

# GALDERMA



Smart science and an unrivalled reputation in the dermatologic medical community: two reasons why Galderma retains its leading position in the topical dermatology prescription market.

The R&D centre in Sophia-Antipolis (France) is the largest centre dedicated to dermatology worldwide.

Galderma boasts three of the top twenty five best selling drugs in dermatology in a highly competitive specialty market. The Differin® range for acne treatment is the leading worldwide topical retinoid product for this indication, while Metrogel® 1% is the most prescribed product for rosacea. In Europe, Loceryl® is the leading prescription treatment for onychomycosis (fungal nail infection). In the United States, Galderma holds top market shares for its branded topical psoriasis (Clobex®) and melasma (Tri-Luma®) treatments.

The future looks promising with the completion of the new R&D buildings in Sophia-Antipolis (France). With 437 employees working for the scientific division, Galderma R&D is the largest R&D centre dedicated exclusively to dermatology worldwide. These state-of-the-art facilities are complemented by development facilities in Princeton (USA), and Tokyo (Japan). Several new drug applications were filed in 2006, with anticipated approval in 2007: Silkis® (calcitriol), a topical drug for psoriasis, was filed with the American Food and Drug Administration; a combination of Differin® (adapalene) and benzoyl peroxide for acne was filed for European launch, and is on track for American submission as well.

## Living the commitment to the future of dermatology

Galderma has broadened its reach by entering into a sales and marketing alliance with Shionogi & Co, Ltd for Differin®, which is currently developed by Galderma in Japan. The company has also entered into an alliance with Anika Therapeutics for the development of a range of innovative soft tissue augmentation products (for the correction of facial wrinkles, scar remediation, and lip augmentation).

### CONSOLIDATED SALES BY GEOGRAPHIC ZONE<sup>(1)</sup>

€ millions	2005	2006	% of 2006 sales	Growth 2006/2005	
				Like-for-like	Published figures
Western Europe	160.6	174.6	25.4%	+8.8%	+8.7%
North America	367.4	388.0	56.5%	+7.0%	+5.7%
Rest of the World	107.6	124.6	18.1%	+13.5%	+15.7%
<b>TOTAL</b>	<b>635.6</b>	<b>687.2</b>	<b>100%</b>	<b>+8.6%</b>	<b>+8.1%</b>

(1) 100% of Galderma's sales.

## // 2006 review

In 2006, the Nestlé-L'Oréal joint venture reported sales of 687.2 million euros, a growth of 8.6% over 2005 on a like-for-like basis, by delivering several new products to the market, including Clobex® Spray, a novel treatment option for psoriasis. Metvix® PDT (photodynamic therapy for the treatment of skin cancer) was launched in Brazil. Curanail®, a lacquer treatment for mild fungal nail infections was introduced in the United Kingdom.

## // 2007 outlook

In 2007, Galderma intends to reinforce its hold on the global dermatology market, by developing both its core medical business and its move into the corrective dermatology domain.

For further information, please consult Galderma's website:  
[www.galderma.com](http://www.galderma.com)

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a new innovative  
delivery  
formulation of  
the Clobex®  
range.

