Ordinary and Extraordinary Shareholders' Meeting convened for 19<sup>th</sup> April 2012 at 10.00 a.m. at the registered offices of the Company at 1 via Civitali Milan in a single call.

# Form for the appointment of the designated proxy in accordance with Art. 135-undecies of Legislative Decree No. 58/1998

The company, Società per Amministrazioni Fiduciarie "SPAFID" S.p.A", in the person of one of its employees or a specially authorised associate, in the capacity of the "Designated Proxy" in accordance with Art. 135 *undecies* of Legislative Decree No. 58/1998 appointed by RECORDATI S.P.A. is collecting voting authorisations for the shareholders' meeting convened for 19<sup>th</sup> April 2012, in a single call in accordance with the procedures and time limits reported in the notice to convene published on the company website and in the national daily Repubblica on 15<sup>th</sup> March 2012.

The authorisation, together with the voting instructions reserved to the Designated Proxy, must be sent to the latter either by courier or by registered letter to the domicile specially elected for that purpose, at 10, Foro Buonaparte, Milan, not later than the end of the second trading day prior to the date set for the shareholders' meeting in a single call (i.e. not later than 11.59 p.m. on 17<sup>th</sup> April 2012). The proxy is valid solely for proposals in relation to which voting instructions have been given.

The authorisation and the voting instructions may be revoked before that time limit according to the same procedures employed to grant them.

The grant of an authorisation and voting instruction by signing this form does not result in any expense to be borne by the shareholder.

Spafid, in its capacity as the Designated Proxy, reports that it holds no interest of its own with respect to the resolutions submitted for approval by voting. Nevertheless, in consideration of the contractual relations existing between Spafid and the Company relating in particular to the technical assistance and ancillary services provided for shareholders' meetings, in order to avoid potential subsequent disputes connected with an alleged existence of circumstances which might determine a conflict of interest pursuant to article 135-decies, paragraph 2, letter f) of Legislative Decree No. 58/1998, Spafid expressly declares that, should unknown circumstances arise or in the event of amendments or additions to the proposals submitted to the Shareholders' Meeting, it does not intend to cast a vote that is different from that indicated in the instructions.

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## PROXY FORM

(Section to be notified to the Company through the Designated Proxy – Please compile with the requested information)

I, the u	ındersi	gned,									_
		personal									at
resider	nt at t	he address	: street _								with
Inform	ation t	o be comp	iled at the	e discretio	n of the sh	areho	older:				
- perfo	rmed l	tion No by on codes if a								ntermedia	ıry)
accord	ance v held in	e Designate vith the ins custody a	structions	given to	him/her ii	n relat	tion to		shares	of Reco	rdati
may co	ontain a and	t I am awa voting inst that in tha nave been g	ructions at case t	even on o	nly some	of the	proposa	ls submit	ted for v	oting on	the
		Spafid to p dicated in t				the p	ourposes	and und	er the co	nditions	and
	unders	igned, (last	name and	d first name	of the sign	atory d	only if diffe	rent from	the owner	of the sh	ares)
sign th	is auth	orisation ir		acity as (che							
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Place/[	Date	,			Signature						

## **VOTING INSTRUCTIONS**

 $(Section\ containing\ information\ for\ use\ by\ the\ Designated\ Proxy\ only\ -\ Please\ check\ the\ boxes\ indicated)$ 

١, ١	the ur	dersigned,	(2)					(name and	perso	nal de	etails) a	authori	se th	e [	Designa	ted P	roxy	to voting ac	cording
to	the	following	instructions	in	the	shareholders'	meeting	convened	for	19 <sup>th</sup>	April	2012	in	a	single	call	by	RECORDATI	S.P.A.

## A) Resolutions subject to voting

	AGENDA	IN FAVOUR OF THE PROPOSAL CONTAINED IN THE EXPLANATORY REPORT	IN FAVOUR OF THE PROPOSAL SUBMITTED BY THE MAJORITY SHAREHOLDER	IN FAVOUR OF THE PROPOSAL SUBMITTED BY ANOTHER SHAREHOLDER	AGAINST	ABSTAIN
Orc	linary Session					
1.	Board of Directors' Review of Operations; Report of the Board of Statutory Auditors; Financial Statements as at and for the financial year ended 31 <sup>st</sup> December 2011; relative and consequent resolutions.	(check this box)	Do not check	Do not check	(check this box)	(check this box)
2.	Remuneration policies in accordance with article 123-ter of Legislative Decree No. 58/98; relative and consequent resolutions.	if in favour (check this box)	Do not check	Do not check	if against (check this box)	(check this box)
3.	Proposal to authorise the purchase and utilization of treasury stock; relative and consequent resolutions.	(check this box)	Do not check	Do not check	(check this box)	(check this box)
Ext	raordinary Session					
1.	Grant of an authorisation to the Board of Directors in accordance with articles 2420-ter and 2443 of the Italian Civil Code for maximum amounts of Euro 80,000,000 and Euro 50,000,000 respectively; consequent amendment to Art. 6 of the Corporate By-Laws, relative and consequent resolutions.	(check this box)	Do not check	Do not check	(check this box)	(check this box)

## **B) UNKNOWN CIRCUMSTANCES**

If circumstances unknown at the time when the authorisation is issued (4), the undersigned with reference to:

	CONFIRMS THE	REVOKES THE	CHANGES THE INSTRUCTIONS					
	INSTRUCTIONS	INSTRUCTIONS						
			IN FAVOUR	AGAINST	ABSTAIN			
ORDINARY SESSION								
1. Board of Directors' Review								
of Operations; Report of								
the Board of Statutory								
Auditors; Financial								
Statements as at and for	(check this box)	(check this box)	(check this box)	(check this box)	(check this box)			
the financial year ended 31 <sup>st</sup> December 2011:								
,								
relative and consequent								
resolutions.  2. Remuneration policies in								
accordance with article								
123-ter of Legislative								
Decree No. 58/98; relative	(check this box)	(check this box)	(check this box)	(check this box)	(check this box)			
and consequent								
resolutions.								
3. Proposal to authorise the								
purchase and utilization of								
treasury stock; relative and	(check this box)	(check this box)	(check this box)	(check this box)	(check this box)			
consequent resolutions.								
EXTRAORDINARY SESSION	•	•		1				
1. Grant of an authorisation to								
the Board of Directors in								
accordance with articles								
2420-ter and 2443 of the								
Italian Civil Code for								
maximum amounts of Euro	(check this box)	(check this box)	(check this box)	(check this box)	(check this box)			
80,000,000 and Euro	(Circuit tills box)	(Check this box)	(CITCON LITTS DON)	(Check this box)	(CITCON UIIS BOX)			
50,000,000 respectively;								
consequent amendment to								
Art. 6 of the Corporate By-								
Laws, relative and								
consequent resolutions.								

# C) AMENDMENTS OR ADDITIONS (5)

		CONFIRMS THE	REVOKES THE	CHA	INGES THE INSTRUC	TIONS
				IN FAVOUR	AGAINST	ABSTAIN
OR	DINARY SESSION					
1.	Board of Directors' Review of Operations; Report of the Board of Statutory Auditors; Financial Statements as at and for the financial year ended 31st December 2011; relative and consequent resolutions.	(check this box)	(check this box)	(check this box)	(check this box)	(check this box)
2.	Remuneration policies in accordance with article 123-ter of Legislative Decree No. 58/98; relative and consequent resolutions.	(check this box)	(check this box)	(check this box)	(check this box)	(check this box)
3.	Proposal to authorise the	(check this box)	(check this box)	(check this box)	(check this box)	(check this box)

purchase and utilization of treasury stock; relative and consequent resolutions.					
EXTRAORDINARY SESSION		T	T		,
1. Grant of an authorisation to the Board of Directors in accordance with articles 2420-ter and 2443 of the Italian Civil Code for maximum amounts of Euro 80,000,000 and Euro 50,000,000 respectively; consequent amendment to Art. 6 of the Corporate By-Laws, relative and consequent resolutions.	(check this box)				

In the event of a vote on a **liability action** proposed in accordance with Art. 2393, paragraph 2 of the Italian Civil Code by shareholders when the annual report is approved, the undersigned delegates the Designated Proxy to vote as follows:

☐ IN FAVOUR ☐ AGAINST☐ ABSTAIN

#### INSTRUCTIONS FOR COMPILATION AND DELIVERY

- 1. The original of the **proxy form**, to be notified to the Company through the Designated Proxy with the voting instructions reserved to it, must be sent (together with documentation giving proof of powers to sign in accordance with following point) to arrive no later than 11.59 p.m. on 17<sup>th</sup> April 2012 at the company Società per Amministrazioni Fiduciarie "SPAFID" S.p.A., at 10, Foro Buonaparte, Milano 20121 by one of the following methods:
  - a. delivery at the offices of the trust company (SPAFID) of the original of the proxy form and the voting instructions, with the presentation of a currently valid identity document by the delegating shareholder so that the trust company can perform a personal identification. If the delegating shareholder is a legal person, by the delivery of a notarised or officially certified copy of the original which demonstrates that: (i) the party granting the authorisation is the pro tem legal representative of the delegating shareholder or another duly authorised party; (ii) that the party granting the authorisation is in possession of the appropriate powers to act in that respect;
  - b. delivery of the documentation detailed in the previous point by either by courier or registered letter together with a currently valid copy of an identity document of the delegating shareholder or, if the delegating shareholder is a legal person, of the pro tem legal representative or another duly authorised party.
- 2. Give the first and last name of the signatory of the proxy form and the voting instructions.
- 3. In accordance with article 135-undecies, paragraph 3 of Legislative Decree No. 58/998, "Shares for which full or partial proxy is conferred are calculated for the purpose of determining due constitution of the shareholders' meeting. With regard to proposals for which no voting instructions are given, the shares of the shareholder concerned are not considered in calculating the majority and the percentage of capital required for the resolutions to be carried."
- 4. Where <u>significant circumstances</u> arise, unknown at the time of the grant of the authorisation, which cannot be communicated to the shareholder, it is possible to choose between: a) confirmation of the voting instructions already issued; b) change of the voting instructions already issued; c) revocation of the voting instructions already issued. If no choice has been made, then the voting instructions issued in sub-section A) are considered as confirmed.
- 5. In cases where <u>amendments or additions</u> to resolutions submitted to the shareholders' meeting are made, it is possible to choose between: a) the confirmation of a voting instruction if already issued; b) the change of a voting instruction if already issued or the issue of a voting instruction; c) revocation of a voting instruction already issued. If no choice has been made, then the voting instructions issued in sub-section A) are considered as confirmed.

#### Legislative Decree No. 58/1998 (Consolidated Finance Act)

#### Art. 135 decies

(Conflict of interest of the proxy and substitutes)

- 1. It is permitted to appoint a proxy who holds a conflict of interest provided the proxy informs the shareholder in writing of the circumstances from which that conflict arises and provided that specific voting instructions are given for each resolution in relation to which the proxy must vote on behalf of the shareholder. The onus of proof that the circumstances which gave rise to the conflict of interest have been communicated to the shareholder lies with the proxy.
- 2. In any event, for the purposes of this article, a conflict of interest exists where the proxy or substitute:
- a) controls, or jointly controls the company, or is controlled by or is under common control with that company;
- b) is associated with the company or exercises significant influence over that company;
- c) is a member of the management or supervisory body of the company or of persons indicated in letters a) and b);
- d) is an employee or auditor of the company or of the persons indicated in letter a);
- e) is a spouse, direct relative or relative by marriage to the fourth degree of the persons indicated in letters a) to c);
- f) is bound to the company or to persons indicated in paragraphs a), b), c) and e) by self-employment or employee relations or other relations of a financial nature that compromise independence.
- 3. Replacement of the proxy by a substitute bearing a conflict of interest is permitted only if the substitute is selected by the shareholder. In this case sub section one shall apply. Disclosure obligations and the relative onus of proof nevertheless remain with the proxy.
- 4. This article shall also apply in cases of the transfer of shares through an authorised representative.

#### Art. 135 undecies

(Proxy designated by a listed company)

- 1. Unless the Corporate By-Laws stipulate otherwise, listed companies designate a proxy for each Shareholders' Meeting to which shareholders may grant an authorisation, by the end of the second day of market trading prior to the date set for the shareholders' meeting in first or second call, with voting instructions on all or some of the motions on the agenda. The authorisation is valid solely for proposals in relation to which voting instructions have been given.
- 2. The proxy is granted by signing a proxy form, the content of which is governed by a Consob regulation. The grant of an authorisation shall be without expense for the shareholder. The voting authorisation and the voting instructions may be revoked at any time within the time limit indicated in sub section 1.
- 3. Shares for which full or partial authorisation has been granted are calculated for the purpose of determining due constitution of the shareholders' meeting. With regard to proposals for which no voting instructions are issued, the shares of the shareholder concerned are not considered in calculating the majority and the percentage of capital required for the resolutions to be carried.
- 4. The party designated as the proxy is required to disclose any interests it holds on its own behalf or on behalf of third parties in relation to the resolutions listed on the agenda. The representative must also maintain confidentiality on the content of the voting instructions received until voting commences, without prejudice to possibility of disclosing such information to its employees or associate workers, who shall also be subject to confidentiality obligations.
- 5. The regulation referenced in sub-section 2, states that Consob may establish cases in which a proxy which does not fall within any of the situations mentioned in article 135 *decies* may cast a vote that is different from that indicated in the instructions.

#### **Italian Civil Code**

#### Art. 2393

(Corporate liability action)

A liability action against directors is initiated following a shareholders resolution, even if the company is in liquidation.

The resolution on directors' liability may be voted when the annual report is being discussed, even if it is not among the list of items on the agenda, when it concerns events relating to the financial year to which the annual report also relates.

The action may be brought within five years of a director leaving office.

The liability action resolution results in the dismissal of the directors against whom it is directed, provided that it is approved with the vote in favour of at least one fifth of the share capital. In this event the shareholders' meeting itself must replace them.

The company may abandon the liability action and negotiate a settlement, provided the abandonment and the settlement are approved with an explicit shareholders' resolution and provided there is no vote against by a minority of the shareholders which represents at lease one fifth of the share capital or, in companies which make use of risk capital markets, at least one twentieth of the share capital, or the proportion established in the corporate by-laws for the initiation of a corporate liability action within the meaning of the first and second paragraphs of Art. 2393 *bis*.

#### PROTECTION OF PERSONS AND OTHER ENTITIES WITH RESPECT TO THE TREATMENT OF PERSONAL DATA

#### INFORMATION IN ACCORDANCE WITH ART. 13 OF LEGISLATIVE DECREE NO. 196 OF 30.06.2003

In accordance with Art. 13 of Legislative Decree No. 196/2003 the personal data contained in the proxy form will be processed by the Company – the data controller – in order to manage operations in relation to shareholders' meetings, in compliance with the laws in force on the protection of personal data.

This data may be known by workers of the Company who are specifically authorised to process them in their capacity as persons responsible for or appointed to pursue the above aims: this data may be distributed or communicated to specific parties in compliance with a legal, regulatory or EU obligation or on the basis of orders given by an authority legally empowered to issue them or given by supervisory and control bodies. Without the data the Company will be unable to allow the proxy to take part in the Shareholders' Meeting.

The persons concerned have the right to know at any time what data concerning them the Company has, its origin and how it is used. They also have the right to have it updated, rectified, added to or deleted, to ask for it to be frozen and to oppose processing of the data by contacting the privacy officer pursuant to Art. 7 of Legislative Decree No. 193/2003 (Società per Amministrazioni Fiduciarie "SPAFID" S.p.A., 10, Foro Buonaparte 20121 Milan – Tel 02-806871; fax 02-80687330).