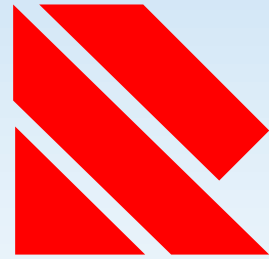


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**An ongoing commitment to growth**

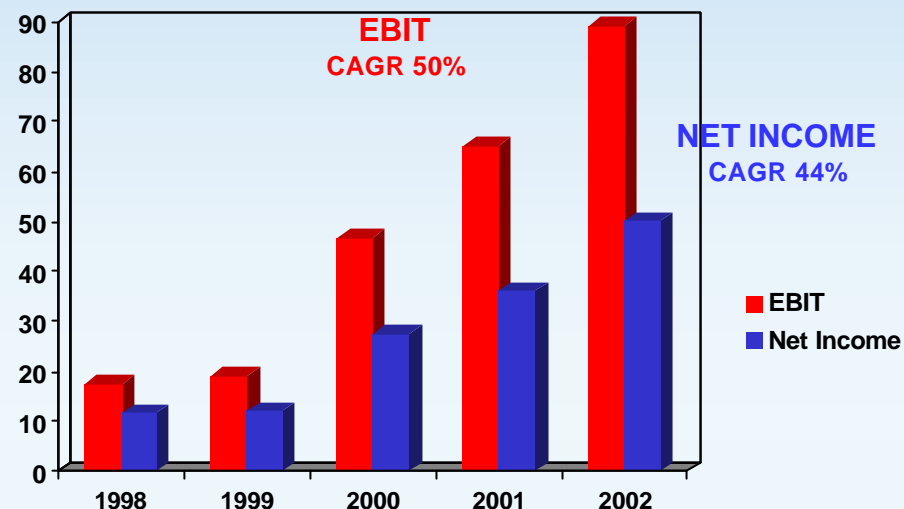
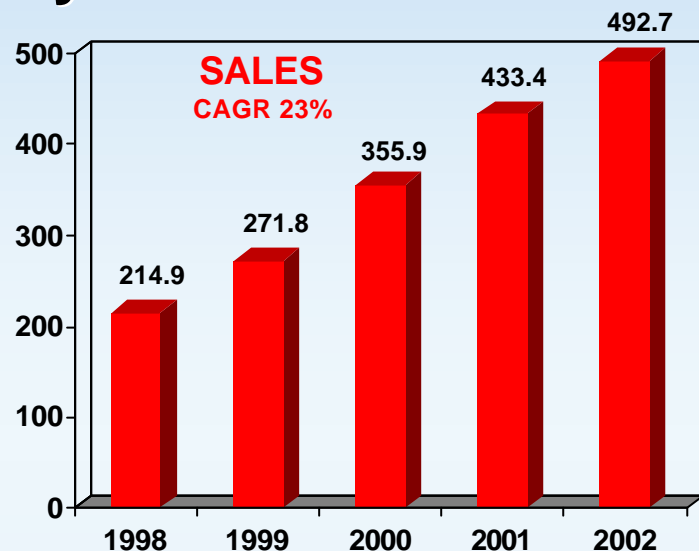
**April, 2003**



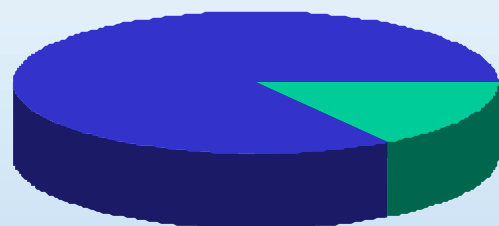
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## Key Consolidated Data

(million euro)

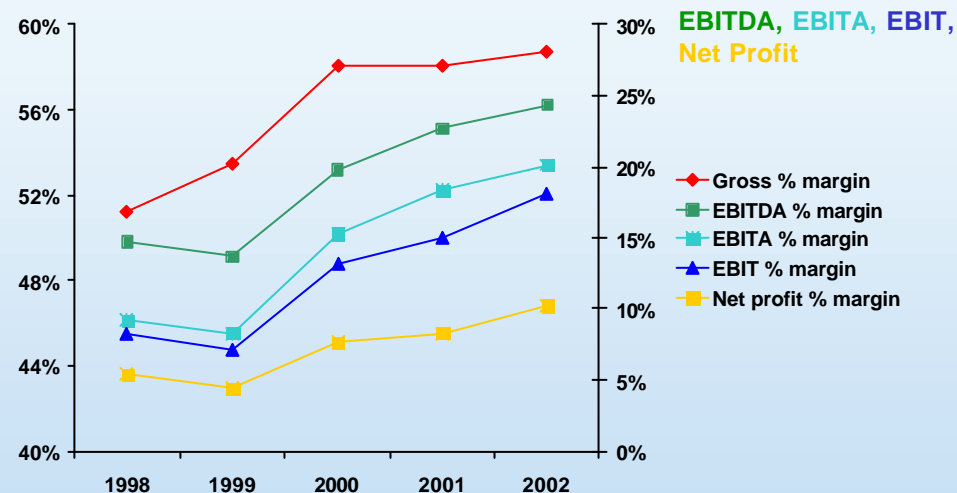


84.1%  
Pharmaceuticals



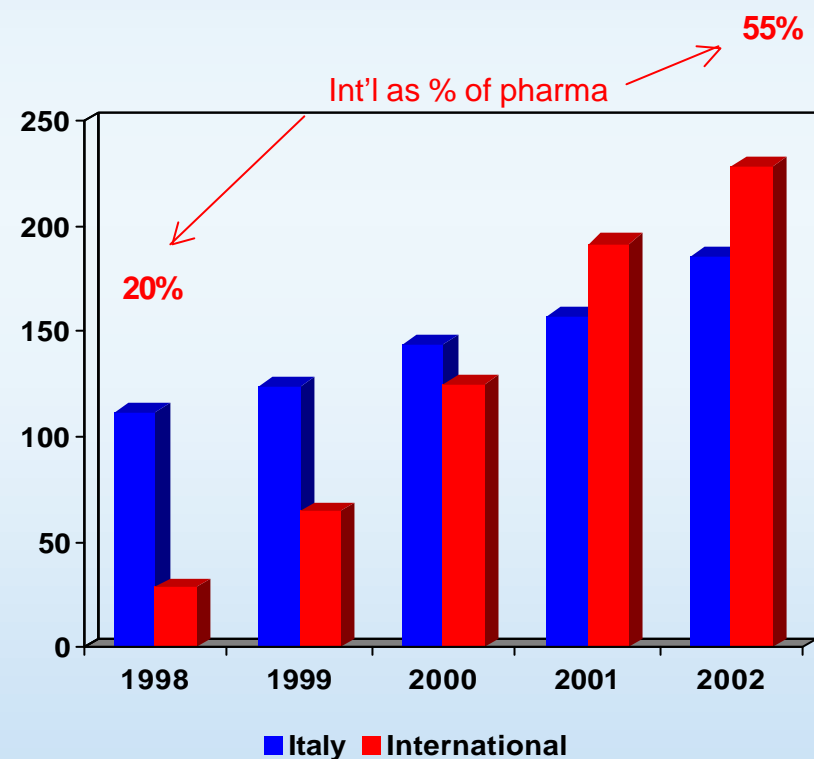
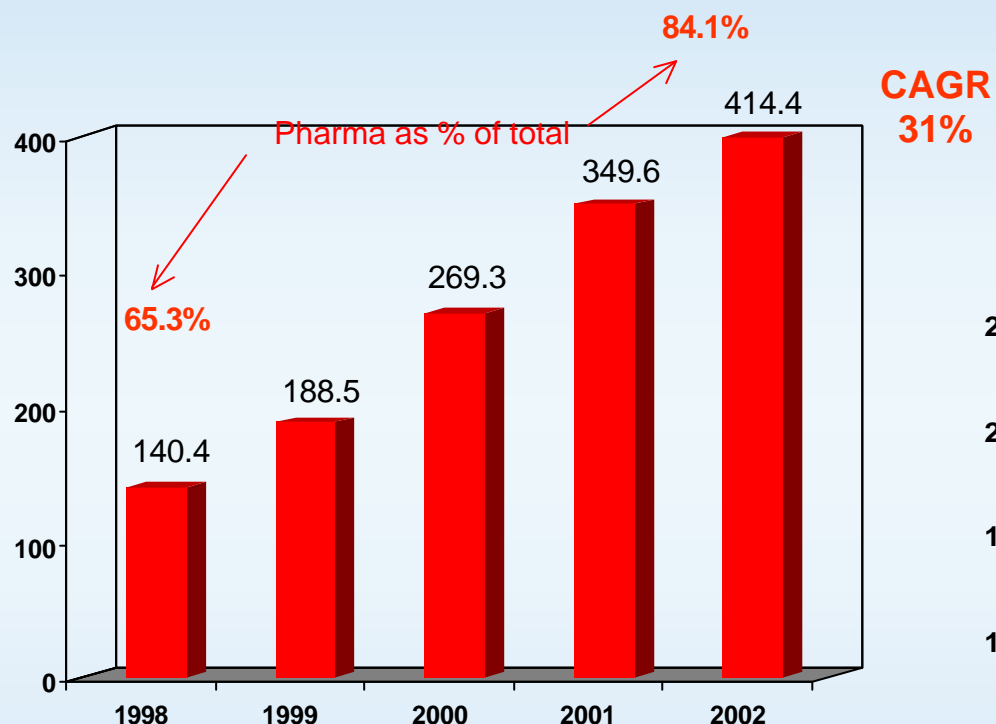
15.9%  
Pharmaceutical chemicals

Gross margin



## Pharmaceutical Net Sales

(million euro)



## Operational highlights Full year 2002

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- **Consolidated net sales up 13.7%**
- **Pharmaceutical sales up 18.5%**
- **International pharmaceutical sales up 18.9%**
- **Lercanidipine sales up 53.1%**
- **Significant increase in margins, EBIT up 37.0% and Net Income up 39.5%**

## Sources of growth

(% change, 2002 over 2001)	Volume	Price / Exchange	Total
PHARMACEUTICALS	17.7 %	(3.0) %	14.7 %
PHARMACEUTICAL CHEMICALS	3.9 %	(10.3) %	(6.4) %
ORGANIC GROWTH, TOTAL	15.0 %	(4.5) %	10.5 %
CHANGE OF CONSOLIDATION PERIMETER	3.1 %		3.1 %
TOTAL GROWTH	18.2 %	(4.5) %	13.7 %



## EBITDA by business area

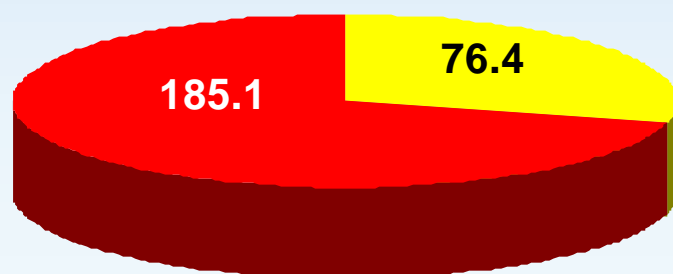
(million euro)	2001	2002	Change %
<b>PHARMACEUTICALS *</b> as % of sales	<b>80.9</b> 23.2%	<b>107.2</b> 25.9%	<b>32.5%</b>
<b>PHARMACEUTICAL CHEMICALS</b> as % of sales	<b>17.6</b> 19.1%	<b>12.6</b> 14.0%	<b>(28.2)%</b>
<b>TOTAL</b> as % of sales	<b>98.5</b> 22.7%	<b>119.9</b> 24.3%	<b>21.6%</b>
<b>OPERATING DEPRECIATION</b>	<b>19.3</b>	<b>20.8</b>	<b>7.6%</b>
<b>GOODWILL AMORTIZATION</b>	<b>14.1</b>	<b>9.9</b>	<b>(30.0)%</b>
<b>EBIT</b> as % of sales	<b>65.1</b> 15.0%	<b>89.2</b> 18.1%	<b>37.0%</b>

\* Includes margin of approx. 3 million in 2001 and 10 million in 2002 from U.S. lercanidipine

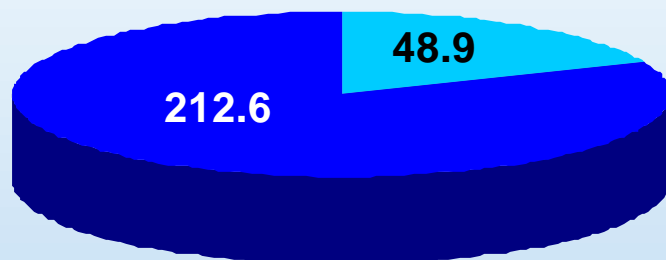
## Capital employed

(million euro)

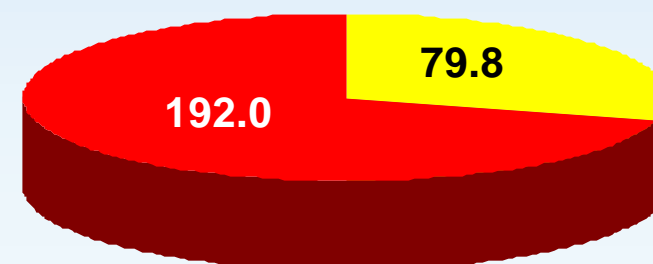
31 December 2001



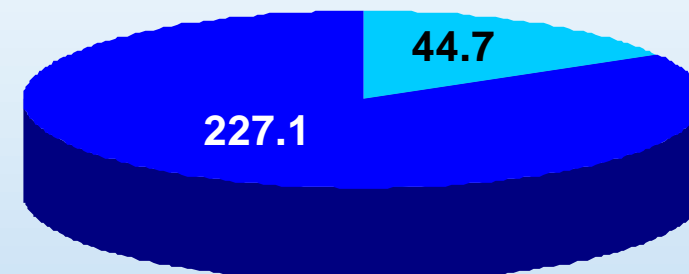
Capital employed: 261.5



31 December 2002



Capital employed: 271.8



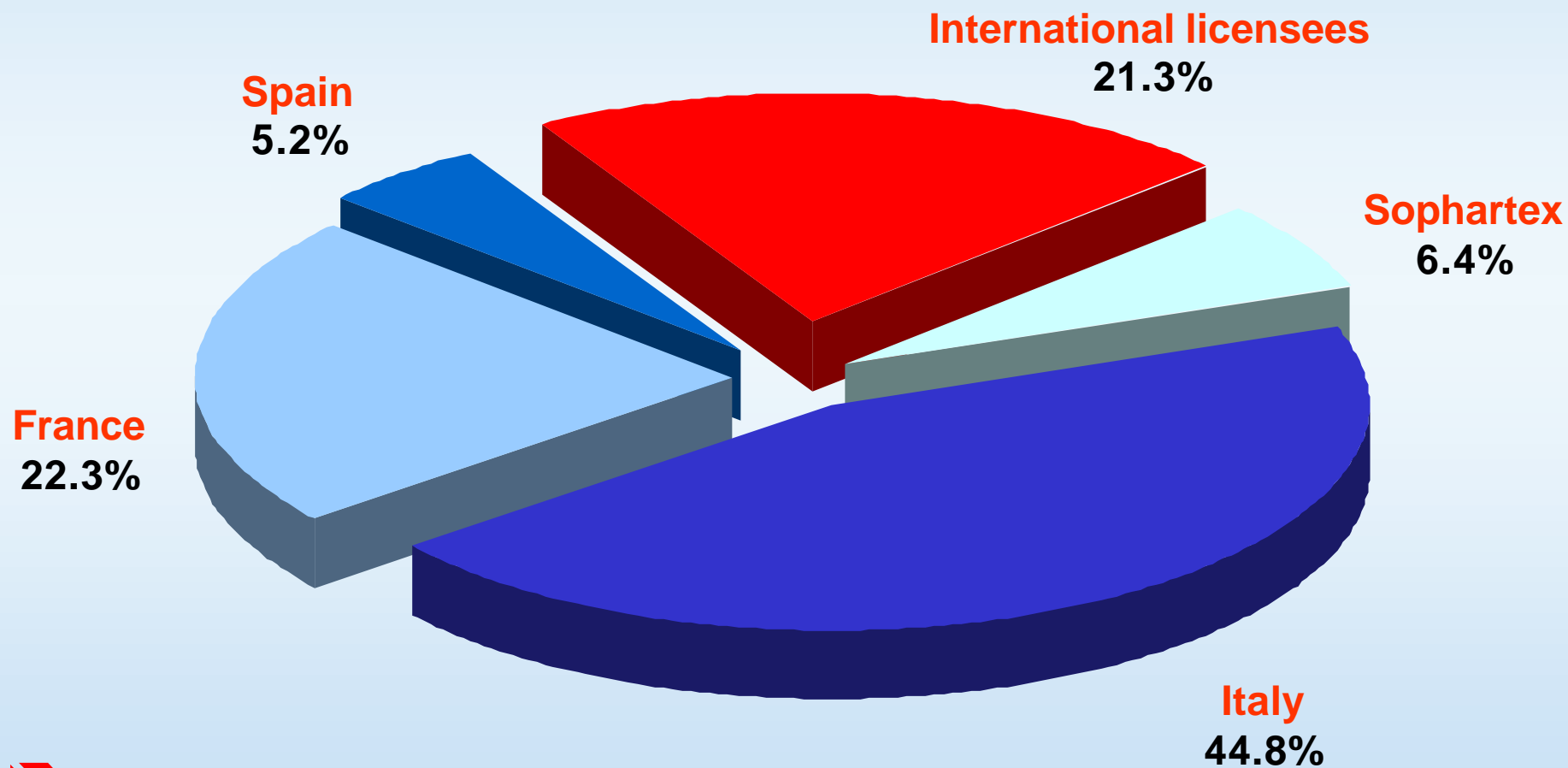
## Cash flow

(million euro)

	2001	2002
<b>Net Income</b>	<b>36.0</b>	<b>50.2</b>
<b>Depreciation of Fixed Assets</b>	<b>13.6</b>	<b>14.8</b>
<b>Amortization of Intangible Assets</b>	<b>19.8</b>	<b>15.9</b>
<b>Write-down of Equity Investment</b>	<b>0</b>	<b>3.3</b>
<b>Cash Flow from Operations</b>	<b>69.4</b>	<b>84.2</b>
<b>Change in Working Capital</b>	<b>(2.8)</b>	<b>(3.4)</b>
<b>Net Investment in Fixed Assets</b>	<b>(23.3)</b>	<b>(26.8)</b>
<b>Net Investment in Intangible Assets</b>	<b>(8.5)</b>	<b>(13.2)</b>
<b>Free Cash Flow</b>	<b>34.8</b>	<b>40.8</b>
<b>Dividend paid</b>	<b>(7.7)</b>	<b>(12.5)</b>
<b>Purchase of Treasury Stock</b>	<b>0</b>	<b>(17.5)</b>

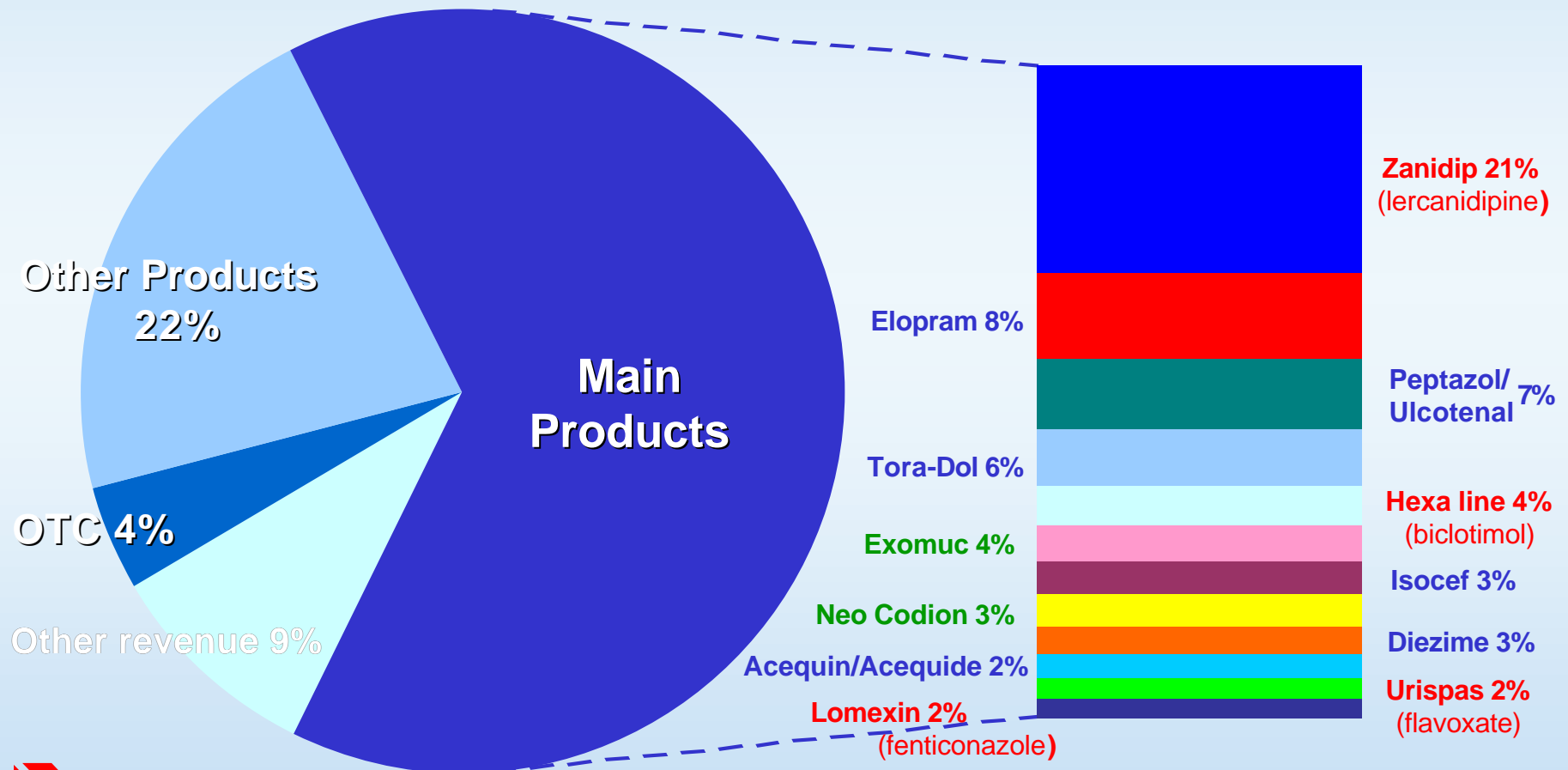


## Breakdown of 2002 pharmaceutical sales



## Main products

Breakdown of 2002 pharmaceutical sales



## ZANIDIP<sup>®</sup> (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 well over \$30 billion, CCB's about \$10 billion, of which around two thirds in U.S.A. and Japan.
- Leader is Norvasc<sup>®</sup> (amlodipine) with over one third market share

## Lercanidipine – Roll out status and plan

43 launches

18 additional approvals

32 filings (inc. USA)

ROW

USA

filed 4Q 2001

approvable letter received  
additional clinicals required

EUROPE

1998 Italy, Spain, UK

2000 Germany

2001 France

JAPAN

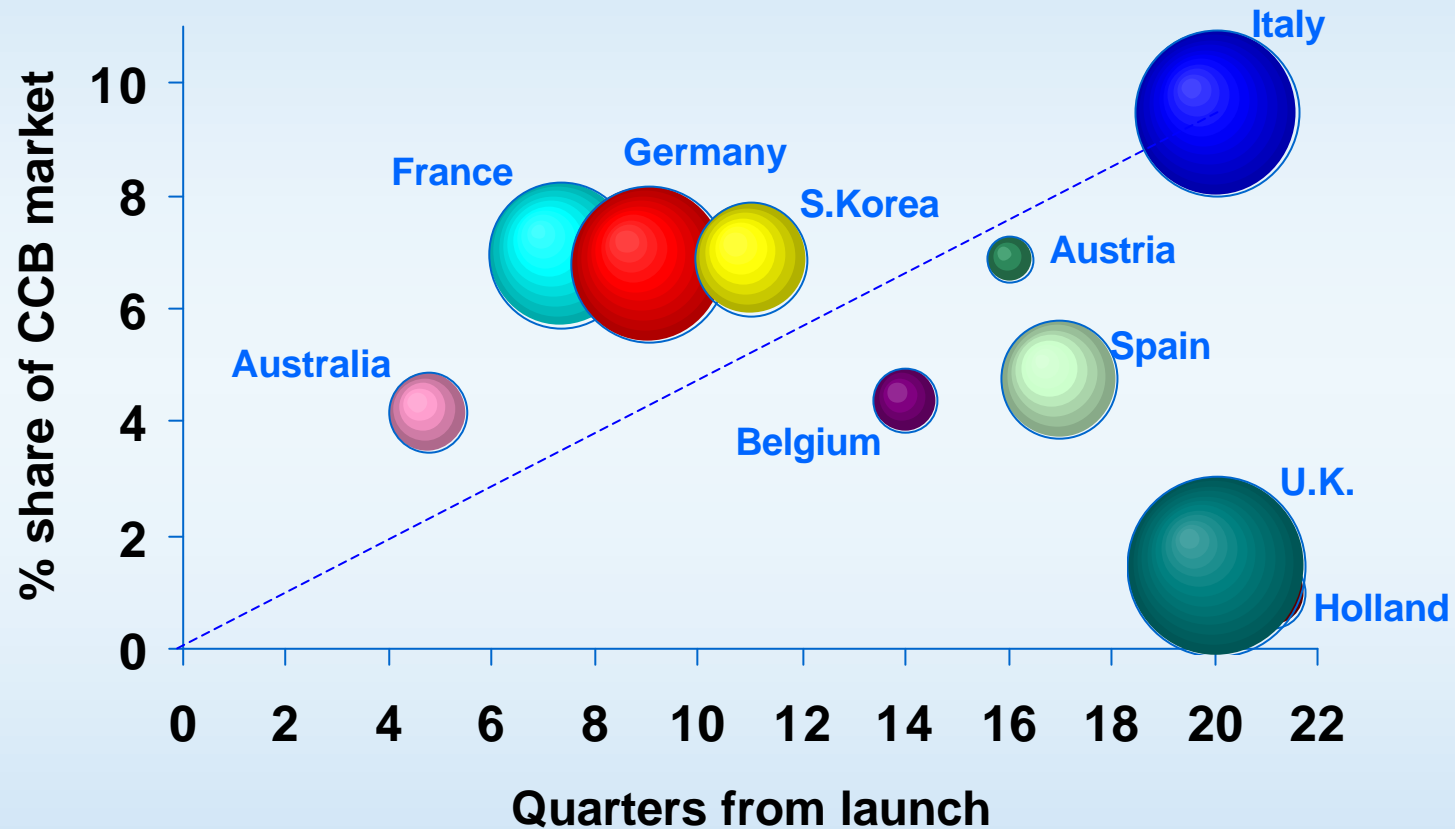
local phase III studies  
launch target 2005

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



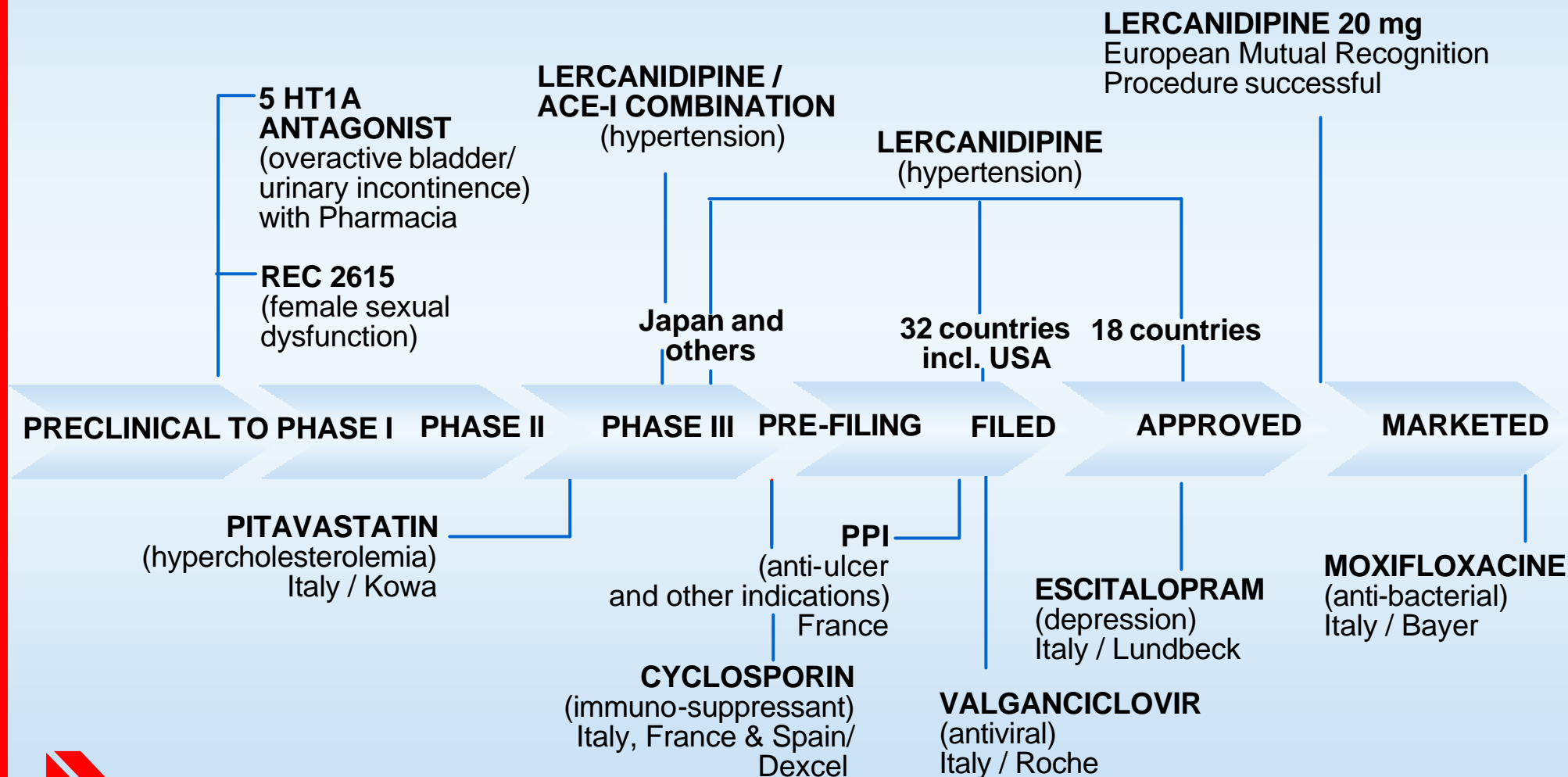
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## Lercanidipine as a % of all calcium channel blockers



IMS data - 4Q 2002 - bubble size represents \$ market value of CCB's

## Product pipeline



## Filling the pipeline: Ongoing R&D

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- **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

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- **Urology:**
  - **Collaboration agreement with Pharmacia**
  - **5HT<sub>1A</sub> 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 development phase.**



## Outlook for 2003

- **Pharmaceuticals sales growth in Europe in spite of price reductions, other cost containment measures**
- **Lercanidipine market share increase in markets where launched**
- **Program to restructure and reorganize pharmachem could involve the disposal of non strategic low margin activities**
- **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
<b>Net Sales</b>	<b>492.7</b>	<b>&gt; 500</b>
<b>EBIT</b>	<b>89.2</b>	<b>&gt; 87</b>
<b>Margin on sales:</b>		
<b>total</b>	<b>18.1 %</b>	<b>17.4 %</b>
<b>ex US lercanidipine</b>	<b>16.5 %</b>	<b>17.4 %</b>

## Outlook to 2005

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- **EBIT 2003 through 2005  $\Rightarrow$  CAGR of 10%**
- **Lercanidipine in U.S., Japan  $\Rightarrow$  upside**

*Statements contained in this presentation, other than historical facts, are “forward-looking statements” (as such term is defined in the Private Securities Litigation Reform Act of 1995). These statements are based on currently available information, on current best estimates, and on assumptions believed to be reasonable. This information, these estimates and assumptions may prove to be incomplete or erroneous, and involve numerous risks and uncertainties, beyond the Company’s control. Hence, actual results may differ materially from those expressed or implied by such forward-looking statements.*

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