

GALDERMA

EST. 1981

Welcome
to those who make patients
glow with confidence

**GLOW
ON™** **HIT™**
Holistic Individualized Treatment
by GALDERMA

Give your patients the immediate and long-lasting glow they desire! Improve their skin quality using an individualized selection of Galderma products.
For results as unique as you.

Restylane

Alluzience®
Sculptra from type A

 SCULPTRA®

Azzalure®
Sculptra from type A



Start from your patients insights to turn your AART™ into a HIT™

A same patient concern may have different causes. Therefore, it requires different solutions. It requires a Holistic Individualized Treatment. A HIT™.

A PATIENT-CENTRIC APPROACH

A new patient-centric approach building on the AART™ of GAIN to assess and treat patients individually:

- A - Assessment**
Start from your patients' concerns and assess their needs accurately with the Galderma Facial Assessment Scale
- A - Anatomy**
Understand how patients' anatomy contributes to the symptoms
- R - Range**
Prioritize the right selection of Galderma products
- T - Treatment**
Deliver individualized results patients desire

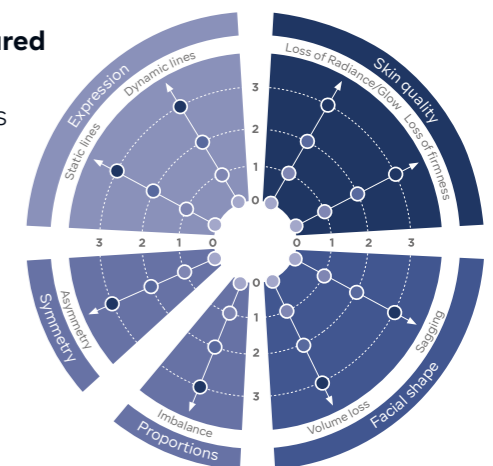
A SCIENCE-BASED SOLUTION

The Galderma Facial Assessment Scale (FAS), a more structured facial assessment to help guide aesthetic consultations.

Galderma FAS is made of five facets to ensure that all aspects of the patient's face are evaluated during the consultation.

- SKIN QUALITY
- FACIAL SHAPE
- FACIAL PROPORTION & CONTOUR
- FACIAL SYMMETRY
- ANIMATION & EMOTIONAL EXPRESSION

Those five facets can be graded according to their level of severity **to identify treatment priorities that can also be visualized by the patient.**



Unlock the potential of Galderma products offering to increase patient satisfaction.¹⁻³

72% of patients who received an explanation, covering both physiological and anatomical perspectives, **went on to schedule a treatment and increased their satisfaction.**⁴

Welcome to the new generation of individualized aesthetics

Skin quality is a big driver of self-confidence

More and more patients are looking for lasting solutions⁵

"How do you feel about your skin?"

A simple question can encourage your patients to share their skin quality concerns, they might not mention otherwise.

9 people out of 10 have skin quality concerns⁶

67% of women considering facial injectable treatment want to enhance their skin quality⁷

"Enhanced skin quality has a positive impact on patients' self-esteem and self-confidence. A good skin quality is the best thing to wear."

Dr Alessandra Haddad, Plastic surgeon
São Paulo, Brazil

#1 element to drive the choice of an aesthetic procedure is **duration of results**⁶

Make your patients' skin glow with confidence! With the right selection of Galderma products, you can give them the long-lasting glow they desire.



A UNIQUE APPROACH TO IMPROVE SKIN QUALITY LONG-LASTINGLY



A HIT™ for an immediate and long-lasting glow*

with Restylane® SKINBOOSTERS™ and/or Sculptra® biostimulator

Everyone desires a healthy glowing flawless skin. So how to decide which treatment is the most suitable for your patient's skin?

Key concerns, patients mention, can guide the treatment:

- 68% experience decreased firmness of skin⁶
- 64% experience dull, tired looking facial skin⁶
- 62% experience dry facial skin⁶

The Galderma Facial Assessment Scale helps determine the treatment priorities:

- Refreshing skin
- Rejuvenating skin
- Firming and refreshing

A selection of complementary Galderma products can help restore and maintain your patients' good skin quality to make them glow with confidence.

GLOW ON™: 3 CORE PROFILES ENCAPSULATING PATIENTS NEEDS

FRESH GLOW

YOUTHFUL GLOW

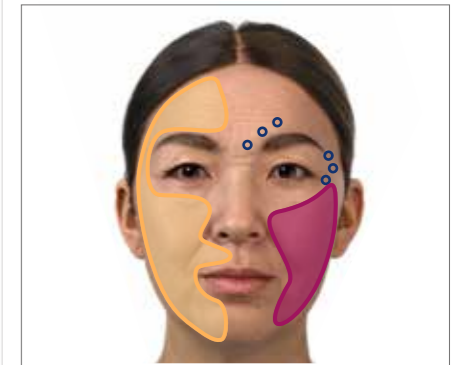
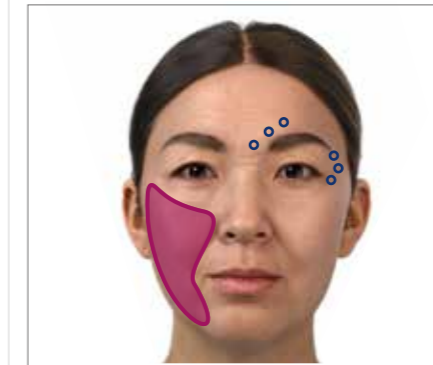
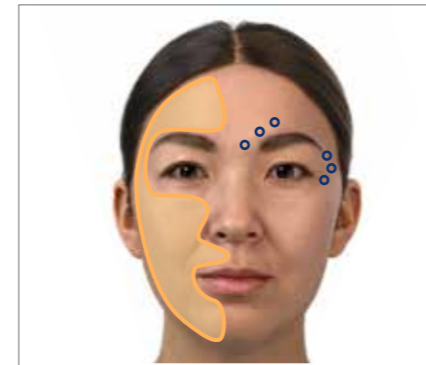
FIRM & REFRESHED

EXPRESSION OF PATIENT'S CONCERN

"My skin is dry and dull"

"My skin is not as firm and radiant as it used to be"

"I want super smooth and fresh looking skin"



OBSERVATION

Dry, dull, greyish looking skin
Fine lines and wrinkle but no sagging

Skin laxity and sagging
Decreased elasticity
Reduction of dermal thickness
Loss of skin firmness shown only upon animation
But no particularly dry skin

Dry skin with signs of laxity
Dermal thinning
Development of lines & folds
Dull tired looking skin

AART™ METHODOLOGY: ASSESSMENT, ANATOMY, RANGE, TREATMENT

● Deep hydration & smooth skin surface

Restylane SKINBOOSTERS VITAL
For regular to thicker skin^{10,11}

Restylane SKINBOOSTERS VITAL LIGHT
For delicate skin and areas^{10,12}

● Restoration of skin firmness & youthful glow

SCULPTRA®

● Restoration of skin firmness & youthful glow

SCULPTRA®

● Deep hydration & smooth skin surface

Restylane SKINBOOSTERS VITAL
For regular to thicker skin^{10,11}

Restylane SKINBOOSTERS VITAL LIGHT
For delicate skin and areas^{10,12}

COMPLEMENT WITH

○ Glabellar lines^{13,14} and/or crow's feet¹⁵

Alluzience®
Botulinum toxin type A

Azzalure®
Botulinum toxin type A

Alluzience® is indicated for the temporary improvement in the appearance of moderate to severe glabellar lines (vertical lines between the eyebrows) seen at maximum frown in adult patients under 65 years, when the severity of these lines has an important psychological impact on the patient.¹⁶
Azzalure® is indicated for the temporary improvement in the appearance of moderate to severe glabellar lines (vertical lines between the eyebrows) seen at maximum frown and/or lateral canthal lines (crow's feet lines) seen at maximum smile in adult patients under 65 years, when the severity of these lines has an important psychological impact on the patient.¹⁷
When Restylane® SKINBOOSTERS™ are applied to the lateral periorbital region, it is recommended to do the Azzalure® application in a separate session.

*SKINBOOSTERS™ dermal fillers have immediate effect and results lasting up to 15 months.⁸
Sculptra® new data on onset after 5-7 days and lasting more than 2 years.⁹

Fresh glow

EXPRESSION OF PATIENT'S CONCERN

"My skin is dry and dull"
"I want to have this perfectly hydrated healthy glowing skin"

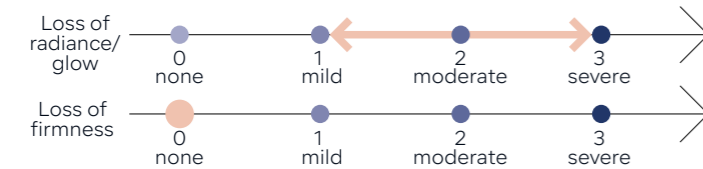
OBSERVATION

Dry, dull, greyish looking skin. Fine lines and wrinkles but no sagging.

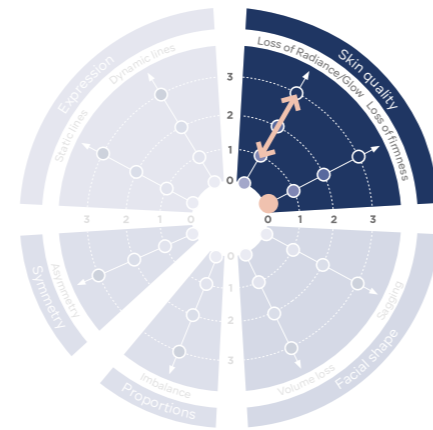
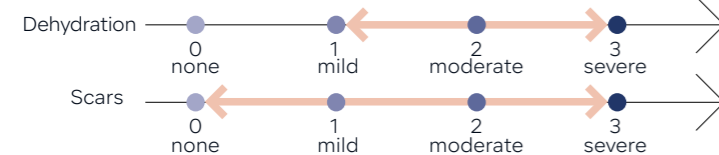
A ASSESSMENT

Patients that show any level of loss of radiance due to dry skin, or uneven skin e.g. because of scarring

SEVERITY EVALUATION SCALE



ADDITIONAL SKIN EVALUATION

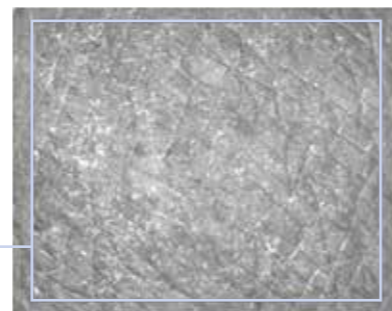


A ANATOMY

Possible observation:

Dry skin, greyish looking skin, roughness, small lines
Skin does not reflect the light very well due to rough surface¹⁸

SEr	(Roughness)	1.26
SEsc	(Scaliness)	2.46
SEsm	(Smoothness)	334.37
SEw	(Wrinkles)	39.98



R RANGE

Restylane® SKINBOOSTERS™ are the original stabilized HA-based injectables for improved skin quality backed by over 15 years of clinical evidence and practice.¹⁹⁻²¹ They leave skin feeling refreshed and smooth with a radiant look that lasts.^{19,20,22}



100% LONG-LASTING RESULTS: of patients could see the **improvement up to 12 months after initial treatment**^{19,20,23,24}

91% of patients considered the treatment **improved their self-esteem and self-confidence**²⁴

96% HIGH TREATMENT SATISFACTION: would want to repeat or continue the treatment²³

T TREATMENT

Individualize the treatment plan to your patients needs to deliver the best possible outcome and increase patient satisfaction.

Adapt the treatment to your style with Restylane®, using either a cannula or needle.²⁵

INJECTION SITES

- Deep hydration & smooth skin surface

Restylane
SKINBOOSTERS™
For regular to thicker skin^{10,11}

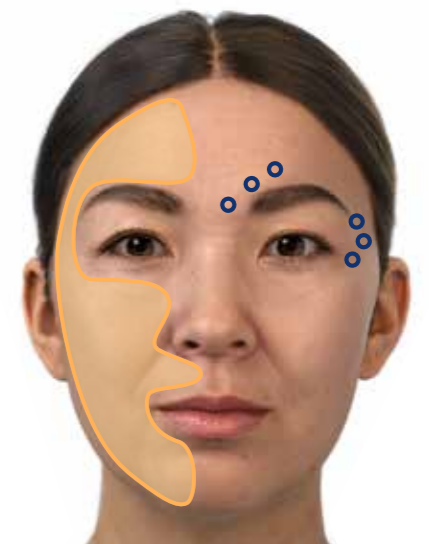
Restylane
SKINBOOSTERS™
For delicate skin and areas^{10,12}

COMPLEMENT WITH

- Glabellar lines^{13,14} and/or crow's feet¹⁵

Alluzience
Botulinum toxin type A

Azzalure
Botulinum toxin type A



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When Restylane® SKINBOOSTERS™ are applied to the lateral periorbital region, it is recommended to do the Azzalure® application in a separate session.

Youthful glow

EXPRESSION OF PATIENT'S CONCERN

"My skin is not as firm and radiant as it used to be"
"My skin is loose and dull"

OBSERVATION

Skin laxity and sagging. Decreased elasticity. Reduction of dermal thickness. Loss of skin firmness shown only upon animation. But no particularly dry skin.

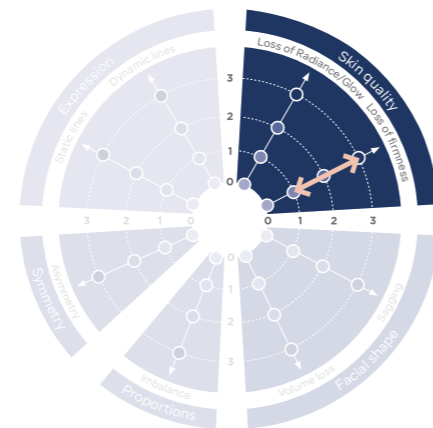
A ASSESSMENT

Patients that show any level of loss of firmness but no particular dry skin

SEVERITY EVALUATION SCALE



ADDITIONAL SKIN EVALUATION

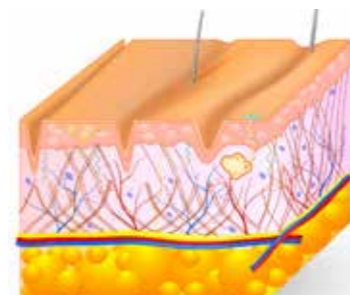


A ANATOMY



Possible observation:

Skin laxity and sagging – can also be tested with pinch test



Loss of dermal collagen decreases skin thickness²⁶

Disrupted elastic fibres reduce elasticity²⁶

R RANGE

Sculptra® is the original collagen biostimulator that gradually restores skin firmness for more than 2 years.⁹

9 out of 10 patients noticed skin **improvement** after the treatment with Sculptra^{®27}

>91% think their **skin is more radiant**²⁷

>92% think they **look younger**²⁷

>92% say they **feel better about themselves**²⁷



T TREATMENT

Individualize the treatment plan to your patients needs to deliver the best possible outcome and increase patient satisfaction.

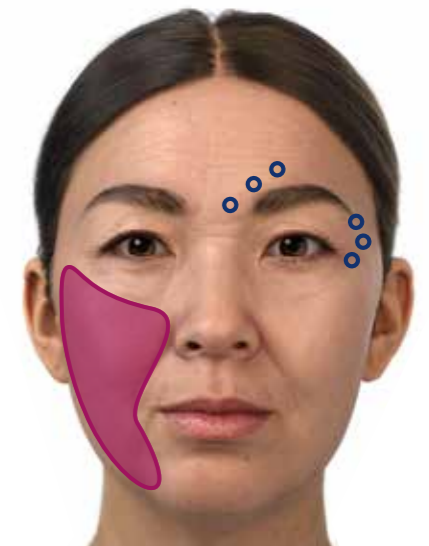
INJECTION SITES

- Restoration of skin firmness & youthful glow



COMPLEMENT WITH

- Glabellar lines^{13,14} and/or crow's feet¹⁵



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Alluzience® is indicated for the temporary improvement in the appearance of moderate to severe glabellar lines (vertical lines between the eyebrows) seen at maximum frown in adult patients under 65 years, when the severity of these lines has an important psychological impact on the patient.¹⁶

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Firm & Refreshed

EXPRESSION OF PATIENT'S CONCERN

"I want super smooth, firm and fresh-looking skin"
"My skin is sagging and dehydrated, making me look older"

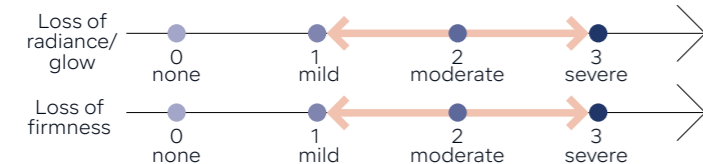
OBSERVATION

Dry skin with signs of laxity. Dermal thinning. Development of lines & folds. Dull tired looking skin.

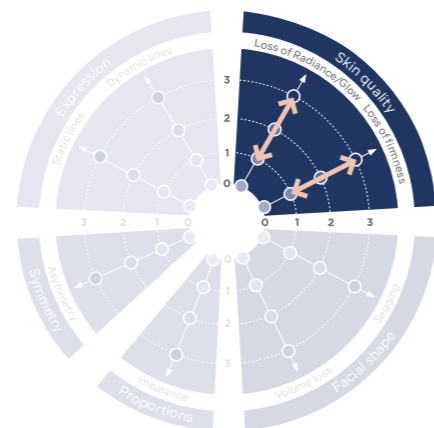
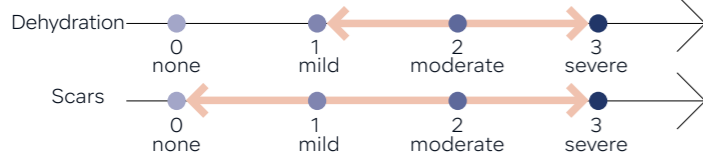
A ASSESSMENT

Patients that show any combination of loss of radiance, dry skin together with loss of firmness

SEVERITY EVALUATION SCALES



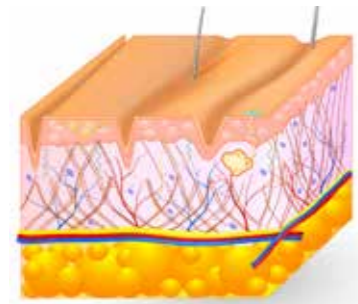
ADDITIONAL SKIN EVALUATION



A ANATOMY

Possible observation:

Combination of skin laxity and sagging together with dry, greyish looking and or dull skin



Loss of dermal collagen decreases skin thickness²⁶
Disrupted elastic fibres reduce elasticity²⁶
Loss of hyaluronic acid impairs structure and moisture retention²⁸

R RANGE

DEEP HYDRATION & SKIN SURFACE SMOOTHNESS

Restylane® SKINBOOSTERS™ improve the skin quality leave skin feeling refreshed and smooth with a glow that lasts.^{19,20,22}

86% of patients believed their skin looked younger¹⁹



FIRMNESS / SKIN LAXITY / SAGGING

Sculptra® is the original collagen biostimulator that gradually restores skin firmness for more than 2 years.⁹

95% of injectors agree skin is tighter after treatment²⁷



GLABELLAR LINES & CROW'S FEET TREATMENT

Alluzience® is a liquid neuromodulator indicated for the treatment of glabellar lines in adults.*

Azzalure® is a neuromodulator indicated for the treatment of lateral canthal lines (crow's feet) and glabellar lines in adults.**

96% of patients felt they looked refreshed after treatment cycle II²⁹



T TREATMENT

Individualize the treatment plan to your patients needs to deliver the best possible outcome and increase patient satisfaction.

Adapt the treatment to your style with Restylane®, using either a cannula or needle.²⁵

INJECTION SITES

- Restoration of skin firmness & youthful glow



- Deep hydration & smooth skin surface



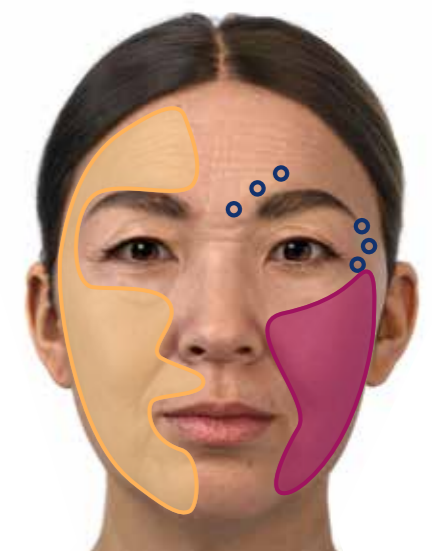
For regular to thicker skin^{10,11}



For delicate skin and areas^{10,12}

COMPLEMENT WITH

- Glabellar lines^{13,14} and/or crow's feet¹⁵



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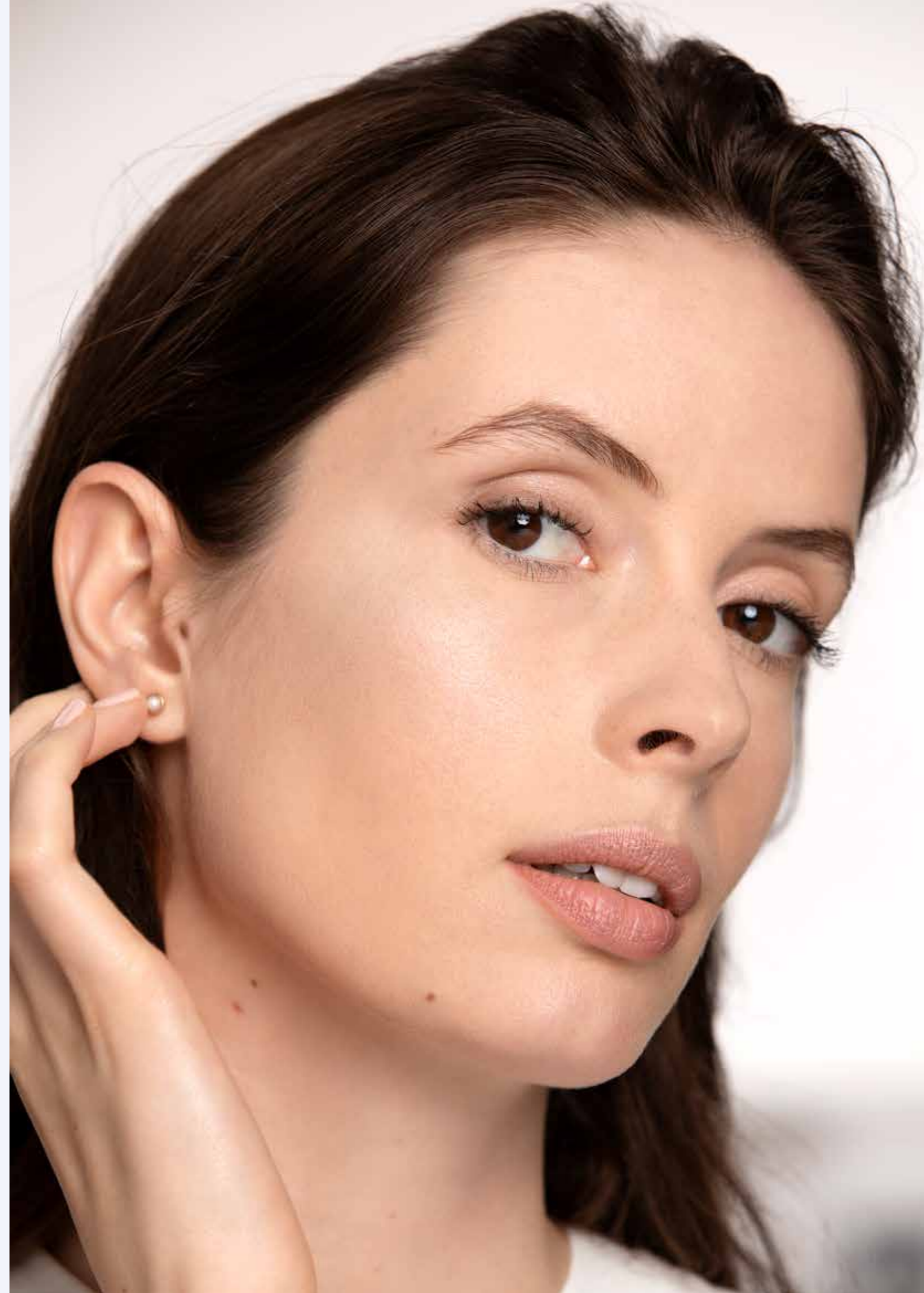
When Restylane® SKINBOOSTERS™ are applied to the lateral periorbital region, it is recommended to do the Azzalure® application in a separate session.

GALDERMA,
ADVANCING DERMATOLOGY
FOR EVERY SKIN STORY

With a unique legacy in dermatology and decades of cutting-edge innovation, we deliver a science-based portfolio of premium flagship brands and services that spans the full spectrum of dermatology.

Everyone's skin is unique, and we all have our own skin story. We embrace these differences to meet the individual needs of the consumers, patients and customers we serve.

This would not have been possible without you, and we are committed to accompany you on your journey. We want to help you shape the future of aesthetics, in order to improve patient satisfaction and create more smiles.



LET'S SHAPE NEW AESTHETIC POSSIBILITIES TOGETHER

Join our community on GAIN Connect,
Galderma Aesthetic Healthcare Practitioner Portal, to:

- Find expert product information and assets
- Access industry-leading education and training
- Discover tools to help you run and grow your business

JOIN GAIN
GAIN
GALDERMA AESTHETIC INJECTOR NETWORK



SEE THE AFTER BEFORE



Be a leader for the future of the beauty industry.

Experience FACE by Galderma™ the cutting-edge aesthetic visualization app that uses interactive augmented reality to help your patients see injectable treatment results in real-time.

3 out of 4

patients using FACE by Galderma™ sought more treatments than they previously considered.³⁰

SPACE FOR MARKETS
TO ADD LOCAL INITIATIVES



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EST. 1981