



# NEWS RELEASE

## **RECORDATI SIGNS A LICENSE AGREEMENT WITH PHARMAPLAN FOR SILODOSIN IN SOUTH AFRICA.**

*Milan, 29 July 2009* – Recordati announced that it has signed an exclusive license agreement with Pharmaplan PTY Ltd, a South African pharmaceutical company, for the marketing and sales in South Africa of silodosin, a new compound indicated for the treatment of the signs and symptoms of benign prostatic hyperplasia (BPH). Pharmaplan will be responsible for filing the NDA requesting marketing approval in this country. Pharmaplan is already Recordati's licensee for the sale of its original products Zanidip<sup>®</sup> (lercanidipine), Zaneril<sup>®</sup> (lercanidipine+enalapril) and Lomexin<sup>®</sup> (fenticonazole) in South Africa.

Benign prostatic hyperplasia (enlargement of the prostate) is characterized by urination difficulties such as weak stream, increased frequency and a sense of urgency, nocturia. The prevalence of this condition, which is frequently observed in men over fifty, is increasing due to the progressive ageing of the population, and its symptoms significantly reduce quality of life.

Silodosin is a new drug indicated for the symptomatic treatment of BPH. It is a powerful antagonist of the  $\alpha_1$  adrenergic receptors. In particular, silodosin has a very high affinity for the  $\alpha_{1A}$  receptor. Blockade of the  $\alpha_{1A}$  receptor leads to a rapid increase in urinary flow-rate and to an improvement in symptoms associated with BPH. The compound was originally developed by Kissei in Japan and has been obtained under license by Recordati for the whole of Europe and for a number of countries in the Middle East and Africa. Recordati also has the right to appoint co-marketers where deemed appropriate. Worldwide development of the drug was conducted by Watson Pharmaceuticals in North America (where it is available on the market as of 2009), by Recordati for its territories, and by Kissei Pharmaceutical Co., Ltd. and its other partners for the rest of the world. Under the brand Urief<sup>®</sup> silodosin is successfully marketed in Japan since May of 2006 and has achieved a market share of over 25% to date.

“We are delighted with this new agreement with Pharmaplan in South Africa, a market in which our partner already successfully markets three important products.”, stated Giovanni Recordati, Chairman and CEO.

*Recordati, established in 1926, is a European pharmaceutical group, listed on the Italian Stock Exchange (Reuters RECI.MI, Bloomberg REC IM, ISIN IT 0003828271), with a total staff of over 2,900, dedicated to the research, development, manufacturing and marketing of pharmaceuticals. It has headquarters in Milan, Italy, operations in the main European countries, and a growing presence in the new markets of Central and Eastern Europe. A European field force of over 1,400 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's current and growing coverage of the European pharmaceutical market makes it a partner of choice for new product licenses from companies which do not have European marketing organizations. Recordati is committed to the research and development of new drug entities within the cardiovascular and urogenital therapeutic areas and of treatments for rare diseases. Consolidated revenue for 2008 was € 689.6 million, operating income was € 144.7 million and net income was € 100.4 million.*

## RECORDATI

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