

# UNDERSTANDING THE AESTHETIC IMPACT OF MEDICATION-DRIVEN WEIGHT LOSS

The use of prescription weight loss medications is set to increase globally, with \$100 billion GLP-1 sales forecasted globally by 2030 and will have a considerable impact on the aesthetic market<sup>1</sup>.

23%

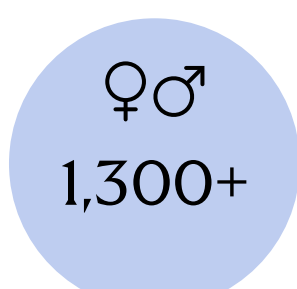
of patients using weight loss medications are already using or considering aesthetic treatments<sup>2</sup>

62%

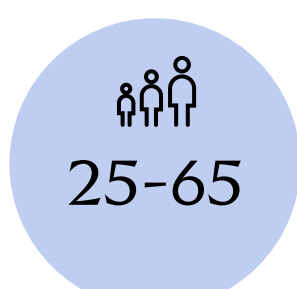
of patients using weight loss medications get aesthetic treatments following a healthcare professional recommendation<sup>2</sup>

As the pure-play dermatology category leader, Galderma commissioned new research, surveying patients to deepen the understanding of this new category.

Men and women



Ages



Located in



## THE IMPACT OF MEDICATION-DRIVEN WEIGHT LOSS ON THE FACE

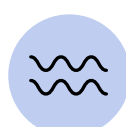
Nearly half (48%) of patients reported significant facial changes due to medication-driven weight loss treatments, with changes typically observed 3-6 months following treatment, and as early as 1-2 months<sup>2</sup>.



Sagging or loose skin<sup>2</sup>



Tired looking appearance<sup>2</sup>



More lines<sup>2</sup>



Dull skin, loss of radiance/glow<sup>2</sup>



Hollow appearance<sup>2</sup>



Loss of jawline definition<sup>2</sup>



"I wanted to get rid of my double chin, but I didn't expect I'd get a turkey neck."

"I noticed that my face felt kind of longer. The skin was a little bit looser around my jawline. It felt droopier."

"I wanted to look healthier, so if people keep telling me I look tired, what have I achieved?"

"I didn't feel like myself anymore. I didn't like to be photographed. I didn't feel good about myself. My self-esteem was low."

### Facial changes vary across demographics

Older patients

55-65

reported more sagging and loose skin compared to those under 55<sup>2</sup>

Menopausal women experience:<sup>2\*</sup>

Higher levels of sagging skin

20% vs. 14%

A slimmer face  
39% vs. 30%

Less radiant skin  
15% vs. 11%

\*versus entire patient sample

## HOW THE PHENOMENON IS IMPACTING GLP-1 PATIENTS AESTHETICS PERCEPTIONS AND PLANS

ALREADY EXISTING AESTHETIC USERS:

60%

have undergone treatments to address changes on their face<sup>2</sup>

49%

plan to undergo aesthetic procedures when they reach their weight loss goal<sup>2</sup>

AESTHETIC CONSIDERERS:

1/3

would have taken additional measures to prevent skin changes if they had known about the effects on the skin prior to starting their weight loss journey<sup>2</sup>

## AN INTEGRATED, HOLISTIC APPROACH IS NEEDED

More than

60%

of patients show a strong interest in a dual-expertise service that integrates medical and aesthetic professionals counsel to support them in their weight loss journey<sup>2</sup>

They seek treatment to

TIGHTEN  
BRIGHTEN  
LIFT  
ADD VOLUME

and have a high likelihood to use Galderma's portfolio of aesthetic solutions to address their concerns.

48%

of patients would try Sculptra<sup>®2</sup>

41%

of patients would try Restylane<sup>®2</sup>



Three-month interim trial data from the latest research commissioned by Galderma demonstrates that the combination of Sculptra<sup>®</sup> and Restylane Lyft<sup>™</sup> or Contour<sup>™™</sup> effectively improved the facial aesthetic appearance of patients experiencing medication-driven weight loss with associated facial volume loss.

Three months after their final treatment, patients showed improved mid-face shape and contouring along with improvement in cheek wrinkles and an overall improvement in facial appearance.

Patients reported high satisfaction as early as four weeks after their first treatment session, which was maintained through to three months after their treatment<sup>3</sup>.

- At Week 4, 85% said their face looked more refreshed, and almost 80% noticed their facial balance was improved and said the SHAPE Up Holistic Individualized Treatment (HIT<sup>™</sup>) enhanced their face's structural harmony\*\*
- 89% felt more attractive and happier with their appearance, and agreed it provided natural looking results at three months post follow-up<sup>3</sup>

Safety profile was in line with previous pivotal trial data for all products, with no treatment-related adverse events reported.

\*Restylane Contour is known as Restylane Defyne outside of the US

\*\*SHAPE Up Holistic Individualized Treatment (HIT<sup>™</sup>) is an individualized treatment approach which enables injectors to leverage their expertise with the renowned Galderma Restylane portfolio to optimize aesthetic outcomes while prioritizing patient satisfaction.

With deep skin knowledge, aesthetic expertise and individualized patient-centric treatment approach, Galderma is uniquely positioned to support this evolution, through new data and knowledge, in close collaboration with leading healthcare professionals.

1 JP Morgan report. The increase in appetite for obesity drugs. November 2023

2 Galderma MAC Research. 2024

3 Galderma. Data on file. Somenek M and Lorenc P. A multi-center, open-label study to evaluate the synergistic effects of biostimulator and dermal fillers for cheek augmentation and correction of contour deficiencies.