Conference call, 26 October 2010



# 2010 First nine months and 3Q results



#### **FIRST NINE MONTHS 2010 HIGHLIGHTS**

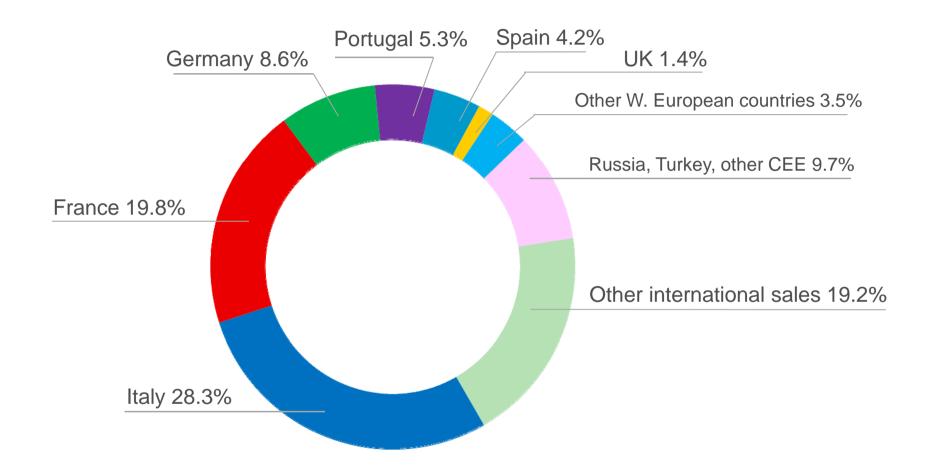
- Revenue € 548.6 million, down 1.4%, international sales down 0.4%
- Operating income (EBIT) € 123.9 million, up 1.6%
- Net Income € 87.0 million, up 2.1%
- Silodosin (Urorec<sup>®</sup>/Silodyx<sup>™</sup>) approved in Europe and launched in Germany, Spain and Ireland
- Carbaglu® (carglumic acid) approved by the FDA in the U.S.
- Pitavastatin (Livazo<sup>®</sup>/Alipza<sup>®</sup>) approved in Europe
- Acquisition of ArtMed International, a company dedicated to the promotion of pharmaceutical products in Romania
- Licensing-out agreements signed with Leespharm for Zanidip<sup>®</sup> (lercanidipine) in China, with Esteve for pitavastatin in Spain and with Zambon for Silodyx<sup>™</sup> (silodosin) in France



(million Euro)	Jan-Sep 2010	Jan-Sep 2009	Change %
Italy	150.0	156.5	(4.2)
France	105.0	114.4	(8.3)
Germany	45.7	51.7	(11.5)
Portugal	28.0	29.5	(5.1)
Spain	22.2	23.0	(3.8)
United Kingdom	7.3	10.9	(33.0)
Other Western European countries	18.7	14.7	27.9
Russia, Turkey, other CEE countries	51.4	38.5	33.3
Other international sales	101.3	96.3	5.3
TOTAL PHARMACEUTICALS	529.6	535.6	(1.1)
PHARMACEUTICAL CHEMICALS	19.0	20.6	(7.8)



# **GEOGRAPHICAL BREAKDOWN OF PHARMACEUTICAL REVENUE**





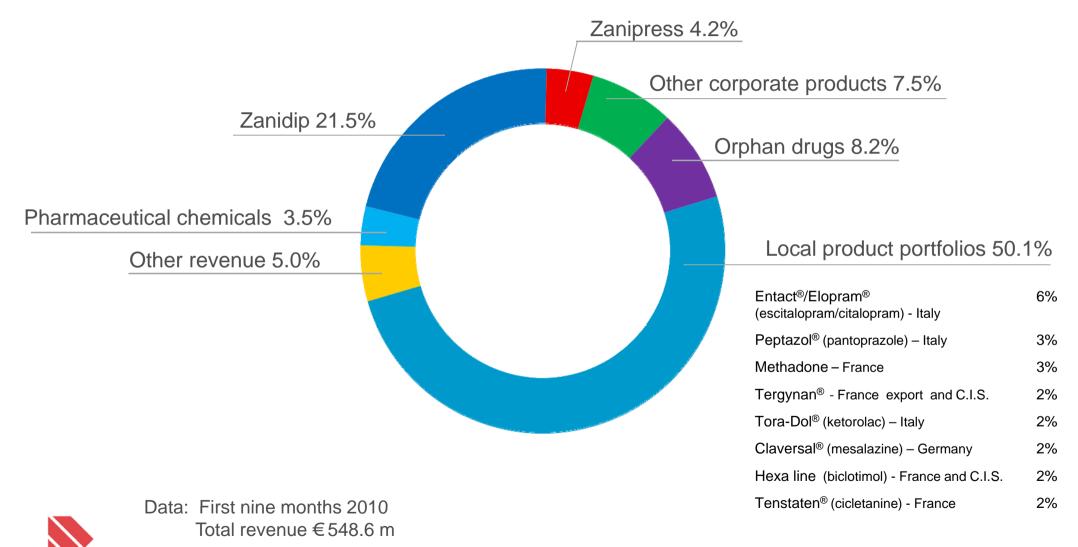
Data: First nine months 2010 Pharmaceutical revenue € 529.6 m

(million Euro)	Jan-Sep 2010	Jan-Sep 2009	Change %
Zanidip <sup>®</sup> (lercanidipine)	117.8	160.9	(26.8)
Zanipress <sup>®</sup> (lercanidipine+enalapril)	22.8	14.4	58.3
Other corporate products	41.2	26.5	55.6
Orphan drugs	45.0	35.9	25.3



#### **COMPOSITION OF REVENUE BY BUSINESS**

RECORDATI



(million Euro)	Jan-Sep 2010	Jan-Sep 2009	Change %
Revenue	548.6	556.2	(1.4)
Gross Profit	369.1	379.2	(2.6)
as % of revenue	67.3	68.2	
SG&A Expenses	195.1	200.8	(2.9)
as % of revenue	35.6	36.1	
R&D Expenses	46.0	<b>49.5</b>	(7.1)
as % of revenue	8.4	8.9	
Other Income (Expense), net as % of revenue	(4.2) (0.8)	(7.0) (1.2)	(40.0)
Operating Income	123.9	121.8	1.6
as % of revenue	22.6	21.9	
Net Income	<b>87.0</b>	<b>85.3</b>	2.1
as % of revenue	15.9	15.3	



# **THIRD QUARTER 2010 RESULTS**

(million Euro)	3Q 2010	3Q 2009	Change %
Revenue	172.4	176.9	(2.6)
Gross Profit	114.3	121.1	(5.7)
as % of revenue	66.3	68.5	
SG&A Expenses	60.0	63.1	(5.0)
as % of revenue	34.8	35.6	
R&D Expenses	13.2	15.8	(17.0)
as % of revenue	7.6	9.0	
Other Income (Expense), net as % of revenue	(1.1) (0.7)	(2.9) (1.6)	(60.2)
Operating Income	40.0	39.3	1.7
as % of revenue	23.2	22.2	
Net Income	<b>27.8</b>	<b>27.5</b>	1.0
as % of revenue	16.1	15.6	



# NET FINANCIAL POSITION AND SHAREHOLDER'S EQUITY

(million Euro)	30 Sep 2010	31 Dec 2009	Change
Cash and short-term financial investments	108.4	93.8	14.6
Bank overdrafts and short-term loans	(5.6)	(28.9)	23.3
Loans – due within one year	(1.3)	(2.4)	1.1
Loans – due after one year	(81.5)	(82.2)	0.8
NET FINANCIAL POSITION	20.1	(19.7)	39.8
SHAREHOLDERS' EQUITY	550.3	509.0	41.4



#### **FINANCIAL PROJECTIONS**

# 2010 TARGETS

(million Euro)	2009 Actual	2010 Targets
Revenue	747.5	~ 725
Operating income (EBIT)	162.2	~ 155
Net Income	110.6	~ 105

Based on existing business, no new acquisitions included.



#### **Company declarations, disclaimers and profile**

DECLARATION BY THE MANAGER RESPONSIBLE FOR PREPARING THE COMPANY'S FINANCIAL REPORTS The manager responsible for preparing the company's financial reports Fritz Squindo declares, pursuant to paragraph 2 of Article 154-bis of the Consolidated Law on Finance, that the accounting information contained in this presentation corresponds to the document results, books and accounting records.

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