

GALDERMA

Galderma is the world's leading pharmaceutical company in dermatology, focusing exclusively on meeting the needs of dermatology patients and physicians by providing therapeutic solutions for the diagnosis, prevention and treatment of dermatological conditions. The company had global revenues of **586.2 million euros in 2004**. Its expertise spans a broad spectrum of skin, hair and nail diseases including products for acne, rosacea, atopic dermatitis, seborrheic dermatitis, psoriasis, onychomycosis, alopecia, skin ageing, pigmentary disorders and the innovative skin cancer treatment Metvix®.

Created in 1981, Galderma is a joint venture between Nestlé and L'Oréal with its parent company based in Switzerland. Galderma today employs 2.300 people including 850 medical sales representatives and is headed by President & CEO Humberto C. Antunes. The company has wholly-owned subsidiaries in 33 countries and a worldwide network of exclusive sales agents. Corporate Services offices are in Paris-La Défense.

To drive its sustained growth, Galderma commits a full **13.6 percent** of revenues to research and development activities. Its main R&D centre, located in France (Sophia Antipolis), is dedicated exclusively to dermatology and has a particular expertise in retinoids. A new state-of-the art R&D centre will shortly replace the current facilities. The first building for research and preclinical development activities opened in August 2004. A second building will host the development, regulatory affairs and support services teams by 2006. Two R&D centres in New Jersey (USA) and Tokyo (Japan) are dedicated to development activities.

Galderma deploys equally sophisticated high-technology production facilities:

- The Alby-sur-Chéran plant in the Haute-Savoie region of the French Alps was inaugurated in 1994. The plant currently turns out close to 23 million units per year and has sustained sales growth. Located at the same site, the Industrial Development Unit takes products from the laboratory to full industrial-scale production.
- The Montreal plant in Canada, using cutting-edge technology, has a capacity of 40 million units to meet growing demand in the North American market, which accounts for approximately 55 percent of Galderma's global sales.
- In Brazil, the regional manufacturing activities are located in Hortolandia (state of São Paulo).

Galderma's ongoing development is anchored in its portfolio of highly successful dermatological products that are today marketed in more than sixty five countries.

Committed to the future of dermatology, Galderma's mission is to offer innovative therapeutic solutions that improve the quality of life of dermatology patients.