

We commit with passion to delivering on our purpose of improving the lives of our patients and their families.

**ROB KOREMANS** 

CEO







Since 1926, Recordati successfully faces the challenges of a market in continuous evolution and identifies fitting business opportunities as they arise, placing at the center of its priorities people's health and well-being.

### The milestones of a long success story



Siovanni Recordati founds the Laboratorio Farmacologico Reggiano in Correggio (RE, Italy)

1927 Launch of Antispasmina Colica®,

gastrointestinal tract antispasmodic Transfer of the headquarters to Milan

Recordati - Syntex (now part of Roche) licence agreement. Located in Silicon Valley, Syntex was a pioneering company in the study and synthesis of steroid hormones

chemical plant in Campoverde di Aprilia

Acquisition of Bouchara (France)

1963 Management Inauguration of the pharmaceutical Launch of Urispas® (flavoxate), a urinary

anti-spasmodic. Synthesized and developed by Recordati, it was the first Italian drug to receive FDA approval in the US



1995 Beginning of the process of internationalisation

Establishment of a subsidiary in Spain, now called Casen Recordati Launch of Zanidip® (lercanidipine), a new antihypertensive drug entirely discovered and developed by Recordati

Acquisition of Doms Adrian (France)

Establishment of Bouchara Recordati in France

2005 Acquisition of Merckle Recordati in Germany, now Recordati Pharma

Establishment of Recordati Pharmaceuticals in the United Kingdom

Establishment of Recordati Hellas in Greece Establishment of the new pharmaceutical chemical plant in Cork, Ireland

2006 Acquisition of the Grupo Jaba companies in Portugal, today Jaba Recordati

2012 : Entry into the US market - rare diseases sector

> Acquisition of a products portfolio for the treatment of a number of rare diseases in the IIS

Acquisition of Farma-Projekt in Poland. now Recordati Polska

2013 Acquisition of Opalia Pharma and its cGMP certified production facilities. in Tunisia, now Opalia Recordati

> Acquisition of Laboratorios Casen Fleet and its cGMP certified production facilities in Spain, now Casen Recordati

2014 US Food and Drug Administration (FDA) granted orphan drug designation for the use of Carbaglu® in the treatment of organic acidemias

2015 Establishment of new subsidiaries in Brazil, Mexico and Colombia

> Carbaglu® authorized for sale in Canada for the treatment of NAGS deficiency



2019 Expansion of the rare diseases product portfolio: entry into the endocrinology sector

> Licence agreement in Japan for Juxtapid® (lomitapide), a treatment for the homozygous familial hypercholesterolemia (HoFH)

Acquisition of worldwide rights to Signifor® (pasireotide) and Signifor® LAR® for the treatment of Cushing's disease and acromegaly and to Isturisa® (osilodrostat) for the treatment of endogenous Cushing's syndrome in Europe

Establishment of Recordati Bulgaria

2020 Marketing authorization of Cystadrops® 0.37% (cysteamine-based ophthalmic solution). for the treatment of cystinosis patients in the USA

> Launch of Isturisa® in US, France and Germany, orphan pharmaceutical product approved by the European Commission and the Food and Drug Administration (FDA)

Direct marketing of Signifor® and Signifor® LAR

Licence agreement with ARS Pharmaceuticals for ARS-1, epinephrine-based nasal spray

1926

Recordati was established

1984 Listing on the Italian Stock Exchange

1995

Beginning of the process of internationalisation

2007

Entry into the rare diseases sector



2007 Entry into the rare diseases sector

Acquisition of Orphan Europe, now Recordati Rare Diseases

Launch of Zanipress® (lercanidipine + enalapril). antihypertensive developed by Recordati

2008 Acquisition of FIC and FIC Médical, dedicated to the registration and promotion of pharmaceutical products in Russia and other Commonwealth of Independent States (C.I.S.) countries

Acquisition of Yeni Ilaç in Turkey, today Recordati Ilaç

2009 Republic Acquisition of Herbacos-Bofarma in the Czech Republic and Slovakia, today Herbacos Recordati

2010 Launch of Urorec® (silodosin), an alpha blocker prescribed for the benign prostatic hyperplasia (BPH) treatment

Carbaglu® (carglumic acid) approved by the Food and Drug Administration (FDA) in the US for the treatment of NAGS deficiency

Acquisition of ArtMed International in Romania, now Recordati Romania

Extension of the indications for use of Carbaglu® in Europe Acquisition of Dr. F. Frik Ilac in Turkey, now Recordati Ilac

Launch of Livazo®- Alipza® (pitavastatina) for hypercholesterolemia in Europe

Acquisition of Procto-Glyvenol®, a product prescribed for the treatment of haemorrhoids

2012

Entry into the US market - rare diseases sector

2016

SPC and OTC portfolio strengthening

2019

Entry into the endocrinology sector - rare diseases

2021-22

Entry into niche oncology - rare diseases



Listing on the Italian Stock Exchange

Launch of Lomexin® (fenticonazole). a dermatological and gynecological anti-mycotic born in the Recordati research laboratories



SPC and OTC portfolio strengthening

Acquisition of Italchimici in Italy

 Acquisition of Pro Farma AG, now Recordati AG, in Switzerland and Austria

Agreement with Assistance Publique - Hopitaux de Paris for the development of a product for the treatment of Maple Syrup Urine Disease (MSUD)

Licence agreement with Gedeon Richter for the commercialisation of Reagila® (cariprazine) for the treatment of schizophrenia

(cysteamine hydrochloride), eye drops for the local treatment of cystinosis

Acquisition of Seloken®/Seloken® ZOK (metoprolol succinate) and Logimax® (metoprolol succinate and felodipine) for a range of heart diseases

Licence agreement with MimeTech for the development of a drug for the treatment of neurotrophic keratitis Acquisition of Cystagon® (cysteamine bitartrate)

for the proven nephropathic cystinosis Acquisition of Natural Point in Italy

Exclusive licence agreement for the marketing of Ledaga® (chlormethine hydrochloride) for the topical treatment of mycosis fungoides

Ledaga® is granted Orphan Drug Designation

Acquisition of Tonipharm in France

Launch of Reagila® (cariprazine) in Europe

Establishment of new subsidiaries in Japan and Australia



**2021-22 Expansion of the rare disease product** portfolio: entry into niche oncology

> Acquisition of EUSA Pharma (UK) Ltd, a global specialist pharmaceutical company focused on rare diseases and niche oncology

Licence agreement and distribution of Eligard® (leuprorelin acetate), for the treatment of hormonedependent prostate cancer in Europe, Turkey, Russia and other countries

Direct marketing of Eligard®

New indication for Carbaglu® 200 mg tablets approved by the FDA in the US

◆ Acquisition of Flatoril® in Spain (clebopride plus simethicone), for gastrointestinal disorders

✔ Launch of Isturisa® in Japan following approval by MHLW

Establishment of a new subsidiary in China



Recordati

Specialty and primary care products (SPC)

Rare disease products

SPC aguisition, new companies and plants

Rare diseases aguisition, new companies and plants

Licencing and commercial agreements



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Sustainability Plan

Support for local communities

The International Prize for Scientific Research Arrigo Recordati

Production sites

The Recordati share

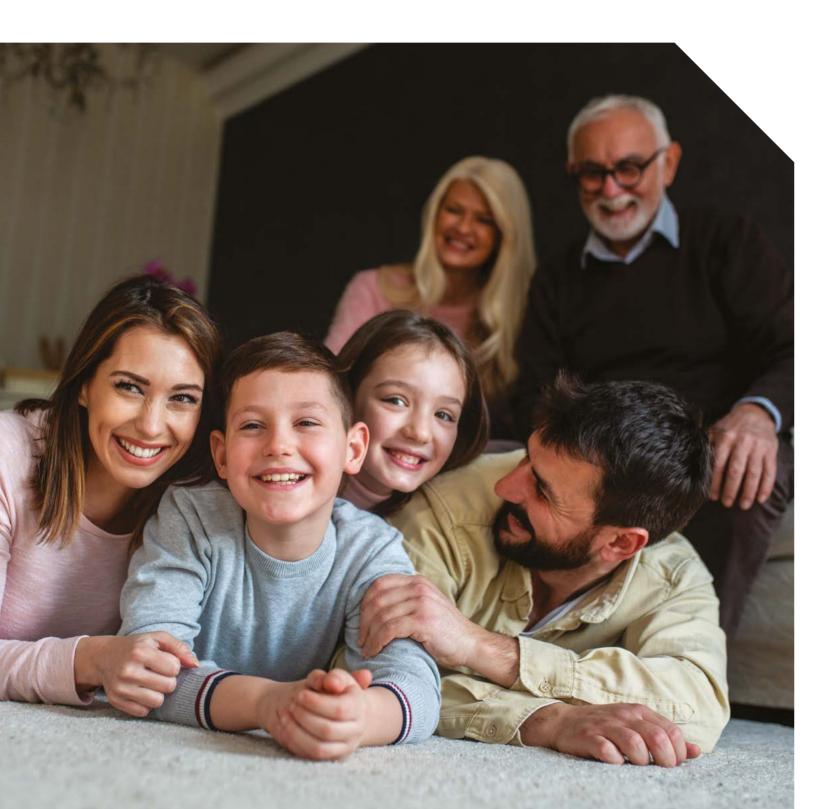
Recordati:
a growing renowned international pharmaceutical group



Recordati is growing continuously thanks to the quality of its products and to its implementation of an internationalisation policy based on a focused strategy of selective acquisitions and licence agreements.

- IS BASED IN MILAN, ITALY AND HAS BEEN LISTED ON THE ITALIAN STOCK EXCHANGE SINCE 1984.
- PRODUCES AND PROMOTES A WIDE RANGE OF INNOVATIVE PRODUCTS IN AROUND 150 COUNTRIES.
- MARKETS A NUMBER OF SPECIALTIES GENERATED BY ITS ORIGINAL RESEARCH.
- ITS PORTFOLIO INCLUDES BOTH PRODUCTS FOR PRIMARY AND SPECIALTY CARE AND TREATMENTS FOR RARE DISEASES.
- IS THE EUROPEAN PARTNER OF LEADING
  INTERNATIONAL PHARMACEUTICAL COMPANIES.

# A growing commitment in improving people's health and quality of life



Always focused on the development and offering of innovative drugs, Recordati is constantly committed to improving people's health and quality of life, placing the patient at the center of its priorities.

onvinced that everyone has the right to the best possible treatment, Recordati offers accessible products and quality, in various therapeutic areas and innovative treatments that respond to serious unmet medical needs in the rare diseases segment.

- It promotes the well-being of the person.
- It operates in a wide and well diversified context.
- It researches, develops and markets specialty and primary care products and treatments for rare diseases.
- It maintains the highest quality and safety standards of its products throughout all their life cycle.

### SPECIALTY AND PRIMARY CARE

Recordati operates in this area through the Specialty and Primary Care Division.

- It has a very well established product portfolio on prescription drugs.
   It's focused mainly on the cardiovascular, urological, gastrointestinal and central nervous system areas.
- It offers a wide range of well-known selfmedication products in European markets.
- It produces various active and intermediate ingredients which, in addition to meeting its own needs, it also sells to third-party pharmaceutical companies.

#### RARE DISEASES

The Rare Diseases Division markets treatments dedicated to rare diseases mainly of genetic origin caused by:

- metabolic deficits
- endocrinological diseases
- rare oncological pathologies

This latest new product portfolio with high growth potential was added thanks to the recent acquisition of the company EUSA Pharma.

75.7%

Specialty and primary care revenue in 2021

24.3%

Rare diseases revenue in 2021



## Recordati's journey into the future

The proven ability for creating profitable partnerships with important players in the pharmaceutical sector will continue to support the Group in its quest to identify new partners and finalize new licence agreements for the development of high value medicinal products.

# A WIDE AND DIFFUSED PRESENCE

With operations in all European countries, in Russia and in the CIS countries, in Ukraine, Turkey and North Africa, in the United States, Canada, Latin America, Japan and Australia, Recordati continues to strengthen its geographical presence.

In 2021 it establisched a new subsidiary in China. Also in the future Recordati will continue to increase its activities in Europe, which is the second largest pharmaceutical market in the world, and to make its products for the treatment of rare diseases available worldwide, including in the United States, the world largest market, Canada, Latin America, Japan, Cina and the Asia-Pacific regions.

# A RICHER PRODUCT PORTFOLIO

The launch of innovative new products, the enhancement of its product portfolio with specialties from its own research and development or from targeted licence agreements or specific acquisitions, will boost the Recordati group's growth.

# A CONSTANT INVESTMENT IN RESEARCH AND INNOVATION

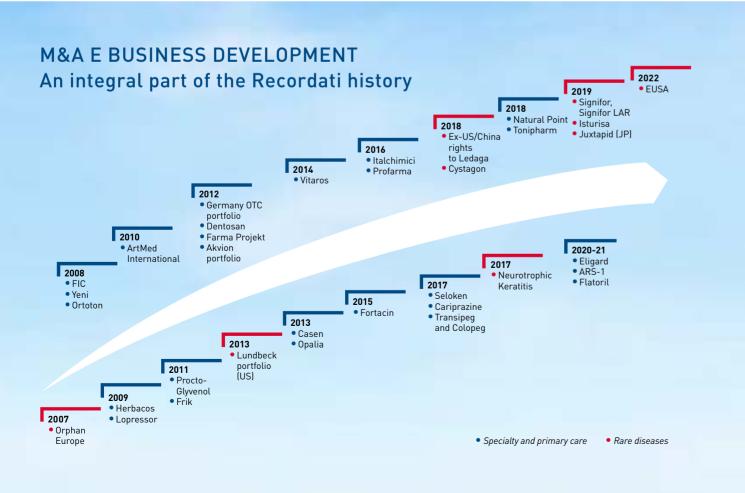
Recordati is committed towards to the innovation and marketing of high value-added products. The company continuously develops new medicines and believes research and development is a fundamental basis for its growth.

Dedication and scientific rigor are always behind Recordati's specialties and selfmedication products, which are also produced with the highest levels of quality and safety.

#### A STRATEGIC PARTNER

Recordati is an ideal partner for the development and marketing of new products in its markets thanks to:

- its extensive geographical coverage;
- an efficient in-company network of medical representatives and orphan drug specialists;
- its significant competence in handling regulatory processes;
- its profound know-how in the handling of highly specialized products.









2021 was once again a year of strong performance.
A number of new initiatives were pursued for the company's future development.

**REVENUE** 

1,580.1 million Euros

NET INCOME 386.0 million Euros

million Euros

NET FINANCIAL POSITION (736.5) million Euros

SHAREHOLDERS' EQUITY

1,381.6 million Euros

DIVIDEND

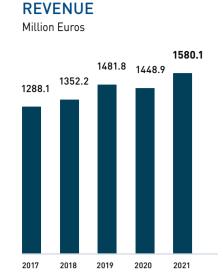
1.10 Euro per share

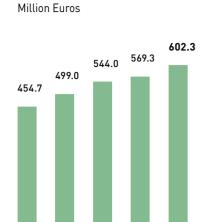
**EMPLOYEES** 

exceed **4**,300

 $\begin{array}{c} \text{GEOGRAPHICALE PRESENCE} \\ \text{around} \ 150 \\ \text{countries} \end{array}$ 







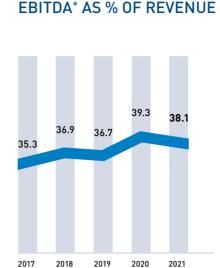
2018

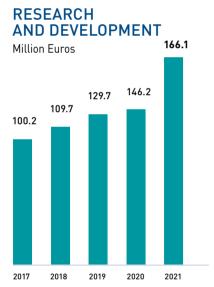
**NET INCOME** 

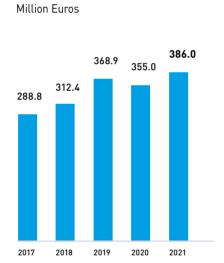
2019

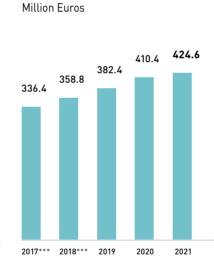
2020

**EBITDA\*** 

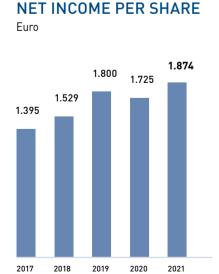


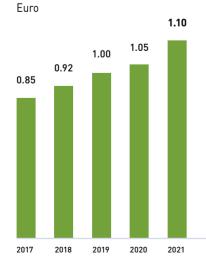




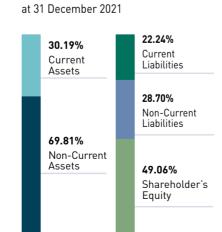


**ADJUSTED NET INCOME\*\*** 





**DIVIDEND PER SHARE** 

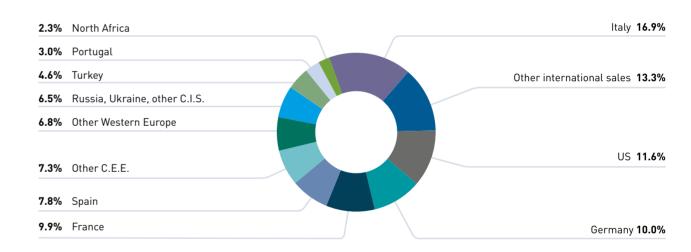


**BALANCE SHEET** 

#### PHARMACEUTICAL SALES BY THERAPEUTIC AREA IN 2021



#### **GEOGRAPHICAL COMPOSITION OF PHARMACEUTICAL SALES IN 2021**



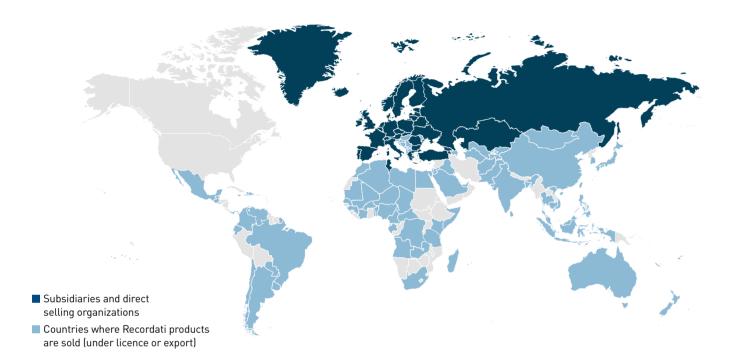
- \* Net income before income taxes, financial income and expenses, depreciation, amortization and write-downs of property, plant and equipment, intangible assets and goodwill, and non-recurring items.
- \*\* Net income excluding the amortization and write-downs of intangible assets (except software) and goodwill, and non-recurring items, net of tax effects.
- \*\*\* Pro-forma, not reported in relevant year financial accounts.



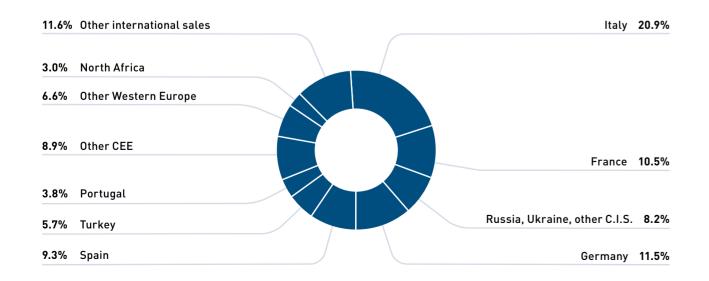


# Recordati in the world

#### SPECIALTY AND PRIMARY CARE

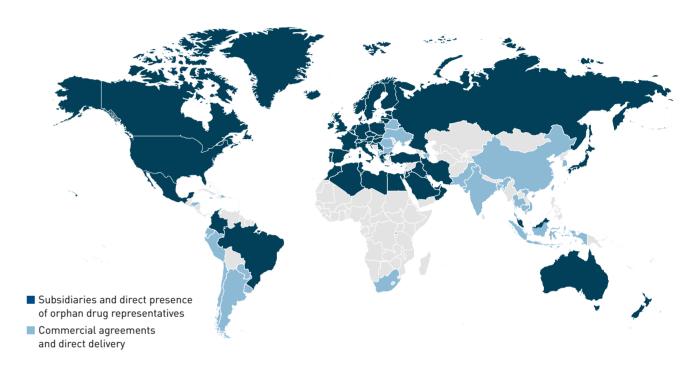


#### **GEOGRAPHICAL COMPOSITION OF PHARMACEUTICAL SALES IN 2021**

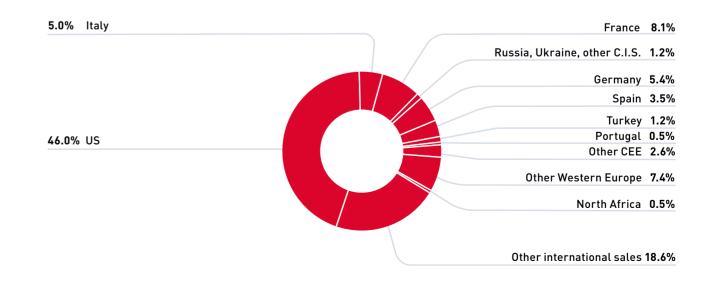


The Group is present in around 150 countries with its specialty and primary care products and its treatments for rare diseases.

#### RARE DISEASES



#### **GEOGRAPHICAL COMPOSITION OF PHARMACEUTICAL SALES IN 2021**

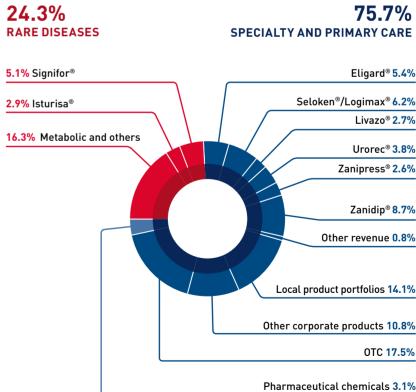




#### A TOTAL COMMITMENT

Always committed to improving people's quality of life, Recordati offers a number of innovative and high value-added pharmaceutical products that constitute a large and qualified product portfolio.

#### **BREAKDOWN OF REVENUE 2021**





# Specialty and primary care

Recordati makes numerous medicines in various therapeutic areas available to healthcare professionals and patients.



products on the market

#### PRESCRIPTION DRUGS

#### Recordati:

- boasts an important presence and offers new treatments in the areas of cardiovascular, urological, gastrointestinal and central nervous system diseases;
- markets products developed from its own research and by specific licence agreements that promote a wide range of innovative drugs.

#### **SELF-MEDICATION PRODUCTS**

The Group is present in this market segment with several established brands, successful products, a wide and updated mix. Constantly seeking new treatments, it offers:

- OTC products,
- food supplements,
- medical devices.

Thanks to their proven effectiveness, they help improve people's health and well-being.

All Recordati's pharmaceutical specialties and self-medication products are characterised by high levels of quality and safety in all countries.





#### **CORPORATE PRODUCTS**

#### **MAIN PRESCRIPTION PRODUCTS**

#### CARDIOLOGY

ZANIDIP. Corifeo®

LERCADIP

ZANIDIP®/CORIFEO®/LERCADIP® (lercanidipine)

Antihypertensive

(C) Zanipress

ZANEXTRA

ZANIPRESS®/ZANEXTRA®/LERCAPREL®/LERCARIL®

(lercanidipine + enalapril)

LERCAPREL®

LERCARIL\* Antihypertensive

Seloken<sup>®</sup>

Seloken ZOK

SELOKEN®/SELOKEN®ZOK/BETALOK®ZOK

(metoprolol succinate)

<sub>o</sub>Betaloc<sup>®</sup>ZOK

Angina pectoris, disturbances of cardiac rhythm, hypertension

**Logimax**°

LOGIMAX® (metoprolol succinate + felodipine)

Antihypertensive

**Lopresor**®

LOPRESOR® (metoprolol)

Antihypertensive



ALIPZA

LIVAZO®/ALIPZA® (pitavastatin)

Hypercholesterolaemia

#### **CENTRAL NERVOUS SYSTEM**



REAGILA® (cariprazine)

Antipsychotic

#### UROLOGY

Eligard

ELIGARD® (leuprorelin acetate)

Hormone dependent advanced prostate cancer

UROREC\*

SILODYX

UROREC®/SILODYX® (silodosin)

Benign prostatic hyperplasia

URISPÁS GENURINO

URISPAS®/GENURIN® (flavoxate)

Urinary tract muscle relaxant

**Vitaros** 

**ovirirec** 

VITAROS®/VIRIREC® (alprostadil)

Erectile dysfunction

**F** rtacin

FORTACIN® (lidocaine+prilocaine)

Premature ejaculation

#### **GASTROENTEROLOGY**





CITRAFLEET® and FOSFOSODA®

Bowel evacuants

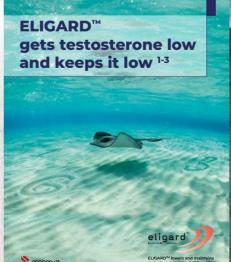




CASENLAX® and FLEET ENEMA®

Constipation and bowel cleansing









#### **CORPORATE PRODUCTS**

#### **MAIN PRESCRIPTION PRODUCTS**

**GYNECOLOGY AND OBSTETRICS** 

**TERGYNAN®** ТЕРЖИНАН

Tergynani

Gynecological infections

LOMEXIN° Falvin°

LOMEXIN®/FALVIN® (fenticonazole)

Antimycotic

**GYNOXIN®** 

**GYNOXIN®** (fenticonazole nitrate)

Antimycotic

Muvagyn<sup>®</sup>

**MUVAGYN®** 

Symptoms of menopause

ENT (EAR. NOSE AND THROAT)







POLIDEXA®, ISOFRA® and OTOFA®

Treatment of ear, nose and throat (ENT) infections

**ALLERGY** 

Rupafin wystamm

RUPAFIN®/WYSTAMM® (rupatadine)

Antihistamine

#### MAIN SELF-MEDICATION PRODUCTS



PROCTO-GLYVENOL® (tribenoside)

Haemorrhoids





**ALOVEX® LINE OF PRODUCTS** 

Aphthas and mouth sores



CASENBIOTIC®, REUFLOR®, BIORALSUERO®, REUTERI®, GASTRUS®

(lactobacillus reuteri protectis)

Reuteri gotas Gastrus. Food supplements



**HEXA LINE OF PRODUCTS (biclotymol)** 

Antibacterial for infections of the oral cavity

Laxbene

**LAXBENE®** 

Constipation and bowel cleansing

TransAct LAT

TRANSACT® LAT (flurbiprofene transdermal patch)

Anti-inflammatory

**АлфаВит** 

**ALPHAVIT®** 

Vitamin supplement

Abufène

**ABUFENE®** 

Symptoms of menopause

Lactofree LACDIGEST® (tilacta Lactose intolerance

LACDIGEST® (tilactase)









#### LOCAL PRODUCTS

Recordati markets locally some products or product lines by its subsidiaries that detain prominent positions in their markets of reference.



#### ITALY

In addition to its consolidated presence in the cardiometabolic area, Recordati in Italy offers innovative treatments in the areas of urology, gastrointestinal, analgesia as well as self-medication products and food supplements, with the respectively successful commercialisation of Eumill® and Magnesio Supremo®, a particular formulation of magnesium easily assimilated into the body.

#### FRANCE

Bouchara Recordati is well known in the French market thanks to a number of prescription and self-medication products. It is the exclusive licencee for the production and commercialisation of methadone, a synthetic opioid analgesic. The company has also developed an important international presence in the Maghreb area and in French-speaking Africa and Asia where a dynamic export and promotion business distributes its specialties in more than 30 countries.

#### **GERMANY**

Recordati Pharma in Germany supplies first class products to orthopaedic specialists and to gastroenterologists in particular as related to chronic inflammatory intestinal disorders such as Crohn's disease and ulcerative colitis.

### RUSSIA, OTHER C.I.S. COUNTRIES AND UKRAINE

Rusfic, Recordati Ukraine and FIC Médical, the company's organizations operating in Russia, Ukraine, the other CIS markets and the Central Asia, successfully market products indicated for otorhinolaryngological and vaginal infections and boast a leading position in their markets.

#### **SPAIN**

Casen Recordati in Spain has an extensive and substantial portfolio of products, well appreciated in the area of gastroenterology where its products for bowel cleansing and oral rehydration are undisputed market leaders.

#### TURKEY

In Turkey, Recordati Ilaç markets a diversified product portfolio well appreciated by practitioners, in the fields of urology, cardiology, gynecology and in physical medicine and rehabilitation.

#### NORTH AFRICA AND TUNISIA

Opalia Pharma operates in North Africa and in Tunisia, where it is one of the largest local pharmaceutical companies marketing branded generic drugs with leading products in dermatology and in the gastrointestinal and respiratory therapeutic areas.

#### OTHER COUNTRIES

Recordati has strengthened its presence in Switzerland with the subsidiary Recordati AG, which has its headquarters in Zug and operates also in Austria, with Recordati AB in Sweden, Denmark, Norway, Finland, Iceland, with Recordati BV in Benelux, with Recordati Bulgaria LTD in Bulgaria, with Recordati Polska in Poland and in the Baltic States.



### Rare diseases

Acquiring and distributing specific scientific knowledge is fundamental for the identification of a rare disease and is of great importance in the research for new treatments.

Tocused on the Tew

Recordati makes available to doctors, patients and their families, highly trained specialists and a number of specific treatments.

Rare diseases bring great suffering to millions of people worldwide.

A rare disease is defined as a condition that

affects fewer than 5 per 10,000 inhabitants in Europe or fewer than 200,000 Americans in the United States.

There are more than 7,000 known rare diseases but the number of approved treatments today exist for fewer than 10% of these.







The Recordati group operates in the rare diseases segment worldwide through Recordati Rare Diseases, a group of dedicated company.



Recordati research, develops, produces and markets drugs for the treatment of a number of rare diseases. These are marketed directly in Europe, the Middle East, United States, Canada, Russia, Australia, Japan, Cina and in some Latin American countries, and through selected partners in a number of other

countries, covering more than 100 countries worldwide.

Highly trained specialists and a scientific support team collaborate constantly with researchers, medical practitioners and healthcare professionals, with patient groups and families and with regulators to treat and improve the quality

of life of people suffering from these diseases worldwide.

Thanks to a unique distribution system and to specialists dedicated to the promotion and distribution of these products, Recordati is able to reach patients in their home countries.

#### MAIN DRUGS FOR THE TREATMENT OF RARE DISEASES

#### METABOLIC AND OTHER THERAPEUTIC AREAS



#### CARBAGLU® (carglumic acid)

Treatment of hyperammonemia due to N-acetylglutamate synthase deficiency (NAGS deficiency) and some organic acidaemias (isovaleric acidaemia, methylmalonic acidaemia and propionic acidaemia)



#### PANHEMATIN

#### NORMOSANG®/PANHEMATIN® (human hemin)

Treatment of acute attacks of hepatic porphyria



#### CYSTADANE® (betaine anhydrous)

Treatment of homocystinuria



#### CYSTADROPS® (cysteamine hydrochloride)

Treatment of the ocular manifestations of cystinosis



#### COSMEGEN® (dactinomycin for injection)

Treatment of rare cancers: Wilms tumour, infantile rhabdomyosarcoma, Ewing sarcoma and metastatic nonseminomatous testicular cancer



#### JUXTAPID® (lomitapide)

Treatment of homozygous familial hypercholesterolemia (HoFH)



#### CYSTAGON® (cysteamine bitartrate)

Treatment of nephropathic cystinosis



#### LEDAGA® (chlormethine hydrochloride)

Treatment of mycosis fungoides (MF), T-cell cutaneous lymphoma (CTCL)



#### **NeoProfen®**

#### PEDEA®/NEOPROFEN® (ibuprofene IV)

Treatment of patent ductus arteriosus (PDA)

#### **ENDOCRINOLOGY**





#### SIGNIFOR® e SIGNIFOR® LAR (pasireotide)

Treatment of Cushing's disease and acromegaly



#### ISTURISA® (osilodrostat)

Treatment of Cushing's disease (United States) and Cushing's syndrome (European Union, Switzerland)

**ONCOLOGY** (Portfolio added with EUSA Pharma acquisition, completed on March 16th, 2022)



#### QARZIBA® (dinutuximab beta, anti-GD2 monoclonal antibody)

Treatment of high-risk neuroblastoma patients aged 12 months and above, who achieved at least a partial response at the chemotherapeutical induction, followed by myeloablative therapy and stem cell transplantation



#### SYLVANT® (siltuximab, anti-IL-6 monoclonal antibody)

Treatment of Idiopathic Multicentric Castleman's disease (iMCD) in adults



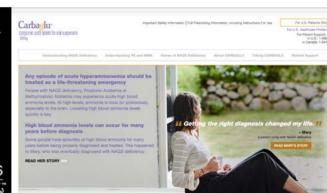
FOTIVDA® (tivozanib, oral highly selective small molecule tyrosine kinase inhibitor (TKI) of vascular endothelial growth factor (VEGF) receptors 1, 2 and 3) Treatment of first-line of advanced renal cell carcinoma



#### CAPHOSOL® (supersaturated calcium phosphate rinse)

Medical device on prescription for the treatment of oral mucositis due to chemo and radio therapy  $\,$ 





The company's established track record in the field of orphan drug development, the establishment of scientific networks and engaging with patient organizations together with its efforts to reduce the impact of disease on the lives of patients are the reasons that have contributed to the awarding of prestigious international awards and that push Recordati to continue in this direction every day.

ecordati's commitment to making its products available to patients suffering from rare diseases was recognized by the National Organization for Rare Disorders (NORD) in the United States with its "Corporate Award".

This important award was granted in 2011 in recognition of the introduction into the United States of Carbaglu®, the first specific treatment approved by the FDA (Food and Drug Administration) for NAGS deficiency, a very rare inherited metabolic disease. The results obtained in improving the diagnosis and management of rare diseases were recognized by EURORDIS (European Organization for Rare Diseases) with an award presented to Recordati during the celebration of the 2014 Rare Disease Day.











#### RECORDATI RARE DISEASES FONDATION D'ENTREPRISE

ecordati Rare Diseases Fondation d'entreprise targets specialized healthcare professionals and aims to improve and spread currently available knowledge on rare diseases. The organization promotes scientific collaboration, the sharing of experience and knowledge among sector specialists

and the development of new ideas. Every year, the Academy proposes theoretical and practical courses as well as e-learning online courses that aim to provide physicians, worldwide, with clinically useful and the most up-to-date information concerning current knowledge and recommendations for care.

Recordati is committed to supporting families affected by these diseases through the research and development of new therapies and through the distribution of specific scientific knowledge within the medical community.





### Pharmaceutical chemicals

Recordati uses a broad range of technologies to produce competitively maintaining the highest quality standards.

Recordati's pharmaceutical chemicals business focuses on:

- satisfying the requirements of the pharmaceuticals business;
- striving for maximum product quality,
- strengthening its presence in highly regulated markets (the United States, Europe and Japan);
- safety of production processes;

- protection of the environment;
- health and safety in the workplace.

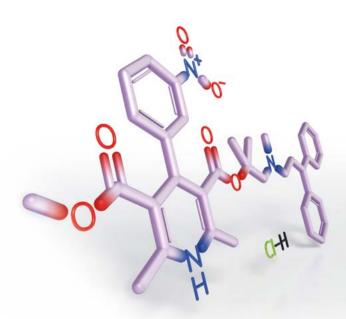


2 dedicated sites

Campoverde di Aprilia (It) and Cork (Ir)











The introduction of new products, both through our discovery programs as well as through alliances with other companies and research institutes: this is Recordati's commitment and is a fundamental basis for its growth.

## 166.1 million Euros

investment in research and development in 2021 (includes depreciation relating to the purchase of new products)

+13.6%

investment in research and development compared to 2020



Recordati continuously develops new specialties originating either internally or acquired through development agreements with other pharmaceutical companies and research institutes.

Commitment, scientific rigor, capability

and highly specialized personnel

allow the Group to develop new treatments and to build an innovative product pipeline.
Recordati's research and development activities are mainly focused on generating innovative treatments with a focus on rare diseases.



PRODUCT DE	EVELOPMENT PIPELIN	Е	
NAME	ORIGIN	INDICATION	DEVELOPMENT STATUS
REC 0559	Recordati/MimeTech	Neurotrophic keratitis	Phase II in progress
REC 0545	Recordati/AP-HP	Acute decompensation episodes in maple syrup urine disease (MSUD) or leucinosis	Filing expected in 2022
ARS-1	ARS Pharmaceuticals	Emergency treatment of allergic reactions, including anaphylaxis	Filed in EU and pediatric development plan in progress
ISTURISA®	Novartis	Endogenous Cushing's syndrome/ Cushing's disease	Approved in the US, Europe, Switzerland and Japan. Filed in other countries
CYSTADROPS®	Recordati	Corneal cystine crystal deposits in patients with cystinosis	Approved in the US and Europe. Development of new formulations in the US and EU
Methadone		Treatment of cancer-related pain in cases of resistance or intolerance to other opioids	Approved in France
CARBAGLU®	(Recordati Rare Diseases)	Hyperammonemia due to NAGS deficiency and to the main organic acidemias	Approved in Canada and the US for the treatment of organic acidemias
REAGILA®	Gedeon Richter	Schizophrenia	Pediatric post-approval development plan
ELIGARD®	Tolmar	Hormone-dependent prostate cancer	Post-approval activity to develop a new device





Thanks to its ability to develop successful relationships, Recordati has implemented an intelligent policy of partnering with companies of high standing in the pharmaceutical segment.

Through this, it has made targeted acquisitions in markets characterized by high-growth potential thereby generating value for both the company and its partners.

- RECORDATI HAS A STRONG TRACK RECORD IN GENERATING VALUE THROUGH PARTNERSHIPS WITH OTHER PHARMACEUTICAL COMPANIES, WHETHER THEY ARE LOCAL OR GLOBAL PLAYERS.
- ✓ THE GROUP IS COMMITTED TO GENERATING FURTHER GROWTH THROUGH MUTUALLY-BENEFICIAL R&D COLLABORATIONS, LICENCE AGREEMENTS AND ACQUISITIONS.



#### AN IDEAL PARTNER

Recordati is a valid ally for development and marketing of new products because:

- has commercial operations throughout the European pharmaceutical market and has a strong and growing interest in new markets;
- has affiliates in all European countries, in Russia and the other CIS countries, in Ukraine as well as in Turkey and North Africa;
- is also present in the Middle East, in the United States, Canada, Japan, Australia and some Latin American countries with its treatments for rare diseases;
- has developed a global presence through its network of subsidiaries and highlyqualified distributors;
- has a strong team of experienced sales and marketing professionals;

- its financial solidity allows it to support targeted R&D investments;
- has a strong track record in research and development of new products from its own research and by specific licence agreements in the cardiovascular, urological, gastrointestinal and central nervous system area and in the rare diseases sector;
- has proven capabilities in the management of regulatory procedures and clinical trials in the EU, MENA (Middle East and North Africa) and in the United States;
- its extensive know-how and dedicated industrial resources allow the company to fully cover the manufacturing chain, from active ingredient to finished product, in its own facilities in Italy, France, Ireland, Spain, Czech Republic, Turkey and Tunisia.



SELECTED PART	NERSHIPS		
LICENSOR	TRADEMARK	ACTIVE INGREDIENT	RIGHTS FOR
Aegerion Pharmaceuticals	Juxtapid®	lomitapide	Japan
Almirall	Cidine®	cinitapride	Spain
Amdipharm / Advanz Pharma	TransAct® LAT	flurbiprofene	Italy, Portugal
ARS Pharmaceuticals	ARS-1	epinephrine	European Union, Iceland, Liechtenstein, Norway, Switzerland, United Kingdom, Russia / Commonwealth of Independent States, Turkey, Middle East and French- speaking African countries
Simple Pharma	Vitaros®/Virirec®	alprostadil	Spain, Ireland, Portugal, Greece, Cyprus, Czech Republic, Poland, Romania, Slovakia, Commonwealth of Independent States, Turkmenistan, Ukraine, Georgia, Turkey and African Portuguese-speaking countries
Gedeon Ritcher	Reagila®	cariprazine	Western Europe, some countries in Africa, Turkey
Helsinn	Ledaga®	chlormethine hydrochloride	Worldwide, exc. the United States, China, Hong Kong and Israel
Kissei	Urorec®/Silodyx™/ Silosin®	silodosin	Europe & Others
Kowa	Livazo®/Alipza®	pitavastatin	Europe, exc. United Kingdom, Germany
Merck KGaA	Cardicor®	bisoprolol	Italy
Ono-UCB	Alprostar®	PGE 1 Alpha	Italy
Plethora	Fortacin <sup>®</sup>	lidocaine + prilocaine	Europe, Russia, Commonwealth of Independent States, Turkey, North Africa
Rottapharm/Madaus	Dermatrans®/Epinitril®	nitroglicerine TDS	Spain, France
Sandoz	Leptoprol®	leuprorelin acetate	France
Tolmar Internationals Ltd	Eligard <sup>®</sup>	leuprorelin acetate	Europe, Turkey, Russia and other countries
Uriach	Wystamm®/Rupafin®	rupatadine	France, Germany, Italy





#### **HIGHLIGHTS**

100%

purchased electricity from renewable sources and certified by Guarantees of Origin for European plants and annexed offices (57% of total electricity purchased by the Group)

€ 2.5 million

in donations to the community

(The figure includes both monetary donations and products donations)

# ${}_{Approximately}180 \\$

supplier audits conducted by the pharmaceutical and chemical-pharmaceutical division, mainly on product quality and safety

95%

of employees hired on permanent contracts

100%

of employees received training on the Code of Ethics and the anti-bribery and anti-corruption policies in the 2020-2021 two-year period

47%

of all employees in the Group are women. 56% women hired in 2021 out of total new hires

42%

of members of the B.o.D. are women



The values that have always inspired and guided Recordati

Recordati has a long history of entrepreneurial passion and a strong reputation and a desire to continue growing and creating value in an ethical, enduring, and sustainable way, all while respecting the laws and regulations that apply in the countries where we operate, protecting people and the environment, and supplying safe, high-quality products.



# THE GROUP'S STAKEHOLDERS

Recordati has identified its own key stakeholders by focusing on its understanding of how the Group's social role relates to company activities, with the aim of identifying their expectations and defining actions in response to the legitimate interests expressed.

In order to engage all of our stakeholders in their activities, optimising their roles and monitoring the possible direct and indirect impacts of the Group's activities on the relevant parties, the Recordati group implements stakeholderengagement initiatives.





#### **MAIN ESG INDICES AND RATINGS**



As of 2021, the Recordati group received an MSCI ESG Rating of A\*.

RECORDATI WAS INCLUDED IN THE MIB ESG INDEX, PROMOTED BY EURONEXT AND BORSA ITALIANA In October 2021, Recordati was included in the MIB ESG Index, the first index promoted by Euronext and Borsa Italiana for Italian blue-chip companies demonstrating best ESG practices.



In June 2022, Recordati achieved the "Platinum" rating in the analysis carried out by EcoVadis, falling within the top 1% of companies with the highest score globally.



Following the review in June 2022, the Recordati group was confirmed in the FTSE4G00D Index series.

\* The use by the Recordati group of any MSCI ESG Research LLC or its affiliates ("MSCI") data, and the use of MSCI logos, trademarks, service marks or index names herein, do not constitute a sponsorship, endorsement, recommendation, or promotion of Recordati group by MSCI. MSCI services and data are the property of MSCI or its information providers, and are provided 'as-is' and without warranty. MSCI names and logos are trademarks or service marks of MSCI.



### The Sustainability Plan

The Sustainability Plan is the tool used to share the Group's future trajectory with its stakeholders: it represents an expression of the ambitions of the Recordati group and the commitments it wishes to prioritise in order to promote sustainable and responsible growth. The Group is driven by the belief that every day is an opportunity to improve on the day before

and takes all the necessary steps to ensure sustainable, long-term economic growth. Growth and achievement of challenging business and sustainability goals are not incompatible: on the contrary, Recordati is convinced that responsible actions and the generation of shared value contribute to the long-term success of the Company.

#### **OUR ASPIRATION**

Improving people's health and quality of life is the basis of our mission: it is part of our DNA. Recordati's people have always given their utmost every day to pursue this goal.

As emphasised by the World Health Organization (WHO), health is not merely the absence of disease or infirmity, but a state of complete physical, mental and social well-being. To improve health, it is therefore necessary to intervene on a number of determining factors, such as the social, physical and economic conditions under which people are born, live and work, including healthcare systems. In this context, in addition to institutions and governments, pharmaceutical companies must also develop strategies for the improvement of the healthcare system, in terms of availability, accessibility and quality of healthcare structures and the goods and services provided.

We are living in a rapidly changing world that often raises concerns about sustainability for future generations. The current scenario in which we live has led us to reflect deeply on the relationship between humanity and nature and on the importance of an overall balance: the well-being and health of people and the health of the planet are closely connected. We cannot be healthy in an

unhealthy environment and with no health there is no wealth and no social equity.

With this systemic approach and in accordance with the 2030 Agenda for Sustainable Development priorities, we wish to contribute to supporting global development, promoting human well-being and protecting the environment.

We want to continue to do our part.

The Sustainability Plan focuses on 5 priority areas:

- Patient care
- People care
- Environmental protection
- Responsible Sourcing
- Ethics and Integrity

The Sustainability Plan, defined in accordance with the materiality analysis, also highlights the contribution to the achievement of 10 of the 17 Sustainable Development Goals (SDGs) of the 2030 Agenda, the common goals signed by UN member states that outline a path of collaboration and responsibility to confront today's complex challenges.



#### **PATIENT** CARE

Our ambition

We are open to partnering and dedicated to discovering and developing innovative, value-added products that improve quality of life and help people to enjoy longer, healthier and more productive lives.

We wish to offer our patients fast, widespread and sustainable access to our products.



#### **PEOPLE** CARE

Our ambition

nvironment where everyone can express their talents. therefore, we recognise and value the role that each person plays in the success of our business.

for the community.



#### **ENVIRONMENTAL PROTECTION**

Our ambition

With this in mind, we wan to take conscious action by working to preserve natural resources and biodiversity and contribute to the fight against climate change by minimising our by minimising our environmental impact.



#### **RESPONSIBLE** SOURCING

Our ambition

on transparency and trust, sharing our values with suppliers and strategic partners.

to constantly promoting respect for ethical, aspects along the entire



#### **ETHICS AND INTEGRITY**

Integrity is our founding value, and we lead by example. inciples of honesty and transparency towards our Shareholders and Stakeholders guide our daily actions.





























### Support for local communities

We believe that contributing to the well-being of the community and dedicating part of our resources to acts of solidarity is not merely the fulfilment of company obligations or professional duty, but rather a moral imperative.

n full compliance with ethical standards, Recordati develops social projects and initiatives to support organisations operating in the medical and healthcare fields, it supports associations that are dedicated to assisting patients and improving the quality of life for them and their families, initiatives and social projects which benefit the most vulnerable members of society and those who experience disability, hardship, and other difficulties.

This support is mainly in the form of monetary donations and product donations, support to organisations and associations to facilitate

access to healthcare through training and collaboration initiatives.

During 2021, the Recordati group disbursed over € 2.5 million in support of the community.



Approximately 3,750 trees planted in the metropolitan area of Milan through the Forestami project.

## The International Prize for Scientific Research Arrigo Recordati

The Arrigo Recordati International Prize was established in the year 2000 in memory of the Italian pharmaceutical entrepreneur Arrigo Recordati who strongly believed in the power of research to drive the development of the pharmaceutical industry and provide products beneficial to public health.

The Prize is an international award which aims to promote scientific research:

- An award of 100,000 Euros is granted to a scientist in recognition for outstanding work in an innovative research project.
- The winner is chosen by a Jury composed of experts with high international standing.
- The 2022 edition, open to young researchers of all nationalities, was dedicated to the promotion and recognition of excellence in research on pituitary disorders.

#### TENTH EDITION

The 2022 Prize was awarded to Dr Sabrina Chiloiro, for the project aiming to investigate the role of the immune microenvironment in GH secreting pituitary tumors. The award ceremony took place in Milan on May 23, 2022 during the 24<sup>th</sup> European Congress of Endocrinology.







Recordati's production sites are equipped with state-of-the-art installations and their research laboratories are fitted with the latest equipment. All plants operate in full compliance with environmental protection regulations and in compliance with the cGMP (current Good Manufacturing Practices).

2

Pharmaceutical chemical plants



Pharmaceutical manufacturing plants

1

Packaging and distribution center dedicated to products for rare diseases

- ► Pharmaceutical chemical plants
- ► Pharmaceutical manufacturing plants
- ► Packaging and distribution center dedicated to products for rare diseases



#### PHARMACEUTICAL CHEMICAL PLANTS

#### CAMPOVERDE DI APRILIA (ITALY)

- This plant is one of the most important producers in the world of verapamil HCl, phenytoin, papaverine HCl, dimenhydrinate, tribenoside and manidipinemanidipina 2HCl.
- In addition to supplying the active ingredients for the Group's proprietary specialties, it is also an established independent producer of active ingredients and intermediates for the pharmaceutical industry internationally.
- The United States is one of the main markets for its production second only to Europe.
- The site covers a surface of 335,000 sq. m. with a covered area of 35,000 sq. m., it produces approximately 650 MT/year of finished goods. Approximately 5,000 MT/year of semi-finished goods are handled internally.
- A vast range of competencies in the field of organic synthesis allow it to quickly and effectively study new processes from research right through to final industrialisation.
- The Research and Development laboratories are fitted with an extremely versatile pilot plant equipped for the small-scale production of active ingredients, in accordance with cGMP (current Good Manufacturing Practices).
- Investments have been made to enhance the technological and production capacity of the plant, which - over the last ten years - has resulted in the installation of 25 new reactors, a latest generation

- three stage distillation unit for high-temperature unstable liquids, 2 thin film evaporators, 3 filters for the isolation of solid products, 3 centrifuges and an anti-acid dryer.
- It operates in compliance with current Good Manufacturing Practices (cGMP) and in conformity with the most stringent international environmental regulations. The Plant Environmental Management System is certified according to the UNI EN ISO 14001:2004:2015 by Det Norske Veritas Italia (DNV).

#### CORK (IRELAND)

- A dedicated plant built in Cork in Ireland guarantees adequate and continuous supplies of the active ingredient lercanidipine, an important original Recordati drug.
- Automated process control systems ensure constant high-quality and constant production.
- It operates in accordance with GMP (Good Manufacturing Practices) and covers a surface area of around 43,000 sq. m., with an installed area of 8,300 sq. m.
- It received the 2012 National Energy Efficiency Award promoted by the sustainable Energy Authority of Ireland (SEAI) and in 2013 received the European Energy Efficiency Award promoted by the Chemical European Federation Industry Council (CEFIC).
- In 2016 the site was extended, the two buildings housing the administration and the quality control laboratories were expanded.

#### PHARMACEUTICAL MANUFACTURING PLANTS

#### ITALY

The Milan site occupies a surface area of around 5,000 sq. m., built vertically over a number of floors for a total of 21,000 sq. m. and produces around 60 million packages per year. It is specialized in the manufacture and packaging of solid oral forms, liquids, injectables and products for topical use.

#### **FRANCE**

The plant at Saint Victor covers a surface of 6,750 sq. m. and produces 29 million packages per year. It is specialized in the production and packaging of liquid, solid oral and spray formulations.

#### TURKEY

The site in Çerkezköy, built on 45,000 sq. m. of land, occupies a surface area of approximately 11,300 sq. m. and currently produces 52 million packages per year of solid oral and liquid formulations and products for topical use, of which 27% are dedicated to third party production. The plant has a production capacity of 80 million packages per year. The Çerkezköy plant was certified GMP compliant by the Turkish authorities in 2016 and has also been confirmed compliant with current Good Manufacturing Practices (cGMPs) by the European Union, Azerbaijan, Libya, and Kenya in 2019 and the Russian Federation in 2020.

#### SPAIN

The Spanish plant is situated near Zaragoza covering a surface area of 7,100 sq. m. and produces around 21 million packages a year. It is specialized in the production and packaging of solid and liquid oral and topical formulations. In particular, the plant manufactures a line of gastroenterological products. Recently, a project was approved for the installation of a new line for the packaging of tablets in bottles which will increase the annual volumes by around 8 million packs.

#### **TUNISIA**

The plant is situated in Ariana, near Tunis. It covers an area of around 9,100 sq. m. and produces around 19 million packages a year of liquid, semi-solid and oral solid forms for the local market and for some of the countries in the Arabian Peninsula.

#### **CZECH REPUBLIC**

The plant, situated in Pardubice, produces creams, gels and ointments for a total of 2 million packages per year, some of which are for third parties.

# PACKAGING AND DISTRIBUTION CENTER DEDICATED TO PRODUCTS FOR RARE DISEASES

A new distribution site in Paris exclusively destined to products for the treatment of rare diseases. It occupies a surface area of 1,600 sq. m. and is entirely dedicated to the packaging, storage and shipping of rare disease products. An area of 400 sq.m. is office space. The site delivers, upon short notice, more than 27,000 orders annually to more than 60 countries worldwide thanks to its highly qualified staff and a modern GMP (Good Manufacturing Practices) certified logistics platform.





Recordati is listed on the Italian Stock Exchange since 1984.

#### THE RECORDATI SHARE

at 31 December 2021

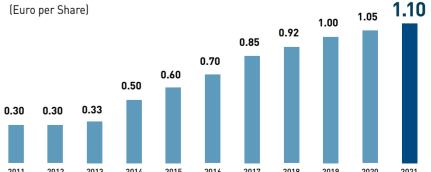
Listing:	Borsa Italiana, Blue Chip segment, healthcare	
ISIN Code:	It 0003828271	
Ticker:	Bloomberg REC IM, Reuters RECI.MI	
Index:	FTSE MIB, FTSE Italia All-Share Health Care Index, FTSE Italia All-Share Pharmaceuticals & Biotechnology Index, FTSE4Good Index Series, STOXX Europe 600, Euro STOXX Health Care, MSCI Indexes	
Share Capital:	n. 209,125,156 common shares	
Nominal Value:	€ 0.125 per share	
EPD (diluted):	€ 1.846	
Dividend per share:	€ 1.10	

#### PRINCIPAL SHAREHOLDERS

at 31 December 2021



#### **DIVIDEND**



#### MAIN GROUP'S OFFICES

#### ITALY

# RECORDATI S.p.A. INNOVA PHARMA S.p.A. ITALCHIMICI S.p.A.

Via M. Civitali, 1 - 20148 Milan Ph. +39 02 48787.1 www.recordati.it

#### Chemical pharmaceutical plant:

Via Mediana Cisterna, 4 04011 Campoverde di Aprilia (LT) Ph. +39 06 92900010

#### NATURAL POINT S.r.l.

Via Pompeo Mariani, 4 - 20128 Milan Ph. (+39) 02 27007247 www.naturalpoint.it

#### RECORDATI RARE DISEASES Italy S.r.l.

Via M. Civitali, 1 - 20148 Milan Ph. +39 02 4878 7173 www.recordatirarediseases.com Email: RRDItaly@recordati.com

#### **AUSTRALIA**

#### RECORDATI RARE DISEASES AUSTRALIA PTY Ltd

Suite 1802, Level 18, 233 Castlereagh Street, Sydney NSW 2000 Ph. +61 (0) 408 061403 www.recordatirarediseases.com Email: RRDAustraliainfo@recordati.com

#### **BRAZIL**

### RECORDATI RARE DISEASES COMERCIO DE MEDICAMENTOS LTDA

Avenida das Nações Unidas, 12.995, 2º piano, Cidade Monções, São Paulo - SP, ZIP Code: 04578-911 Ph. +55 11 5039-2503 / 5039-2504 www.recordatirarediseases.com.br Email: RRDBrazilinfo@recordati.com

#### **BENELUX**

#### $\textbf{Recordati BV} \circ \textbf{SRL}$

Avenue du Bourgmestre Demunter 5, 1090 Jette, Belgium Ph.: +32 2 461.01.36 www.recordati.com Email: infobenelux@recordati.com

#### BULGARIA

#### **RECORDATI BULGARIA Ltd**

84 "Al. Stamboliiski" Blvd, Floor 8, Office No. 44 - 1303 Sofia Ph. +359 2 829 39 37 Mob. +359 877 784 500 www.recordati.com Email: Penkova.d@recordati.com

#### CANADA

### RECORDATI RARE DISEASES CANADA Inc.

3080 Yonge Street, Suite 6080 Totonto, Ontario - Canada M4N 3N1 Ph. +1 647 255 8830 www.recordatirarediseases.com/ca Email: infocanada@recordati.com

#### COLOMBIA

### RECORDATI RARE DISEASES COLOMBIA S.A.S.

Carrera 7 N° 127 - 48 Oficina 901 Edificio 128 Centro Empresarial Bogotá D.C. Ph. +57 1 6472780 - 57 1 6474316 www.recordatirarediseases.com Email: RRDColombiainfo@recordati.com

#### CZECH REPUBLIC AND SLOVAKIA

#### HERBACOS RECORDATI S.R.O.

Dolnomêcholupská 1418/12 102 00 Praga 15 - Dolní Mêcholupy Ph. +420 227 200 722

#### Pharmaceutical plant:

Štrossova 239 530 03 Pardubice Ph. +420 466 614 055 www.recordati.cz Email: recordati@recordati.cz

#### FRANCE

#### BOUCHARA-RECORDATI S.A.S. LABORATOIRES BOUCHARA RECORDATI S.A.S.

Immeuble "Le Wilson"
70, avenue du Général De Gaulle
92800 Puteaux
Ph. +33 1 45191000
www.recordati.com

#### Pharmaceutical plant:

TONIPHARM S.A.S.

Parc Mécatronic - 03410 Saint Victor Ph. +33 4 70037900

#### RECORDATI RARE DISEASES SARL

Immeuble "Le Wilson"
70, avenue du Général De Gaulle
92800 Puteaux
Ph. +33 1 47 73 64 58

### Packaging and distribution center dedicated to products for rare diseases:

Eco River Parc 30, rue des Peupliers 92800 Nanterre Ph. +33 1 70 82 44 31 www.recordatirarediseases.com Email: RRDFranceinfo@recordati.com

#### **GERMANY**

#### **RECORDATI PHARMA GmbH**

Eberhard-Finckh-Str. 55 - 89075 Ulm Ph. +49 731 7047.0 www.recordati.de

#### RECORDATI RARE DISEASES GmbH

Eberhard-Finckh-Str. 55 - 89075 Ulm Ph. +49 731 140 554 0 www.recordatirarediseases.com Email: RRDGermanyinfo@recordati.com

#### JAPAN

### RECORDATI RARE DISEASES JAPAN KK

1-10-2, Ichibancho, Chiyoda-ku, Tokyo, 102-0082 Ph. +81 3 4510 2910 www.recordatirarediseases.com Email: RRDJapaninfo@recordati.com

#### GREECE

### RECORDATI HELLAS PHARMACEUTICALS S.A.

7, Zoodochou Pigis str 15231 K. Chalandri, Atene Ph. +30 210 6773822 www.recordati.com

#### **IRELAND**

#### RECORDATI IRELAND Ltd

Raheens East Ringaskiddy Co. Cork Ph. +353 21 437 94 00 www.recordati.com

Dubai Healthcare City

#### MIDDLE EAST

### RECORDATI RARE DISEASES MIDDLE EAST FZ-LLC

Building 25, Unit 206, P.O. Box 505075 Dubai, UAE Ph. +971 4 363 5454 www.recordatirarediseases.com Email: RRDMiddleeastinfo@recordati.com

#### MEXICO

### RECORDATI RARE DISEASES S.A. de C.V.

Av. Insurgentes Sur #1647 Piso 4, Oficina 421 Colonia San José Insurgentes, Benito Juárez C.P. 03900 Distretto Federale, Messico Ph. +525526140975 www.recordatirarediseases.com Email: RRDMexicoinfo@recordati.com

#### POLSKA

#### RECORDATI POLSKA SP. Z 0.0.

Ul. Królewska, 16 - 00 -103 Varsavia Ph. +48 22 206 84 50 www.recordatipolska.pl

#### **PORTUGAL**

# JABA RECORDATI S.A. CASEN RECORDATI PORTUGAL UNIPESSOAL LDA

BONAFARMA - PRODUTOS FARMACÊUTICOS S.A.

JABAFARMA - PRODUTOS FARMACÊUTICOS S.A.

Av. Jacques Delors Ed. Inovação 1.2, Piso 0 - Taguspark 2740-122 Porto Salvo Ph. +351 21 4329.500 www.jaba.pt

#### ROMANIA

#### RECORDATI ROMANIA S.R.L.

92-96 Izvor street, Forum III Building, Office B, 4th floor, Rooms 2-8, 5th District, Bucarest Ph. +40 21 667 17 41 - 2 www.recordati.ro

#### RUSSIA AND C.I.S.

#### FIC MEDICAL S.a.r.l.

Immeuble "Le Wilson" 70, avenue du Général de Gaulle 92800 Puteaux, Francia Ph. +33 1 45 19 11 00

#### RUSFIC LLC

Area NºIAZH, 6 floor, 7 entrance, WTC Krasnopresnenskaya Naberezhnaya 12 Moscow, Russian Federation, 123610 Ph. +7 495 2258 001

#### Specialty and primary care:

www.rusfic.ru Email: info@rusfic.com

#### Rare Diseases:

www.recordatirarediseases.com Email: RRDRussiainfo@recordati.com

#### SPAIN

#### CASEN RECORDATI S.L.

Vía de las Dos Castillas, 33 3° Ática Edificio 7 28224 Pozuelo de Alarcòn, Madrid Ph. + 34 91 351 88 00 Ph. + 34 91 659 15 50 www.casenrecordati.com

#### Pharmaceutical plant:

Autovía Logroño, km. 13.300 50180 Utebo, Zaragoza Ph. + 34 97 646 26 26

#### **SWEDEN**

#### RECORDATI AB

Jan Stenbecks Torg 17 S - 16440 Kista, Svezia Ph. +46 8 545 80 230 www.recordati.com Email: InfoNordic@recordati.com

#### **SWITZERLAND**

#### **RECORDATI AG**

Lindenstrasse, 8 - 6340 Baar Ph. +41 41 769.1000 www.recordati.ch Email: info@recordati.ch

#### RECORDATI AG, RARE DISEASES BRANCH

Uferstrasse, 90 4057 Basilea Ph. + 41 61 205 61 00 www.recordatirarediseases.com Email: info.rarediseases.ch@recordati.com

#### TUNISIA

### OPALIA PHARMA S.A. OPALIA RECORDATI SARL

Z.I. Kalaat El Andalous - 2022 Ariana Ph. +216 70 559 070-064 www.opaliarecordati.com Email: communication@opalia.com.tn

#### **TURKEY**

#### RECORDATI ÍLAÇ Sanayi ve Ticaret A.S.

Maslak Mahallesi. Sümer Sokak,
Maslak Office Building No: 4 Kat: 5-6
34398 Maslak Sariyer/ Istanbul
Ph. +90 212 401 91 00
www.recordati.com.tr
Stabilimento industriale:
Çerkezköy Organize Sanayi Bölgesi
Karaağaç Mahallesi Atatürk
Caddesi No:36 Kapaklı,
59510 Tekirdağ Istambul
Ph. +90 282 999 16 00

#### UKRAINE

#### RECORDATI UKRAINE LLC

40, Hlybochytska Str. - Kyiv 04050 Ph. +380 44 351 18 63 www.recordati.com

#### **UNITED KINGDOM**

#### RECORDATI PHARMACEUTICALS Ltd

Origin, Western Road Bracknell RG12 1US Ph. +44 1 49 1576 336 Email: customerservice@recordati.co.uk

#### **UNITED STATES**

#### RECORDATI RARE DISEASES Inc.

100 Corporate Drive, Suite 104 Lebanon, NJ 08833 Ph. +1 908 236 0888 www.recordatirarediseases.com Email: info@recordatirarediseases.com





**HEADQUARTERS** Via Matteo Civitali,1 | 20148 Milan | Italy | Ph. +39 02 48 787.1 | Fax +39 02 40 073 747 www.recordati.com