

# Rovi



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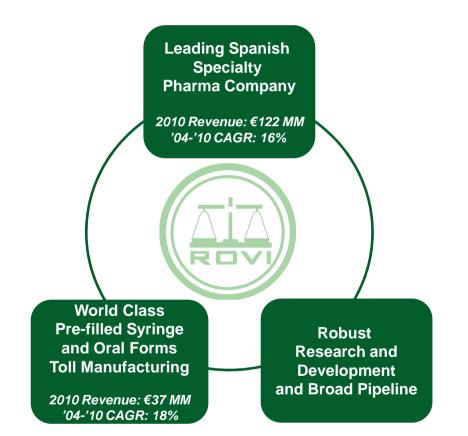


# **Overview**

Juan López-Belmonte Chief Executive Officer



#### **Multiple Pillars of Growth**



Fully integrated, profitable Spanish specialty pharmaceutical company



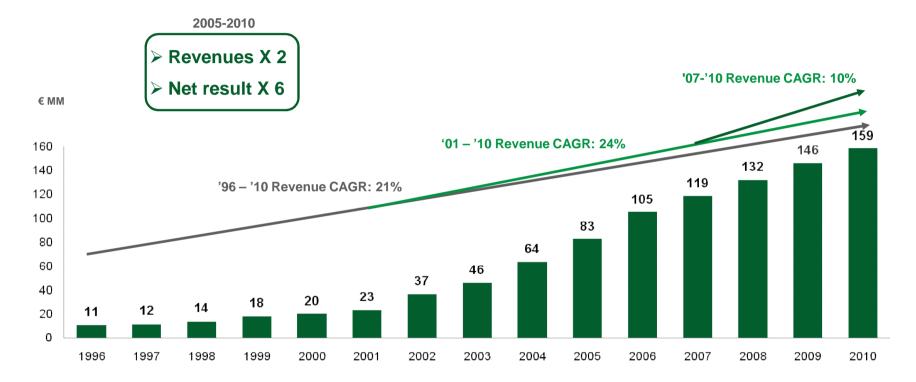
Novel extended release injectable delivery technology with transformational potential

Highly attractive risk / reward profile

Fully invested infrastructure delivering strong operational leverage







...even in a difficult economic environment





# Specialty pharma

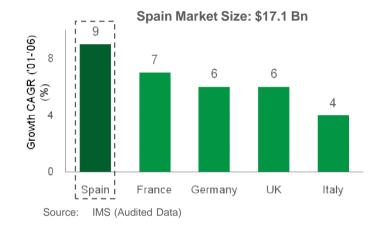
### Focused on Most Attractive Areas of the Spanish Pharmaceutical Market



#### **Diversified Specialty Pharmaceutical Business**

- 30 principal marketed products across 7 core franchises
  - not impacted by Spanish reference pricing regime
  - long patent protection portfolio
- 16 new products since October 2005
- Highly skilled and efficiently targeted > 250 person sales force

#### Spain: Highest Growth in Major EU Markets



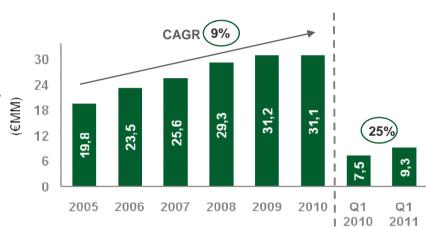


## Hibor: Differentiated 2<sup>nd</sup> Generation LMWH

#### Growing US \$3.4 Bn Global LMWH market

#### **Hibor Highlights**

- Internally developed flagship product
- No. 2 market position in the ~€127MM Spanish market with ~23% market share
- The only 2<sup>nd</sup> generation LMWH
  - clinically differentiated
  - applicable in a wider therapeutic window
- Sales of €31.1 MM in 2010
- Patent protected until 2019
- Potential growth opportunity following Lovenox patent expiry in 2012







Hibor Sales

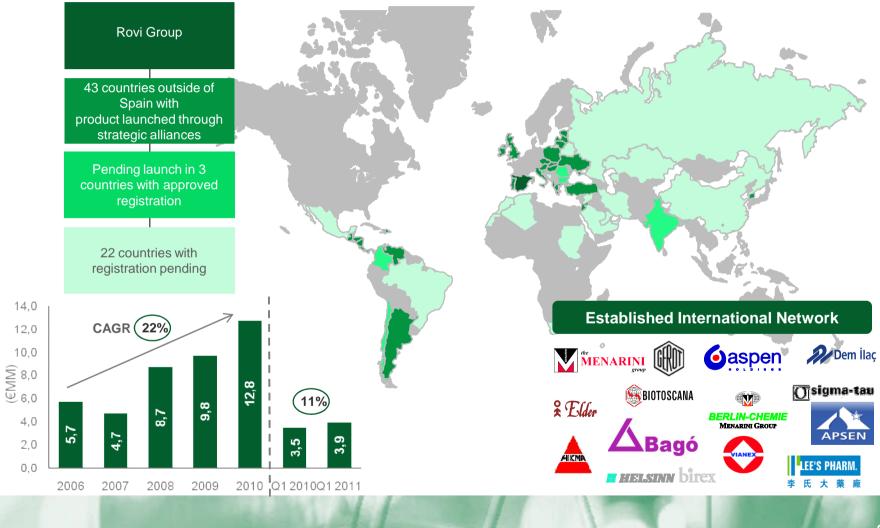
Ø HIBOR

#### **Partner of Choice in Spain: Leading Specialty Sales** ROV Force >250 member leading sales force: 11 products in-licensed in last 5 years and active pipeline of attractive new opportunities BERTANEL cimzia lomeron LEVRISON lomeprol 💬 тһүмалах° nultihance Flu vaccine sonoVue Gadobenate Sulfur hexafluoride dimeglumine iopamiro (etoricoxib) lopamidol Before 2002 2002 2003 2004 2005 2006 2008 2010 2007 2011 Gadoteridol ProHance Pneumovax-23 **ABSORCOL**<sup>®</sup> Ezetimiba Pneumococus vaccine EMLA Lidocaine Strontium Ranelate Ivabradine + Prilocaine Ezetimiba/simvastatina-**Key In-licensing Partners** sanofi pasteur MERCK The vaccines business of sanofi-aventis group BRACCO LE AstraZeneca 🖄 PHARMA ERVIER LIFE FROM INSIDE a Sandoz company 8



### **Bemiparin International presence**

Highly efficient international strategy of partnering with leading local players

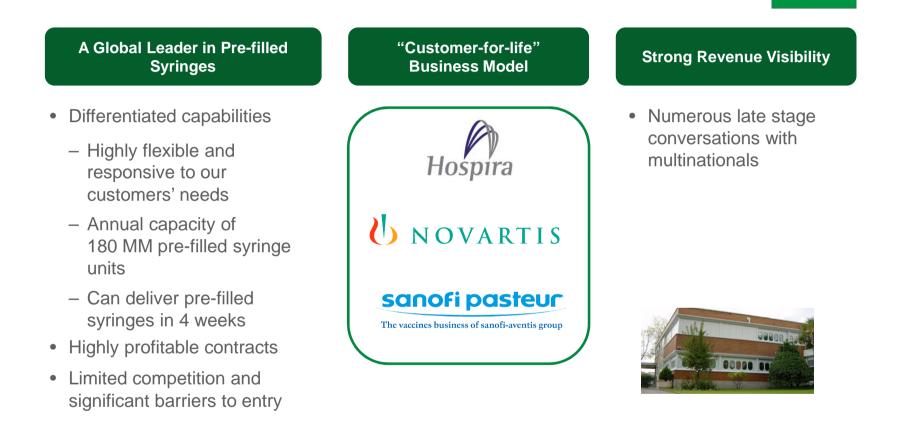




# **Toll manufacturing**

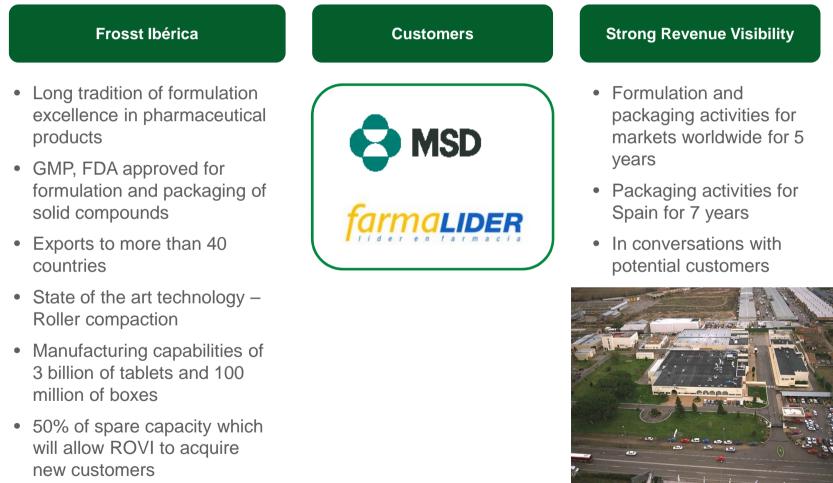
## Pre-filled Syringe Toll Manufacturing: High Value Added Business Model







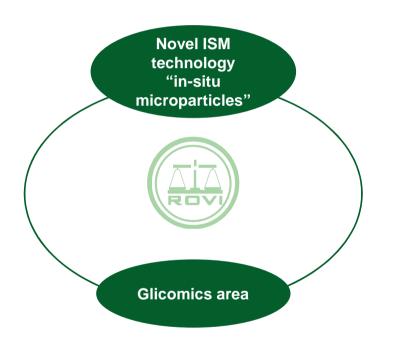
### **Oral Compounds Toll Manufacturing: High Value Added Business Model**





# A Productive R&D Engine with a Higher Probability of Success

Full spectrum of in-house R&D capabilities with a **market-driven** approach focusing on chronic diseases with large, unmet medical needs



#### Efficient R&D Model

- ~6% of sales dedicated to R&D
- Broad pipeline
- Focused on approved compounds with proven safety and efficacy
- Pursuing new indications and product enhancements
- Smaller clinical trials expected
- R&D effort enhanced through extensive partnerships
- Strong IP protection of product portfolio







# Important agreements



# **ROVI and MSD reach strategic pharmaceutical formulation and marketing agreement in Spain**

- ROVI acquires the pharmaceutical formulation and packaging operations at the MSD facility in Alcalá de Henares (Madrid)
- ROVI produces and supplies to MSD the products produced by MSD, before the acquisition of the plant, at the Alcala facility
- ROVI to get distribution rights in Spain, under a co-marketing agreement, to five MSD products to be exercised over the next ten years
- ROVI adds three MSD products to its portfolio



#### Flu vaccines production

#### Centre for the investigation & production of flu vaccines

- Signature of a protocol of intentions with the Spanish Ministry of Health and Social Policy and the Health and Innovation Regional Ministries of the Andalusia Regional Government for the development of a centre for the production of vaccines for the seasonal and pandemic flu in Spain
- Construction of the centre majority supported by Andalusia Regional Government
- Investment around €90m for the construction and start of operations
- Annual manufacturing capacity of 10m doses of seasonal flu vaccines and 30m doses of vaccines for pandemic flu
- Signature of a letter of intentions with Novartis Vaccines for the transfer of the patented technology needed for the production of flu vaccines
- Peak sales of vaccines for seasonal flu around €25m
- The Ministry of Health and Social Policy supported ROVI with the granting of two subsidised loans amounting to €21.4 million for its vaccine development project











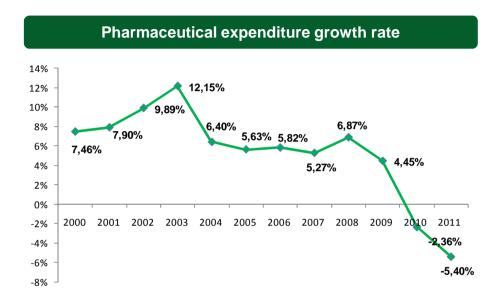
# Spanish pharmaceutical market



- Total healthcare expediture amounted to €97.6 billion in 2008 in Spain, 9% of GDP. Around
   75% of total healthcare expenditure is public expenditure
- More than 600.000 direct employees in the healthcare sector in Spain, around 3% of total employed population
- Around 1.3 million employees in the social-healthcare sector in Spain (OECD data), around
   6% of total employment
- In many regions, the healthcare system is the main employer
- Biomedical R&D accounts for the half of the public R&D. Pharmaceutical industry accounts for more than 20% of the industrial R&D
- Fourth European market after Germany, France and Italy
- Sixth worldwide market after Germany, France, Italy, USA and Japan



#### **Historical market crisis**



	2010	2009	Variation	2011
Pharmaceutical expenditure	€12.2m	€12.5m	-2.36%	-5.4% (*)
Registered prescriptions	958k	934k	2.56%	
Average expenditure per prescription	12.75	13.39	-4.79%	

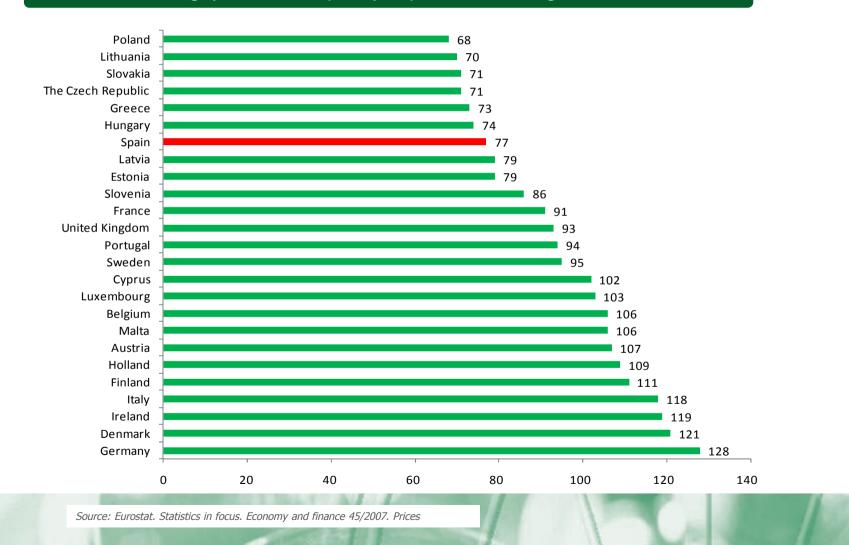
(\*) Source: 2011-2014 Stability Program (29 April 2011)

- 2010 was the first year in the last 10 years with pharmaceutical expenditure reduction
- The 2.36% reduction of the pharmaceutical expenditure in 2010 was mainly due to:
  - the measures introduced by the government to reduce 2010 expenditure
  - the reference prices system update
- Pharmaceutical expenditure reduction was reflected in:
  - the average expenditure per prescription, which decreased by 4.79%
  - the number of registered prescriptions, which increased by 2.56%, below the 4.94% increase of the previous year



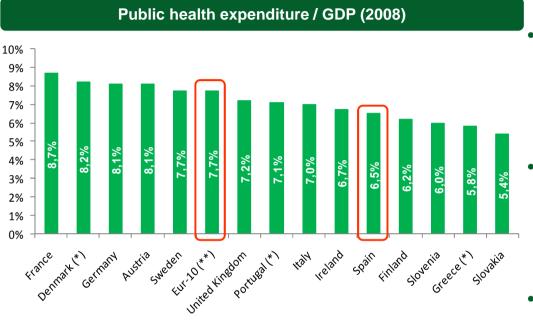
#### Spain, one of the lowest prices in the EU

Drugs prices indexes (retail price). Year 2005. Average UE-25





#### Efficiency of the public expenditure



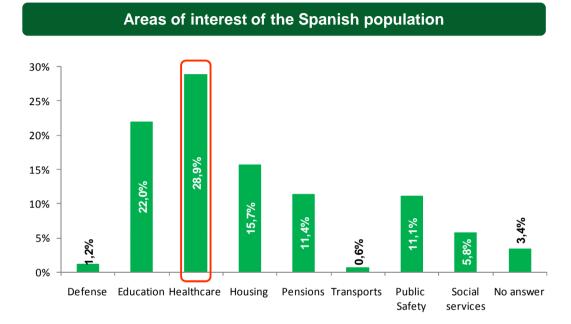
(\*) Countries with data for 2007 (\*\*) Euro Area countries except Greece and Portugal due to the lack of 2008 data Source: OECD Health Data 2010. October 2010

- The Spanish healthcare system is considered one of the most efficient systems worldwide, due to the low cost and the good performance achieved
- The Spanish public healthcare
   expenditure is one of the lowest
   expenditure in the EU in terms of GDP:
  - 15-20% under UE-15 average
- According to WHO, life expectancy in Spain (84 years old for women and 78 years old for men) surpasses by 5-7 years old the European average and by 12-16 years old the world average





## Healthcare is a priority for the Spanish population



Source: Sociological Researches Centre. 2009 healthcare barometer.

- Healthcare is the main area of
   interest among Spanish population
- High satisfaction level with public healthcare
  - Around 70% of the population considers that the public healthcare is "good "or "very good"





# **Reduction of pharmaceutical spending in Spain**

	March 2010	May 2010	March 2011
	<ul> <li>✓ Reform of the Reference</li> <li>Price System. The reference</li> <li>price calculated taking the</li> <li>lowest price in the market.</li> </ul>	<ul> <li>✓ Mandatory discount of</li> <li>7.5% on the sales of</li> <li>medicines excluded from</li> <li>the reference prices system.</li> </ul>	<ul> <li>✓ Reference prices update</li> </ul>
	✓ Reduction of the generics prices on an average amount of 25% with a maximum limit of 30%.	✓ Adaptation of the number of units of the medicines packages to the standarised duration of the treatments as well as the dispensation of single-dose medicines.	
	<ul> <li>✓ More specific regulation on discounts applied by distributors and the industry to the pharmacies (10% for generics and 5% for patented products).</li> </ul>		
Total savings	√ €1,500m	√ €1,300m	√ €1,033m

When?	✓ July 2010	✓ June 2010	✓ March 2011
Impact for ROVI	✓ Minimal	✓ €3.5m on 2010 sales and €8m on 2011 sales	✓ Minimal

#### **European perspective**

Pharmaceutical market growth				
CAGR 2010-2014				
Germany	1-4%			
France	0-3%			
Italy	1-4%			
Spain	2-4%			
United Kingdom	1-4%			
UE5	1-4%			
Western Europe	0-3%			
Russia	10-13%			
Turkey	6-9%			
Central and Eastern Europe	5-8%			
Europe	2-5%			

Source: IMS Health, Market Prognosis September 2010



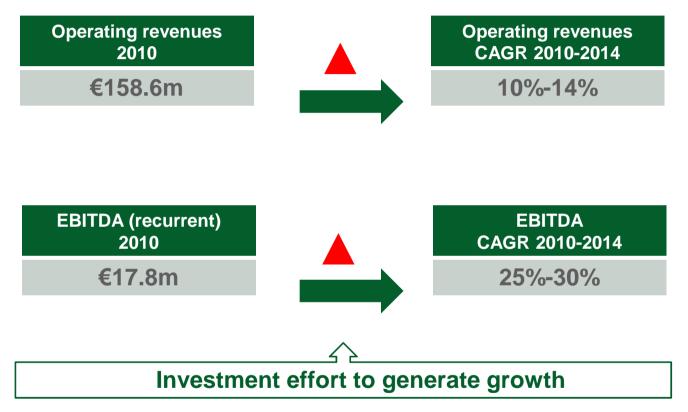
- Low market growths in Europe for the next 3 years
- Spain growth for the 2010-2014 period is the highest of the 5 most important countries of the EU (Germany, France, United Kingdom, Italy and Spain)



# **Business growth strategy**

Juan López-Belmonte Chief Executive Officer





- Strong revenue line growth for the 2010-2014 period vs market growth expectations (3% according to IMS), improving ROVI competitive position
- EBITDA impacted in 2011 and 2012 by the investment in organic growth but strong operating leverage from 2013





#### Our main strategic pillars to lead growth

#### Specialty pharma

- Bemiparin
- Vytorin and Absorcol
- Recent launches such as Thymanax and Bertanel
- Existing portfolio (Corlentor, Exxiv...)
- 4 additional MSD products
- New in-licensed products to be launched

#### Toll manufacturing

- 50% of spare capacity in the injectable plant
- 50% of spare capacity in the oral compounds plant
- New customers to be acquired in both plants
- Vaccines business

#### R&D

- ISM Platform
  - ✓ Risperidone
  - ✓ Olanzapine
  - ✓ Letrozole
- Glycosaminoglycan compounds





# Specialty pharma



## Specialty pharma: main driver of growth

P	Product	Therapeutic area	Market (€m)	Sales 2010 (€m)	Peak sales expected (€m)
Ø	HBOR Bunjarkas B.C.L	Cardiovascular	141	44	~ 50 – 55
AB	SORCOL <sup>®</sup> timiba	Primary care	715	-	50 00
High Ezetimi	ba/simvastatina	Primary care	715	-	- ~ 50 - 60
Growth		Cardiovascular	41	5	~ 15 – 20
(etorio	XXXV® coxib)	Pain relief	81	8	~ 10 – 15
	nymanax°	Central Nervous System	474	3	~ 15 – 20
	OTAL patent expiration	ons until 2017		60	~ 140 - 170
• Co	mmercial risk	: sales under peak	sales expecte		
	nerics entran	nce for competitive p	products		
Risk Pot	<ul> <li>Potential adverse effects of a product</li> </ul>				



## **Accelerating International Bemiparin Sales**

		2012-2014 launches			
Russia*	• Mexico	• Azerbaijan			
• Belarus*	• Brazil	• Egypt			
Bolivia	• Ecuador	Bahrain			
Middle East Countries: Saudi	China	Lebanon			
Arabia, Sudan and Syria	• Peru	• Oman			
South Africa	Portugal	Qatar			
Pakistan	Bosnia &	• Iraq			
	Herzegovina	• Iran			
	Kazakhstan	Indonesia			
(*) Already launched	Switzerland				

#### ... 2010-2014 CAGR: 5-10%





Four additional products to be launched in the next 10 years





# Investment effort in the specialty pharma area to generate growth



#### 2011

- Launch of Absorcol and Vytorin
- Primary care addressed
- Strategic investment in human capital
  - 60 additional reps
- Net result impacted by the investment effort

#### 2013...

- Strong increase in revenue line
- Operating leverage
- Sustained profitability

#### **ROVI** is committed to finance organic growth with internal resources





# **Toll manufacturing**



#### Value added toll manufacturing services



- ROVI is committed to maximise the potential of the infrastructure built and purchased
- Focus on the acquisition of new customers
- New commercial structure
- Water for injections project presented to the FDA in July 2010
- 20% revenue increase expected for 2011 due to the MSD agreement execution for twelve months
- No additional operating expenditure expected

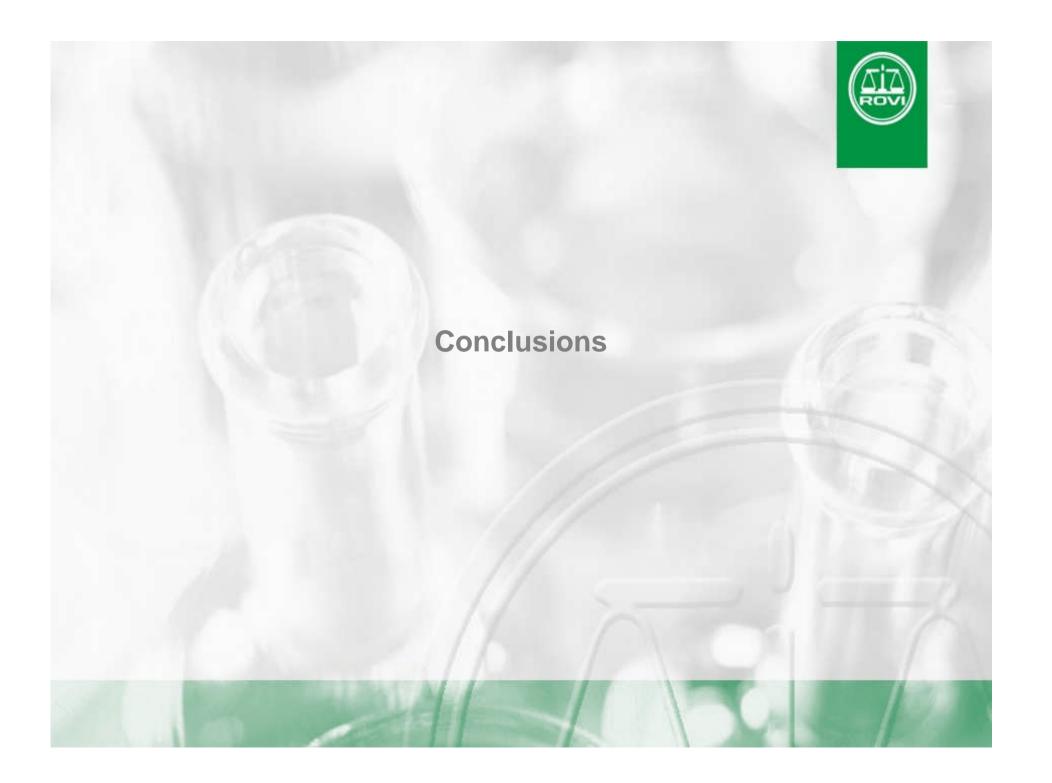


### Strong revenue visibility in the toll manufacturing area

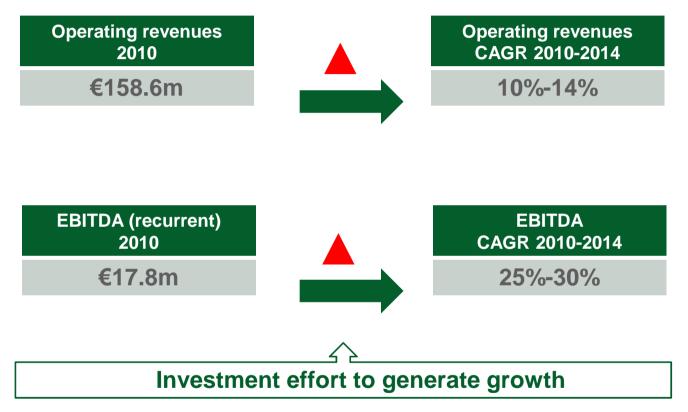
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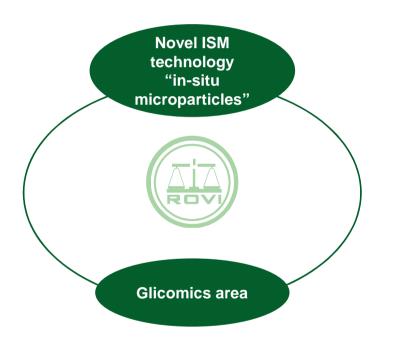


## **R&D update**

Javier Martínez Medical Director

# A productive R&D engine with a higher probability of success

Full spectrum of in-house R&D capabilities with a **market-driven** approach focusing on chronic diseases with large, unmet medical needs



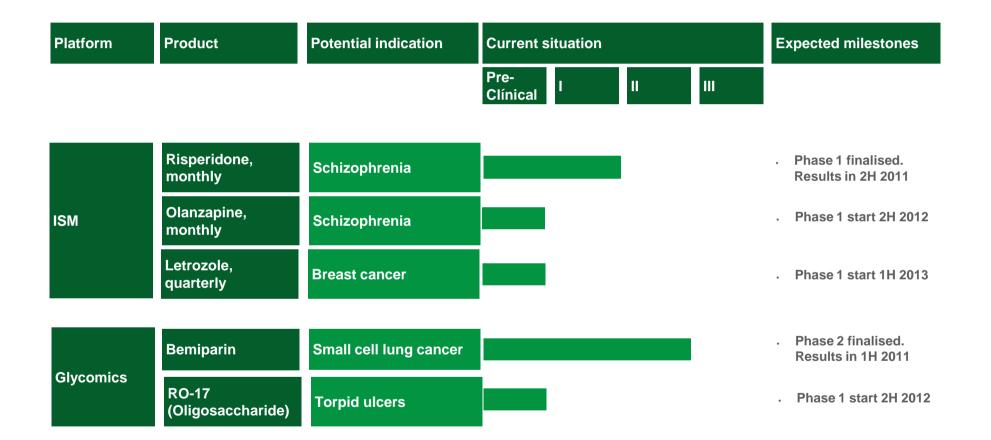
#### Efficient R&D Model

- ~6% of sales dedicated to R&D
- Broad pipeline
- Focused on approved compounds with proven safety and efficacy
- Pursuing new indications and product enhancements
- Smaller clinical trials expected
- R&D effort enhanced through extensive partnerships
- Strong IP protection of product portfolio



#### Focus on drug release platform









Main reasons for non adherence with treatment:

- Perception of improvement in health
- . Uncomfortable secondary effects
- Difficult schedule for administration
- . Inability to correctly comply with the prescriptions
- . Forgetting to take the medicine
- . Lack of interest in following the treatment

Non-adherence with treatment leads to high rates of recurrence, hospitalisation, and, in some patients, an increase in the risk of death

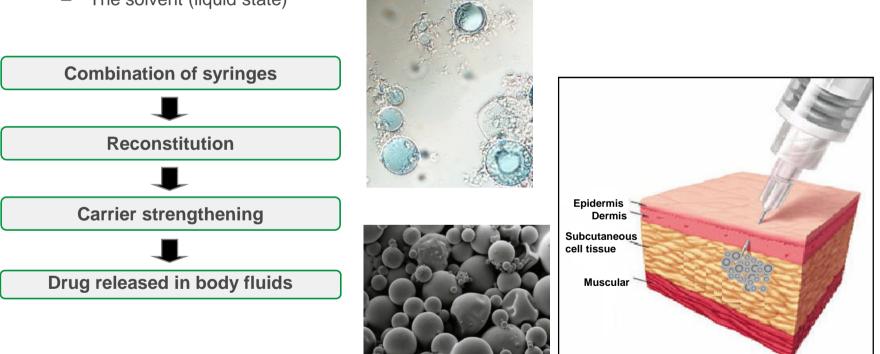


# ISM®: innovative technology for the prolonged release of substances



#### Administration technology

- Separated syringes containing:
  - The drug and polymer (solid state)
  - The solvent (liquid state)



The ISM technology aims to combine the advantages of micro-particles and pre-formed implants

# ISM®: innovative technology for the prolonged release of substances

#### Key advantages

- Improved profile for release of medicines
  - Reduction in variability and initial impact
- Flexibility for the drug and applied dose
- · Approved excipients with more stability
- · Rapid reconstitution (no need for cold chain)
- · Less painful injection and with less resistance
- Improvement in compliance and comfort for patient
- · Very flexible and adaptable patented technology







### Schizophrenia and anti-psychotic treatment

- Serious and disabling disease
- High level of prevalence
  - 1% prevalence in 7 main markets (Fr, Ge, It, Spa, UK, US, Jap)\*
  - 2nd contributor to QALYs associated with CNS disorders
- High social and financial burden: complete care of patient requires high use of human and financial resources
- Anti-psychotic treatment:
  - 74% discontinuation in 18 months for antipsychotic treatment (CATIE)\*
  - Non compliance often associated with adverse reactions
  - Loss of 1-10 days of treatment doubles the risk of hospitalisation
  - Majority of formulations for daily administration
  - There are some prolonged release formulations ("depots") with major limitations

### **Antipsychotic Market**

#### **GLOBAL ANTIPSYCHOTIC MARKET= US\$17.4 BN**

Posi	Market	Company	Product	Sales( \$
tion	Share			Bn)
1	27%	Eli Lilly	Zyprexa	4.70
2	26%	AstraZeneca	Seroquel	4.45
3	22%	Johnson & Johnson	Risperdal	3.80
4	12%	Bristol- Meyers Squibb	Abilify	2.15
5	7%	GlaxoSmith Line	Lamictal	1.27
6	6%	Pfizer	Geodon	1.01

Antipsychotic Market (Market share by sales, 2008)

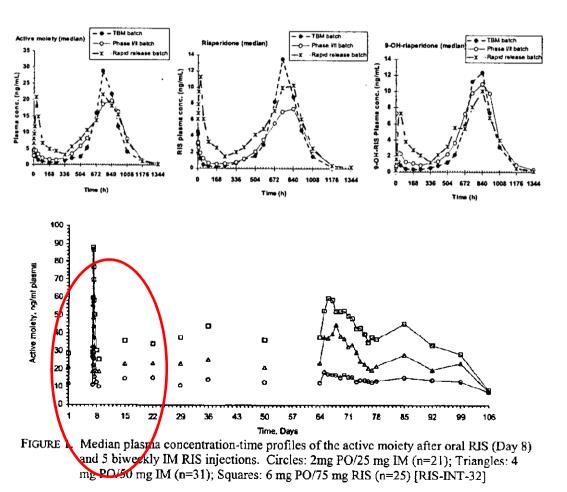
Note: Risperidone, active ingredient of Risperdal (Johnson & Johnson), used for the clinical development of ISM



- Risperdal Consta
  - long-acting injection
  - administered every two weeks
  - treatment of schizophrenia or the maintenance of bipolar 1 disorder
- Risperdal Consta 2010 Global Sales: €1.5bn (+5%)



### **Risperdal Consta® (risperidone in microspheres):** requirements not met



```
    Biweekly administration
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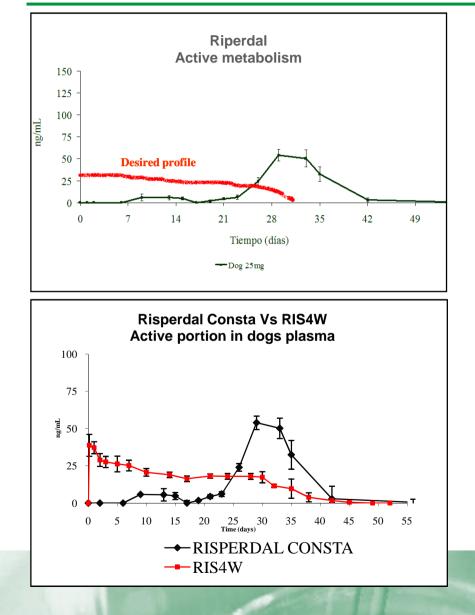
- Incubation period of 3 weeks
- Requires oral supplements after first three weeks of treatment
- Requires presence of two simultaneous doses in the organism
- Requires cold storage

Source: FDA CDER Application 21-346 Risperdal Consta Clinical Pharmacology and Biopharmaceutics Review

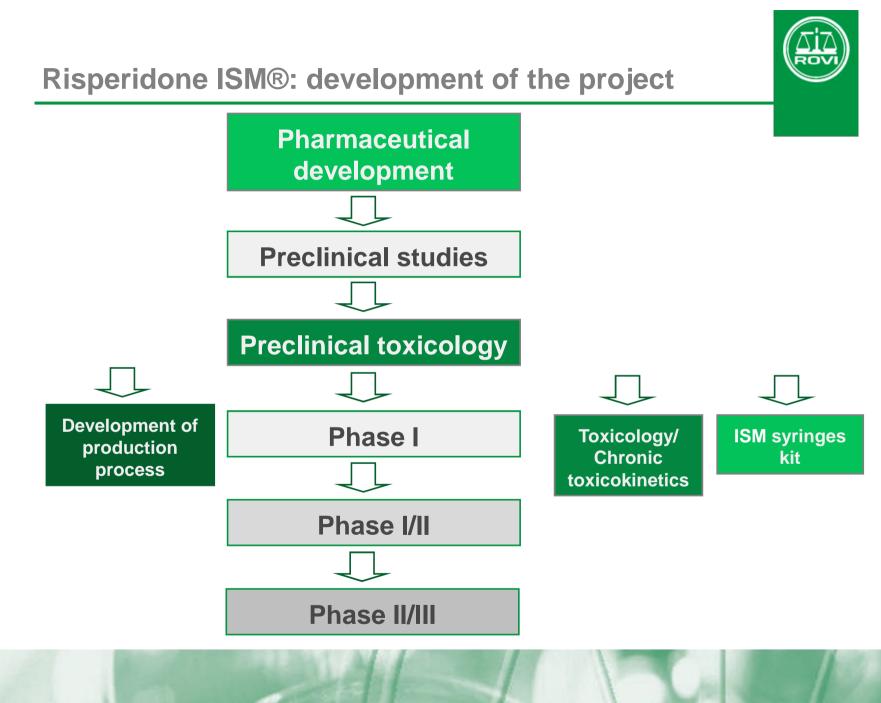




### **Risperidone ISM®: aims of the formulation**

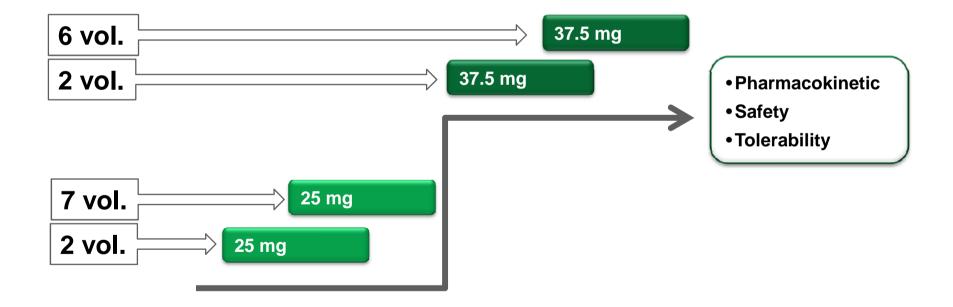


- 1. Monthly administration
- Therapeutic levels from first hours (=avoid use of supplementary oral treatment)
- Lower variability between maximum and minimum levels
- Improved stability: avoiding cold storage



# **Risperidone ISM®. First Phase I study ("proof of concept")**

- Phase I, open label, single dose escalation, single centre, on 17 healthy volunteers
- "Proof of concept": kinetics, safety, and tolerability
- Results expected in 2H 2011



ClinicalTrials.gov # NCT 01320410

# Zypadhera®/Zyprexa Relprevv® (Olanzapine Pamoate): requirements not met



#### **Olanzapine Pamoate**

- Monthly administration
- . Insoluble salt suspended in watery medium
- . High variability reported in plasma levels (close to 100%)
- *Post-injection syndrome*: sedation and delirium. The patient needs to be monitored for at least 3 hours after injection and supervised for the first 24 hours

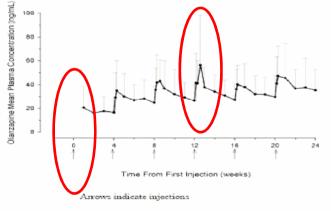


Figure LOBE.11.7. Mean (+SD) olanzapine plasma concentrations for the Multiple-Dose Group receiving 405 mg/4 weeks.

Source: Zypadhera. EPAR Public Assessment Report. EMA

#### Olanzapine-ISM

- Aims of the Olanzapine-ISM formulation:
  - Monthly administration
  - Improve therapeutic compliance
  - Therapeutic levels from first hours, no very high peaks
  - Avoid loading doses
  - Avoid risk of post-injection syndrome
  - No need for cold storage
- · Current situation of the project:
  - Preclinical phase (galenic formulation and kinetics on animal models)
  - Phase I: 2H2012



## Letrozole: key treatment for hormone responsive breast cancer



#### Aromotase inhibitors in breast cancer

- The annual incidence of breast cancer in Europe is 110/100,000 and it is the main cause of cancer related death in European women
- Tumors with incomplete expression or high level of oestrogen and/or progesteron receptors are considered endocrine responsive
- Aromatase inhibitors (AI), letrozole, anastrozole and exemestane, block the production of oestrogen in postmenopausal women
- Postmenopausal women must be considered to receive Al for a maximum of 5 years, either as primary therapy or after 2-3 years of tamoxifen
- All are more effective than tamoxifen in postmenopausal women with hormone responsive breast cancer

#### Letrozole-ISM

- · Aims of Letrozole-ISM formulation:
  - Quarterly administration
  - Improve therapeutic compliance
  - Therapeutic levels from the first days
  - No need for cold storage
- · Current situation of project:
  - Preclinical phase (galenic formulation and kinetics on animal models)
  - Phase I: 1H2013



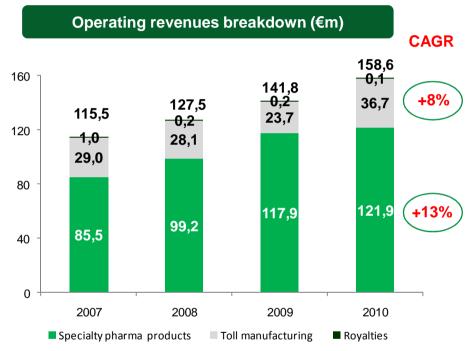
## **Financial performance**

Javier López-Belmonte Chief Financial Officer



### **Continued revenue growth**





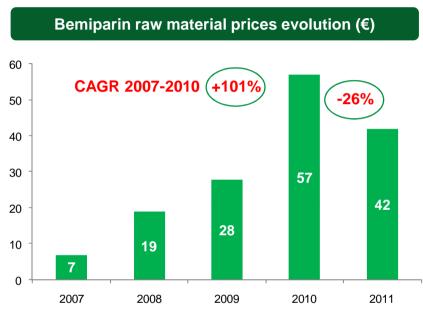
#### ... 2010-2014 CAGR: 10-14%

- Specialty pharma CAGR: 12%-16%
- Toll manufacturing CAGR: 3%-7%





#### Bemiparin raw material price increase

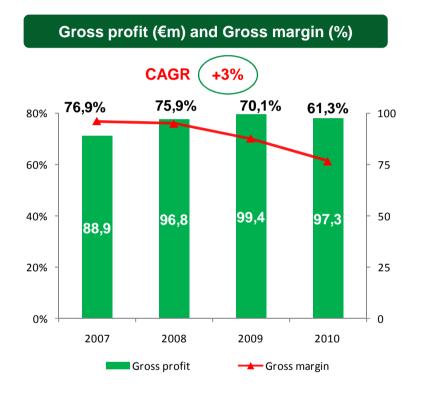


Note: average purchase prices

- Average Bemiparin raw material purchase price increased from 7€/mega in 2007 to 57€/mega in 2010
- 2010 average purchase price more than 8x
   2007 average purchase price
  - Bemiparin gross margin decreased by more than 25pp from 2007 to 2010
  - Negative impact of €16m-€20m on net profit from 2007 to 2010
- From Q4 2010, Bemiparin raw material purchases under peak price
  - 2011 average purchase price decreased by 26% vs 2010
  - ROVI expects that this positive trend continues from 2011 onward

# Gross margin impacted by Bemiparin raw material price increase



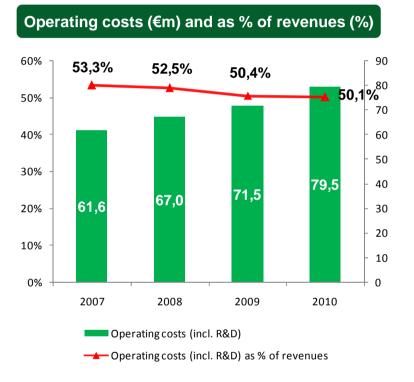


- 2010 gross margin impacted by:
  - Bemiparin raw material price increase
  - New measures to reduce
     pharmaceutical expenditure
  - Weakness of the injectable business
- From Q4 2010 ROVI is buying Bemiparin raw material under peak price
  - Positive impact expected on H2 2011 gross margin

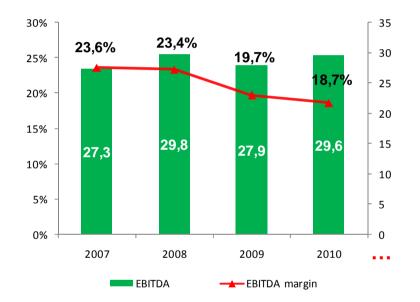




#### **Continued cost control**



#### EBITDA (€m) and EBITDA margin (%)



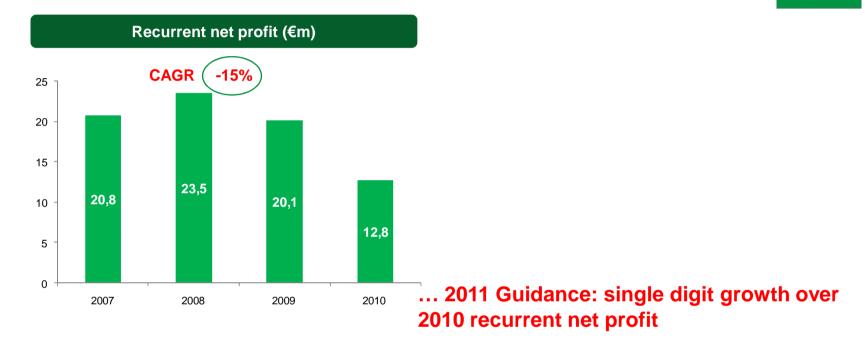
#### ... 2010-2014 CAGR: 25-30%

- Strong cost control policy
  - SG&A decreased by 4% in 2010, excluding MSD agreement impact and integration costs
  - R&D expenses down -12% in 2010
- Strong investment effort in 2011: €9m



#### **Net profit evolution**



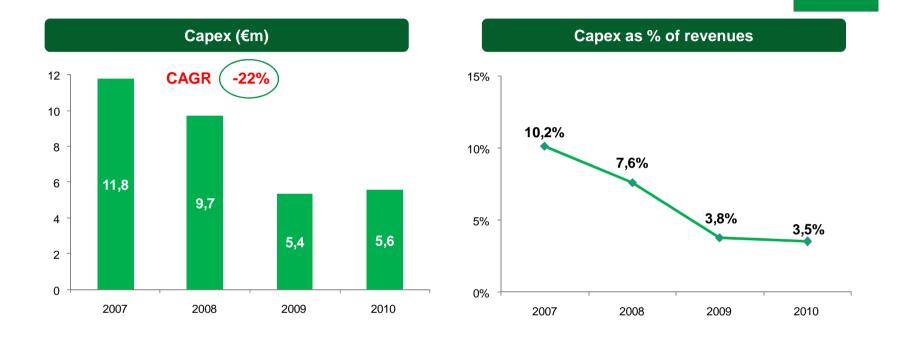


- 2010 net profit impacted by a one-off profit of €11.8m as a result of the Frosst Iberica integration
  - 2010 recurrent net profit: €12.8m
  - 2010 total net profit: €24.6m



# Focused investments to maximise returns on assets



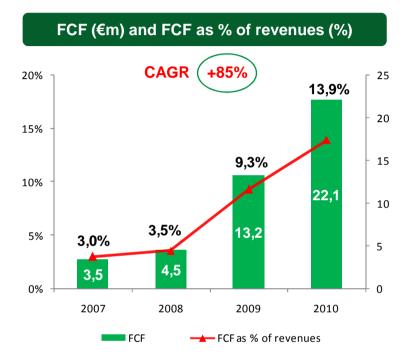


- Higher 2007 and 2008 capex due to the construction of the Granada facility
- €1.1m of the capex invested in 2010 is related to the Frosst Iberica integration
- Decreasing trend of capex as % of revenues (3.5% in 2010)





### Strong and recurring cash generation profile



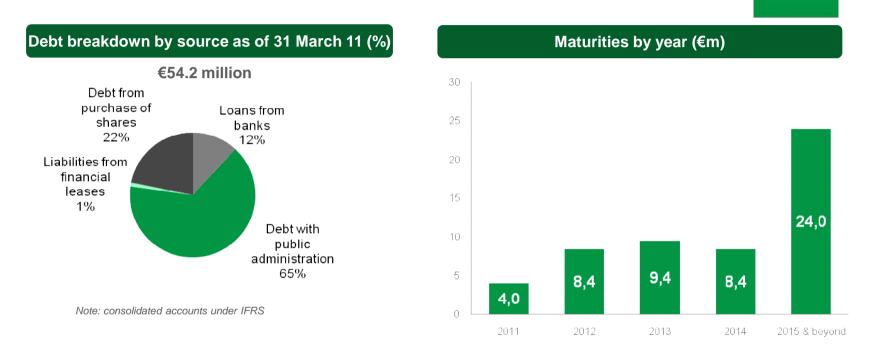
Gross and net cash positions (€m)



- Excellent capacity to generate cash
  - FCF 2007-2010 CAGR of 85%
- Record free cash flow delivered in 2010 (€22.1m, +67%)
- Net cash position of €7.9m in 2010
- Organic growth financed by internal resources



#### **Strong balance sheet position**

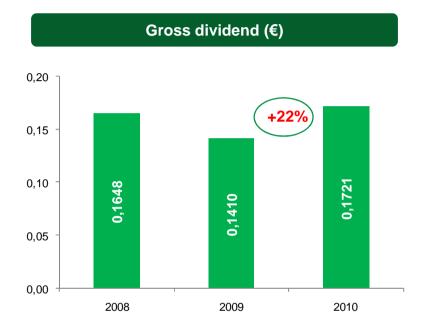


- 87% of the debt is 0% interest rate debt
- Debt with public administration represented 65% of total debt
- High level of financial flexibility



# Dividend is an important element of our value proposition to shareholders





- Strong balance sheet demonstrate our financial strength
- Proposed dividend<sup>(1)</sup>
  - €0,17208 per share in 2010
  - 22% increase vs 2009 dividend
- Expected results and solid balance sheet can sustain a dividend in the future although the company is investing heavily
- Payout policy: 30-40%



### Our financial policy will serve well our strategy

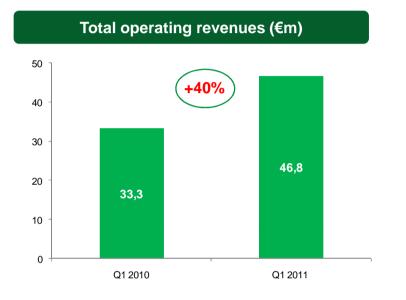
- Consolidate revenue growth
- Maintain cost discipline
- Improve EBITDA margins
- Limited capex
- Generate cash
- Maintain dividends policy
- Potential acquisitions to generate further growth

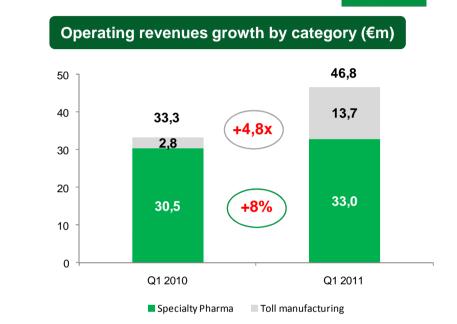




# Growth driven by recent launches and the implementation of the MSD agreement





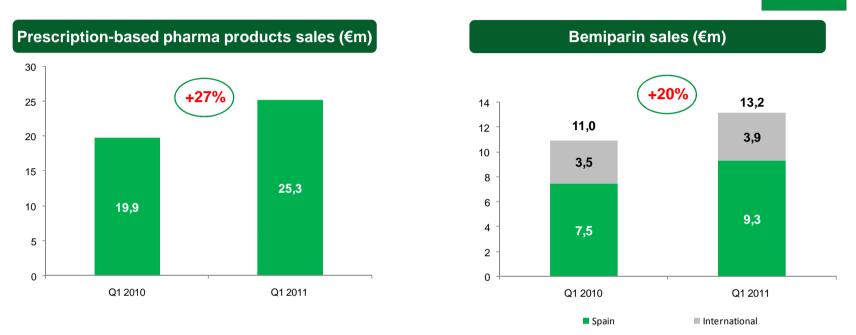


- **Operating revenues** increased by 40% in Q1 2011 driven by:
  - The strength of the specialty pharmaceutical business, where sales rose 8%;
  - The implementation of the MSD strategic agreement, which generated a 4,8x growth of the toll manufacturing business area.
- Forecast low double digit operating revenues growth for 2011.





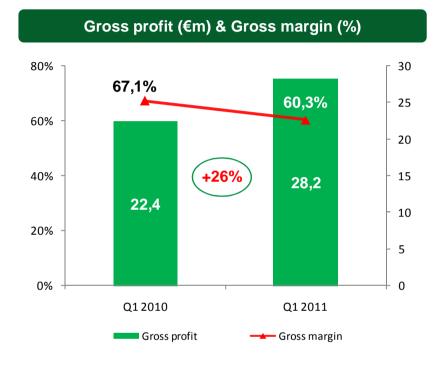
### Bemiparin, leading the growth



- Sales of prescription-based pharmaceutical products increased by 27% in Q1 2011.
  - Excluding the impact of the new measures to reduce pharmaceutical expenditure on Q1 2011 sales, sales of
    prescription-based pharmaceutical products increased by around 10 additional percentage points.
- Bemiparin sales increased by 20% in Q1 2011.
  - Sales in Spain rose 25%, as a result of 9.5% price increase from December 2010
  - International sales rose by 11% due to the increased presence in countries where it was already present and by the launch of the product in one new country: Russia.



# Gross margin impacted by the increase in the Bemiparin raw material prices





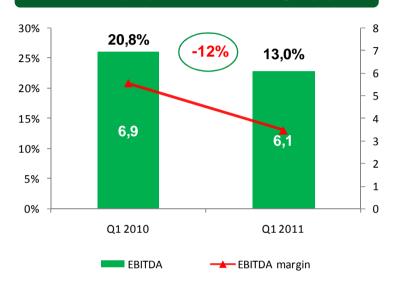
- Q1 2011 gross margin impacted by:
  - Bemiparin raw material price increase
    - ✓ Represented around 2.6 pp of the 6.8 pp gross margin fall
    - ✓ Increased Bemiparin price by 9.5% from December 2010
    - ✓ In Q1 2011 ROVI continued to buy Bemiparin raw material under peak price
      - ✓ Positive impact expected on H2 2011 gross margin
  - New measures to reduce pharmaceutical expenditure
    - ✓ Represented around 1.7 pp of the 6.8 pp gross margin fall



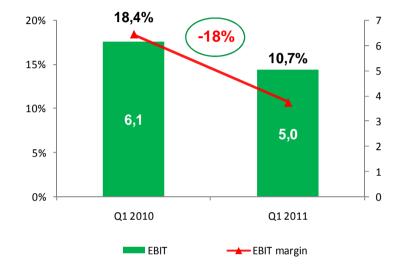


### **EBITDA & EBIT**

EBITDA (€m) and EBITDA margin (%)



EBIT (€m) and EBIT margin (%)

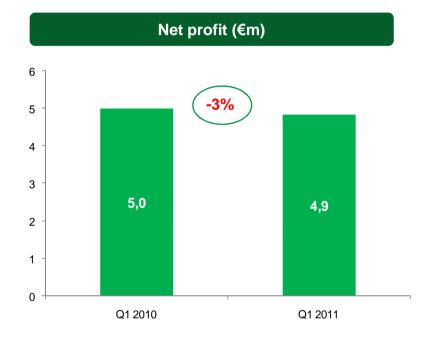


- EBITDA and EBIT impacted by:
  - The launch of Absorcol an Vytorin;
  - The increase in raw material costs for Bemiparin; and
  - The measures approved to reduce the pharmaceutical expenditure.
- **EBITDA** increased by high teens in Q1 2011, excluding the impact of the measures to reduce pharmaceutical expenditure.
- **Depreciation and amortisation expenses** increased by 34% in Q1 2011 as a result of the MSD agreement implementation and new PP&E purchases during 2010 and 2011.



#### **Net profit**





- **Net profit** impacted by the same factors as EBITDA.
- Effective tax rate of 0% in Q1 2011 vs 15.9% in Q1 2010.
  - No taxes paid on Frosst Ibérica Q1 2011 profits as this company has negative tax bases (€56.3m as of 31.12.2009).
  - ROVI expects not to pay taxes on Frosst Ibérica profits in the coming years.



### **Newsflow 2011**

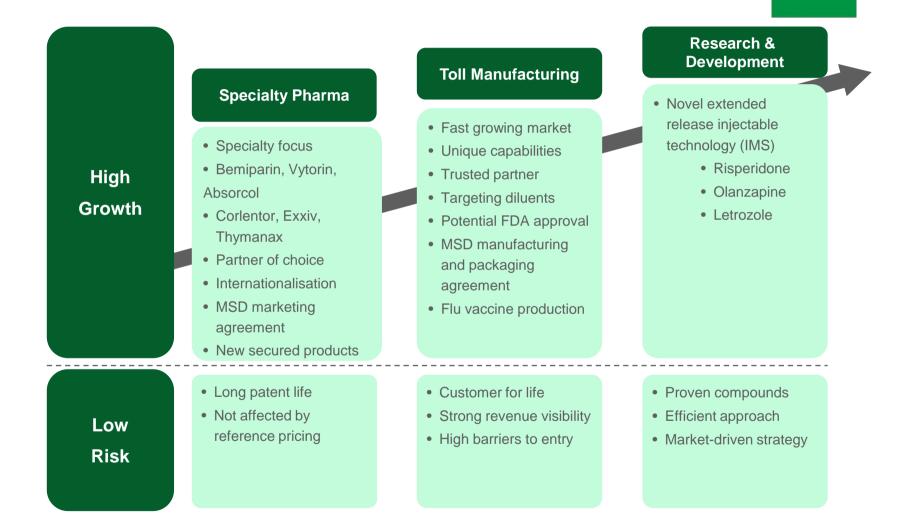


Specialty pharma	Additional new in-licensing products to be launched
Toll manufacturing	<ul> <li>New contracts to be announced</li> <li>Signature of the agreement with Novartis for the production and commercialisation of flu vaccines</li> </ul>
R&D	Phase I results of Risperidone-ISM on healthy volunteers
Dividend	ROVI will propose to the Shareholders General Meeting a dividend of 0.17208 euros per share on 2010 earnings.



#### **Multiple Pillars of Growth**





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