



Rovi

First Quarter 2011 Results



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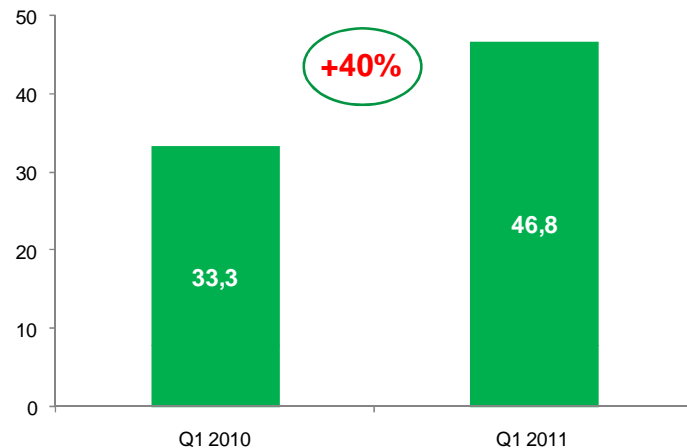
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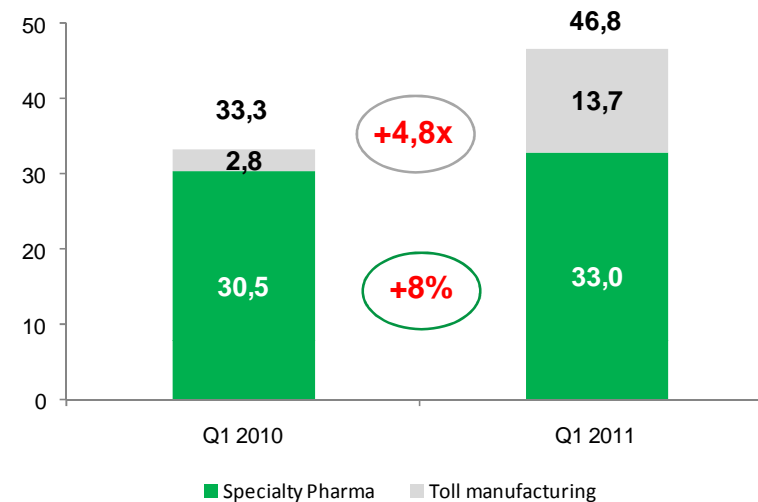
Growth driven by recent launches and the implementation of the MSD agreement



Total operating revenues (€m)



Operating revenues growth by category (€m)

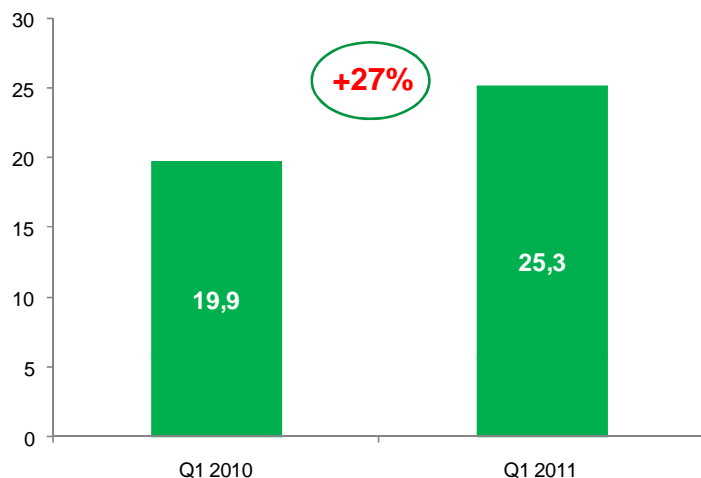


- **Operating revenues** increased by 40% in Q1 2011 driven by:
 - ✓ The strength of the specialty pharmaceutical business, where sales rose 8%;
 - ✓ The implementation of the MSD strategic agreement, which generated a 4,8x growth of the toll manufacturing business area.
- **Forecast low double digit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

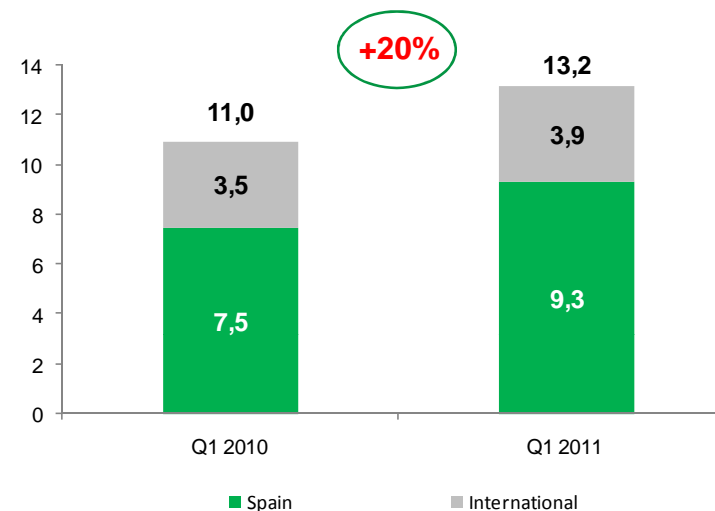


Bemiparin, leading the growth

Prescription-based pharma products sales (€m)



Bemiparin sales (€m)

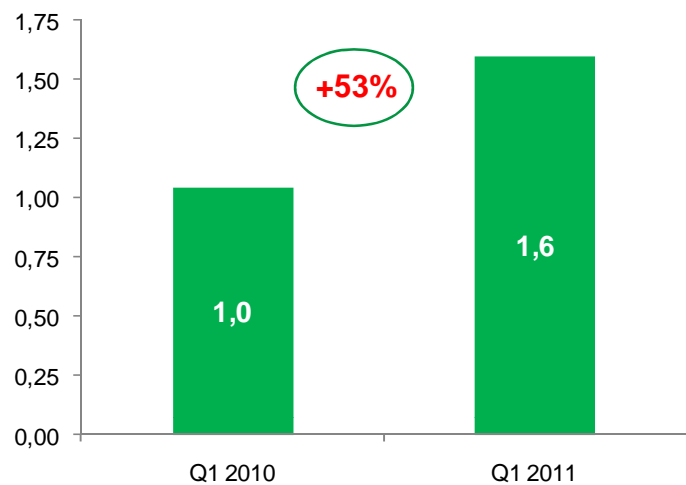


- **Sales of prescription-based pharmaceutical products** increased by 27% in Q1 2011.
 - ✓ Excluding the impact of the new measures to reduce pharmaceutical expenditure on Q1 2011 sales, sales of prescription-based pharmaceutical products increased by around 10 additional percentage points.
- **Bemiparin 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.

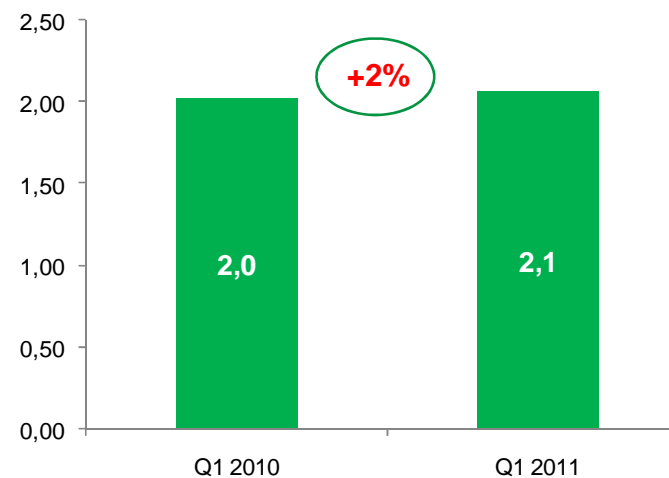


Good performance of the product portfolio

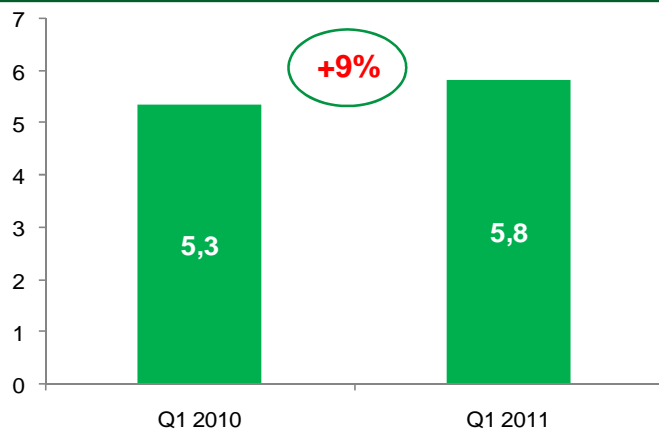
Corlentor sales (€m)



Exxiv sales (€m)



Contrast imaging agents (€m)

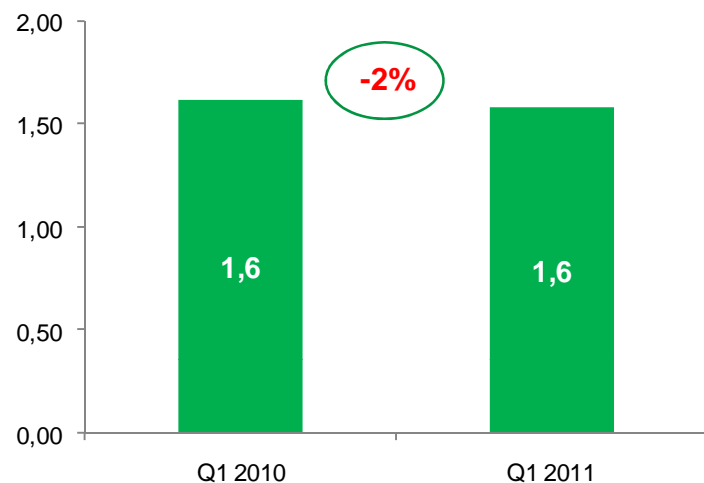


- Very positive results of the **SHIFT study** which will allow Ivabradine (Corlentor) to obtain a new indication for heart failure.
- **Sales of Thymanax**, an innovative antidepressant from Servier, launched in March 2010, reached €1.6m.

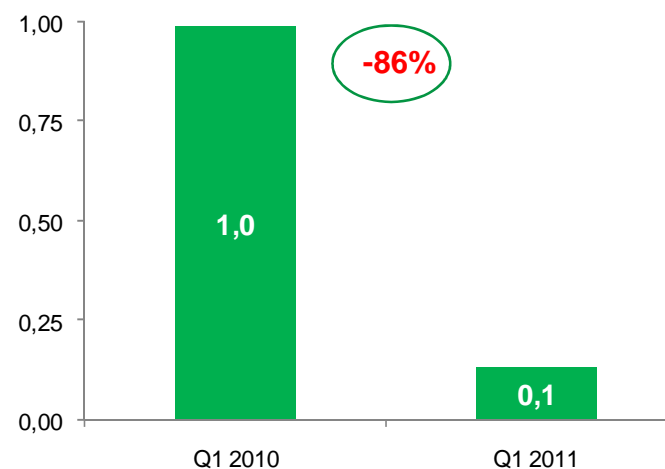


Divesting in some businesses

OTC sales (€m)



Aesthetic medical products sales (€m)

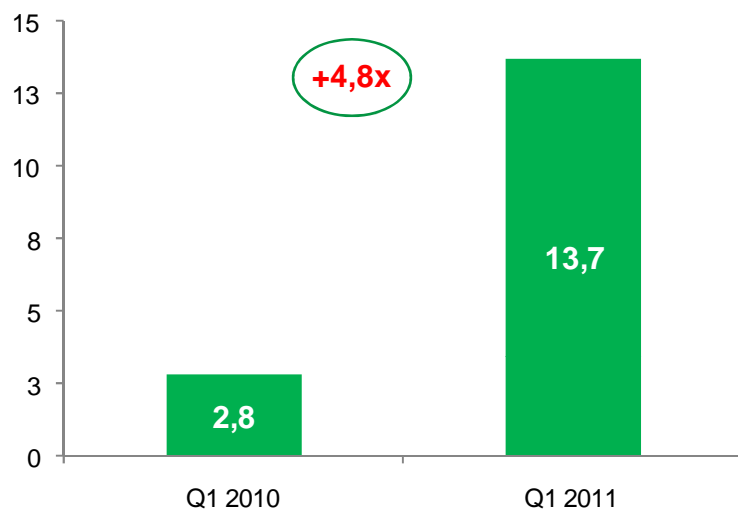


- **OTC sales** decreased by 2% as consequence of ROVI divestiture strategy in this area.
- **Aesthetic medical products sales** decreased by 86% as a result of the termination of the distribution contract of implants with Pérouse.



Value added toll manufacturing services

Toll manufacturing sales (€m)

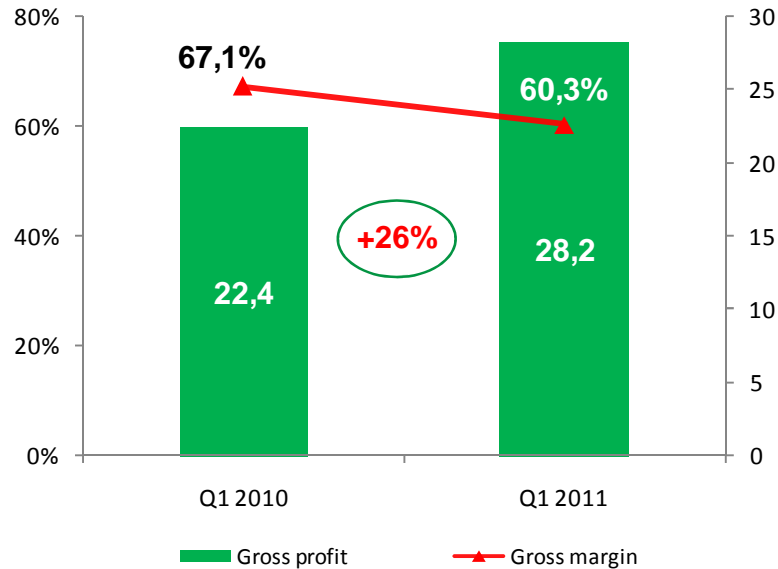


- **Toll manufacturing sales** increased by 4,8x in Q1 2011 as a result of the implementation of the MSD manufacturing and packaging agreement.
 - ✓ Revenues from the MSD amounted to €11.5m in Q1 2011, as a result of some production advanced to this quarter.
- **50% of spare capacity** in the Frosst Ibérica plant.
 - ✓ New contract with Farmalíder, signed in January 2011.

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



Gross profit (€m) & Gross margin (%)



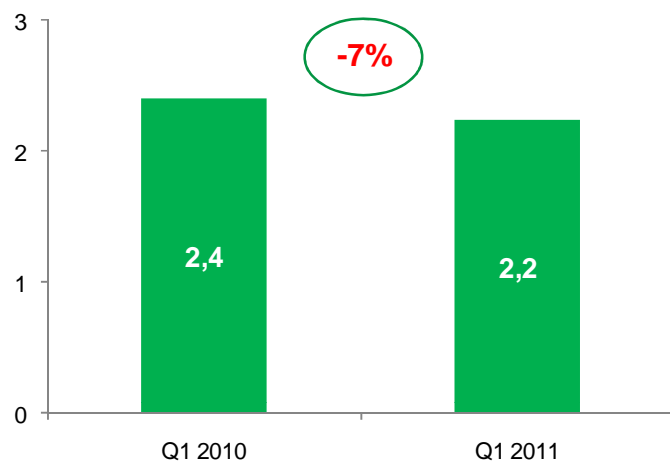
➤ Q1 2011 gross margin impacted by:

- ✓ 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

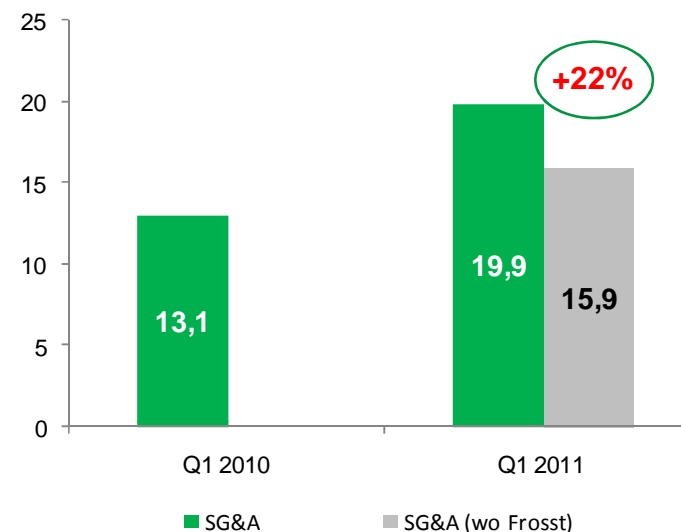
Investment effort in human capital to generate growth



R&D expenses (€m)



SG&A expenses (€m)

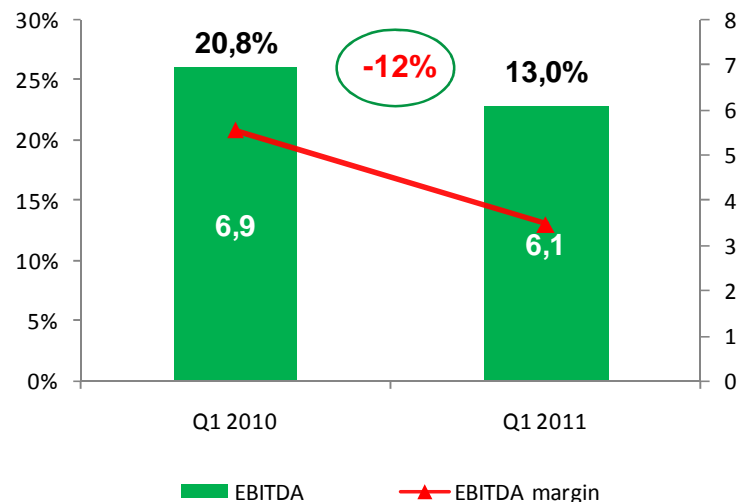


- **R&D expenses** decreased by 7% as a result of our search for greater cost efficiency.
- **SG&A expenses increased by 52% in Q1 2011** as a result of:
 - ✓ MSD agreement implementation; and
 - ✓ Launch of Vytorin and Absorcol.
- **SG&A expenses increased by 22% in Q1 2011**, excluding the impact of the MSD agreement.
 - ✓ This 22% SG&A increase reflected ROVI investment effort in human capital to address primary care, main target of Vytorin and Absorcol products.

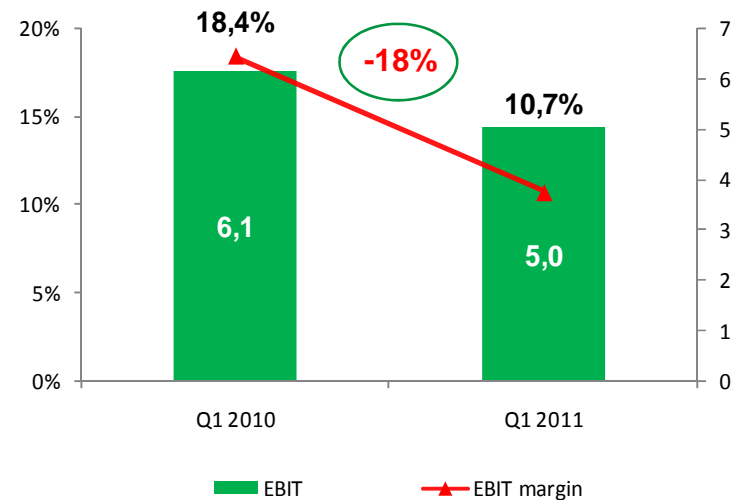


EBITDA & EBIT

EBITDA (€m) and EBITDA margin (%)



EBIT (€m) and EBIT margin (%)

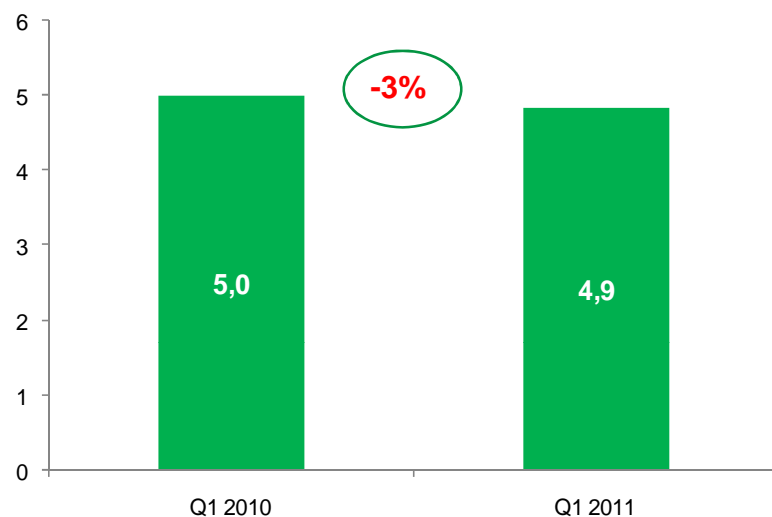


- **EBITDA and EBIT** impacted by:
 - ✓ The launch of Absorcol an Vytorin;
 - ✓ The increase in raw material costs for Bemiparin; and
 - ✓ The measures approved to reduce the pharmaceutical expenditure.
- **EBITDA** increased by high teens in Q1 2011, excluding the impact of the measures to reduce pharmaceutical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



Net profit

Net profit (€m)

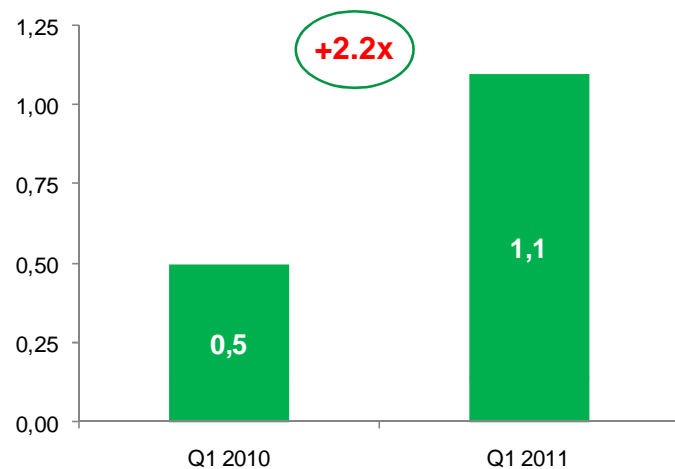


- **Net profit** impacted by the same factors as EBITDA.
- **Effective tax rate** of 0% in Q1 2011 vs 15.9% in Q1 2010.
 - ✓ No taxes paid on Frosst Ibérica Q1 2011 profits as this company has negative tax bases (€56.3m as of 31.12.2009).
 - ✓ ROVI expects not to pay taxes on Frosst Ibérica profits in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

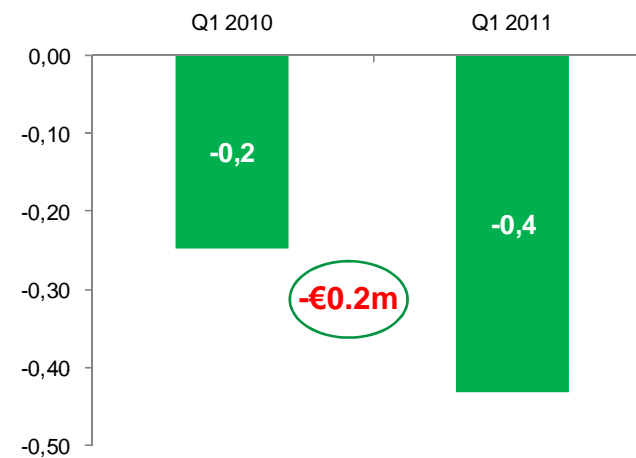


Capital expenditure

Capex (€m)



FCF (€m)

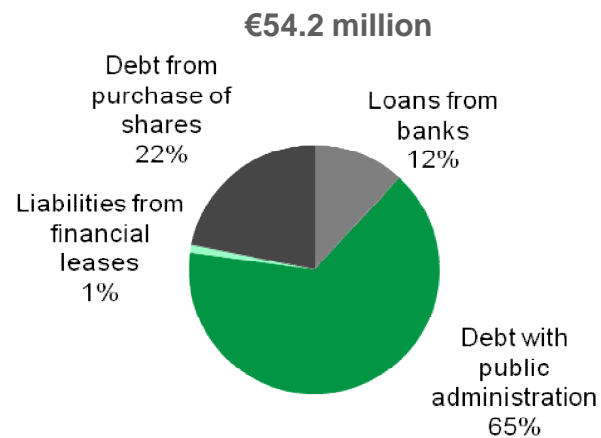


- €1.1m of **capex** invested in Q1 2011.
 - ✓ €0.5m of investment capex related to Granada facility.
 - ✓ €0.6m of maintenance capex vs €0.5m in Q1 2010.
- **FCF** decreased by €0.2m in Q1 2011 mainly due to €1.1m of capex invested in Q1 2011 vs €0.5m in Q1 2010.



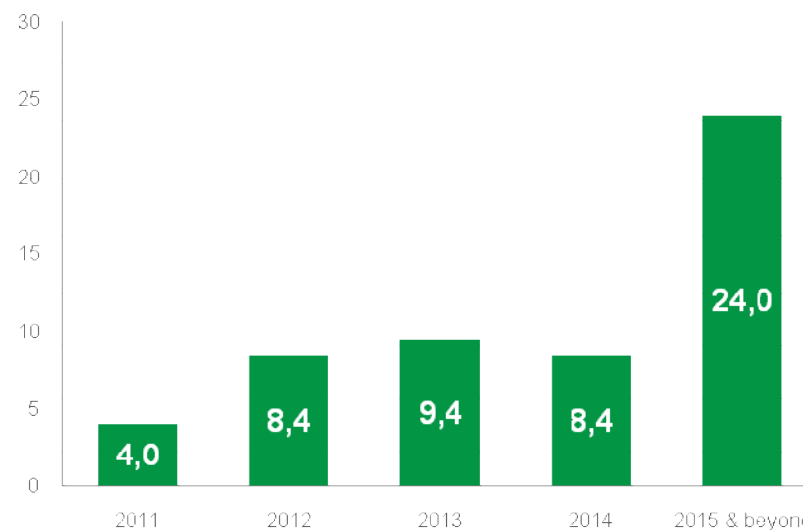
Financial debt

Debt breakdown by source (%)



Note: consolidated accounts under IFRS

Maturities by year (€m)



- 87% of the debt is 0% interest rate debt
- Debt with public administration represented 65% of total debt
- Gross cash position of €64.8 million
- Net cash position of €10.6 million
- High level of financial flexibility



Newsflow 2011

Specialty pharma

- Additional new in-licensing products to be launched

Toll manufacturing

- New contracts to be announced
- Signature of the agreement with Novartis for the production and commercialisation of flu vaccines

R&D

- Phase I results of Risperidone-ISM on healthy volunteers
- Phase II final results from the ABEL trial of Bemiparin in Small Cell Lung Cancer

Dividend

- ROVI will propose to the Shareholders General Meeting a dividend of 0.17208 euros per share on 2010 earnings.



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