



2018
First nine months results



CONFERENCE CALL – 30 OCTOBER 2018

First nine months 2018 highlights

- Revenue € 1,013.3 million, up 5.1%
- EBITDA € 380.1 million or 37.5% of sales, up 11.1%
- Operating income (EBIT) € 337,0 million or 33.3% of sales, up 9,6%
- Net income € 237,9 million or 23.5% of sales, up 8.2%
- Net debt € 462.7 million, an increase of € 80.9 million as compared to year-end 2017, after share buy-back for an overall disbursement of € 169.8 million and dividends distributed for € 87.1 million. In addition, Natural Point S.r.l. was acquired for a value of € 75 million.
- Acquisition of the European and other market rights to Cystagon® from Mylan.
- Acquisition of Natural Point S.r.l. in Italy.
- Initial launches of Reagila® (cariprazine) in Europe.

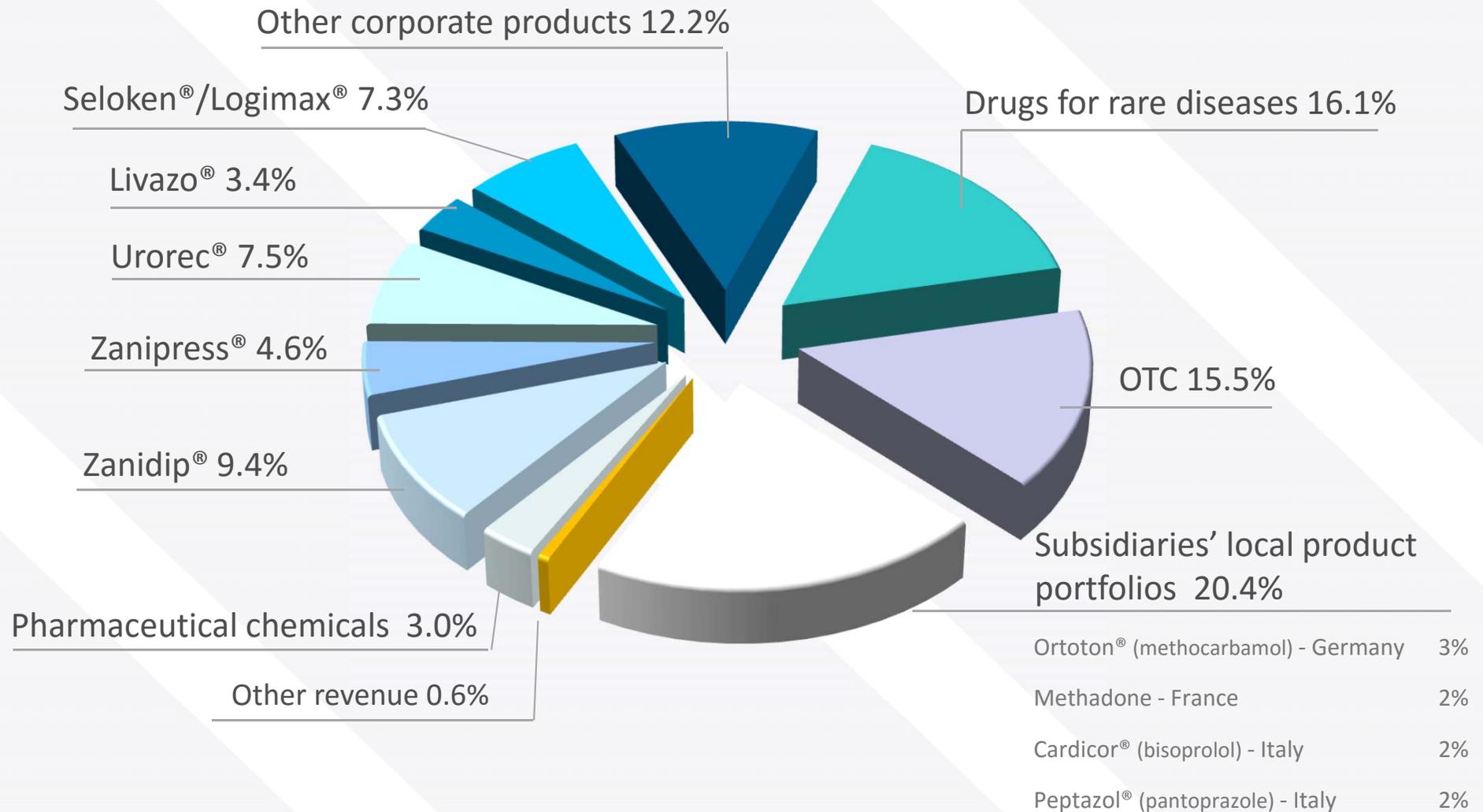
Main product sales

Corporate products including drugs for rare diseases account for 68.1% of revenue

| (million Euro) | 9 mos 2018 | 9 mos 2017 | Change % |
|--|------------|------------|----------|
| Zanidip® (lercanidipine) | 95.6 | 96.1 | (0.5) |
| Zanipress® (lercanidipine+enalapril) | 46.1 | 53.7 | (14.1) |
| Urorec® (silodosin) | 76.1 | 69.5 | 9.5 |
| Livazo® (pitavastatin) | 34.4 | 29.2 | 17.8 |
| Seloken®/Seloken® ZOK/Logimax® (metoprolol/metoprolol+felodipine) | 73.8 | 22.7 | n.s. |
| Other corporate products* | 201.0 | 202.6 | (0.8) |
| Drugs for rare diseases | 163.0 | 161.3 | 1.1 |

* Include the OTC corporate products for an amount of € 77.6 million in 2018 and € 76.3 million in 2017 (+1.7%).

A diversified product portfolio



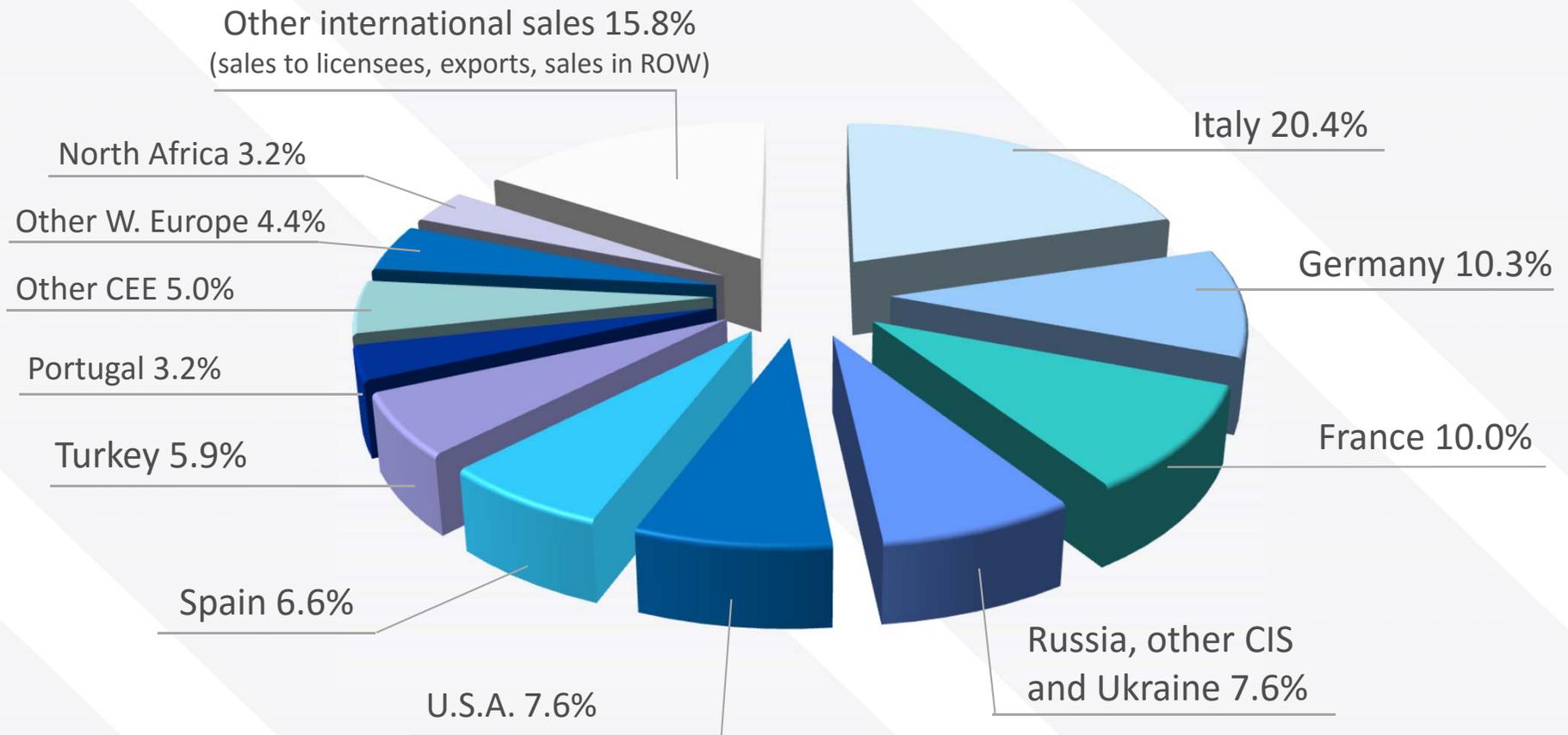
Data: First nine months 2018
 Total revenue € 1,013.3 m

Composition of revenue by geography

| (million Euro) | 9 mos 2018 | 9 mos 2017 | Change % |
|---|----------------|------------|----------|
| Italy | 200.9 | 192.7 | 4.2 |
| Germany | 101.3 | 87.1 | 16.3 |
| France | 98.1 | 91.7 | 7.0 |
| Russia, other CIS countries and Ukraine | 75.1 | 79.3 | (5.2) |
| U.S.A. | 75.1 | 83.4 | (10.0) |
| Spain | 64.7 | 59.6 | 8.5 |
| Turkey | 57.6 | 65.4 | (12.0) |
| Portugal | 31.0 | 30.1 | 2.9 |
| Other CEE countries | 49.3 | 31.7 | 55.5 |
| Other W. Europe countries | 42.9 | 38.7 | 10.9 |
| North Africa | 31.7 | 31.2 | 1.7 |
| Other international sales | 154.9 | 141.9 | 9.1 |
| TOTAL PHARMACEUTICALS | 982.601 | 932.8 | 5.3 |
| PHARMACEUTICAL CHEMICALS | 30.7 | 31.0 | (1.0) |
| (In local currency, millions) | 9 mos 2018 | 9 mos 2017 | Change % |
| Russia (RUB) | 4,397.3 | 4,375.5 | 0.5 |
| Turkey (TRY) | 297.2 | 244.4 | 21.6 |
| U.S.A. (USD) | 92.6 | 95.7 | (3.2) |

Net revenues in local currency in Russia and in Turkey exclude sales of products for rare diseases. Sales in the U.S.A. include sales in Canada.

Geographical breakdown of pharmaceutical revenue



Data: First nine months 2018
Pharmaceutical revenue € 982.6 m

First nine months 2018 results

Further margin growth

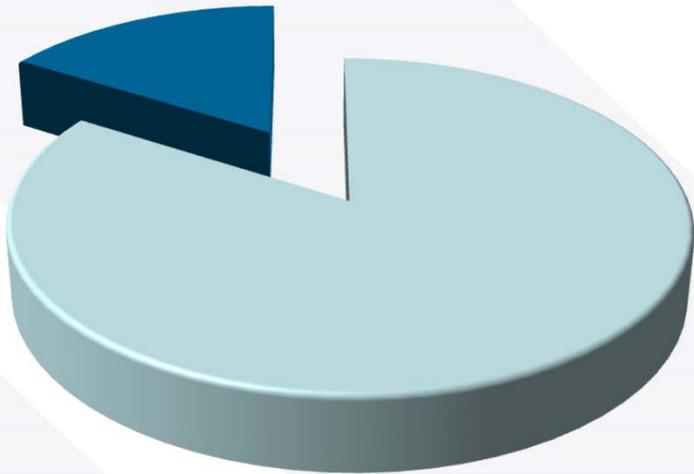
| (million Euro) | 9 mos 2018 | 9 mos 2017 | Change % |
|-----------------------------|----------------|--------------|------------|
| Revenue | 1,013.3 | 963.8 | 5.1 |
| Gross Profit | 717.3 | 676.2 | 6.1 |
| as % of revenue | 70.8 | 70.2 | |
| SG&A Expenses | 298.8 | 295.2 | 1.2 |
| as % of revenue | 29.5 | 30.6 | |
| R&D Expenses | 79.4 | 72.1 | 10.1 |
| as % of revenue | 7.8 | 7.5 | |
| Other Income (Expense), net | (2.1) | (1.4) | 52.3 |
| as % of revenue | (0.2) | (0.1) | |
| Operating Income | 337.0 | 307.5 | 9.6 |
| as % of revenue | 33.3 | 31.9 | |
| Net Income | 237.9 | 219.8 | 8.2 |
| as % of revenue | 23.5 | 22.8 | |
| EBITDA | 380.1 | 342.0 | 11.1 |
| as % of revenue | 37.5 | 35.5 | |

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Operating Segments

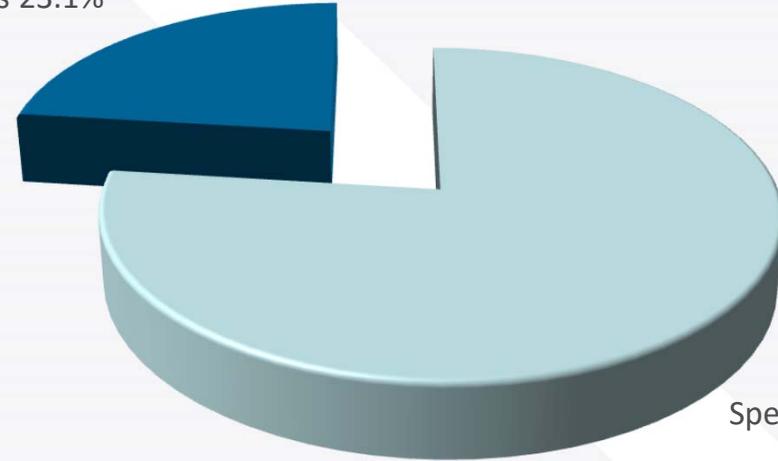
Revenue

Treatments for rare diseases 16.1%



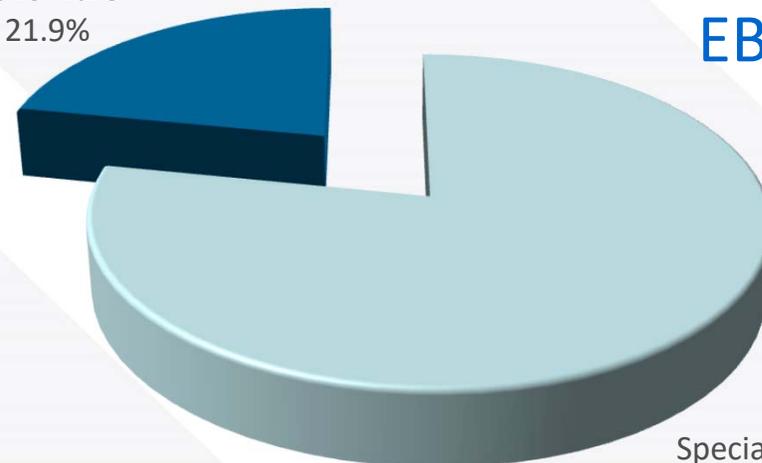
Specialty & primary care 83.9%

Treatments for rare diseases 23.1%



Specialty & primary care 76.9%

Treatments for rare diseases 21.9%



Specialty & primary care 78.1%

Margin on sales:

Treatments for rare diseases: EBITDA 51.0%, EBIT 47.9%

Specialty & primary care: EBITDA 34.9%, EBIT 30.5%

Net financial position

| (million Euro) | 30 Sep 2018 | 31 Dec 2017 | Change |
|---|--------------------|-------------|--------|
| Cash and short-term financial investments | 235.2 | 302.1 | (66.9) |
| Bank overdrafts and short-term loans | (67.6) | (16.6) | (51.0) |
| Loans – due within one year | (59.5) | (51.7) | (7.8) |
| Loans – due after one year | (570.8) | (615.6) | 44.8 |
| NET FINANCIAL POSITION | (462.7) | (381.8) | (80.9) |

Financial projections

2018 targets - Margins to continue to improve

| (million Euro) | 2017 Actual | 2018 Targets |
|-------------------------|----------------|-----------------|
| Revenue | 1,288.1 | 1,340 - 1,350 |
| EBITDA | 454.7 | 490 - 500 |
| Operating income (EBIT) | 406.5 | 430 - 440 |
| Net Income | 288.8 | 310 - 315 |

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 more than 4,100, 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 and development of new specialties with a focus on treatments for rare diseases. Consolidated revenue for 2017 is € 1,288.1 million, operating income is € 406.5 million and net income is € 288.8 million.

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