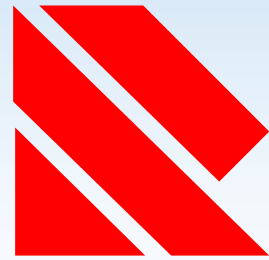


RECORDATI



RECORDATI

A focused strategy

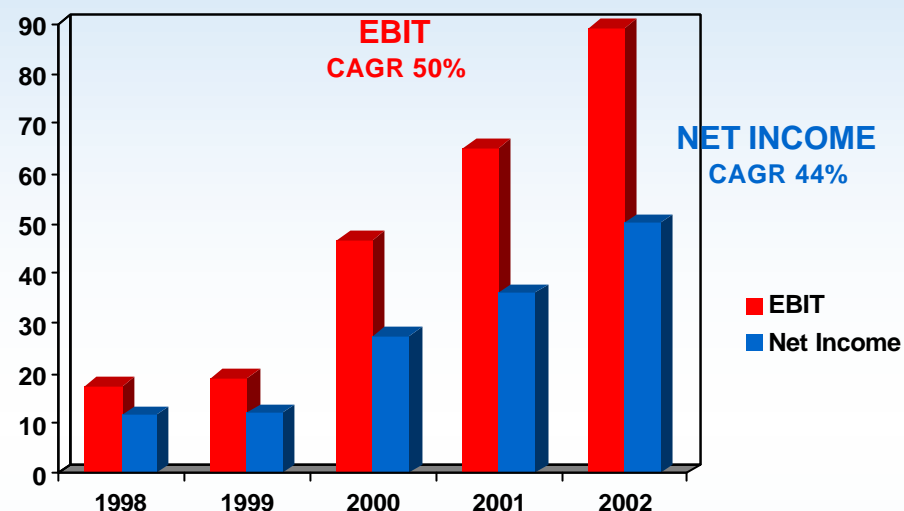
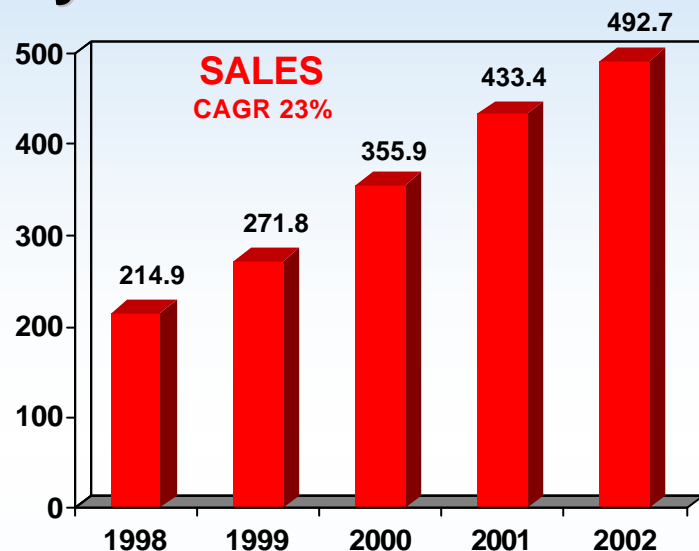
October 2003



RECORDATI

Key Consolidated Data

(million euro)

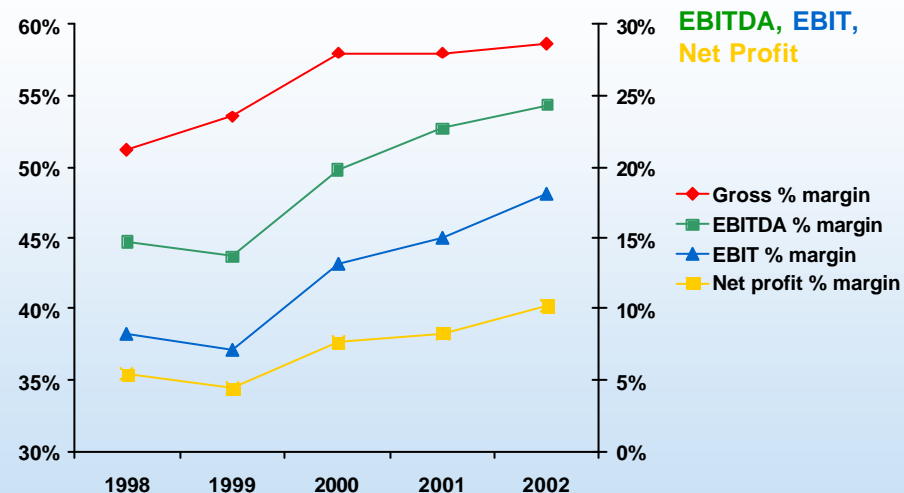


84.1%
Pharmaceuticals



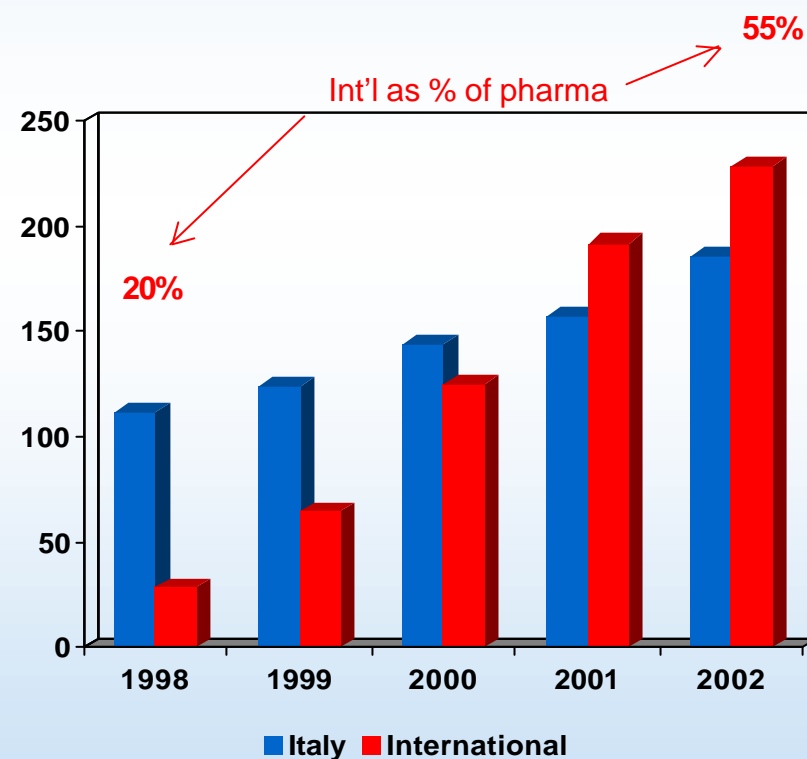
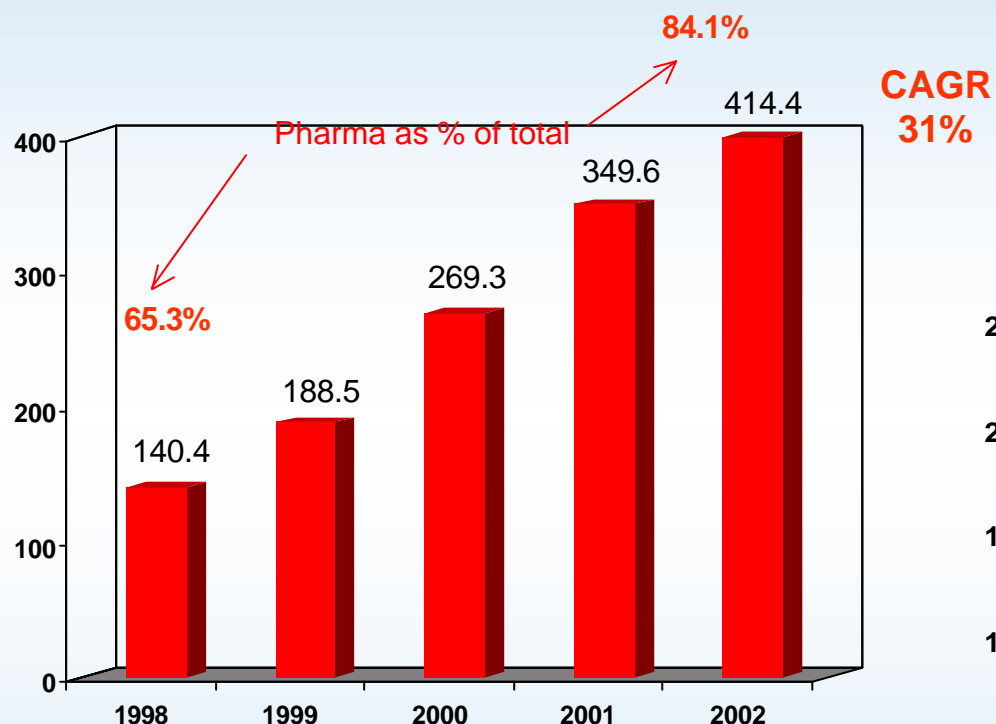
15.9%
Pharmaceutical chemicals

Gross margin



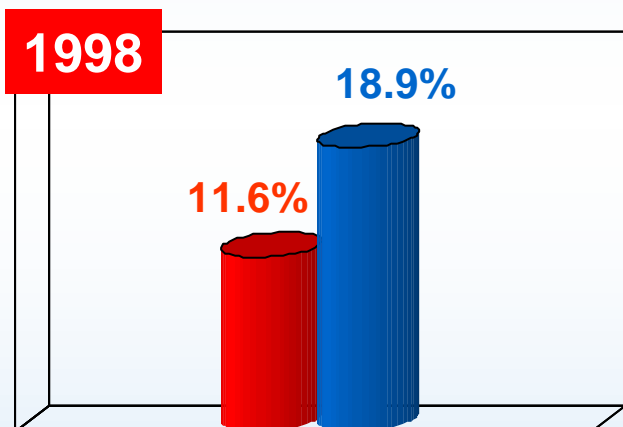
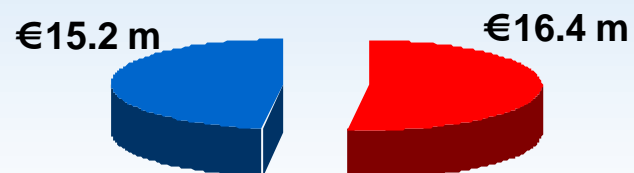
Pharmaceutical Net Sales

(million euro)

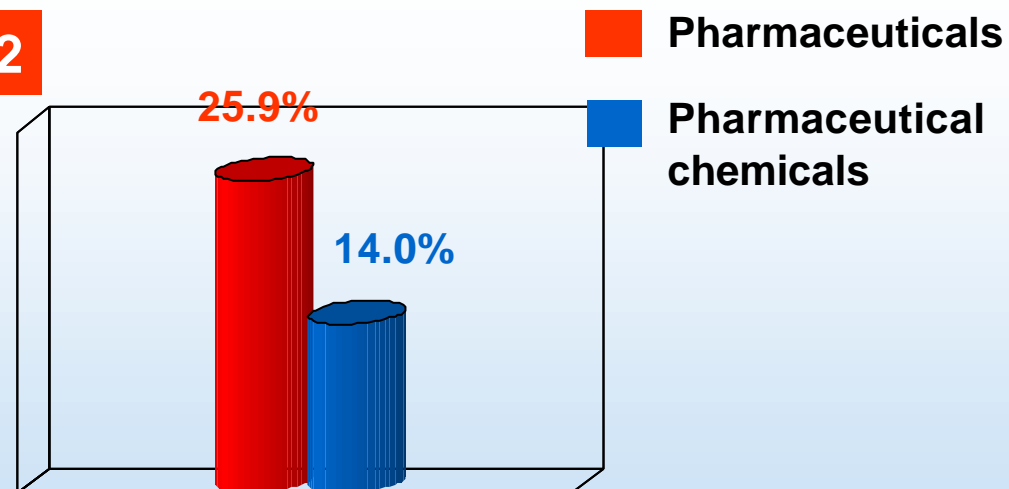


RECORDATI

EBITDA



2002



As % of sales

Operational highlights First nine months 2003

- **Pharmaceutical sales up 4.6%, excluding non-recurring 2002 revenue from U.S. lercanidipine**
- **Significant growth of lercanidipine sales**
- **Italian pharmaceutical sales increase by 9.7%**
- **Third quarter EBIT and net income margins improve over first two quarters**

First nine months results

(million euro)	2002	2003	Change %
Net Sales	364.8	356.6	(2.2)%
Gross Profit as % of sales	215.9 59.2%	209.2 58.6%	(3.1)%
Selling Expenses as % of sales	102.7 28.2%	109.0 30.5%	6.0%
R&D Expenses as % of sales	25.9 7.1%	24.9 7.0%	(4.0)%
EBITDA as % of sales	87.9 24.1%	76.8 21.5%	(12.7)%
EBIT as % of sales	63.2 17.3%	56.0 15.7%	(11.3)%
Net Income as % of sales	35.8 9.8%	30.0 8.4%	(16.2)%



First nine months composition of sales

(million euro)	2002	2003	Change %
PHARMACEUTICALS	306.9 84.1%	308.0 86.4%	0.4%
<i>PHARMACEUTICALS (excluding U.S. revenue from lercanidipine in 2002)</i>	<i>294.4</i>	<i>308.0</i>	<i>4.6%</i>
PHARMACEUTICAL CHEMICALS	57.9 15.9%	48.6 13.6%	(16.1)%
TOTAL	364.8 100.0%	356.6 100.0%	(2.2)%
ITALY	145.9 40.0%	158.6 44.5%	8.8%
INTERNATIONAL	219.0 60.0%	198.0 55.5%	(9.6)%



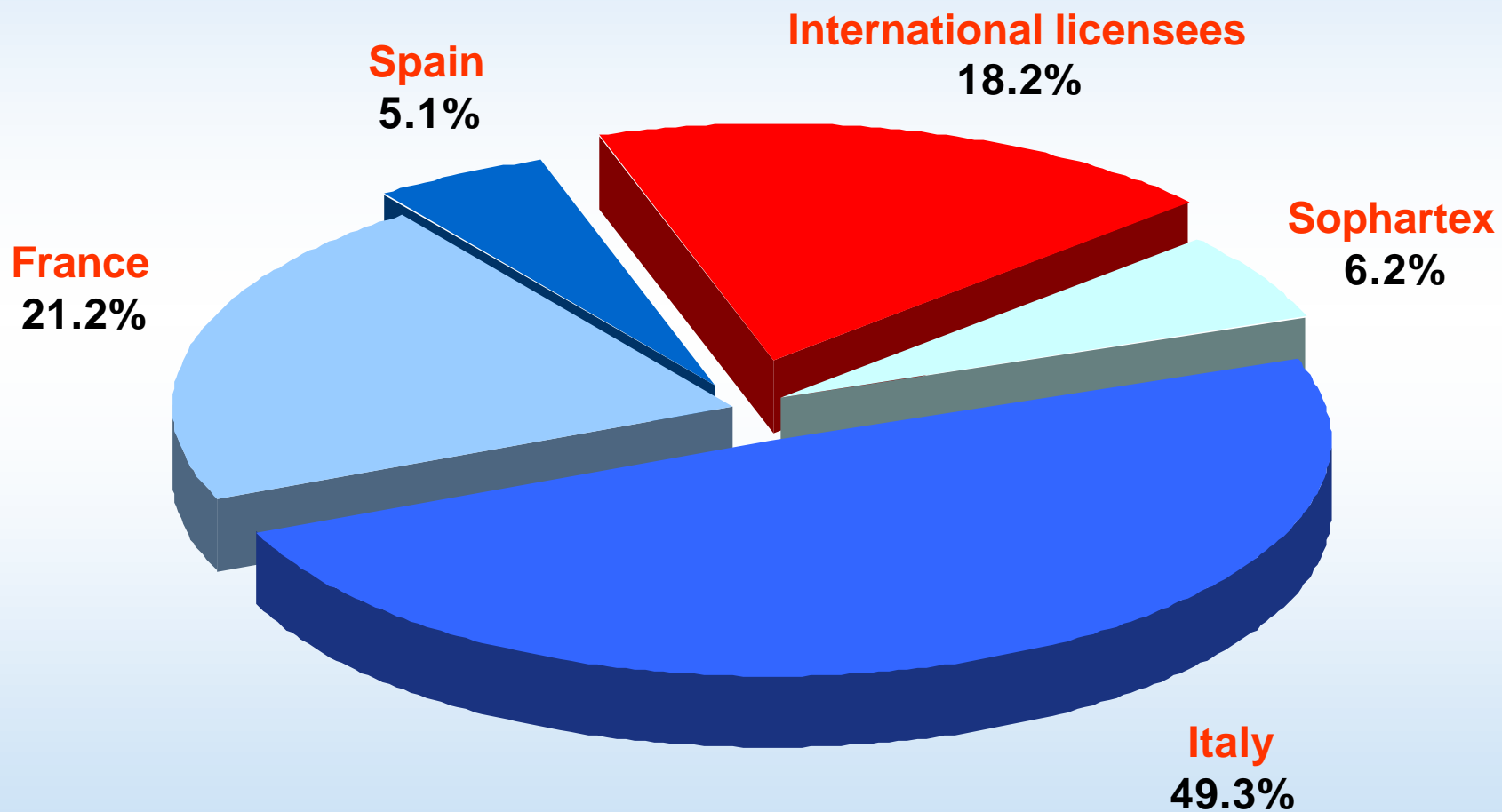
Sources of growth

(% change, first nine months 2003
over first nine months 2002)

	Volume	Price	Exchange	Total
PHARMACEUTICALS	5.5 %	(4.4) %	(0.7) %	0.4 %
<i>PHARMACEUTICALS (excluding U.S. revenue from lercanidipine in 2002)</i>	9.9 %	(4.6) %	(0.7) %	4.6%
PHARMACEUTICAL CHEMICALS	(3.6) %	(4.3) %	(8.2) %	(16.1) %
TOTAL GROWTH	4.1 %	(4.4) %	(1.9) %	(2.2) %



Breakdown of first nine months 2003 pharmaceutical sales



First nine months EBITDA by business area

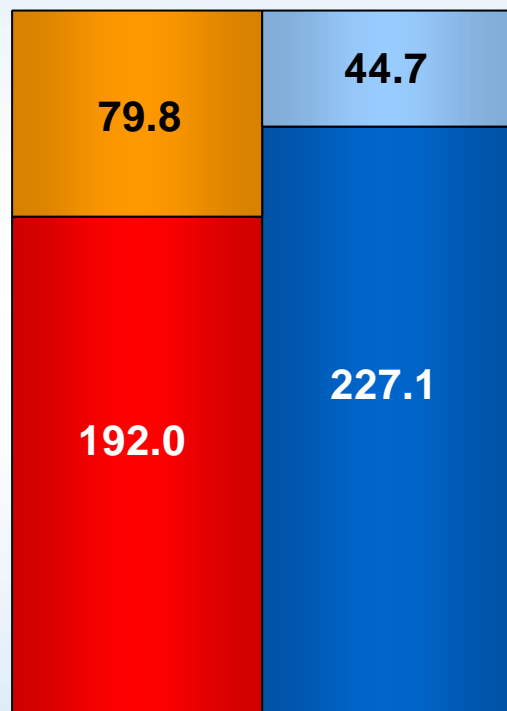
(million euro)	2002	2003	Change %
PHARMACEUTICALS as % of sales	76.9 25.1%	72.2 23.4%	(6.1)%
<i>PHARMACEUTICALS (excluding U.S. revenue from lercanidipine in 2002)</i>	<i>66.9</i> <i>22.7%</i>	<i>72.2</i> <i>23.4%</i>	<i>8.0%</i>
PHARMACEUTICAL CHEMICALS as % of sales*	11.0 16.4%	4.6 8.1%	(58.2)%
TOTAL as % of sales	87.9 24.1%	76.8 21.5%	(12.7)%
OPERATING DEPRECIATION	16.0	17.2	6.5%
GOODWILL AMORTIZATION	8.7	3.6	(58.3)%
EBIT as % of sales	63.2 17.3%	56.0 15.7%	(11.3)%

* Including inter-company sales

Capital employed

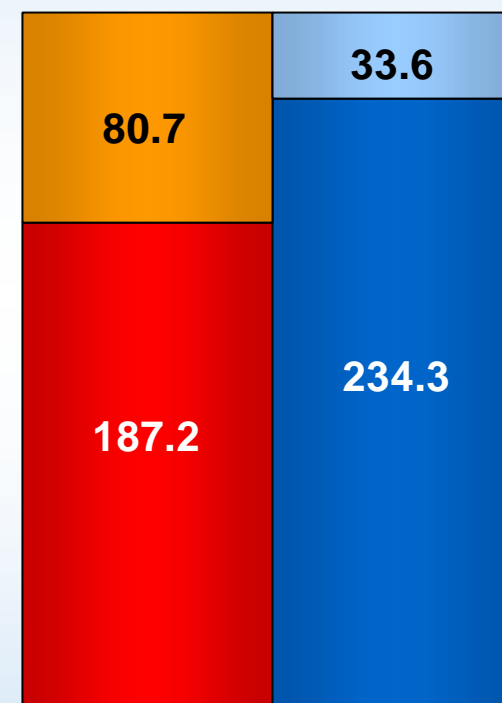
(million euro)

31 December 2002



Capital employed: 271.8

30 September 2003



Capital employed: 267.9

- Net working capital for operations
- Net non-current assets
- Net debt
- Shareholders' equity

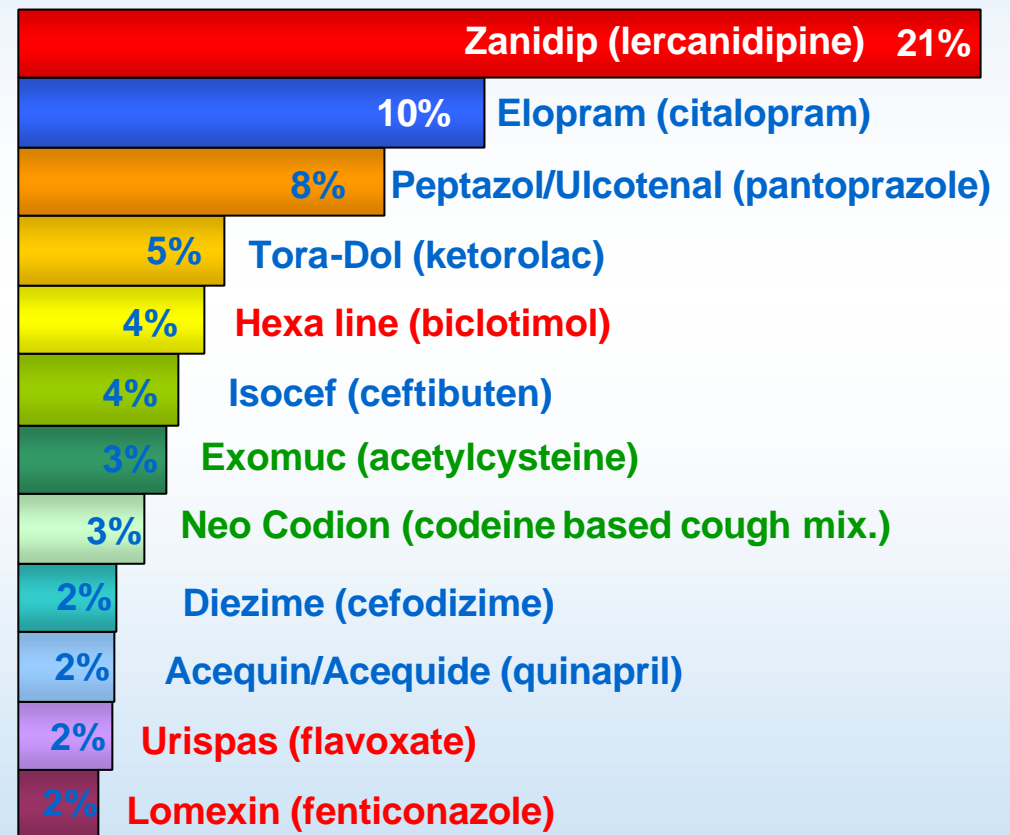
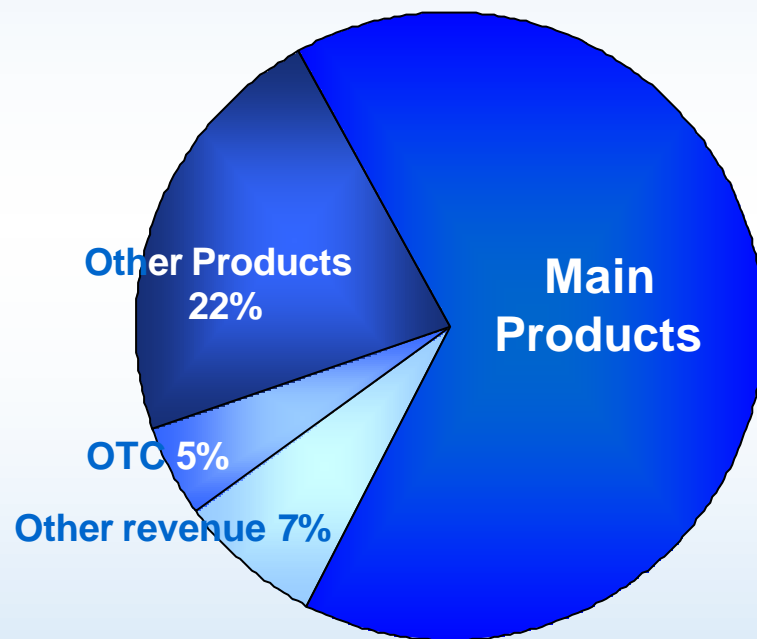
First nine months cash flow

(million euro)

	2002	2003
Net Income	35.8	30.0
Depreciation of Fixed Assets	11.1	12.4
Amortization of Intangible Assets	13.6	8.3
Cash Flow from Operations	60.5	50.7
Change in Working Capital	7.6	(0.9)
Net Investment in Fixed Assets	(15.0)	(11.7)
Net Investment in Intangible Assets	(2.4)	(3.7)
Free Cash Flow	50.7	34.4
Dividend paid	(12.5)	(18.3)
Purchase of Treasury Stock	(5.8)	(2.9)

Main products

Breakdown of 12 months pharmaceutical sales at September 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

Lercanidipine – Roll out status and plan

55 launches

15 additional approvals

27 filings

EUROPE

1998 Italy, Spain, UK

2000 Germany

2001 France

ROW

USA

modified release formulation
in development

JAPAN

local phase III studies
launch target 2005

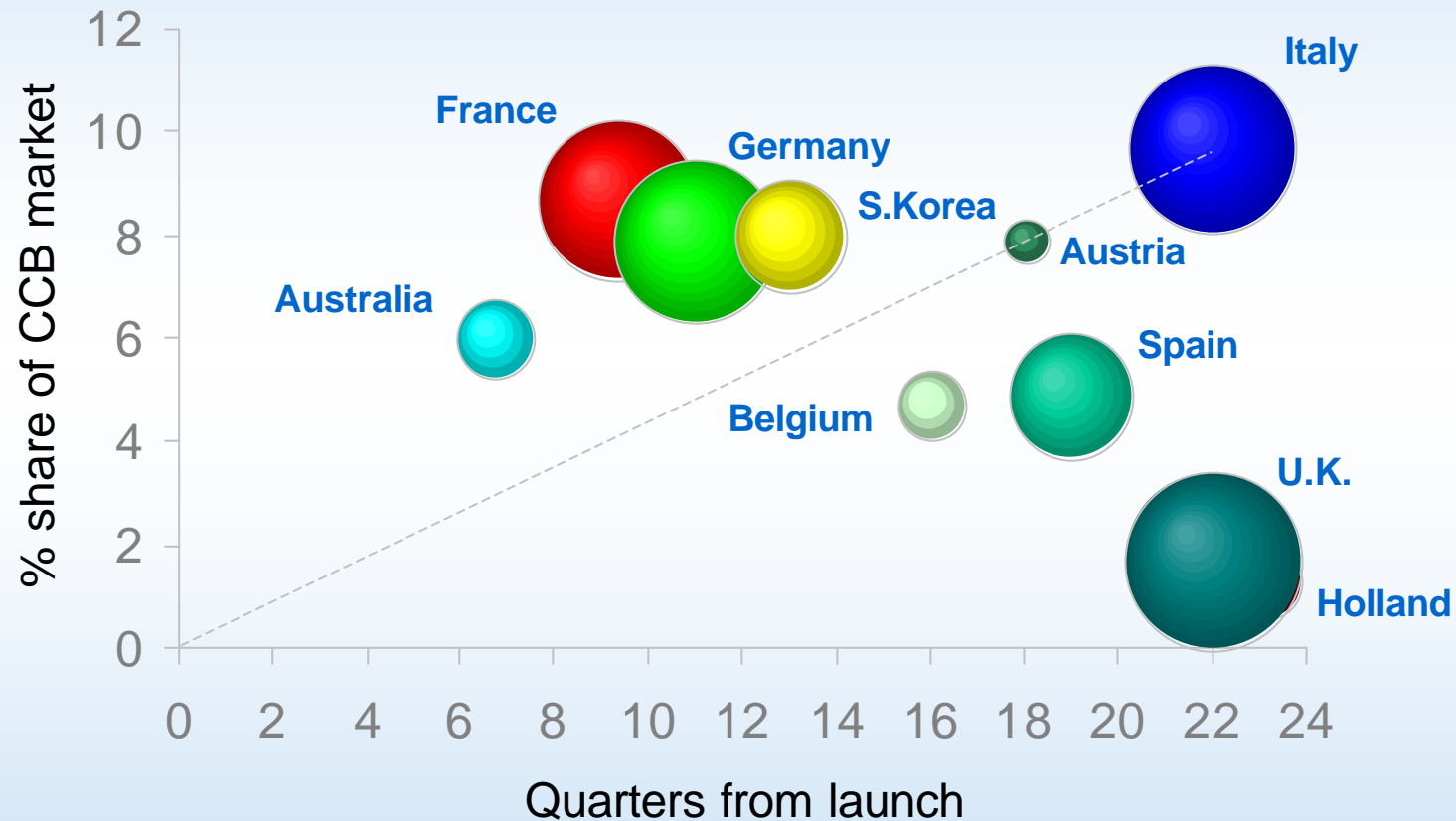
*(Pie slices represent relative
market value of calcium channel
blockers)*



RECORDATI

Lercanidipine as a % of all calcium channel blockers

Bubble size represents \$ market value of CCB's

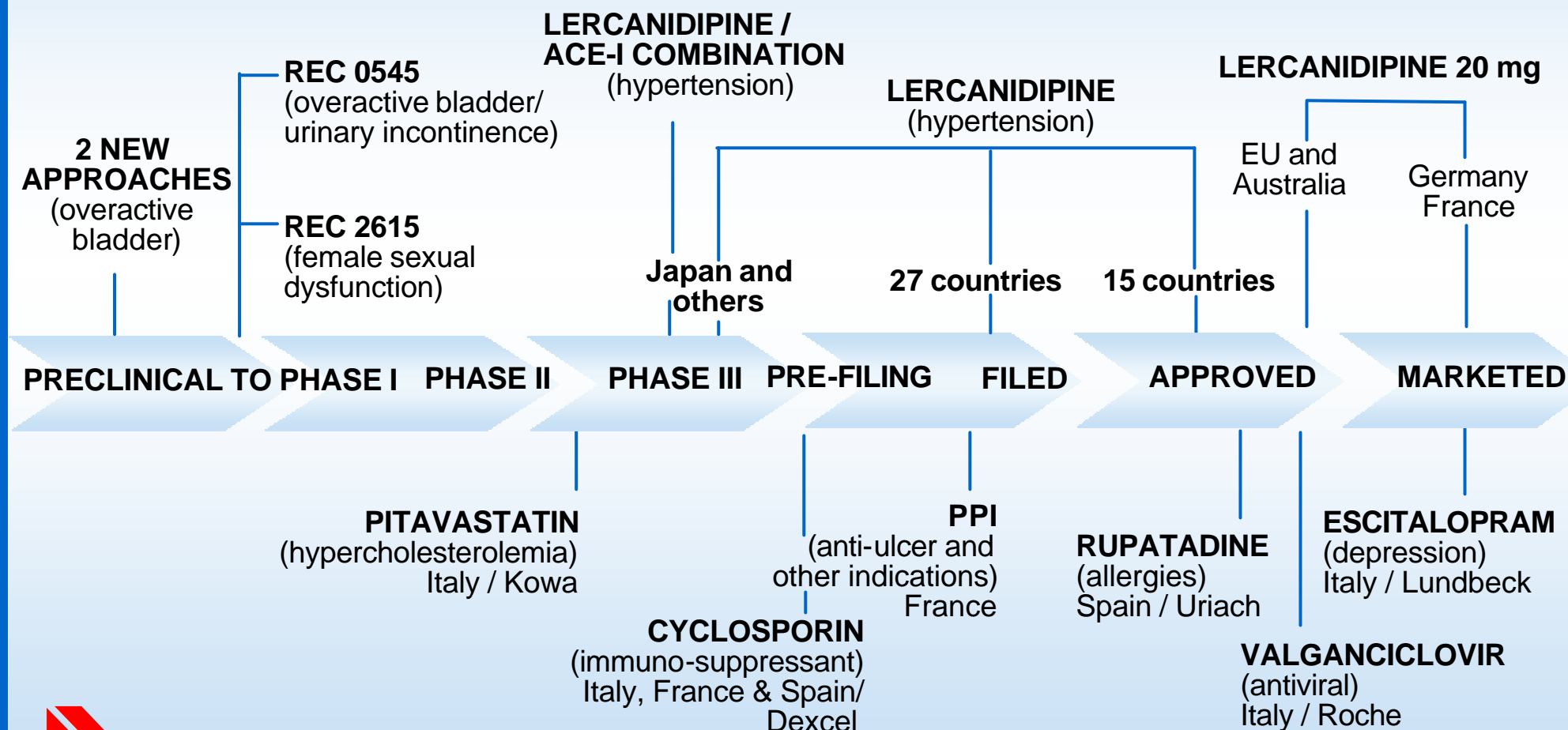


Source: IMS data - 2Q 2003

First nine months lercanidipine sales

(million euro)	2002	2003	Change %
DIRECT SALES	33.3 51.6%	38.0 57.0%	14.0%
SALES TO LICENSEES EXCLUDING THOSE TO FOREST LABS	22.2 34.3%	28.6 43.0%	29.2%
SALES TO FOREST LABS	9.1 14.1%	-	n.a.
TOTAL LERCANIDIPINE SALES	64.6 100.0%	66.6 100.0%	3.1%

Product pipeline



Filling the pipeline: Ongoing R&D

- **Lercanidipine:**
 - **Further recognition of superior clinical profile**
 - **Patent life in extension, two new patents published**
 - **20mg strength approved in Europe and in Australia, launched in Germany and France**
 - **Modified release formulation under development with Forest Labs for the U.S. market**

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**
 - **Phase III nearing completion, filing in EU expected in 2004**

Filling the pipeline: Ongoing R&D

- **Urology:**
 - **REC 0545, a 5HT_{1A} receptor antagonist for the treatment of unstable bladder. Proof of concept clinical program in preparation**
 - **REC 15/2615, in development for the treatment of female sexual dysfunction, approaching clinical phases**
 - **Two new discovery approaches for novel compounds with potential for the treatment of urination disorders**

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**
- **Pharmachem business to be disposed of within the first quarter 2004**

Outlook for 2003

(million euro)

	2002	2003 target
Net Sales	492.7	~ 500
EBIT	89.2	~ 80

Pharmachem performance below that of last year

Pharmaceuticals grow on a comparable basis

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%**

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.

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.

Recordati, established in 1926, is a European pharmaceutical group, listed on the Italian Stock Exchange (Reuters RECI.MI, Bloomberg REC IM, ISIN IT 0003074447), dedicated to the research, development, manufacturing and marketing of pharmaceuticals and pharmaceutical chemicals, with headquarters in Milan, Italy and operating subsidiaries in France, Ireland, Portugal, Spain, Switzerland and the United States.

Contact Information

Offices:

**Recordati S.p.A.
Via M. Civitali 1
20148 Milano
Italy**

Investor Relations:

**Marianne Tatschke
+39 02 48787 393
tatschke.m@recordati.it**

Website:

www.recordati.com