | - |  | (14.6) |  | 1.3 |  | 19.0 |  | - |  | - |  | 19.0 |  | 0.14 |
| Operating results attributable to held-for-sale business* |  | (24.1) | (12.1) |  | (0.5) |  | (9.4) |  | - |  | (2.2) |  | - |  | - |  | (2.2) |  | (0.02) |
| Separation and reorganization expense |  | - | - |  | - |  | (17.9) |  | - |  | 17.9 |  | - |  | - |  | 17.9 |  | 0.13 |
| Asset Abandonment |  | - | - |  | - |  | - |  | (7.1) |  | 7.1 |  | - |  | - |  | 7.1 |  | 0.05 |
| Impairment charges |  | - | - |  | - |  | - |  | (184.5) |  | 184.5 |  | - |  | - |  | 184.5 |  | 1.35 |
| Unusual litigation |  | - | - |  | - |  | (27.2) |  | - |  | 27.2 |  | - |  | - |  | 27.2 |  | 0.20 |
| (Gain) Loss on investment securities |  | - | - |  | - |  | - |  | - |  | - |  | (4.7) |  | - |  | 4.7 |  | 0.04 |
| Restructuring charges and other termination benefits |  | - | - |  | - |  | - |  | (26.3) |  | 26.3 |  | - |  | - |  | 26.3 |  | 0.19 |
| (Gain) loss on divestitures |  | - | - |  | - |  | 3.5 |  | 1.6 |  | (5.1) |  | 70.9 |  | - |  | (76.0) |  | (0.56) |
| Change in financial assets |  | - | - |  | - |  | - |  | - |  | - |  | 22.1 |  | - |  | (22.1) |  | (0.16) |
| Loss on early debt extinguishment |  | - | - |  | - |  | - |  | - |  | - |  | (0.2) |  | - |  | 0.2 |  | - |
| Ranitidine market withdrawal** |  | 9.2 | 18.4 |  | - |  | - |  | - |  | 18.4 |  | - |  | - |  | 18.4 |  | 0.14 |
| Non-GAAP tax adjustments*** |  | - | - |  | - |  | - |  | - |  | - |  | - |  | 112.9 |  | (112.9) |  | (0.83) |
| Adjusted | \$ | 4,822.5 | \$ 1,977.2 | \$ | 186.5 | \$ | 981.5 | \$ | - | \$ | 809.2 | \$ | 121.9 | \$ | 137.8 | \$ | 549.5 | \$ | 4.03 |
| As a \% of adjusted net sales |  |  | 41.0 \% |  | 3.9 \% |  | 20.4 \% |  |  |  | 16.8 \% |  | 2.5 \% |  | 2.9 \% |  | 11.4 |  |  |
| Adjusted effective tax rate |  |  |  |  |  |  |  |  |  |  |  |  |  |  | 20.0 \% |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  | Diluted weighted average shares outstanding |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |  | ported |  |  |  |  |  |  |  | 136.5 |

*Held-for-sale business includes our now divested animal health business.
**Ranitidine market withdrawal includes reversal of recorded returns and inventory write-downs.
 and (2) $\$ 43.8$ million of valuation allowance releases in the U.S. and Australia.
${ }^{* * *}$ Individual pre-tax line item adjustments have not been tax effected, as tax expense on these items are aggregated in the "Non-GAAP tax adjustments" line item.

TABLE II
PERRIGO COMPANY PLC
RECONCILIATION OF NON-GAAP MEASURES
SELECTED SEGMENT INFORMATION
(in millions)
(unaudited)

## Worldwide Consumer*

## Reported

As a \% of reported net sales
Pre-tax adjustments:
Amortization expense related primarily to acquired intangible assets
Unusual litigation
Impairment charges
Separation and reorganization expense
Restructuring charges and other termination benefits
(Gain) loss on divestitures
Acquisition and integration-related charges and contingent consideration adjustments

## Adjusted

As a \% of reported net sales

| Three Months Ended December 31, 2020 |  |  |  |  |  |  |  |  |  | Three Months Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  | NetSales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  |
| \$ | 1,053.2 | \$ | 384.4 | \$ | 32.6 | \$ | 306.5 | \$ | 44.1 | \$ | 1,066.9 | \$ | 392.5 | \$ | 34.1 | \$ | 264.0 | \$ | 85.6 |
|  |  |  | 36.5 \% |  | 3.1 \% |  | 29.1 \% |  | 4.2 \% |  |  |  | 36.8 \% |  | 3.2 \% |  | 24.7 \% |  | 8.0 \% |
|  |  | \$ | 22.9 | \$ | (0.4) | \$ | (31.8) | \$ | 55.1 |  |  | \$ | 26.7 | \$ | (0.1) | \$ | (30.8) | \$ | 57.5 |
|  |  |  | - |  | - |  | (11.7) |  | 11.2 |  |  |  | - |  | - |  | (1.8) |  | 1.8 |
|  |  |  | - |  | - |  | - |  | - |  |  |  | - |  | - |  | - |  | 9.6 |
|  |  |  | - |  | - |  | (0.2) |  | 0.2 |  |  |  | - |  | - |  | (2.2) |  | 2.2 |
|  |  |  | - |  | - |  | - |  | 1.6 |  |  |  | - |  | - |  | - |  | (0.5) |
|  |  |  | - |  | - |  | (0.5) |  | 0.5 |  |  |  | - |  | - |  | 4.5 |  | (4.6) |
|  |  |  | 0.8 |  | - |  | (3.4) |  | 4.2 |  |  |  | 0.1 |  | - |  | (1.0) |  | 1.1 |
|  |  | \$ | 408.1 | \$ | 32.2 | \$ | 258.9 | \$ | 116.9 |  |  | \$ | 419.3 | \$ | 34.0 | \$ | 232.7 | \$ | 152.7 |
|  |  |  | 38.7 \% |  | 3.1 \% |  | 24.6 \% |  | 11.1 \% |  |  |  | 39.3 \% |  | 3.2 \% |  | 21.8 \% |  | 14.3 \% |

*Worldwide Consumer includes the CSCA and CSCI segments in addition to Corporate.

## TABLE II (CONTINUED)

PERRIGO COMPANY PLC RECONCILIATION OF NON-GAAP MEASURES

SELECTED SEGMENT INFORMATION
(in millions)
(unaudited)

## Worldwide Consumer*

## Reported

As a \% of reported net sales
Pre-tax adjustments:
Amortization expense related primarily to acquired intangible assets
Separation and reorganization expense
Unusual litigation
Impairment charges
Asset abandonment
(Gain) loss on divestitures
Operating results attributable to held-for-sale business**
Restructuring charges and other termination benefits
Ranitidine market withdrawal***
Acquisition and integration-related charges and contingen consideration adjustments

## Adjusted

As a \% of reported net sales (2020) / As a \% of adjusted net sales (2019)

| TweIve Months Ended <br> December 31, 2020 |  |  |  |  |  |  |  |  |  | TweIve Months Ended <br> December 31, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  | Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  |
| \$ | 4,088.2 | \$ | 1,499.9 | \$ | 120.9 | \$ | 1,087.1 | \$ | 293.1 | \$ | 3,869.9 | \$ | 1,438.4 | \$ | 118.7 | \$ | 1,074.9 | \$ | 202.2 |
|  |  |  | 36.7 \% |  | 3.0 \% |  | 26.6 \% |  | 7.2 \% |  |  |  | 37.2 \% |  | 3.1 \% |  | 27.8 \% |  | 5.2 \% |
|  |  |  | 87.4 |  | (1.5) |  | (120.8) |  | 209.8 |  | - |  | 104.7 |  | (0.4) |  | (118.5) |  | 223.6 |
|  |  |  | - |  | - |  | (1.1) |  | 1.1 |  | - |  | - |  | - |  | (17.2) |  | 17.2 |
|  |  |  | - |  | - |  | (24.2) |  | 19.8 |  | - |  | - |  | - |  | (27.2) |  | 27.2 |
|  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 13.8 |
|  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 7.1 |
|  |  |  | - |  | - |  | (0.8) |  | 0.8 |  | - |  | - |  | - |  | 4.4 |  | (4.5) |
|  |  |  | - |  | - |  | - |  | - |  | (24.1) |  | (12.1) |  | (0.5) |  | (9.4) |  | (2.2) |
|  |  |  | - |  | - |  | - |  | 3.2 |  | - |  | - |  | - |  | - |  | 26.0 |
|  |  |  | - |  | - |  | - |  | - |  | 9.2 |  | 18.4 |  | - |  | - |  | 18.4 |
|  |  |  | 2.8 |  | - |  | (9.8) |  | 12.6 |  | - |  | 5.7 |  | - |  | (14.6) |  | 16.2 |
|  |  | \$ | 1,590.1 | \$ | 119.4 | \$ | 930.4 | \$ | 540.4 | \$ | 3,855.0 | \$ | 1,555.1 | \$ | 117.8 | \$ | 892.4 | \$ | 545.0 |
|  |  |  | 38.9 \% |  | 2.9 \% |  | 22.8 \% |  | 13.2 \% |  |  |  | 40.3 \% |  | 3.1 \% |  | 23.1 \% |  | 14.1 \% |

*Worldwide Consumer includes the CSCA and CSCI segments in addition to Corporate.
**Held-for-sale business includes our now divested animal health business
***Ranitidine market withdrawal includes reversal of recorded returns and inventory write-downs.

## TABLE II (CONTINUED)

PERRIGO COMPANY PLC

## RECONCILIATION OF NON-GAAP MEASURES

SELECTED SEGMENT INFORMATION
(in millions)
(unaudited)

## Consumer Self-Care Americas

## Reported

As a \% of reported net sales
Pre-tax adjustments:
Amortization expense related primarily to acquired intangible assets Unusual litigation
(Gain) loss on divestitures
Separation and reorganization expense
Restructuring charges and other termination benefits
Acquisition and integration-related charges and contingent consideration adjustments

## Adjusted

As a \% of reported net sales

| Three Months Ended December 31, 2020 |  |  |  |  |  |  |  |  |  | Three Months Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  | NetSales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  |
| \$ | 700.8 | \$ | 226.3 | \$ | 20.8 | \$ | 88.0 | \$ | 117.5 | \$ | 710.5 | \$ | 233.0 | \$ | 22.9 | \$ | 78.5 | \$ | 130.7 |
|  |  |  | 32.3 \% |  | 3.0 \% |  | 12.6 \% |  | 16.8 \% |  |  |  | 32.8 \% |  | 3.2 \% |  | 11.1 \% |  | 18.4 \% |
|  |  | \$ | 5.3 |  |  | \$ | (7.3) | \$ | 12.7 |  |  | \$ | 6.7 |  |  | \$ | (6.5) | \$ | 13.2 |
|  |  |  | - |  |  |  | - |  | (0.5) |  |  |  | - |  |  |  | - |  | - |
|  |  |  | - |  |  |  | - |  | - |  |  |  | - |  |  |  | - |  | (0.1) |
|  |  |  | - |  |  |  | - |  | - |  |  |  | - |  |  |  | 0.3 |  | (0.3) |
|  |  |  | - |  |  |  | - |  | 0.4 |  |  |  | - |  |  |  | - |  | 1.0 |
|  |  |  | - |  |  |  | (2.0) |  | 2.0 |  |  |  | 0.1 |  |  |  | (0.1) |  | 0.3 |
|  |  | \$ | 231.6 |  |  | \$ | 78.7 | \$ | 132.1 |  |  | \$ | 239.8 |  |  | \$ | 72.2 | \$ | 144.8 |
|  |  |  | 33.0 \% |  |  |  | 11.2 \% |  | 18.8 \% |  |  |  | 33.8 \% |  |  |  | 10.2 \% |  | 20.4\% |

```
TABLE II (CONTINUED)
PERRIGO COMPANY PLC
RECONCILIATION OF NON-GAAP MEASURES
    SELECTED SEGMENT INFORMATION
        (in millions)
        (unaudited)
```


## Consumer Self-Care International

## Reported

As a \% of reported net sales
Pre-tax adjustments:
Amortization expense related primarily to acquired intangible assets Impairment charges
Unusual litigation
Restructuring charges and other termination benefits
(Gain) loss on divestitures
Acquisition and integration-related charges and contingent consideration adjustments

## Adjusted

As a \% of reported net sales

| Three Months Ended December 31, 2020 |  |  |  |  |  |  |  |  |  | Three Months Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A <br> Expense |  | Operating Income (Loss) |  | Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  |
| \$ | 352.4 | \$ | 157.8 | \$ | 11.8 | \$ | 158.4 | \$ | (13.4) | \$ | 356.4 | \$ | 159.5 | \$ | 11.2 | \$ | 138.6 | \$ | 1.3 |
|  |  |  | 44.8 \% |  | 3.3 \% |  | 44.9 \% |  | (3.8)\% |  |  |  | 44.8 \% |  | 3.1 \% |  | 38.9 \% |  | 0.4 \% |
|  |  | \$ | 17.6 | \$ | (0.4) | \$ | (24.5) | \$ | 42.4 |  |  | \$ | 20.0 | \$ | (0.1) | \$ | (24.2) | \$ | 44.3 |
|  |  |  | - |  | - |  | - |  | - |  |  |  | - |  | - |  | - |  | 9.6 |
|  |  |  | - |  | - |  | (1.5) |  | 1.5 |  |  |  | - |  | - |  | - |  | - |
|  |  |  | - |  | - |  | - |  | 1.0 |  |  |  | - |  | - |  | - |  | (1.1) |
|  |  |  | - |  | - |  | - |  | - |  |  |  | - |  | - |  | 4.5 |  | (4.5) |
|  |  |  | 0.8 |  | - |  | (1.4) |  | 2.2 |  |  |  | - |  | - |  | - |  | - |
|  |  | \$ | 176.2 | \$ | 11.4 | \$ | 131.0 | \$ | 33.7 |  |  | \$ | 179.5 | \$ | 11.1 | \$ | 118.9 | \$ | 49.6 |
|  |  |  | 50.0 \% |  | 3.2 \% |  | 37.2 \% |  | 9.6 \% |  |  |  | 50.4 \% |  | 3.1 \% |  | 33.4 \% |  | 13.9\% |

## TABLE II (CONTINUED) <br> PERRIGO COMPANY PLC <br> RECONCILIATION OF NON-GAAP MEASURES <br> SELECTED SEGMENT INFORMATION <br> (in millions) <br> (unaudited)

| Prescription Pharmaceuticals | Three Months Ended December 31, 2020 |  |  |  |  |  |  |  |  |  | Three Months Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income (loss) |  | Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | $\begin{gathered} \hline \text { Operating } \\ \text { Income } \\ \text { (Loss) } \\ \hline \end{gathered}$ |  |
| Reported | \$ | 236.3 | \$ | 84.8 | \$ | 13.5 | \$ | 23.5 | \$ | (96.4) | \$ | 255.9 | \$ | 88.4 | \$ | 25.3 | \$ | 24.6 | \$ | (92.4) |
| As a \% of reported net sales |  |  |  | 35.9 \% |  | 5.7 \% |  | 9.9 \% |  | (40.8)\% |  |  |  | 34.5 \% |  | 9.9 \% |  | 9.6 \% |  | (36.1)\% |
| Pre-tax adjustments: |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Amortization expense related primarily to acquired intangible assets |  |  | \$ | 21.3 |  |  | \$ | (0.1) | \$ | 21.4 |  |  | \$ | 22.1 |  |  | \$ | (0.1) | \$ | 22.3 |
| Separation and reorganization expense |  |  |  | - |  |  |  | - |  | - |  |  |  | - |  |  |  | - |  | - |
| (Gain) loss on divestitures |  |  |  | - |  |  |  | - |  | (0.5) |  |  |  | - |  |  |  | (0.9) |  | - |
| Change in financial assets |  |  |  | - |  |  |  | - |  | - |  |  |  | - |  |  |  | - |  | - |
| Unusual litigation |  |  |  | - |  |  |  | - |  | - |  |  |  | - |  |  |  | - |  | - |
| Restructuring charges and other termination benefits |  |  |  | - |  |  |  | (0.1) |  | 0.1 |  |  |  | - |  |  |  | - |  | 0.1 |
| Impairment charges |  |  |  | - |  |  |  | - |  | 144.4 |  |  |  | - |  |  |  | - |  | 132.0 |
| Acquisition and integration-related charges and contingent consideration adjustments |  |  |  | - |  |  |  | - |  | 0.4 |  |  |  | - |  |  |  | - |  | (0.5) |
| Adjusted |  |  | \$ | 106.1 |  |  | \$ | 23.3 | \$ | 69.4 |  |  | \$ | 110.5 |  |  | \$ | 23.6 | \$ | 61.5 |
| As a \% of reported net sales |  |  |  | 44.9 \% |  |  |  | 9.8 \% |  | 29.4 \% |  |  |  | 43.2 \% |  |  |  | 9.2 \% |  | 24.0 \% |

## TABLE II (CONTINUED) <br> PERRIGO COMPANY PLC <br> RECONCILIATION OF NON-GAAP MEASURES <br> SELECTED SEGMENT INFORMATION <br> (in millions) <br> (unaudited)

| Twelve Months Ended <br> December 31, 2020 |  |  |  |  |  |  |  |  |  | Twelve Months Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  | Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | Operating Income |  |
| \$ | 2,693.0 | \$ | 858.5 | \$ | 73.7 | \$ | 316.3 | \$ | 472.0 | \$ | 2,487.7 | \$ | 798.9 | \$ | 76.3 | \$ | 298.9 | \$ | 414.0 |
|  |  |  | 31.9 \% |  | 2.7 \% |  | 11.7 \% |  | 17.5 \% |  |  |  | 32.1 \% |  | 3.1 \% |  | 12.0 \% |  | 16.6 \% |
|  |  | \$ | 19.8 |  |  | \$ | (28.4) | \$ | 48.3 | \$ | - | \$ | 23.8 | \$ | - | \$ | (22.4) | \$ | 46.2 |
|  |  |  | - |  |  |  | - |  | - |  | - |  | - |  | - |  | (0.4) |  | 0.4 |
|  |  |  | - |  |  |  | - |  | (4.3) |  | - |  | - |  | - |  | (1.3) |  | 1.3 |
|  |  |  | - |  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | 7.1 |
|  |  |  | - |  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | 4.1 |
|  |  |  | - |  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | (0.1) |
|  |  |  | - |  |  |  | - |  | - |  | (24.1) |  | (12.1) |  | (0.5) |  | (9.4) |  | (2.2) |
|  |  |  | - |  |  |  | - |  | 0.8 |  | - |  | - |  | - |  | - |  | 2.7 |
|  |  |  | - |  |  |  | - |  | - |  | 7.4 |  | 15.5 |  | - |  | - |  | 15.5 |
|  |  |  | 2.0 |  |  |  | (8.4) |  | 10.4 |  | - |  | 3.6 |  | - |  | 1.0 |  | (1.5) |
|  |  | \$ | 880.3 |  |  | \$ | 279.5 | \$ | 527.2 | \$ | 2,471.0 | \$ | 829.7 | \$ | 75.8 | \$ | 266.4 | \$ | 487.5 |
|  |  |  | 32.7 \% |  |  |  | 10.4 \% |  | 19.6 \% |  |  |  | 33.6 \% |  | 3.1 \% |  | 10.8 \% |  | 19.7 \% |

*Ranitidine market withdrawal includes reversal of recorded returns and inventory write-downs.
**Held-for-sale business includes our now divested animal health business

## TABLE II (CONTINUED)

PERRIGO COMPANY PLC RECONCILIATION OF NON-GAAP MEASURES SELECTED SEGMENT INFORMATION
(in millions)
(unaudited)

| Twelve Months Ended <br> December 31, 2020 |  |  |  |  |  |  |  |  |  | Twelve Months Ended December 31, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A <br> Expense |  | Operating Income |  | Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A <br> Expense |  | Operating Income |  |
| \$ | 1,395.2 | \$ | 641.1 | \$ | 47.2 | \$ | 560.2 | \$ | 32.3 | \$ | 1,382.2 | \$ | 639.5 | \$ | 42.4 | \$ | 558.1 | \$ | 19.6 |
|  |  |  | 45.9 \% |  | 3.4 \% |  | 40.1 \% |  | 2.3 \% |  |  |  | 46.3 \% |  | 3.1 \% |  | 40.4 \% |  | 1.4 \% |
|  |  | \$ | 67.6 | \$ | (1.5) | \$ | (92.3) | \$ | 161.5 | \$ | - | \$ | 80.9 | \$ | (0.4) | \$ | (96.2) | \$ | 177.5 |
|  |  |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | - |  | 9.7 |
|  |  |  | - |  | - |  | - |  | 1.4 |  | - |  | - |  | - |  | - |  | 9.7 |
|  |  |  | - |  | - |  | (1.5) |  | 1.5 |  | - |  | - |  | - |  | (0.3) |  | 0.3 |
|  |  |  | - |  | - |  | - |  | - |  | 1.8 |  | 2.9 |  | - |  | - |  | 2.9 |
|  |  |  | - |  |  |  | (0.3) |  | 0.3 |  | - |  | - |  |  |  | 4.4 |  | (4.4) |
|  |  |  | 0.8 |  | - |  | (1.3) |  | 2.1 |  | - |  | 2.1 |  | - |  | - |  | 2.1 |
|  |  | \$ | 709.5 | \$ | 45.7 | \$ | 464.8 | \$ | 199.1 | \$ | 1,384.0 | \$ | 725.4 | \$ | 42.0 | \$ | 466.0 | \$ | 217.4 |
|  |  |  | 50.8 \% |  | 3.3 \% |  | 33.3 \% |  | 14.3 \% |  |  |  | 52.4 \% |  | 3.0 \% |  | 33.7 \% |  | 15.7 \% |

## Consumer Self-Care International

## Reported

As a \% of reported net sales
Pre-tax adjustments:
Amortization expense primarily related to acquired intangible assets
Impairment charges
Restructuring charges and other termination benefits
Unusual litigation
Ranitidine market withdrawal*
(Gain) loss on divestitures
Acquisition and integration-related charges and contingent consideration adjustments

## Adjusted

As a \% of reported net sales (2020) / As a \% of adjusted net sales (2019)
*Ranitidine market withdrawal includes reversal of recorded returns and inventory write-downs.

## TABLE II (CONTINUED) <br> PERRIGO COMPANY PLC RECONCILIATION OF NON-GAAP MEASURES <br> SELECTED SEGMENT INFORMATION <br> (in millions) <br> (unaudited)

Twelve Months Ended

| Twelve Months Ended <br> December 31, 2020 |  |  |  |  |  |  |  |  |  | Twelve Months Ended <br> December 31, 2019 |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A Expense |  | $\begin{gathered} \text { Operating } \\ \text { Income } \\ \text { (Loss) } \\ \hline \end{gathered}$ |  | Net Sales |  | Gross Profit |  | R\&D Expense |  | DSG\&A <br> Expense |  | Operating Income |  |
| \$ | 975.1 | \$ | 315.3 | \$ | 56.8 | \$ | 88.4 | \$ | (177.7) | \$ | 967.5 | \$ | 334.9 | \$ | 68.7 | \$ | 91.2 | \$ | 2.6 |
|  |  |  | 32.3 \% |  | 5.8 \% |  | 9.1 \% |  | (18.2)\% |  |  |  | 34.6 \% |  | 7.1 \% |  | 9.4 \% |  | 0.3 \% |
|  |  | \$ | 84.8 |  |  | \$ | (0.5) | \$ | 85.2 |  |  | \$ | 87.2 |  |  | \$ | (0.5) | \$ | 87.7 |
|  |  |  | - |  |  |  | - |  | - |  |  |  | - |  |  |  | (0.7) |  | 0.7 |
|  |  |  | - |  |  |  | - |  | (0.6) |  |  |  | - |  |  |  | (0.9) |  | (0.6) |
|  |  |  | - |  |  |  | (0.1) |  | 0.4 |  |  |  | - |  |  |  | - |  | 0.3 |
|  |  |  | - |  |  |  | - |  | 346.8 |  |  |  | - |  |  |  | - |  | 170.7 |
|  |  |  | - |  |  |  | - |  | 1.3 |  |  |  | - |  |  |  | - |  | 2.8 |
|  |  | \$ | 400.1 |  |  | \$ | 87.8 | \$ | 255.4 |  |  | \$ | 422.1 |  |  | \$ | 89.1 | \$ | 264.2 |
|  |  |  | 41.0 \% |  |  |  | 9.0 \% |  | 26.2 \% |  |  |  | 43.6 \% |  |  |  | 9.2 \% |  | 27.3 \% |

41.0 \%

## Prescription Pharmaceuticals

## Reported

As a \% of reported net sales
Pre-tax adjustments:
Amortization expense primarily related to acquired intangible assets
Separation and reorganization expense
(Gain) loss on divestitures
Restructuring charges and other termination benefits
Impairment charges
Acquisition and integration-related charges and contingen consideration adjustments

## Adjusted

As a \% of reported net sales

TABLE III

## PERRIGO COMPANY PLC

## RECONCILIATION OF NON-GAAP MEASURES

## ADJUSTED NET SALES GROWTH - SELECTED

SEGMENTS
in millions)
(unaudited)

|  | Three Months Ended |  |  |  | Total Change | FX <br> Change | Constant Currency Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2019 \end{gathered}$ |  |  |  |  |
| Reported Net sales |  |  |  |  |  |  |  |
| Consolidated | \$ | 1,289.5 | \$ | 1,322.8 | (2.5)\% |  |  |
| CSCA | \$ | 700.8 | \$ | 710.5 | (1.4)\% |  |  |
| CSCI | \$ | 352.4 | \$ | 356.4 | (1.1)\% |  |  |
| RX | \$ | 236.3 | \$ | 255.9 | (7.7)\% | (0.5)\% | (8.2)\% |
| Consolidated | \$ | 1,289.5 | \$ | 1,322.8 |  |  |  |
| Less: Rosemont Pharmaceuticals business |  | - |  | (14.8) |  |  |  |
| Less: Canoderm prescription product |  | - |  | (4.0) |  |  |  |
| Consolidated net sales as so adjusted excluding divested businesses | \$ | 1,289.5 | \$ | 1,304.0 | (1.1)\% | (1.3)\% | (2.4)\% |
| Less: Dr. Fresh* |  | (27.8) |  | - |  |  |  |
| Less: Eastern European Brands Acquisition |  | (2.1) |  | - |  |  |  |
| Organic Consolidated net sales as so adjusted | \$ | 1,259.6 | \$ | 1,304.0 | (3.4)\% | (1.3)\% | (4.7)\% |
| Worldwide Consumer |  |  |  |  |  |  |  |
| CSCA | \$ | 700.8 | \$ | 710.5 |  |  |  |
| CSCI |  | 352.4 |  | 356.4 |  |  |  |
| Total Worldwide Consumer | \$ | 1,053.2 | \$ | 1,066.9 |  |  |  |
| Less: Canoderm prescription product |  | - |  | (4.0) |  |  |  |
| Less: Rosemont Pharmaceuticals business |  | - |  | (14.8) |  |  |  |
| Worldwide Consumer net sales as so adjusted excluding divested businesses | \$ | 1,053.2 | \$ | 1,048.1 | 0.5\% | (1.5)\% | (1.0)\% |
| CSCA | \$ | 700.8 | \$ | 710.5 | (1.4)\% | 0.3\% | (1.1)\% |

*Dr. Fresh acquisition comprises all oral self-care assets purchased from High Ridge Brands, including the brands Dr. Fresh ${ }^{\circledR}$, REACH ${ }^{\circledR}$ and Firefly ${ }^{\circledR}$.

## TABLE III (CONTINUED) <br> PERRIGO COMPANY PLC <br> RECONCILIATION OF NON-GAAP MEASURES ADJUSTED NET SALES GROWTH - SELECTED <br> EGMENTS <br> (in millions) <br> (unaudited)

Reported Net sales
CSCI
Less: Canoderm prescription product
Less: Rosemont Pharmaceuticals business
CSCI net sales as so adjusted excluding divested businesses

Adjusted Net Sales
RX
Less: Discontinued products
Less: Prescription liquid cough cold products net sales
RX net sales as so adjusted

| Three Months Ended |  |  |  | Total Change | FXChange | Constant Currency Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | 31, | $\begin{gathered} \hline \text { December 31, } \\ 2019 \end{gathered}$ |  |  |  |  |
| \$ | 352.4 | \$ | 356.4 | (1.1)\% |  |  |
|  |  |  | (4.0) |  |  |  |
|  | - |  | (14.8) |  |  |  |
| \$ | 352.4 | \$ | 337.6 | 4.4\% | (5.2)\% | (0.8)\% |

Three Months Ended

| $\begin{gathered} \hline \text { December 31, } \\ 2020 \\ \hline \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2019 \\ \hline \end{gathered}$ |  | Total Change | Change | Constant Currency Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 236.3 | \$ | 255.9 |  |  |  |
|  | - |  | (12.6) |  |  |  |
|  | (2.3) |  | (4.8) |  |  |  |
| \$ | 234.0 | \$ | 238.5 | (1.9)\% | (0.6)\% | (2.5)\% |

## TABLE III (CONTINUED) <br> PERRIGO COMPANY PLC <br> RECONCILIATION OF NON-GAAP MEASURES ADJUSTED NET SALES GROWTH - SELECTED <br> SEGMENTS <br> (in millions) <br> (unaudited)

## Adjusted Net Sales <br> RX

Consolidated net sales as so adjusted
Less: Animal health*
Less: Canoderm prescription produc
Less: Rosemont Pharmaceuticals business
Consolidated net sales as so adjusted excluding divested businesses
Less: Ranir**
Less: Dr. Fresh***
Less: Eastern European Brands Acquisition
Organic Consolidated net sales as so adjusted

Worldwide Consumer net sales as so adjusted
Less: Canoderm prescription product
Less: Rosemont Pharmaceuticals business
Less: Animal health*
Worldwide Consumer net sales as so adjusted excluding divested businesses
Less: Ranir**
Less: Dr. Fresh***
Less: Eastern European Brands Acquisition
Organic Worldwide Consumer net sales as so adjusted

| Twelve Months Ended |  |  |  |  | FX <br> Change | $\begin{gathered} \text { Constant Currency } \\ \text { Change } \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { December 31, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2019 \\ \hline \end{gathered}$ |  | Total Change |  |  |
| \$ | 975.1 | \$ | 967.5 | 0.8\% | (0.4)\% | 0.4\% |
| \$ | 5,063.3 | \$ | 4,822.5 | 5.0\% |  |  |
|  | - |  | (19.6) |  |  |  |
|  | - |  | (13.2) |  |  |  |
|  | - |  | (27.1) |  |  |  |
| \$ | 5,063.3 | \$ | 4,762.6 | 6.3\% | 0.1\% | 6.4\% |
|  | (139.1) |  | - |  |  |  |
|  | (72.3) |  | - |  |  |  |
|  | (2.1) |  | - |  |  |  |
| \$ | 4,849.8 | \$ | 4,762.6 | 1.8\% | 0.1\% | 1.9\% |
| \$ | 4,088.2 | \$ | 3,855.0 | 6.0\% |  |  |
|  | - |  | (13.2) |  |  |  |
|  | - |  | (27.1) |  |  |  |
|  | - |  | (19.6) |  |  |  |
| \$ | 4,088.2 | \$ | 3,795.1 | 7.7\% | 0.2\% | 7.9\% |
|  | (139.1) |  | - |  |  |  |
|  | (72.3) |  | - |  |  |  |
|  | (2.1) |  | - |  |  |  |
| \$ | 3,874.7 | \$ | 3,795.1 | 2.1\% | 0.2\% | 2.3\% |

 sales that was excluded from adjusted net sales for the twelve months ended December 31, 2019. See Table I.
**Includes Ranir net sales through the second quarter of 2020.
${ }^{* * *}$ Dr. Fresh acquisition comprises all oral self-care assets purchased from High Ridge Brands, including the brands Dr. Fresh ${ }^{\circledR}$, REACH ${ }^{\circledR}$ and Firefly ${ }^{\circledR}$.

## TABLE III (CONTINUED) <br> PERRIGO COMPANY PLC <br> RECONCILIATION OF NON-GAAP MEASURES <br> ADJUSTED NET SALES GROWTH-SELECTED <br> SEGMENTS <br> (in millions) <br> (unaudited)

## Adjusted Net Sale

CSCA net sales as so adjusted
Less: Animal health
CSCA net sales as so adjusted excluding divested businesses
Less: Ranir**
Less: Dr. Fresh***
Organic CSCA net sales as so adjusted
CSCI net sales as so adjusted
Less: Rosemont Pharmaceuticals business
Less: Canoderm prescription product
CSCI net sales as so adjusted excluding divested businesses
Less: Ranir**
Less: Dr. Fresh***
Less: Eastern European Brands Acquisition
Organic CSCI net sales as so adjusted
$R X$ net sales
Less: Albuterol net sales
RX net sales as so adjusted

| Twelve Months Ended |  |  |  | Total Change | FX <br> Change | Constant CurrencyChange |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { December 31, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2019 \end{gathered}$ |  |  |  |  |
| \$ | 2,693.0 | \$ | 2,471.0 | 9.0\% |  |  |
|  | - |  | (19.6) |  |  |  |
| \$ | 2,693.0 | \$ | 2,451.4 | 9.9\% | 0.4\% | 10.3\% |
|  | (100.0) |  | - |  |  |  |
|  | (68.2) |  | - |  |  |  |
| \$ | 2,524.8 | \$ | 2,451.4 | 3.0\% | 0.4\% | 3.4\% |
| \$ | 1,395.2 | \$ | 1,384.0 | 0.8\% |  |  |
|  | - |  | (27.1) |  |  |  |
|  | - |  | (13.2) |  |  |  |
| \$ | 1,395.2 | \$ | 1,343.7 | 3.8\% | (0.2)\% | 3.6\% |
|  | (39.1) |  | - |  |  |  |
|  | (4.1) |  | - |  |  |  |
|  | (2.1) |  | - |  |  |  |
| \$ | 1,349.9 | \$ | 1,343.7 | 0.5\% | (0.3)\% | 0.2\% |
| \$ | 975.1 |  |  |  |  |  |
|  | (106.4) |  |  |  |  |  |
| \$ | 868.7 |  |  |  |  |  |

 net sales that was excluded from adjusted net sales for the twelve months ended December 31, 2019. See Table I.
**Includes Ranir net sales through the second quarter of 2020.
${ }^{* * *}$ Dr. Fresh acquisition comprises all oral self-care assets purchased from High Ridge Brands, including the brands Dr. Fresh ${ }^{\circledR}$, REACH ${ }^{\circledR}$ and Firefly ${ }^{\circledR}$.

TABLE III (CONTINUED)
PERRIGO COMPANY PLC

## RECONCILIATION OF NON-GAAP MEASURES

ADJUSTED NET SALES GROWTH - SELECTED
SEGMENTS
(in millions)
(unaudited)

Twelve Months Ended

| $\begin{gathered} \text { December 31, } \\ 2019 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2018 \\ \hline \end{gathered}$ |  | Total Change | $\begin{gathered} \text { FX } \\ \text { Change } \\ \hline \end{gathered}$ | Constant Currency Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ | 2,487.7 | \$ | 2,411.6 |  |  |  |
|  | 1,382.2 |  | 1,399.3 |  |  |  |
| \$ | 3,869.9 | \$ | 3,810.9 |  |  |  |
|  | 9.2 |  | - |  |  |  |
|  | (43.7) |  | (93.9) |  |  |  |
|  | (6.1) |  | (34.1) |  |  |  |
| \$ | 3,829.3 | \$ | 3,682.9 | 4.0\% | 2.3\% | 6.3\% |

## Net sales

Worldwide Consumer
CSCA
4.0\%
6.3\%

| ADJUSTED NET SALES GROWTH - CONSOLIDATED and SEGMENTS <br> (in millions) (unaudited) |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Adjusted Net Sales - Constant Currency Twelve Months Ended |  |  |  |  |  |  |  |  |  |  |
| $\begin{gathered} \text { December 31, } \\ 2015 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2016 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2017 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2018 \\ \hline \end{gathered}$ |  | 2015-2018 Change |  | ted Constant ncy 2015-2018 CAGR |
| \$ | \$ 5,015 | \$ | 5,281 | \$ | 4,946 | \$ | 4,732 | \$ | (283) | (1.9)\% |
|  | (162) |  | (110) |  | - |  | - |  |  |  |
|  | (229) |  | (242) |  | (32) |  | - |  |  |  |
|  | 260 |  | - |  | - |  | - |  |  |  |
|  | 86 |  | - |  | - |  | - |  |  |  |
|  | (98) |  | (79) |  | (56) |  | - |  |  |  |
|  | (154) |  | (144) |  | (141) |  | (94) |  |  |  |
|  | (29) |  | (34) |  | (32) |  | (34) |  |  |  |
|  | (64) |  | (66) |  | (60) |  | (57) |  |  |  |
|  | (11) |  | (11) |  | (13) |  | (15) |  |  |  |
|  | 19 |  | 39 |  | 31 |  | - |  |  |  |
| \$ | \$ 4,633 | \$ | 4,634 | \$ | 4,643 | \$ | 4,532 | \$ | (101) | (0.7)\% |

(in millions)
(unaudited)

Adjusted Net Sales - Constant Currency

$\underset{2016}{\text { December 31, }} \quad \underset{2017}{ }$ December 31, | December |
| :---: |
| 2018 |

Adjusted Constant
Currency 2015-2018 Currency 2015-2018
Consolidated

## Reported Net Sales

Sales related to VMS business
Sales related to CSCl exited businesses ${ }^{(1)}$
Pro-forma Omega ${ }^{(1)(2)}$
Pro-forma other acquisition ${ }^{(1)(3)}$
Sales related to exited API business
Sales related to Animal Health
Sales related to Infant foods
Sales related to Rosemont Pharmaceuticals business ${ }^{(1)}$
Sales related to Nordics ${ }^{(1)}$
FX impact ${ }^{(1)}$
Adjusted Net Sales - Constant Currency
$\begin{array}{ll}4,633 & \$ \\ \text { USD at } 2018 & 4,634 \\ \text { average } F X & \$ \\ \text { rate for comparable presentation to } 2018\end{array}$
(1) Converted 2015-2017 and adjustments made in currencies other than USD at 2018
(2) Omega acquired 3/31/2015; annualized 2015 for comparable presentation to 2018.
(3) Includes GlaxoSmithKline Consumer Healthcare product portfolio and Naturwohl Pharma GmbH acquired in September 2015; annualized 2015 for comparable presentation to 2018.

## TABLE III (CONTINUED) <br> PERRIGO COMPANY PLC <br> RECONCILIATION OF NON-GAAP MEASURES

(in millions)
(unaudited)

Adjusted Net Sales - Constant Currency
Twelve Months Ended


Consolidated

## Reported Net Sales

Sales related to Animal Health
Sales related to Infant foods
Sales related to Rosemont Pharmaceuticals business ${ }^{(1)}$
Sales related to Nordics ${ }^{(1)}$
FX impact ${ }^{(1)}$
Adjusted Net Sales - Constant Currency

4 4,532

1) Converted 2019-2020 and adjustments made in currencies other than USD at 2018 average FX rate for comparable presentation to 2018

## TABLE IV

## PERRIGO COMPANY PLC

## RECONCILIATION OF NON-GAAP MEASURES

(in millions, except per share amounts)

## Consolidated adjusted EPS

Adjusted gross profit
Consolidated
Worldwide Consumer
CSCA
CSCI
RX
Adjusted gross margin
Consolidated
Worldwide Consume
CSCA
CSCI
RX

## Adjusted operating margin

Consolidated
Worldwide Consumer
CSCA
CSCI
RX

| Three Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { December 31, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2019 \end{gathered}$ |  | Total Change |
| \$ | 0.93 | \$ | 1.06 | (12.3)\% |
| \$ | 514.2 | \$ | 529.8 | (2.9)\% |
| \$ | 408.1 | \$ | 419.3 | (2.7)\% |
| \$ | 231.6 | \$ | 239.8 | (3.4)\% |
| \$ | 176.2 | \$ | 179.5 | (1.8)\% |
| \$ | 106.1 | \$ | 110.5 | (4.0)\% |
|  | 39.9 \% |  | 40.1 \% | (20) bps |
|  | 38.7 \% |  | 39.3 \% | (60) bps |
|  | 33.0 \% |  | 33.8 \% | (80) bps |
|  | 50.0 \% |  | 50.4 \% | (40) bps |
|  | 44.9 \% |  | 43.2 \% | 170 bps |
|  | 14.4 \% |  | 16.2 \% | (180) bps |
|  | 11.1 \% |  | 14.3 \% | (320) bps |
|  | 18.8 \% |  | 20.4 \% | (160) bps |
|  | 9.6 \% |  | 13.9 \% | (430) bps |
|  | 29.4 \% |  | 24.0 \% | 540 bps |

## TABLE IV (CONTINUED) <br> PERRIGO COMPANY PLC <br> RECONCILIATION OF NON-GAAP MEASURES

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

## Consolidated adjusted EPS

## Adjusted gross margin

Consolidated
Worldwide Consumer
CSCA
CSCI
RX

Adjusted operating income
CSCA
Adjusted operating margin
Consolidated
CSCA
CSCI
RX

| Twelve Months Ended |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \text { December 31, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2019 \end{gathered}$ |  | Total Change |
| \$ | 4.02 | \$ | 4.03 | (0.2)\% |
|  | 39.3\% |  | 41.0\% | (170) bps |
|  | 38.9\% |  | 40.3\% | (140) bps |
|  | 32.7 \% |  | 33.6\% | (90) bps |
|  | 50.8\% |  | 52.4 \% | (160) bps |
|  | 41.0\% |  | 43.6 \% | (260) bps |
| \$ | 527.2 | \$ | 487.5 | 8.1\% |


|  |  |  |
| ---: | ---: | ---: |
| $15.7 \%$ | $16.8 \%$ | (110) bps |
| $13.2 \%$ | $14.1 \%$ | $(90) \mathrm{bps}$ |
| $19.6 \%$ | $19.7 \%$ | $(10) \mathrm{bps}$ |
| $14.3 \%$ | $15.7 \%$ | $(140) \mathrm{bps}$ |
| $26.2 \%$ | $27.3 \%$ | $(110) \mathrm{bps}$ |


| Twelve Months Ended |  |
| :---: | :---: |
| December 31, |  |
| 2020 |  |
| $\$$ |  |
|  |  |
| $\$$ |  |
|  |  |

TABLE V
PERRIGO COMPANY PLC RECONCILIATION OF NON-GAAP MEASURES
(in millions)
(unaudited)

| Operating cash flow | Twelve Months Ended |  |
| :---: | :---: | :---: |
|  | December 31, 2020 |  |
|  | \$ | 636.2 |
| Adjusted net income | \$ | 552.2 |
| Cash conversion ratio |  | 115 |

table vi PERRIGO COMPANY PLC REPORTED NET SALES BY PRODUCT CATEGORY
(in millions)
(unaudited)

|  | Year Ended |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { December 31, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \text { December 31, } \\ 2019 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2018 \\ \hline \end{gathered}$ |  |
| CSCA ${ }^{(1)}$ |  |  |  |  |  |  |
| Upper respiratory | \$ | 489.5 | \$ | 515.2 | \$ | 492.5 |
| Digestive health |  | 452.6 |  | 413.9 |  | 403.6 |
| Pain and sleep-aids |  | 424.7 |  | 383.6 |  | 388.1 |
| Nutrition |  | 387.4 |  | 394.4 |  | 432.4 |
| Healthy lifestyle |  | 348.5 |  | 352.4 |  | 333.6 |
| Oral self-care |  | 284.6 |  | 106.4 |  | - |
| Skincare and personal hygiene |  | 191.8 |  | 182.9 |  | 164.1 |
| Vitamins, minerals, and supplements |  | 27.0 |  | 28.6 |  | 26.1 |
| Animal health |  | - |  | 43.7 |  | 93.9 |
| Other CSCA ${ }^{(2)}$ |  | 86.9 |  | 66.6 |  | 77.3 |
| Total CSCA |  | 2,693.0 |  | 2,487.7 |  | 2,411.6 |
| CSCI |  |  |  |  |  |  |
| Skincare and personal hygiene |  | 351.8 |  | 371.6 |  | 396.5 |
| Upper respiratory |  | 255.1 |  | 276.8 |  | 276.5 |
| Vitamins, minerals, and supplements |  | 201.0 |  | 180.2 |  | 187.2 |
| Pain and sleep-aids |  | 190.4 |  | 167.9 |  | 170.0 |
| Healthy lifestyle |  | 165.4 |  | 173.8 |  | 180.7 |
| Oral self-care |  | 97.8 |  | 51.2 |  | 8.9 |
| Digestive health |  | 26.5 |  | 27.1 |  | 29.5 |
| Other CSCI ${ }^{(3)}$ |  | 107.2 |  | 133.6 |  | 150.0 |
| Total CSCI |  | 1,395.2 |  | 1,382.2 |  | 1,399.3 |
| RX |  | 975.1 |  | 967.5 |  | 920.8 |
| Total net sales | \$ | 5,063.3 | \$ | 4,837.4 | \$ | 4,731.7 |

(1) Includes net sales from our OTC contract manufacturing business.
(2) Consists primarily of diagnostic products and other miscellaneous or otherwise uncategorized product lines and markets, none of which is greater than $10 \%$ of the segment net sales.
(3) Consists primarily of liquid licensed products, our distribution business and other miscellaneous or otherwise uncategorized product lines and markets, none of which is greater than $10 \%$ of the segment net sales


[^0]:    See attached Appendix for details.

[^1]:    The non-GAAP tax adjustments of $\$ 105.9$ milion are primarily due to: (1) $\$ 55.4$ million of additional tax expense related to pre-tax non-GAAP adjustments calculated based upon the applicable jurisdictions of the pre-tax items, (2) removal of $\$ 51.5$ million tax benefit related to valuation allowance releases in the U.S. recorded in the fourth quarter of 2020, (3) removal of $\$ 15.9$ million tax benefit related to U.S. CARES Act retroactive adjustments to the 2018 and 2019 tax years recorded in the first quarter of 2020 and (4) removal of $\$ 18.1$ million tax expense related to Base Erosion and AntiAbuse Tax (BEAT) expense resulting from the adoption of Section 163(j) interest expense limitation regulations recorded in the third quarter of 2020.
    Anuse
    $* *$ Individual pre-tax item adjustments have not been tax effected, as tax expense on these items are aggregated in the "Non-GAAP tax adjustments" line item.
    $*$ In
    ${ }_{* * *}$ In the period of a net loss, reported diluted shares outstanding equal basic shares outstanding.

[^2]:    . See attached Appendix for details.

