



H1 2014 Financial Results and Business Update

July 30th 2014



Solutions with you in mind

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H1 2014 Highlights

Daniel Martínez
CFO



Solutions with you in mind

Strong first half in 2014

STRONG FINANCIAL PERFORMANCE

- Performing in line with guidance
- Continued acceleration of Net Sales (+17.4%) and EBITDA growth (+46.9%)
- Sustained Gross margin improvement (69.6%)

EXECUTION ON GROWTH PLATFORMS

- Platforms of growth sales +63% representing +44% of total
- Sustained market share gains of Eklira® in all key geographies
- Recent launch of Cordran® Ointment by Aqua and Acticlate™ approved by FDA

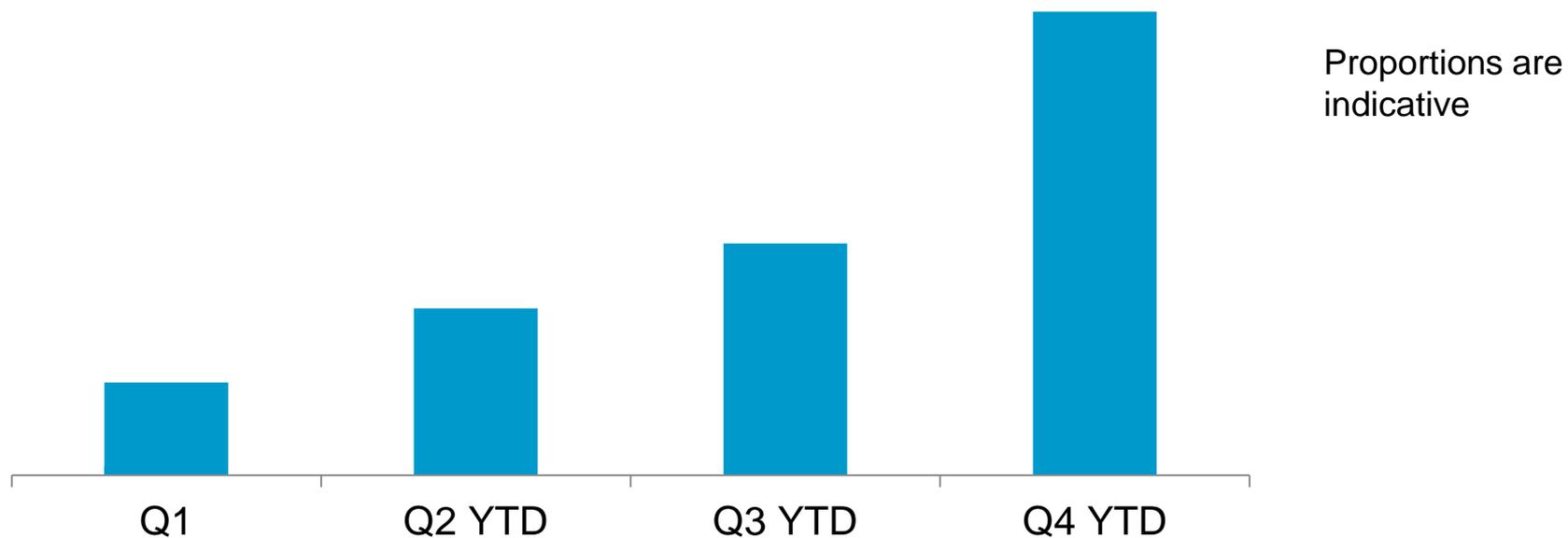
BALANCING INVESTMENTS AND OPPORTUNITIES

- R&D expenses 13.4% of sales H1 2014 vs 16.8% in H1 2013
- CHMP voting on EU Combo expected in late Q3
- Met with the FDA, agreed next steps and reviewing timelines and resource allocations needed for the clinical activities

H1 2014 Financial Highlights: Strong growth vs H1 2013

- Sustained acceleration of H1 sales (+17.4% vs -8,1% in H1 2013)
- Continued growth in Total Revenue (+5.6%) despite the anticipated lower Other Income
- Significant increase in Gross Margin (69.6% vs 66.0% in H1 2013) driven by uptake of new products and improved sales mix
- Solid improvements in EBITDA (+46.9%) and EBIT (+148.1%) reflecting balance of more normal levels of R&D (13.4% vs sales) and continued strong support to new launches (SG&A : +4.2%)
- Net Debt Ratio: **x2.3 Proforma EBITDA 2013**

Expected Acceleration of Normalised Net Income in 2014



Key drivers

- Better % gross margin vs sales throughout the quarters
- Lower R&D expenses in H2
- Lower SG&A expenses in H2

Derma / Aqua Take Aways



- Derma sales are up **63.9%** vs H1 2013
- Key products growth: Decoderm **↑17.9%** Solaraze **↑15.2%**, and Balneum **↑5.4%**
- 27% prescription growth in H1 across entire Aqua portfolio
- **Cordran® Ointment** 60 mg was launched at the end of June to complement the lotion and cream formats
- **Acticlate™** (doxycycline hyclate USP) has been approved by FDA in July for the treatment of a number of infections, including adjunctive therapy in severe acne. Launch planned in September
- All planned integration activities on track

Appendixes

Financial Appendixes

Income Statement

€ rounded to nearest million	YTD Jun 2014	YTD Jun 2013	% var
Total Revenues	433.4	410.4	5.6%
Net Sales	403.7	343.8	17.4%
Other Income	29.7	66.6	(55.4%)
Cost of Goods	(122.6)	(116.8)	5.0%
Gross Profit	281.1	226.9	23.9%
% of sales	69.6%	66.0%	
R&D	(54.0)	(57.7)	(6.4%)
% of sales	(13.4%)	(16.8%)	
SG&A	(238.1)	(228.4)	4.2%
% of sales	(59.0%)	(66.4%)	
Other Op. Exp	0.4	0.3	33.3%
EBIT	19.1	7.7	148.1%
% of sales	4.7%	2.2%	
Depreciation	42.3	34.1	24.0%
% of sales	10.5%	9.9%	
EBITDA	61.4	41.8	46.9%
% of sales	15.2%	12.2%	
Sale of noncurrent assets / Other	(0.1)	(1.4)	(92.9%)
Net financial income / (expenses)	(9.8)	(2.1)	n.a.
Profit before tax	9.2	4.2	119.0%
Corporate income tax	9.9	13.4	(26.1%)
Net income	19.1	17.6	8.5%
Normalized Net Income	19.1	17.6	8.5%
Earnings per share (€) (1)	0.11 €	0.10 €	
Normalized Earnings per share (€)(1)	0.11 €	0.10 €	

(1) Number of shares at the end of the period

- A. Acceleration of sales growth due to Aqua integration and strong Eklira® performance
- B. Expected decline due to lower R&D contribution from partners and income milestones
- C. Continued strong improvement vs 2013 driven by growth of proprietary products
- D. Slight seasonal effect, expected to be similar in absolute value to 2013 by the end of the year
- E. Expected to accelerate in H2

Q2 2014 vs Q2 2013

€ rounded to nearest million	2014 Q2	2013 Q2	% 2Q14 vs 2Q13
Total Revenue	215.8	212.1	1.7%
Net Sales	202.1	173.5	16.5%
Other Income	13.7	38.6	(64.5%)
Cost of Goods	(58.6)	(56.6)	3.5%
Gross Profit	143.5	116.9	22.8%
<i>% of sales</i>	71.0%	67.4%	
R&D	(25.8)	(29.4)	(12.2%)
<i>% of sales</i>	(12.8%)	(16.9%)	
SG&A	(122.7)	(123.5)	(0.6%)
<i>% of sales</i>	(60.7%)	(71.2%)	
Other Op. Exp	0.1	1.6	(93.8%)
<i>% of sales</i>	0.0%	0.9%	
EBIT	8.8	4.2	109.5%
<i>% of sales</i>	4.4%	2.4%	
Depreciation	20.7	17.5	18.3%
<i>% of sales</i>	10.2%	10.1%	
EBITDA	29.5	21.7	35.9%
<i>% of sales</i>	14.6%	12.5%	
Sale of noncurrent assets / Other	(0.3)	(1.4)	(78.6%)
Net financial income / (expenses)	(6.0)	(1.1)	n.m.
Profit before tax	2.5	1.7	47.1%
Tax	6.0	5.7	5.3%
Net income	8.5	7.4	14.9%
Normalized Net Income	8.5	7.4	14.9%

Zoom in – Other Income

Includes: € 4.5 MM linked to upfront and milestones received (Eklira®)

€ rounded million	YTD Jun 2014	YTD Jun 2013	% var
Co-development agreements	6.4	45.0	(85.8%)
Co-promotion agreements	3.1	8.0	(65.8%)
Product promotion collaboration	1.7	2.2	(20.9%)
<i>Other</i>	18.5	11.4	61.6%
Total Other Income	29.7	66.6	(55.4%)

Includes income from co-promotion and distribution agreements

Includes € 11.0 MM of capitalisation of acridinium line extensions and € 5.2 MM of AB royalties from partners

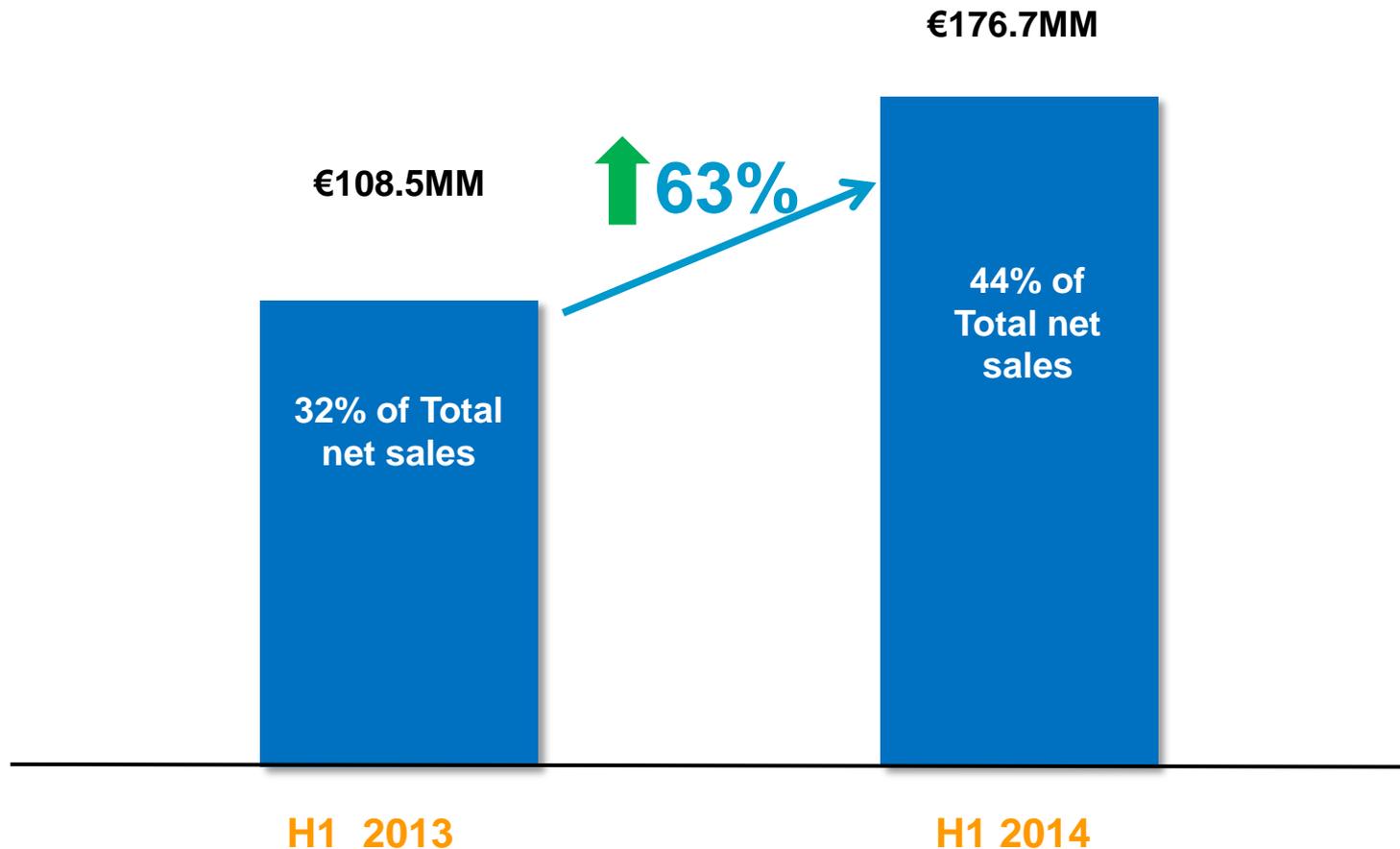
Balance Sheet

€ rounded to nearest million	June 2014	% of BS	December 2013
Goodwill	335.8	18.7%	336.2
Intangible assets	588.0	32.7%	595.1
Property, plant and equipment	158.9	8.8%	161.3
Financial assets	26.4	1.5%	23.3
Other non current assets	337.6	18.8%	322.1
Total Non Current Assets	1,446.7	80.4%	1,438.0
Inventories	107.6	6.0%	97.7
Accounts receivable	116.0	6.4%	99.5
Cash & equivalents	88.5	4.9%	89.2
Other current assets	40.5	2.3%	48.3
Total Current Assets	352.6	19.6%	334.7
Total Assets	1,799.3		1,772.7
Shareholders equity	907.3	50.4%	888.3
Financial debt	319.5	17.8%	281.4
Non current liabilities	233.6	13.0%	232.4
Current liabilities	338.9	18.8%	370.6
Total Equity and Liabilities	1,799.3		1,772.7

Cash Flow

€ rounded to nearest million	Jun 2014 YTD	Jun 2013 YTD
Profit Before Tax	9.2	4.2
Depreciation and amortisation	42.3	34.1
Change in working capital	(26.5)	(16.3)
Restructuring payments	(20.0)	0.0
Other adjustments	4.2	1.8
Cash Flow from Operating Activities (I)	9.2	23.8
Financial Income	0.2	0.2
Investments	(32.7)	(23.0)
Divestments	1.5	0.1
Payments of capex suppliers	(13.8)	0.0
Cash Flow from Investing Activities (II)	(44.8)	(22.7)
Finance Expense	(5.9)	(2.2)
Dividend distribution	0.0	(0.8)
Debt increase/ (decrease)	41.9	0.3
Other cash flows	(1.1)	(1.1)
Cash Flow from Financing Activities	34.9	(3.8)
Cash Flow generated during the period	(0.7)	(2.7)
Free Cash Flow (III) = (I) + (II)	(35.6)	1.1
Normalised Free Cash Flow	(15.6)	1.1

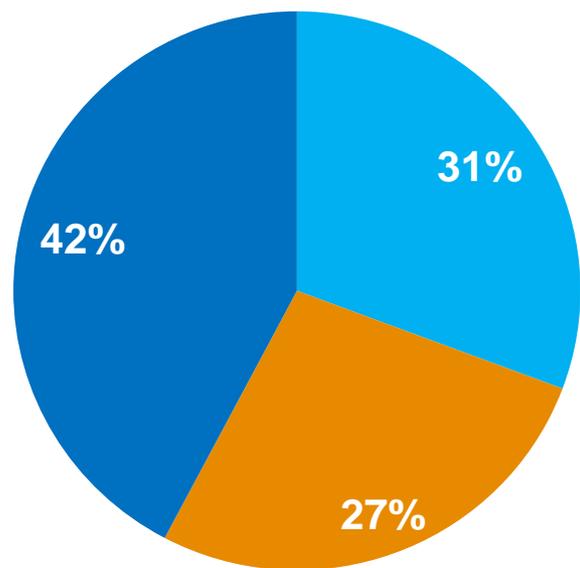
Platforms of growth continue to drive significant sales acceleration



* Eklira®, Sativex®, Constella® and Dermatology franchise

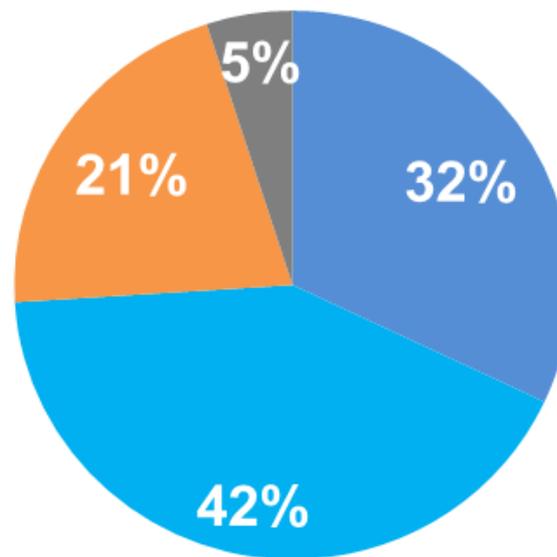
Greater therapeutic and geographic diversification as of H1 2014

By Therapeutic Area



■ Respiratory ■ Dermatology ■ Others

By Region



■ Spain ■ Europe (ex Spain)
■ North America* ■ Others

* US, Canada and Mexico

Sales breakdown by Region and Therapeutic Area

By Region

€ rounded to nearest million	YTD Jun 2014	YTD Jun 2013	% var YTD
Spain	129.1	134.1	-3.7
Europe (ex Spain)	167.8	146.0	14.9
North America*	84.1	39.5	112.9
Others	22.8	24.2	-5.7
Total Net Sales	403.7	343.8	17.4

By Main Therapeutic Area

€ rounded to nearest million	YTD Jun 2014	YTD Jun 2013	% Var YTD
Respiratory	123.5	108.7	13.6%
Dermatology	108.7	66.3	63.9%
Gastrointestinal and Metabolism	64.9	69.8	(7.1%)
CNS	45.4	39.4	15.1%
Osteomuscular	24.0	20.5	17.3%
Cardiovascular	20.4	21.2	(3.7%)
Urological	8.7	8.4	2.8%
Other therapeutic specialties	8.2	9.4	(12.6%)
Total Net Sales	403.7	343.8	17.4%

* US, Canada, Mexico

Breakdown of the core business

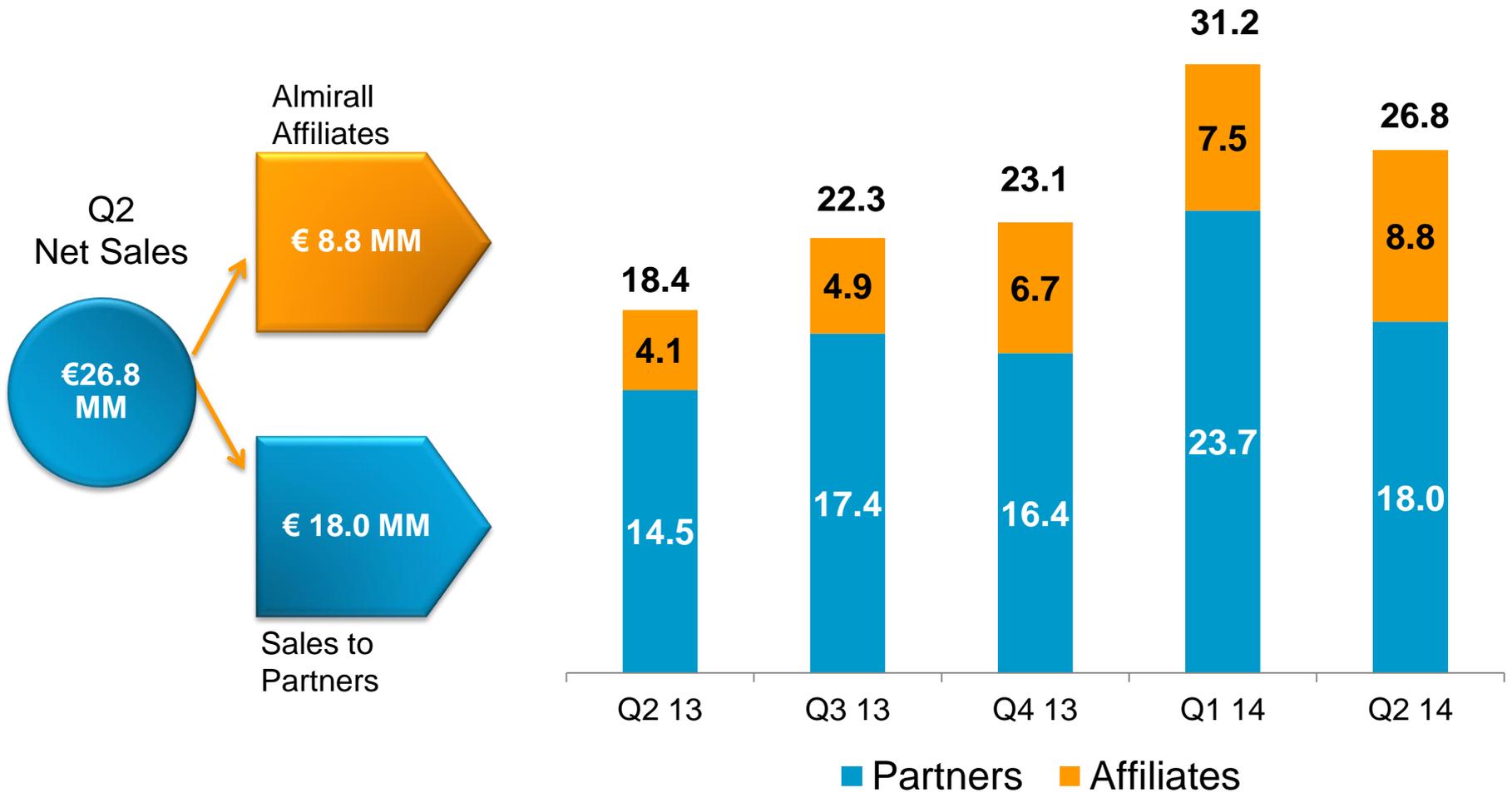
● Proprietary products
● In-licensing products

€ rounded to nearest million		YTD	YTD	% Var
		Jun 2014	Jun 2013	YTD
Eklira and other (acridinium bromide)	●	58.0	38.7	50.0%
Ebastel and other (ebastine)	●	41.0	43.2	(5.0%)
Almogran and other (almotriptan)	●	28.2	25.5	10.5%
Tesavel & Efficib (sitagliptine)	●	23.0	22.6	1.4%
Plusvent (salmeterol & fluticasone)	●	20.3	23.2	(12.7%)
Monodox (Doxycycline hyclate)	●	19.1	0	n.a.
Solaraze (diclofenac sodium)	●	17.9	15.5	15.2%
Airtal and other (aceclofenac)	●	16.9	13.7	23.1%
Decoderm and other (flupredniden)	●	12.3	10.5	17.9%
Parapres (candesartan cilexetile)	●	10.0	10.5	(4.8%)
Cordran (flurandrenolide)	●	9.8	0	n.a.
Almax (almagate)	●	9.8	8.7	13.0%
Balneum (urea oil)	●	8.9	9.4	(5.4%)
Pantopan (pantoprazole)	●	7.4	7.7	(3.8%)
Sativex (delta-9-tetrahydrocannabinol)	●	7.3	3.2	132.5%
Other	● ●	113.8	111.4	2.2%
Total Net Sales		403.7	343.8	17.4%

n.a.: not applicable

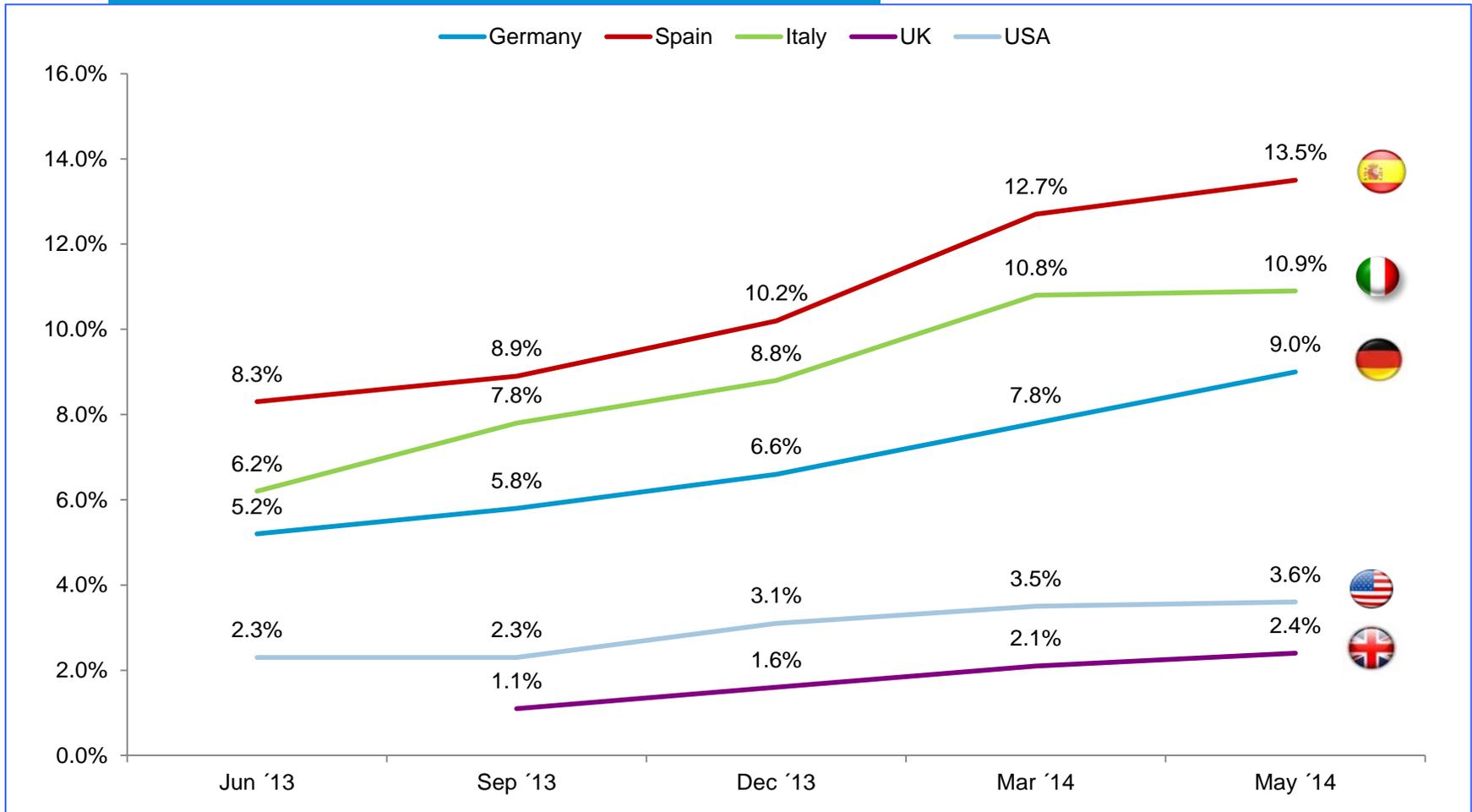
Product Performance Appendixes

Eklira[®] /Bretaris[®]/Tudorza[™] : Almirall Affiliates sales growing steadily



Eklira[®] /Bretaris[®]/Tudorza[™]: continues to gain market share

AB Market Share Among LAMAs (in values)*



* Source : IMS (IMS data not available for June yet)

Aclidinium Combo for high growth LAMA/LABA market



- CHMP voting on EU Combo expected in late Q3
- Regulatory submission filed with Health Canada in Q1 feedback expected in Q2 2015
- Met with the FDA and agreed next steps which include a 24 week clinical trial. Reviewing with Actavis our timelines and resource allocations needed for our clinical activities

Impressive growth in Pan European Commercialization of Sativex[®]



Available to Patients by Almirall

 Spain	 Germany
 Denmark	 Norway
 Austria	 Sweden
 Poland	 Italy
 Finland	 Iceland
 Switzerland	

- Positive volume trends:
 **78.4%** H1 2014 vs H1 2013 Pan-European rollout continues in 2014 for spasticity in MS
- Topline results oncological pain Phase III reads out at the end of 2014/ early 2015
- 1 new launch still to arrive in 2014

Commercial execution of Constella®



Available to Patients



UK



Italy



Denmark



Austria



Finland



Switzerland



Norway



Iceland



Sweden

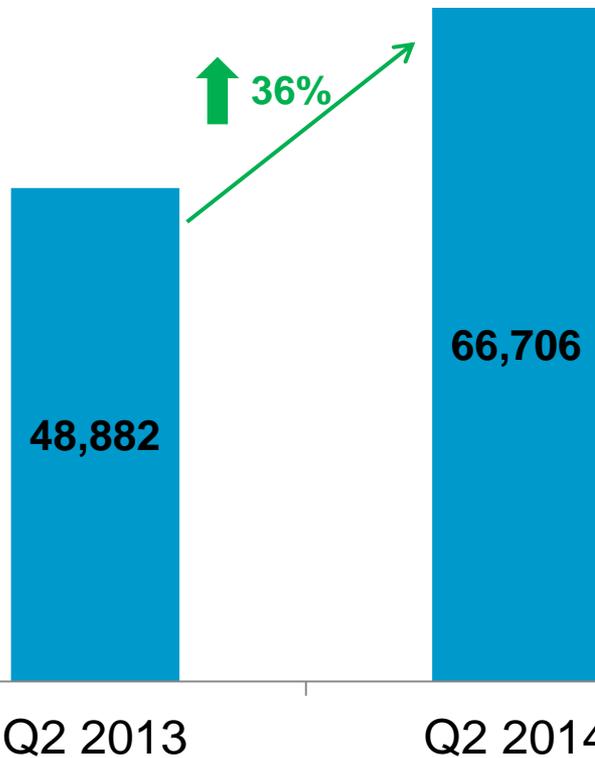


Mexico

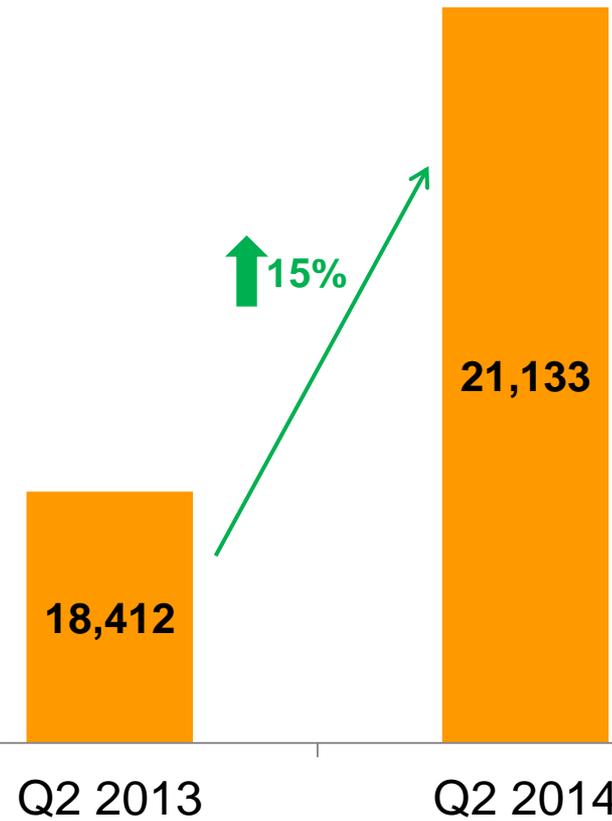
- Launched in Mexico
- Spanish launch planned in Q3
- 2 new launches still to arrive in 2014

Positive TRx evolution in Aqua's leading products

Monodox®



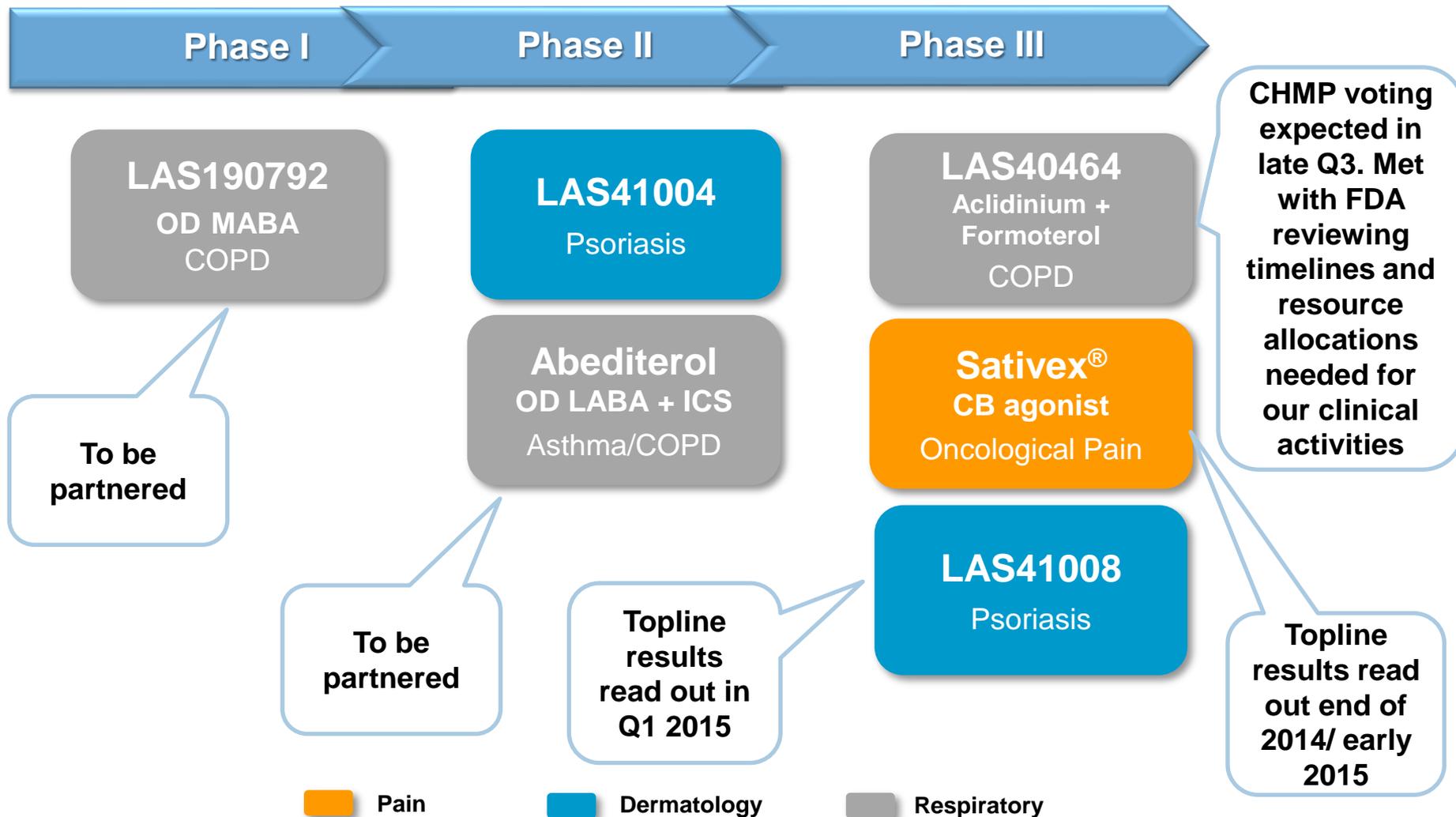
Cordran®



Pipeline and Congress Appendixes

A pipeline with significant upside

Preclinical projects not included





ERS INTERNATIONAL CONGRESS 2014

MUNICH germany, 6-10 september

Almirall presenting 39 abstracts, 31 as posters and 8 as oral communications:

- 11 Eklira: 9 posters and 2 oral presentation
- 12 Duaklir: all posters
- 8 Abediterol: 7 posters and 1 oral presentation
- 2 MABA: 2 oral presentation
- 5 Pan Jac/PI3K : 3 posters and 2 oral presentation

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