NEUROMODULATORS MEDIA FACTSHEET

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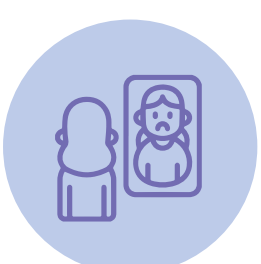
What are neuromodulators?

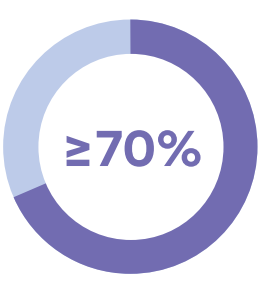
Neuromodulators are substances that can affect the activity of neurotransmitters.[1] Botulinum toxin is a type of neuromodulator that, when directly injected into a muscle, can prevent the release of a neurotransmitter that causes muscle contraction.[1] **This means the muscle relaxes and gradually smooths the appearance of the overlying skin, improving lines and wrinkles**.[2]

Before

After

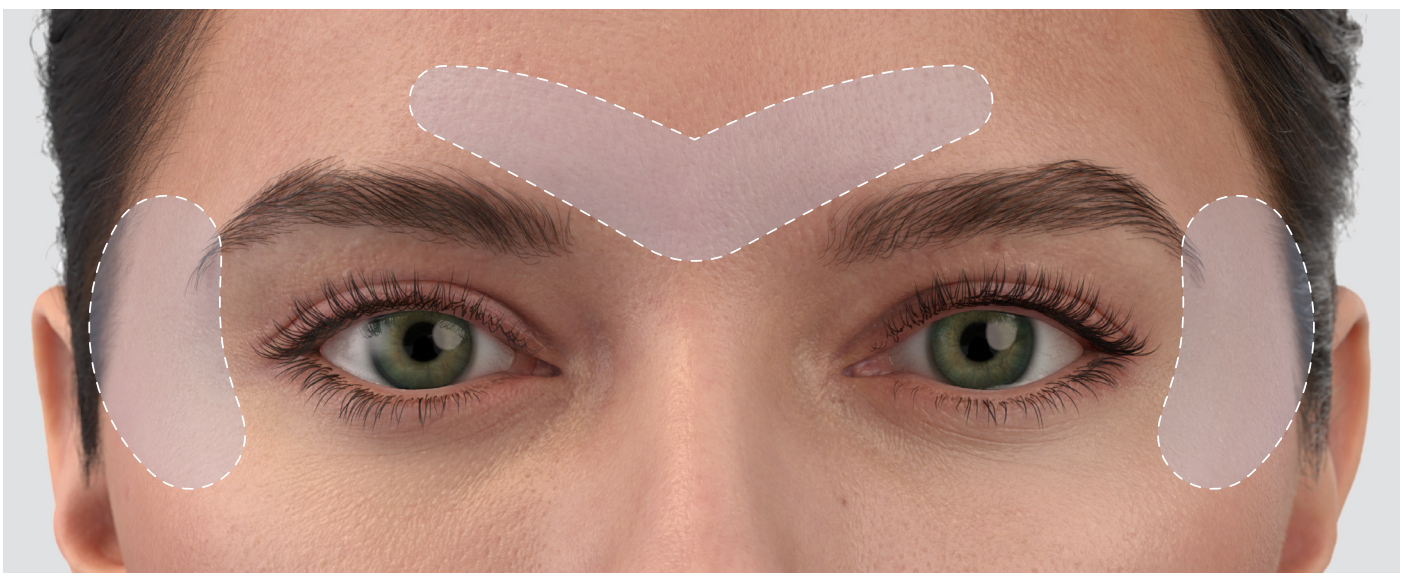


Wrinkles, such as frown lines and crow's feet, are caused by changes to the underlying structure of the skin over time.[1] They can cause people to look old, sad, tired, or angry, regardless of how they may feel, and as a result, can **reduce self-confidence** and **affect quality of life**.[3,4]



In one study, **70%** or more patients reported that upper facial lines left them feeling unattractive, bothered, and stressed.[5]

Neuromodulators have been used to improve wrinkles for more than **30 years**, and are commonly used to treat frown lines and crow's feet.[6,7]



The injectable aesthetics **market has historically grown** by more than 10% per year.[8] Changing attitudes around wellness, beauty and healthy aging have **increased awareness and acceptance of aesthetics**, creating demand from a more diverse customer base, including younger people and men, with the neuromodulator market for men increasing from 10% to 15% between 2018 and 2021.[8]

However, there has been a historic **lack of innovation** in the neuromodulation space for many years.[6,9] Consequently, patients and healthcare professionals must settle for traditional manufacturing and reconstitution processes that can limit performance, ease-of-use and reliability.[6,9]

Limitations with existing neuromodulators

Most commercially available neuromodulators begin to take effect within **two to five days**, with maximum results achieved within **two weeks**, and lasting around **three to four months**.[7]

Most neuromodulators are supplied in **powder form**, requiring healthcare professionals to dissolve the powder in liquid, which can be inconvenient, increase risk of dosing errors, and increase packaging waste.[7,10]

The most common reasons why patients are dissatisfied with current neuromodulators are due to the outcomes not meeting their **expectations** and results not looking **natural**.[11]

Patients seek **fast and sustained results**, and healthcare professionals look for **longer-lasting and more convenient, ready-to-use solutions**.[8,12]

Galderma's commitment to advancing the neuromodulator space

Galderma has a **long history** of delivering innovative and effective aesthetic solutions and is the **leading innovator** in neuromodulators, with a range of solutions aiming to address every single injector and patient need.

With the **broadest injectable aesthetics portfolio** on the market, Galderma has the heritage, expertise and capability to continue to sustainably build our **category-leading pipeline** to meet the expectations of our customers and the needs of patients.

References:

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