

Galderma Poised for Growth in the U.S. with Holistic Approach to Skin Health

Broad range of solutions and strong pipeline of science-based products uniquely position Galderma as world leader in skin health

FORT WORTH, Texas, March 12, 2015 /PRNewswire/ -- Galderma announces key organizational appointments, introduces a new President of Galderma Laboratories, L.P. along with a new leadership team in anticipation of several new product launches in the upcoming months.



"Galderma's single focus on dermatology and unique holistic view of skin health distinguish it in the marketplace and position the company to substantially increase its share of the dermatology and aesthetic medicine markets," said **Stuart Raetzman**, newly appointed Global CEO of Galderma Pharma S.A., reporting to Humberto C. Antunes, Chairman of Galderma Pharma S.A. and CEO of Nestle Skin Health S.A.

North America, flagship of Galderma's global skin health strategy

North America is a keystone of Galderma's activity, as well as its largest market. Under the leadership of Stuart Raetzman, Galderma has recently aligned the North American affiliate structure to the company's global strategy, transitioning into an organization with three specific business units: prescription medications; self-medication products; and aesthetic & corrective medical solutions.

Galderma's **Prescription Business Unit** will focus on pharmaceutical products available by prescription and promoted almost exclusively to health care professionals. Prescription drugs are the heritage of Galderma, with thousands of patents and many of the world's most prescribed drugs

in dermatology including **Oracea® Capsules**, **Epiduo® Gel**, and **Differin® Gel**. The company currently offers solutions to treat skin diseases such as acne, rosacea, eczema, psoriasis, and melasma. Antibiotic-free **Epiduo Gel** is the most prescribed topical brand of acne treatment in the world. In addition, Galderma offers a comprehensive portfolio of rosacea treatments comprising three products with distinctive delivery modes and indications: topical **Mirvaso® Gel** for persistent facial erythema associated with rosacea, systemic **Oracea Capsules**, the only oral rosacea treatment approved by FDA, as well as **Soolantra® Cream**, the latest advancement in rosacea treatment. In late December 2014, the FDA approved **Soolantra® Cream**, a once-daily, antibiotic-free product indicated for the treatment of inflammatory lesions, or bumps and pimples, of rosacea.

The **Self-Medication Business Unit** includes non-prescription, cosmetic and over-the-counter drug brands. These products include the iconic brand **Cetaphil®** (cleansers and moisturizers), and **Cetaphil Baby**, the most recent addition to the line. Galderma's first over-the-counter acne regimen, **Benzac® Acne Solutions**, was launched on January 5th. In addition, several new, highly differentiated products will be launched in 2015.

The **Aesthetic & Corrective Business Unit** includes a broad portfolio of first class products and services for minimally invasive cosmetic treatments. Galderma is a global leader in Aesthetic medicine with two decades of expertise and 20 million **Restylane®** treatments received by patients. In May 2014, Galderma acquired the rights to distribute its products **Restylane**, **Perlane®**, **Sculptra®** and **Dysport®** in the U.S. and Canada. **Restylane® Silk** has been recently approved by the FDA for lip enhancement and for the treatment of lines around the mouth in patients over the age of 21. It is the first Hyaluronic Acid (HA) filler to receive FDA approval specifically for lip lines.

Galderma Laboratories L.P., introduces a new leadership team:

Todd Zavodnick, former Vice President and General Manager for the Aesthetic and Corrective business, has been appointed President and General Manager of Galderma Laboratories, L.P. During the past 10 years, Todd held leadership roles in Asia, Europe, Middle East, Africa, and Latin America for Alcon Laboratories and Galderma Laboratories. Todd has a Bachelor's of Pharmacy degree from Rutgers University in 1994, as well as an MBA in International Business from University of Texas in Dallas.

Safia Rizvi is Vice President and General Manager of U.S. Prescription Business Unit. She was formally the Managing Director and General

Manager of UCB Pharmaceuticals in Mumbai, India.

Miles Harrison has been named Vice President and General Manager U.S. Self-Medication Business. Miles Harrison joined Galderma from Novartis.

In the interim, **Todd Zavodnick** will continue leading the Aesthetic and Corrective Business Unit. A new Vice President will be appointed in the upcoming months.

Dr. Philip Brown MD, JD, continues to serve as Senior Vice President of Medical and Regulatory Affairs.



Galderma's North American headquarters is located in Fort Worth, Texas.

"We are proud and honored that Galderma's Sales Force is ranked #1 in Overall Performance by Dermatologists, again for the 5th consecutive year, in the just published 2014-2015 IMS Health Pharmaceutical Sales Force Rankings," announces **Todd Zavodnick**, President and General Manager of Galderma Laboratories, L.P.

"Innovation capacity, comprehensive portfolio of premium quality products and long-lasting commitment to serving doctors and patients mark the reputation of Galderma. With this reorganization, our customers will see that all the reasons they value and trust Galderma will remain unchanged, while our ambitions and product lines are growing simultaneously in three business channels to meet even greater skin health needs," said **Todd Zavodnick**.

"Our goal is to grow the number of people the company serves to over a billion within 10 years by offering skin health solutions that primarily maintain, nourish and enhance and if needed, treat, correct and restore the skin to its healthy state," said **Humberto C. Antunes**, newly appointed CEO of Nestle Skin Health. "Solutions that really work for either healthy or compromised skin contribute to the overall health and quality of people's

lives immeasurably – and that's what we do."

View Galderma videos here:

Humberto Antunes, Chairman of Galderma Pharma S.A. and CEO of Nestle Skin Health S.A.:

"Galderma makes tremendous investments in R&D for skin health": <http://vimeopro.com/user31111500/galderma-makes-tremendous-investments-in-r-and-d-for-skin-health>

Stuart Raetzman, Global CEO of Galderma Pharma S.A.: "Healthcare providers: Galderma is the partner for skin health": <http://vimeopro.com/user31111500/healthcare-providers-galderma-is-the-partner-for-skin-health>

Todd Zavodnick, President and General Manager of Galderma Laboratories, L.P.: "Galderma – We bring innovation for the skin year after year": <http://vimeopro.com/user31111500/galdermawe-bring-innovation-for-the-skin-year-after-year>

About Galderma

Galderma is a global company founded in 1981 committed to delivering innovative medical solutions to meet the dermatological needs of people throughout their lifetime while serving healthcare professionals around the world. The company has 34 wholly owned affiliates with a worldwide network of distributors and 5,500 employees. Galderma's extensive product portfolio is available in 80 countries and treats a range of dermatological conditions including: acne, rosacea, onychomycosis, psoriasis & steroid-responsive dermatoses, pigmentary disorders, skin cancer and medical solutions for skin senescence.

Galderma is the operating company of Nestle Skin Health, a global leader focused on enhancing the quality of life by delivering science-based solutions for the health of skin, hair and nails.

With approximately 19% of revenues invested each year to discover and develop new products and access innovative technologies, the company is one of the world's leading investors in dermatology R&D. Five state-of-the-art R&D centers and five manufacturing sites are dedicated to providing a wide range of innovative medical solutions which meet the highest standards of safety and efficacy.

Strategic brands in the US include Epiduo[®], Oracea[®], Clobex[®], Differin[®],

Mirvaso®, *MetroGel®*, *Soolantra®*, *Vectical®*, *Tri-Luma®*, *Cetaphil®*, *Benzac®*
Acne Solutions, *Restylane®*, *Restylane® Silk*, *Perlane®*, *Dysport®* and
Sculptra® Aesthetic.

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