Endo International plc

Q4 and FY 2019
Earnings Report

February 26, 2020

Forward Looking Statements; Non-GAAP Financial Measures

This presentation contains forward looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and Canadian securities legislation. Statements including words such as “believes,” “expects,” “anticipates,” “intends,” “estimates,” “plan,” “will,” “may,” “look forward,” “intend,” “guidance,” “future projects” or similar expressions are forward looking statements. Because these statements reflect our current views, expectations and beliefs concerning future events, these forward looking statements involve risks and uncertainties. Although Endo believes that these forward looking statements and information are based upon reasonable assumptions and expectations, readers should not place undue reliance on them, or any other forward looking statements or information in this news release. Investors should note that many factors, as more fully described in the documents filed by Endo with securities regulators in the United States and Canada including under the caption “Risk Factors” in Endo’s Form 10-K, Form 10-Q and Form 8-K filings, as applicable, with the Securities and Exchange Commission and with securities regulators in Canada on System for Electronic Document Analysis and Retrieval (“SEDAR”) and as otherwise enumerated herein or therein, could affect Endo’s future financial results and could cause Endo’s actual results to differ materially from those expressed in any forward looking statements. The forward looking statements in this presentation are qualified by these risk factors. Endo assumes no obligation to publicly update any forward looking statements, whether as a result of new information, future developments or otherwise, except as may be required under applicable securities law.

This presentation may refer to non-GAAP financial measures, including, among others, adjusted diluted net income per share from continuing operations, adjusted EBITDA, adjusted income from continuing operations, adjusted gross margin, adjusted operating expenses, adjusted effective tax rate, adjusted revenue and adjusted weighted average diluted shares that are not prepared in accordance with accounting principles generally accepted in the United States and that may be different from non-GAAP financial measures used by other companies. Endo utilizes these financial measures because (i) they are used by Endo, along with financial measures in accordance with GAAP, to evaluate Endo's operating performance; (ii) Endo believes that they will be used by certain investors to measure Endo's operating results; (iii) the Compensation Committee of Endo's Board of Directors uses adjusted diluted net income per share from continuing operations and adjusted EBITDA, or measures derived from such, in assessing the performance and compensation of substantially all of Endo's employees, including executive officers and (iv) Endo's leverage ratio, as defined by Endo's credit agreement, is calculated based on non-GAAP financial measures. Endo believes that presenting these non-GAAP measures provides useful information about Endo's performance across reporting periods on a consistent basis by excluding certain items, which may be favorable or unfavorable, pursuant to certain specified procedures. These non-GAAP measures should be considered supplemental to and not a substitute for financial information prepared in accordance with GAAP. Endo's definition of these non-GAAP measures may differ from similarly titled measures used by others. Investors are encouraged to review Endo’s current report on Form 8-K furnished to the SEC on Feb 26, 2020, including exhibit 99.1 thereto, and the appendix slides to this presentation for Endo's definition of the non-GAAP financial measures in this presentation as well as a reconciliation of these non-GAAP financial measures to the most directly comparable GAAP measures.

Today's Agenda

- Overview
- Q4 2019 Segment Results
- Milestones and Pipeline
- 2020 Financial Guidance
- Q&A

2019 Accomplishments

1 Reshape Our Organization for Success

2 Build Our Portfolio & Capabilities for Future

3 Drive Margin Expansion & De-Lever

Other Highlights

- Continued double-digit growth in Branded Specialty portfolio and Sterile Injectables business
- XIAFLEX® franchise grew 24%; VASOSTRICT® grew 17%
- CCH for Cellulite BLA filing accepted by FDA in Nov-19
- Launched 14 products in 2019
- Successful debt refinancing completed in Mar-19
- Favorable FDA decision to remove vasopressin from the 503B Bulks List
- Prevailed in district court ruling defending our Adrenalin® 1ml intellectual property against generic manufacturer
- Settlements to resolve "Track 1" Opioid cases (Cuyahoga and Summit Counties in Ohio) and State of Oklahoma Investigation (January 2020)

Q4 and FY 2019 Snapshot

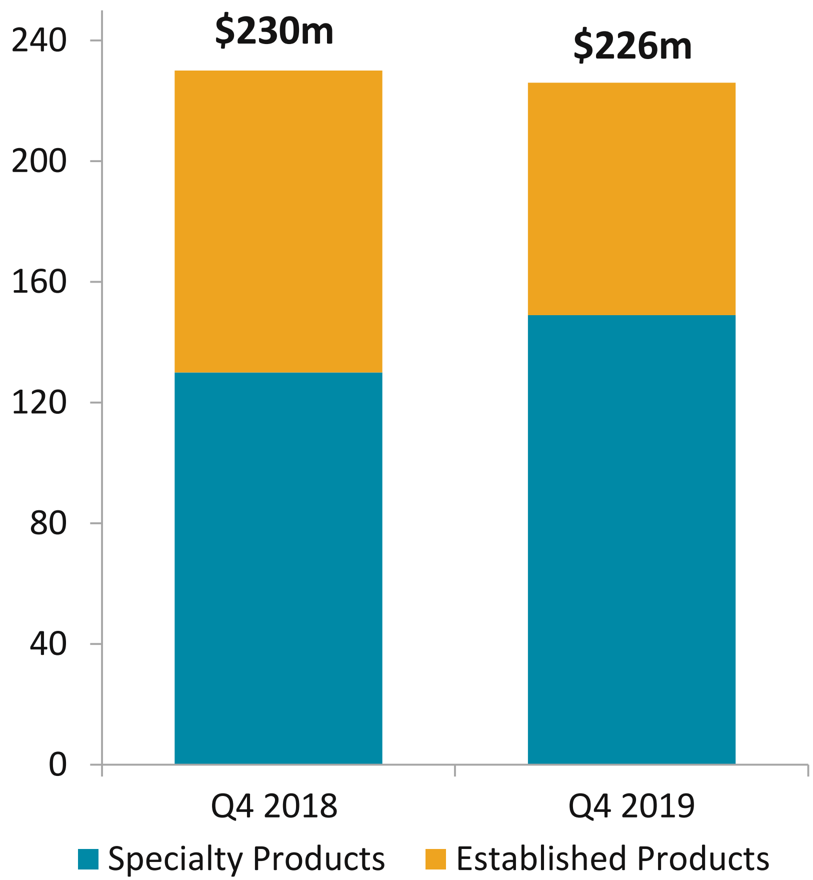
Revenue (US $M)	Q4 2019	Q4 2018	FY 2019	FY 2018
Branded Pharmaceuticals	$226	$230	$855	$863
Sterile Injectables	$285	$259	$1,063	$930
Generic Pharmaceuticals	$226	$264	$880	$1,012
International Pharmaceuticals	$ 29	$ 34	$116	$142
Total	**$765**	**$786**	**$2,914**	**$2,947**

Adjusted EBITDA	**$346**	**$344**	**$1,309**	**$1,357**

Table may not total due to rounding

Q4 2019 Performance: Branded Pharmaceuticals

Reported Revenues in $ Millions



Specialty Products

Q4 2019

- 15% Y-o-Y growth in Specialty Products
  - 27% XIAFLEX® Y-o-Y growth

Full-year 2019

- 17% Y-o-Y growth in Specialty Products
  - 24% XIAFLEX® Y-o-Y growth

2020 Guidance

- Expect FY’20 Branded Pharmaceuticals revenue growth of low to mid single digit growth
- Expect FY’20 Specialty Products revenue growth of low to mid teens percentage range
- Expect FY’20 XIAFLEX® growth of approximately 20%

Preparing for Successful Commercialization of CCH for Cellulite

Q1 2020 | Q2 2020 | Q3 2020 | Q4 2020 | 2021

Anticipated BLA Approval

Anticipated CCH Launch

Conferences & HCP Engagement

AAD · ASAPS · VCS · ASDS

Physician injector training and early experience program developed pre-approval

Physician Training

Sales Recruitment Hiring & Training

WAVE 1

Onboarding Sales Managers

WAVE 2

Consumer Activation

DTC & Condition Awareness Campaigns

Branded Consumer & HCP Activation

Ongoing Data Generation

Ongoing data generation and studies, including durability

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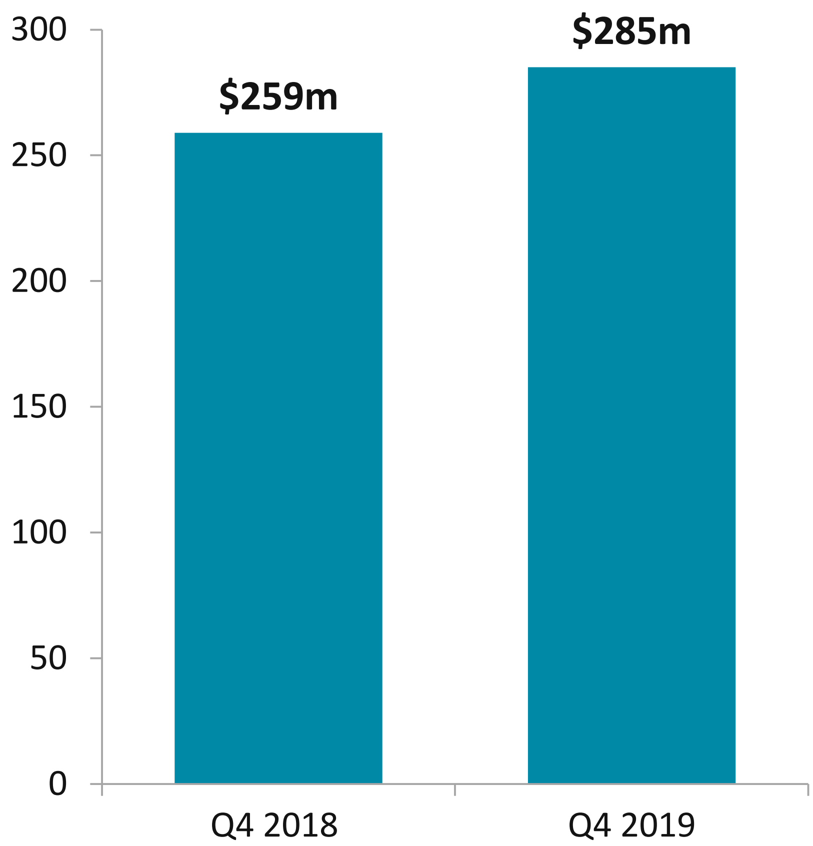
Q4 2019 Performance: Sterile Injectables

Reported Revenues in $ Millions



Sterile Injectables

Q4 2019

- 10% Y-o-Y growth in Sterile Injectables
  - 21% VASOSTRICT® Y-o-Y growth
  - 10% ADRENALIN® Y-o-Y growth

Full-year 2019

- 14% Y-o-Y growth in Sterile Injectables
  - 17% VASOSTRICT® Y-o-Y growth
  - 25% ADRENALIN® Y-o-Y growth

2020 Guidance

- Expect FY'20 Sterile Injectables revenues to grow in the low to mid single digit percentage range
- Expect FY'20 VASOSTRICT® revenues to grow by mid to high teens percentage range

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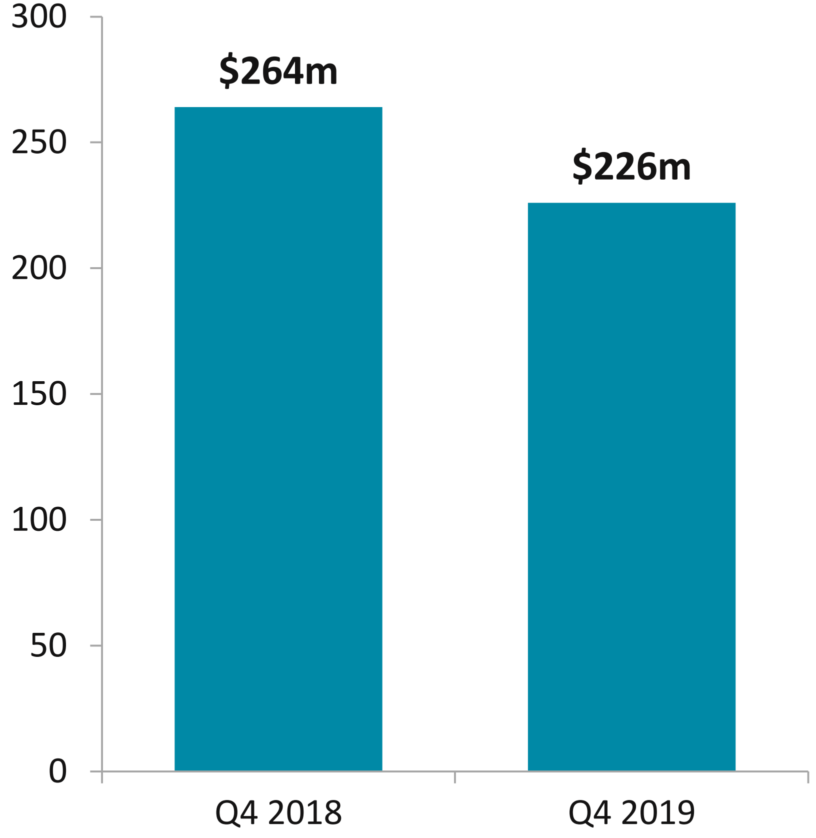
Q4 2019 Performance: Generic Pharmaceuticals

Reported Revenues in $ Millions



Generics

Q4 2019

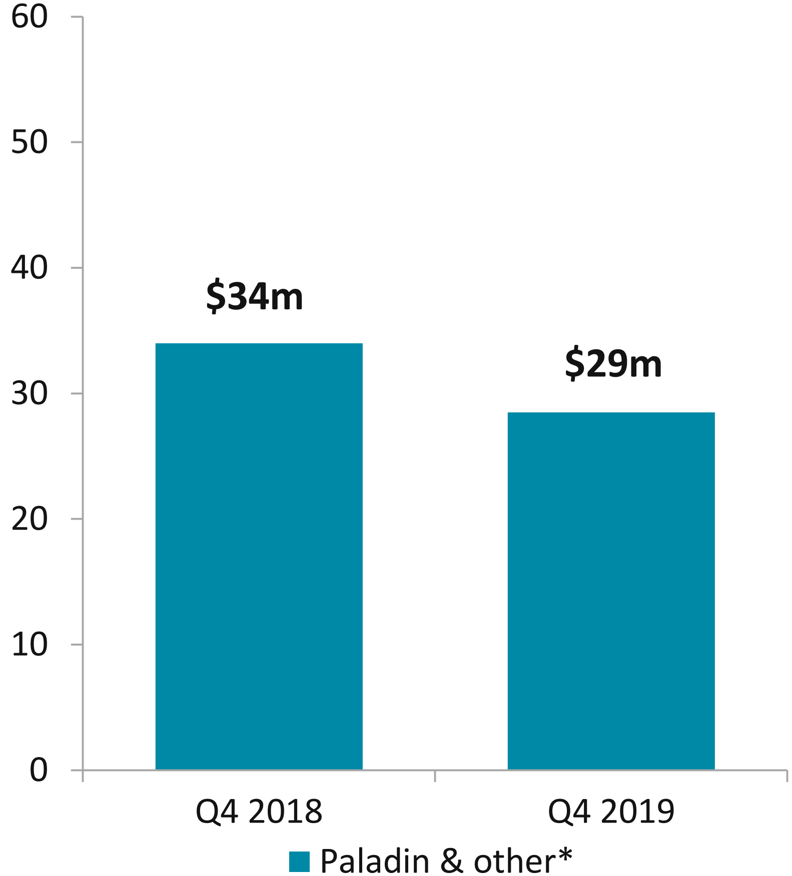
- Decrease in revenue primarily attributable to anticipated competitive pressures on key products, partially offset by product launches
- Generic Afinitor® (2.5mg, 5mg, 7.5mg) launched, with 180-day Hatch-Waxman marketing exclusivity

2020 Guidance

- Expect FY’20 Generic Pharmaceuticals revenues to decline by mid teens percentage range
- Sizable generic launches weighted more towards second half 2020

Q4 2019 Performance: International Pharmaceuticals

Reported Revenues in $ Millions



* Includes sales from Endo Ventures Limited

International

Q4 2019

- Performance impacted by ongoing generic competition

2020 Guidance

- Expect FY'20 International Pharmaceuticals revenues to decline by high teens percentage range

Clinical Trials and Select Pipeline

- CCH for Cellulite PDUFA date Jul. 6, 2020; expect launch in Q4 '20, if approved
- Initiated development programs of XIAFLEX® for the treatment of the plantar fibromatosis and adhesive capsulitis indications
- Vasostrict Phase 1 label expansion pharmacokinetic study on plasma clearance of vasopressin in healthy volunteers
- Planning to launch 15-20 products in 2020 in Sterile Injectables, Generics and International segments; 4 launches YTD 2020
- 1st Nevakar launch expected in late 2020

Pipeline & Select FTF/FTM Settlements Estimated Launches

~65 ANDAs Filed w/FDA

~1/2 ANDA's FTF/FTM

~55 Projects in Development

Opportunistic Business Development

Product	FY'19 IQVIA/Brand Sales	Settlement
DEXILANT® (dexlansoprazole)	~$1,200m	Confidential terms
AMITIZA® (lubiprostone)	~$500m	Q1 2021
CIPRODEX® (ciprofloxacin; dexameth otic suspension)	~$470m	2020
KUVAN® (sapropterin)	~$433m	Q4 2020
GATTEX® (teduglutide)*	~$250m	Confidential terms

*GATTEX® LTM global brand sales as of 6/30/19

Q4 2019: Financial Results (Continuing Operations*)

(USD, $, and Shares in millions)	US GAAP		Non-GAAP	
	Q4 ’19	Q4 ’18	Q4 ’19	Q4 ’18
Total Revenues, net	$765	$786	$765	$786
Gross Margin %	47.7%	44.9%	64.8%	64.2%
Operating (Loss) Income	($94)	($150)	$318	$317
(Loss) Income	($208)	($265)	$171	$175
Effective Tax Rate	7.1%	0.7%	7.6%	3.2%
Diluted Net (Loss) Income per Share	($0.92)	($1.18)	$0.74	$0.75
Weighted Average Diluted Shares Outstanding	227	224	232	233

* Continuing Operations excludes ASTORA (formerly known as AMS Women’s Health)

2020 Financial Guidance (Continuing Operations*)

Measure	FY 2020	FY 2019** (Adjusted Actual)
Total Revenues, net	$2.72B – $2.92B	$2.91B
Adjusted EBITDA**	$1.22B – $1.32B	$1.37B
Adjusted Diluted Net Income per Share**	$2.15 – $2.40	$2.66

The Company's 2020 Financial Guidance is Based on the Following Assumptions:

- Adjusted gross margin of approximately 66.0% to 67.0%
- Adjusted operating expenses as a percentage of revenue to be approximately 25.0% to 25.5%**
- Adjusted interest expense of approximately $535 to $545 million
- Adjusted effective tax rate of approximately 13.5% to 14.5%
- Full-year adjusted diluted shares outstanding of approximately 236 million

* Continuing Operations excludes ASTORA (formerly known as AMS Women's Health)
** Reflects the exclusion of opioid-related legal expenses

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2020 Segment Guidance

Segment	YOY % Change in Revenues	Adjusted Gross Margin %
Branded Pharmaceuticals	Low to mid single digit growth	Low to mid 80's
Sterile Injectables	Low to mid single digit growth	Low 80's
Generic Pharmaceuticals	Mid teens decline	High 20's
International Pharmaceuticals	High teens decline	~60's

The Company's 2020 Segment Guidance is Based on the Following Assumptions:

- Branded Specialty Product Portfolio revenues expected to grow low to mid teens percentage
- XIAFLEX® revenues expected to grow approximately 20%
- VASOSTRICT ® revenues expected to grow mid to high teens growth percentage

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2020 Cash Flow Prior to Debt Payments

US $M	FY 2020 Guidance[1]		2019	2019 [1]
	Low	High	Actual	Adjusted Actual
Adjusted EBITDA	**$1,220**	**$1,320**	**$1,309**	**$1,374**
Cash Interest	*~($540)*		($560)	($560)
Changes in Net Working Capital[7]	*~($90)*		($73)	($73)
Changes in Other Assets and Liabilities	*~($10)*		($28)	($28)
Contingent Consideration	*~($5)*		($25)	($25)
Cash Taxes, net refund (payments)	*~$20*		($3)	($3)
Milestone/Commercial Payments	*~($30)*		($7)	($7)
Restructuring and Other[5]	*~($60)*		($34)	($34)
Cash Flow from Operations – Pre-Mesh and Other Settlements	**~$505**	**~$605**	**$579**	**$645**
Other Settlement Payments, net[2]	*~($60)*		($112)	($112)
Opioids Related Legal Expense/Cash Distributions for Settlements[6]	*~($80)*		($10)	($75)
Cash Distributions to Settle Mesh Claims[3]	*~($470)*		($359)	($359)
Cash Flow from Operations	**~($105)**	**~($5)**	**$98**	**$98**
Change in Restricted Cash - Mesh Related	*~$245*		$57	$57
Capital Expenditures	*~($80)*		($68)	($68)
Other[4]	*~($10)*		($29)	($29)
Borrowings from Revolving Credit Facility	*~$0*		$300	$300
Unrestricted Cash Flow Prior to Debt Payments	**~$50**	**~$150**	**$358**	**$358**

Cash into the mesh QSF and paid mesh legal expenses:
FY'19: (~$302M)
FY'20: (~$225M)

[1] Adjusted EBITDA in these columns reflects the exclusion of opioid-related legal expenses.
[2] "Other Settlement Payments" represent legal settlements (excludes Mesh and Opioid) that Endo paid in 2019 and expects to be paid in 2020.
[3] "Cash Distributions to Settle Mesh Claims " represents expected direct payments and payments from Qualified Settlement Funds to settle mesh product liabilities, as well as mesh related legal expenses.
[4] "Other" includes contingent consideration for certain products, financing fees, and certain other items.
[5] "Restructuring and Other" includes restructuring and other non-recurring projects.
[6] "Opioids Related Legal Expense/Cash Distributions for Settlements" represents expected payments related to Opioid legal expense, as well as expected cash payment to settle Opioid product liabilities.
[7] "Changes in Net Working Capital" defined as changes in Accounts Receivable adjusted for non-cash items, plus changes in Inventory adjusted for long-term and non-cash items, less changes in Accounts Payable adjusted for Royalties and Rebates.
Table may not total due to rounding

Our Strategic Priorities

1 Reshape our Organization for Success

- **Simplify** our business through process and technology enhancements
- **Drive** productivity improvements
- **Leverage** the new Endo Culture to develop, retain and attract top talent

2 Build Our Portfolio and Capabilities for the Future

- **Expand** the breadth of our Sterile Injectables portfolio
- **Invest** in the continued growth of our highly focused Specialty portfolio
- **Strengthen** our Generics business portfolio and profile for the future
- **Execute** to flawlessly bring the first injectable treatment for cellulite to market

3 Drive Margin Expansion and De-Lever

- **Drive** EBITDA margin improvements through operational execution and continuous improvements
- **De-lever** 3-4x range over time; committed to a highly disciplined capital allocation approach
- **Accelerate** return to EBITDA dollar growth through smart business development

Q&A

Appendix

Cash Conversion Cycle

We use days sales outstanding (DSO), days inventory outstanding (DIO) and days payable outstanding (DPO), the sum of which is the cash conversion cycle, to evaluate our working capital performance. The following table summarizes the details of the financial metrics used to calculate these working capital performance statistics for the quarters ended December 31, 2019, September 30, 2019, June 30, 2019, March 31, 2019, and December 31, 2018 (in thousands except for ratios):

		Dec 31, 2019	Sep 30, 2019	Jun 30, 2019	Mar 31, 2019	Dec 31, 2018
	Total Revenue	**$ 764,800**	**$ 729,426**	**$ 699,727**	**$ 720,411**	**$ 786,389**
DSO	•Accounts Receivable, net of allowance	$ 467,953	$ 420,195	$ 442,078	$ 487,974	$ 470,570
	•Less: Returns and allowances	$ (206,248)	$ (208,264)	$ (217,902)	$ (223,156)	$ (236,946)
	Accounts Receivable, adjusted for non-cash items	$ 261,705	$ 211,931	$ 224,176	$ 264,818	$ 233,624
	Total revenues per day	*$ 8,313*	*$ 7,929*	*$ 7,689*	*$ 8,005*	*$ 8,548*
	DSO	**31**	**27**	**29**	**33**	**27**
DIO	•Inventories, net	$ 327,865	$ 338,513	$ 335,890	$ 331,391	$ 322,179
	•Plus: Long-term inventory	$ 29,046	$ 23,680	$ 22,877	$ 9,853	$ 8,114
	Inventory, adjusted for long-term and non-cash items	$ 356,911	$ 362,193	$ 358,767	$ 341,244	$ 330,293
	Total revenues per day	*$ 8,313*	*$ 7,929*	*$ 7,689*	*$ 8,005*	*$ 8,548*
	DIO	**43**	**46**	**47**	**43**	**39**
DPO	•Trade Accounts Payable	$ 101,532	$ 110,074	$ 120,366	$ 97,592	$ 96,024
	•Plus: Accrued Royalties and Partner Payables	$ 115,816	$ 111,347	$ 106,305	$ 103,649	$ 122,028
	•Plus: Accrued Rebates and Chargebacks paid in cash	$ 130,650	$ 141,762	$ 125,752	$ 121,139	$ 147,831
	Trade Accounts Payable, adjusted for royalties and rebates	$ 347,998	$ 363,183	$ 352,423	$ 322,380	$ 365,883
	Total revenues per day	*$ 8,313*	*$ 7,929*	*$ 7,689*	*$ 8,005*	*$ 8,548*
	DPO	**42**	**46**	**46**	**40**	**43**
	Cash Conversion Cycle	**33**	**27**	**30**	**35**	**23**

Reconciliation of EBITDA and Adjusted EBITDA (non-GAAP)

The following table provides a reconciliation of Net loss (GAAP) to Adjusted EBITDA (non-GAAP) on both an "Actual" and "Adjusted Actual" basis for the year ended December 31, 2019 (in thousands):

	2019 (Actual)	2019 (Adjustments)	2019 (Adjusted Actual)(1)
Net loss (GAAP)	$ (422,636)	$ -	$ (422,636)
Income tax (benefit) expense	15,680	-	15,680
Interest expense, net	538,734	-	538,734
Depreciation and amortization (15)	612,862	-	612,862
EBITDA (non-GAAP)	$ 744,640	$ -	$ 744,640
Upfront and milestone-related payments (3)	$ 6,623	-	$ 6,623
Retention and separation benefits and other restructuring (5)	34,598	-	34,598
Certain litigation-related and other contingencies, net (6)	11,211	-	11,211
Asset impairment charges (7)	526,082	-	526,082
Fair value of contingent consideration (9)	(46,098)	-	(46,098)
Gain on extinguishment of debt (10)	(119,828)	-	(119,828)
Share-based compensation	59,142	-	59,142
Other (income) expense, net (16)	16,677	-	16,677
Certain legal costs (17)	-	65,282	65,282
Other adjustments	13,791	-	13,791
Discontinued operations, net of tax (13)	62,052	-	62,052
Adjusted EBITDA (non-GAAP)	$ 1,308,890	$ 65,282	$ 1,374,172

(1): Endo is providing FY 2020 Adjusted EBITDA guidance excludes opioid-related legal expenses. The "2019 (Adjusted Actual)" column above represents a reconciliation of Endo's 2019 Net loss (GAAP) to Endo's 2019 Adjusted EBITDA (non-GAAP) as if such opioid-related legal expenses had also been excluded from its 2019 actuals.
(3) - (16): Refer to "Notes to the Reconciliations of GAAP and Non-GAAP Financial Measures" in Endo's current report on Form 8-K, furnished to the SEC on February 26, 2020, included in exhibit 99.1 thereto.
(17): Reflects the exclusion of opioid-related legal expenses.

Reconciliation of Other Adjusted Income Statement Data (non-GAAP)

The following table provides reconciliations between the GAAP and non-GAAP amounts of both (Loss) income from continuing operations and Diluted net (loss) income per share from continuing operations. These reconciliations are being provided on both an "Actual" and "Adjusted Actual" basis for the year ended December 31, 2019 (in thousands, except per share amounts):

	2019 (Actual)		2019 (Adjustments)		2019 (Adjusted Actual)(a)	
	(Loss) income from continuing operations	Diluted net (loss) income per share from continuing operations (14)	(Loss) income from continuing operations	Diluted net (loss) income per share from continuing operations (14)	(Loss) income from continuing operations	Diluted net (loss) income per share from continuing operations (14)
Reported (GAAP)	$ (360,584)	$ (1.60)	$ -	$ -	$ (360,584)	$ (1.60)
Items impacting comparability:						
Amortization of intangible assets (1)	543,862		-		543,862	
Upfront and milestone-related payments (3)	6,623		-		6,623	
Retention and separation benefits and other restructuring (5)	34,598		-		34,598	
Certain litigation-related and other contingencies, net (6)	11,211		-		11,211	
Asset impairment charges (7)	526,082		-		526,082	
Fair value of contingent consideration (9)	(46,098)		-		(46,098)	
Gain on extinguishment of debt (10)	(119,828)		-		(119,828)	
Certain legal costs (17)	-		65,282		65,282	
Other (11)	28,252		-		28,252	
Tax adjustments (12)	(72,594)		-		(72,594)	
After considering items (non-GAAP)	$ 551,524	$ 2.38	$ 65,282	$ 0.28	$ 616,806	$ 2.66

(a): Endo is providing FY 2020 Adjusted diluted net income per share guidance excluding opioid-related legal expenses. The 2019 "(Adjusted Actual)" columns above represent reconciliations between the GAAP and non-GAAP amounts of both (Loss) income from continuing operations and Diluted net (loss) income per share from continuing operations as if such opioid-related legal expenses had also been excluded from its 2019 actuals.

(1) - (15): Refer to "Notes to the Reconciliations of GAAP and Non-GAAP Financial Measures" in Endo's current report on Form 8-K, furnished to the SEC on February 26, 2020, included in exhibit 99.1 thereto.

(17): Reflects the exclusion of opioid-related legal expenses.

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