

## Perrigo Company plc (PRGO)

**\$49.63** (As of 03/17/20)

Price Target (6-12 Months): **\$53.00**

Long Term: 6-12 Months

**Zacks Recommendation:**

**Neutral**

(Since: 05/28/19)

Prior Recommendation: Underperform

Short Term: 1-3 Months

**Zacks Rank:** (1-5)

**3-Hold**

Zacks Style Scores:

VGM:D

Value: C

Growth: D

Momentum: F

### Summary

Perrigo reported mixed fourth-quarter results with earnings missing estimates but sales beating the same. Perrigo's constant focus on pursuing additional branded OTC opportunities in the United States is impressive. Moreover, the ongoing restructuring initiatives and operating expense discipline support its bottom line. Perrigo's decision to separate its Rx segment is encouraging as it faces a challenging pricing environment for generics, which is hurting sales. Shares of the company have also outperformed the industry in the past year. However, Perrigo faces competition in OTC markets from other generic drug producers and branded pharmaceutical companies. Moreover, the company is facing a \$1.9-billion tax notice in Ireland related to transactions done by Elan Pharma which is an overhang on the stock.

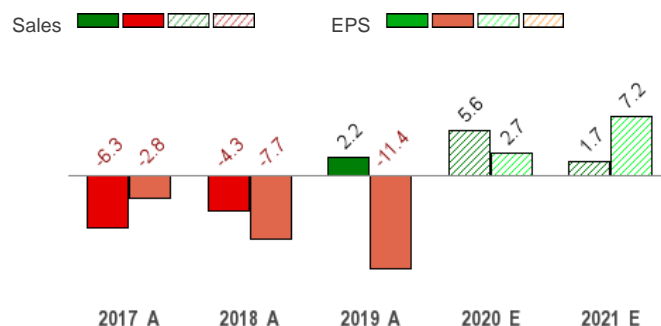
### Price, Consensus & Surprise



### Data Overview

52 Week High-Low	\$63.86 - \$40.17
20 Day Average Volume (sh)	1,760,337
Market Cap	\$6.8 B
YTD Price Change	-3.9%
Beta	1.41
Dividend / Div Yld	\$0.90 / 1.8%
Industry	<a href="#">Medical - Products</a>
Zacks Industry Rank	Top 21% (52 out of 253)

### Sales and EPS Growth Rates (Y/Y %)



Last EPS Surprise	-2.8%
Last Sales Surprise	0.7%
EPS F1 Est- 4 week change	-8.7%
Expected Report Date	05/13/2020
Earnings ESP	0.0%
P/E TTM	12.3
P/E F1	12.0
PEG F1	4.8
P/S TTM	1.4

### Sales Estimates (millions of \$)

	Q1	Q2	Q3	Q4	Annual*
2021					5,195 E
2020	1,249 E	1,233 E	1,262 E	1,366 E	5,110 E
2019	1,175 A	1,149 A	1,191 A	1,323 A	4,837 A

### EPS Estimates

	Q1	Q2	Q3	Q4	Annual*
2021					\$4.44 E
2020	\$0.95 E	\$0.94 E	\$1.00 E	\$1.16 E	\$4.14 E
2019	\$1.07 A	\$0.86 A	\$1.04 A	\$1.06 A	\$4.03 A

\*Quarterly figures may not add up to annual.

The data in the charts and tables, including the Zacks Consensus EPS and Sales estimates, is as of 03/17/2020. The reports text is as of 03/18/2020.

## Overview

Dublin, Ireland-based Perrigo Company plc was formed following the December 2013 merger of Allegan, MI-based Perrigo Company with Elan Corporation. The merged entity, with a diversified revenue stream, has a presence in the over-the-counter (OTC) market and sells infant formulas for the store brand market, generic extended topical prescription (Rx) products and specialty pharmaceutical drugs. The company is focusing on self-care products as part of its transformation into a self-care company from a healthcare company.

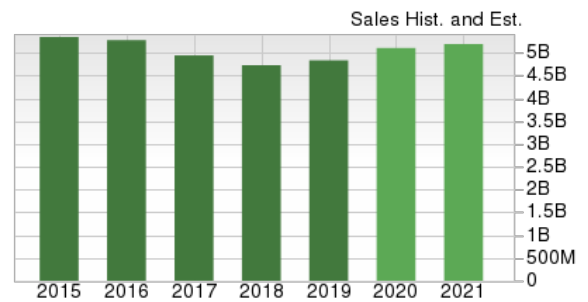
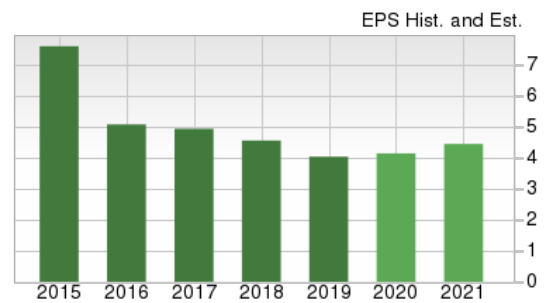
In May 2019, the company updated its reporting segments as part of its self-care transformation strategy. The company's reporting segments are:

**Consumer Self Care Americas (CSCA)** – The segment comprises the U.S., Mexico and Canada CHC business, including OTC, contract manufacturing, infant formula and animal health categories. The segment accounted for approximately 51.4% of the company's total revenues in 2019.

**Consumer Self Care International (CSCI)** – The segment comprises the branded consumer healthcare (BCH) segment mainly in Europe and the company's consumer-focused businesses in the UK and Australia. This segment includes UK liquids licensed products business. The segment accounted for 28.6% of total revenues in 2019.

**RX Segment** – The segment comprises the U.S. Prescription Pharmaceuticals business and the company's diagnostic business in Israel, which was previously reported under the CSCI segment. The segment accounted for 20% of total revenues in 2019. The company is planning to divest this segment in the future.

Perrigo generated revenues of \$4.84 billion in 2019, up 2.2%.



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## Reasons To Buy:

▲ **Acquisitions Driving Growth:** Perrigo has expanded its business through several acquisitions, which drives inorganic growth. In July 2019, the company acquired Ranir Global Holdings LLC, the global leader in private label oral self-care market as part of its transformation into a self-care company. The acquisition has boosted Perrigo's position as a global leader in consumer self-care solutions. In February 2020, the company announced an agreement to acquire oral care assets of High Ridge Brands, which is estimated to bring additional \$100 million in 2021. In January 2020, Perrigo acquired leading toothbrush accessory brand, Steripod from Bonfit America. The deal also boosted Perrigo's oral self-care leadership position.

We are positive on the company's growth-by-acquisition strategy. Restructuring initiatives bode well for the company's growth.

Other interesting acquisitions by Perrigo include Omega Pharma, one of the largest OTC companies in Europe, which strengthened the company's OTC leadership position into continental Europe. The purchase of a portfolio of women's healthcare products from Lumara Health widened its women's health offerings portfolio within the Rx segment while the acquisition of a portfolio of generic dosage forms and Retin-A (a topical prescription acne treatment) from Matawan Pharmaceuticals broadened its Rx portfolio. The acquisition of a product portfolio from Fera Pharmaceuticals expanded ophthalmic offerings and strengthened Perrigo's position within the Rx. Moreover, purchase of the controlling interest in Cobrek Pharmaceuticals strengthened its position in foam-based technologies for the U.S. Rx products. Going forward, management aims to make more of such deals & acquisition activities.

▲ **Focus on the OTC Market:** Perrigo expanded its product offerings in the OTC market through a number of targeted acquisitions since 2015. These include: Omega Pharma, Patheon's Mexican operations, ScarAway, Naturwohl Pharma and acquisition of a portfolio of certain established OTC brands from Glaxo, J&J and Merck

With growth in the OTC market on track as consumer demographics and dynamics drive the use of OTC products, Perrigo has identified potential Rx-to-OTC switches worth multibillion dollars, a key one being the OTC version of AstraZeneca's heartburn drug Nexium in September 2017. These deals boost the company's leading position. The company gained market share in U.S. OTC segment in 2019 on the back of higher sales of existing and new products.

▲ **Encouraging Restructuring Initiatives:** In the first quarter of 2019, Perrigo initiated a transformation process to change itself from a healthcare company to a self-care company. The transformation is anticipated to support and accelerate future growth at the company. The company has reconfigured its marketed portfolio and is accelerating its innovation pipeline. The company has also initiated cost savings program as part of the transformation process which is expected to generate \$100 million in annualized cost. The company is looking to partner with a leading cannabidiol company to capture the growing market.

In May 2019, the company agreed to sell its animal health unit to PetIQ as part of the transformation process. In August 2018, the company announced its plan to divest its RX segment to unlock shareholder value. The segment has been facing pricing pressure amid competition and the separation is likely to help Perrigo focus on expanding its leading consumer business. The company carried on with its preparation for the divestment in 2019. However, it is yet to determine a timeline for completion.

The divestiture of Tysabri royalty stream to RPI Finance Trust generated \$2.2 billion in cash, which was partly used to reduce debt. The company is eligible to receive additional income in royalties.

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## Reasons To Sell:

▼ **Regulatory Investigations:** The U.S. Department of Justice Antitrust Division has conducted several investigations at Perrigo seeking information about its drug pricing practices. Several investigations are underway. In February 2018, a trial was set to investigate monopolization of bacitracin ophthalmic ointment in the United States. Although the case was finally settled, any such allegation in the future will impact the company's goodwill. In December 2018, the company received a notice from the Irish tax authorities for a tax liability of \$1.9 billion (€1.636 billion) related to Elan Pharma. The company has appealed against the decision and a judicial review is underway.

Perrigo's businesses continue to be impacted by pricing and other macro-economic pressures. Stiff competition remains a threat as well.

In March 2017, Perrigo received a notice of delisting from NYSE, as the company was unable to comply with the continued listing requirements under the timely filing criteria. Though the company filed its financial reports before the expiry of the extension period, such warnings always hurt a company's goodwill/reputation.

▼ **Pricing & Other Macro-Economic Pressures:** Pricing pressures and changing dynamics in the U.S. businesses, particularly in the Rx segment, is hurting the company's sales. The reduced pricing is attributable to a variety of factors including a shift in focus from customers to capturing supply chain productivity savings, low raw material pricing, loss of exclusivity on certain products and consolidation of certain customers in the Rx segment. The segment continues to experience a significant year-over-year reduction in pricing due to competitive pressure.

Meanwhile, the Rx segment is facing intense competition from other generic drug producers as well as brand-name pharmaceutical companies launching their own generic version of their branded products. These include Par Pharmaceuticals, Apotex Corp., Glenmark Generics Inc., Impax Laboratories, Inc., Mylan, Prasco, LLC, Sandoz, Sun Pharmaceuticals, Taro Pharmaceuticals, Teva Pharmaceutical Industries Ltd., and Akorn.

Although the markets for OTC pharmaceuticals and infant formula holds potential, these are subject to higher competition from brand-name pharmaceutical and consumer product companies. Perrigo's primary competitors include LNK International, Inc., PL Developments, Dr. Reddy's Labs, Johnson & Johnson, Pfizer, Bayer AG, GSK, Abbott Nutrition and Mead Johnson Nutrition Co.

▼ **New Product Sales Insufficient:** Sales of the new products and innovation in Perrigo's core brand products have not been enough to offset the decline in sales due to price competition and loss of sales from discontinued products.

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## Last Earnings Report

### Perrigo Misses on Q4 Earnings, Beats on Sales

Perrigo reported fourth-quarter 2019 adjusted earnings of \$1.06 per share, which missed the Zacks Consensus Estimate of \$1.08. However, the bottom line increased 9.3% year over year.

Net sales increased 10.7% year over year to \$1.32 billion, beating the Zacks Consensus Estimate of \$1.3 billion by a slight margin. The year-over-year growth was mainly due to the addition of products from the recently closed Ranir acquisition and higher demand for existing products. Sales of \$58 million from new products were partially offset by a loss of \$9 million in sales from discontinued products. Sales rose 13.4% excluding the impact of foreign currency movement.

Quarter Ending **12/2019**

Report Date	<b>Feb 27, 2020</b>
Sales Surprise	<b>0.71%</b>
EPS Surprise	<b>-2.75%</b>
Quarterly EPS	<b>1.06</b>
Annual EPS (TTM)	<b>4.03</b>

### Segment Discussion

**CSCA:** Net sales of the segment in the fourth quarter of 2019 came in at \$710.5 million, up 15.2% year over year, driven by higher sales of over-the-counter ("OTC") and nutrition businesses, and \$52 million of net sales from products added after the Ranir acquisition. Excluding net sales from exited businesses, additional sales from Ranir's products and the impact of foreign currency movement, net sales at CSCA increased approximately 10.6%.

**CSCI:** The segment reported net sales of \$356 million, up 8.2% from the year-ago period. The growth was driven by new product sales of \$23 million, especially weight loss product XLS Forte 5, and \$22 million of net sales from Ranir's products, as well as higher sales from store brand business in the United Kingdom. Excluding net sales from Ranir's products and the impact of foreign currency movement, sales increased 4.3%.

**Rx Segment:** Net sales of the segment increased 2.8% to \$256 million. The upside can be attributed to new product sales of \$19 million and higher volumes of existing products. The company lost \$6 million in sales from discontinued products. Pricing pressure in this segment unfavorably impacted sales.

### 2020 Guidance

Perrigo provided its guidance for adjusted earnings and net sales in 2020. It expects adjusted earnings to be in the range of \$3.95 to \$4.15 per share. It anticipates net sales to grow 6-7% year over year in 2020. Organic growth, excluding foreign currency fluctuations, in net sales is expected to be approximately 3%.

## Recent News

### Receives FDA Approval for ProAir Generic – Feb 24

Perrigo and its partner, Catalent Pharma Solutions, announced that the FDA has approved its regulatory application seeking approval for AB-rated generic version of Teva's ProAir. ProAir is approved for treating bronchospasm with reversible obstructive airway disease and for the prevention of exercise-induced bronchospasm in patients aged four years or older. Per IQVIA, the drug's sales in the last 12 months were \$1.4 billion million. Perrigo's generic version of ProAir is the first AB-rated generic version of the drug to receive FDA's approval.

### Acquires High Ridge Brands' Oral Care Assets – Feb 24

Perrigo announced that it has entered into an agreement to acquire the oral care assets of High Ridge Brands for \$113 million in cash. The deal is expected to boost its oral self-care portfolio and is expected to close in the first quarter of 2020.

### Announces Leadership Transition – Feb 7

Perrigo announced that Jeff Needham will step down from his current role as executive vice president and president of CSCA segment on Mar 23, 2020. He will serve in an advisory role until his retirement on Sep 30, 2020. Rich Sorota will assume Needham's role on Mar 30. Rich currently serves as chief executive officer and president of Ranir.

## Valuation

Perrigo's shares are down 3.9% in the year-to-date period but up 0.8% over the trailing 12-month period. Stocks in the Zacks sub-industry and sector are down 23.1% and 16.9% in the year-to-date period. Over the past year, stocks in the sub-industry and sector are down 21.3% and 18.3%, respectively.

The S&P 500 Index is down 21.4% in the year-to-date period and 11.6% in the past year.

The stock is currently trading at 12.03X forward 12-month earnings per share, which compares to 18.9X for the Zacks sub-industry, 17.53X for the Zacks sector and 14.79X for the S&P 500 index.

Over the past five years, the stock has traded as high as 26.53X and as low as 7.83X, with a 5-year median of 13.6X. Our Neutral recommendation indicates that the stock will perform in-line with the market. Our \$53.00 price target reflects 12.85X forward 12-month earnings per share.

The table below shows summary valuation data for PRGO

Valuation Multiples - PRGO					
		Stock	Sub-Industry	Sector	S&P 500
P/E F12M	Current	12.03	18.9	17.13	14.79
	5-Year High	26.53	25.36	21.08	19.34
	5-Year Low	7.83	17.01	15.81	14.79
	5-Year Median	13.6	19.53	18.73	17.42
P/S F12M	Current	1.33	3.03	2.33	2.71
	5-Year High	6.12	3.98	3.84	3.43
	5-Year Low	1.03	2.88	2.33	2.54
	5-Year Median	2.18	3.21	2.96	3
P/B TTM	Current	1.16	2.39	3.81	3.4
	5-Year High	3.12	4.3	5.05	4.55
	5-Year Low	0.88	2.21	3.45	2.85
	5-Year Median	1.72	2.77	4.32	3.63

As of 03/17/2020

## Industry Analysis Zacks Industry Rank: Top 21% (52 out of 253)



## Top Peers

Abbott Laboratories (ABT)	Neutral
Bayer Aktiengesellschaft (BAYRY)	Neutral
GlaxoSmithKline plc (GSK)	Neutral
Johnson & Johnson (JNJ)	Neutral
Mallinckrodt public limited company (MNK)	Neutral
Mylan N.V. (MYL)	Neutral
Novartis AG (NVS)	Neutral
Dr. Reddys Laboratories Ltd (RDY)	Neutral

Industry Comparison Industry: Medical - Products				Industry Peers		
	PRGO Neutral	X Industry	S&P 500	MNK Neutral	MYL Neutral	RDY Neutral
<b>VGM Score</b>	<b>D</b>	-	-	<b>A</b>	<b>B</b>	<b>B</b>
Market Cap	6.76 B	259.94 M	17.72 B	142.31 M	8.04 B	6.15 B
# of Analysts	7	2	13	8	9	2
Dividend Yield	1.81%	0.00%	2.51%	0.00%	0.00%	0.71%
<b>Value Score</b>	<b>C</b>	-	-	<b>A</b>	<b>A</b>	<b>B</b>
Cash/Price	0.06	0.11	0.06	3.09	0.06	0.04
EV/EBITDA	14.26	0.62	10.97	-12.35	6.98	11.35
PEG Ratio	4.78	2.09	1.54	0.02	1.32	NA
Price/Book (P/B)	1.16	2.53	2.39	0.07	0.68	2.95
Price/Cash Flow (P/CF)	7.17	14.98	9.36	0.08	1.87	13.75
P/E (F1)	11.94	22.09	13.98	0.26	3.51	26.12
Price/Sales (P/S)	1.40	3.68	1.87	0.04	0.70	2.53
Earnings Yield	8.34%	0.43%	7.13%	391.12%	28.45%	3.83%
Debt/Equity	0.58	0.10	0.70	2.44	0.94	0.01
Cash Flow (\$/share)	6.92	-0.00	7.01	20.20	8.33	2.70
<b>Growth Score</b>	<b>D</b>	-	-	<b>B</b>	<b>C</b>	<b>B</b>
Hist. EPS Growth (3-5 yrs)	-14.07%	11.68%	10.85%	2.51%	2.42%	-0.76%
Proj. EPS Growth (F1/F0)	2.66%	10.05%	5.38%	-25.56%	0.33%	-13.41%
Curr. Cash Flow Growth	-9.84%	2.12%	6.15%	10.71%	-3.91%	29.21%
Hist. Cash Flow Growth (3-5 yrs)	-1.06%	8.20%	8.55%	10.87%	16.74%	-0.91%
Current Ratio	2.06	2.72	1.24	1.28	1.21	1.81
Debt/Capital	36.71%	14.28%	42.57%	70.96%	48.55%	0.81%
Net Margin	3.02%	-12.35%	11.57%	-31.51%	0.15%	9.62%
Return on Equity	9.56%	-9.59%	16.74%	27.05%	19.35%	18.08%
Sales/Assets	0.43	0.60	0.54	0.31	0.37	0.75
Proj. Sales Growth (F1/F0)	4.85%	6.41%	3.33%	-9.05%	9.48%	8.93%
<b>Momentum Score</b>	<b>F</b>	-	-	<b>F</b>	<b>F</b>	<b>C</b>
Daily Price Chg	8.96%	1.08%	5.62%	-6.11%	3.52%	3.84%
1 Week Price Chg	-12.94%	-16.67%	-11.01%	3.75%	-2.27%	-8.63%
4 Week Price Chg	-15.81%	-26.92%	-28.54%	-63.50%	-26.83%	-18.05%
12 Week Price Chg	-7.23%	-25.64%	-25.74%	-54.20%	-21.52%	-9.65%
52 Week Price Chg	0.79%	-32.00%	-18.88%	-92.71%	-45.60%	-6.22%
20 Day Average Volume	1,760,337	222,219	3,651,283	10,475,970	8,903,190	177,490
(F1) EPS Est 1 week change	0.00%	0.00%	0.00%	-0.68%	-0.47%	0.00%
(F1) EPS Est 4 week change	-8.66%	0.00%	-0.58%	-3.47%	-1.63%	0.00%
(F1) EPS Est 12 week change	-5.44%	-1.13%	-1.18%	-2.98%	-0.85%	-5.96%
(Q1) EPS Est Mthly Chg	-12.21%	0.00%	-0.77%	0.63%	-2.13%	NA

## Zacks Style Scores

The Zacks Style Score is as a complementary indicator to the Zacks rating system, giving investors a way to focus on the highest rated stocks that best fit their own stock picking preferences.

Academic research has proven that stocks with the best Value, Growth and Momentum characteristics outperform the market. The Zacks Style Scores rate stocks on each of these individual styles and assigns a rating of A, B, C, D and F. We also produce the VGM Score (V for Value, G for Growth and M for Momentum), which combines the weighted average of the individual Style Scores into one score. This is perfectly suited for those who want their stocks to have the best scores across the board.

Value Score	C
Growth Score	D
Momentum Score	F
VGM Score	D

As an investor, you want to buy stocks with the highest probability of success. That means buying stocks with a Zacks Recommendation of Outperform, which also has a Style Score of an A or a B.

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