



Solutions with you in mind

Half Year 2015 Financial Results and Business Update

July 28th 2015

Disclaimer

This document has been prepared by Almirall, S.A. (the “Company”) exclusively for use during the presentation. This document includes only summary information and does not intend to be comprehensive. This document may not be disclosed or published nor used by any person or entity or any reason without the prior, express written consent of the Company. Information in this document about the price at which securities issued by the Company have been purchased or sold in the past, or information about the yield on securities issued by the Company cannot be relied upon as a guide to the future performance of the Company’s securities.

Forward looking information, opinions and statements contained herein are based on the Company’s estimates (using assumptions that the Company believes to be reasonable) and on sources believed to be reliable by the Company, but have not been verified by independent experts. The Company does not warrant the completeness, timeliness or accuracy of any such information, opinions and statements, and, accordingly, no reliance should be placed on them in this connection.

Certain statements contained herein that are not historical facts are forward-looking statements. Such forward-looking statements are based on current expectations and projections about future events and are subject to various risks and uncertainties, many of which are difficult to predict and are beyond the control of the Company. Therefore, actual results may differ materially from those discussed in, or implied by, such forward-looking statements. Except to the extent required by the applicable law, the Company expressly disclaims any obligation to revise or update any forward-looking statements, the expectations of the Company, the conditions or circumstances on which the forward-looking statements are based, or any other information or data included herein.

This document does not constitute an offer or invitation to acquire or subscribe for securities, in accordance with the provisions of the Spanish Law 24/1998, of 28 July, on the Securities Market and its regulations. Furthermore, this document does not constitute a purchase, sale or swap offer, nor a request for a purchase, sale or swap offer for securities, or a request for any vote or approval in any other jurisdiction.



Half Year 2015 Opening Remarks

Eduardo Sanchiz
CEO

CEO perspectives

- ✓ Solid first-half 2015 performance driven by Dermatology
- ✓ Performance in line to achieve yearly guidance
- ✓ Organization fully aligned in the new strategic direction
- ✓ R&D has been reorganized and activities reoriented
- ✓ Dividend paid June 1st €0.20 cents per share

The number one priority internally remains M&A, R&D and in-licensing derma projects. Fully focused on attractive business development opportunities that generate sustainable Shareholder Value



Half Year 2015 Financial Highlights

Daniel Martinez
CFO

Strong performance in first-half 2015

STRONG FINANCIAL PERFORMANCE

- Total Revenues growth of **+5.3%** (like-for-like ex-Eklira)
- Sustained Net Sales growth **+4.0%** and strong EBITDA growth **+35.5%** (like-for-like ex-Eklira)
- Continued improvement in profit margins

EXECUTION ON DERMATOLOGY

- Dermatology Net Sales grew by **35.2%**
- US Derma business sales growth **+101.8%**; market-leading TRx share for **Acticlate®**
- Dermatology now accounts for **41%** of total Net Sales in H1 '15 vs **31%** in H1 '14 (like-for-like ex-Eklira)

BALANCING INVESTMENTS AND OPPORTUNITIES

- R&D expenses **9.1%** of sales H1 2015 vs **13.4%** in H1 2014
- Reduction in SG&A from **59.0%** of sales H1 2014 to **49.8%** in H1 2015
- Positive net cash position of **407.9** million euros

Income Statement H1 15 vs. H1 14

€ Million	YTD Jun 2015	YTD Jun 2014	% var
Total Revenues	407.9	433.4	(5.9%)
Net Sales	359.4	403.7	(11.0%)
Other Income	48.5	29.7	63.3%
Cost of Goods	(111.1)	(122.6)	(9.4%)
Gross Profit	248.3	281.1	(11.7%)
% of sales	69.1%	69.6%	-
R&D	(32.6)	(54.0)	(39.6%)
% of sales	(9.1%)	(13.4%)	-
SG&A	(178.9)	(238.1)	(24.9%)
% of sales	(49.8%)	(59.0%)	
Other Op. Exp	1.1	0.4	175.0%
% of sales	0.3%	0.1%	
EBIT	86.4	19.1	n.m.
% of sales	24.0%	4.7%	
Depreciation	37.0	42.3	(12.5%)
% of sales	10.3%	10.5%	
EBITDA	123.4	61.4	101.0%
% of sales	34.3%	15.2%	
Other costs	(0.9)	(0.1)	
Restructuring costs	(7.0)		
Net financial income / (expense)	(6.7)	(9.8)	(31.6%)
Profit before tax	71.7	9.2	n.m.
Corporate income tax	(12.9)	9.9	n.m.
Net income	58.8	19.1	n.m.
Normalized Net Income	63.8	19.1	n.m.
Earnings per share (€)	0.34 €	0.11 €	
Normalized Earnings per share (€)(1)	0.37 €	0.11 €	

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

A

B

C

C

D

A. Like-for-like revenue growth of 5.3%

B. Other Income positively impacted by phasing effect

C. Significantly reduced R&D and SG&A

D. Significant increase versus last year

Comparative P&L w/o Eklira (like for like)

€ Million	YTD Jun 2015 w/o AZ	YTD Jun 2014 w/o Eklira	% var
Total Revenues	370.4	351.6	5.3%
Net Sales	359.4	345.7	4.0%
Other Income	11.0	5.9	86.4%
Cost of Goods	(111.1)	(103.7)	7.1%
Gross Profit	248.3	242.0	2.6%
% of sales	69.1%	70.0%	
R&D	(32.6)	(36.9)	(11.7%)
% of sales	(9.1%)	(10.7%)	
SG&A	(178.9)	(185.7)	(3.7%)
% of sales	(49.8%)	(53.7%)	
Other Op. Exp	1.1	0.4	175.0%
EBIT	48.9	25.7	90.3%
% of sales	13.6%	7.4%	
Depreciation	37.0	37.7	(1.9%)
% of sales	10.3%	10.9%	
EBITDA	85.9	63.4	35.5%
% of sales	23.9%	18.3%	

- ✓ *P&L without Eklira excludes revenues, Other Income and all costs related to acridinium bromide*

Balance Sheet H1 2015

€ Million	June 2015	% of BS	December 2014
Goodwill	345.7	13.8%	338.8
Intangible assets	442.7	17.7%	444.4
Property, plant and equipment	129.2	5.2%	132.1
Financial assets	178.0	7.1%	179.2
Other non current assets	340.7	13.6%	338.7
Total Non Current Assets	1,436.3	57.5%	1,433.2
Inventories	83.5	3.3%	81.0
Accounts receivable	111.2	4.4%	207.2
Cash & cash equivalents	796.5	31.9%	754.4
Other current assets	71.3	2.9%	64.6
Total Current Assets	1,062.5	42.5%	1,107.2
Total Assets	2,498.8		2,540.4
Shareholders Equity	1,389.8	55.6%	1,339.6
Financial debt	320.5	12.8%	319.9
Non current liabilities	472.8	18.9%	523.5
Current liabilities	315.7	12.6%	357.4
Total Equity and Liabilities	2,498.8		2,540.4

A

A. Increase is mainly due to US affiliate assets revaluation due to positive FX rate effect

B

B. Decrease mainly due to AB Combo EU milestone collected in 2015

Net cash position:

- + Cash and cash equivalents 796.5 Million
- Financial Debt 320.5 Million
- Pension Plans 68.1 Million

Cash Flow H1 2015

€ Million	June 2015 YTD	June 2014 YTD
Profit Before Tax	71.7	9.2
Depreciation and amortisation	37.0	42.3
Change in working capital	(38.3)	(26.5)
Restructuring payments	(14.5)	(20.0)
Other adjustments	87.9	1.4
Tax Cash Flow	(33.9)	2.8
Cash Flow from Operating Activities (I)	109.9	9.2
Financial Income	1.6	0.2
Investments	(7.3)	(32.7)
Divestments	0.5	1.5
Payments of capex suppliers	(4.1)	(13.8)
Changes in scope of consolidation	(15.9)	-
Cash Flow from Investing Activities (II)	(25.2)	(44.8)
Finance Expense	(7.6)	(5.9)
Dividend distribution	(35.0)	-
Debt increase/ (decrease)	-	41.9
Cash Flow from Financing Activities	(42.6)	34.9
Cash Flow generated during the period	42.1	(0.7)
Free Cash Flow (III) = (I) + (II)	84.7	(35.6)

- A. AB Combo EU milestone (income in 2014 but cash in 2015)
- B. Mainly due to our US affiliate commercial earnout
- C. Gross Dividend payment, June 1st
- D. Important increase in cash generation vs. same period 2014

2015 Guidance reiterated ⁽¹⁾

P&L Item	Guidance
Total Revenue ⁽²⁾	720 - 750 Million Euros
Net Sales	650 - 680 Million Euros
EBIT	≈ 100 Million Euros

(1) In constant exchange rates

(2) Net sales + Other Income

Dermatology & Market Overview

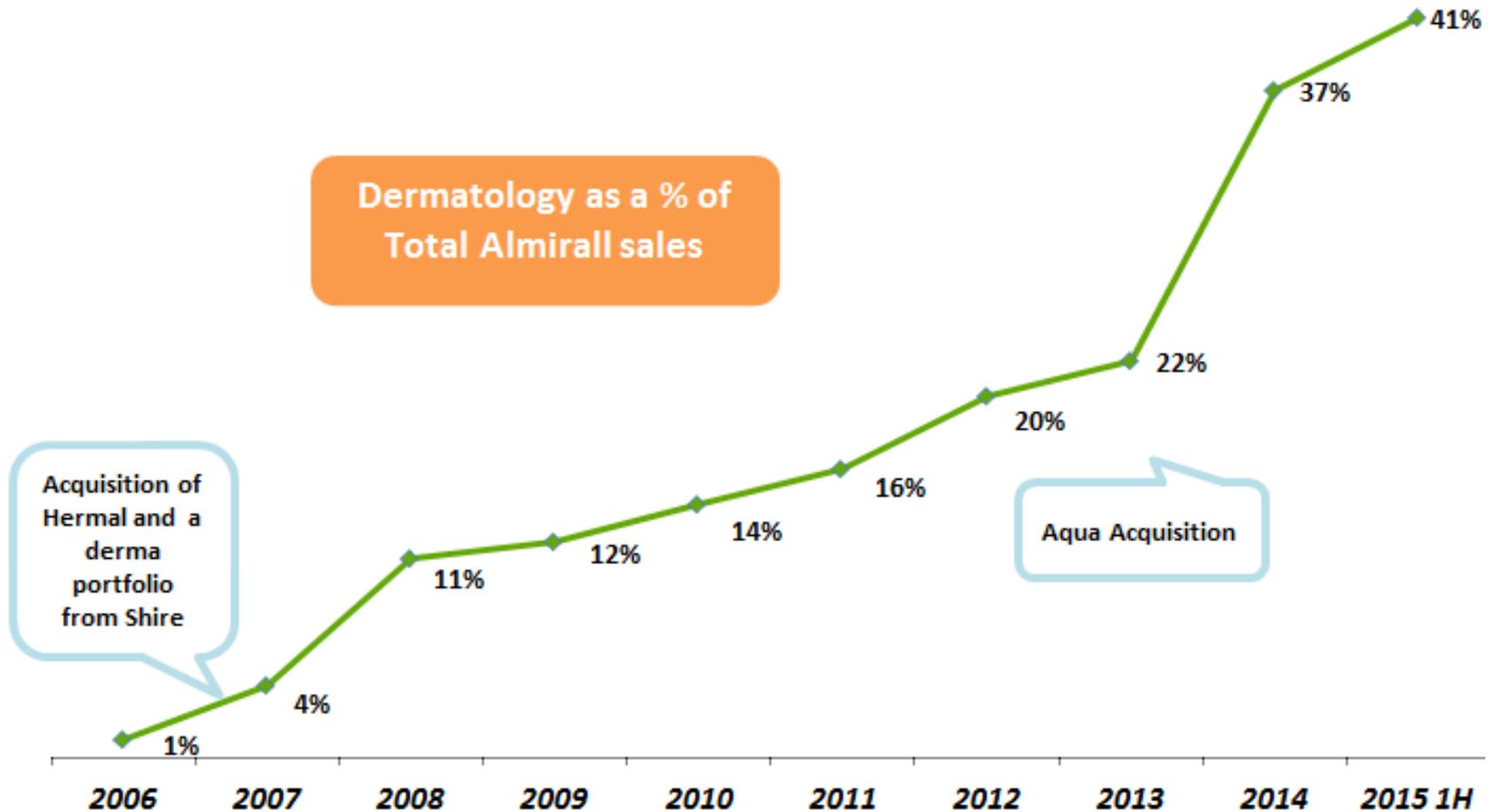
Alfonso Ugarte
Senior Director Global Business Units

Strategic Elements

Coherence → Strength → ADVANTAGE



Almirall : building on prescription dermatology w/o Eklira



Strong Derma sales growth in H1 2015

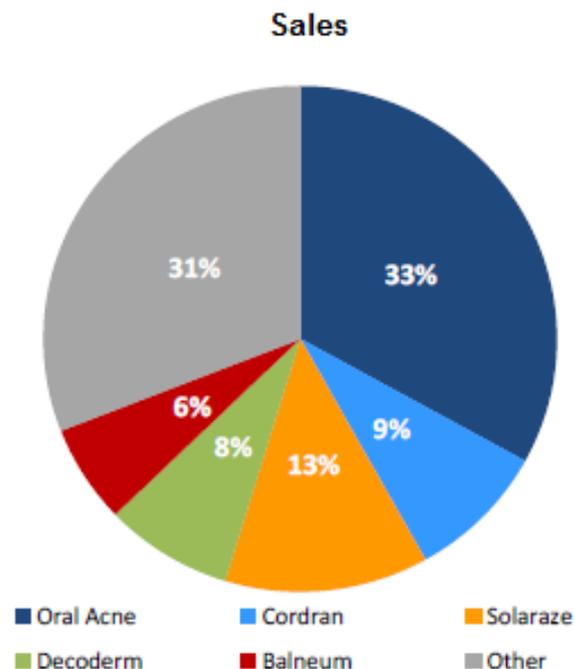
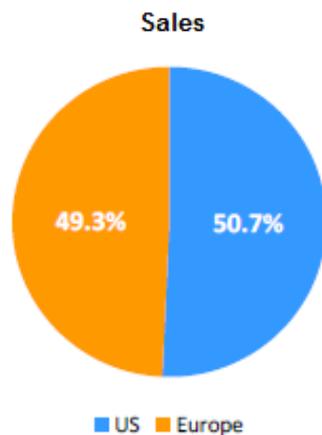
Dermatology Net Sales grew by 35,2%

- ✓ US Business the key growth driver sales **+101.8%** (YOY), benefiting from maintained market-leading TRx share for **Acticlate®**
- ✓ Europe sales increased by **+0.9%** (YOY) driven by the Actinic Keratosis franchise (**Solaraze® & Actikerall®**), despite adverse impact by Derma German market
- ✓ Dermatology now accounts for **41%** of total Net Sales (versus **31%** on a like-for-like basis in H1 '14)
- ✓ US Derma now accounts for **50.7%** of total Derma sales vs. **49.3%** of sales in Europe

H1 2015 Derma sales performance

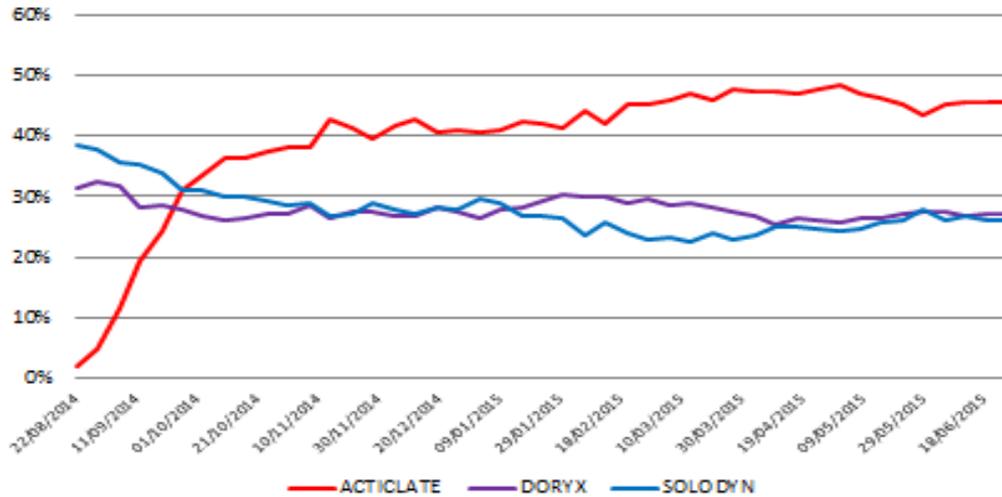
Net Sales by Product

€ thousand	YTD Jun 2015	YTD Jun 2014	% var vs LY
US	74,545	36,949	101.8%
Oral Acne franchise	48,530	19,107	154.0%
Cordran	13,035	9,830	32.6%
Other US	12,981	8,012	62.0%
Europe	72,410	71,782	0.9%
Solaraze and other	18,863	17,909	5.3%
Decoderm and others	11,851	12,329	(3.9%)
Balneum	9,268	8,872	4.5%
Other Europe	32,428	32,672	(0.7%)
Total Net Sales	146,955	108,731	35.2%



ACTICLATE™ Performance

NRx Branded Share



Acticlade®
 (Doxycycline Hyclate USP) Tablets

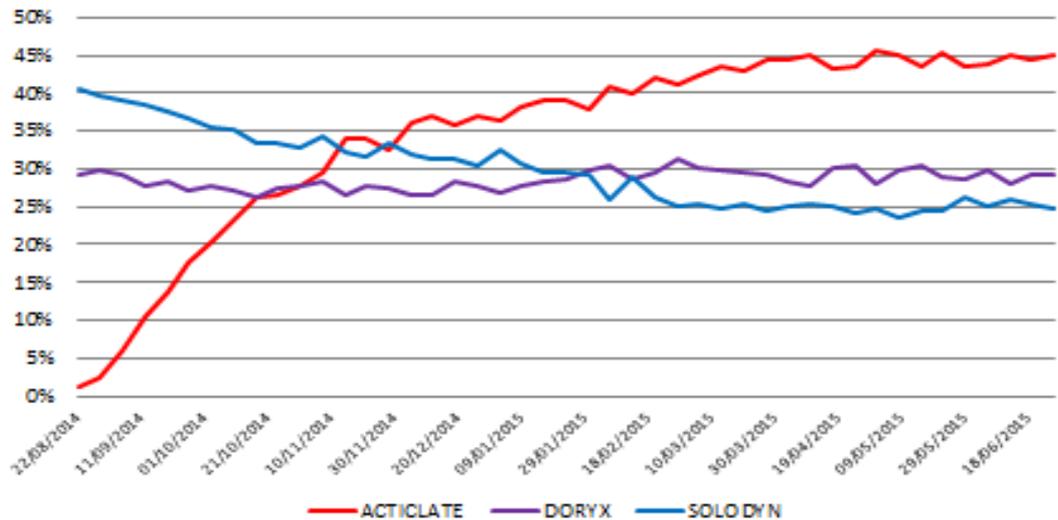
75 mg 150 mg



75 mg

150 mg

TRx Branded Share



Source: Based on IMS Data

R&D

Thomas Eichholtz
Chief Scientific Officer & Corp. Director of R&D

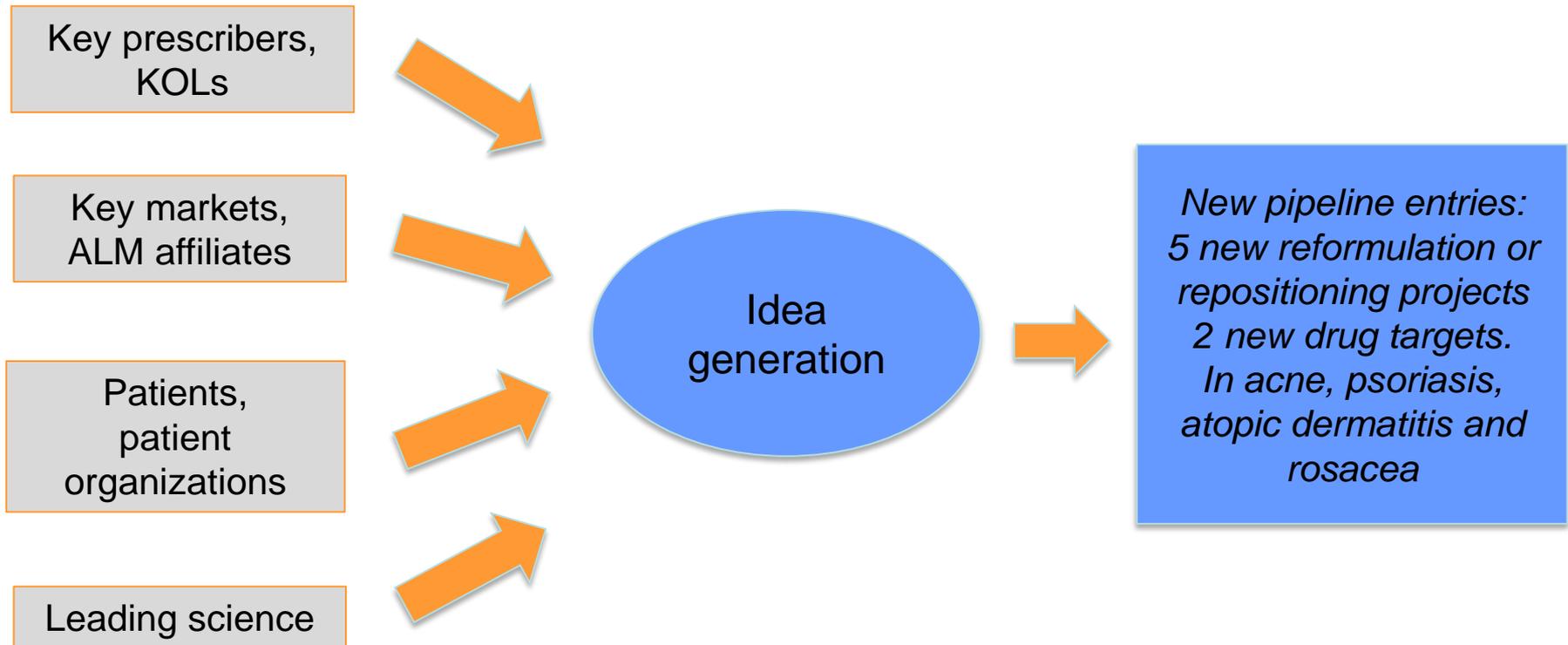
R&D

- ✓ Re-organisation completed in May
 - Focus on Dermatology
 - Integration of Reinbek Dermatology unit into global R&D
 - Support for AstraZeneca alliance

- ✓ Filling the pipeline
 - Reformulation
 - Repositioning
 - NCEs

- ✓ Major disease indications
 - First tier: psoriasis, atopic dermatitis, acne, rosacea
 - Additional interests: actinic keratosis, alopecia, auto-immune diseases

R&D: new projects based on broad market insights



H1 2015 Key takeaways

Eduardo Sanchiz
CEO

Key takeaways H1 2015

- ✓ Guidance FY2015 reiterated
- ✓ Continuous increase in Sales and EBITDA driven by Derma
- ✓ SG&A and R&D expenses more reflective of Specialty Pharma model
- ✓ R&D has been reorganized to fully adopt to the new strategic direction and leverage our strong capabilities
- ✓ Company fully aligned in the new strategic direction
- ✓ Making progress on potential Dermatology Business Development opportunities

Financial Appendixes

Sales breakdown by Region and Therapeutic Area

By Region

€ thousand	YTD Jun'15	YTD Jun'14	% var LY
Spain	114,736	123,779	(7.3%)
Europe (ex Spain)	129,316	147,475	(12.3%)
North America (*)	87,603	52,135	68.0%
Others	27,713	22,273	24.4%
AB franchise	-	58,080	n.m.
Total	359,368	403,742	(11.0%)

(*) Canada, US, Mexico

By Main Therapeutic Area

€ thousand	YTD Jun 2015	YTD Jun 2014	% var vs LY
Dermatology	146,955	108,731	35.2%
Respiratory	62,719	123,502	(49.2%)
Gastrointestinal and Metabolism	61,543	64,852	(5.1%)
CNS	31,569	45,383	(30.4%)
Other therapeutic specialties	56,582	61,275	(7.7%)
Total Net Sales	359,368	403,742	(11.0%)

Breakdown of the core business

- Proprietary products
- In-licensing products

€ thousand		YTD Jun 2015	YTD Jun 2014	% var vs LY
Oral Acne franchise (doxycycline)	●	48.530	19.107	154,0%
Ebastel and other (ebastine)	●	40.572	41.010	(1,1%)
Tesavel & Efficib (sitagliptine)	●	22.073	22.958	(3,9%)
Solaraze (diclofenac sodium)	●	18.863	17.909	5,3%
Plusvent (salmeterol & fluticasone)	●	17.049	20.286	(16,0%)
Almogran and other (almotriptan)	●	13.995	28.201	(50,4%)
Airtal and other (aceclofenac)	●	13.824	16.943	(18,4%)
Cordran (flurandrenolide)	●	13.035	9.830	32,6%
Decoderm and others (flupredniden)	●	11.851	12.329	(3,9%)
Almax (almagate)	●	11.113	9.830	13,1%
Eklira and other (acridinium bromide)		-	58.082	n.m.
Other	● ●	148.464	147.257	0,8%
Total Net Sales		359.368	403.742	(11,0%)

For further information, please contact:

Pablo Divasson del Fraile

Investor Relations

Tel. +34 93 291 3087

pablo.divasson@almirall.com

Or visit our website: www.almirall.com