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November 11, 2014

Phibro Animal Health Corp Phibro F1Q upside and guidance raised due to one-timer

Phibro results surprised on the upside due to a \$6M (100% margin) royalty payment. Excluding the additional \$6M in gross profit at a 10% tax rate (\$5.4M after-tax) would decrease EPS \$0.13 from \$0.51 to \$0.38, essentially in-line with our \$0.39 estimate and 9% above cons' \$0.35. Separately, the tax rate was 10.6% vs our 16% estimate. See royalty one-timer quote below:

"The consolidated statement of operations for the three months ended September 30, 2014 included \$6.0 million of revenue and gross profit related to an existing license agreement with a global animal health company to share in the use of our proprietary vaccine delivery technology. We recognized the revenue and profit during the quarter because certain contractual and regulatory milestones were achieved by the licensee and we had no performance obligations under the agreement. Excluding the \$6.0 million in licensing revenue, net sales growth was \$19.2 million, or 12%."

F1Q top-line and bottom-line: Revenues were \$188M, 3% above our \$182M and 7% above cons' \$175M. EPS was \$0.51, 30% above our \$0.39 and 46% above cons' \$0.35. \$0.01 per share equates to approximately \$0.4M pretax.

F1Q I/S YOY growth in a nutshell: revs +16%, gross profit +19%, oper inc +47%, pretax +56%, net inc +70%, EPS +69%.

Revenues highlights: Animal health revenues were \$117M vs. our \$117M. Within Animal Health, the three segments were as follows: MFAs and other revenues were \$81M vs. our \$87M, Nutritional specialties revenues were \$20M vs. our \$17M, Vaccines revenues were \$17M vs. our \$14M. Mineral Nutritional revenues were \$55M vs. our \$50M. Performance products revenues were \$15M vs. our \$15M.

FYE June 2015 guidance raised to reflect \$4M in accelerated licensing revenue and profit for vaccine delivery technology. Revenue guidance raised from \$735-\$755M to \$739-\$759M. Midpoint raised 1% higher from \$745M to \$749M. EPS guidance raised from \$1.46-1.51 to \$1.57-\$1.62. Midpoint raised 7% from \$1.49 to \$1.60.

Conference call: 11/12/2014 | 9:00 AM EST | Ph: 1.877.853.5634 | Pwd: 13267229

Source for consensus: Thomson Reuters Estimates as of 11/11/2014 1:36 AM **EST**

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Phibro Animal Health Corp (PAHC.O, PAHC US)

Specialty Pharmaceuticals / United States of America

Stock Rating	Equal-weight
Industry View	In-Line
Shr price, close (Nov 11, 2014)	\$27.92
Mkt cap, curr (mm)	\$1,101
52-Week Range	\$28.99-15.10

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Financials

Exhibit 1: PAHC F1Q:15A Income Statement Variation (YOY)

	Act	ual	M S Es	timate	Variat	ion vs. M	S Est.	CONS. est.	Variatio CON		Actual
(\$M)	F1Q:15A	YOY % Chg.	F1Q:15E	YOY % Chg.	Absolute	Pct	EPS Impact	F1Q:15E	Absolute	Pct	F1Q:14A
Net Sales	188	16%	182	12%	6	3%	+0.13	175	13	7%	162
COGS (ex-amortization)	127	14%	123	11%	4	3%	-0.08				111
Gross profit	60	19%	58	14%	2	4%	+0.05	55	6	10%	51
SG&A/R&D (excl. sh. comp exp.)	34	3%	36	10%	(2)	-6%	+0.05				33
Operating income (EBITA excl. sh comp)	26	47%	22	22%	4	20%	+0.10	19	7	36%	18
+ Depreciation	4	14%	5	17%	(0)	-2%					4
- Stock comp expenses	-	N.M.	0	N.M.	(0)	N.M.					0
Adj. EBITDA (incl. sh comp exp)	31	41%	26	20%	4	17%	+0.10	25	6	24%	22
Other (income)/deductions	4	6%	3	-1%	0	7%	-0.01				3
Pretax income	23	56%	18	28%	4	23%	+0.09	16	6	40%	14
Taxes	2	-7%	3	14%	(1)	-19%	+0.03				3
Tax rate	10.6%	-7.2%	16.0%	-1.9%	-5%	-34%	-				17.9%
Net income	20	70%	15	30%	5	30%	+0.12	14	7	49%	12
Diluted EPS	\$0.51	69%	\$0.39	30%	\$0.12	30%		\$0.35	\$0.16	45%	\$0.30
Diluted shares outstanding	40	1%	40	0%	0	0%					39

^{*\$0.01} per share equates

to approximately \$0.4M

pretax

	Actual	MS Estimate	Variatio	on (b.p.)		CONS.		Actual
Margin analysis	F1Q:15A	F1Q:15E	vs. MS est.	vs. F1Q:14A	F1Q:158	Variatio	on (b.p.)	F1Q:14A
COGS (ex-amortization)	67.8%	68.0%	(16)	(81)				68.6%
Gross margin	32.2%	32.0%	16	81	31.3%	86	3%	31.4%
SG&A/R&D (excl. sh. comp exp.)	18.2%	20.0%	(180)	(216)				20.4%
Operating margin	13.9%	12.0%	196	296	11.0%	294	27%	11.0%
Adj. EBITDA margin	16.3%	14.3%	194	295	14.0%	222	16%	13.3%
Pretax margin	12.1%	10.2%	189	314				8.9%
Adj. net margin	10.8%	8.5%	224	345	7.7%	304	39%	7.3%

Source: Company data, Morgan Stanley Research, Thomson Reuters

Exhibit 2: PAHC F1Q:15A Revenue Variation (YOY)

	Act	ual	M S Es	timate	Variation	/s. MS Est.	CONS. est.	Variation	vs. Cons.	Actual
(\$M)	F1Q:15A	YOY % Chg.	F1Q:15E	YOY % Chg.	Absolute	Pct	F1Q:15	E Absolute	Pct	F1Q:14A
Animal health	117	16%	117	15%	0	0%				101
MFAs and other	81	4%	87	11%	(6)	-7%				78
Nutritional specialties	20	38%	17	18%	3	17%				14
Vaccines	17	86%	14	50%	3	24%				9
Mineral Nutritional	55	20%	50	8%	6	11%				46
Performance products	15	0%	15	0%	(0)	0%				15
Net Sales	188	16%	182	12%	6	3%				162

Source: Company data, Morgan Stanley Research

Exhibit 3: PAHC F1Q:15A Income Statement Variation (Sequential)

	Reported	Sequenti	al Growth	Actual
(\$M)	F1Q:15A	Dollar	% Chg.	F4Q:14A
Net Sales	188	4	2%	184
COGS (ex-amortization)	127	(2)	-2%	129
Gross profit	60	6	11%	54
SG&A/R&D (excl. sh. comp exp.)	34	(1)	-1%	35
Operating income (EBITA excl. sh comp)	26	6	33%	20
+ Depreciation	4	(0)	-4%	5
- Stock comp expenses	-	-	*	-
Adj. EBITDA (incl. sh comp exp)	31	6	26%	24
Other (income)/deductions	4	-	0%	4
Pretax income	23	6	40%	16
Taxes	2	(5)	-67%	7
Tax rate	10.6%	(0)	-77%	45.3%
Net income	20	11	130%	9
Diluted EPS	\$0.51	\$0.29	129%	\$0.22
Diluted shares outstanding	40	0	0%	40

	Reported	Variation	Actual
Margin analysis	F1Q:15A	b.p. difference	F4Q:14A
COGS (ex-amortization)	67.8%	-260	70.4%
Gross margin	32.2%	260	29.6%
SG&A/R&D (excl. sh. comp exp.)	18.2%	-65	18.9%
Operating margin	13.9%	325	10.7%
Adj. EBITDA margin	16.3%	309	13.2%
Pretax margin	12.1%	329	8.8%
Adj. net margin	10.8%	598	4.8%

Source: Company data, Morgan Stanley Research

Exhibit 4: PAHC F1Q:15A Revenue Variation (Sequential)

	Reported	Sequentia	Actual	
(\$M)	F1Q:15A	Dollar	% Chg.	F4Q:14A
Animal health	117	3	3%	114
MFAs and other	81	(6)	-7%	87
Nutritional specialties	20	3	20%	16
Vaccines	17	6	59%	11
Mineral Nutritional	55	1	1%	55
Performance products	15	0	1%	15
Net Sales	188	4	2%	184

Source: Company data, Morgan Stanley Research

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(as of October 31, 2014)

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_	COVERAGE I	UNIVERSE	INVESTME	VTS (IBC)	
STOCK RATING CATEGORY	COUNT	% OF TOTAL	COUNT	% OF TOTAL	% OF RATING
				IBC	CATEGORY
Overweight/Buy	1157	36%	357	41%	31%
Equal-weight/Hold	1396	43%	403	46%	29%
Not-Rated/Hold	107	3%	19	2%	18%
Underweight/Sell	582	18%	100	11%	17%
TOTAL	3,242		879		

Data include common stock and ADRs currently assigned ratings. Investment Banking Clients are companies from whom Morgan Stanley received investment banking compensation in the last 12 months.

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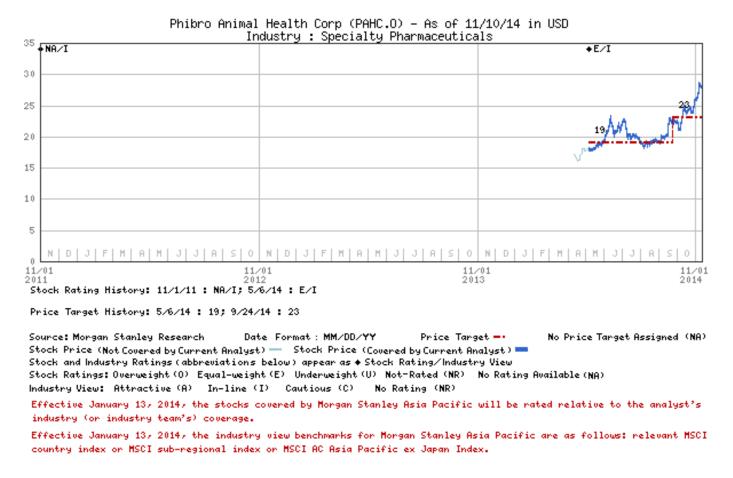
Attractive (A): The analyst expects the performance of his or her industry coverage universe over the next 12-18 months to be attractive vs. the relevant broad market benchmark, as indicated below.

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David Risinger		
Actavis Inc (ACT.N)	O (06/18/2014)	\$243.63
Alkermes Plc. (ALKS.O)	E (10/01/2013)	\$52.87
Allergan Inc. (AGN.N)	++	\$195.34
Endo Health Solutions Inc (ENDP.O)	++	\$68.26
Mallinckrodt Plc (MNK.N)	E (02/12/2014)	\$93.71
Mylan Inc. (MML.O)	++	\$53.51
Perrigo Co. (PRGO.N)	O (11/07/2014)	\$155.44
Phibro Animal Health Corp (PAHC.O)	E (05/06/2014)	\$27.92
Teva Pharmaceutical Industries Ltd. (TEVAN)	E (03/14/2014)	\$58.19
Valeant Pharmaceuticals International (VRXN)	` ++	\$130.03
Zoetis Inc. (ZTS.N)	U (05/07/2014)	\$43.72

Stock Ratings are subject to change. Please see latest research for each company. * Historical prices are not split adjusted.

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