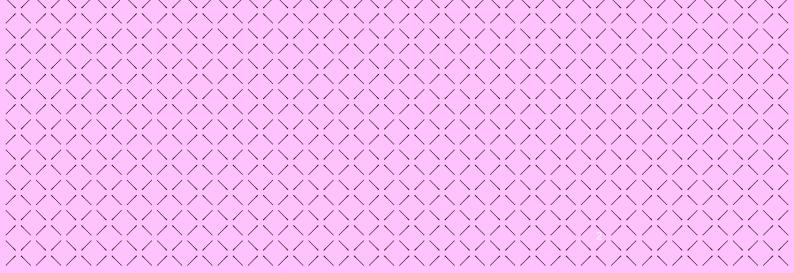


CONTENTS

Restoring, reshaping, regenerating: creating a new approach to aesthetics for a new patient		3
01	The global rise of medication-driven weight loss	5
02	Taking shape: a new aesthetics patient emerges	9
03	Skin deep: the science explained	15
04	Taking action: an algorithm for every need	18
Advancing dermatology for every skin story		24



RESTORING, RESHAPING, REGENERATING Creating a new approach to aesthetics for a new patient



The use of prescription weight loss medications has increased exponentially in recent years.¹ Today, as many as one in eight adults in the U.S. has already taken them.² And this growth trajectory is set to continue – driven by media coverage, celebrity endorsements and social media, up to 100 billion USD in global sales are forecast by 2030.¹¹³⁻⁵ Clearly, this represents a significant shift. And it is doing more than simply reshaping weight loss: it is creating a ripple effect among a variety of other industries, including aesthetics, where it is transforming consumer behavior.¹¹⁶ The aesthetics community is now standing before a new frontier in patient care.

While many patients report being delighted with their new physiques, others find their faces undergo visible changes that do not align with their expected self-image during or after medication-driven weight loss. For instance, patients may experience different types and levels of facial changes such as dry, dull or sagging skin, a gaunt or hollowed-out facial appearance, or other unwelcome alterations to facial structure and balance.

Galderma, as the dermatology category leader, identified this new emerging consumer profile early on thanks to our close relationships with the aesthetics community. And in line with our commitment to remaining at the forefront of medical education and training in dermatology, we set out to learn more. We delved into the needs of these patients, the potential effects of weight loss on their skin and took steps to prepare aesthetics practitioners to meet this moment.^{79,10}

Our approach involved surveying more than 1,300 patients, leading groundbreaking research with a unique phase IV first-of-its-kind study, developing the first consensus-based, international treatment guidelines for this specific patient population in close collaboration with internationally renowned experts, and developing unique education & training curriculum for healthcare professionals.^{79,10}

This report summarizes the rise of medication-driven weight loss as it relates to aesthetics. It dives into the latest research, and explores Galderma's pioneering guidelines designed to equip healthcare professionals with the necessary tools and knowledge to help their patients achieve the radiant appearance they desire.



The global rise of medicationdriven weight loss

Obesity rates in many countries worldwide have been rising steadily for over fifty years.¹¹ With obesity widely acknowledged as a critical public health issue, governments and a burgeoning weight loss industry have both sought to help patients control their weight.¹¹⁻¹³ One result is the emergence of medications offering significant and/or rapid weight loss – defined as losing over 20 pounds (10 kg) within three to six months.^{6,9,14}

Historically, this kind of weight loss was primarily observed in high-performance athletes or patients who had undergone bariatric (also known as gastric band) surgery. However, in recent years, the increasing availability and widespread adoption of prescription weight loss medications has led to a profound shift in approaches to weight management. 9,17,18

+300%

prescriptions from 2020 to 2022

Between 2020 and 2022, the number of prescriptions for weight loss medications increased by over 300% in the U.S. This upward trend is expected to continue and spread worldwide.^{6,18}

19.2%

compound annual growth rate (CAGR) projected for the global market 2023–2029

Weight loss medications are expected to surpass 100 billion USD in global sales by 2030 as many patients incorporate these medications into long-term weight management strategies. What's noticeable from our research is that among the 40% of users taking these medications solely for weight loss, half intend to continue their treatment for over a year, emphasizing a commitment

to lasting transformation beyond short-term weight loss.^{19,21}

Patients are largely motivated by self-improvement, with 63% aiming for better overall health, 61% striving to enhance self-perception and 51% seeking to become a "better version" of themselves.³



"Prescription weight loss medications are creating a new group of patients whose attitude towards health and their body has fundamentally changed. They feel more in control and able to take steps towards looking and feeling their best for the longest they can, including by using aesthetics solutions."

ANNE-CÉCILE CHEVRIER Global Head Injectable Aesthetics Global Product Strategy Galderma

One of the most influential drivers behind this remarkable shift is social media, with digital content profoundly influencing consumer behavior. The viral nature of discussions around these medications is also fueling demand. On TikTok™ alone, weight loss-related content has amassed over 300 million views, and many adults report first hearing about prescription weight loss medication from social media.^{4,5}

32% of adults

reported they had heard
"a lot" about prescription weight
loss medications*

23%

first heard about these medications on social media*

300 million

views on TikTok™ for posts about prescription weight loss medications*

*Statistics from 2023 [2,4,5]

Unforeseen and unintended: how prescription weight loss medications are affecting the aesthetics industry

The ripple effects of this trend are extending into the aesthetics industry, since these medications can induce a range of unexpected aesthetic transformations beyond weight loss – most notably in the face.^{8,20} Dry or lackluster skin, volume depletion, facial sagging and structural imbalances can cause some patients

to appear up to five years older.⁸ While patients celebrate their weight loss achievements, nearly all of them notice some degree of facial transformation, which can diminish their overall satisfaction.^{7,20} As a result, a population who would not have initially considered aesthetics procedures is reporting an increased interest in them.^{7,19}

92%

of patients noticed a difference in their facial features after using prescription weight loss medication⁷

"There is no doubt that more patients are using prescription weight loss medications. I have seen firsthand in my own practice and heard — from many colleagues around the world — about the dramatic increase in patients who have undergone medication-driven weight loss and are seeking solutions to restore health and radiance to their appearance."

MARIA ANGELO-KHATTAR, MD
Managing Director
Altaderma Clinic
International Director
American Academy of Anti-Aging Medicine
Unites States



In the U.S., 53% of aesthetics clinics anticipate an influx of new patients due to prescription weight loss medications and 43% believe the increased use of these medications will drive demand for treatments addressing weight loss medicationinduced facial changes.²¹ As a result, many clinics are looking at adapting their service offerings to meet this growing demand.²² Clinics are increasingly incorporating or considering treatments such as hyaluronic acid injectables, biostimulators and other collagenenhancing therapies to address volume loss and skin laxity.²²

Among surveyed clinics:

54%

offer or are considering adding biostimulators²²

77%

offer or are considering adding fillers²²

89%

offer or are considering adding neuromodulators²²



"Weight management and aesthetics are becoming increasingly interconnected, requiring an integrated approach to address the full spectrum of patient needs. As practitioners, we must educate ourselves and our patients on the aesthetic impacts of significant and rapid weight loss and identify how best to support them on this evolving journey."

ALESSANDRA HADDAD, MD, PhD Dermatologist and plastic surgeon Brazil

Taking shape: a new aesthetics patient emerges

What does this mean for patients? Galderma was quick to identify that the prescription weight loss medication phenomenon would have significant consequences for the aesthetics industry. So, we commissioned an unprecedented global research project to find out more. Our findings indicate that in terms of aesthetics treatments, weight loss medication patients have unique needs and attitudes.⁷ To respond effectively, the industry will need a new approach and training specific to these patients.^{7,9,10}

Through our close collaborations with practitioners, Galderma was quick to pinpoint the trend for patients seeking aesthetics solutions after weight loss around the world. Our initial research indicated that this phenomenon would have a major impact on the aesthetics industry, essentially creating a new consumer profile and expanding training needs for practitioners. To find out more, we commissioned a global research project that surveyed over 1,300 patients across the U.S., Europe, the Middle East and Brazil over the course of four months.

Results revealed that most medicationdriven weight loss patients noted changes to their face, with 48% reporting significant alterations typically manifesting three to six months into treatment.7 While many patients observed positive changes, such as a slimmer face, sharper jawline or defined cheekbones, 77% of patients saw negative changes as well, including sagging skin, a tired appearance or more visible wrinkles.^{7,23} We discovered that these negative changes could deeply impact overall patient satisfaction with the outcome of their weight loss journey.^{7,23}

Unprecedented survey of

+1,300

patients across the U.S., Europe, Middle East and Brazil⁷



Sagging or loose skin⁷

₇Z

Tired-looking appearance⁷



More lines⁷

Dull skin, loss of radiance/glow⁷

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

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

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

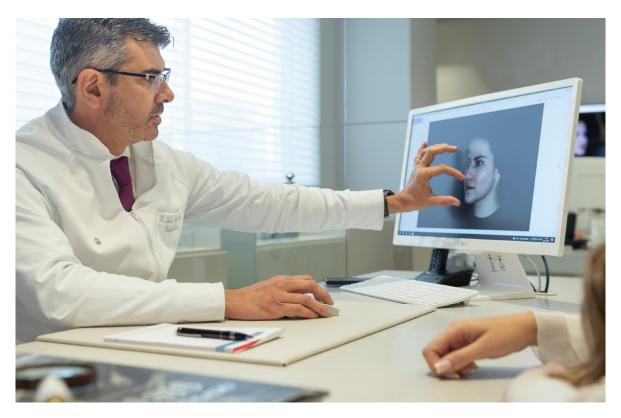
Currently, most prescription weight loss medication users have limited awareness of the facial changes these medicines can cause.⁷ Nor are they aware of the aesthetics treatments that could help address these changes: only 23% are either already aesthetic users or are actively considering treatments.⁷

At 30%

the most common facial change patients expected was a "slimmer face"⁷

Only 11%

were aware of the possibility of jawline definition loss⁷



Dr. Luiz Avelar, Brazil

Both aesthetic users and considerers have the same needs and the same triggers.⁷

41%

desire firmer skin⁷

35%

are seeking more radiant skin⁷

39%

wish to smooth lines and wrinkles⁷

39%

want to improve facial proportions⁷

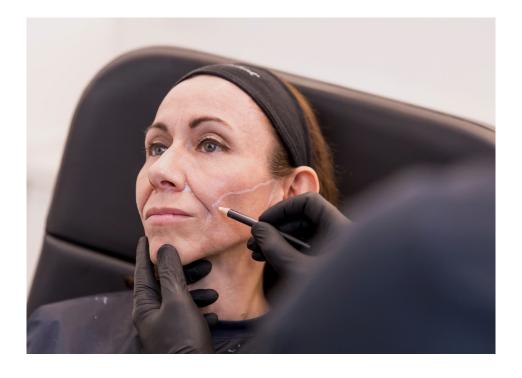
Both aesthetics users and considerers most often seek aesthetics treatments based on recommendations made by a healthcare professional or friends.

60%

sought treatment on the recommendation of healthcare professionals⁷

30%

sought treatment on the recommendation of friends⁷



However, the barriers to aesthetics treatment differ for aesthetics users, considerers and those unaware of aesthetics treatments. Many aesthetics users believe their body will naturally adapt to their weight loss, whereas aesthetics considerers worry about side effects and the naturalness of results.

35%

of aesthetics users believe their body will naturally adapt to their weight loss⁷

32%

of aesthetics considerers worry about side effects⁷

24%

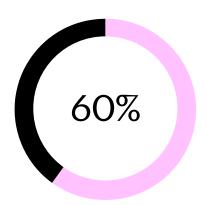
of aesthetics considerers worry results will not look natural⁷

Many medication-driven weight loss patients report unique concerns and attitudes toward aesthetics treatments.^{7,9} They are differentiated by not only their distinct physical concerns but also in their psychological relationship with their changing appearance. For instance, according to practitioners, a significant reason why some people hesitate to use aesthetics treatments is their concern about appearing to have regained weight.⁷

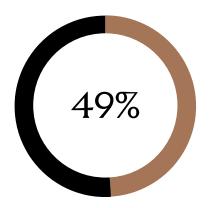
What this means is that patients not only need to be made aware of

the facial changes their weight loss journey may cause and the aesthetics treatments available to them, but also be reassured that these solutions will emphasize their new, healthier appearance.

60% of medication-driven weight loss patients who were already aesthetics users have sought treatments specifically to address the effects of medication-driven weight loss and 49% plan to pursue aesthetics procedures once they reach their weight loss goals.^{7,19}



had treatment to address the effects of prescription weight loss medications on their face⁷



plan to undergo aesthetics precedures when they reach their weight loss goals¹⁹ Of those considering aesthetics treatments, around one third indicated that they would have taken preventative measures if they had been aware of the effects on facial volume and skin quality before beginning their weight loss journey.⁷

More than half of total users indicated that they would be interested in a team of multispecialists, including a dermatologist or aesthetics doctor, to guide and support them throughout their weight loss journey.⁷

Our findings also showed that biostimulators and hyaluronic acid injectables, which restore skin integrity and facial structure, are of particular interest to medication-driven weight loss patients.⁷

This data indicates that, once aware of their benefits, patients are strongly interested in aesthetics treatments. Aesthetics practitioners need, therefore, to be equipped with the knowledge and tools to advise patients about suitable treatments while remaining considerate of these patients' unique concerns.

1/3

would have taken measures if they had known the effects on their skin prior to starting their weight loss journey⁷

54%

would be interested in a team of multispecialists, including a dermatologist or aesthetics doctor, to guide them throughout their weight loss journey⁷

48%

expressed interest in trying biostimulators⁷

41%

would consider hyaluronic acid injectables⁷



"Practitioners face the challenge of informing patients about available treatments while considering their individual sensitivities. They must address facial aging concerns without triggering fears of appearing to have regained weight."

MICHAEL SOMENEK, MD Plastic surgeon United States These insights help give shape to this emerging new consumer group in aesthetics. For these patients, their weight loss journey is about looking and feeling healthier and more confident, with an external appearance that aligns with their internal transformation – including a radiant, slim, well-balanced face.^{3,7}

For this reason, the future of medication-driven weight loss is not just about shedding pounds – it is about achieving balance, confidence and a holistic transformation that aligns both body and face. The

aesthetics industry, working closely with healthcare professionals, is poised to play a critical role in ensuring that patients not only achieve their desired weight but also feel comfortable with, and empowered by, all aspects of their evolving appearance.

This will require the entire aesthetics community to develop tailored approaches that address the unique needs of patients. They will need to prioritize natural-looking results, while reassuring patients that aesthetics interventions will enhance, rather than detract from, their transformation.

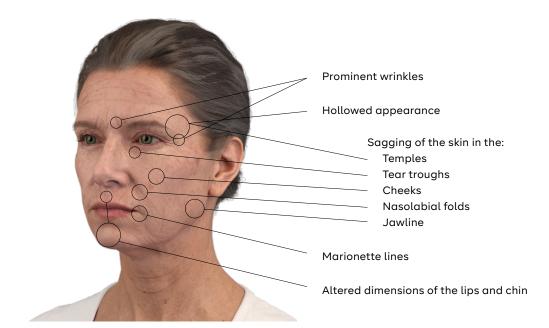


Skin deep: the science explained

Prescription weight loss medications belong to a class of medications known as glucagon-like peptide-1 receptor agonists (GLP-1s), which promote significant and rapid weight loss by creating a feeling of fullness (satiety).²⁴ This causes patients to consume fewer calories, leading to a loss of fat from the entire body – including the face.^{17,20,24} The ensuing weight loss, in turn, can cause a range of changes to the appearance of the face, which are often unexpected and unwelcome.^{7,20}

When patients experience significant and/or rapid weight loss, several key physiological processes take place and cause changes to their facial appearance. These include fat loss, the degradation of essential skin proteins (such as collagen and elastin), and the depletion of vital nutrients like fatty acids. The resulting facial changes can vary from sagging skin or patients

developing a gaunt or hollowed-out appearance, to the most severely impacted patients looking up to five years older than their true age. 8,20 While these effects are commonly experienced as part of the weight loss process with prescription medications, patients do not always expect them when they occur. 7,9



The various effects GLP-1-induced weight loss can have on the face

Prescription weight loss medications do not differentiate between body fat and facial fat. Consequently, one of the most significant drivers of facial transformation in medication-driven weight loss patients is the reduction of subcutaneous fat.^{8,20}



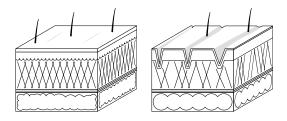
"Prescription weight loss medications take fat from everywhere on the body, but because the face is a far smaller area, with typically a thinner layer of fat, even small amounts of weight loss can have a dramatic aesthetic effect on facial structure and overall appearance."

SABRINA FABI, MD Cosmetic dermatologist United States

1. Fat loss leads to a sunken appearance

As subcutaneous fat on the face diminishes, areas like the cheeks, temples, jowels and under-eyes lose their natural volume. This can create a sunken or even skeletal appearance. The loss of structural support also contributes to increased skin laxity, causing sagging and more pronounced wrinkles and folds, especially around the nose and mouth. Page 18 creates 19 creates

Fat also plays a crucial role in maintaining facial symmetry and balance. 8,20 When subcutaneous fat diminishes unevenly, the face can take on a disproportionate appearance. 8,20 Cheeks and temples become hollowed, while areas like the jawline may appear less defined. 8,20 These changes can disrupt the natural harmony of the face, making certain features seem exaggerated or misaligned. 20



Fat loss following the use of prescription weight loss medications causes structural changes to the skin that result in skin that appears aged.²⁵

"As we age, we naturally lose collagen and elastin, but rapid weight loss accelerates this process and additional fat is lost on top of that - the skin simply doesn't have the same ability to rebound. The result can be a disconnect between a patient's healthier, leaner body and a face that suddenly looks older, more tired, or deflated. Navigating that balance is where aesthetics expertise becomes essential."



ALAN WIDGEROW, MBBCh (MD), MMed (MHS), FCS (PLAST), FACS Chief Scientific Officer Galderma

2. Changes in essential skin proteins reduce firmness and increase wrinkles

The impact of fat loss becomes even more pronounced when considering histological changes, or changes at the cellular level, in the skin. Prescription weight loss medications reduce the number of thick collagen fibers and increase the number of fine collagen fibers, as well as shorter elastic fibers.²⁵ This structural reconfiguration results in a loss of firmness and the appearance of more wrinkles.²⁵

That is why significant weight loss can also reduce the skin's ability to maintain its previous natural firmness and elasticity.²⁶ This process, often referred to as 'facial melting,' is one of the most challenging aspects of treating medication-driven weight loss patients.²⁶

3. Fewer fatty acids results in skin dryness and dullness

Finally, fatty acids, which are stored in subcutaneous fat, also play a critical role in maintaining skin moisture and suppleness.⁸ As fat stores diminish, the skin's ability to retain hydration weakens, leading to a dry, lackluster complexion.⁸

For middle-aged and older patients, these effects are even more pronounced.²⁰ In the case of these

patients, the goal is to address facial volume loss without creating an over-volumized appearance. By understanding the science behind these transformations, aesthetics practitioners are better able to offer solutions that help patients feel confident and comfortable in their evolving appearance.

Taking action: an algorithm for every need

Throughout our history, Galderma has prioritized close collaboration with the medical community. This includes our unique educational platform, the Galderma Aesthetic Injector Network (GAIN). Through GAIN, we listened to aesthetics practitioners' concerns around how to support these new patients and best address their needs. Our response was to expand beyond our premium portfolio with a consensus-based, international treatment framework promoting individualized treatment plans to meet patients' objectives with outstanding results.9

Twenty-five years ago, Galderma entered the market with Sculptra®, the first proven regenerative biostimulator.²⁷⁻³² It is a versatile treatment with a range of applications, like skin lifting and quality improvement.^{33,34} The product was initially approved in Europe for filling small facial deficits and used in the U.S. to treat facial lipoatrophy in HIV patients, helping to reverse the gaunt appearance associated with this condition by stimulating the skin's natural collagen production and adding firmness to the face.^{27,28,31,35} Meanwhile,

Restylane®, our market-leading hyaluronic acid injectable, adds contour, definition and shape to complement Sculptra's restoration of firmness.^{10,35-44}

Together, these products have demonstrated a positive impact, as highlighted in Galderma's phase IV clinical study conducted in the U.S., which investigated the efficacy, safety and patient satisfaction of Restylane Lyft™ or Contour™ in combination with Sculptra for cheek augmentation and correction of contour deficiencies in patients with medication-driven



weight loss with associated alterations in aesthetic appearance.¹⁰ Informed by insights gained from pivotal trials of Sculptra and the Restylane portfolio, the study took place across two sites and used the Shaype Up Holistic Individualized Treatment (HITTM) as a treatment methodology.^{10,45}

Complementing Sculptra and Restylane is Alastin™, Galderma's premium physician-dispensed skincare brand. A complete skin rejuvenation approach, it is a unique elastin and collagen support system – essential components of the skin which are impacted by medication-driven weight loss. Alastin helps maintain the skin's healthy look by helping restore a youthful appearance to the collagen and elastin depleted skin.⁴6

In addition to offering a portfolio of premium, science-based products that work together in synergy, Galderma strives to maintain the highest education standards, ensuring the best treatment and advice for the people we serve. To go further in supporting the aesthetics community on this emerging challenge, we worked with Dr. Andreas Nikolis leading a global, multidisciplinary panel of experts—including clinicians, researchers, and industry leaders—

First

published international consensusbased guidelines⁹

First-of-its-kind

phase IV study demonstrating Restylane and Sculptra's efficacy in safely correcting contour deficiencies in medication-driven weight loss patients¹⁰

to establish a consensus-based, international treatment framework.9 Recently <u>published</u> in the Journal of Cosmetic Dermatology, these first-of-their-kind guidelines were informed by a comprehensive Delphi study (a research method used to build consensus among experts on a given topic) featuring patient interviews, a market survey and a review of the latest scientific literature.9 The guidelines provide a practical framework for practitioners to address the aesthetic needs of medication-driven weight loss patients.9

"It has been a privilege to collaborate with some of the world's leading experts in aesthetics on this pivotal initiative. Together, we have developed practical, evidence-based guidelines to help our community address the unique needs of this growing patient population. I am confident that this framework will serve as a valuable resource for clinicians and set a new benchmark for industry best practice."

ANDREAS NIKOLIS, MD, PhD
Consensus Program Lead,
Plastic surgeon and associate professor
McGill University, Canada



Key insights from the first international consensus guidelines

1. Flexible algorithms, determined by key variables, can help develop the ideal treatment plan for every patient

Early interventions can significantly improve outcomes, especially when it comes to maintaining skin quality and preventing or minimizing facial aging. The guidelines recommend initiating treatments such as biostimulatory injections (e.g., poly-L-lactic acid, hyaluronic acid injectables), energy-based devices and topical skincare regimens during the weight loss process to optimize skin health and prevent the signs of premature aging.

However, some clinicians suggest that intervening too early could result in unnecessary treatments or overcorrection, as the full impact of weight loss on facial appearance may not yet be clear.9 That is why individualized treatment planning is crucial, based on specific algorithms that account for gender, age, amount of weight lost and rapidity of weight loss. These parameters can help identify the optimum timing, product, dosage, treatment areas and overall plan.

The timing of aesthetic interventions should be guided by the patient's weight loss progress, their specific aesthetic concerns and their overall treatment goals. In some cases, early treatments (especially with biostimulators) will optimize the skin's appearance and help mitigate long-term damage, even if the patient has not yet reached their final weight.

Algorithms: key variables



Gender of the patient



Age of the patient



Amount of weight lost



Rapidity of weight loss

"One of the biggest challenges clinicians face is timing: when should we start treatment? If we treat too early, do we risk overcorrection? But, if we wait too long, patients may feel prematurely aged. These guidelines help take out the guesswork by providing empirical algorithms based on age, gender and weight loss amount, so we can plan treatments that are both measured and personalized."



STEVEN DAYAN, MD, FACS Plastic surgeon, United States



By Dr. Luiz Avelar

Patient treated with Sculptra, Restylane, Restylane Skinboosters™ and energy-based devices for 3 months





Before After

2. Subjective experiences of the changes caused by weight loss can differ

While medication-driven weight loss can indeed accentuate age-related changes, many patients may perceive them as positive. Clinicians should

approach these cases with sensitivity and be prepared to offer treatments that enhance the patient's appearance without undermining their overall weight loss success.⁹

3. Holistic, multi-modal treatment plans are essential

Using a variety of measures to manage the aesthetic concerns of a medication-driven weight loss patient is essential.⁹ The guidelines advocate for a personalized treatment plan that incorporates resistance exercises, nutritional counseling and aesthetic interventions tailored to the patient's needs at every stage of their weight loss journey.9

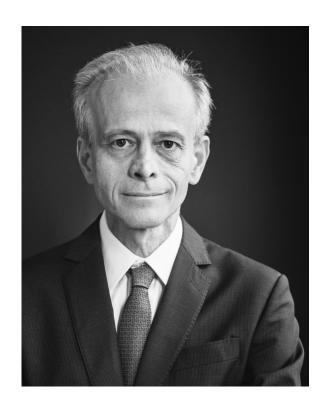
"Each patient will react in a different way to prescription weight loss medications. That is why one size does not fit all — some patients may have more skin sagging; others show more deflation of the adipose tissue beneath the skin. That is why it is so important to individualize the treatment."



LUIZ AVELAR, MD Plastic surgeon Brazil

The guidelines represent a significant milestone in the understanding and management of medication-driven weight loss patients. With these in hand, Galderma is committed to ensuring that aesthetics professionals have the required resources to meet

patient needs. We will continue to host in-person and digital education events worldwide to share our learnings with the practitioner community along with fresh insights as we continue our research in this evolving space.



"Galderma is raising awareness of the effect prescription weight loss medications are having on the aesthetics industry and fostering collaboration within the community to meet the needs of these new patients. By working alongside global experts, we defined best practices and will continue to advance aesthetics education, and support practitioners in delivering comprehensive, patient-centered care."

BALDO SCASSELLATI SFORZOLINI, MD Global Head of Research & Development Galderma

Advancing dermatology for every skin story

The rapid rise of medication-driven weight loss has irrevocably transformed the aesthetics landscape and given rise to a new patient group.^{6,7} With facial volume loss, sagging skin and accelerated aging, more patients are turning to aesthetics treatments to restore balance and maintain a natural, healthy appearance.^{8,19} This evolution requires an approach that is science-based, holistic and responds to the unique and individualized needs of this new group.

At Galderma, skin has been our passion since 1981. Our position as the pure-play dermatology category leader is underpinned by our unrivalled expertise, our exclusive focus on the science of skin, our synergistic portfolio of brands and services and our commitment to educating healthcare professionals.

To help the aesthetics community meet the needs of this new and expanding patient group, Galderma commissioned research to more deeply understand patients' motivations and concerns and investigate the science behind these changes in facial appearance.⁷ With a clear patient profile in mind, we collaborated with experts to develop the first international consensusbased guidelines designed to equip practitioners with the practical tools and knowledge to offer targeted, personalized treatment regimens that meet individual needs.⁹

Over our 40+ year history, Galderma has built trust-based partnerships with a global community of healthcare professionals by engaging with them, educating them and bringing them together to advance skin science. We strive to maintain the highest education standards, ensuring the best treatment and advice for patients and driving safe and compliant product use. Because we are committed to being at the forefront of medical education and training in dermatology, we are rolling these guidelines out through GAIN, our industry-leading global medical education platform.

We understand that the skin we are in shapes our life stories. We have the power to enhance both physical and mental well-being by using our dermatological expertise to help people maintain healthy skin and embrace their unique and authentic selves. And as the weight loss-related aesthetics space continues to evolve, defining the new patient group and developing robust clinical guidelines is just the beginning. We will endeavor to remain at the forefront of innovation, ensuring that aesthetics practitioners are wellequipped to deliver comprehensive care and superior outcomes for all patients.

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