



US distribution agreement between Almirall's Thermigen and Sinclair

 US marketing collaboration agreement on Silhouette Instalift[™] will provide access for this product to the world's largest aesthetics market.

May 2016 Almirall announces today that it has signed, through its Dallas based company Thermigen, an exclusive US strategic marketing collaboration agreement for Silhouette Instalift[™] with Sinclair Pharma plc (SPH.L), the international specialty pharma company.

SILHOUETTE INSTALIFT TO BE LAUNCHED BY THERMI

The US distribution agreement with Thermi for Silhouette InstaliftTM will give immediate access to the largest single aesthetics market in the world.

Sinclair estimates that over 250 InstaLiftTM procedures have been performed to-date and through the activities of independent Continuing Medical Education providers (CME) and meetings over 2000 physicians have learned about InstaLiftTM from their peers and over 50 have already received up to date aesthetic education and training in broad based programs that include InstaLiftTM. These initial efforts provide the Thermi team with a well-established group of thought leading physicians as the foundation for their launch efforts.

Thermi has been initially granted with exclusive four-year distribution rights for the US market until mid-2020. The agreement involves a material investment in the launch and marketing of Silhouette Instalift by Sinclair. In addition, Sinclair will hold an annual option, after year three, to repatriate the rights, having compensated Thermi accordingly. Further terms of the agreement are not being disclosed.

Silhouette InstaliftTMTM will be launched by Thermi later this month. Thermi will continue the support Sinclair has provided for ongoing aesthetic medical education provided by medical societies and meetings as well as other Continuing Medical Education (CME) providers and events. Thermi will directly support the product with its fast-growing 55 rep sales force backed by both Thermi and Sinclair marketing teams. Sinclair will be directly involved in product marketing with Doug Abel (Sinclair US president) head of the joint InstaliftTM Marketing Committee.

Thermi is the world leader in minimally invasive thermistor-regulated energy solutions for aesthetics, dermatology and women's health, and one of the fastest growing Aesthetics companies in the US. Silhouette InstaliftTM is the only injectable Aesthetic product with a *lifting* claim in the US market. The ThermiRF platform, offered by Thermi, enables aesthetic physicians to perform ThermiTight, a micro-invasive, single treatment solution for aging neck and other body areas. The combination of ThermiTight and InstaLiftTM represents a major break-through in the quest to offer patients a minimally invasive non-surgical alternative to the face lift. With an install base of more than 1,000 systems in the United States, Thermi is poised to quickly establish InstaLiftTM as the new standard of care for minimally invasive face lifting by quickly offering InstaLiftTM to its internal customers.

Paul Herchman CEO of Thermi commented "Thermi has been recognised for its fast growth and for its unique clinical culture. This rewarding clinical culture was conceived, developed and is implemented by leading physicians who commit themselves to sustaining Thermi's peer-to-peer training programs. Our success has been driven by offering technologies that help physicians provide solutions which address the needs of patients who don't want a face lift, for whom non-invasive treatments are not working and who want measurable improvement. The Silhouette InstaliftTM product greatly expands our product offerings for these physicians".

Chris Spooner CEO of Sinclair commented "we are delighted to announce our collaboration with Thermi who have recognised the significant potential of Silhouette Instalift $^{\text{TM}}$. The US will be transformational in the evolution of Sinclair as a major force in the fast-growth Aesthetic dermatology industry. Thermi shares Sinclair's vision to provide innovative and clinically needed therapies, while maintaining industry-leading





standards of quality and product training. US pre-marketing activities have already resulted in widespread product recognition within the industry and are building a presence in general and healthcare media. Sinclair is highly optimistic in Thermi's ability to generate a strong launch for Silhouette Instalift $^{\text{TM}}$ and pioneer this radically new therapy".

Dr Mark Nestor, MD, PhD [who serves as Chair, US Strategic advisory council for Sinclair and lead advisor for Thermi US and Almirall], commented "Silhouette InstaLift™ and the Thermi product platforms represent the most advanced, innovative and complimentary new technologies that have come to aesthetic medicine in a number of years. It is clear that each product uniquely fills an unmet patient and physician need. Thermi's technology and strong relationship with their physician partners combined with the incredible interest and excitement by US Aesthetic core physicians that InstaLift™ has already created, make this an ideal partnership. Even more exciting are the excellent clinical results and highly positive patient feedback we are seeing with both InstaLlft™ and Thermi. Combining these technologies gets us close to the point of having "Facelift Results" from minimally invasive technologies".

About Instalift[™]

Silhouette InstaliftTM, a novel product cleared by the FDA, is a fully resorbable suture (dissolved by the body) suspension technology indicated for lifting and fixating the midface. Developed to provide natural aesthetic enhancement by repositioning existing tissues, InstaLiftTM provides a safe and effective solution to reverse facial sagging without surgery. While wrinkles, brown spots and lost volume can be treated with current antiageing methods, Silhouette InstaliftTM is the first and only minimally invasive method in the US aesthetics market for lifting sagging skin and the underlying tissue. The procedure helps increase volume while restoring the contours of the mid-face and cheek areas gradually and naturally. During this simple in-office procedure, the physician lifts the deeper layers of the skin. Results are visible immediately and improve over a three-month time span to produce a lasting lift effect. Silhouette InstaliftTM technology is made from glycolide/L-lactide (PLGA), a biomedical copolymer that is well tolerated by the body. Over time the sutures are naturally absorbed while stimulating collagen production to create a natural-looking and long lasting result.

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Notes to Editors:

About Thermi

ThermiGen, LLC, doing business as Thermi, is a leading manufacturer of thermistor-regulated solutions for the aesthetic and gynecologic markets. With three platforms – ThermiRF, ThermiVa and Thermi250, plastic surgeons, dermatologists and cosmetic physicians offer a wide array of solutions for patients using "the science of heat" where temperature is the clinical endpoint. The company's products are distributed worldwide.

For more information, please visit www.thermi.com

About Almirall

Almirall is a global company based in Barcelona dedicated to providing valuable medicines and medical devices through its R&D, agreements and alliances. Our work covers the whole of the drug value chain. A consolidated growth allows us to devote our talent and efforts towards specialty areas and particularly to further grow as a leading Dermatology player. We are a specialist company, enabling us to accomplish the purpose of taking our innovative products wherever they are needed.

Founded in 1943, Almirall is listed on the Spanish Stock Exchange (ticker: ALM) and it has become a source of value creation for society due to its vision and the commitment of its long-standing major shareholders. In 2015, its revenues totalled 769 million euros and, with 1.800 employees, it has gradually built up a trusted presence across Europe, as well as in the USA.

For more information, please visit www.almirall.com

About Sinclair Pharma plc

Sinclair Pharma plc is an international company operating in the fast growth, high gross margin, global aesthetics market. Sinclair has built a strong portfolio of differentiated, complementary aesthetics technologies, which are experiencing significant growth, targeting unmet clinical needs for effective, high quality, longer duration, natural looking and minimally-invasive treatments. The Company is planning entry to multiple new geographic markets and line extension launches over the next few years. Sinclair has an established sales and marketing presence in the leading EU markets and Brazil, and a network of international distributors.

For more information, please visit www.sinclairpharma.com