

12th of May 2025

Q1 2025 Financial Results & Business Update

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Agenda

Carlos Gallardo, Chairman & CEO

Q1 2025 Highlights

Biologics Growth Drivers Update: Ilumetri® & Ebglyss®

Karl Ziegelbauer, CSO

Pipeline Updates

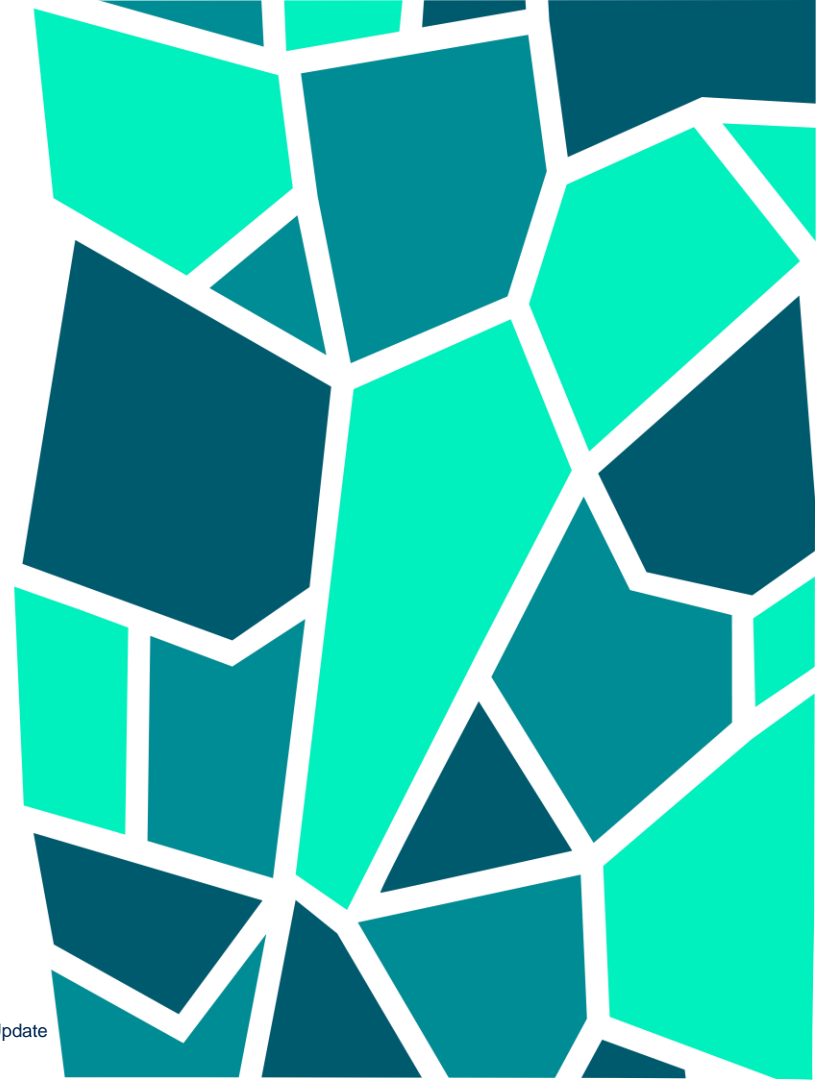
Mike McClellan, CFO

Financial Review

Carlos Gallardo, Chairman & CEO

Closing Remarks

Q1 2025 Highlights



Q1 2025 highlights

Kicking off the year with strong biologics growth & operational performance

Embarking on the first quarter with a good set of results

Net Sales

€284.6 MM +15.0% YoY, including recent product out-licensing, accelerating dermatology sales growth in Europe +23.4% YoY

Total EBITDA

€70.9 MM +35.0% YoY, in line with expectations, driven by strong sales and product divestments

Set to achieve 2025 guidance

Propelled by strong biologics growth & commercial execution

Top European products power growth momentum

Ilumetri® (psoriasis)

Steady performance in Q1 2025. Net sales €55.1 MM +12.7% YoY

Ebglyss® (atopic dermatitis)

Strong performance in Q1 2025. Gaining growth momentum as we launch in new countries. Net Sales €19.4 MM >4x YoY

Wynzora® (psoriasis)

Robust growth in key markets. Net sales €7.7 MM +22.2% YoY

Klisyri® (actinic keratosis)

Solid performance aided by the US large field launch & improving market share in key regions. Net sales €6.9 MM +25.5% YoY

Innovation and R&D updates

Enhanced presence

Higher engagement in dermatology events, fostering global collaboration

Klisyri® (large field)

US large field launched in August 2024. EU launch expected in 2026

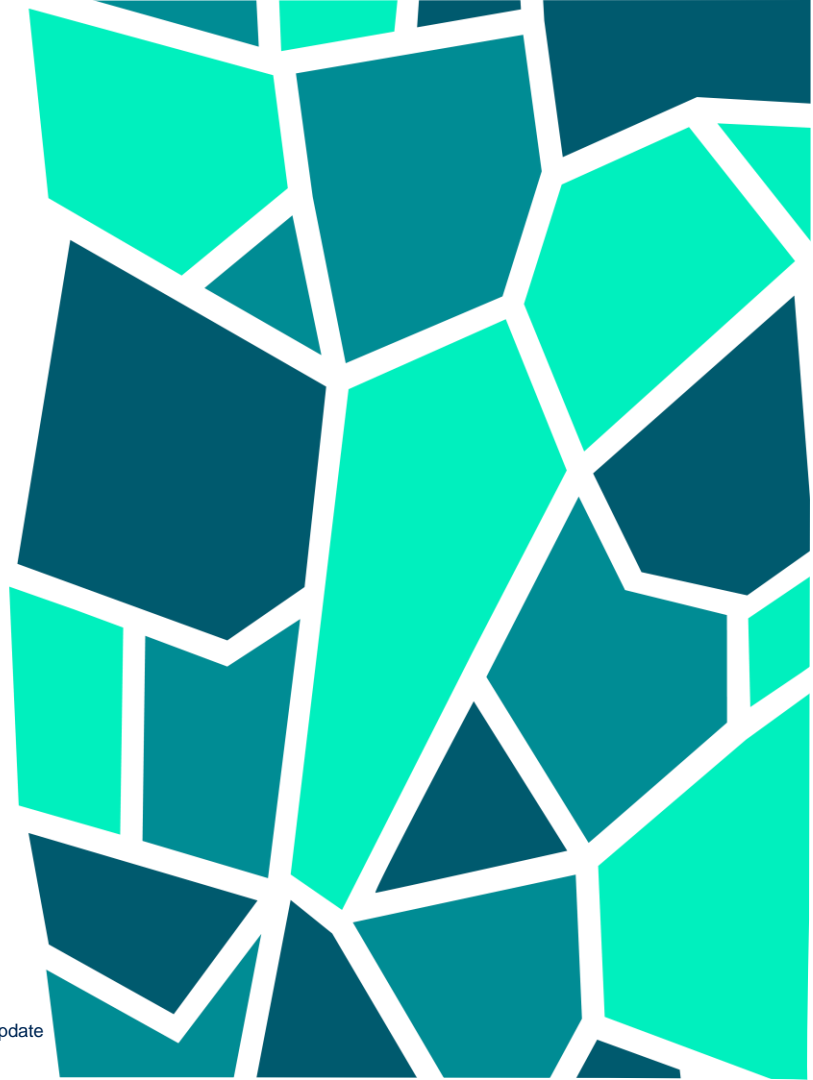
Efinaconazole (onychomycosis)

Italian Medicines Agency issued national marketing authorization on March 20th, 2025

Anti-IL1RAP mAb (Hidradenitis suppurativa)

Interim Phase I presented at AAD2025

Biologics Growth Drivers Update: Ilumetri[®] & Ebglyss[®]



Ilumetri® highlights

Product well positioned in leading anti-IL-23 class

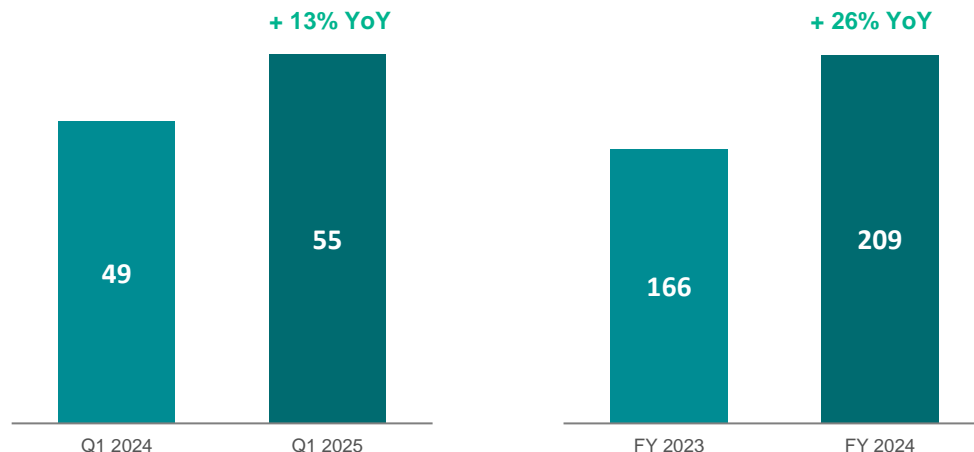
Q1 2025 sales display **good double-digit growth YoY**; **updated mid-term outlook of >€300 MM reiterated**

Anti-IL-23 remains the leading class in advanced psoriasis treatments* and is expected to maintain this position

Quarterly Ilumetri® sales continued to capture a **solid number of dynamic patients***

The **new 200mg option** supports our commitment to offering **new therapeutic options** to patients & dermatologists

Europe Net Sales of €55 MM in Q1 2025
(€ MM)



* Source: IQVIA ATU 2025 & LRx Data

Ebglyss[®] highlights

Quarterly growth momentum gaining pace

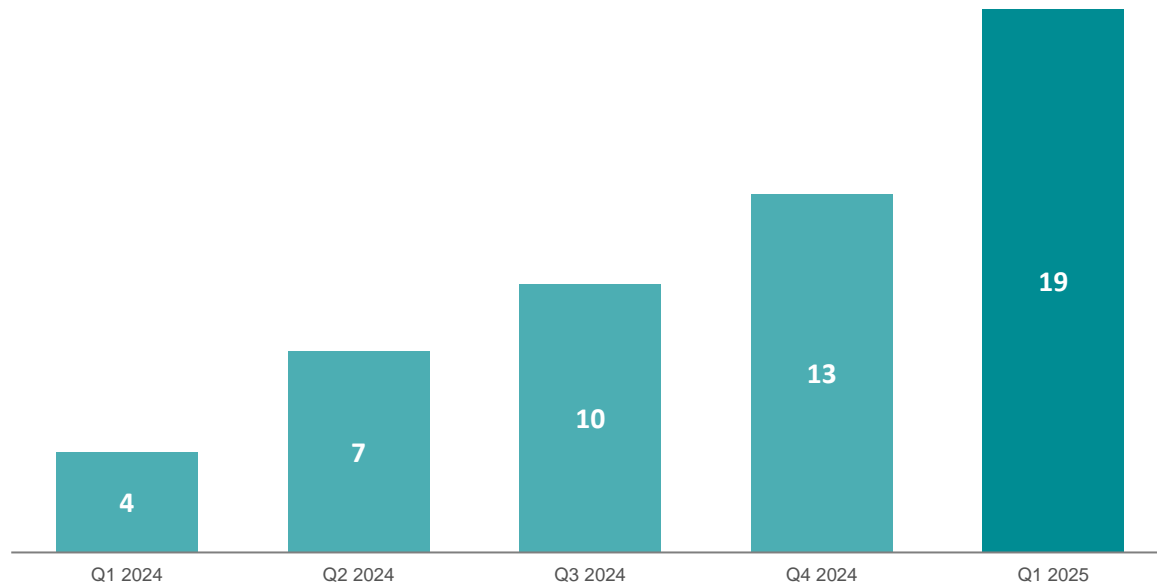
Building a strong presence in the AD market: €54 MM* in cumulative sales since December 2023 launch

Accelerating sales due to increasing contribution of new countries in addition to Germany

Benefitting from commercial presence & expertise in biologics, leveraging Ilumetri[®] success

Growing brand awareness** across various markets, helping uptake

Europe Net Sales of €19 MM in Q1 2025
52% increase vs Q4 2024



* The cumulative sales figure covers the period from December 2023 to March 2025 and may be subject to rounding

** Source: Almirall estimations based on IQVIA data

Ebglyss® launch map

Launched in all key countries in Europe

Launched in 2023-2024



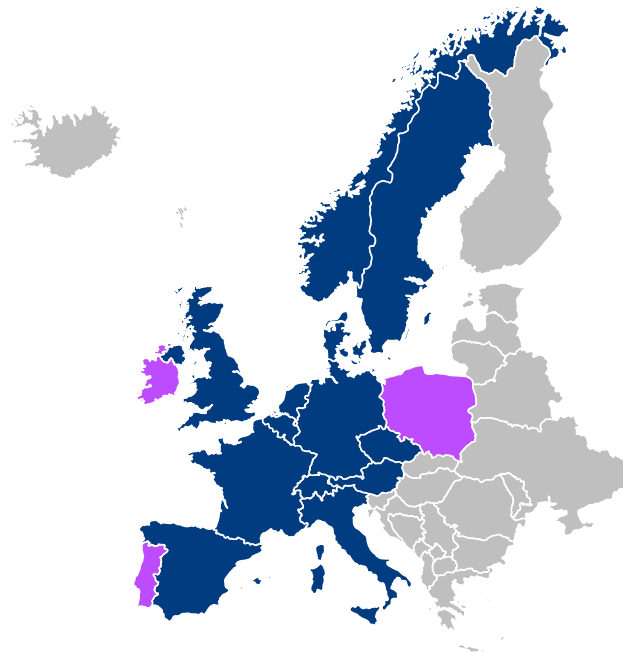
Launched in Q1 2025



Launched in April 2025

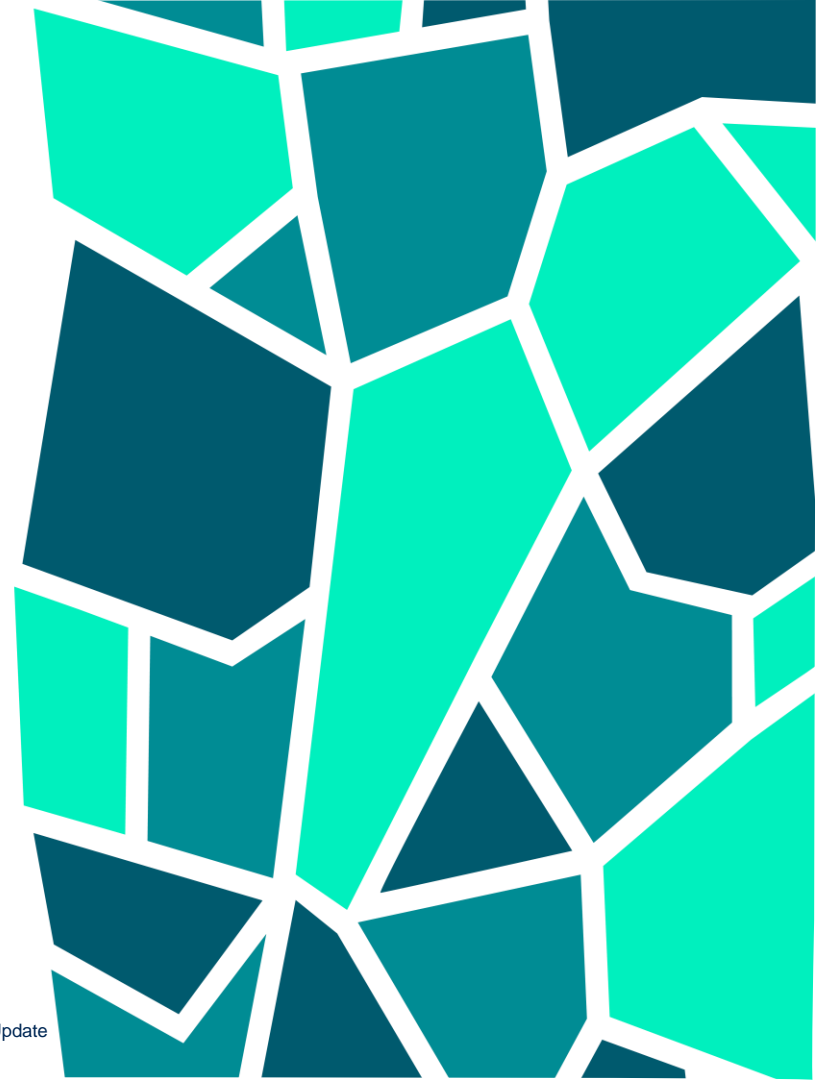


Projected launches in H2 2025*











* Based on internal estimations

Pipeline Update



Cultivating early-stage programs alongside late-stage pipeline



Molecule name	Indication	Phase I	Phase II	Phase III	Registration	Geography
Life-cycle management (label extension)						
Sarecycline	Acne					
Tirbanibulin	Actinic keratosis (LF)					
Tildrakizumab	Psoriatic arthritis					
Lebrikizumab	Atopic dermatitis pediatric					
NMEs						
Anti-IL-21 mAb	Inflammatory skin disease					
Anti-IL-1RAP mAb	Hidradenitis suppurativa					
IL-2muFc	Inflammatory skin disease					 *
ZKN-013	Rare dermatology (RDEB/JEB)**					

* Worldwide ex-Greater China

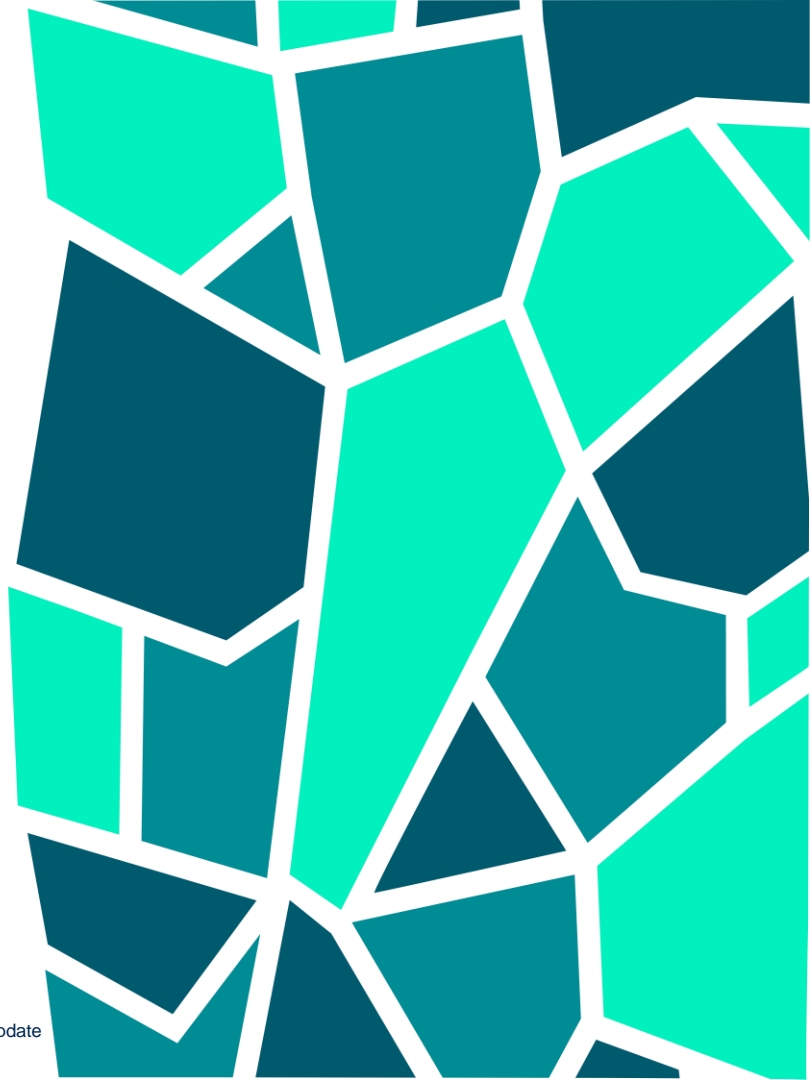
** RDEB / JEB – Recessive Dystrophic Epidermolysis Bullosa / Junctional Epidermolysis Bullosa

Lebrikizumab

Ongoing collaborative clinical program to grow patient access & product value

	Indication	Title	Study	Objective
	Atopic Dermatitis	ADlong	NCT05916365	Long-term safety up to 5 years
		ADvantage extension	NCT05990725	Long-term benefit in Cyclosporine non-responder or ineligible (completed)
		ADhope-1	NCT05990725	Study to assess 24-week effectiveness and safety
		ADhope-2	NCT06526182	
		ADTrust	NCT06815380	Observational study to assess impact on well-being and skin manifestations
	Atopic Dermatitis	ADorable-1	NCT05559359	16-week efficacy & safety in pediatric patients
		ADorable-2	NCT05735483	52-week long-term safety in pediatric patients
		ADjoin	NCT04392154	100-week long term safety & efficacy
		ADTouch (NEW)	NCT06921759	Efficacy and safety in patients with atopic hand and foot dermatitis
	PAR	PREPARED-1	NCT06339008	Efficacy & safety in adults with perennial allergic rhinitis
	CRSwNP	CONTRAST-NP	NCT06338995	Efficacy & safety in adults and adolescents with chronic rhinosinusitis and nasal polyps treated with intranasal corticosteroids

Financial Review



European dermatology delivers solid performance

Highlights

Net Sales €284.6 MM +15.0% year-on-year, boosted by accelerating European Dermatology sales and recent out-licensing* (c. 10% net sales growth ex-items)

Total EBITDA of €70.9 MM, +35.0% vs Q1 2024, elevated by significant gains in revenue due to incremental sales and recent out-licensing* (c. 20% EBITDA margin ex-items)

SG&A at €122.8 MM +9.6% vs Q1 2024, reflecting continued investment in the ongoing rollout of Ebglyss®, as anticipated

Gross Margin of 66.9%, positively impacted by divestments

R&D at €35.5 MM, 12.5% of Net Sales, aligned with expectations

Net Debt of €25.5 MM:
Net Debt/EBITDA at 0.1x.
Allows more flexibility for inorganic growth optionality

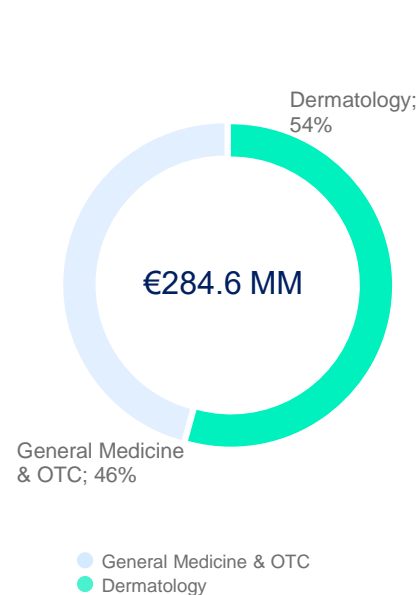
* Includes Algidol® divestment & Sekisan® out-licensing including a €12 MM upfront payment and net full year impact of approximately €15 MM vs 2024

Q1 2025 Results

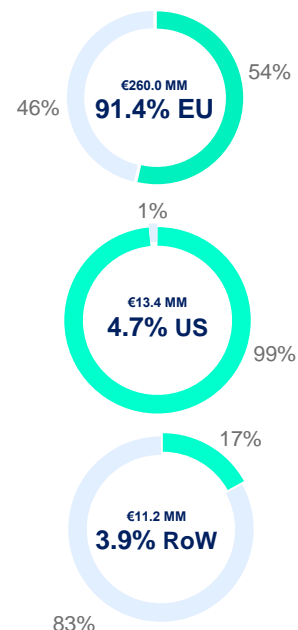
Net Sales Breakdown by Products

Million €	YTD Mar 2025	YTD Mar 2024	% Chg YoY
Europe	260.0	219.1	18.7%
Dermatology	139.4	113.0	23.4%
General Medicine & OTC	120.6	106.1	13.7%
Ebastel franchise	19.5	20.3	(3.9%)
Crestor	10.8	11.0	(1.8%)
Almax	10.1	8.7	16.1%
Sativex franchise	9.1	9.7	(6.2%)
Parapres	4.9	5.2	(5.8%)
Almogran franchise	4.4	4.1	7.3%
Efficib/Tesavel	4.2	4.7	(10.6%)
Others Europe*	57.6	42.4	35.8%
US	13.4	13.7	(2.2%)
Dermatology	13.2	13.3	(0.8%)
General Medicine	0.2	0.4	(50.0%)
RoW	11.2	14.6	(23.3%)
Dermatology	1.9	2.2	(13.6%)
General Medicine	9.3	12.4	(25.0%)
Net Sales	284.6	247.4	15.0%

Q1 2025 Net Sales breakdown of the business



Q1 2025 Net Sales breakdown by geography

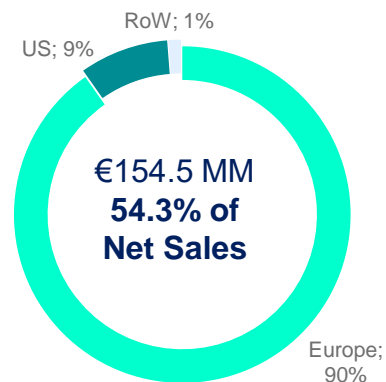


* Includes Algidol® divestment & Sekisan® out-licensing including a €12 MM upfront payment and net full year impact of approximately €15 MM vs 2024

Q1 2025 Results

Dermatology Sales Breakdown

Million €	YTD Mar 2025	YTD Mar 2024	% Chg YoY
Europe	139.4	113.0	23.4%
Ilumetri	55.1	48.9	12.7%
Ebglyss	19.4	3.6	n.m.
Ciclopoli franchise	13.3	12.7	4.7%
Decoderm franchise	9.1	8.7	4.6%
Wynzora	7.7	6.3	22.2%
Solaraze	5.4	5.2	3.8%
Klisyri	5.1	4.2	21.4%
Skilarence	4.6	5.5	(16.4%)
Others Europe	19.7	17.9	10.1%
US	13.2	13.3	(0.8%)
Seysara	4.9	4.9	-
Klisyri	1.8	1.3	38.5%
Others US	6.5	7.1	(8.5%)
RoW	1.9	2.2	(13.6%)
Total Almirall Derma	154.5	128.5	20.2%



Q1 2025 Results

Total Income Statement

Million €	YTD Mar 2025	YTD Mar 2024	% Chg YoY
Total Revenues	286.1	248.8	15.0%
Net Sales	284.6	247.4	15.0%
Other Income	1.5	1.4	7.1%
Cost of Goods	(94.2)	(90.2)	4.4%
Gross Profit	190.4	157.2	21.1%
% of sales	66.9%	63.5%	
R&D	(35.5)	(26.4)	34.5%
% of sales	(12.5%)	(10.7%)	
SG&A	(122.8)	(112.0)	9.6%
% of sales	(43.1%)	(45.3%)	
SG&A w/o Amort. & Dep.	(91.3)	(82.8)	10.3%
% of sales	(32.1%)	(33.5%)	
SG&A Amort. & Dep.	(31.5)	(29.2)	7.9%
Other Op. Exp	0.6	(1.7)	(135.3%)
EBIT	34.2	18.5	84.9%
% of sales	12.0%	7.5%	
Amort. & Dep.	36.7	34.0	7.9%
% of sales	12.9%	13.7%	
EBITDA	70.9	52.5	35.0%
% of sales	24.9%	21.2%	
Other costs	(0.1)	(0.1)	-
Restructuring costs	(0.5)	-	n.m.
Net financial income / (expenses)	2.1	(2.8)	(175.0%)
Exchange rate differences	0.1	(0.5)	(120.0%)
Profit before tax	35.8	15.1	137.1%
Corporate income tax	(14.2)	(7.7)	84.4%
Net Income	21.6	7.4	191.9%
Normalized Net Income	22.1	7.5	194.7%

Q1 2025 **Net Sales** fueled by strong Dermatology sales in Europe, with Ilumetri® and Ebglyss® being key contributors, elevated significantly by the divestment of Algidol and out-licensing of Sekisan

Higher **R&D** in Q1 2025 primarily due to early-stage clinical studies and some phasing during last year

Growing **SG&A** in Q1 2025, as anticipated, given continuous investments in recent & upcoming Ebglyss® launches and promotional activity

Q1 2025 **EBITDA** bolstered by solid sales growth in Europe, and offset in part by higher R&D and SG&A costs, as per our expectations

A better **net financial result** mainly due to positive Equity Swap valuation from recent share price gains

Q1 2025 Results

Balance Sheet

Million €	Mar 2025	Dec 2024	Var €MM
Goodwill & Intangible assets	1,269.4	1,296.5	(27.1)
Property, plant & equipment	154.0	153.8	0.2
Financial assets	19.0	16.4	2.6
Other non current assets	189.1	188.9	0.2
Total Non Current Assets	1,631.5	1,655.6	(24.1)
Inventories	180.5	171.8	8.7
Accounts receivable	166.4	151.4	15.0
Other current assets	43.3	40.8	2.5
Cash & cash equivalents	374.4	377.1	(2.7)
Total Current Assets	764.6	741.1	23.5
Total Assets	2,396.1	2,396.7	(0.6)
Shareholders Equity	1,500.3	1,488.4	11.9
Financial debt	341.5	347.4	(5.9)
Non current liabilities	219.6	221.9	(2.3)
Current liabilities	334.7	339.0	(4.3)
Total Equity & Liabilities	2,396.1	2,396.7	(0.6)
Net Debt Position			
Financial debt	341.5	347.4	(5.9)
Pension plans	58.4	58.6	(0.2)
Cash and cash equivalents	(374.4)	(377.1)	2.7
Net Debt / (Cash)	25.5	28.9	(3.4)

Goodwill & Intangible assets declined primarily due to high depreciation, which exceeded the recent Anti-IL1-RAP milestone upon a successful Phase 1 and Ebglyss® R&D capitalization

Financial debt includes the senior notes issued in September 2021, maturing in 2026. The decline is primarily due to EIB loan repayments

Healthy liquidity & leverage, Net Debt/EBITDA* at 0.1x

* EBITDA 12-month trailing

Q1 2025 Results

Cash Flow

Million €	YTD Mar 2025	YTD Mar 2024
Profit Before Tax	35.7	15.2
Depreciation and amortization	36.7	34.0
Change in working capital	(33.3)	(18.7)
Other adjustments	(7.1)	2.3
CIT Cash Flow	(5.6)	(9.4)
Cash Flow from Operating Activities (I)	26.4	23.4
Interest Collections	2.0	0.4
Ordinary Capex	(14.2)	(16.5)
Investments	(12.1)	(76.7)
Divestments	4.5	4.6
Cash Flow from Investing Activities (II)	(19.8)	(88.2)
Interest Payment	(4.1)	(4.3)
Debt increase/(decrease) and Others	(5.2)	(4.5)
Cash Flow from Financing Activities	(9.3)	(8.8)
Cash Flow generated during the period	(2.7)	(73.6)
Free Cash Flow (III) = (I) + (II)	6.6	(64.8)

Profit Before Tax experienced a notable increase relative to Q1 2024

Working Capital surged due to higher accounts receivable and increased inventory levels

Other adjustments mainly include net financial results

Investments include the recent Anti-IL1-RAP milestone upon a successful Phase 1, as well as the Wynnora sales milestone and early-stage R&D milestones accrued in 2024 but paid in Q1 2025

Divestments include collections of royalties from AstraZeneca/Covis deal

Closing Remarks



Conclusion: Positioned to excel in dermatology in the next decade & beyond



**Seizing a significant
market opportunity
in dermatology**



**Dedicated to continue
enhancing the robust
platform we have built
to capture growth**



**Accelerating growth as
we execute upon our
ambition**



Appendices

Q1 2025 Results

Total Income Statement CER

Million €	YTD Mar 2025 CER	YTD Mar 2025	Var	YTD Mar 2024	% Chg CER YoY	% Chg YoY
Total Revenues	285.3	286.1	0.8	248.8	14.7%	15.0%
Net Sales	283.8	284.6	0.8	247.4	14.7%	15.0%
Other Income	1.5	1.5	-	1.4	7.1%	7.1%
Cost of Goods	(94.0)	(94.2)	(0.2)	(90.2)	4.2%	4.4%
Gross Profit	189.8	190.4	0.6	157.2	20.7%	21.1%
% of sales	66.9%	66.9%		63.5%		
R&D	(35.3)	(35.5)	(0.2)	(26.4)	33.7%	34.5%
% of sales	(12.4%)	(12.5%)		(10.7%)		
SG&A	(122.1)	(122.8)	(0.7)	(112.0)	9.0%	9.6%
% of sales	(43.0%)	(43.1%)		(45.3%)		
SG&A w/o Amort. & Dep.	(90.8)	(91.3)	(0.5)	(82.8)	9.7%	10.3%
% of sales	(32.0%)	(32.1%)		(33.5%)		
SG&A Amort. & Dep.	(31.3)	(31.5)	(0.2)	(29.2)	7.2%	7.9%
Other Op. Exp	0.5	0.6	0.1	(1.7)	(129.4%)	(135.3%)
EBIT	34.4	34.2	(0.2)	18.5	85.9%	84.9%
% of sales	12.1%	12.0%		7.5%		
Amort. & Dep.	36.5	36.7	0.2	34.0	7.4%	7.9%
% of sales	12.9%	12.9%		13.7%		
EBITDA	70.9	70.9	-	52.5	35.0%	35.0%
% of sales	25.0%	24.9%		21.2%		
Other costs	(0.1)	(0.1)	-	(0.1)	-	-
Restructuring costs	(0.5)	(0.5)	-	-	n.m	n.m
Net financial income / (expenses)	2.1	2.1	-	(2.8)	(175.0%)	(175.0%)
Exchange rate differences	0.1	0.1	-	(0.5)	(120.0%)	(120.0%)
Profit before tax	36.0	35.8	(0.2)	15.1	138.4%	137.1%
Corporate income tax	(14.2)	(14.2)	-	(7.7)	84.4%	84.4%
Net Income	21.8	21.6	(0.2)	7.4	194.6%	191.9%
Normalized Net Income	22.3	22.1	(0.1)	7.5	197.3%	194.7%

EURO	CER	Mar 2025
CZK	25.07	25.08
DKK	7.46	7.46
PLN	4.33	4.2
USD	1.08	1.05
CHF	0.95	0.95
GBP	0.86	0.84
NOK	11.42	11.65
SEK	11.28	11.24

Leading Product Net Sales

Million €	YTD Mar 2025	YTD Mar 2024	% Chg YoY
Ilumetri	55.1	48.9	12.7%
Ebastel franchise	23.4	25.3	(7.5%)
Ebglyss	19.4	3.6	n.m.
Ciclopoli franchise	13.8	13.8	-
Almax	11.7	10.3	13.6%
Crestor	10.8	11.0	(1.8%)
Decoderm franchise	9.2	8.9	3.4%
Sativex franchise	9.1	9.7	(6.2%)
Wynzora	7.7	6.3	22.2%
Klisyri	6.9	5.5	25.5%
Rest of the products	117.5	104.1	12.9%
Net Sales	284.6	247.4	15.0%

Reconciliations with financial statements

Gross Margin & EBITDA

Million €	YTD Mar 2025	YTD Mar 2024
Net Sales⁽¹⁾	284.6	247.4
Procurements ⁽¹⁾	(62.6)	(64.0)
Other manufacturing costs ⁽²⁾		
Staff costs	(10.5)	(9.6)
Amortization & Depreciation	(3.0)	(2.7)
Other operating costs	(6.2)	(5.9)
Royalties ⁽²⁾	(12.8)	(8.7)
Others ⁽²⁾	0.9	0.7
Gross Profit	190.4	157.2
<i>As % of Revenues</i>	<i>66.9%</i>	<i>63.5%</i>
Operating Profit	33.5	18.4
Directly traceable with annual accounts		
Amortization & Depreciation	36.7	34.0
Net gain (loss) on asset disposals	-	-
Loss (Gain) on recognition (reversal) of impairment of property, plant and equipment, intangible assets and goodwill	-	-
Non directly traceable with annual accounts		
Staff costs	0.5	-
Other gain / (Loss) from operating expenses	0.2	0.1
EBITDA	70.9	52.5

⁽¹⁾ As per Annual Account Terminology. ⁽²⁾ Data included in the corresponding caption of the profit and loss account

Reconciliations with audited financial statements

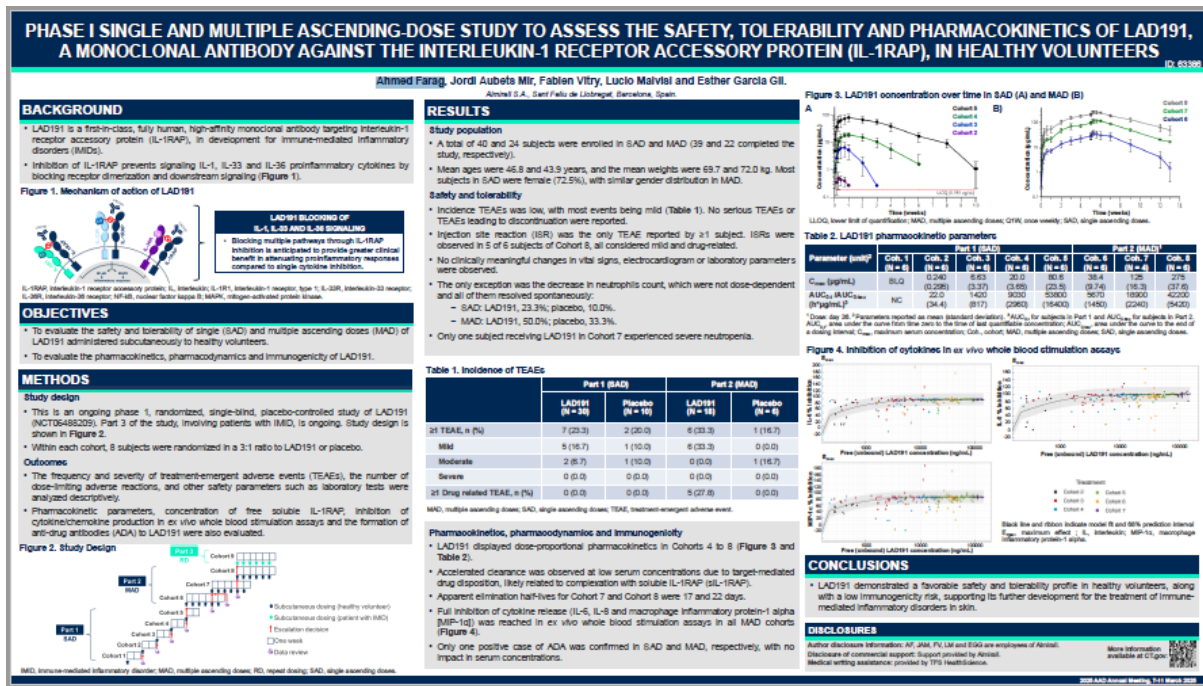
EBIT & Net Financial income/(expenses)

Million €	YTD Mar 2025	YTD Mar 2024
EBITDA	70.9	52.5
Amortization & Depreciation	(36.7)	(34.0)
EBIT	34.2	18.5
Financial income	2.0	1.3
Financial cost	(3.8)	(3.7)
Financial derivative	3.9	(0.4)
Net Financial income / (expenses)	2.1	(2.8)

AAD 2025: Anti-IL1RAP mAb

Anti-IL1RAP mAb (Hidradentitis suppurativa)

Phase I published at 2025 AAD Annual Meeting (link in image)



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