

Edited by Claire Bowie/Jenny Hone

Almirall's delivering the difference

Almirall's commitment to expanding its business and product pipeline sees the company in the enviable position of recruiting talent to help shape the future of the organisation

A strong commitment to R&D and innovation is at the heart of Almirall's success. With a presence in more than 70 markets and with 12 international affiliate offices – 11 based in Europe – the company continues to build on its Spanish heritage and increase its footprint in the international pharmaceutical arena.

Almirall was founded in 1943, with industrial and commercial operations starting up in 1944, and has evolved from a family business to a prominent pharmaceutical company, being listed since 2007. R&D activity started in the early seventies, and the company has a proud history of more than 40 years as a research-driven company with the goal to provide society with innovative medicines that help to improve people's health and quality of life.

The company's rapid evolution has seen it broaden its therapeutic focus to develop a promising pipeline of lead candidates in respiratory and gastrointestinal diseases, as well as dermatology (*see table*). And with four candidates in late-stage development, Almirall also follows a global transparency policy of publishing all clinical data, with the belief that public health can be improved by providing easily accessible clinical trial information to doctors and patients.

Phase III trials for linaclotide – a first-in-class treatment for irritable bowel syndrome with constipation – and acclidinium bromide for chronic obstructive pulmonary disease are expected to be completed in the coming



Eduardo Sanchiz, Almirall CEO, says there are opportunities to help shape the organisation

months in Europe, and an accelerated recruitment drive is currently underway to support product development and delivery in the UK, Germany and the Nordic countries.

Through Almirall's continued commitment and investment in R&D and its proactive approach to partnerships, including in and out-licensing, the company aims to reach its growth targets and deliver on its promise of bringing innovative medicines that offer the potential to make a difference to patients' lives through development and onto the market.

Almirall recently launched the drug Sativex for multiple sclerosis in Spain and Germany, has several products awaiting approval – including LAS41002 for inflammatory skin conditions – its drug for actinic keratoses (grade I/II) in adult patients has already been launched in the UK and Germany, and others are close to being filed. Reflecting this commitment to growth and in view of the increasing complexity of the business, Almirall has separated the chairman and chief executive roles, appointing former chief executive Jorge Gallardo as chairman and promoting Eduardo Sanchiz to CEO.

A pipeline with significant upside

Compound name	Mode of action	Preclinical	Ph I	Ph II	Ph III	Registration	Expected filing date
Sativex®	(CB agonist)	Multiple sclerosis spasticity					Launched in Spain. Positive MRP in 6 countries
Actikerall® (LAS41005)	(combination)	Hyperkeratotic actinic keratosis					Positive recommendation in 7 EU countries
LAS41002	(topical anti-inflammatory)	Skin inflammation (eg. eczema, psoriasis)					Filed
Acclidinium bromide	(anti-muscarinic)	COPD					Mid 2011
Linaclotide	(guanylate cyclase type-C agonist)	IBS-C					2nd half 2011
Sativex®	(CB agonist)	Oncological pain					Undisclosed
LAS41007	(undisclosed)	Non-melanoma skin cancer				Phase III ends in 2011	2012
AB + Formoterol (LAS40464)	(anti-muscarinic +LABA)	COPD				To enter Phase III in 2011	Undisclosed
LAS40171 (LAS100977 + ICS)	(OD LABA + ICS)	Asthma/COPD					>2014
LAS41003	(combination)	Infected eczema					2013
LAS41004	(combination)	Psoriasis					2014
LAS186323	(DHODH inhibitor)	RA/MS					Undisclosed
LAS189913	(S1P1)	MS					Undisclosed
LAS190792	MABA	COPD				To enter clinical phase in 2nd half 2012	>2014

Opportunities for employees

This growth strategy also means Almirall is actively looking to recruit experts in the field of respiratory and gastrointestinal, and currently has positions available within its UK and German offices. Almirall is seeking exceptional people with drive and entrepreneurial spirit, and the confidence and desire to deliver a difference and play an integral part in achieving future success for the business.

Eduardo Sanchiz, CEO says: "At such an important and significant

time for us it is vital to build on the company's long heritage. Almirall is preparing for the launch of new products and plans to expand in different European countries, starting in the UK and Germany. Our commitment to our employees and to recruiting exceptional talent has never been stronger and this is a real opportunity for employees who join us to help shape the culture and build the type of organisation they would want to work for."

If you are interested in opportunities at Almirall go to: www.almirall.com

Respiratory

Autoimmune

Dermatology

Gastrointestinal

IBS-C: Irritable bowel syndrome with associated constipation

AB: Acclidinium bromide

MRP: Mutual recognition procedure

ICS: Inhaled corticosteroid

RA: Rheumatoid arthritis

MS: Multiple sclerosis

MABA: Muscarinic antagonist beta agonist