# Progressing our strategy

Second quarter results to June 30, 2013

Flemming Ornskov, MD
Chief Executive Officer

Graham Hetherington Chief Financial Officer



# THE "SAFE HARBOR" STATEMENT UNDER THE PRIVATE SECURITIES LITIGATION REFORM ACT OF 1995

Statements included herein that are not historical facts are forward-looking statements. Such forward-looking statements involve a number of risks and uncertainties and are subject to change at any time. In the event such risks or uncertainties materialize, Shire's results could be materially adversely affected. The risks and uncertainties include, but are not limited to, that:

- Shire's products may not be a commercial success;
- revenues from ADDERALL XR® are subject to generic erosion;
- the failure to obtain and maintain reimbursement, or an adequate level of reimbursement, by third-party payors in a timely manner for Shire's products may impact future revenues and earnings;
- Shire relies on a single source for manufacture of certain of its products and a disruption to the supply chain for those products may result in Shire being unable to continue marketing or developing a product or may result in Shire being unable to do so on a commercially viable basis;
- Shire uses third party manufacturers to manufacture many of its products and is reliant upon third party contractors for certain goods and services, and any inability of these third party manufacturers to manufacture products, or any failure of these third party contractors to provide these goods and services, in each case in accordance with its respective contractual obligations, could adversely affect Shire's ability to manage its manufacturing processes or to operate its business;
- the development, approval and manufacturing of Shire's products is subject to extensive oversight by various regulatory agencies and regulatory approvals or interventions associated with changes to manufacturing sites, ingredients or manufacturing processes could lead to significant delays, increase in operating costs, lost product sales, an interruption of research activities or the delay of new product launches;
- the actions of certain customers could affect Shire 's ability to sell or market products profitably and fluctuations in buying or distribution patterns by such customers could adversely impact Shire's revenues, financial conditions or results of operations;
- investigations or enforcement action by regulatory authorities or law enforcement agencies relating to Shire's activities in the highly regulated
  markets in which it operates may result in the distraction of senior management, significant legal costs and the payment of substantial
  compensation or fines;
- adverse outcomes in legal matters and other disputes, including Shire's ability to obtain, maintain, enforce and defend patents and other
  intellectual property rights required for its business, could have a material adverse effect on Shire's revenues, financial condition or results of
  operations;

and other risks and uncertainties detailed from time to time in Shire's filings with the U.S. Securities and Exchange Commission, including those risks outlined in "Item 1A: Risk Factors" in Shire's Form 10-K for the year ended December 31, 2012.



## Agenda

**Good performance and strategy progression** 



Flemming Ornskov, MD

Financial review and 2013 outlook



Graham Hetherington

**Summary** 



Flemming Ornskov, MD

**Q & A** 

All



- Good performance
- Strategy progression
- Deeper insight into pipeline
  - Dry eye disease
  - Binge eating disorder

Flemming Ornskov, MD
Chief Executive Officer



## Accelerating product sales growth through 2013



We anticipate delivering full year double digit Non GAAP earnings growth



## Two strategic priorities

In-line

**Pipeline** 

Drive optimum
performance from our
currently marketed
products

Build our future assets through both R&D and Business Development

# **ADHD:** initiatives to fuel VYVANSE® growth

- Renewed emphasis on pediatric market in time for Back-to-School period
- Added 50 incremental reps to specifically detail prescribers
  - Comprising 30 new reps hired and 20 reassigned from educational roles
- Increased coverage of the faster growing adult market
- Refocused all field activities on prescribers

## **Back-to-School (BTS) Opportunity**

- There is a significant market opportunity during BTS (Aug-Oct)
  - 30% of pediatric market is available during BTS months
- Primary focus on pediatric and adolescent market share growth supported by:
  - Enhanced incentive compensation plan
  - New marketing messages and materials
  - New patient trial and access resources
  - Increased investment in online promotion for Health Care Providers and Consumers



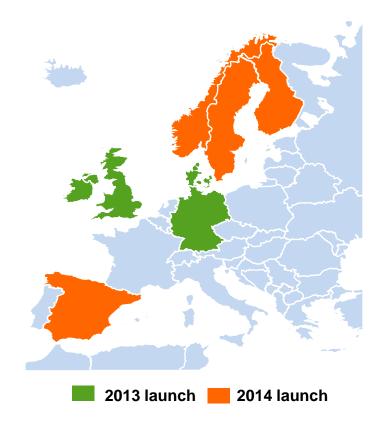


Please see full prescribing information



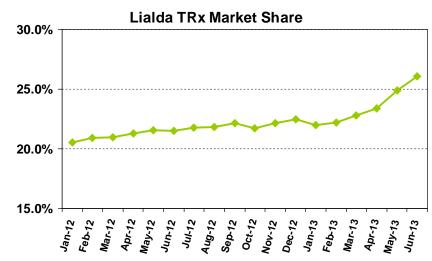
# **ELVANSE®: international expansion on track**

- Launches underway in UK, Denmark, Germany, Ireland
- 2014 launches planned for Spain, Sweden, Norway and Finland
- Eight target countries represent
   ~ 75% of the EU ADHD market



# LIALDA®/MEZAVANT®: Capitalizing on growth opportunities

- 46% Growth in Q2 2013 Sales vs. prior year and 37% versus Q1 2013
  - US Lialda TRx growth is the main driver, strong growth ex-US in Australia, Canada & Spain
  - Favorable stocking trends & growth in US non-retail vs. Q1
- 5-ASA market leadership in the US and worldwide
  - ASACOL manufacturing cessation in the US provided opportunity
  - Lialda is now the market leading 5-ASA by Rx volume in the US
  - Shire 5-ASA franchise\* is the global market leader in sales and Rx
- Favorable MCO formulary positioning
  - 9 out of 10 UC patients can now access Lialda in the US without managed care access restrictions
- Further, moderate share growth expected
  - Usage continues to grow among prescribers



\*Lialda/Mezavant & Pentasa (US only)



# FIRAZYR®: strong uptake in US continues

- Firazyr now has a high and growing share of all treated US acute attacks, according to our market research
- Physician and patient interest and feedback continue to be highly positive



# **REPLAGAL®:** strong leader in our markets

- Retaining a majority of patients that switched to Replagal and strong growth in naïve patients
- More commercial resources added
- We expect Replagal revenues to increase in second half\*

Competing effectively: growing patient numbers

\* Compared to the first half of 2013.



## Two strategic priorities

In-line

**Pipeline** 

Drive optimum
performance from our
currently marketed
products

Build our future assets through both R&D and Business Development

## Building an innovative pipeline to deliver future growth

**Discovery and Preclinical** Phase 1 Phase 2 Phase 3 Registration Broad portfolio of discovery **SPD606** FIRAZYR (EU) LDX\* (Japan) **HGT1110** (Lifitegrast) and preclinical assets from ACE inhibitor-induced MLD<sup>(1)</sup> **ADHD** AE (6) Dry eve disease internal research and BD **SPD602** LDX\* (Ferrokin) BED Iron overload **SRM003** LDX\* Acute Vascular MDD Repair HGT-ROP-001 FIRAZYR (US) (PREMIPLEX®) ACE inhibitor-Prevention of ROP (2) induced AE (5) **HGT2310** INTUNIV® (EU) Hunter CNS<sup>(3)</sup> **ADHD SPD555 (US) HGT1410** Chronic Changes since Q1 2013 results: Sanfilippo A<sup>(4)</sup> Constipation<sup>(5)</sup> INTUNIV approved in Canada Discontinued **ABH001**  SPD554 (selective α2A agonist) EΒ SPD557 (rGERD) **XAGRID®** (Japan) Notes Essential Lisdexamfetamine dimesylate, active ingredient in VYVANSE/ELVANSE. Thrombocythaemia (1) HGT1110 is currently in a Phase 1/2 clinical trial. (2) Retinopathy of prematurity (ROP) is a Rare Disease. **INTUNIV** (Japan) (3) HGT2310 has completed its Ph 1/2 clinical trial and preparation is underway for a Ph 3 trial. **ADHD** (4) HGT1410 has completed its Ph 1/2 clinical trial and preparation is underway for a Ph 2b trial. (5) Phase 3 ready.

Application for EU label change, based on an investigator sponsored trail was, filed in December 2012.

## Lifitegrast – Dry eye is a significant commercial opportunity



- One of the most common complaints to eye care specialists
- Inflammatory ocular surface disease giving rise to discomfort, dryness, gritty sensation, blurred vision

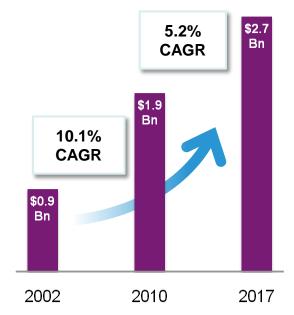
# 25M people affected in the US

9M moderate to severe sufferers

<10% patients currently on prescription therapy

Source: 2011 Marketscope, LLC Comprehensive Report on the Global Market for Dry eye Products

### Potential global market of \$2.7 Billion



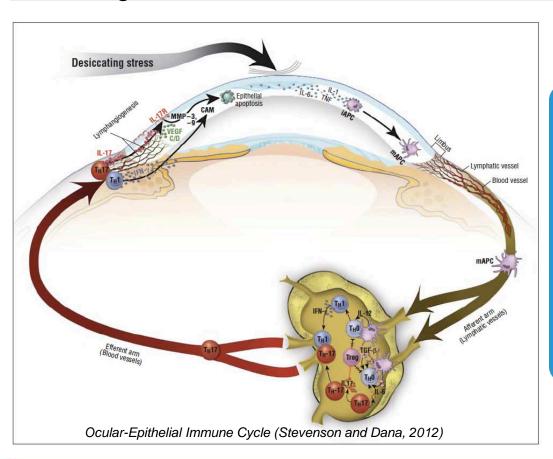
Source: GBI Research Oct 2011



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## Potential next generation therapy

Lifitegrast reduces chronic inflammation by inhibiting LFA-1/ICAM-1 binding that influences T-cell activation, mobility, and cytokine release



Hypothesis

Break cycle of chronic
T-cell mediated
inflammation

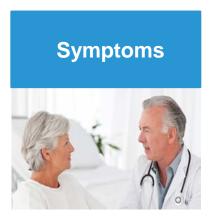


## How is Dry eye efficacy assessed?



Objective measures of damage to the ocular surface

- Fluorescein corneal surface
- Lissamine conjunctival surface
- Staining = cell death / injury



Patient reported symptom score (0 – 100) based on questionnaire

- Discomfort, dryness
- Gritty sensation
- Sensitivity to light/ blurred vision

# Lifitegrast: development program on track

| Patient population  | 18 Years and older with history of dry eye in both eyes   | 18 Years and older with history of dry eye in both eyes   | 18 Years and older with history of dry eye in both eyes  |
|---------------------|---|---|--|
| Phase/study         | Ph 3 OPUS-1   | Ph 3 OPUS-2   | Ph 3 SONATA  |
| # of patients       | N=588   | N~700   | N~300  |
| Design              | Multicenter, Randomized, Double-<br>Masked and Placebo-Controlled<br>Study  | Multicenter, Randomized, Double-<br>Masked and Placebo-Controlled<br>Study • Patients must have used<br>Artificial Tears within 30 days   | Multicenter, Randomized, Double-Masked and Placebo-Controlled Study  Long-term safety  1-year duration |
| Primary<br>endpoint | <ul> <li>Inferior Corneal Fluorescein<br/>Staining</li> <li>Visual-related function subscale<br/>of OSDI</li> <li>Safety and tolerability of<br/>lifitegrast Ophthalmic Solution<br/>(5.0%) compared to placebo,<br/>including incidence and severity<br/>of ocular and non-ocular adverse<br/>events.</li> </ul> | <ul> <li>Corneal staining score</li> <li>Patient-reported dryness score</li> <li>Safety and tolerability of<br/>lifitegrast Ophthalmic Solution<br/>(5.0%) compared to placebo,<br/>including incidence and severity<br/>of ocular and non-ocular<br/>adverse events</li> </ul> | The Safety of Lifitegrast as<br>assessed by ocular and Non-<br>Ocular AEs                              |
| Status              | Results reported Oct 2012   | <ul><li>Fully enrolled</li><li>Pivotal headline data expected<br/>1Q 2014</li></ul>   | Fully enrolled   |



# Binge eating disorder: an emerging treatment area with high potential

# **Emerging** science

- Significant increase in the science surrounding BED
- Increased disease awareness leading to a larger number of articles in print

New DSM classification

 Newly recognized as a disorder in the main section in DSM-5\* (May 2013)

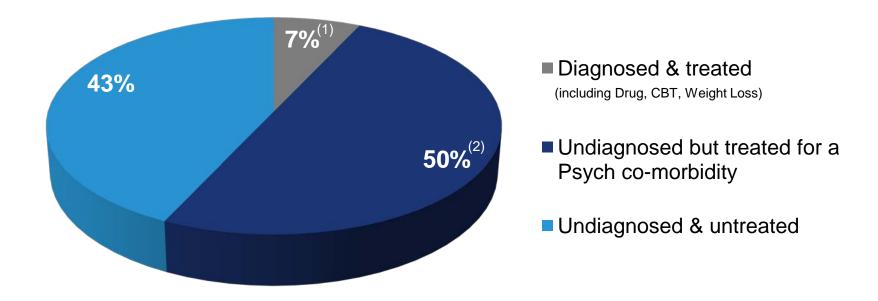
Market ready for education on diagnosis and treatment



To be as brave as the people we help.

# BED is a prevalent condition but is often not diagnosed and treated in the US

### 3 Million US adults suffer from BED (prevalence 1.2%)



# Typical BED patient: Not easily noticeable - obesity rates similar to national average

### Who are they? (1)

- Average age of onset for BED 25.4yrs, Average Duration: 8.1 yrs
- 67% are 18-44 years old
- 70% female
- 79% have life time psych co-morbidities

### What do they do?

- Consume large amount of food short duration
- Feel great guilt and shame

### What do they think?

- Bingeing is something I do vs. something I have
- It is a character flaw cannot control my binge episodes on my own

### What do they want?

- To stop the binge and more importantly the urge to binge
- Don't want to live with this shame any longer

### What is their environment?

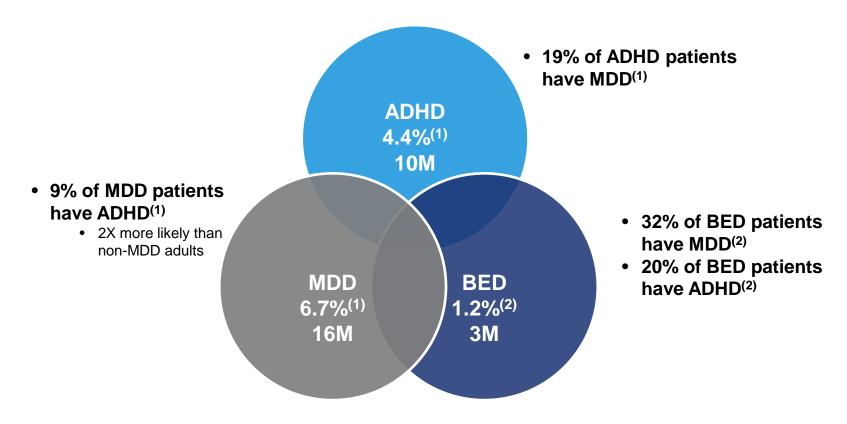
- Within the neighborhood friend, or colleague at work
- Bingeing occurs in private disorder is hidden from community



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# Patients that suffer from ADHD, MDD, or BED are at higher risk for a second condition

### 12-Month Prevalence of ADHD, MDD, BED in Adults





To be as brave as the people we help.

# LDX BED program update: ahead of schedule

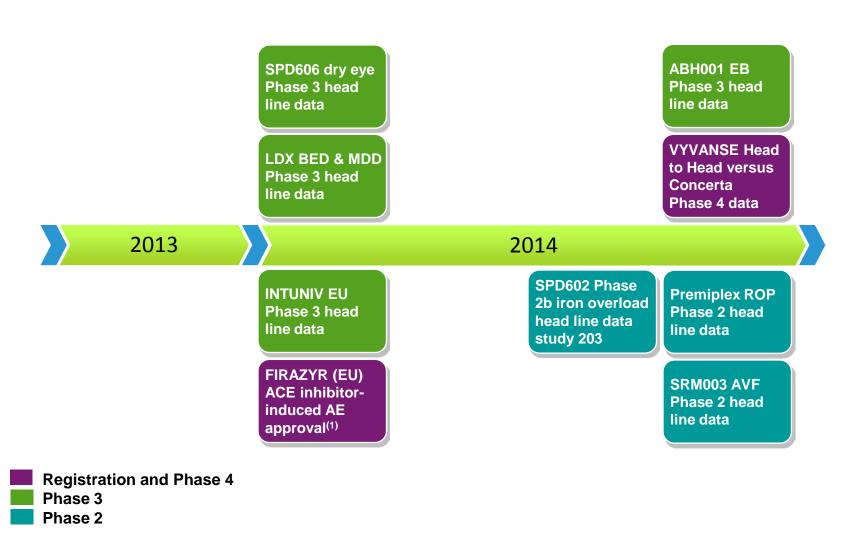
| Patient population | Adults Aged 18-55 Years With<br>Moderate to Severe Binge eating<br>disorder  | Adults Aged 18-55 Years With<br>Moderate to Severe Binge eating<br>disorder   | Adults Aged 18-55 Years With<br>Moderate to Severe Binge<br>eating disorder   |
|--------------------|--|---|---|
| Phase/study        | Ph 3 '343' study   | Ph 3 '344' study  | Ph 3 '345' study<br>Open label extension from<br>patients in studies 208, 343, 344  |
| # of patients      | N~356  | N~356   | N~530   |
| Design             | <ul> <li>Multicenter, Randomized, Double-blind, Parallel-group, Placebo-controlled, Dose-optimization Study</li> <li>50-70mg LDX once daily</li> <li>12 weeks</li> </ul> | <ul> <li>Multicenter, Randomized,<br/>Double-blind, Parallel-group,<br/>Placebo-controlled, Dose-<br/>optimization Study</li> <li>50-70mg LDX once daily</li> <li>12 weeks</li> </ul> | <ul> <li>Multicenter, Open-label, 12 Month Extension Safety and Tolerability Study</li> <li>Start date Aug -12</li> <li>50-70mg LDX once daily</li> <li>52 weeks</li> </ul> |
| Primary endpoint   | Binge days per week  | Binge days per week   | <ul> <li>Occurrence of treatment-<br/>emergent adverse events<br/>(TEAEs) as a measure of safety</li> <li>Columbia Suicide Severity<br/>Rating Scale (C-SSRS)</li> </ul>    |
| Status             | Pivotal study results expected 1Q 2014   | Pivotal study results expected 1Q 2014  | Pivotal study results expected 1Q 2014  |

## Building an innovative pipeline to deliver future growth

**Discovery and Preclinical** Phase 1 Phase 2 Phase 3 Registration Broad portfolio of discovery **SPD606** FIRAZYR (EU) LDX\* (Japan) **HGT1110** (Lifitegrast) and preclinical assets from ACE inhibitor-induced MLD<sup>(1)</sup> **ADHD** AE (6) Dry eve disease internal research and BD **SPD602** LDX\* (Ferrokin) BED Iron overload **SRM003** LDX\* Acute Vascular MDD Repair HGT-ROP-001 FIRAZYR (US) ACE inhibitor-(PREMIPLEX) induced AE (5) Prevention of ROP (2) **HGT2310** INTUNIV® (EU) Hunter CNS<sup>(3)</sup> **ADHD SPD555 (US) HGT1410** Chronic Changes since Q1 2013 results: Sanfilippo A<sup>(4)</sup> Constipation(5) INTUNIV approved in Canada Discontinued **ABH001**  SPD554 (selective α2A agonist) EΒ SPD557 (rGERD) XAGRID (Japan) Essential Notes Thrombocythaemia Lisdexamfetamine dimesylate, active ingredient in VYVANSE/ELVANSE. (1) HGT1110 is currently in a Phase 1/2 clinical trial. (2) Retinopathy of prematurity (ROP) is a Rare Disease. **INTUNIV** (Japan) (3) HGT2310 has completed its Ph 1/2 clinical trial and preparation is underway for a Ph 3 trial. **ADHD** (4) HGT1410 has completed its Ph 1/2 clinical trial and preparation is underway for a Ph 2b trial. (5) Phase 3 ready.

Application for EU label change, based on an investigator sponsored trail was, filed in December 2012.

## Significant clinical milestones



(1)

# Financial review and 2013 outlook

**Graham Hetherington Chief Financial Officer** 



# Improved product sales growth drives Q2 performance

|   | Q2 2013<br>\$m | Q2 2012<br>\$m | Reported<br>Growth | Like for Like<br>Growth <sup>(1)</sup> |
|---|----------------|----------------|--------------------|--|
| Product sales                               | 1,230          | 1,148          | +7%                | +8%                                    |
| Product sales excluding ADDERALL XR         | 1,118          | 1,014          | +10%               | +11%                                   |
| Royalties and other revenues                | 45             | 60             | -26%               | -26%                                   |
| Total revenues                              | 1,275          | 1,208          | +6%                | +6%                                    |
| EBITDA <sup>(1)</sup>                       | 483            | 448            | +8%                | +7%                                    |
| EBITDA % of product sales <sup>(1)(2)</sup> | 36%            | 34%            | 187bp              |  |
| EPS - ADS <sup>(1)</sup>                    | \$1.79         | \$1.68         | +6%                |  |
| Cash generation <sup>(1)</sup>              | 374            | 520            | -28%               |  |

<sup>(1)</sup> These are Non GAAP financial measures. See appendix for a list of items excluded from the US GAAP equivalent used to calculate these measures.

<sup>(2)</sup> Excluding royalties and other revenues.



# Majority of top ten products deliver double digit growth

|                                     | Q2 2013 | Q2 2012 | Reported | <u>Growth</u> | CER Growth |
|-------------------------------------|---------|---------|----------|---------------|------------|
|                                     | \$m     | \$m     | \$m      | %             | %          |
|                                     |         |         |          |               |            |
| VYVANSE                             | 300     | 266     | 34       | +13%          | +13%       |
| ELAPRASE                            | 149     | 122     | 27       | +22%          | +25%       |
| LIALDA / MEZAVANT                   | 138     | 94      | 44       | +46%          | +46%       |
| REPLAGAL                            | 114     | 123     | (9)      | -7%           | -5%        |
| INTUNIV                             | 90      | 69      | 21       | +31%          | +31%       |
| VPRIV                               | 83      | 83      | -        | -             | +1%        |
| PENTASA                             | 74      | 64      | 10       | +15%          | +15%       |
| FIRAZYR                             | 50      | 32      | 18       | +56%          | +56%       |
| DERMAGRAFT                          | 22      | 52      | (30)     | -57%          | -57%       |
| OTHER                               | 98      | 109     | (11)     | -9%           | -8%        |
| Product sales excluding ADDERALL XR | 1,118   | 1,014   | 104      | +10%          | +11%       |
| ADDERALL XR                         | 112     | 134     | (22)     | -16%          | -16%       |
| Product sales                       | 1,230   | 1,148   | 82       | +7%           | +8%        |



# **Continuing delivery of operating leverage**

| Year on Year:                 | 2013 YTD | 2012 YTD |
|-------------------------------|----------|----------|
| Product sales                 | +4%      | +20%     |
| <b>R&amp;D</b> <sup>(1)</sup> | +15%     | +15%     |
| SG&A <sup>(1)</sup>           | -10%     | +15%     |
| Combined R&D and SG&A(1)      | -2%      | +15%     |

#### Ratios:

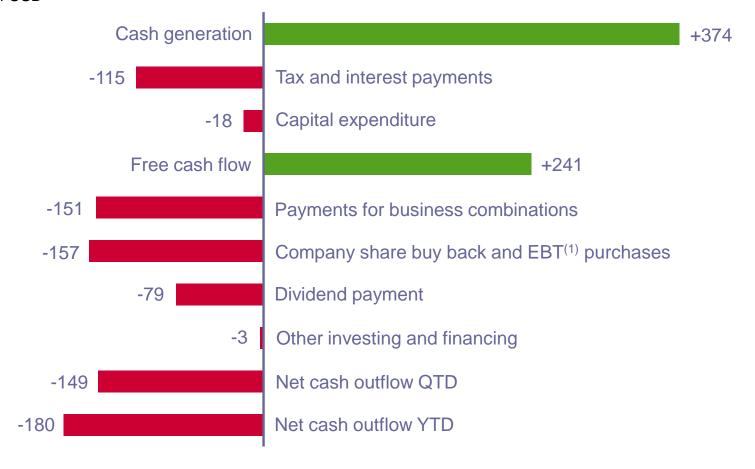
| % of product sales          |       |     |
|-----------------------------|-------|-----|
| Gross margin <sup>(1)</sup> | 87%   | 87% |
| R&D <sup>(1)</sup>          | 19% < | 18% |
| SG&A <sup>(1)</sup>         | 32%   | 38% |
| EBITDA <sup>(1) (2)</sup>   | 35% < | 32% |

- (1) These are Non GAAP financial measures. See appendix for a list of items excluded from the US GAAP equivalents used to calculate these measures.
- (2) Excluding royalties and other revenues.



# Good cash generation in Q2

Millions of USD



Note: Shire has a revolving 5 year credit facility of \$1.2bn signed in November 2010 which remained undrawn as at June 30, 2013.

1) Employee Benefit Trust ("EBT").



To be as brave as the people we help.

# Anticipate delivering double digit Non GAAP earnings growth in 2013

|                              |                         | Full year 2013 dynamics   |   |
|------------------------------|-------------------------|---|---|
|                              | Direction<br>v. FY 2012 | Latest guidance   | Previous guidance   |
| Product sales                | 1                       | Growth in the mid-to-high single digits                               |   |
| Royalties and Other revenues | I                       | Combined royalties & other revenues down 35-40%                       | Combined royalties & other revenues down 30-40%                     |
| Gross margins                | <b>≈</b>                | At a similar level to 2012  |   |
| R&D                          | 1                       | Low double digit growth   | Low-to-mid teens growth   |
| SG&A                         | 1                       | 2-4% lower than 2012  | Marginally lower than 2012  |
| Combined R&D and SG&A        | 1                       | Only marginally higher than 2012                                      | Low single digit growth   |
| Tax rate                     | <b>≈</b>                | Core effective tax rate of 18-20%                                     |   |
| Reported EPS-ADS             | 1                       | Anticipate delivering full year double digit Non GAAP earnings growth | In line with current consensus earnings expectations <sup>(1)</sup> |

<sup>(1)</sup> Based on the consensus update at the time of the Q1 earnings announcement (compiled by Consensus Forecast Ltd as of May 2, 2013) of \$6.67 Non GAAP diluted earnings per ADS for the year ending December 31, 2013.



# Summary

Flemming Ornskov, MD
Chief Executive Officer



## Good performance and progressing our strategy

Strong and sustainable business that meets patients' needs today

Optimising our structure and ways of working, generating a healthy profit and cash flow

Investing in our pipeline to meet the unmet needs of tomorrow

Anticipate delivering full year double digit Non GAAP earnings growth



# **Questions and Answers**



# **Appendix**



# **Operating leverage – Key financial ratios**

| Year on Year:                        | Q2 2013 | Q2 2012 |
|--------------------------------------|---------|---------|
| Product sales                        | +7%     | +16%    |
| <b>R&amp;D</b> <sup>(1)</sup>        | +15%    | +20%    |
| SG&A <sup>(1)</sup>                  | -5%     | +5%     |
| Combined R&D and SG&A <sup>(1)</sup> | +2%     | +10%    |

#### Ratios:

| % of product sales          |     |     |
|-----------------------------|-----|-----|
| Gross margin <sup>(1)</sup> | 87% | 87% |
| R&D <sup>(1)</sup>          | 19% | 18% |
| SG&A <sup>(1)</sup>         | 32% | 36% |
| EBITDA <sup>(1) (2)</sup>   | 36% | 34% |

- (1) These are Non GAAP financial measures. See appendix for a list of items excluded from the US GAAP equivalents used to calculate these measures.
- (2) Excluding royalties and other revenues.



# **Product sales – regional analysis**

|                        | US<br>\$m | Europe<br>\$m | LATAM<br>\$m | Other<br>\$m | Total<br>\$m |
|------------------------|-----------|---------------|--------------|--------------|--------------|
|                        |           |               |              |              |              |
| Q2 2013 product sales  | 829       | 246           | 69           | 86           | 1,230        |
| % of Product sales     | 67%       | 20%           | 6%           | 7%           |              |
| YoY growth             | 7%        | -3%           | 91%          | 6%           | 7%           |
| VTD 2042 product color | 4 500     | 407           | 404          | 470          | 2 247        |
| YTD 2013 product sales | 1,589     | 487           | 101          | 170          | 2,347        |
| % of Product sales     | 68%       | 21%           | 4%           | 7%           |              |
| YoY growth             | 5%        | -2%           | 12%          | 10%          | 4%           |
|                        |           |               |              |              |              |
| FY 2012 product sales  | 2,929     | 983           | 171          | 324          | 4,407        |
| % of Product sales     | 67%       | 22%           | 4%           | 7%           |              |
| YoY growth             | 14%       | 0%            | 33%          | 19%          | 12%          |



To be as brave as the people we help.

# **Royalties & Other revenues**

|                            | Q2 2013<br>\$m | Q2 2012<br>\$m | Reported<br>Growth |
|----------------------------|----------------|----------------|--------------------|
| 3TC and ZEFFIX             | 11             | 10             | +7%                |
| FOSRENOL                   | 11             | 13             | -17%               |
| ADDERALL XR                | 5              | 26             | -81%               |
| REMINYL & Other            | 9              | 7              | +33%               |
| Royalties                  | 36             | 56             | -36%               |
| Other revenues             | 9              | 4              | +111%              |
| Royalties & Other revenues | 45             | 60             | -26%               |



# Shire income statement growth analysis

|                                      | 2012     | 2012     | 2012     | 2012     | 2012     | 2013     | 2013     | FY 2013 Dynamics      |   |
|--------------------------------------|----------|----------|----------|----------|----------|----------|----------|-----------------------|---|
|                                      | Q1       | Q2       | Q3       | Q4       | FY       | Q1       | Q2       | Direction<br>v. FY 12 | Explanations  |
| Total Product Sales                  | \$1,107m | \$1,148m | \$1,055m | \$1,097m | \$4,407m | \$1,117m | \$1,230m | •                     | Growth in the mid-to-high single                      |
| versus prior year                    | +24%     | +16%     | +4%      | +5%      | +12%     | +1%      | +7%      | •                     | digits  |
| Royalties & Other revenues           | \$65m    | \$60m    | \$45m    | \$104m   | \$274m   | \$45m    | \$45m    | ١.                    | Combined royalties & other revenues down 35-40%       |
| versus prior year                    | -22%     | -14%     | -32%     | +11%     | -12%     | -31%     | -26%     | •                     | revenues down 55-4076                                 |
| Total Revenues                       | \$1,172m | \$1,208m | \$1,100m | \$1,201m | \$4,681m | \$1,162m | \$1,275m |                       |   |
| versus prior year                    | +21%     | +14%     | +1%      | +5%      | +10%     | -1%      | +6%      |                       |   |
| Gross Margin <sup>(1) (2)</sup>      | 86%      | 87%      | 85%      | 86%      | 86%      | 87%      | 87%      | <b>≈</b>              | At a similar level to 2012                            |
| Combined R&D and SG&A <sup>(2)</sup> | \$632m   | \$615m   | \$588m   | \$645m   | \$2,480m | \$592m   | \$626m   | <b>1</b>              | Only marginally higher than                           |
| versus prior year                    | +20%     | +10%     | +3%      | +8%      | +10%     | -6%      | +2%      |                       | 2012  |
| Tax Rate <sup>(2)</sup>              | 20%      | 20%      | 18%      | 15%      | 18%      | 19%      | +23%     | <b>≈</b>              | Core effective tax rate of 18-<br>20%                 |
| EPS – ADS <sup>(2)</sup>             | \$1.48   | \$1.68   | \$1.36   | \$1.58   | \$6.10   | \$1.63   | \$1.79   | •                     | Anticipate delivering full year double digit Non GAAP |
| versus prior year                    | +20%     | +26%     | +6%      | +4%      | +14%     | +10%     | +6%      |                       | earnings growth                                       |

- (1) Gross margin calculated as a percentage of product sales.
- (2) These are Non GAAP financial measures. See appendix for a list of items excluded from the US GAAP equivalents used to calculate these measures.



To be as brave as the people we help.

### Non GAAP cash flow measures

| Non GAAP cash generation and free cash flow reconciliation | Q2 2013<br>\$m | Q2 2012<br>\$m |
|--|----------------|----------------|
| Non GAAP cash generation <sup>(1)</sup>                    | 374            | 520            |
| Tax and interest payments, net                             | (115)          | (54)           |
| US GAAP net cash provided by operating activities          | 259            | 466            |
| Capital expenditure  | (18)           | (33)           |
| Non GAAP free cash flow <sup>(2)</sup>                     | 241            | 433            |

<sup>(2)</sup> Non GAAP free cash flow represents net cash provided by operating activities, excluding up-front and milestone payments for in-licensed and acquired products, but including capital expenditure in the ordinary course of business.



<sup>(1)</sup> Non GAAP cash generation represents net cash provided by operating activities, excluding up-front and milestone payments for in-licensed and acquired products, tax and interest payments.

## Non GAAP net cash

|                           | June 30,<br>2013<br>\$m | December 31,<br>2012<br>\$m |
|---------------------------|-------------------------|-----------------------------|
| Cash and cash equivalents | 1,302                   | 1,482                       |
| Convertible bonds         | (1,100)                 | (1,100)                     |
| Other                     | (9)                     | (9)                         |
| Net cash                  | 193                     | 373                         |

### Non GAAP measures

- This presentation contains financial measures not prepared in accordance with US GAAP.
- These Non GAAP financial measures are used by Shire's management to make operating decisions because they
  facilitate internal comparisons of the Company's performance to historical results and to competitors' results. They
  should not be considered in isolation from, as substitutes for, or superior to financial measures prepared in
  accordance with US GAAP.
- The following items are excluded from these non-GAAP financial measures:

#### Amortization and asset impairments:

- Intangible asset amortization and impairment charges; and
- Other than temporary impairment of investments.

#### Acquisitions and integration activities:

- Up-front payments and milestones in respect of in-licensed and acquired products;
- Costs associated with acquisitions, including transaction costs, and fair value adjustments on contingent consideration and acquired inventory;
- Costs associated with the integration of companies; and
- Noncontrolling interest in consolidated variable interest entities.

#### Divestments, re-organizations and discontinued operations:

- Gains and losses on the sale of non-core assets:
- Costs associated with restructuring and re-organization activities;
- Termination costs; and
- Income / (losses) from discontinued operations.

#### Legal and litigation costs:

• Net legal costs related to the settlement of litigation, government investigations and other disputes (excluding internal legal team costs).

