

**FINAL**

Contact: Dale Weiss  
817-961-5186  
Dale.Weiss@galderma.com

**IMMEDIATE RELEASE**

**NEW GALDERMA QUALITY REPORT REVEALS NEW TRENDS FOR DERMATOLGY PROFESSIONALS AND MANAGED CARE PROVIDERS.**

Fort Worth, TX -- Galderma Laboratories, L.P. has published the second edition of the *Galderma Quality Report for Dermatology & Managed Care*. This insightful report is provided complimentary as an educational service of Galderma, a leading worldwide dermatology company, as a follow-up to the inaugural *Quality Report* issued in 2005. The Report offers strategic insights into key trends in dermatology from dermatologists, employer groups and managed care organization perspectives. These trends include formulary coverage of dermatology therapies including biologic drugs, dermatologists' interactions with managed-care organizations and the impact of antibiotic resistance on dermatologic disease prescribing behavior.

The Quality Report is built on survey results from dermatologists, managed care organization decision makers and a wide variety of employer groups. These survey results build on the results reported in Volume I published in 2005 and begin to identify key trends affecting the practice of dermatology and the factors influencing the management of dermatology from a managed care and employer group perspective.

The Report reveals the growing role of photodynamic therapy to treat actinic keratoses, used by 23% of dermatologists compared to 9% in 2004. When surveyed about changes they anticipate in their practices during the next year, 45% of dermatologists predict they'll do more cosmetic procedures. Dermatologists now earn around 11% of their income from a combination of procedures and sales of over-the-counter medications and cosmeceuticals.

The Report also contains a first-ever acne benchmarking study built on actual claims data from more than 200,000 patients. Using a proprietary integrated claims database, researchers were able to gauge the performance of specific products, segmented by specialty on a regional and national level, including patient demographics.

Albert Draaijer, president of Galderma USA, said, "The *Galderma Quality Report* reflects our commitment to dermatologists and managed care providers for the most up-to-date information about the dermatology market. We trust this second edition of the *Quality Report* will be a resource that will contribute to high-quality, cost-effective dermatological care."

- more -

The new survey of dermatologists notes that fifty percent have decreased their reliance on antibiotics to treat acne out of concern for growing antimicrobial resistance (up from 42% in 2004). A supplementary literature review confirms the concern for antibiotic-resistant pathogens. Use of oral and topical antibiotics in treating acne decreased around five percentage points between 2002 and 2004.

With regard to biologic drugs, the survey of 77 managed-care decision-makers reveals that nearly all insurers' formularies include biologics for dermatologic conditions. Furthermore, 70% of respondents believe the use of biologics will continue to grow. In fact, trends indicate managed-care organizations use of four-tier formularies to manage biologic drug costs grew more than 20% since the initial report.

The new *Galderma Report* includes survey results from more than 200 dermatologists. Responses show that in addition to concerns for efficacy, many dermatologists now factor in the patient out-of-pocket costs associated with tiered co-pays into their treatment decisions.

A survey of 84 employer representatives is new to Volume II and rounds out the *Galderma Quality Report*. The results show there are opportunities and a need for managed-care organizations and pharmaceutical manufacturers to educate employers regarding standards of care, treatment options and the impact of dermatology disease in the workplace.

To order a complimentary copy of the *Galderma Quality Report for Dermatology & Managed Care, Volume 2*, visit [www.galdermaUSA.com](http://www.galdermaUSA.com).

#### About Galderma:

Created in 1981 as a joint venture between Nestlé and L'Oréal, Galderma Laboratories is one of the leading dermatology companies in the world according to recent IMS D-Class rankings. With a worldwide presence in 65 countries, over 1000 sales representatives and one of the largest research facilities dedicated to dermatology, Galderma provides innovative therapeutic skincare solutions to meet the needs of dermatology patients and physicians worldwide. The company is committed to improving the health of skin with an extensive line of products that treat a range of skincare conditions including: acne, rosacea, fungal nail infections, psoriasis, seborrheic dermatitis, hyper-pigmentation disorders, non-melanoma skin cancer and photo damage.

Now with a new research laboratory in Sophia Antipolis, France and the introduction of innovative technology and products on the horizon, Galderma is poised to continue making significant impact on the future of dermatology.

Galderma's leading dermatology brands include Differin® Gel, Metrogel® 1%, Clobex® Spray, Tri-Luma® Cream, and Cetaphil® Cleansers and Moisturizers.

For more information see [www.galdermaUSA.com](http://www.galdermaUSA.com)

##