## Perrigo

First Quarter 2021
Financial Results May 11, 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 supply chain 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 ("NoA") issued by the Irish Office of the Revenue Commissioners ("Irish Revenue") and the Notices of Proposed Adjustment ("NOPAs") issued by the U.S. Internal Revenue Service and the impact that an adverse result in any such proceeding could 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 NOPAs; developments relating to ongoing or future settlement discussions relating to any such claims or litigation; potential impacts of ongoing or future government investigations and regulatory initiatives; potential costs and reputational impact of product recalls and sales halts; the impact of tax reform legislation and healthcare policy; general economic conditions; fluctuations in currency exchange rates and interest rates; the occurrence of any event, change or other circumstance that could delay or prevent the consummation of the sale of the $R X$ business (the " $R X$ sale"), including the risk that any required regulatory approvals may not be obtained within the expected time frame or at all; failure to realize the expected benefits of the RX sale; potential costs or liabilities incurred in connection with the RX sale that may exceed the Company's estimates or adversely affect the Company's business and 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. An adverse result with respect to our appeal of any material outstanding tax assessments or litigation, could ultimately require the use of corporate assets to pay such assessments, damages from third-party claims, and related interest and/or penalties, and any such use of corporate assets would limit the assets available for other corporate purposes. 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

## Our Aggressive Plan to Transform from a Healthcare Company to a Consumer Self-Care Company...

## Our Vision

To make lives better by bringing Quality, Affordable Self-Care Products that consumers trust everywhere they are sold.

Perrigo


## That Started Two Years Ago, is Now Nearing Completion 1 Year Ahead of Schedule

Portfolio
Reconfigured

$\rangle$| Businesses |
| :---: |
|  |
| Returned to Growth |

- Built $\$ 500 \mathrm{mM}$ New Product
Pipeline Pipeline
- Launched $>\$ 300 \mathrm{M}$ in total Consumer NP's in '19 \& '20.
- Invested \$130M+ in IT \& Infrastructure
- $50 \%+$ Leadership Team Changed
- Delivering \$100M Cost Savings
- Improved Service from $70 \%$ to 90\%+
- Successfully Built e-Comm Platform
- Built Business Intelligence Capabilities
- Delivered 2018-2020 Net Sales ${ }^{(1)}$ CAGR of $+7.2 \%$ compared to 2015-2018 CAGR of $+0.5 \%$


## Poised to Build Value

- Perrigo now a Focused CPG story, Certainty Restored
- 3/5/7 Growth Commitment benchmarks to top tier CPG companies
- Favorable Comps in Back Half '21 And Steady Stream of Innovation
- Approx. $\$ 2$ Billion in Cash after Rx sale to Further Drive Growth
- Bought E. Europe Skin-Care
- Bought Dexsil ${ }^{\otimes}$ Brand in EU
- Invested in Kazmira
- Dialogue Opened with Irish

Revenue on Irish Tax Case

- Major IRS case to M.A.P.
- Strengthened Cyber Security
- Consistently Delivering
Financial Commitments
- Consistently Delivering
Financial Commitments
- Divesting Most Volatile Businesses
- Strengthened Governance ESG, D\&I


## Uncertainty Being Reduced

## As Expected, Q1:21 Results Down Due to Two COVID-19 Driven Reasons

## Perrigo Performance

| Net Sales | $\mathbf{\$ 1 . 0 1 B}$ |
| :---: | :---: |
| YoY\% Change | $-6.8 \%$ |
| Adjusted Operating | $\mathbf{\$ 1 1 8 M}$ |
| Income |  |
| YoY\% Change | $-21.6 \%$ |
| Adjusted EPS | $\mathbf{\$ 0 . 5 0}$ |
| YoY\% Change | $-25.4 \%$ |

## Financial Highlights

$\checkmark$ Organic net sales down 10.9\% impacted by:

1. an estimated -6.8 percentage points from pandemic-related pantry load benefit last year, and
2. an estimated -6.4 percentage points from lower cough/cold sales this year
$\checkmark$ Adjusted EPS included $\$ 0.30$ negative impact from Net Sales Drivers above, partially offset by A\&P savings, Acquisitions and Project Momentum savings

## Entire Quarterly Decline Occurred in March As We Lapped 2020 COVID-19 Related Demand Surge

## Perrigo Net Sales \% Change Versus Year Ago

|  | $\underline{\mathbf{2 0 2 1}}$ | $\underline{\mathbf{2 0 2 0}}$ |  |
| :---: | :---: | :---: | :---: |
| January/February | $+3.8 \%$ | $+9.5 \%$ |  |
| March | $-23.4 \%$ | $+28.5 \%$ | Covid Demand |
|  | $-6.8 \%$ | $+16.2 \%$ |  |

## Importantly, Business Remains Strong As Evidenced by 2-Yr Net Sales CAGR +4.1\%, Even With Historically Weak Cough/Cold Season

PERRIGO NET SALES


\section*{Reported Net Sales 2-Yr CAGR <br> | Consumer | $\mathbf{+ 4 . 1 \%}$ |
| :--- | :--- |
| Cough/Cold <br> Impact | $\mathbf{- 4 . 5 \%}$ |
| Consumer <br> Ex-Cough/Cold | $\mathbf{+ 8 . 6 \%}$ |}

## Organic Net Sales 2-Yr CAGR

Consumer Organic -0.4\%
Cough/Cold Impact -4.1\%

## Q1 Impacted by Cold/Cough \& Prior Year Demand Surge; 2-yr Net Sales CAGRs Strong: CSCA +4.9\% and CSCI +2.6\%

| CSCA |
| :---: |
| $-8.6 \%$ Reported NS Growth |
| Q1YoY |


| Reported Net Sales |  |
| :---: | :---: |
| Growth 2-Yr CAGR |  |
| CSCA | $+\mathbf{4 . 9 \%}$ |
| Cough/Cold Impact | $\mathbf{- 3 . 6 \%}$ |
| CSCA $\mathbf{+ 8 . 5} \%$ <br> Ex-Cough/Cold  |  |

Organic Net Sales Growth 2-Yr CAGR

| CSCA Organic | $\mathbf{+ 0 . 8 \%}$ |
| :--- | ---: |
| Cough/Cold Impact | $\mathbf{- 3 . 3 \%}$ |
| CSCA Organic <br> Ex- Cough/Cold | $\mathbf{+ 4 . 1 \%}$ |


| CSCI |
| :---: |
| $-3.4 \%$ <br> Reported NS Growth <br> Q1YoY |
| $-9.1 \%$ Organic |


| Reported Net Sales |  |
| :---: | :---: |
| Growth 2-Yr CAGR |  |
| CSCI | +2.6\% |
| Cough/Cold Impact | -6.1\% |
| $\begin{gathered} \mathrm{CSCI} \\ \text { Ex-Cough/Cold } \end{gathered}$ | +8.7\% |
| Organic Net Sales |  |
| Growth 2-Yr CAGR |  |
| CSCI Organic | -2.9\% |
| Cough/Cold Impact | -5.4\% |
| CSCI Organic Ex-Cough/Cold | +2.5\% |

## While Weak Cough/Cold Was The Result Of Record Low Flu Levels in the U.S. and Europe Due To COVID-19 Related Lock-downs...



## That Is Not Expected To Continue; IQVIA FAN Data Predicting Elevated Cough/Cold Heading into Spring/Summer

## All Ages 2020/2021 Cough Cold Season Trend



Pediatric 2020/2021 Cough Cold Season Trend


## In Fact, IQVIA Estimates ‘Normalized’ 2021/22 Season; Perrigo Estimates Partial Recovery, Which Supports Strong 2021 Second Half Estimates



## Perrigo 2021 New Product Launches Also Support Strong Second Half Forecasts



## BURT'S BEES ${ }^{\circledR}$

## Licensing Agreement

Offer a comprehensive line of organic baby formulas and innovative nature-based remedies under the iconic Burt's Bees ${ }^{\circledR}$ brand

- Combines Perrigo's R\&D, regulatory, and sales \& marketing capabilities with Burt's Bees ${ }^{\circledR}$ distinctive brand and deep understanding of the efficacy of nature-based ingredients to care for baby and mom, to create organic and innovative naturebased remedies


## While H2 Operating Income is More Heavily Weighted, This Reflects ‘Back to Normal’ Pre-COVID-19 Earnings Phasing

## Adjusted Operating Income Phasing

|  | $\underline{\mathbf{H} \mathbf{1}}$ | H2 |
| :--- | :---: | :---: |
| 2019 Actual | $\mathbf{4 4 \%}$ | $56 \%$ |
| 2020 Actual | $52 \%$ | $48 \%$ |
| 2021 Projected | $\sim 44 \%$ | $\sim 56 \%$ |

Other Phasing Considerations

- Perrigo estimating 2021/22 Cough/Cold Illnesses will be Between Normal 2019/20 and Historically Weak 2020/21 Season
- E-commerce Growth Continues
- New Product Launch Timing
- A\&P Redistributed to Pre-COVID19 Media Priorities and Timing


## Therefore, Perrigo is Reaffirming its Guidance from Continuing Operations

## Adjusted EPS

 Guidance Range: \$2.50 to $\$ 2.70,+7 \%$ YoY- +5\% Adjusted Operating Income Growth vs. 2020
- 2021 Adjusted Effective Tax Rate of 23\%
- 134MM Shares Outstanding


## Upside with ~\$2B in Cash on Hand After Rx Transaction Close

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


## Perrigo Transformed - A Growing, Pure-Play Consumer Self-Care Company with Significant Upside Optionality

- Focused, pure-play consumer company
- Strong balance sheet with ~\$2B in pro forma cash
- Making progress with reducing uncertainty
- Highly defensible business model
- Differentiated in the marketplace
- Well diversified across categories and geographies
- Durable business fundamentals

Ray Silcock, EVP \& CFO

## Continuing Operations Summary - Q1:2021

| Consolidated <br> 3 Months Ending April 3, 2021 <br> (in millions, except per share amounts) <br> (Unaudited) | Net Sales | Gross Profit | R\&D Expense | DSG\&A Expense | Restructuring, Impairment Charges, and Other Operating Income | Operating Income | Interest and Other | Income from continuing operations before income taxes | Income Tax Expense | Income from continuing operations* | Diluted Earnings per Share* |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Reported | \$1,010.0 | \$368.4 | \$31.1 | \$284.2 | \$1.7 | \$51.4 | \$34.4 | \$17.0 | \$14.2 | \$2.8 | \$0.02 |
| As a \% of reported net sales |  | 36.5\% | 3.1\% | 28.1\% | 0.2\% | 5.1\% | 3.4\% | 1.7\% | 1.4\% | 0.3\% |  |
| Effective tax rate |  |  |  |  |  |  |  |  | 84.0\% |  |  |
| Pre-tax adjustments: |  |  |  |  |  |  |  |  |  |  |  |
| Amortization expense related primarily to acquired intangible assets |  | \$23.0 | (\$0.5) | (\$32.1) |  | \$55.6 | (\$1.2) | \$56.8 |  | \$56.8 | \$0.43 |
| Acquisition and integration-related charges and contingent consideration adjustments |  |  |  | (\$0.8) |  | \$0.8 |  | \$0.8 |  | \$0.8 | \$0.01 |
| (Gain) loss on divestitures |  |  |  | \$0.0 |  | \$0.0 | (\$0.4) | \$0.4 |  | \$0.4 |  |
| Unusual litigation |  |  |  | (\$3.4) |  | \$3.4 |  | \$3.4 |  | \$3.4 | \$0.03 |
| Restructuring charges and other termination benefits |  |  |  | \$0.0 | (\$1.7) | \$1.7 |  | \$1.7 |  | \$1.7 | \$0.01 |
| RX transitional business costs** |  | \$0.6 | (\$0.1) | (\$4.9) |  | \$5.6 |  | \$5.6 |  | \$5.6 | \$0.04 |
| Non-GAAP tax adjustments*** |  |  |  |  |  |  |  |  | \$4.8 | (\$4.8) | (\$0.04) |
| Adjusted | \$1,010.0 | \$392.0 | \$30.5 | \$243.0 |  | \$118.5 | \$32.8 | \$85.7 | \$19.0 | \$66.7 | \$0.50 |
| As a \% of reported net sales |  | 38.8\% | 3.0\% | 24.1\% |  | 11.7\% | 3.2\% | 8.5\% | 1.9\% | 6.6\% |  |
| Adjusted effective tax rate |  |  |  |  |  |  |  |  | 22.2\% |  |  | closing. Accordingly, we do not believe such operational costs are representative of the future expenses of our continuing operations.

## Perrigo - Q1 2021

| Perrigo | Q1 <br> 2021 | YoY \$ <br> Change | Organic \% <br> Change |
| :--- | :---: | :---: | :---: |
| Net Sales | $\$ 1.0 \mathrm{~B}$ | $\mathbf{( \$ 7 3 M )}$ | (10.9\%) |
| Adjusted Gross Profit | $\$ 392 \mathrm{M}$ | $\mathbf{( \$ 2 4 M )}$ |  |
| Adjusted Gross Margin \% | $38.8 \%$ | 40 bps |  |
| Adjusted Operating Income | $\$ 118 \mathrm{M}$ | $\mathbf{( \$ 3 3 M )}$ |  |
| Adjusted Operating Margin\% | $11.7 \%$ | $(230)$ bps |  |

## CSC Americas - Q1 2021

| CSC Americas | Q1 <br> 2021 | YoY \$ <br> Change | Organic \% <br> Change |
| :--- | :---: | :---: | :---: |
| Net Sales | $\mathbf{\$ 6 4 1 M}$ | $\mathbf{( \$ 6 0 M )}$ | (11.8\%) |
| Adjusted Gross Profit | $\mathbf{\$ 2 0 1 M}$ | $\mathbf{( \$ 1 9 M )}$ |  |
| Adjusted Gross Margin \% | $31.4 \%$ | Flat |  |
| Adjusted Operating Income | $\mathbf{\$ 1 1 1 M}$ | $\mathbf{( \$ 2 7 M )}$ |  |
| Adjusted Operating Margin\% | $17.3 \%$ | (230) bps |  |

## CSC International - Q1 2021

| CSC International | Q1 <br> 2021 | YoY \$ <br> Change | Organic \% <br> Change |
| :--- | :---: | :---: | :---: |
| Net Sales | $\$ 370 \mathrm{M}$ | $\mathbf{( \$ 1 3 M )}$ | $\mathbf{( 9 . 2 \% )}$ |
| Adjusted Gross Profit | $\$ 191 \mathrm{M}$ | $\mathbf{( \$ 6 M )}$ |  |
| Adjusted Gross Margin \% | $51.6 \%$ | 30 bps |  |
| Adjusted Operating Income | $\$ 60 \mathrm{M}$ | $\mathbf{( \$ 4 M )}$ |  |
| Adjusted Operating Margin \% | $16.3 \%$ | $(40)$ bps |  |

## Balance Sheet and Liquidity Remain Strong

| Select Balance Sheet \& Liquidity Measures | $4 / 3 / 2021$ | $12 / 31 / 2020$ |
| :--- | :---: | :---: |
| Total Company Cash \& Cash Equivalents | $\$ 481 \mathrm{M}$ | $\$ 642 \mathrm{M}$ |
| Total Debt | $\$ 3.6 \mathrm{~B}$ | $\$ 3.6 \mathrm{~B}$ |
| Net Debt | $\$ 3.1 \mathrm{~B}$ | $\$ 2.9 \mathrm{~B}$ |



To make lives better by bringing Quality, Affordable Self-Care Products that consumers trust everywhere they are sold

## APPENDIX

| Three Months Ended April 3, 2021 |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Net Sales | Gross Profit | R\&D Expense | DSG\&A <br> Expense | Restructuring, Impairment Charges, and Other Operating Income |  | Operating Income |  | Interest and Other |  | ```Income Tax Expense``` |  | Income from continuing operations* |  | Diluted Earnings per Share* |  |
| \$1,010.0 | \$ 368.4 | \$ 31.1 | \$ 284.2 | \$ | 1.7 | \$ | 51.4 | \$ | 34.4 | \$ | 14.2 | \$ | 2.8 | \$ | 0.02 |
|  | 36.5 \% | 3.1 \% | 28.1 \% |  | 0.2 \% |  | 5.1 \% |  | 3.4 \% |  | 1.4 \% |  | 0.3 \% |  |  |
|  |  |  |  |  |  |  |  |  |  |  | 84.0 \% |  |  |  |  |
|  | \$ 23.0 | \$ (0.5) | \$ (32.1) | \$ | - | \$ | 55.6 | \$ | (1.2) | \$ | - | \$ | 56.8 | \$ | 0.43 |
|  | - | - | (0.8) |  | - |  | 0.8 |  | - |  | - |  | 0.8 |  | 0.01 |
|  | - | - | - |  | - |  | - |  | (0.4) |  | - |  | 0.4 |  | - |
|  | - | - | (3.4) |  | - |  | 3.4 |  | - |  | - |  | 3.4 |  | 0.03 |
|  | - | - | - |  | (1.7) |  | 1.7 |  | - |  | - |  | 1.7 |  | 0.01 |
|  | 0.6 | (0.1) | (4.9) |  | - |  | 5.6 |  | - |  | - |  | 5.6 |  | 0.04 |
|  | - | - | - |  | - |  | - |  | - |  | 4.8 |  | (4.8) |  | (0.04) |
|  | \$ 392.0 | \$ 30.5 | \$ 243.0 | \$ | - | \$ | 118.5 | \$ | 32.8 | \$ | 19.0 | \$ | 66.7 | \$ | 0.50 |
|  | 38.8 \% | 3.0 \% | 24.1 \% |  |  |  | 11.7 \% |  | 3.2 \% |  | 1.9 \% |  | 6.6 \% |  |  |
|  |  |  |  |  |  |  |  |  |  |  | 22.2 \% |  |  |  |  |
|  | Diluted weighted average shares outstanding |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|  |  | Reported |  |  |  |  |  |  |  |  |  |  |  |  | 134.6 |

## Consolidated Continuing Operations

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
(Gain) loss on divestitures
Unusual litigation
Restructuring charges and other termination benefits
Indirect RX business support costs***
Non-GAAP tax adjustments**

## Adjusted

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

## Diluted weighted average shares outstanding

Reported
*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.
${ }^{* *}$ The non-GAAP tax adjustments are primarily due to: (1) $\$ 13.6$ million of tax expense related to pre-tax non-GAAP adjustments calculated based upon their jurisdictional income tax rates and (2) removal of $\$ 8.8$ million tax expense related to non-recurring intra-entity transfers of intellectual property and valuation allowance releases in the U.S
***Includes certain costs, which are reported in GAAP continuing operations but were previously allocated to the RX business. On a go-forward basis, such costs will either be covered by the transition services agreement or eliminated following closing. Accordingly, we do not believe such operational costs are representative of the future expenses of our continuing operations.

## TABLE I (CONTINUED)

## RECONCILIATION OF NON-GAAP MEASURES

ants)
(unaudited)

## Consolidated Continuing Operations

## 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
Unusual litigation
(Gain) Loss on investment securities
Indirect RX business support costs***
Non-GAAP tax adjustments**

## Adjusted

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

| Net Sales | Gross Profit | R\&D <br> Expense |  | DSG\&A <br> Expense |  | Operating Income |  | Interest, Other, and Change in Financial Assets |  | Income Tax Expense |  |  | come rom tinuing rations |  | uted nings per are* |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| \$ 1,083.3 | \$ 393.7 | \$ | 27.9 | \$ | 279.4 | \$ | 86.4 | \$ | 29.0 | \$ | (0.2) | \$ | 57.6 | \$ | 0.42 |
|  | 36.3 \% |  | 2.6 \% |  | 25.8 \% |  | 8.0 \% |  | 2.7 \% |  | $\begin{gathered} -\% \\ (0.4 \% \end{gathered}$ |  | 5.3 \% |  |  |
|  | \$ 21.6 | \$ | (0.2) | \$ | (28.9) | \$ | 50.7 | \$ | - | \$ | - | \$ | 50.7 | \$ | 0.37 |
|  | - |  | - |  | (2.0) |  | 2.0 |  | - |  | - |  | 2.0 |  | 0.01 |
|  | - |  | - |  | - |  | - |  | 1.6 |  | - |  | (1.6) |  | (0.01) |
|  | - |  | - |  | (0.7) |  | 0.7 |  | - |  | - |  | 0.7 |  | 0.01 |
|  | - |  | - |  | (4.5) |  | 4.5 |  | - |  | - |  | 4.5 |  | 0.03 |
|  | - |  | - |  | - |  | - |  | (3.0) |  | - |  | 3.0 |  | 0.02 |
|  | 1.0 |  | (0.2) |  | (5.7) |  | 6.9 |  | - |  | - |  | 6.9 |  | 0.05 |
|  | - |  | - |  | - |  | - |  | - |  | 32.1 |  | (32.1) |  | (0.23) |
|  | \$ 416.3 | \$ | 27.5 | \$ | 237.6 | \$ | 151.2 | \$ | 27.6 | \$ | 31.9 | \$ | 91.7 | \$ | 0.67 |
|  | 38.4 \% |  | 2.5 \% |  | 21.9 \% |  | 14.0 \% |  | 2.5 \% |  | 2.9 \% |  | 8.5 \% |  |  |
|  |  |  |  |  |  |  |  |  |  |  | 25.8 \% |  |  |  |  |

$\begin{array}{ll}\text { Diluted weighted average shares outstanding } & \\ \text { Reported } & 137.3\end{array}$
*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.
**The non-GAAP tax adjustments are primarily due to: (1) $\$ 16.3$ million of additional tax expense related to pre-tax non-GAAP adjustments calculated based upon their applicable jurisdictional income tax rates and (2) removal of $\$ 15.8$ million tax benefit related to the U.S. CARES Act retroactive adjustments to prior tax years.
${ }^{* * *}$ Includes certain costs, which are reported in GAAP continuing operations but were previously allocated to the RX business. On a go-forward basis, such costs will either be covered by the transition services agreement or eliminated following closing. Accordingly, we do not believe such operational costs are representative of the future expenses of our continuing operations.

Three Months Ended

## Consumer Self-Care Americas

## Reported

As a \% of reported net sales
Pre-tax adjustments:
Amortization expense related primarily to acquired intangible assets
Restructuring charges and other termination benefits
Acquisition and integration-related charges and contingent consideration adjustments

Indirect RX business support costs*

## Adjusted

As a \% of reported net sales

| Three Months Ended April 3, 2021 |  |  |  |  |  |  |  |  | Three Months Ended March 28, 2020 |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 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 |  |
| \$ | 640.5 | \$ 194.5 | \$ | 19.7 | \$ | 78.8 | \$ | 95.6 | \$ | 700.6 | \$ 213.8 | \$ | 17.9 | \$ | 73.8 | \$ | 122.1 |
|  |  | 30.4 \% |  | 3.1 \% |  | 12.3 \% |  | 14.9 \% |  |  | 30.5 \% |  | 2.6 \% |  | 10.5 \% |  | 17.4 \% |
|  |  | \$ 6.1 | \$ | (0.1) | \$ | (6.7) | \$ | 12.9 |  |  | \$ 5.0 | \$ | - | \$ | (6.7) | \$ | 11.6 |
|  |  | - |  | - |  | - |  | 0.4 |  |  | - |  | - |  | - |  | - |
|  |  | - |  | - |  | (0.8) |  | 0.8 |  |  | - |  | - |  | (1.9) |  | 1.9 |
|  |  | 0.6 |  | (0.1) |  | (0.1) |  | 0.8 |  |  | 1.0 |  | (0.3) |  | (0.5) |  | 1.8 |
|  |  | \$ 201.2 | \$ | 19.5 | \$ | 71.2 | \$ | 110.5 |  |  | \$ 219.8 | \$ | 17.6 | \$ | 64.7 | \$ | 137.4 |
|  |  | 31.4 \% |  | 3.0 \% |  | 11.1 \% |  | 17.3 \% |  |  | 31.4 \% |  | 2.5 \% |  | 9.2 \% |  | 19.6 \% |

*Includes certain costs, which are reported in GAAP continuing operations but were previously allocated to the RX business. On a go-forward basis, such costs will either be covered by the transition services agreement or eliminated following closing. Accordingly, we do not believe such operational costs are representative of the future expenses of our continuing operations.

## Consumer Self-Care International

## Reported

As a \% of reported net sales
Pre-tax adjustments:
Amortization expense related primarily to acquired intangible assets

## Adjusted

As a \% of reported net sales

## TABLE II (CONTINUED)

## RECONCILIATION OF NON-GAAP MEASURES

## SELECTED CONSOLIDATED INFORMATION

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

## Consolidated Continuing Operations Operating Income

## Reported

Pre-tax adjustments:
Amortization expense primarily related to acquired intangible assets
Acquisition and integration-related charges and contingent consideration adjustments
Separation and reorganization expense
Impairment charges
(Gain) loss on divestitures
Operating results attributable to held-for-sale business*
Asset Abandonment
Unusual litigation
Restructuring charges and other termination benefits
Ranitidine market withdrawal**

## Adjusted

| Six Months Ended |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { June 29, } \\ 2019 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2019 \\ \hline \end{gathered}$ |  | $\begin{gathered} \text { June 27, } \\ 2020 \end{gathered}$ |  | $\begin{gathered} \hline \text { December 31, } \\ 2020 \end{gathered}$ |  |
| \$ | 82.0 | \$ | 120.2 | \$ | 163.7 | \$ | 129.4 |
| \$ | 108.3 | \$ | 115.3 | \$ | 101.5 | \$ | 108.3 |
|  | (1.9) |  | 18.1 |  | 6.9 |  | 5.7 |
|  | 12.5 |  | 4.7 |  | 0.7 |  | 0.4 |
|  | 4.1 |  | 9.7 |  | - |  | - |
|  | - |  | (4.5) |  | 0.3 |  | 0.5 |
|  | (3.5) |  | 1.3 |  | - |  | - |
|  | - |  | 7.1 |  | - |  | - |
|  | 16.1 |  | 11.1 |  | 9.0 |  | 10.8 |
|  | 21.5 |  | 4.5 |  | 0.7 |  | 2.5 |
|  | - |  | 18.4 |  | - |  | - |
| \$ | 239.1 | \$ | 305.9 | \$ | 282.8 | \$ | 257.6 |
|  | 44 \% |  | 56 \% |  | 52 \% |  | 48 \% |

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

## PERRIGO COMPANY PLC

## RECONCILIATION OF NON-GAAP MEASURES

## ADJUSTED NET SALES GROWTH - SELECTED <br> SEGMENTS

(in millions)
(unaudited)

| Three Months Ended |  |  |  | Total Change | FXChange | Constant Currency Change |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| April 3, 2021 |  | $\begin{gathered} \hline \text { March 28, } \\ 2020 \end{gathered}$ |  |  |  |  |
| \$ | 1,010.0 | \$ | 1,083.3 | (6.8)\% |  |  |
| \$ | 640.5 | \$ | 700.6 | (8.6)\% |  |  |
| \$ | 369.5 | \$ | 382.7 | (3.4)\% |  |  |
| \$ | 1,010.0 | \$ | 1,083.3 |  |  |  |
|  | - |  | (14.3) |  |  |  |
| \$ |  | \$ | 1,069.0 |  |  |  |
|  | 1,010.0 |  |  | (5.5)\% | (2.4)\% | (7.9)\% |
|  | (25.1) |  | - |  |  |  |
|  | (7.2) |  | - |  |  |  |
| \$ | 977.7 | \$ | 1,069.0 | (8.5)\% | (2.4)\% | (10.9)\% |
| \$ | 640.5 | \$ | 700.6 |  |  |  |
|  | (23.8) |  | - |  |  |  |
| \$ | 616.7 | \$ | 700.6 | (12.0)\% | 0.2\% | (11.8)\% |
| \$ | 369.5 | \$ | 382.7 |  |  |  |
|  | - |  | (14.3) |  |  |  |
| \$ | 369.5 | \$ | 368.4 | 0.3\% | (7.1)\% | (6.8)\% |
|  | (1.3) |  | - |  |  |  |
|  | (7.2) |  | - |  |  |  |
| \$ | 361.0 | \$ | 368.4 | (2.0)\% | (7.1)\% | (9.1)\% |

## Reported Net sales <br> Consolidated Continuing Operations <br> CSCA

CSCI
Consolidated Continuing Operations
Less: Rosemont Pharmaceuticals business
Consolidated Continuing Operations net sales as so adjusted excluding divested businesses
Less: Dr. Fresh*
Less: Eastern European Brands Acquisition
Organic Consolidated Continuing Operations net sales as so adjusted

## CSCA

Less: Dr. Fresh*
Organic CSCA net sales as so adjusted

## CSCI

Less: Rosemont Pharmaceuticals business
CSCI net sales as so adjusted excluding divested businesses
Less: Dr. Fresh*
Less: Eastern European Brands Acquisition
Organic CSCI net sales as so adjusted

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)

## RECONCILIATION OF NON-GAAP MEASURES

## ADJUSTED NET SALES GROWTH - SELECTED

EGMENTS
(in millions)
(unaudited)

| Three Months Ended |  |  |  | $\begin{gathered} \text { 2019-2021 } \\ \text { Change } \\ \hline \end{gathered}$ |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { March } 30, \\ 2019 \end{gathered}$ |  | April 3, 2021 |  |  |  | 2019-2021 CAGR |
| \$ | $\begin{array}{r} 932.6 \\ (134.2) \\ \hline \end{array}$ | \$ | $\begin{array}{r} 1,010.0 \\ (69.2) \\ \hline \end{array}$ | \$ | 77.4 | 4.1\% |
| \$ | 798.4 | \$ | 940.8 | \$ | 142.4 | 8.6\% |
| \$ | 932.6 | \$ | 1,010.0 |  |  |  |
|  | (19.6) |  | - |  |  |  |
|  | (5.3) |  | - |  |  |  |
|  | (3.7) |  | - |  |  |  |
|  | (13.1) |  | - |  |  |  |
|  | - |  | (71.0) |  |  |  |
|  | - |  | (25.1) |  |  |  |
|  | - |  | (7.2) |  |  |  |
|  | - |  | (23.8) |  |  |  |
| \$ | 890.9 | \$ | 882.9 | \$ | (8.0) | (0.4)\% |
|  | (134.2) |  | (69.2) |  |  |  |
| \$ | 756.7 | \$ | 813.7 |  |  |  |
|  |  |  |  | \$ | 57.0 | 3.7\% |

Includes sales of certain products in our upper respiratory and pain and sleep aids (primarily children's analgesic products) categories which are typically used to treat Includes sales of certain prod
**Converted 2021 net sales in currencies other than USD at 2019 Q1 average FX rate for comparable presentation to 2019.

## TABLE III (CONTINUED)

RECONCILIATION OF NON-GAAP MEASURES

## ADJUSTED NET SALES GROWTH - SELECTED <br> SEGMENTS

(in millions)
(unaudited)

| Three Months Ended |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\begin{gathered} \hline \text { March 30, } \\ 2019 \end{gathered}$ |  | April 3, 2021 |  | $\begin{gathered} \text { 2019-2021 } \\ \text { Change } \end{gathered}$ |  | 2019-2021 CAGR |
| \$ | 581.8 | \$ | 640.5 | \$ | 58.7 | 4.9\% |
|  | (66.9) |  | (34.5) |  |  |  |
| \$ | 514.9 | \$ | 606.0 | \$ | 91.1 | 8.5\% |
| \$ | 581.8 | \$ | 640.5 |  |  |  |
|  | (19.6) |  | - |  |  |  |
|  | (5.3) |  | - |  |  |  |
|  | - |  | (49.9) |  |  |  |
|  | - |  | (23.8) |  |  |  |
|  | - |  | (1.0) |  |  |  |
| \$ | 556.9 | \$ | 565.8 | \$ | 8.9 | 0.8\% |
|  | (66.9) |  | (34.5) |  |  |  |
| \$ | 490.0 | \$ | 531.3 | \$ | 41.3 | 4.1\% |
| \$ | 350.8 | \$ | 369.5 | \$ | 18.7 | 2.6\% |
|  | (67.3) |  | (34.7) |  |  |  |
| \$ | 283.5 | \$ | 334.8 | \$ | 51.3 | 8.7\% |
| \$ | 350.8 | \$ | 369.5 |  |  |  |
|  | (3.7) |  | - |  |  |  |
|  | (13.1) |  | - |  |  |  |
|  | - |  | (21.1) |  |  |  |
|  | - |  | (1.3) |  |  |  |
|  | - |  | (7.2) |  |  |  |
|  | - |  | (25.0) |  |  |  |
| \$ | 334.0 | \$ | 314.9 | \$ | (19.1) | (2.9)\% |
|  | (67.3) |  | (34.7) |  |  |  |
| \$ | 266.7 | \$ | 280.2 | \$ | 13.5 | 2.5\% |

[^0]
## TABLE III (CONTINUED)

## RECONCILIATION OF NON-GAAP MEASURES

## ADJUSTED NET SALES GROWTH - SELECTED <br> EGMENTS

(in millions)
(unaudited)

## Adjusted Net Sales - Constant Currency Twelve Months Ended <br> Twelve Months Ended

## Consolidated Continuing Operation

## Reported Net Sales

Sales related to VMS business
Sales related to CSCI exited businesses ${ }^{(1)}$
Pro-forma Omega ${ }^{(1)(2)}$
Pro-forma other acquisition ${ }^{(1)(3)}$
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

December 31,
2016

December 31,
2018

Adjusted Constant Currency 2015-2018 (0.3)\%

50
$0.5 \%$
(1) Converted 2015-2017 and adjustments made in currencies other than USD at 2018 average FX rate for comparable presentation to 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.

Adjusted Net Sales - Constant Currency

(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)
(unaudited)

| Consolidated Continuing Operations adjusted EPS | 2021 , |  | 2020 |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | \$ | 0.50 | \$ | 0.67 | (25.4)\% |
| Adjusted gross profit |  |  |  |  |  |
| CSCI | \$ | 190.8 | \$ | 196.5 | (2.9)\% |
| Adjusted gross margin |  |  |  |  |  |
| Consolidated Continuing Operations |  | 38.8\% |  | 38.4 \% | 40 bps |
| CSCA |  | 31.4\% |  | 31.4\% | -bps |
| CSCI |  | 51.6\% |  | 51.3\% | 30 bps |
| Adjusted operating income |  |  |  |  |  |
| Consolidated Continuing Operations | \$ | 118.5 | \$ | 151.2 | (21.6)\% |
| Adjusted operating margin |  |  |  |  |  |
| Consolidated Continuing Operations |  | 11.7 \% |  | 14.0 \% | (230) bps |
| CSCA |  | 17.3\% |  | 19.6\% | (230) bps |
| CSCI |  | 16.3\% |  | 16.7\% | (40) bps |


|  | Three Months Ended |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | April 3, 2021 |  | $\begin{gathered} \hline \text { March 28, } \\ 2020 \end{gathered}$ |  |
| CSCA ${ }^{(1)}$ |  |  |  |  |
| Upper respiratory | \$ | 114.0 | \$ | 154.6 |
| Digestive health |  | 113.5 |  | 106.9 |
| Pain and sleep-aids |  | 92.4 |  | 120.4 |
| Nutrition |  | 92.0 |  | 102.2 |
| Healthy lifestyle |  | 75.5 |  | 85.8 |
| Oral self-care |  | 73.7 |  | 55.3 |
| Skincare and personal hygiene |  | 53.3 |  | 46.7 |
| Vitamins, minerals, and supplements |  | 7.8 |  | 6.4 |
| Other CSCA ${ }^{(2)}$ |  | 18.3 |  | 22.3 |
| Total CSCA |  | 640.5 |  | 700.6 |
| CSCI |  |  |  |  |
| Skincare and personal hygiene |  | 107.0 |  | 94.7 |
| Vitamins, minerals, and supplements |  | 59.0 |  | 48.5 |
| Healthy lifestyle |  | 50.3 |  | 43.6 |
| Pain and sleep-aids |  | 49.0 |  | 46.8 |
| Upper respiratory |  | 42.9 |  | 84.1 |
| Oral self-care |  | 25.5 |  | 23.2 |
| Digestive health |  | 8.5 |  | 6.0 |
| Other CSCI ${ }^{(3)}$ |  | 27.3 |  | 35.8 |
| Total CSCI |  | 369.5 |  | 382.7 |
| Total net sales | \$ | 1,010.0 | \$ | 1,083.3 |

(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 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]:    Includes sales of certain products in our upper respiratory and pain and sleep aids (primarily children's analgesic products) categories which are typically used to treat cough, cold and flu illnesses.
    **Converted 2021 net sales in currencies other than USD at 2019 Q1 average FX rate for comparable presentation to 2019.

