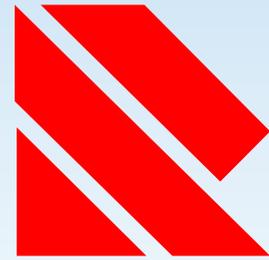


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A focused strategy

June 2003

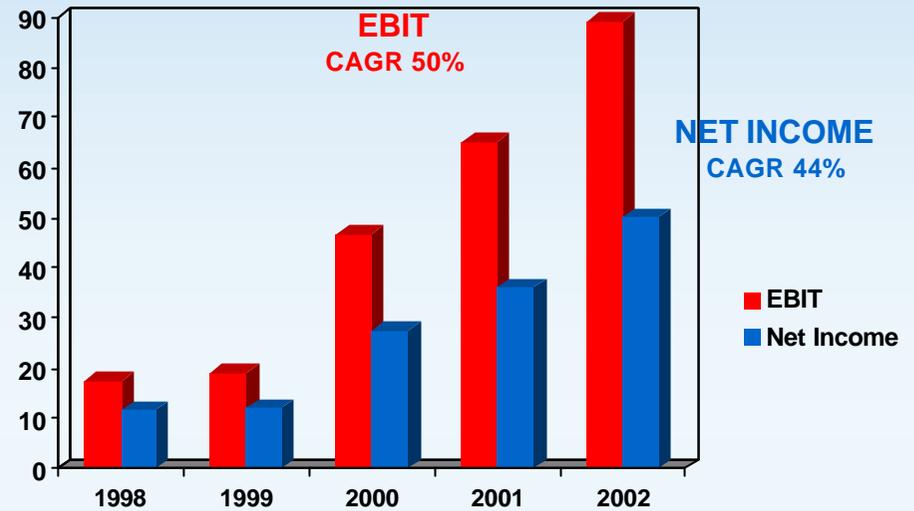


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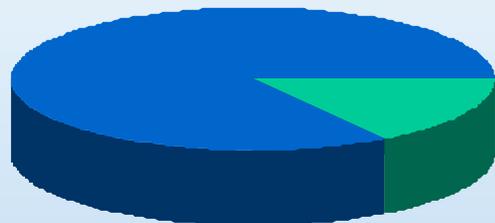
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Key Consolidated Data

(million euro)

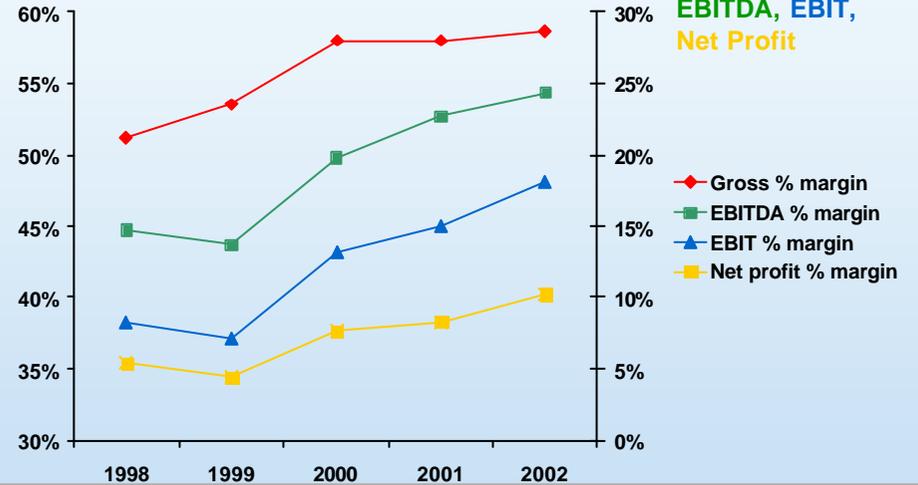


84.1%
Pharmaceuticals



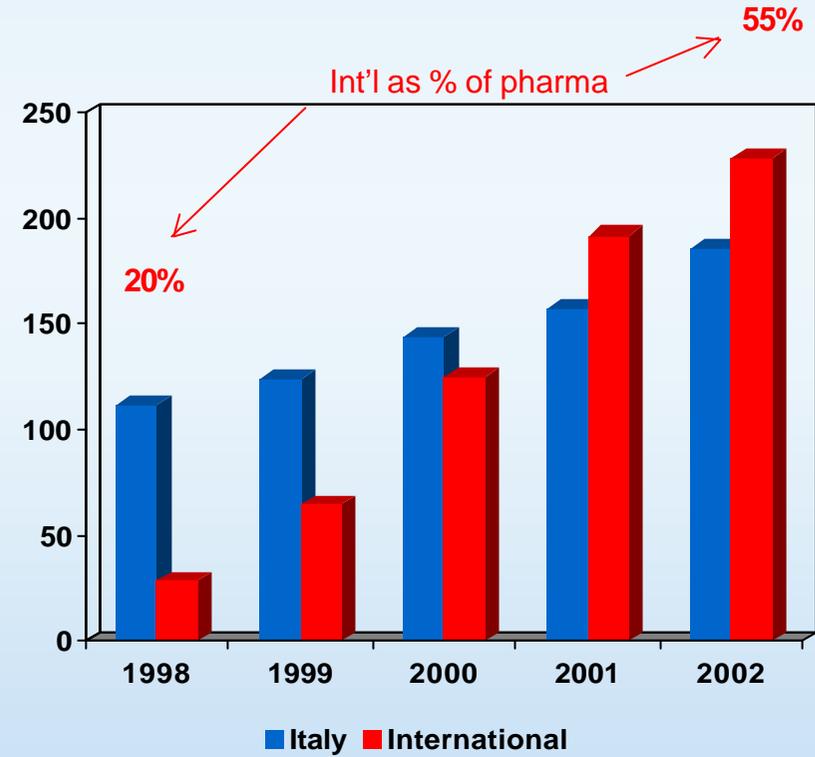
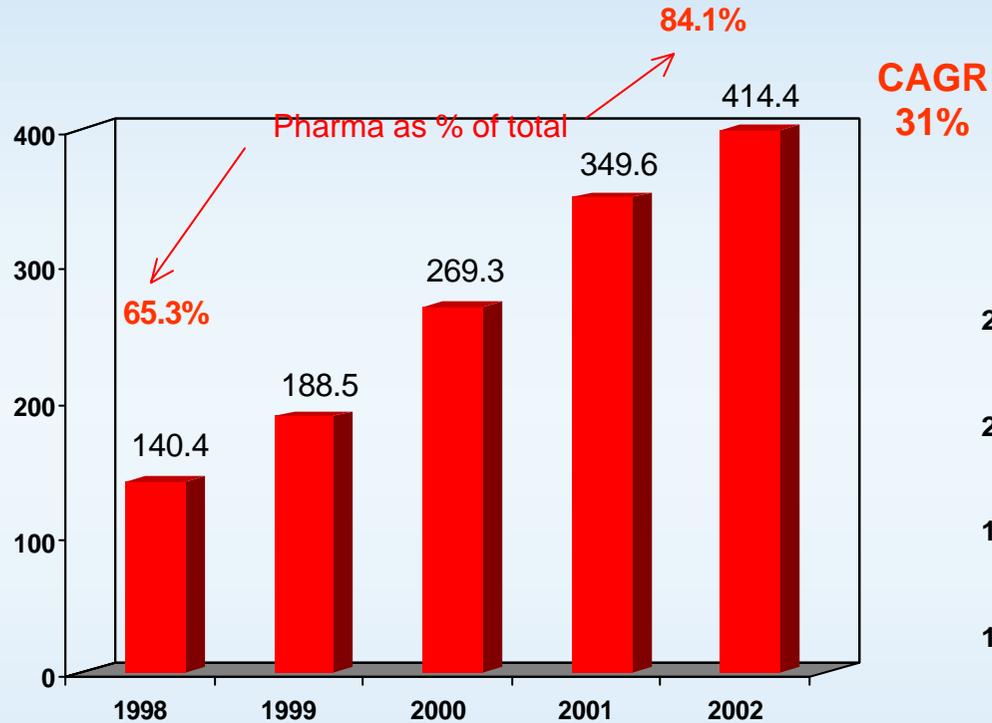
15.9%
Pharmaceutical chemicals

Gross margin



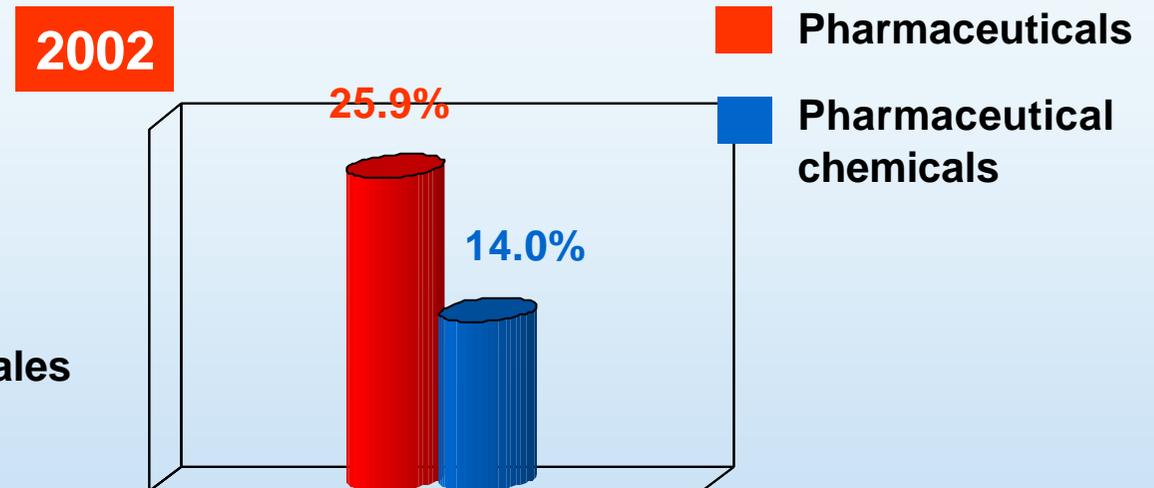
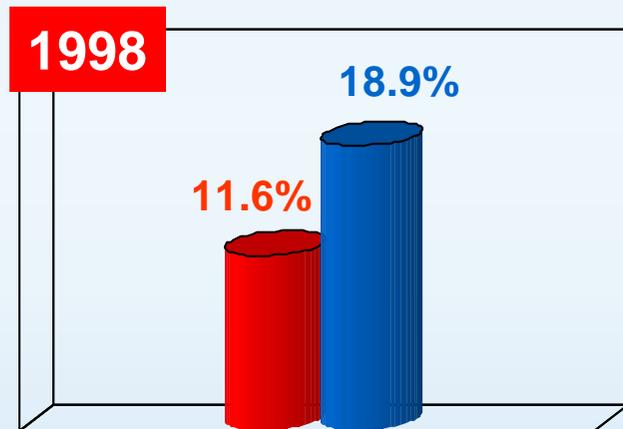
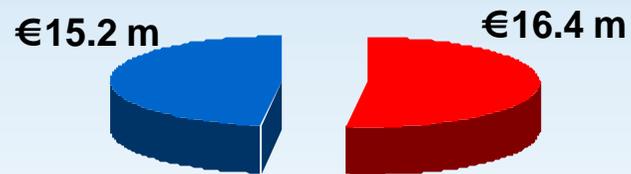
Pharmaceutical Net Sales

(million euro)



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EBITDA



As % of sales

Operational highlights First quarter 2003

- **Pharmaceutical sales up 1.7%, volumes up 8.8%**
- **Lercanidipine sales up 12.2%**
- **Italian pharmaceutical sales up 13.9%**
- **Profits in line with those of Q1 2002 despite strong negative price/exchange effect on sales**

First quarter results

(million euro)	Q1 2002	Q1 2003	Change %
Net Sales	129.3	126.9	(1.9)%
Gross Profit as % of sales	75.1 58.1%	73.4 57.8%	(2.3)%
Selling Expenses as % of sales	37.6 29.1%	39.6 31.2%	5.2%
R&D Expenses as % of sales	10.0 7.7%	8.9 7.0%	(10.9)%
EBITDA as % of sales	27.6 21.4%	25.2 19.9%	(8.7)%
EBIT as % of sales	18.4 14.2%	18.2 14.3%	(1.1)%
Net Income as % of sales	9.9 7.6%	9.9 7.8%	0.0%

Composition of sales

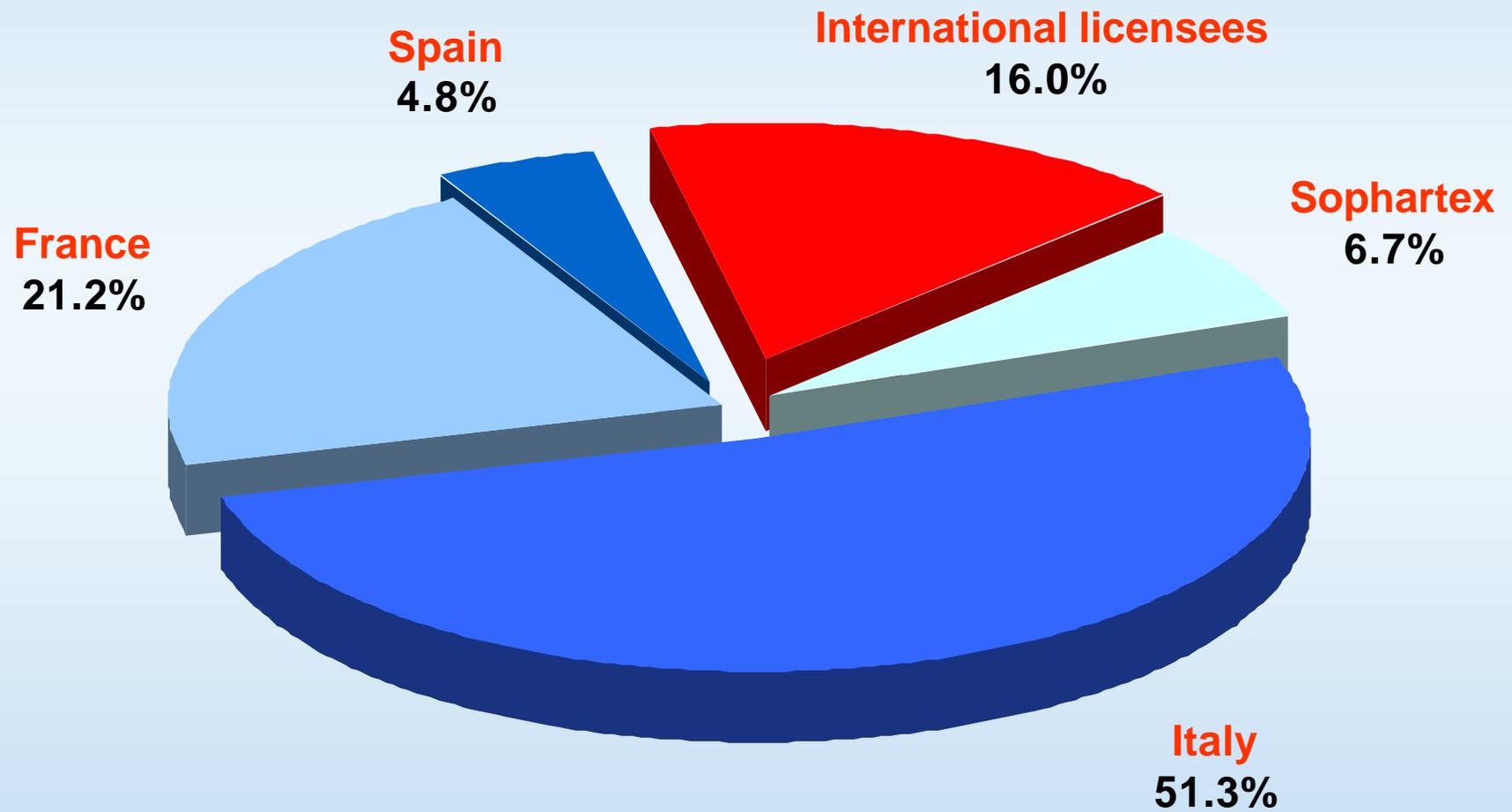
(million euro)	Q1 2002	Q1 2003	Change %
PHARMACEUTICALS	107.6 83.2%	109.5 86.3%	1.7%
PHARMACEUTICAL CHEMICALS	21.7 16.8%	17.4 13.7%	(19.8)%
TOTAL	129.3 100.0%	126.9 100.0%	(1.9)%
ITALY	52.0 40.2%	58.8 46.3%	13.0%
INTERNATIONAL	77.3 59.8%	68.1 53.7%	(11.9)%

Sources of growth

(% change, Q1 2003 over Q1 2002)	Volume	Price / Exchange	Total
PHARMACEUTICALS	8.8 %	(7.1) %	1.7 %
PHARMACEUTICAL CHEMICALS	(5.7) %	(14.1) %	(19.8) %
TOTAL GROWTH	6.4 %	(8.3) %	(1.9) %



Breakdown of first quarter 2003 pharmaceutical sales



EBITDA by business area

(million euro)	Q1 2002	Q1 2003	Change %
PHARMACEUTICALS as % of sales	23.0 21.4%	22.9 20.9%	(0.2)%
PHARMACEUTICAL CHEMICALS as % of sales	4.6 18.9%	2.3 11.3%	(50.2)%
TOTAL as % of sales	27.6 21.4%	25.2 19.9%	(8.7)%
OPERATING DEPRECIATION	5.5	5.8	6.0%
GOODWILL AMORTIZATION	3.7	1.2	(67.8)%
EBIT as % of sales	18.4 14.2%	18.2 14.3%	(1.1)%

Capital employed

(million euro)

31 December 2002



- Net working capital for operations
- Net non-current assets

Capital employed: 271.8



- Net debt
- Shareholders' equity

31 March 2003



Capital employed: 263.7



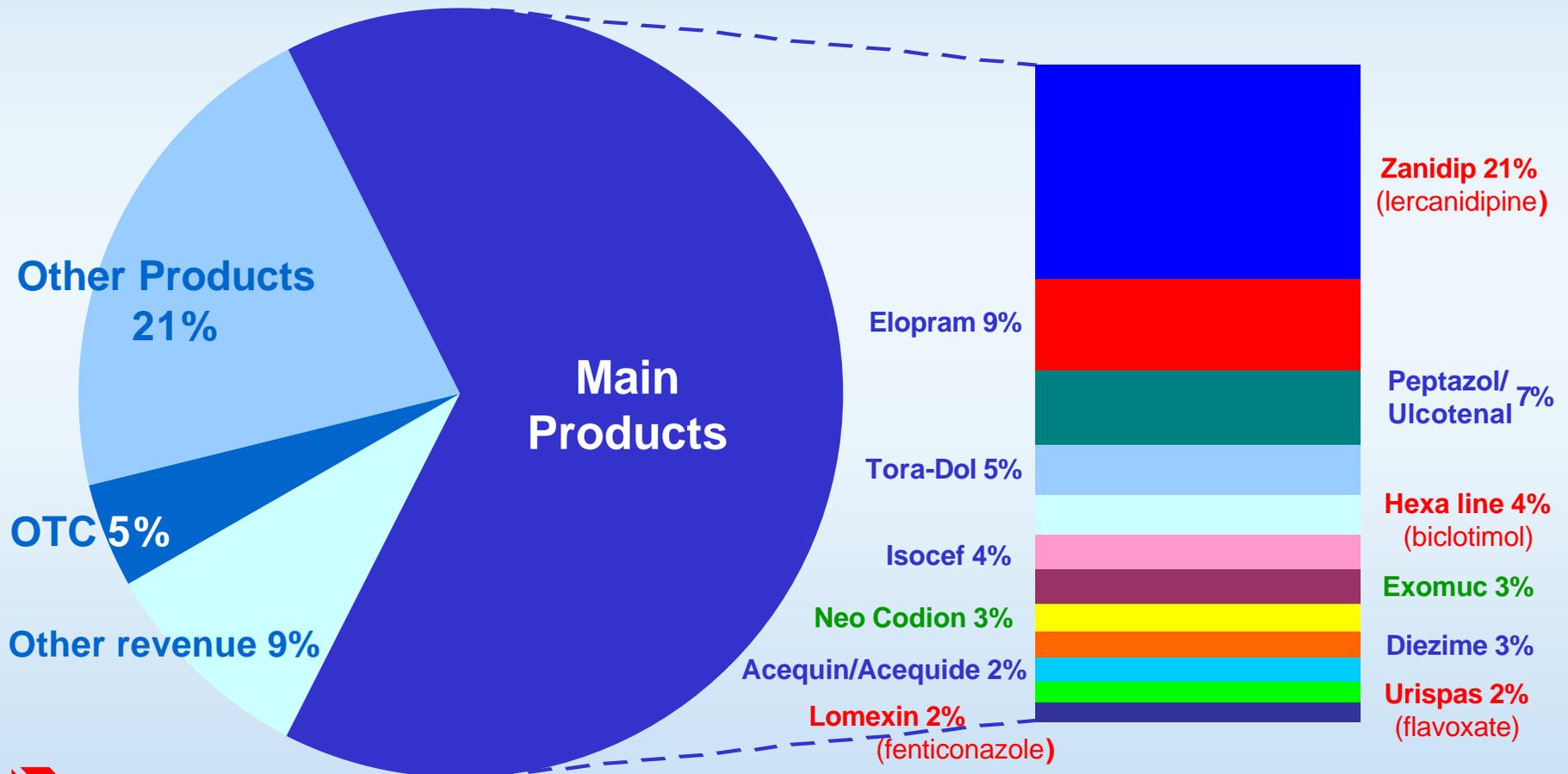
Cash flow

(million euro)

	Q1 2002	Q1 2003
Net Income	9.9	9.9
Depreciation of Fixed Assets	3.9	4.2
Amortization of Intangible Assets	5.3	2.8
Cash Flow from Operations	19.1	16.9
Change in Working Capital	(2.8)	7.8
Net Investment in Fixed Assets	(3.2)	(3.2)
Net Investment in Intangible Assets	(1.6)	(2.9)
Free Cash Flow	11.5	18.6
Dividend paid	0	0
Purchase of Treasury Stock	0	(2.9)

Main products

Breakdown of 12 months pharmaceutical sales at March 2003



ZANIDIP[®] (Lercanidipine)

- **Next generation calcium-channel blocker** and first lipophilic DHP CCB to be filed with the FDA.
- **Natural once a day.** Potent, long-lasting vasodilatory activity. Highly vasoselective with gradual onset, smooth and uniform blood pressure lowering activity.
- **Efficacy as best in class.** Significantly **improved tolerability** over other DHP's.
- Hypertension market worth \$35 billion, CCB's about \$10 billion, of which around two thirds in U.S.A. and Japan.
- Leader is Norvasc[®] (amlodipine) with over one third market share



Recent key events

- **Lercanidipine**
 - **Substantial growth in markets where launched**
 - **An approvable letter for lercanidipine received from the FDA. Additional clinicals requested in subsequent meeting. A new development program involving a modified release formulation is now in progress.**
 - **20 mg strength of lercanidipine approved in Europe and in Australia, initial launches in 2H 2003**
 - **Two licensees to develop and sell lercanidipine in the Japanese market, launch target end 2005**
 - **Further recognition of superior clinical profile**

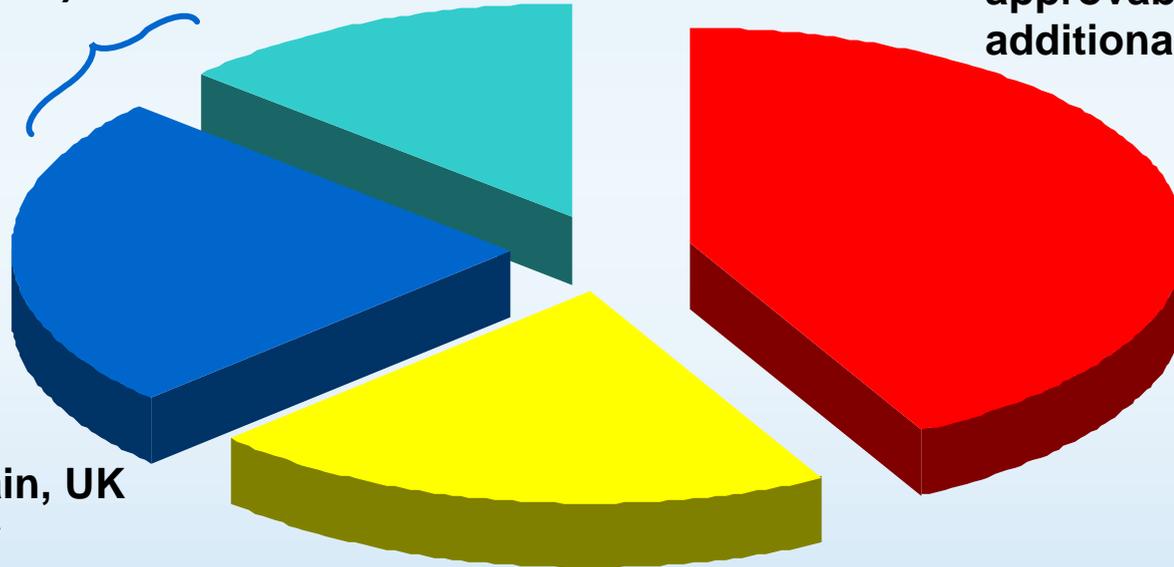
Lercanidipine – Roll out status and plan

45 launches
17 additional approvals
32 filings (inc. USA)

EUROPE
1998 Italy, Spain, UK
2000 Germany
2001 France

ROW

USA
filed 4Q 2001
approvable letter received
additional clinicals required

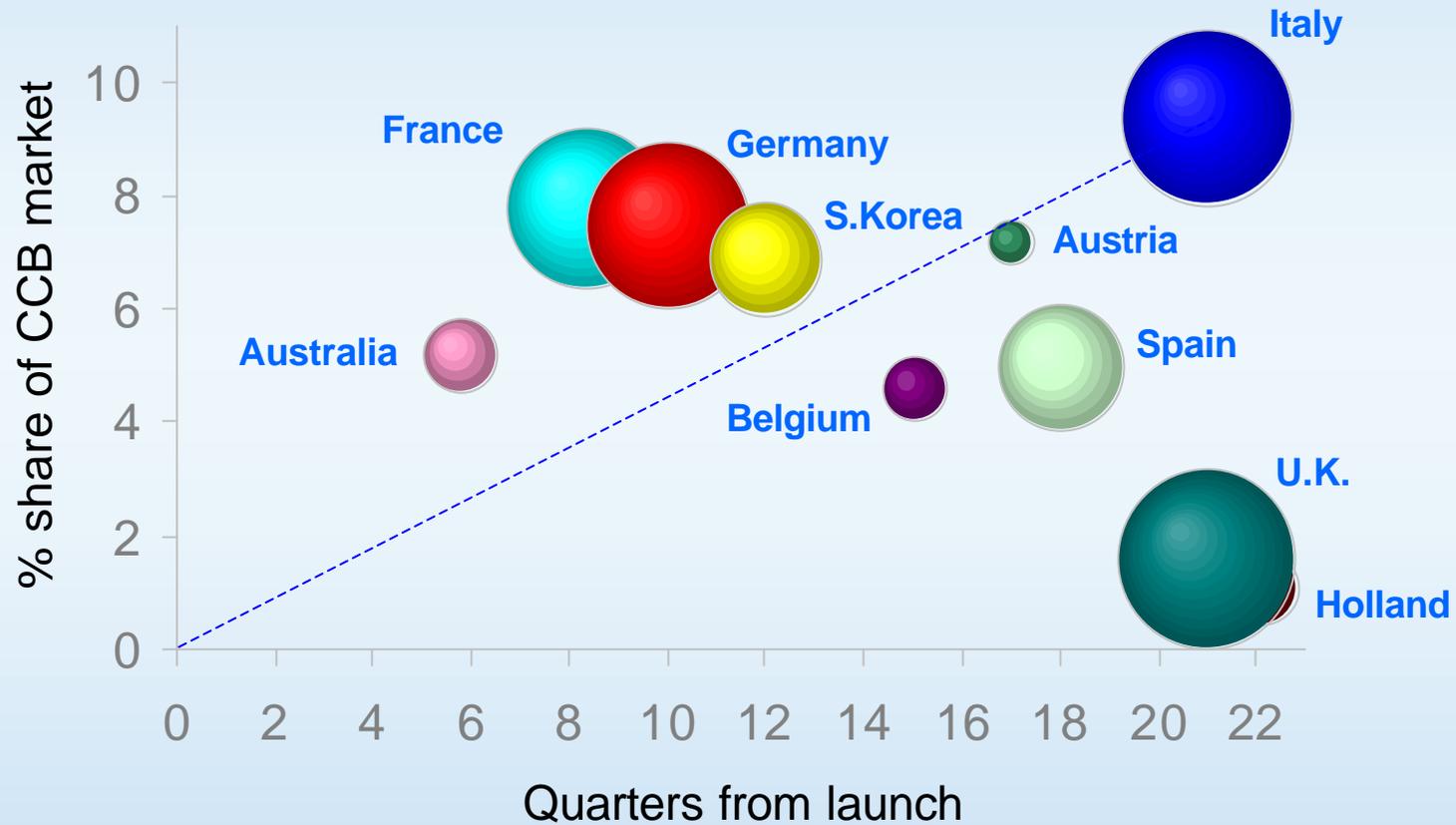


JAPAN
local phase III studies
launch target 2005

(Pie slices represent relative market value of calcium channel blockers)

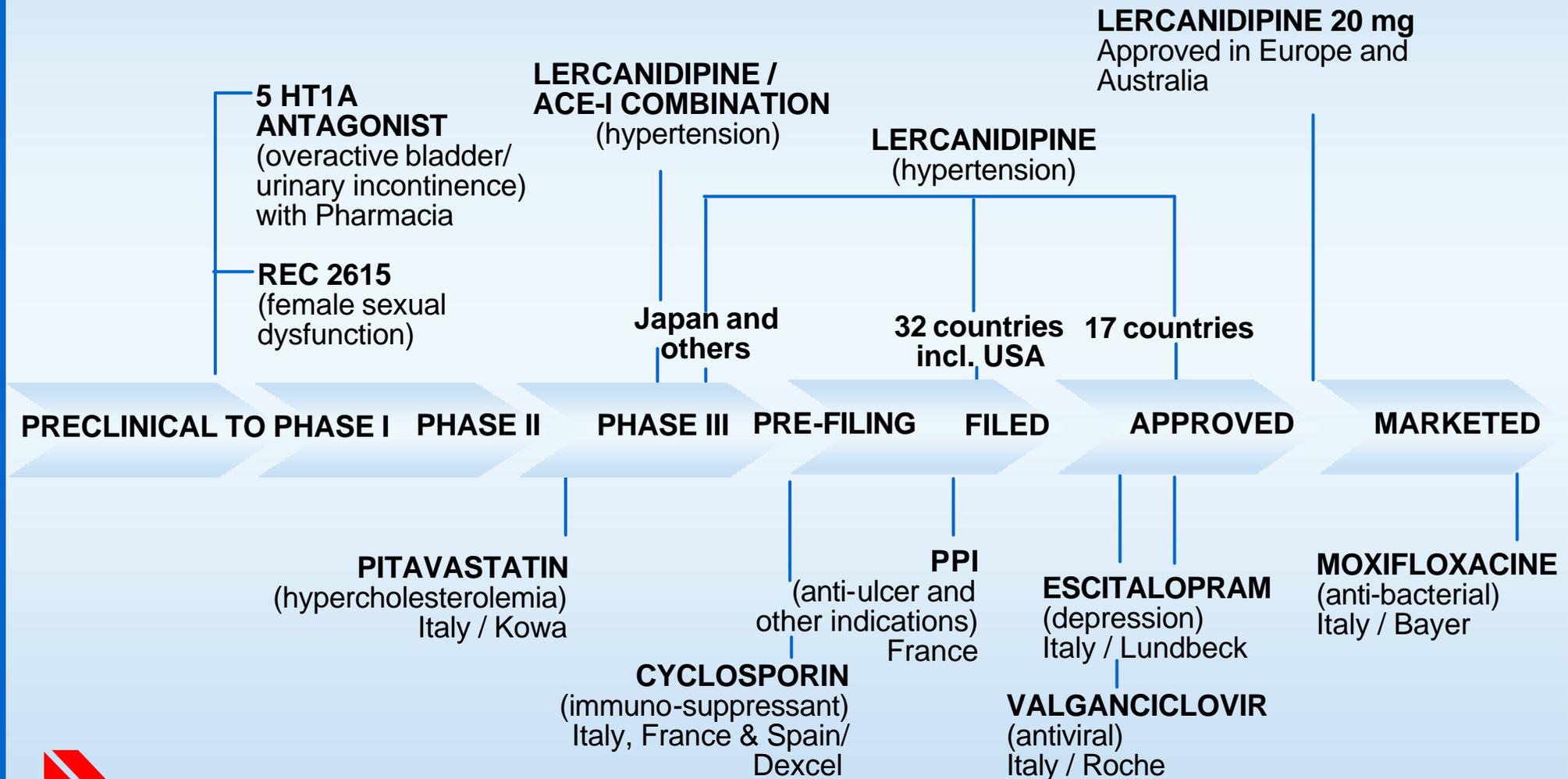
Lercanidipine as a % of all calcium channel blockers

Bubble size represents \$ market value of CCB's



Source: IMS data - 1Q 2003

Product pipeline



Filling the pipeline: Ongoing R&D

- **Lercanidipine:**
 - **Advantageous clinical profile consolidates**
 - **Patent life in extension, two new patents filed**
 - **20mg strength approved in Europe and in Australia**

Filling the pipeline: Ongoing R&D

- **Lercanidipine-ACEI fixed combination:**
 - **New aggressive targets for blood pressure control**
 - **Combination of drugs needed for most patients**
 - **Patient compliance**
 - **Fixed combinations will play a significant role in the future hypertension market**
 - **Currently in phase III**

Filling the pipeline: Ongoing R&D

- **Urology:**
 - **Collaboration agreement with Pharmacia**
 - **5HT1A receptor antagonists program for the treatment of unstable bladder. Clinical development of a candidate due to begin in 2003.**
 - **REC 15/2615, in development for the treatment of female sexual dysfunction, approaching clinical phases.**

Outlook for 2003

- **Favorable outlook for pharmaceuticals: sales growth in Europe in spite of price reductions, other cost containment measures**
- **Lercanidipine market share increase in markets where launched**
- **Risk area is pharmachem, program to restructure and reorganize sector will involve disposals**
- **Growth mainly in the second half as impact of price cuts will be mostly in the first half**

Outlook for 2003

(million euro)

	2002	2003 target
Net Sales	492.7	~ 500
EBIT	89.2	~ 87 *
Margin on sales:		
total	18.1 %	17.4 %
ex US lercanidipine	16.5 %	17.4 %

*** Pharmachem risk = €4 million**

Pharmaceuticals to meet or exceed target

Outlook to 2005

- **Focus will be on the pharmaceutical business**
- **Target is to broaden direct pharmaceutical presence in Europe**
- **EBIT 2003 through 2005 \Rightarrow CAGR of 10%**

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