

Solutions with you in mind

January - September 2016

Financial Results and Business Update

November 7th 2016

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.

Agenda: Q3 2016 Financial Results

Q3 2016 Highlights	Eduardo Sanchiz, Chief Executive Officer
Financial review	Eduardo Sanchiz, Chief Executive Officer
Derma review	Alfonso Ugarte, Executive Vice President, Global Commercial Strategy
R&D evolution	Thomas Eichholtz, Executive Vice President, Research & Development, CSO
Psoriasis franchise	Rajesh Gupta, Global Mkt, Rx & Self-Treatment Derma Director
Restructuring Plan	Eduardo Sanchiz, Chief Executive Officer
Q3 2016 Key takeaways	Eduardo Sanchiz, Chief Executive Officer

Financial Highlights

9M 2016

Eduardo Sanchiz
CEO

Q3 2016 at a glance

- ✓ Good performance 9M 2016, on track to achieve yearly guidance
- ✓ Strong Derma performance in EU and solid progress in US
- ✓ Positive initial uptake of Veltin™ & Altabax™ in the US
- ✓ New data Phase III on tildrakizumab and DMF presented at EADV Congress
- ✓ Announcement of restructuring plan to reallocate resources to support new growth drivers of the company
- ✓ Business Development team continue to be very active assessing opportunities in Derma

Highlights 9M 2016

STRONG FINANCIAL PERFORMANCE

- Continued growth in Total Revenue **+6.7%** and Net Sales **+10.6%** in 9M 2016
- **+6.5%** growth in EBITDA 9M 2016 vs 9M 2015
- Gross margin increased by 120 bps to **70.5%** at 9M 2016

EXECUTION ON DERMATOLOGY

- Total Dermatology Net Sales grew by **+29.8%** including EU **+27%** and US **+26.6%** (US Rx **+6.1%**)
- Total Dermatology now accounts for **49.8%** of total Net Sales 9M 2016 vs **42.5%** 9M 2015

BALANCING INVESTMENTS AND OPPORTUNITIES

- Investment in R&D growing ahead of sales to support pipeline progress
- Positive net cash position of **110.9** million euros

Income Statement 9M 2016 vs. 9M 2015

€ Million	YTD Sep 2016	YTD Sep 2015	% var
Total Revenues	635.4	595.3	6.7%
Net Sales	576.2	520.8	10.6%
Other Income	59.2	74.5	(20.5%)
Cost of Goods	(169.8)	(160.1)	6.1%
Gross Profit	406.4	360.7	12.7%
% of sales	70.5%	69.3%	
R&D	(61.8)	(51.7)	19.5%
% of sales	(10.7%)	(9.9%)	
SG&A	(294.4)	(265.3)	11.0%
% of sales	(51.1%)	(50.9%)	
Other Op. Exp	0.4	(1.2)	(133.3%)
% of sales	0.1%	(0.2%)	
EBIT	109.8	117.0	(6.2%)
% of sales	19.1%	22.5%	
Total Depreciation	74.0	55.6	33.1%
% of sales	12.8%	10.7%	
EBITDA	183.8	172.6	6.5%
% of sales	31.9%	33.1%	
Gains on sale of assets	30.8	(2.5)	n.m.
Other costs	(2.1)	-	n.m.
Restructuring costs	-	(7.8)	(100.0%)
Net financial income / (expense)	(11.3)	(11.4)	(0.9%)
Profit before tax	127.2	95.3	33.5%
Corporate income tax	(23.7)	(22.0)	7.7%
Net income	103.5	73.3	41.2%
Normalized Net Income	79.8	78.9	1.2%
Earnings per share (€) (1)	0.60 €	0.42 €	
Normalized Earnings per share (€)(1)	0.46 €	0.46 €	

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

A

A. Acceleration of growth in Total Revenues and Net Sales; on track to meet yearly guidance

B

B. Improvement in Gross Margin by +120 bps vs same period in 2015

C

C. Increase in R&D, 10.7% of sales, due to new development projects

D

D. Acceleration of EBITDA growth vs. 2015 as per guidance

Dermatology & Market Overview

Alfonso Ugarte
Executive Vice President, Global Commercial
Strategy

Strong Derma sales growth in 9M 2016

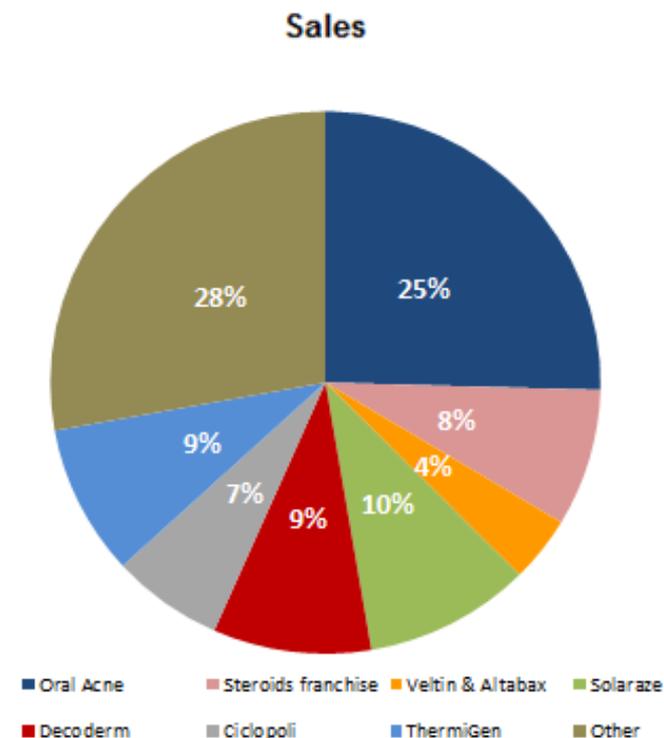
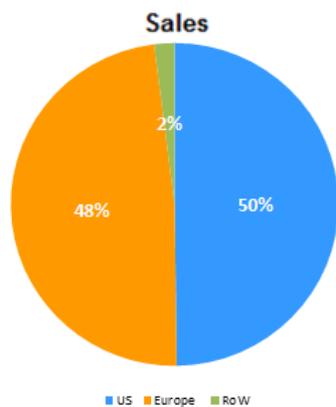
Total Dermatology Net Sales grew by +29.8%

- ✓ Dermatology now accounts for **49.8%** YTD of Net Sales vs **42.5%** in the same period in 2015
- ✓ Europe is a key growth driver **+27%** YOY, due to the strong performance of **Solaraze® & Actikerall®** franchise and **Ciclopoli®**
- ✓ Rx US Derma growing at **+6.1%** YTD 2016 boosted by the launch of **Veltin™** and **Altabax™**
- ✓ We increased our detailing capacity by 33% at end Q2 and have begun to see the benefits in terms of the rollout of **Veltin™** and **Altabax™**
- ✓ ThermiGen Sales have reached €25.8 million, doubling the amount from 2015
- ✓ Balanced geographically, **50%** of Total Derma Sales relates to the US vs. **48%** relating to Europe

9M 2016 Derma RX + Derma Aesthetic

Net sales performance

€ thousand	YTD Sep 2016	YTD Sep 2015	% var vs LY
Europe	137,991	108,629	27.0%
Solaraze	28,128	26,367	6.7%
Ciclopoli	26,696	-	<i>n.m.</i>
Decoderm	18,861	18,033	4.6%
Other	64,306	64,229	0.1%
US	119,582	112,659	6.1%
Oral Acne franchise	73,076	73,872	(1.1%)
Steroids franchise	23,485	27,825	(15.6%)
Veltin & Altabax	11,265	-	<i>n.m.</i>
Other US	11,756	10,962	7.2%
RoW	3,909	-	<i>n.m.</i>
Total Derma Rx	261,482	221,288	18.2%
ThermiGen	25,760	-	<i>n.m.</i>
Total Almirall Derma	287,242	221,288	29.8%



Veltin™ and Altabax™

Veltin™ and Altabax™ were launched in the US in July 2016

- ✓ New prescriptions vs. refills: Since launch, approx. 89% of Veltin™ prescriptions are new patients vs. refill prescriptions. Altabax™, all prescriptions are new
- ✓ Formulary positioning: Veltin™, we continue to access opportunities to improve coverage in 2017. Altabax™ has maintained very strong commercial coverage
- ✓ The safety, efficacy profile, and the Access program positions Veltin™ increasingly as the first choice for patients with mild to moderate acne. Altabax™ being the first drug in the new class of pleuromutilin antibiotics, and with a unique mechanism of action, is gaining increasing interest among dermatologists. This, combined with its long patent life, positions Altabax™ well for the future

VELTIN™
(clindamycin phosphate and tretinoin) Gel
1.2%/0.025%



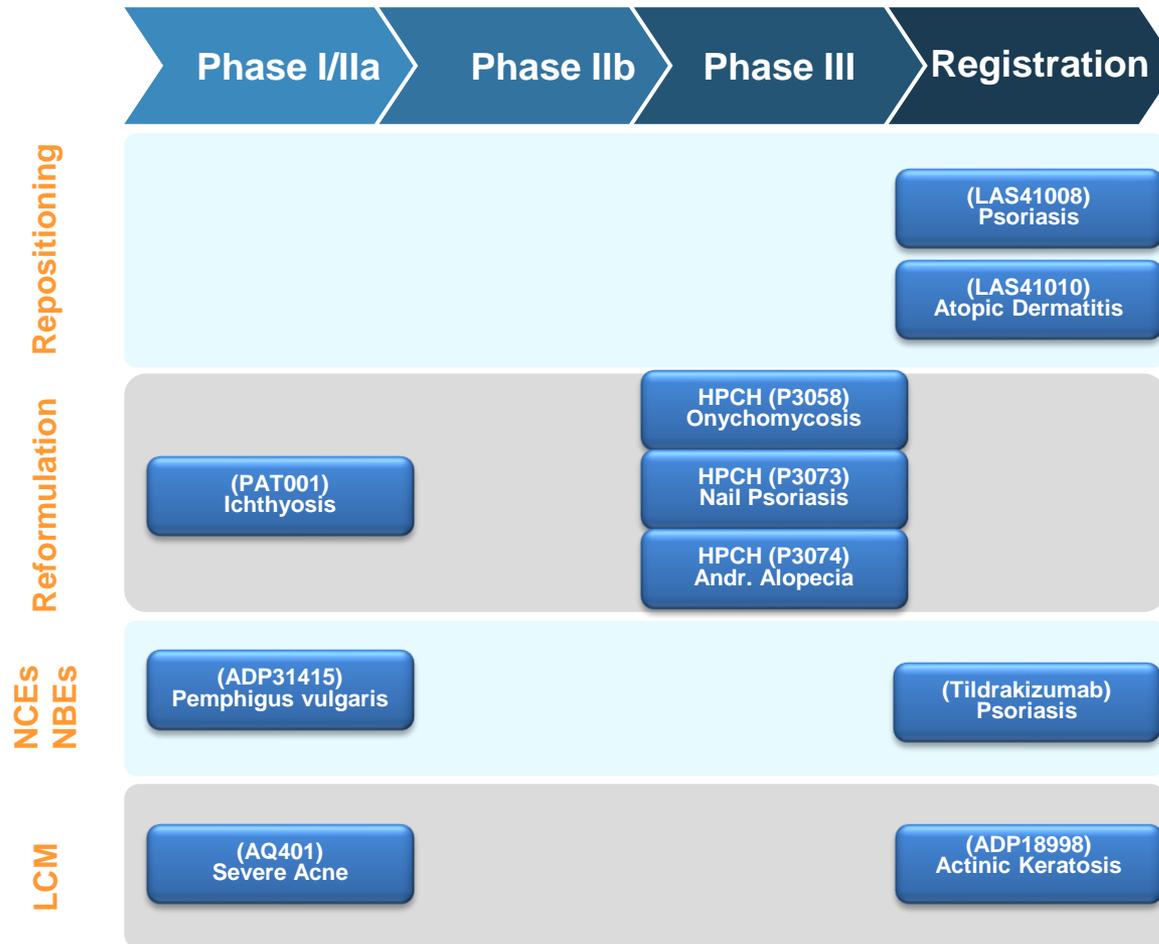
R&D evolution

Thomas Eichholtz

Executive Vice President, Research &

Development, CSO

Good progress with Pipeline



R&D Q3 Update

- (LAS41008) DMF for Psoriasis Phase III data presented at EADV, filed in Europe in December 2015
- Tildrakizumab for Psoriasis Phase III data presented at EADV, long term data will be presented at AAD and European filing is planned for Q2 2017
- 3 Phase III programs in EU & US
 - (P3058) Onychomycosis: EU recruitment on track, US to start Q1 2017
 - (P3073) Nail Psoriasis: EU recruitment completed, US to start Q1 2017
 - (P3074) Androgenic Alopecia: EU recruitment started Q3 2016 & US pre-IND Q4 2016
- (PAT-001) Ichthyosis: Proof of Concept (Phase IIa) to start Q1 2017
- (ADP31415) Pemphigus: Phase I MAD ongoing, to be completed at year-end 2016
- Good progress in early pipeline generation

DMF (dimethyl fumarate) LAS41008: Psoriasis

- Oral treatment for adults with moderate-to-severe chronic plaque psoriasis
- Positive results from the BRIDGE Phase III trial were presented at EADV Congress in Vienna. Fumaderm®, market leader in Germany, was included as a comparator
- DMF will allow us to bring a new oral therapeutic alternative in the treatment of psoriasis, approved in Europe (Fumaderm® is only approved in Germany)
- Both co-primary efficacy endpoints were met:
 - Percentage of patients achieving PASI 75 > 37.5% for DMF vs 15.3% for placebo
 - Percentage of patients achieving a score of 0 or 1 in the PGA at week 16 > 33 vs 13%

Tildrakizumab: Psoriasis

- Tildrakizumab: anti-IL23 antibody in-licensed from Sun Pharmaceuticals in July
- Tildrakizumab has the potential to be the first IL23p19 antibody to reach the market in Europe
- Results from the early part of the global Phase III programme were presented last month

Dosing per injection	Average efficacy after 12 weeks of dosing		Average efficacy after 28 weeks of dosing	
	100mg	200mg	100mg	200mg
PASI 75	63%	64%	77%	78%
PASI 90	37%	36%	54%	59%
PASI 100	13%	13%	24%	30%

- Our strategy for Tildrakizumab will be based on:
 - competitive efficacy levels
 - a more convenient dosing schedule
 - a better maintenance effect
 - no rebounds after withdrawal of therapy
 - a good safety profile

Psoriasis franchise

Rajesh Gupta
Global Marketing Director, Rx & Self-Treatment

Psoriasis franchise market activity:

Dimethyl Fumarate (DMF)

- Several therapies can now be used for chronic plaque psoriasis
- Treatment paradigm of starting with topical and moving to systemic therapies for moderate to severe psoriasis continues
 - Moderate to severe psoriasis comprise up to 40% of psoriasis patients and are managed by Dermatologists
 - Oral therapies like acitretin, methotrexate and ciclosporin are widely used but must be limited for long term use due to toxicity and side-effects
 - Newer oral therapies that have recently been made available are limited due to access issues and cost-effectiveness challenges
 - Fumaric Acid Esters (FAEs) are the #1 prescribed oral therapy and the biggest non-biological therapy in Germany due to long-term experience and are deemed cost-effective
 - Several EU countries like UK, Netherlands, Italy, Switzerland use FAEs by importation or local compounding
- Almirall has two new therapies in development that aim to fill the unmet needs

Psoriasis franchise market activity: Dimethyl Fumarate (DMF)

- Potential first drug to be approved European wide for the treatment of Psoriasis
- Big opportunity in Germany and all other EU markets for a clinically studied and centrally approved therapy as the starting point for oral systemic
- Willingness to prescribe study conducted in Germany, UK, Spain and Italy showed that the majority of dermatologists would use DMF in 30% of their systemically treated patients (same as FAE in Germany)
- BRIDGE Study describing DMF efficacy and safety published in the British Journal of Dermatology
- NICE has scheduled to undertake a STA (Single Technology Appraisal) for DMF in 2017

Psoriasis franchise market activity:

Tildrakizumab

- First-in-class biological molecule for moderate to severe psoriasis
- Investigational molecule of the anti-IL23p19 class
- IL-23 is now being described as the Master Cytokine in the psoriasis disease pathway
- Tildrakizumab works upstream of the process thus controlling what happens below with IL-17, TNF and cells involved in psoriasis pathogenesis
- Recent data released at EADV meeting confirming at Week 28 that Tildrakizumab will provide patients with Efficacy Endurance over the long-term without adding any safety signals
- Pivotal trials will continue to report data and the next data points will be at week 52 presented at the AAD for continued long-term efficacy with no decline in responding patients
- Patient surveys report that lower frequency of injections and a high maintenance of efficacy are important attributes for their therapies
- Tildrakizumab has a frequency of one injection per QTR which is very convenient for patients
- The opportunity for patients for long-term efficacy, remission and good safety is achievable with Tildrakizumab

Almirall Restructuring plan

Eduardo Sanchiz
CEO

Almirall Restructuring plan

Almirall recently announced a restructuring plan, in order to streamline operations:

- This measure will affect a maximum of 121 employees in Spain
- The objective of the plan is to reallocate resources in order to be able to support the new growth drivers of the company, such as in the three projects in phase III, the launch of DMF and tildrakizumab and to support the growth of Thermi.
- Almirall will propose an appropriate social plan to minimize its effects
- The restructuring plan does not affect 2016 financial guidance

Wrap-up

Eduardo Sanchiz
CEO

Wrap-up

- ✓ Strong performance YTD towards our guidance
- ✓ Dermatology continues to drive growth, both in Europe and the US, boosted by new launches and acquisitions
- ✓ Clinical stage projects progressing well
- ✓ We keep delivering on our new strategic direction
- ✓ Business Development remains a key priority

Financial Appendixes

Balance Sheet as of 30th September 2016

€ Million	September 2016	% of BS	December 2015
Goodwill	426.5	15.2%	347.3
Intangible assets	1,003.2	35.8%	412.7
Property, plant and equipment	127.7	4.6%	127.8
Financial assets	183.2	6.5%	180.6
Other non current assets	313.7	11.2%	316.8
Total Non Current Assets	2,054.3	73.4%	1,385.2
Inventories	88.8	3.2%	87.1
Accounts receivable	111.7	4.0%	121.0
Cash & cash equivalents	500.2	17.9%	868.0
Other current assets	44.2	1.6%	71.0
Total Current Assets	744.9	26.6%	1,147.1
Total Assets	2,799.2		2,532.3
Shareholders Equity	1,529.4	54.6%	1,462.6
Financial debt	317.0	11.3%	319.7
Non current liabilities	617.9	22.1%	452.3
Current liabilities	334.9	12.0%	297.7
Total Equity and Liabilities	2,799.2		2,532.3

A

A. Increase due to Goodwill and identified assets in the acquisition of Poli Group and ThermiGen

B

B. Cash decrease due to investment in new businesses and Sun Pharma, offset by Mexico divestment collections

C

C. Increase due to Deferred Tax liabilities

Net cash position:

- + Cash and cash equivalents 500.2 Million
- Financial Debt 317.0 Million
- Pension Plans 72.2 Million

Cash Flow 9M 2016

Cash Flow Statement (€ Million)	Sep 2016 YTD	Sep 2015 YTD
Profit Before Tax	127.2	95.3
Depreciation and amortisation	74.0	55.6
Change in working capital	5.4	(33.9)
Restructuring payments	(7.6)	(19.8)
Other adjustments	(85.2)	94.8
Tax Cash Flow	18.9	(39.9)
Cash Flow from Operating Activities (I)	132.7	152.1
Financial Income	3.2	2.3
Investments	(68.2)	(31.5)
Divestments	12.7	-
Payments of capex suppliers	(4.6)	(4.4)
Changes in scope of consolidation	(395.2)	(15.9)
Cash Flow from Investing Activities (II)	(452.1)	(49.5)
Finance Expense	(15.2)	(15.2)
Dividend distribution	(33.0)	(35.0)
Debt increase/ (decrease)	(0.2)	(0.1)
Cash Flow from Financing Activities	(48.4)	(50.3)
Cash Flow generated during the period	(367.8)	52.3
Free Cash Flow (III) = (I) + (II)	(319.4)	102.6

A. Linked to AB Combo EU milestone in 2015 and includes the adjustments related to the gains on the disposal of México in 2016

B. Cash investments in new acquisitions, offset by collections from the disposal of México

C. Decrease in cash generation vs. same period 2015 due to transactions in 2016

Sales breakdown by Region



€ thousand	YTD Sep 2016	YTD Sep 2015	% var vs LY
Europe (ex Spain)	214,832	186,945	14.9%
North America	155,844	130,325	19.6%
Spain	145,240	165,297	(12.1%)
Others	60,252	38,217	57.7%
Total	576,168	520,784	10.6%

(North America includes sales from Mexican affiliate until April 2016)

Breakdown of the core business by global brand

€ thousand		YTD Sep 2016	YTD Sep 2015	% var vs LY
Oral Acne franchise (doxycycline)	●	73,076	73,872	(1.1%)
Ebastel and other (ebastine)	●	45,961	51,404	(10.6%)
Tesavel & Efficib (sitagliptine)	●	34,997	32,848	6.5%
Ciclopoli (ciclopirox)	●	29,457	-	n.m.
Solaraze (diclofenac sodium)	●	28,128	26,367	6.7%
ThermiGen	●	25,760	-	n.m.
Steroids franchise (flurandrenolide)	●	23,485	27,825	(15.6%)
Decoderm and other (flupredniden)	●	18,861	18,033	4.6%
Almax (almagate)	●	18,531	17,134	8.2%
Airtal and other (aceclofenac)	●	17,722	20,513	(13.6%)
Sativex (tetrahydrocannabinol)	●	14,062	12,492	12.6%
Other	● ●	246,127	240,296	2.4%
Total Net Sales		576,168	520,785	10.6%

● Proprietary products

● In-licensing products

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