



2015
First nine months results

CONFERENCE CALL – 28 OCTOBER 2015

First nine months 2015 highlights

- Revenue € 784.4 million, up 5.7%
- EBITDA € 240.5 million or 30.7% of sales, up 13.0%
- Operating income (EBIT) € 213.0 million or 27.2% of sales, up 18.1%
- Net income € 152.5 million or 19.4% of sales, up 23.0%
- Net debt € 58.2 million, a reduction of € 127.8 million as compared to year-end 2014 after payment of dividends for a total of € 49.2 million.

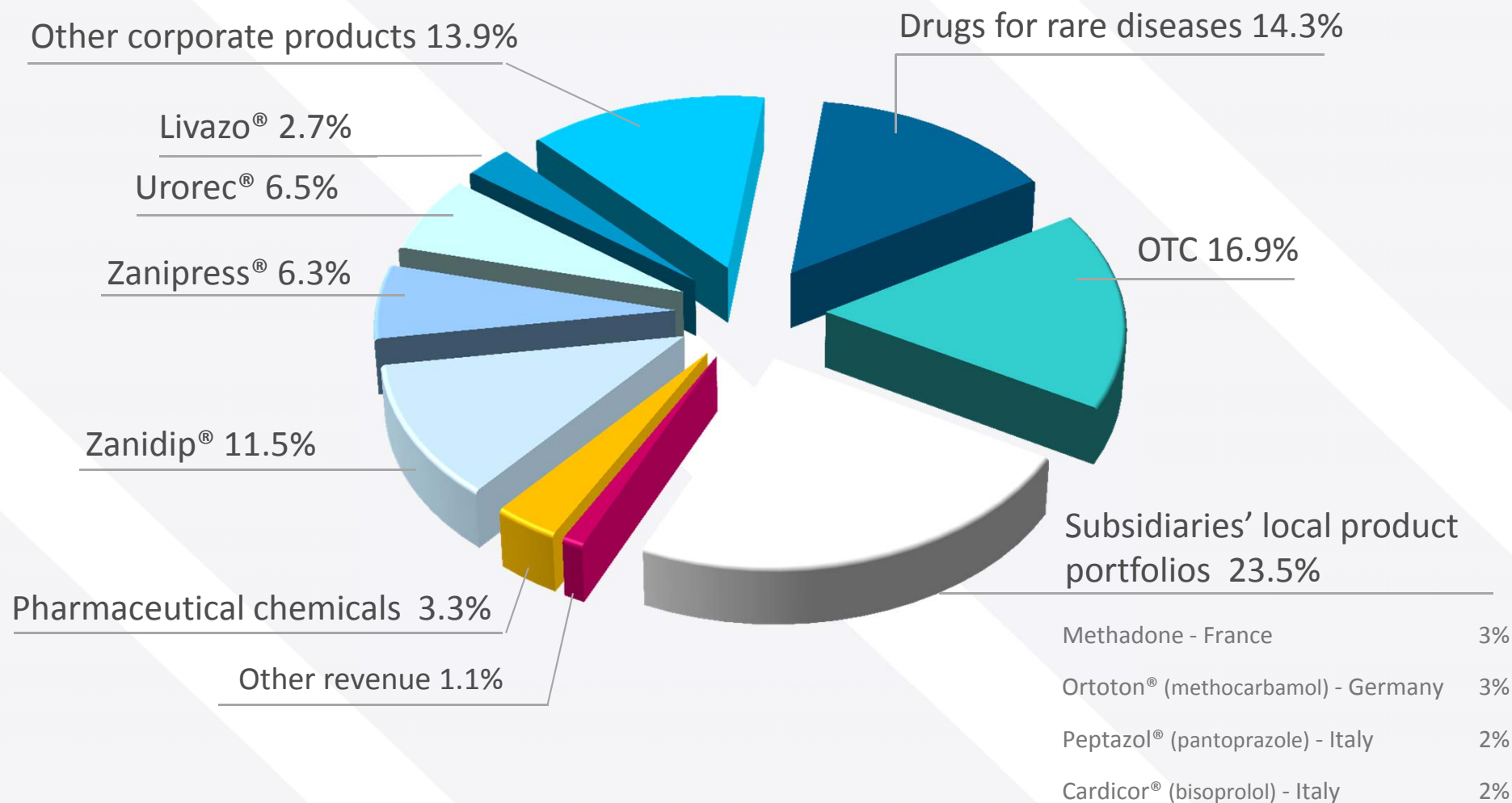
Main product sales

Corporate products including drugs for rare diseases account for 60.2% of revenue

(million Euro)	Jan-Sep 2015	Jan-Sep 2014	Change %
Zanidip [®] (lercanidipine)	89.9	86.1	4.4
Zanipress [®] (lercanidipine+enalapril)	49.8	46.4	7.2
Urorec [®] (silodosin)	50.7	42.7	18.5
Livazo [®] (pitavastatin)	21.2	18.6	14.0
Other corporate products*	148.9	143.3	3.9
Drugs for rare diseases	112.1	91.8	22.0

* Include the OTC corporate products for an amount of € 40.2 million in 2015 and € 36.5 million in 2014.

A diversified product portfolio



Data: First nine months 2015
Total revenue € 784.4 m

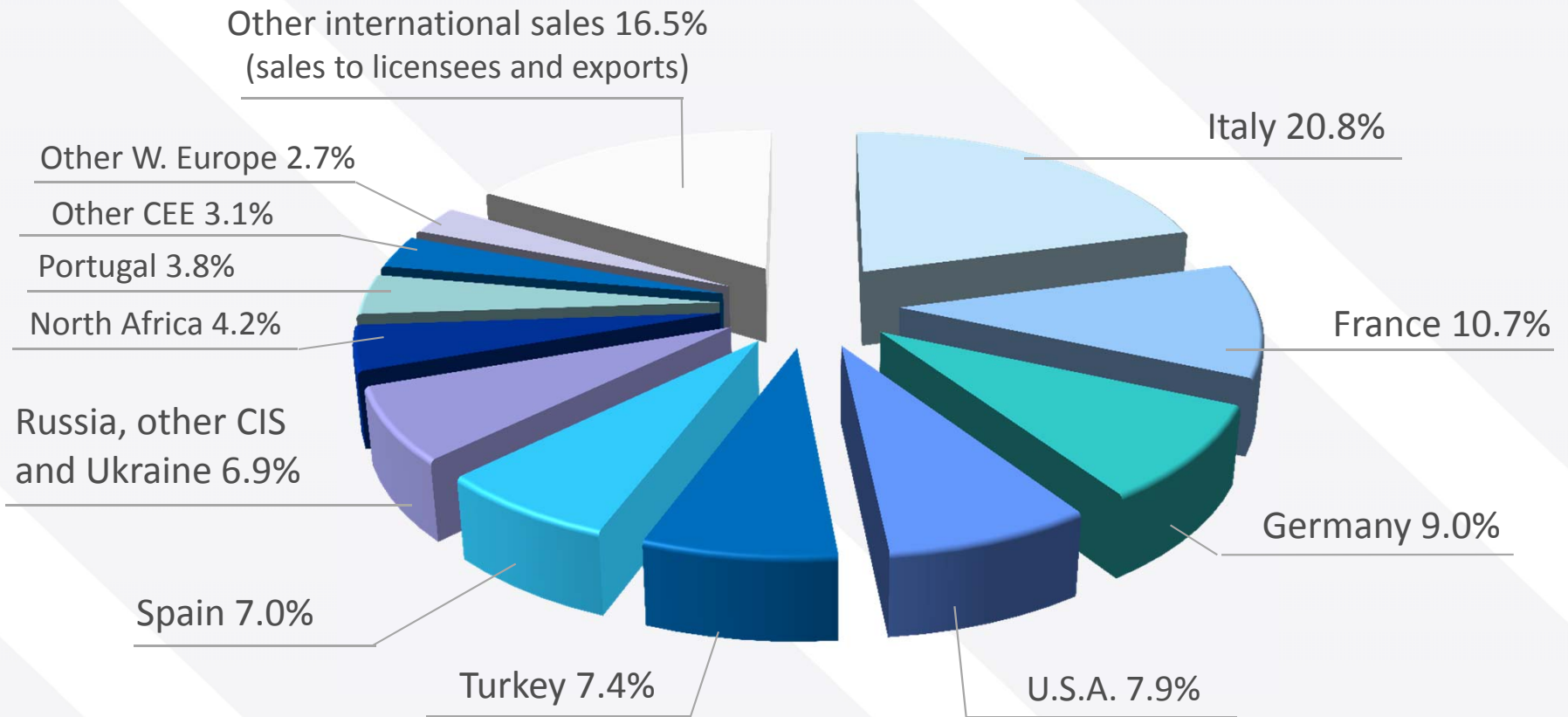
Composition of revenue by geography

Solid volume growth

(million Euro)	Jan-Sep 2015	Jan-Sep 2014	Change %
Italy	157.4	165.6	(5.0)
France	81.6	81.4	0.2
Germany	68.6	61.8	11.0
U.S.A.	60.0	42.7	40.6
Turkey	56.3	49.9	12.6
Spain	53.1	50.2	5.7
Russia, other CIS countries and Ukraine	52.0	60.0	(13.4)
North Africa	31.6	29.0	8.7
Portugal	28.9	26.9	7.4
Other CEE countries	23.6	20.0	18.3
Other W. Europe countries	20.2	17.8	13.3
Other international sales	125.0	112.5	11.1
TOTAL PHARMACEUTICALS	758.2	717.9	5.6
PHARMACEUTICAL CHEMICALS	26.2	24.1	8.4

(In local currency, millions)	Jan-Sep 2015	Jan-Sep 2014	Change %
Russia (RUB)	2,899.1	2,442.4	18.7
Turkish subsidiary (TRY)	157.7	137.4	14.8
U.S.A. (USD)	66.9	57.9	15.5

Geographical breakdown of pharmaceutical revenue



Data: First nine months 2015
Pharmaceutical revenue € 758.2 m

First nine months 2015 results

Further margin growth

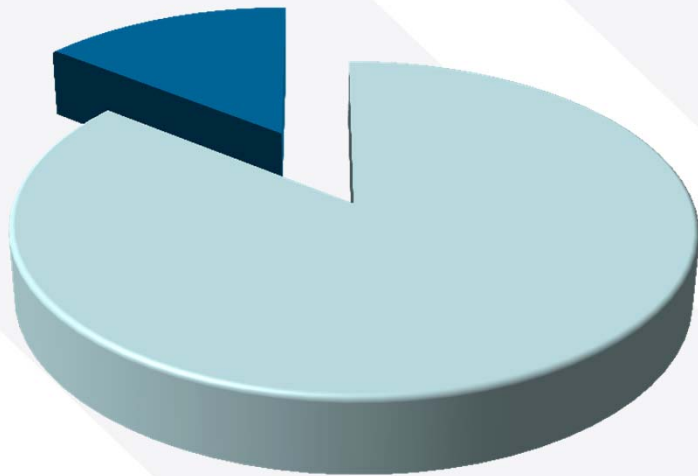
(million Euro)	Jan-Sep 2015	Jan-Sep 2014	Change %
Revenue	784.4	742.1	5.7
Gross Profit as % of revenue	532.8 67.9	497.3 67.0	7.1
SG&A Expenses as % of revenue	262.5 33.5	253.3 34.2	3.6
R&D Expenses as % of revenue	55.2 7.0	62.0 8.3	(10.9)
Other Income (Expense), net as % of revenue	(2.0) (0.3)	(1.6) (0.2)	24.1
Operating Income as % of revenue	213.0 27.2	180.4 24.3	18.1
Net Income as % of revenue	152.5 19.4	124.0 16.7	23.0
EBITDA as % of revenue	240.5 30.7	212.9 28.7	13.0

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Operating segments

Revenue

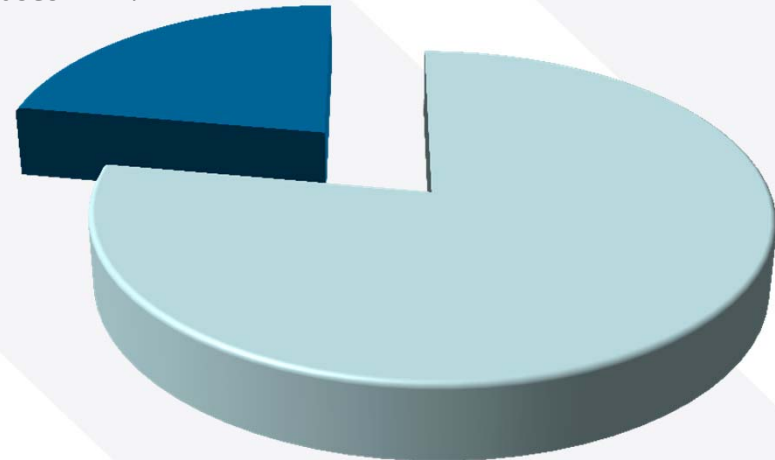
Treatments for rare diseases 14.3%



Primary & specialty care 85.7%

EBIT

Treatments for rare diseases 22.2%



Primary & specialty care 77.8%

EBIT margin on sales:

Treatments for rare diseases, 42.3%

Primary & Specialty care, 24.6%

Financial position and Shareholders' equity

(million Euro)	30 Sep 2015	31 Dec 2014	Change
Cash and short-term financial investments	261.3	137.0	124.3
Bank overdrafts and short-term loans	(11.9)	(8.6)	(3.4)
Loans – due within one year	(33.6)	(28.3)	(5.3)
Loans – due after one year	(273.9)	(286.2)	12.3
NET FINANCIAL POSITION	(58.2)	(186.0)	127.8
SHAREHOLDERS' EQUITY	899.3	787.4	111.9

Financial projections

2015 targets

(million Euro)	2014 Actual	2015 Targets
Revenue	987.4	± 1,040
Operating income (EBIT)	231.0	± 270
Net Income	161.2	± 190

Company declarations, disclaimers and profile

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

The manager responsible for preparing the company's financial reports Fritz Squindo 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.

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 an international pharmaceutical group, listed on the Italian Stock Exchange (Reuters RECI.MI, Bloomberg REC IM, ISIN IT 0003828271) with a total staff of around 4,000, dedicated to the research, development, manufacturing and marketing of pharmaceuticals. Headquartered in Milan, Italy, Recordati has operations in the main European countries, in Russia, in other Central and Eastern European countries, in Turkey, in the United States of America and in North Africa. An efficient field force of medical representatives promotes a wide range of innovative pharmaceuticals, both proprietary and under license, in a number of therapeutic areas including a specialized business dedicated to treatments for rare diseases. Recordati is a partner of choice for new product licenses for its territories. Recordati is committed to the research of new drug entities within the cardiovascular and urogenital therapeutic areas and of treatments for rare diseases. Consolidated revenue for 2014 is € 987.4 million, operating income is € 231.0 million and net income is € 161.2 million.

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