



FIRST NINE MONTHS 2024 RESULTS

Milan, November 8th 2024

SPEAKERS



Rob Koremans
Chief Executive Officer



Luigi La Corte
Chief Financial Officer



DOUBLE-DIGIT REVENUE AND PROFIT GROWTH IN FIRST NINE MONTHS

- **Continued strong momentum of the Group**, with **Net Revenue** at **€ 1,743.1 million, +12.0% vs PY** or **+9.3% like-for-like¹ at CER**; adverse FX impact (€ 35.9 million or -2.3%) due to devaluation of TRY, particularly in Q1 and Q3, compensated by high price inflation in Türkiye:
 - **SPC at € 1,094.4 million, +11.1% vs PY** or **+6.5% like-for-like¹ at CER**, driven by strong growth of Urology franchise (incl. € 82.9 million from Avodart[®] and Combodart[®] / Duodart^{®2}) with double-digit growth of Eligard[®] and multiple growth drivers across all therapeutic areas
 - **RRD at € 605.6 million, +14.1% vs PY** or **14.5% at CER**, driven by continued strength of Endocrinology +36.0% and Oncology +17.1%
- **EBITDA³ of € 665.7 million, +11.8% vs PY** or **38.2% margin** reflecting strong revenue and operating leverage
- **Adjusted Net Income⁴ of € 445.4 million, +9.5% vs PY**, absorbing the increase in financial expenses and tax rate
- **Free Cash Flow⁵ of € 434.3 million** (+€ 42.5 million vs PY); **leverage at just below 1.6x EBITDA**
- **Isturisa[®] approved in China** for the treatment of adult patients with Cushing syndrome
- **Financial targets for FY 2024 confirmed**, as upgraded in July, excluding any potential contribution from Enjaymo[®]
- **Acquisition of global rights for Enjaymo[®]** from Sanofi will further reinforce Rare Diseases franchise; regulatory filings submitted

1) Pro-forma growth calculated excluding revenue of Avodart[®] and Combodart[®] / Duodart[®] for both 2024 and 2023

2) Trademarks are owned by or licensed to the GSK group of companies. Transition of commercialization effectively completed in all the territories

3) Net income before income taxes, financial income and expenses, depreciation, amortization and write-downs of property, plant and equipment, intangible assets and goodwill, non-recurring items and non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory according to IFRS 3³

4) Net income excluding amortization and write-downs of intangible assets (except software) and goodwill, non-recurring items, non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3) and monetary net gains/losses from hyperinflation (IAS 29), net of tax effects

5) Total cash flow excluding financing items, milestones, dividends, purchases of treasury shares net of proceeds from exercise of stock options



ACQUISITION OF GLOBAL RIGHTS FOR ENJAYMO® TO FURTHER ENHANCE GLOBAL RARE DISEASES BUSINESS

Acquisition of global rights to Enjaymo[®] from Sanofi, the only approved product for Cold Agglutinin Disease (CAD)



Only approved targeted product (biologic) for CAD, a rare B-cell lymphoproliferative disorder



Launched in 2022 in the **US, EU, Japan** with last twelve-month sales as of August 2024 of ~ € 100 million (56% in US, 30% in JP, 14% in EU)



Complements current Rare Diseases portfolio with **hematologists as key target physicians (synergistic with Sylvant[®])**



Expected revenue of >€ 150 million in FY 2025; **peak sales** of ~€ 250-300 million



Immediate EBITDA contribution, margin expected to be **accretive to current Rare Diseases business** as of 2025



De-risked deal structure, with **\$825 million upfront payment** and commercial milestones of up to \$250 million subject to achievement of net sales at or above top end of peak year sales expectations



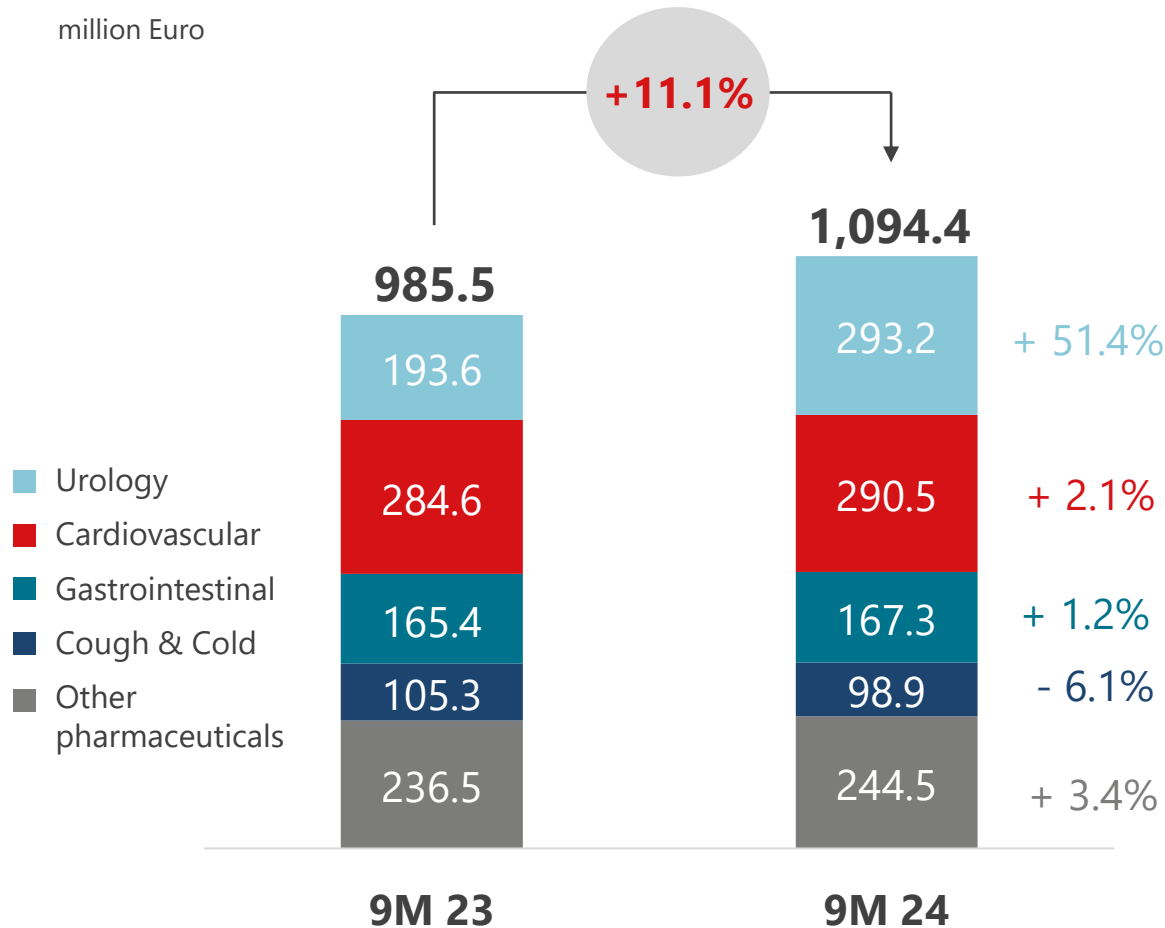
Closing expected by the end of 2024, subject to regulatory clearances; minimum contribution expected in 2024



SPECIALTY & PRIMARY CARE: CONTINUED ORGANIC GROWTH DRIVEN BY UROLOGY, RESILIENT CARDIO & GASTRO PORTFOLIOS

Pharmaceutical Revenue 9M 2024 vs 9M 2023¹

million Euro



Key highlights

- **Growth +11.1% vs PY or +6.5% like-for-like² at CER** (+2.6% excl. Türkiye); promoted products continue to outperform the solid mid-single digit growth of relevant markets (105% Evolution Index³)
- **Urology:** Strong contribution from **Eligard[®]** sustaining **double-digit growth** and continued solid performance of **Urorec[®]**. Sales of **Avodart[®] and Combodart^{®4}** were € 82.9 million (vs. € 3.8 million in Q3 2023), on track with plan
- **Cardiovascular:** Solid growth of **metoprolol** and **pitavastatin** and of **lercanidipine** sales in direct markets, with continued uptake of **Reselip[®]** in France
- **Gastrointestinal:** Steady growth of **Procto-Glyvenol[®]** partly offset by a decrease in some local products
- **Cough & Cold: Solid in-market performance** offset by **milder flu season** across most markets and adverse FX in relevant countries

¹ Excluding Chemicals € 43.1 million in 9M 2024 and € 40.0 million in 9M 2023

² Pro-forma growth calculated excluding revenue of Avodart[®] and Combodart[®] / Duodart[®] both in 2024 and 2023

³ IQVIA September YTD Evolution Index on promoted and reminder products in SPC territories

⁴ Trademarks are owned by or licensed to the GSK group of companies. Transition of commercialization effectively concluded

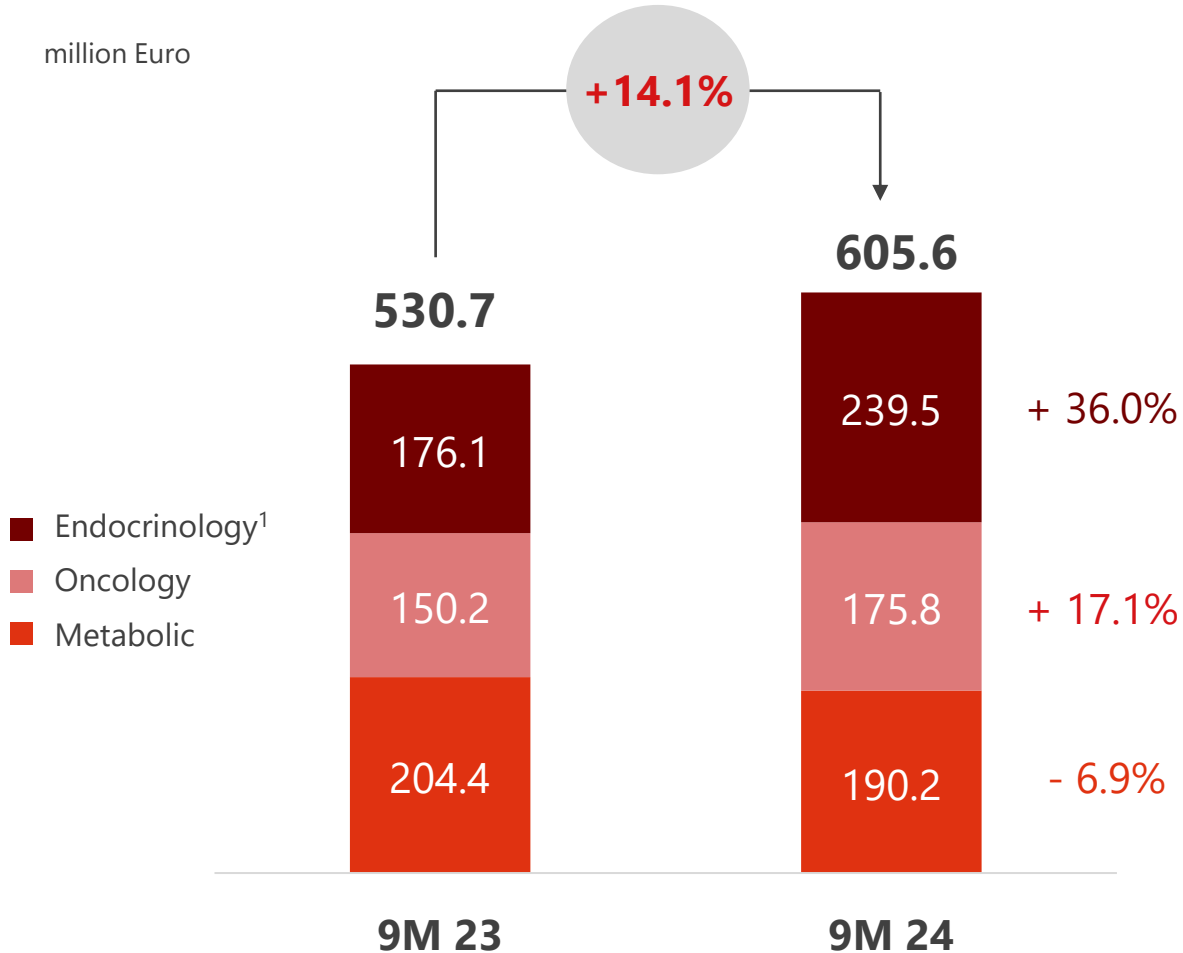
Note: details on corporate products in Appendix



RARE DISEASES: ENDOCRINOLOGY AND ONCOLOGY DRIVE DOUBLE-DIGIT GROWTH

Revenue 9M 2024 vs 9M 2023

million Euro



Key highlights

- Strong **double-digit growth**, +14.1% vs PY or +14.5% at CER, driven by continued momentum of **key growth franchises Endocrinology and Oncology**
- **Endocrinology**
 - **Isturisa[®]**: Continued strong new patient uptake across all regions (especially in US); New drug application (NDA) approved in China in September for the treatment of adult patients with Cushing syndrome
 - **Signifor[®]**: Double-digit growth driven by volume growth across all regions
- **Oncology**: Excellent performance of **Qarziba[®]** in all regions, **Sylvant[®]** growth driven by US and EMEA
- **Metabolic**: **Carbaglu[®]** erosion due to GX pressure in US and EMEA while growing in other international markets

¹) Of which Isturisa[®] of € 152.1 million and Signifor[®] and Signifor[®] LAR of € 87.4 million



STRONG GROWTH ACROSS ALL REGIONS

(million euro)	9M 2024	9M 2023	Change %
U.S.A.	284.4	234.1	21.5
Italy	254.4	229.0	11.1
Spain	160.6	113.3	41.8
France	132.9	135.6	(1.9)
Germany	118.9	113.8	4.5
Russia, other CIS countries and Ukraine	108.1	103.9	4.1
Türkiye	97.7	79.1	23.5
Portugal	48.4	43.7	11.0
Other C.E.E. countries	124.6	111.0	12.2
Other W. European countries	123.0	108.3	13.5
North Africa	36.7	30.2	21.5
Other international sales	210.2	214.2	(1.8)
TOTAL PHARMACEUTICALS	1,700.0	1,516.2	12.1
CHEMICALS	43.1	40.0	7.7

in local currency, million	9M 2024	9M 2023	Change %
U.S.A. (USD)	318.1	253.6	25.4
Türkiye (TRY)	3,417.8	2,246.9	52.1
Russia (RUB) ¹	6,936.3	6,399.1	8.4

¹) Net revenue in local currency in Russia exclude sales of products for rare diseases



DOUBLE-DIGIT REVENUE GROWTH SUSTAINING EBITDA MARGIN AT 38%

(million Euro)	9M 2024	9M 2023	Change %
Revenue	1,743.1	1,556.2	12.0
Gross Profit	1,186.9	1,065.7	11.4
as % of revenue	68.1%	68.5%	
Adjusted Gross Profit¹	1,215.0	1,113.2	9.1
as % of revenue	69.7%	71.5%	
SG&A Expenses	470.7	439.1	7.2
as % of revenue	27.0%	28.2%	
R&D Expenses	204.8	182.2	12.4
as % of revenue	11.8%	11.7%	
Other Income (Expense), net	(7.2)	(5.6)	30.4
as % of revenue	(0.4%)	(0.4%)	
Operating Income	504.1	438.8	14.9
as % of revenue	28.9%	28.2%	
Adjusted Operating Income²	539.5	491.6	9.7
as % of revenue	31.0%	31.6%	
Financial income/(Expenses), net	(62.3)	(49.1)	27.0
as % of revenue	(3.6%)	(3.2%)	
Net Income	338.4	304.5	11.1
as % of revenue	19.4%	19.6%	
Adjusted Net Income³	445.4	406.6	9.5
as % of revenue	25.6%	26.1%	
EBITDA⁴	665.7	595.6	11.8
as % of revenue	38.2%	38.3%	

1) Gross profit adjusted from impact of non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3)

2) Net income before income taxes, financial income and expenses, non-recurring items, and non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3)

3) Net income excluding amortization and write-downs of intangible assets (except software) and goodwill, non-recurring items, non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3) and monetary net gains/losses from hyperinflation (IAS 29), net of tax effects

4) Net income before income taxes, financial income and expenses, depreciation, amortization and write-downs of property, plant and equipment, intangible assets and goodwill, non-recurring items and non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3)



STRONG OPERATING CASH FLOW, FCF +10.8% vs. 9M 2023

(million Euro)	9M 2024	9M 2023	Change
EBITDA¹	665.7	595.6	70.1
Movements in working capital	(64.0)	(75.4)	11.4
Changes in other assets & liabilities	(12.0)	(20.5)	8.5
Interest received/(paid)	(60.3)	(46.4)	(13.9)
Income tax paid	(82.6)	(53.3)	(29.3)
Other	7.8	9.5	(1.7)
Cash Flow from Operating Activities	454.6	409.5	45.1
Capex (net of disposals)	(20.3)	(17.7)	(2.6)
Free cash flow²	434.3	391.8	42.5
Increase in intangible assets (net of disposals)	(13.0)	(345.3)	332.3
Disposals of assets	2.0	3.0	(1.0)
Dividends paid	(130.2)	(129.1)	(1.1)
Purchase of treasury shares (net of proceeds)	(25.4)	13.2	(38.6)
Other financing cash flows ³	(254.5)	83.9	(338.4)
Change in cash and cash equivalents	13.2	17.5	(4.3)

1) Net income before income taxes, financial income and expenses, depreciation, amortization and write-downs of property, plant and equipment, intangible assets and goodwill, non-recurring items and non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3)

2) Total cash flow excluding financing items, milestones, dividends, purchases of treasury shares net of proceeds from exercise of stock options

3) Opening of financial debts net of repayments and currency translation effect on cash and cash equivalents



SOLID NET FINANCIAL POSITION, LEVERAGE JUST <1.6x EBITDA

(million Euro)	30-Sep-24	31-Dec-23	Change
Cash and cash equivalents	235.0	221.8	13.2
Short-term debts to banks and other lenders	(22.4)	(99.9)	77.5
Loans and leases - due within one year ¹	(268.4)	(353.7)	85.4
Loans and leases - due after one year ¹	(1,261.5)	(1,347.6)	86.1
NET FINANCIAL POSITION²	(1,317.3)	(1,579.4)	262.1

¹) Includes the fair value measurement of the relative currency risk hedging instruments (cash flow hedge)

²) Cash and cash equivalents, less bank debts and loans, which include the measurement at fair value of hedging derivatives



UPGRADED FY 2024 TARGETS CONFIRMED (EXCL. ENJAYMO®)

	FY 2023 Actual	FY 2024 Targets As upgraded on July 30 th	
Revenue <i>yoy growth</i>	2,082.3 +12.4%	2,300 – 2,340	<ul style="list-style-type: none"> ▶ Robust revenue growth across both business units <ul style="list-style-type: none"> • SPC confirmed to deliver mid-single digit organic growth (at CER) • RRD delivering strong double-digit organic growth (at CER), with Endocrinology and Oncology franchises demonstrating significant further growth potential • FY 2024 FX headwind ~-2% ▶ EBITDA margin confirmed at +/-37% ▶ Adjusted Net Income growth absorbing increase in financing costs and tax rates ▶ Minimal contribution expected from Enjaymo® in FY 2024, subject to timing of regulatory approvals
EBITDA¹ <i>margin on sales</i>	769.6 37.0%	845 – 865 +/- 37%	
Adjusted Net Income² <i>margin on sales</i>	524.6 25.2%	560 – 580 +/- 24.5%	

¹) Net income before income taxes, financial income and expenses, depreciation, amortization and write-downs of property, plant and equipment, intangible assets and goodwill, non-recurring items and non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3)

²) Net income excluding amortization and write-downs of intangible assets (except software) and goodwill, non-recurring items, non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3) and monetary net gains/losses from hyperinflation (IAS 29), net of tax effects



QUESTIONS & ANSWERS



APPENDIX



COMPOSITION OF REVENUE

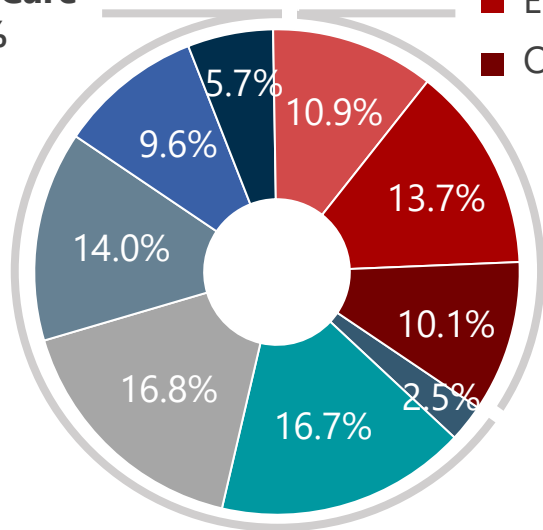
DIVERSIFIED PORTFOLIO AND FOOTPRINT

Therapeutic Areas

Total Revenue 9M 2024

Specialty and Primary Care (incl. Chemicals) 65.3%

- Cardiovascular
- Urology
- Gastro & Intestinal
- Cough and Cold
- Other areas
- Pharmaceutical chemicals

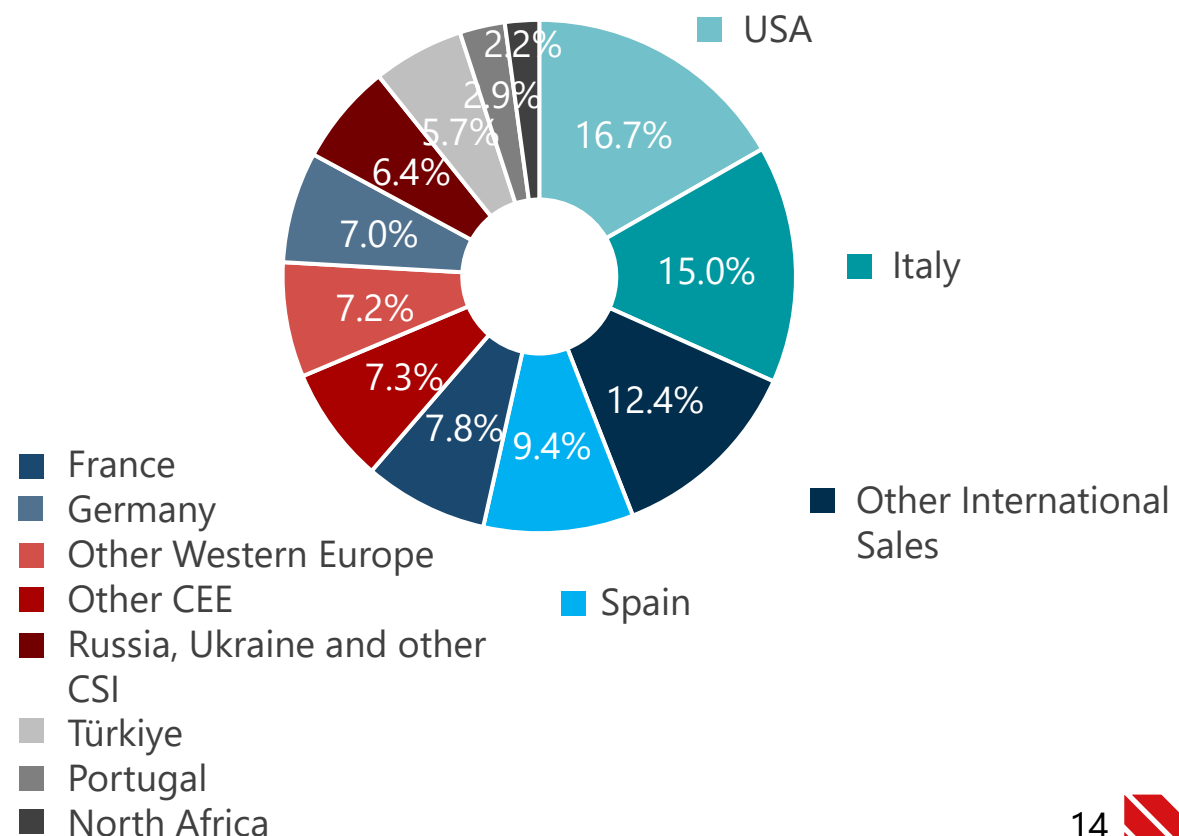


Rare Disease 34.7%

- Metabolic
- Endocrinology
- Oncology

Geographic

Pharmaceutical Revenue 9M 2024

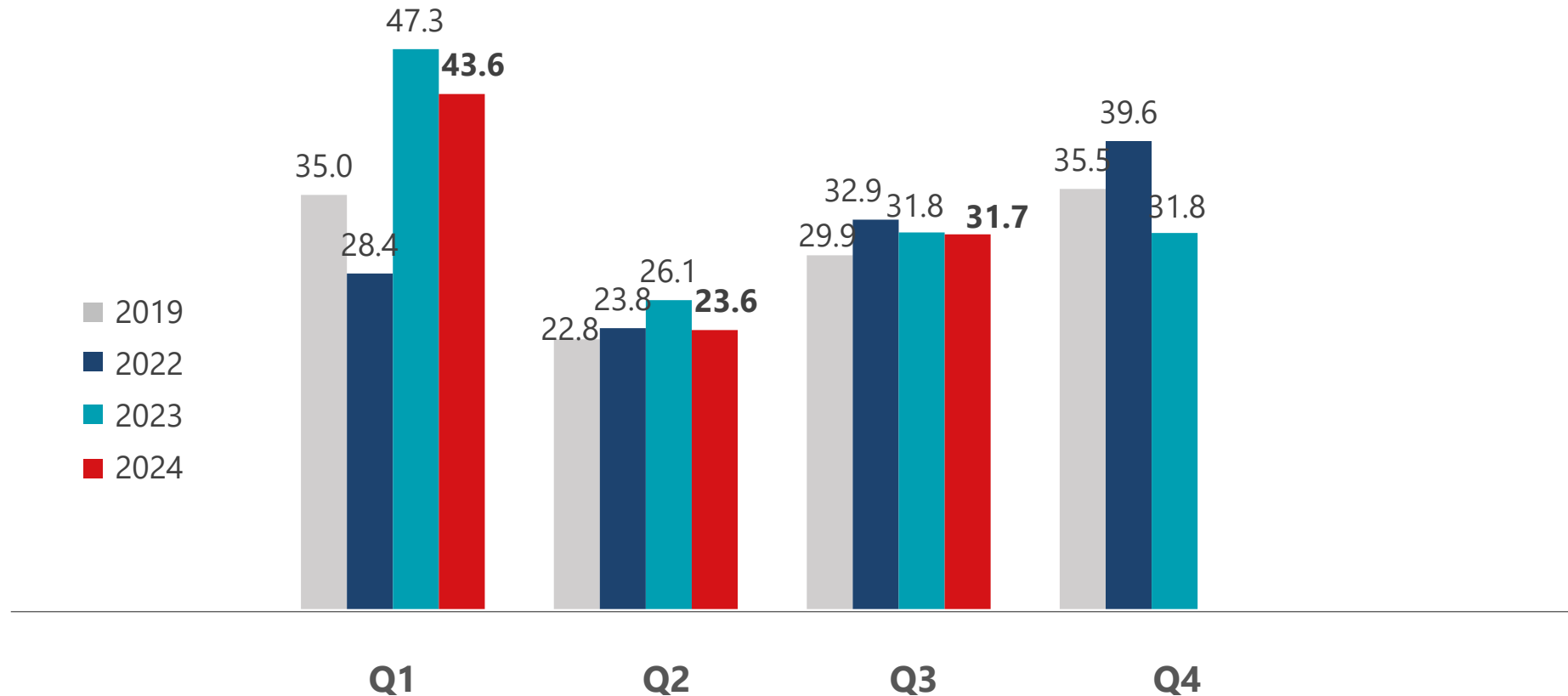


Note: Total OTC of € 258.2 million in 9M 2024 and € 253.0 million in 9M 2023
 Subsidiaries' local product portfolios of € 175.8 million in 9M 2024 and € 178.5 million in 9M 2023

9M 2024 COUGH & COLD – MILD C&C SEASON VS. 2023

Cough & Cold¹ – Revenue trend by quarter 2019, 2022, 2023 and 2024

million Euro



1) Includes RX and OTC products among others: Polydexa®, Hexaspray®, Aircort®, Isofra®, Kreal®, Neo Codion®, Exomuc®, Hexalyse®, Rupafin®, Rhinopront®, Otofa®, Acylpyrin®



MAIN PRODUCT SALES

(million Euro)	9M 2024	9M 2023	Change %
Zanidip [®] (lercanidipine) and Zanipress [®] (lercanidipine+enalapril) ¹	143.7	148.3	(3.1)
Eligard [®] (leuprorelin acetate)	91.9	82.3	11.7
Avodart [®] (dutasteride) and Combodart [®] /Duodart [®] (dutasteride/tamsulosin) ²	82.9	3.8	n.s.
Seloken [®] /Seloken [®] ZOK/Logimax [®] (metoprolol/metoprolol+felodipine)	79.8	72.1	10.7
Urorec [®] (silodosin)	58.3	53.1	9.7
Livazo [®] (pitavastatin)	39.0	35.3	10.6
Other corporate products ³	267.5	259.4	3.1
Rare Diseases	605.6	530.7	14.1

1) of which Zanidip[®] € 120.2 million in 9M 2024 and € 120.4 million in 9M 2023

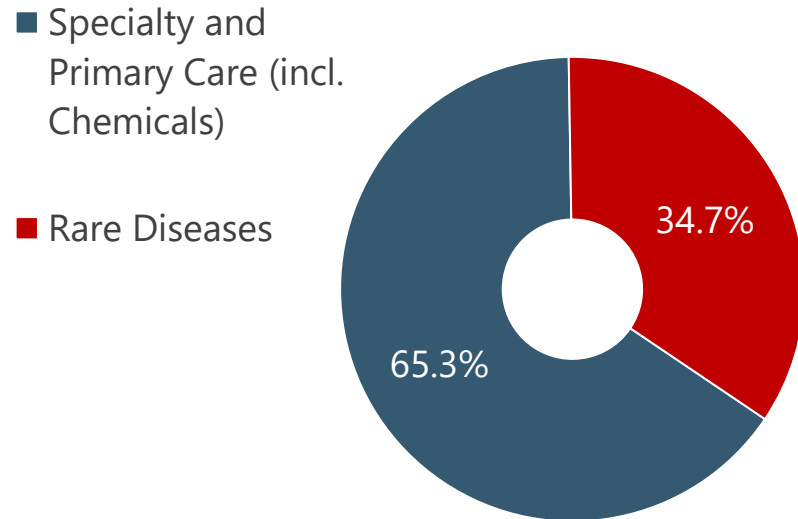
2) Trademarks are owned by or licensed to the GSK group of companies

3) Includes the OTC corporate products for an amount of € 107.2 million in 9M 2024 and € 105.3 million in 9M 2023; Total OTC € 258.2 million in 9M 2024 and € 253.0 million in 9M 2023

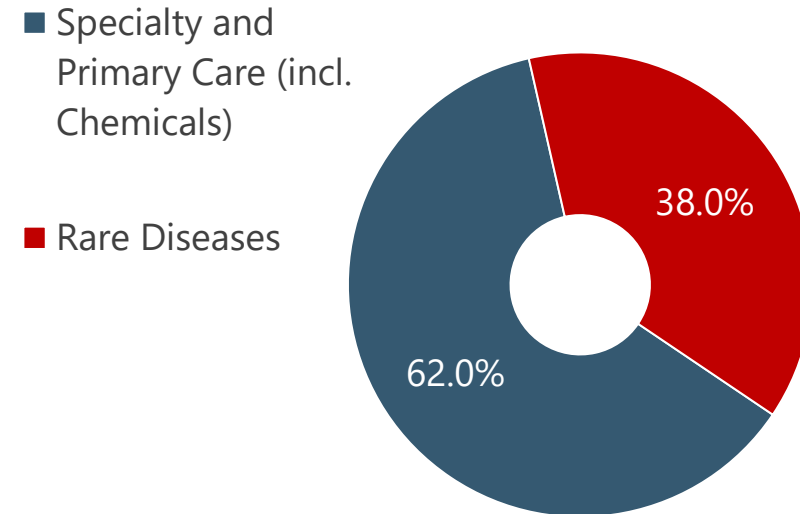


9M 2024 RESULTS BY OPERATING SEGMENTS

Total Revenue 9M 2024



EBITDA¹ 9M 2024



Margin on Revenue:

Rare Diseases: EBITDA¹ 41.8%

Specialty and Primary care: EBITDA¹ 36.3%

1) Net income before income taxes, financial income and expenses, depreciation, amortization and write-downs of property, plant and equipment, intangible assets and goodwill, non-recurring items and non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3)



UPCOMING R&D PIPELINE MILESTONES



PROGRAM

UPCOMING MILESTONE

ONGOING PROGRAMS

Osilodrostat
( Isturisa)

- Cushing syndrome US



FDA regulatory decision on sNDA expected mid-2025

Pasireotide

- Post-Bariatric Hypoglycaemia (PBH)



Phase 2 enrollment completion by end 2024 / early 2025

Dinutuximab beta



- High Risk relapsed/refractory Neuroblastoma US



Meeting with the FDA to discuss further analysis of clinical data expected in mid-2025

Dinutuximab beta



- Ewing sarcoma



Clinical trial investigating the safety, dose and early signs of effect expected to start in first half of 2025

Siltuximab



- Cytokine release syndrome (CAR-T patients)



Under evaluation, pending preliminary discussion with FDA

ADDITIONAL OPPORTUNITIES

Legend

 ENDO  ONCO

Note: Filing dates planning estimates, subject to study read outs and regulatory feedback



9M 2024 RESULTS – ADJUSTING ITEMS

Reconciliation of Net income to EBITDA¹

(million Euro)	9M 2024	9M 2023	Change %
Net Income	338.4	304.5	11.1
Income Taxes	103.4	85.2	
Financial (income)/expenses, net	62.3	49.1	
<i>o/w net FX (gains)/losses²</i>	2.8	0.3	
<i>o/w net monetary (gains)/losses from application of IAS 29 (Türkiye)</i>	3.9	(1.8)	
Non-recurring expenses	7.3	5.4	
Non-cash charges from PPA inventory uplift	28.1	47.5	
Adjusted Operating Income³	539.5	491.6	9.7
Depreciation, amortization and write downs	126.1	104.0	
EBITDA¹	665.7	595.6	11.8

Reconciliation of Reported Net income to Adjusted Net income⁴

(million Euro)	9M 2024	9M 2023	Change %
Net income	338.4	304.5	11.1
Net monetary (gains)/losses (IAS 29 Türkiye)	3.9	(1.8)	
Non-recurring expenses	7.3	5.4	
Non-cash charges from PPA inventory uplift	28.1	47.5	
Amortization and write-downs of intangible assets (exc. software)	100.2	81.2	
Tax effects	(32.5)	(30.2)	
Adjusted Net income⁴	445.4	406.6	9.5

Summary of key items

- **FX losses of € 2.8 million** in 9M 2024 vs € 0.3 million losses in 9M 2023
- **Net monetary losses of € 3.9 million** from application of IAS 29 (Türkiye) in 9M 2024, vs € 1.8 million gains in 9M 2023
- **Non-recurring costs of € 7.3 million** increased vs prior year (of which € 2.5 million related to the agreement with Sanofi for the global rights to Enjaymo[®])
- **Lower non-cash charges** arising from IFRS3 Purchase Price Allocation of **EUSA Pharma** at € 28.1 million (from unwind of acquired inventory), vs € 47.5 million in 9M 2023
- **D&A and write downs of assets: increase of € 22.2 million** of which € 15.3 amortization (mainly GSK products), € 2.4 depreciation and € 4.5 write-downs (Ledaga[®] € 2.0 million and REC-0559 € 2.5 million)

¹ Net income before income taxes, financial income and expenses, depreciation, amortization and write-downs of property, plant and equipment, intangible assets and goodwill, non-recurring items and non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3)

² FX losses and FX driven consolidation adjustments

³ Net income before income taxes, financial income and expenses, non-recurring items, and non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3)

⁴ Net income excluding amortization and write-downs of intangible assets (except software) and goodwill, non-recurring items, non-cash charges arising from the allocation of the purchase price of EUSA Pharma to the gross margin of acquired inventory (IFRS 3) and monetary net gains/losses from hyperinflation (IAS 29), net of tax effects



COMPANY DECLARATIONS, DISCLAIMERS AND PROFILE

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.

Hence, actual results may differ materially from those expressed or implied by such forward-looking statements. All mentions and descriptions of Recordati products are intended solely as information on the general nature of the company’s activities and are not intended to indicate the advisability of administering any product in any particular instance.

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DECLARATION BY THE MANAGER RESPONSIBLE FOR PREPARING THE COMPANY’S FINANCIAL REPORTS

The manager responsible for preparing the company’s financial reports Luigi La Corte 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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Unlocking the full potential of life.

