



# **RECORDATI: BEST IN CLASS VALUE CREATOR**

J.P. Morgan Healthcare Conference 2024

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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 by Management. This information, these estimates and assumptions may prove to be incomplete or erroneous, and involve numerous risks and uncertainties, beyond the Company’s control.

These risks and uncertainties include among other things, the uncertainties inherent in pharmaceutical marketing and development, impact of decisions by regulatory authorities, such as the FDA or the EMA, regarding whether and when to approve any drug or biological application that may be filed as well as their decisions regarding labelling and other matters that could affect the availability or commercial potential of our products, the future approval and commercial success of therapeutic alternatives, Recordati’s ability to benefit from external growth opportunities, to complete capital markets or other transactions and/or obtain regulatory clearances, risks associated with intellectual property and any related pending or future litigation and the ultimate outcome of such litigation, trends in exchange rates and prevailing interest rates, volatile economic and capital market conditions, cost containment initiatives by payors of medicines and subsequent changes thereto, and the impact that pandemics, political disruption or armed conflicts or other global crises may have on our business.

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Recordati (Reuters RECI.MI, Bloomberg REC IM) is an international pharmaceutical group listed on the Italian Stock Exchange (ISIN IT 0003828271) uniquely structured to bring treatment across specialty and primary care, consumer healthcare, and rare diseases. We believe that health, and the opportunity to live life to the fullest, is a right, not a privilege. We want to support people in unlocking the full potential of their life. We have fully integrated operations across research & development, chemical and finished product manufacturing through to commercialisation and licensing. Established in 1926, Recordati operates in approximately 150 countries across EMEA, Americas and APAC regions. At the end of 2022, Recordati employed more than 4,300 people and consolidated revenue of € 1,853.3 million. For more information, please visit [www.recordati.com](http://www.recordati.com).

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# UNIQUE AND DIVERSIFIED GLOBAL PLAYER IN RARE DISEASES AND EUROPEAN PARTNER OF CHOICE IN SPECIALTY PHARMA

## RECORDATI IN NUMBERS

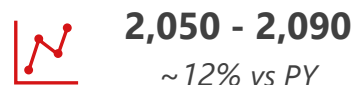
### EMPLOYEES



### MARKETS



### REVENUE <sup>(1)</sup>



### EBITDA <sup>(1)</sup>



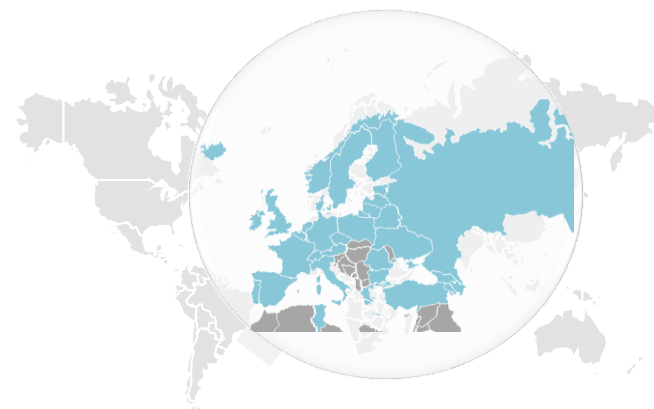
### ADJ. NET INCOME <sup>(1)</sup>



### LEVERAGE <sup>(2)</sup>



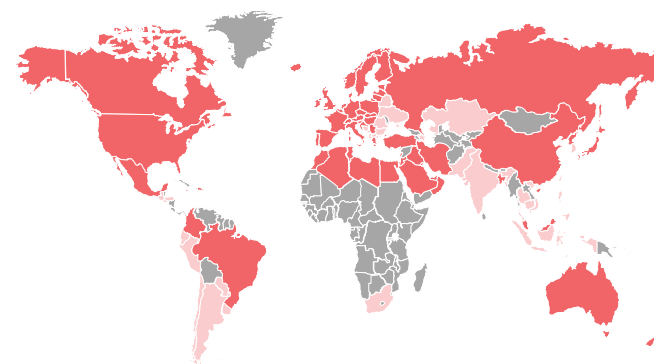
### ESG RECOGNITION



### Specialty & Primary Care <sup>(3)</sup>

68% of Revenue

EBITDA margin 33.2%



### Rare Diseases <sup>(3)</sup>

32% of Revenue

EBITDA margin 42.8%

1) FY 2023 guidance figures

2) Pro-forma considering the contribution of Avodart® and Combodart®/Duodart® for the last twelve months

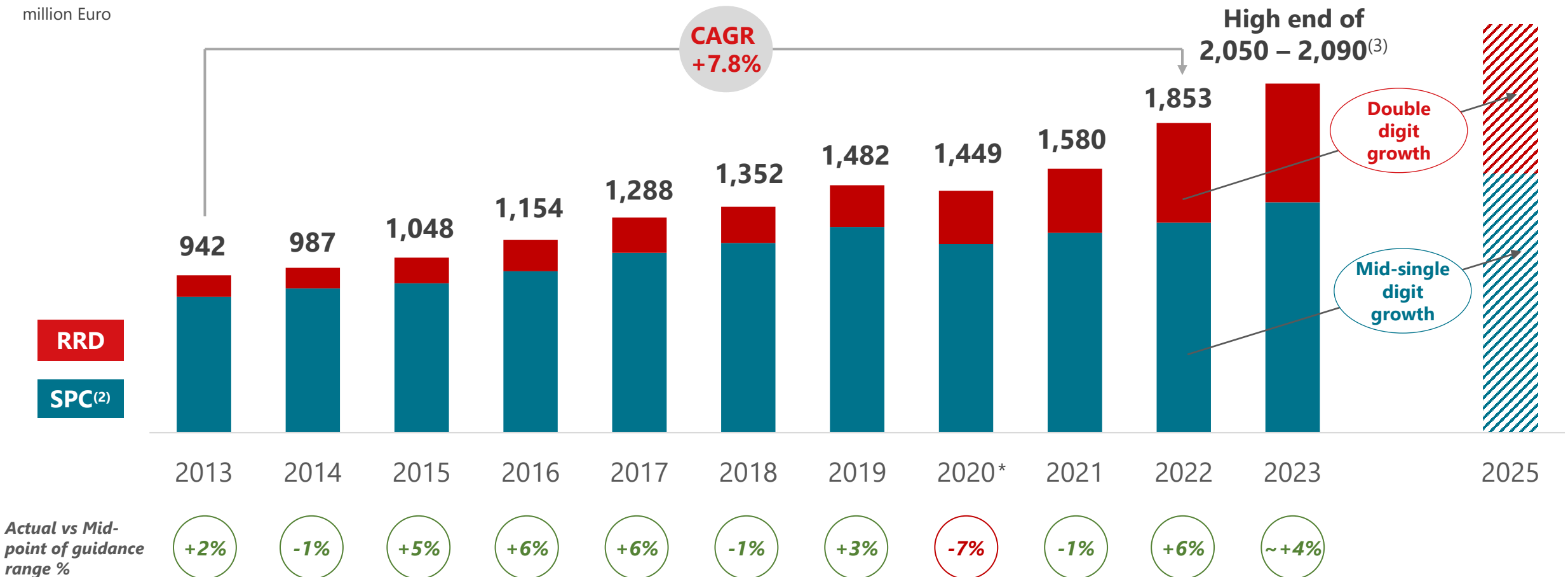
3) FY 2022 actual figures



# DELIVERING HIGH SINGLE DIGIT GROWTH, CONSISTENTLY ON PLAN, WITH AVERAGE ROIC<sup>(1)</sup> OF 15-20% OVER LAST DECADE

Group Revenue 2013-2025 - actual and guidance

million Euro



\*2020 figures impacted by LOE on silodosin and on pitavastatin (and COVID-19 pandemic)

1) Return on invested capital avg. 2012-2022, source Bloomberg and Factset estimates

2) Including Chemical Division

3) Given the strong organic growth momentum, expect FY 2023 results at the high end of the guidance range provided in May 2023, despite increased FX headwinds

4) On track to exceed the 2025 targets set in February 2023, with current portfolio alone (including sales of Avodart® and Combodart®/Duodart®) now expected to deliver Revenue in excess of € 2.4 billion in 2025, sustaining an EBITDA margin of +/- 37%



# PROVEN AND SUSTAINABLE BUSINESS MODEL



Unique combination of **resilient** and **cash flow generative branded Specialty & Primary Care** business (**RX, OTC**) alongside a **high growth global Rare disease** business (US now Group's largest unit)



**Best-in-class** financial profile with consistent track record of growth at scale



Strong franchises with **no material loss of exclusivity exposure**



**Disciplined R&D** focused on **targeted late stage** rare disease programs



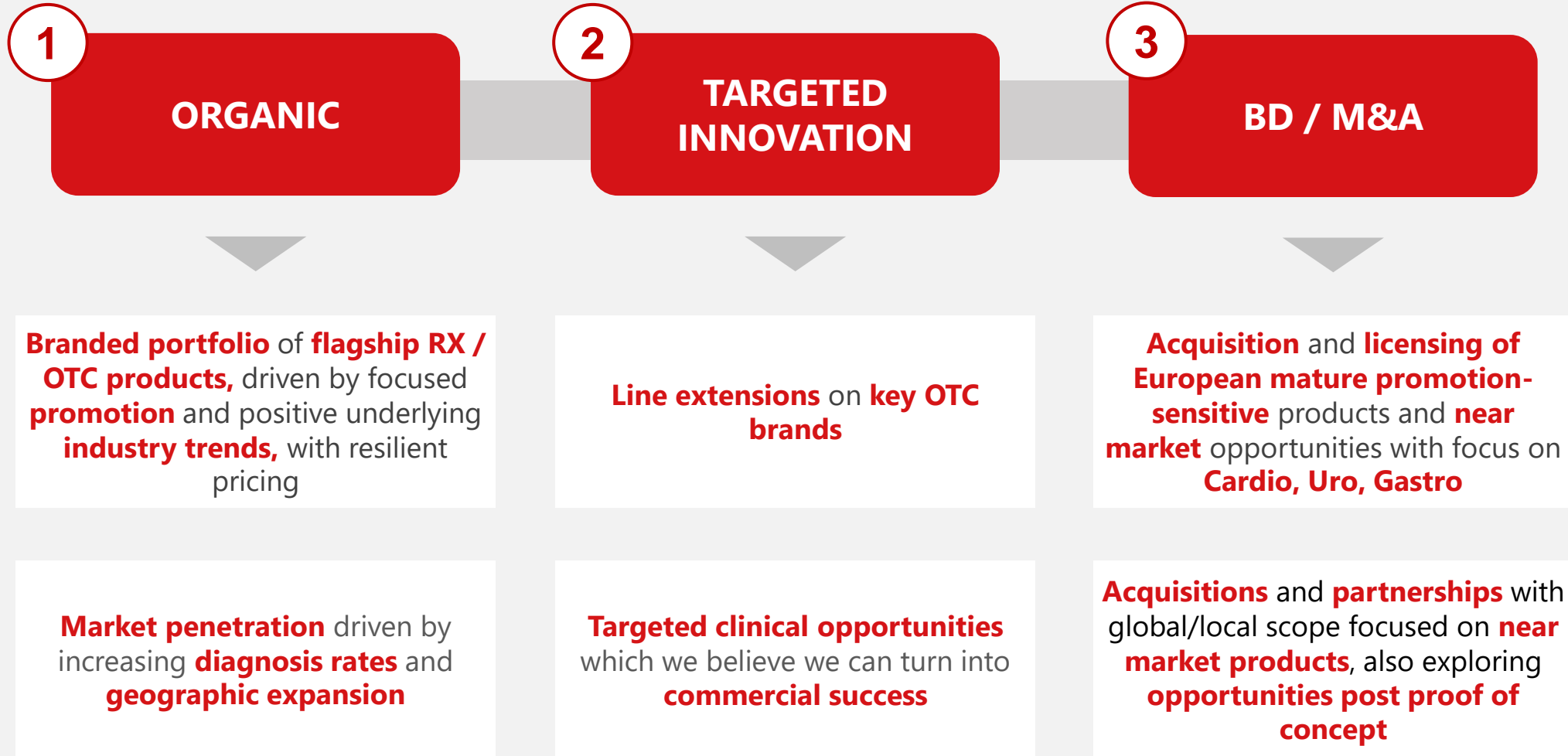
Proven **M&A and integration capabilities** to complement organic growth



**World class management team** with **strong track record** of delivering **profitable growth, in line with plans**



# THREE DRIVERS OF GROWTH



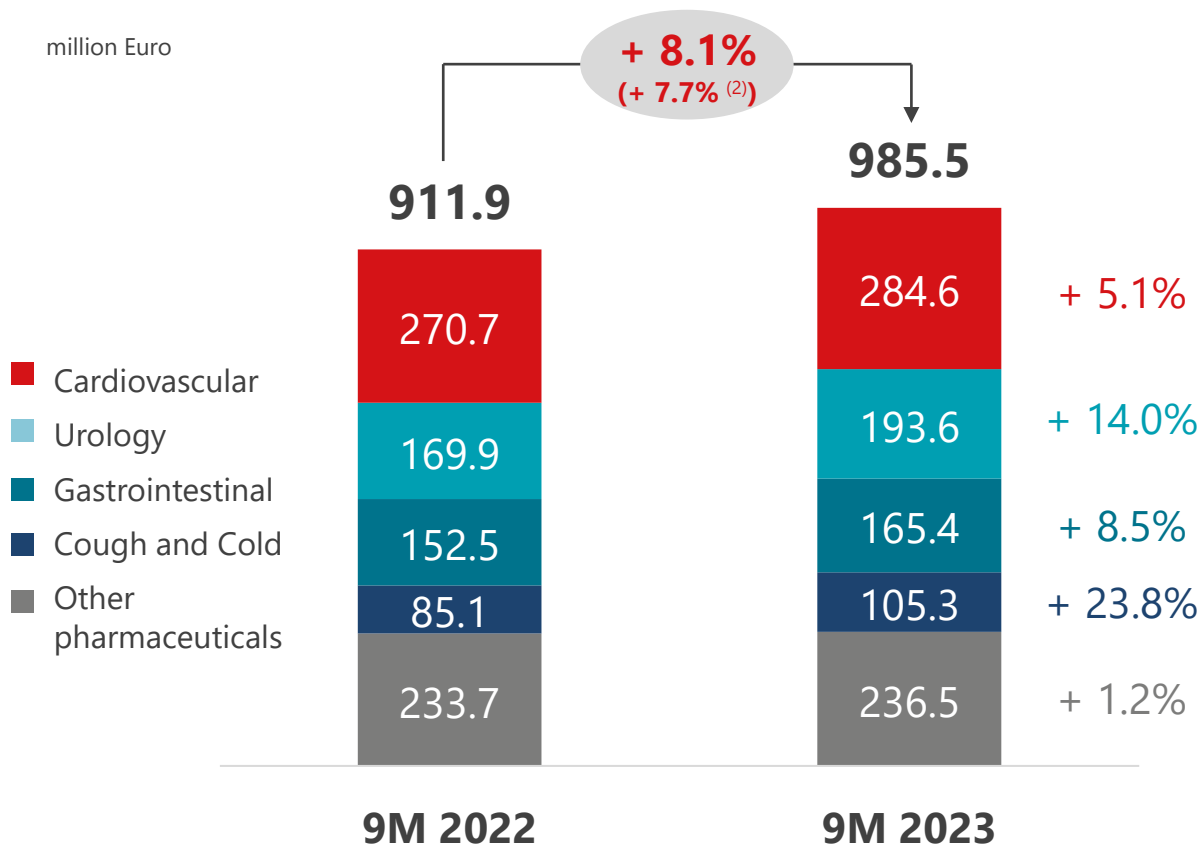
# THE EUROPEAN PARTNER OF CHOICE

## Recordati Specialty & Primary Care

### Strong organic growth ahead of relevant markets...

Pharmaceutical Revenue <sup>(1)</sup> 9M 2023 vs 9M 2022

million Euro



1) Excluding Chemicals € 40.0 million in 9M 2023 and € 35.9 million 9M 2022

2) Pro-forma growth calculated excluding Q3 2023 revenue of Avodart® and Combodart® / Duodart® (SPC)

3) IQVIA Oct-YTD Evolution Index: Recordati SPC-promoted portfolio growing +11% vs reference market +6%

4) RX 47% and OTC 16% of 9M 2023 revenue

### ...driven by commercial excellence

- **Fully integrated regional player** with direct presence in **30+ countries**, having significant scope and scale with **cost effective** and **competitive commercial capabilities** in every market, **resulting into market outperformance** with promoted portfolio (105% EI Oct-YTD)<sup>(3)</sup>
- Go to partner for **promotionally sensitive Established Brands** and new near market opportunities in core areas of **Cardiovascular, Urology** and **Gastroenterology**, with **~1,500 salespeople**
- Focus on **local and Regional flagship Brands** in **OTC** to drive **organic** and **inorganic profitable** growth balancing digital innovation and clinical advocacy
- Portfolio expected to grow organically **mid-single digit at CER**, driven by **several growth drivers in RX and OTC**<sup>(4)</sup> with a **stable core of mature brands and negligible LOE risk**



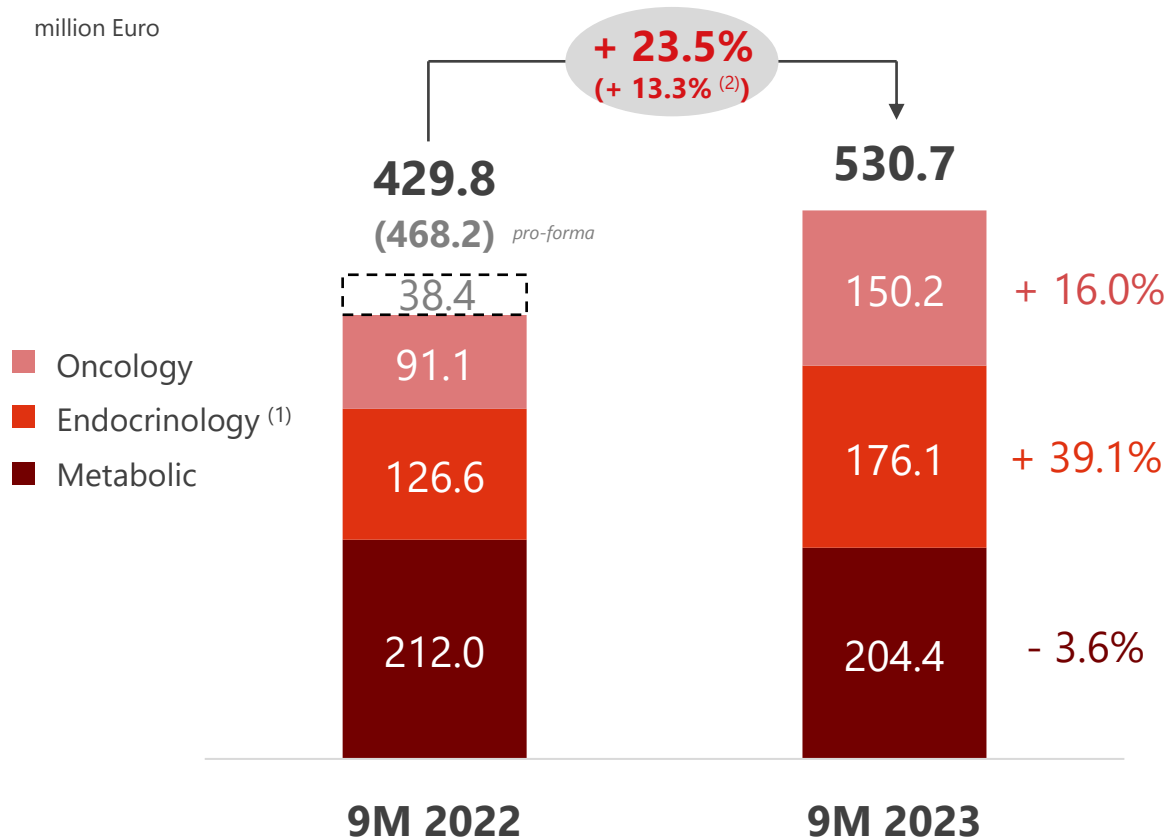
# A GLOBAL RARE DISEASES BUSINESS

## Recordati Rare Diseases

### Double-digit growth driven by Endo and Onco...

Revenue 9M 2023 vs 9M 2022

million Euro



1) Of which Signifor® and Signifor® LAR of € 76.7 million and Isturisa® of € 99.4 million  
2) Pro-forma growth calculated adding Q1 2022 revenue of EUSA Pharma (RRD)

### ...and by patient and physician awareness

- **One** of the **few truly global rare diseases businesses**, with **direct presence in key geographies**: North America, EU, Japan, Australia/NZ, China, Latin America, South Korea
- Portfolio of **>20 Orphan and Ultra-orphan** products across three therapeutic areas: **Metabolic, Endocrinology** and **Oncology**
- Plans on track for further **geographic expansion** (LATAM and rest of Asia)
- Expect to continue delivering **double-digit growth** at CER, driven by Endocrinology, Oncology and increased international presence
- **Exciting pipeline opportunities** to enhance growth beyond 2025, with Isturisa label extension into Cushing Syndrome and dinutuximab beta in neuroblastoma in US, REC 0559 in Neurotrophic Keratitis (Ph2) and pasireotide in Post Bariatric Hypoglycemia (Ph2)

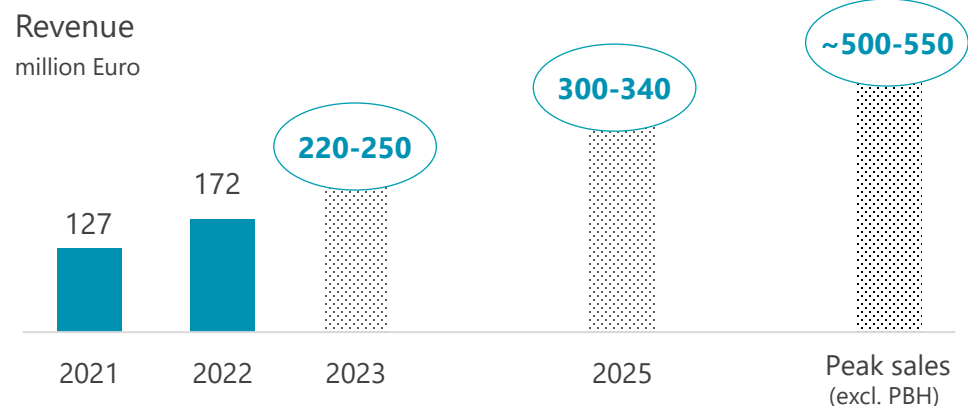




# RARE ENDO AND ONCO PORTFOLIO POSITIONED FOR STRONG GROWTH IN MID-LONG TERM

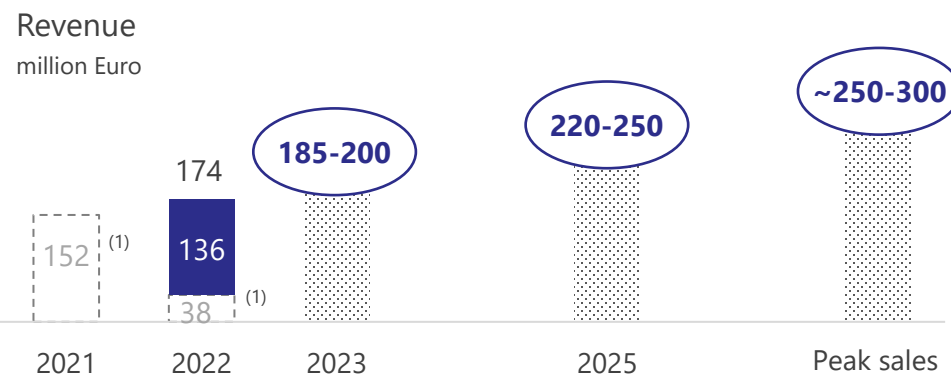
## Key drivers

### ENDOCRINOLOGY



- **Isturisa<sup>(2)</sup> increased patient uptake**, leveraging long-term efficacy / safety data and maximizing treatment adherence, with also **US label extension to Cushing Syndrome**
- **Signifor LAR** second line medical treatment in Acromegaly
- **Potential Peak sales:** Isturisa on track to exceed €400 million and Signifor/Signifor LAR €100-150 million (excluding PBH)
- **Pasireotide ph. II** opportunity in Chronic condition in post-bariatric surgical patients (**PBH**); potential additional peak sales of >€150 million<sup>(3)</sup>

### ONCOLOGY



- **Qarziba improved further penetration in EMEA / LAC** and ambition to **enter the US market** in Relapsed / Refractory High-Risk Neuroblastoma patients
- Improving **iMCD diagnosis** for **Sylvant**, ensuring long-term retention
- **Potential Peak sales:** ~€250-300 million, including Qarziba in US
- **Potential new indications opportunities** under evaluation for both **Qarziba** and **Sylvant**

1) EUSA Pharma results consolidated as of Q2 2022 in Recordati financials

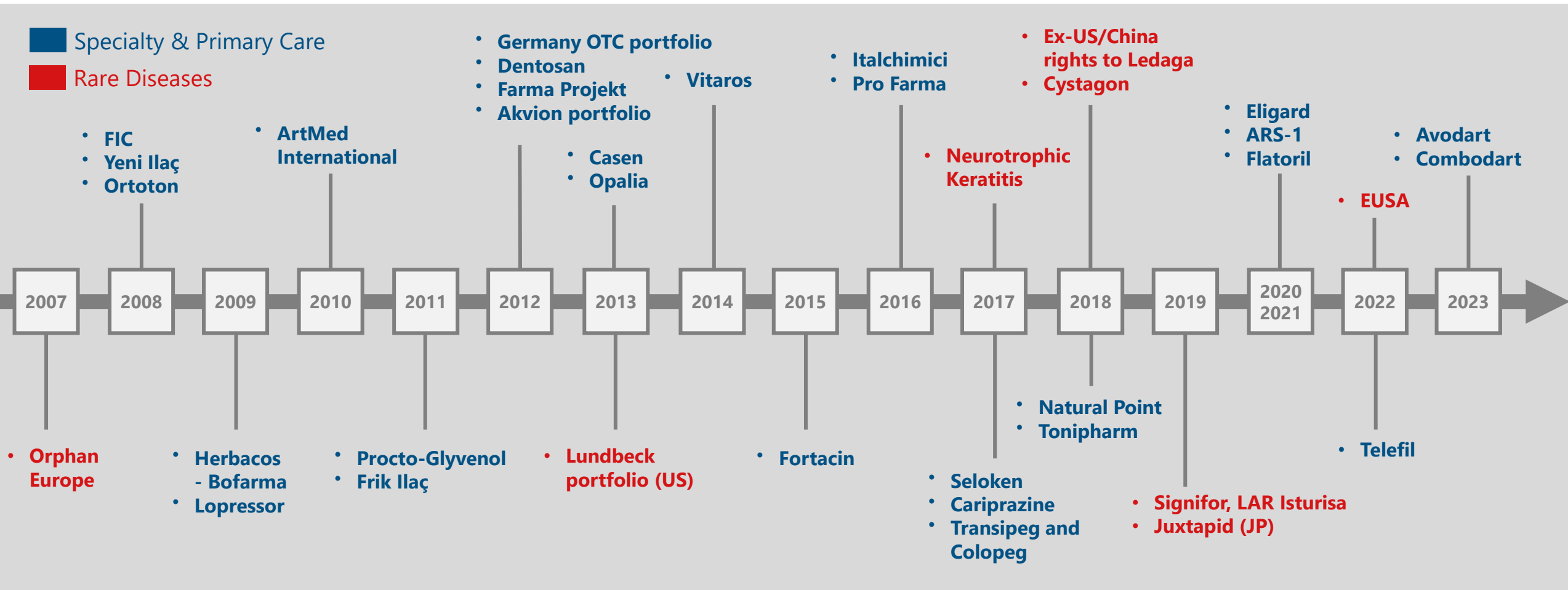
2) Approved in Europe and internationally for Cushing Syndrome, in US for Cushing Disease only

3) PBH peak sales estimates non-risk adjusted

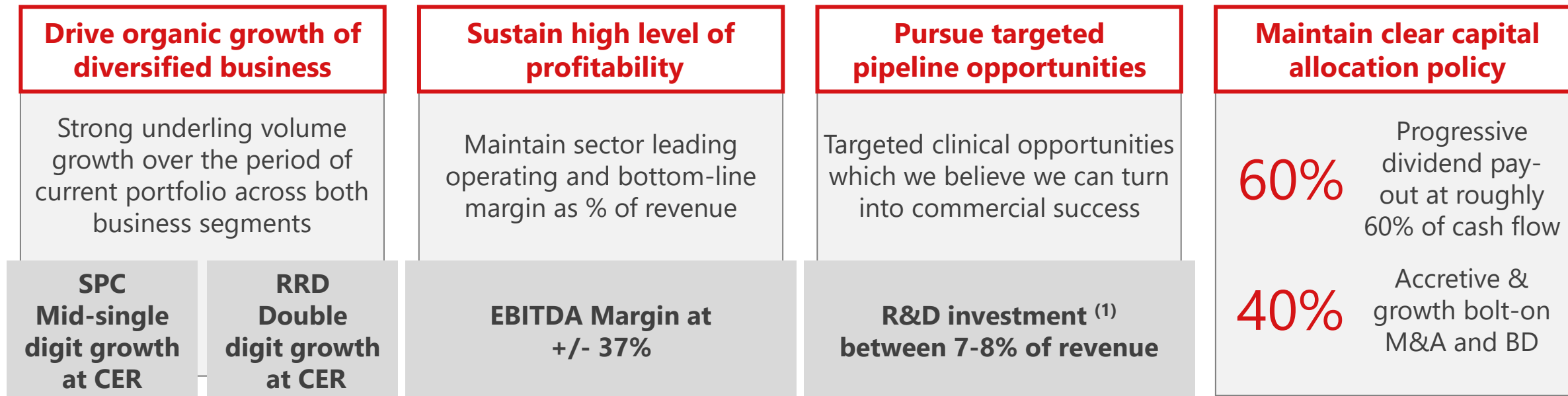


# ACCRETIVE AND GROWTH BD / M&A TO COMPLEMENT ORGANIC GROWTH

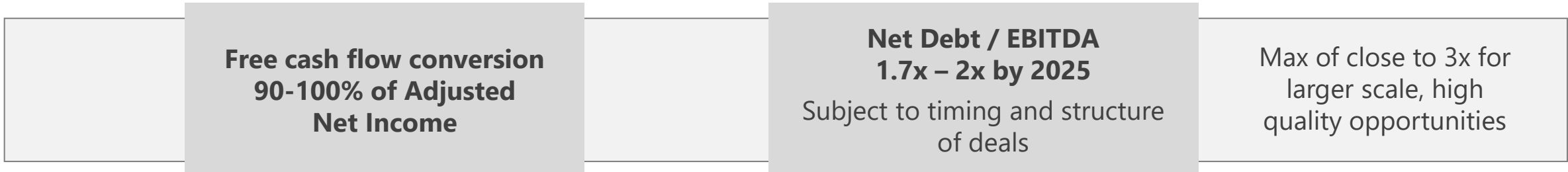
Long track record of successful execution, with fast and effective integration



# CLEAR VALUE PROPOSITION, WELL POSITIONED FOR CONTINUED SUCCESS



## Strong cash flow generation & robust balance sheet



Note: financial planning assumptions provided up to 2025  
 1) Excluding amortization

