



Solutions with you in mind

Fifth Annual Piper Jaffray Europe Conference

London, 22nd June 2010

# Disclaimer

*This document includes only summary information and does not intend to be comprehensive. Facts, figures and opinions contained herein, other than historical, are "forward-looking statements". These statements are based on currently available information and on best estimates and assumptions believed to be reasonable by the Company. These statements involve risks and uncertainties beyond the Company's control. Therefore, actual results may differ materially from those stated by such forward-looking statements. The Company expressly disclaims any obligation to review or update any forward-looking statements, targets or estimates contained in this document to reflect any change in the assumptions, events or circumstances on which such forward-looking statements are based unless so required by applicable law.*

# A fully integrated company with global reach

Founded in 1943. IPO in 2007

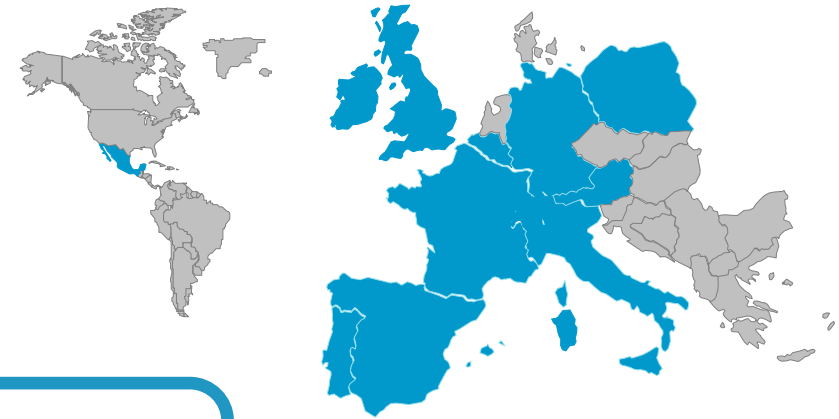


**R&D Centres in Spain and Germany**

**11 Affiliates in Europe and Latin America**

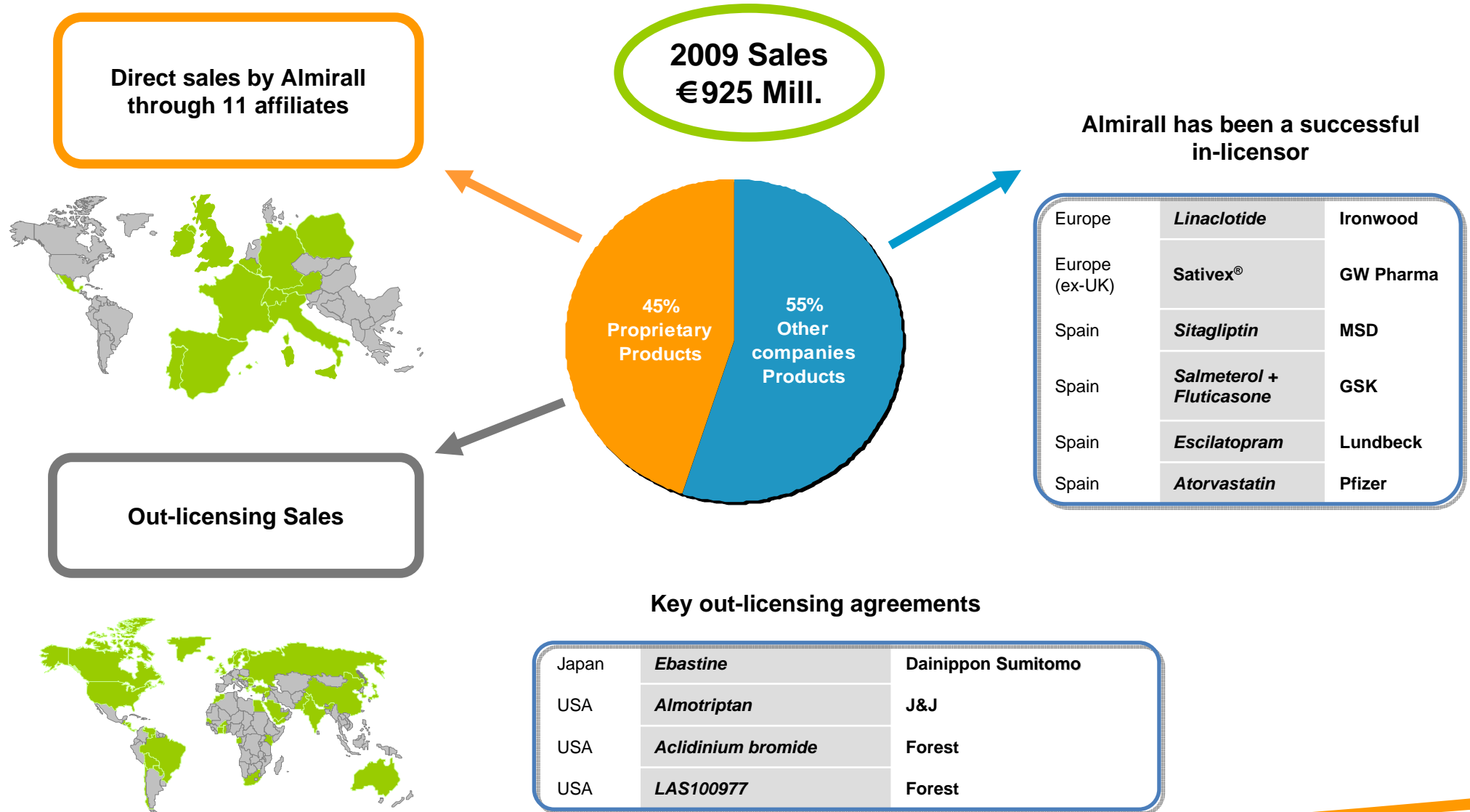
**Manufacturing Plants in Spain and Germany**

**Our products are present in the five continents (more than 70 countries)**



# Our business model

A successful combination of R&D and corporate development



# Strategic focus

Consistency and positive evolution since IPO

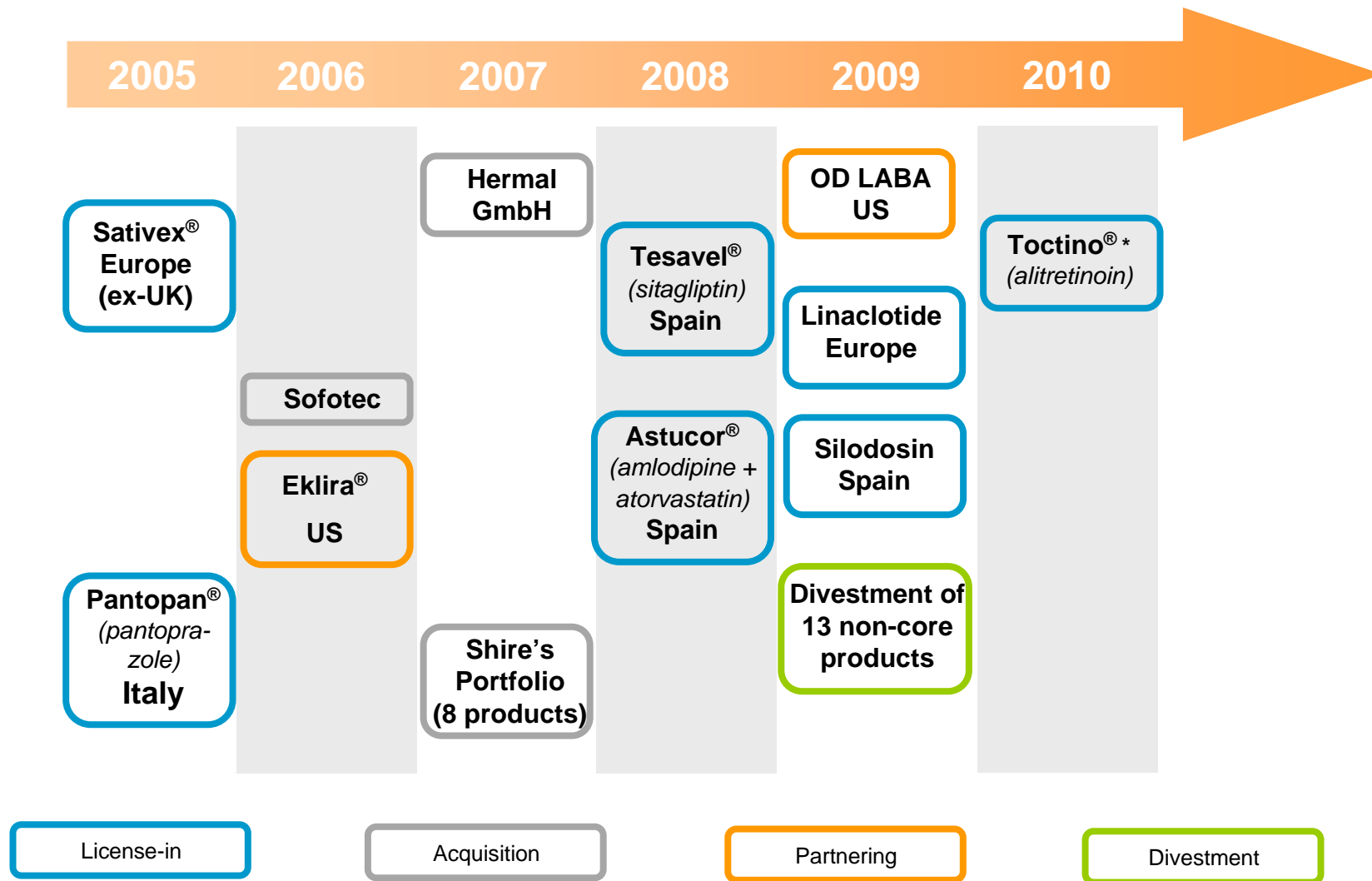
(€rounded million)	2007	2008	2009
<b>International expansion</b>	<b>271,2</b>	<b>368,8</b>	<b>389,5</b>
International sales	International sales	International sales	International sales
% of total sales	34%	41%	42%
<b>Leadership in Spain</b>	<b>521,3</b>	<b>534,0</b>	<b>536,0</b>
Spanish sales	Spanish sales	Spanish sales	Spanish sales
Market share*	>5,4%	>5,4%	>5,4%
<b>Leverage R&amp;D</b>	<b>122</b>	<b>139,3</b>	<b>121,0</b>
R&D expense	R&D expense	R&D expense	R&D expense
Projects in clinical stage	8	11	13

## Summary – Q1 2010 Financial Results

- Sales on track (-1,0%), Normalized Net Income ahead of guidance (+3,0%).
- Cost discipline and savings a priority for 2010 (SG&A : -12,2% in Q1'10).
- Net Debt reduced to x 0,09 EBITDA 2009.
- Recurrent Free Cash Flow generation.

€rounded million	YTD Mar 2010	YTD Mar 2010	% Variation
Net Sales	242,6	245,0	-1,0%
Gross Profit	154,8	161,5	-4,1%
Other Income	29,5	31,7	-6,9%
R&D	-36,5	-33,4	9,3%
SG&A	-85,0	-96,8	-12,2%
EBIT	62,9	63,3	-0,6%
EBITDA	78,2	79,2	-1,3%
Net Income	51,0	63,8	-20,1%
Normalized Net Income	51,0	49,5	3,0%

# Strong track record in nourishing the base business

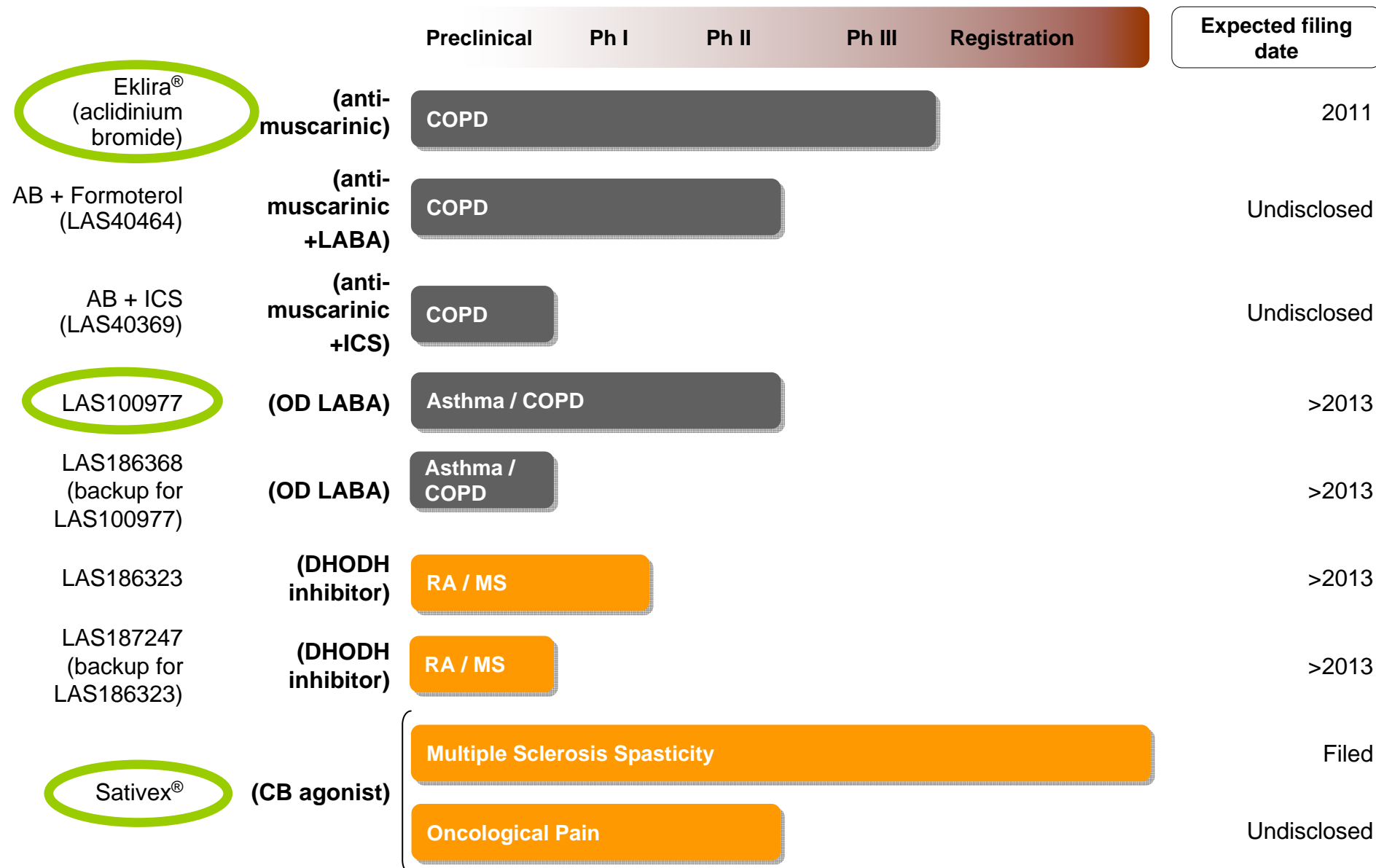


\* Austria, Belgium, Czech Republic, Italy, Luxembourg, Mexico, the Netherlands, Poland, Portugal, Slovakia and Spain.

# A pipeline with significant upside (I)

(the right end of each bar represents status of development as of May 13<sup>th</sup> 2010)

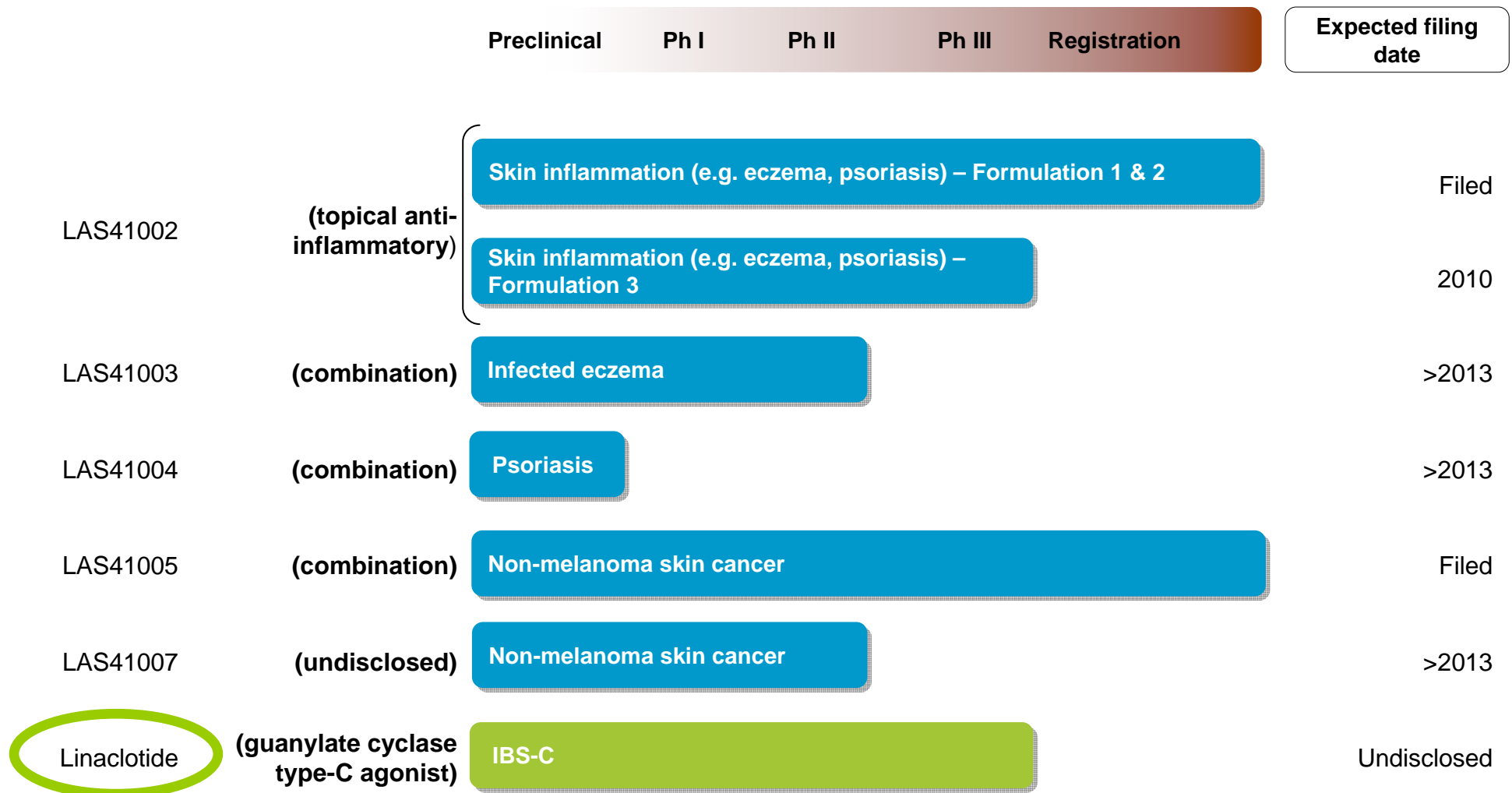
Respiratory  
Auto-immune



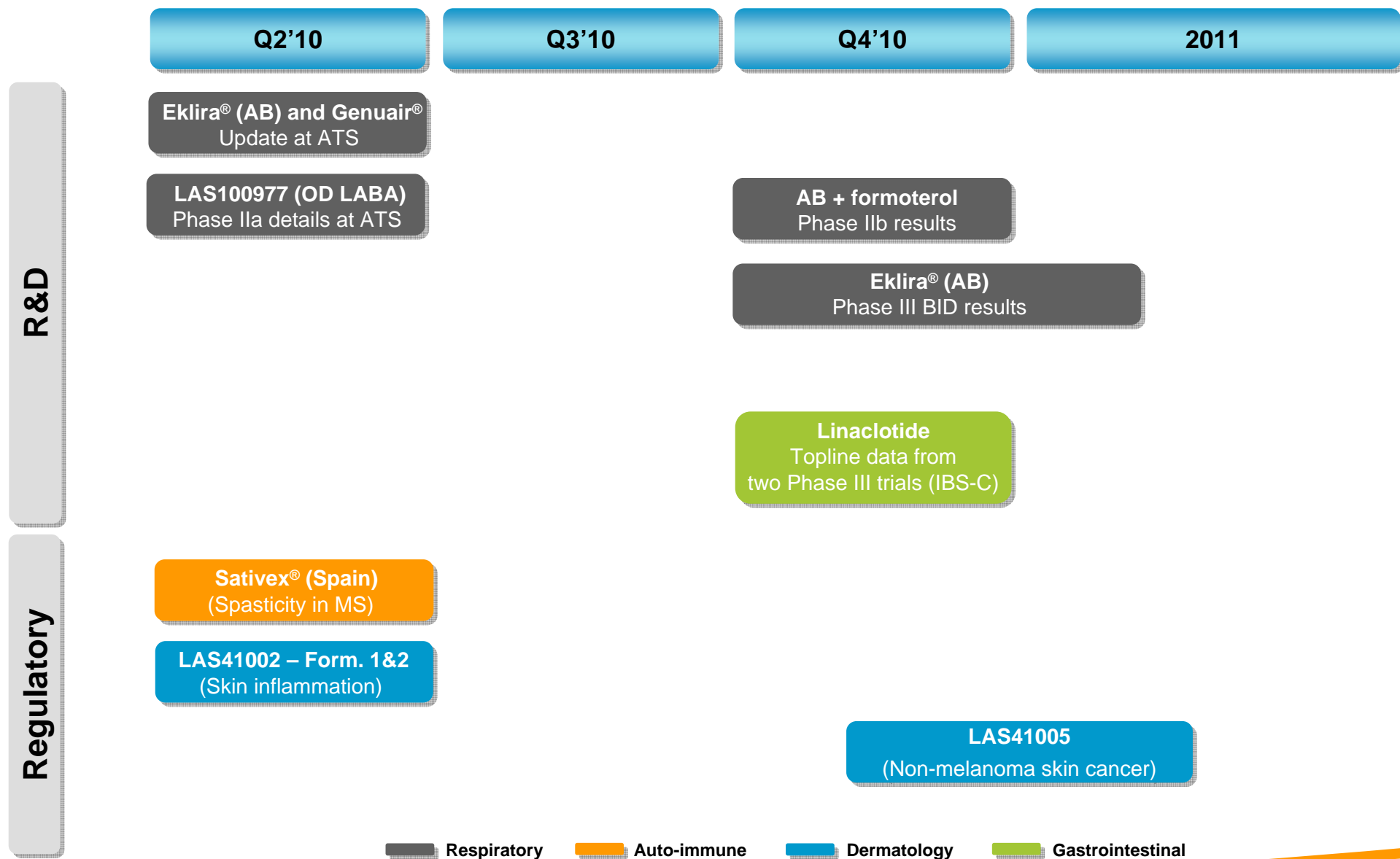
# A pipeline with significant upside (II)

(the right end of each bar represents status of development as of May 13<sup>th</sup> 2010)

█ Dermatology  
█ Gastrointestinal



# Significant pipeline newsflow during 2010



# Almirall as investment case

Solid fundamentals focused on long term value creation

## Combining a well-established business ... ...with significant upside from pipeline

- Branded, patented balanced portfolio.
- Presence in major Europe.
- Strong cash-flow generation and solid balance sheet.

- Broadest and deepest pipeline in company history.
- Eklira<sup>®</sup> franchise, promising OD LABA
- Explore leveraging value from Genuair<sup>®</sup> inhaler.

## ...complemented with proven Corporate Development activity

Sofotec acquisition (2006), Eklira<sup>®</sup> partnering with Forest (2006), Hermal and Shire portfolio acquisitions (2007), linaclotide license-in (2009), OD LABA license-out to Forest (2009), Toctino<sup>®</sup> international distribution agreement (2010).

# Outlook 2010

## Financial Outlook 2010

- Sales and normalized net income (excluding extraordinary items) expected to decline by mid single digits in 2010 compared to 2009.
- Ongoing cost containment efforts (except for R&D).

## Corporate Development: partnering and pipeline

- Partnering key pipeline products (Eklira<sup>®</sup> and LAS100977 -OD LABA-).
- Pursuing new license-in opportunities.
- Continue to evaluate selected acquisitions.



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