



# REMARKABLE SCIENCE. ENDURING PERFORMANCE.

## REVANCE'S CLINICAL PROGRAMS

### AESTHETICS

Revance is focusing on the largest segment within facial aesthetics, glabellar (frown) lines.



Deep facial muscles that form frown lines are approved for treatment by current injectable botulinum toxins and are estimated to represent a nearly \$1 billion global opportunity. Currently marketed neuromodulators have shown duration of effect of approximately 3-4 months. In the SAKURA 1 and SAKURA 2 Phase 3 pivotal trials, DaxibotulinumtoxinA for Injection (RT002) achieved a 6-month duration of effect. The company plans to complete the SAKURA 3 open-label, long-term safety study in the second half of 2018, and pending FDA approval, launch RT002 to treat frown lines in the U.S. in 2020.

### THERAPEUTICS

Therapeutic sales of neurotoxins globally were estimated to be \$2.4 billion in 2017, larger and faster-growing than aesthetics. Revance plans to build a significant therapeutics portfolio, initially addressing cervical dystonia and plantar fasciitis.



Cervical dystonia is a very painful and debilitating neurologic disorder affecting the neck and shoulder muscles. Treatment for cervical dystonia involves regular neurological intervention. The most commonly prescribed treatment for cervical dystonia is botulinum toxin type A, which can reduce the signs and symptoms of the affliction. In May 2017, the company released positive 24-week results from its Phase 2 dose-escalating trial using RT002 injectable for the treatment of cervical dystonia and was granted Orphan Drug Designation by the FDA in December 2017. In the second quarter of 2018, the company plans to initiate a Phase 3 study for the treatment of cervical dystonia.



Plantar fasciitis, the most common cause of heel pain, is triggered by inflammation of the connective tissue in the arch of the foot. In January the company reported 8-week results from a Phase 2a trial using RT002 injectable to reduce the signs and symptoms of plantar fasciitis. A more than 50% reduction in pain was observed in patients treated with RT002, although the results were not statistically significant as compared to placebo. The company plans to initiate a second Phase 2 trial in the second half of 2018.

## 2018 FINANCIAL OUTLOOK (AS OF FEBRUARY 28, 2018)

The company had cash and investments of \$283 million at December 31, 2017. Cash burn for 2018 is expected to be in the range of \$117-\$137 million.

## SELL-SIDE COVERAGE

FIRM	ANALYST
Barclays	Doug Tsao
Cantor Fitzgerald	Louise Chen
Cowen and Company	Ken Cacciatore
Goldman Sachs	Dana Flanders
Guggenheim	Rohit Vanjani
JMP Securities	Don Ellis
Piper Jaffray & Company	David Amsellem
Mizuho	Difei Yang
SunTrust Robinson Humphrey, Inc.	John T. Boris
William Blair	Tim Lugo

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Stanford University

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GW Pharmaceuticals Inc.

**Philip Vickers, Ph.D.**  
Northern Biologics, Inc.

## EXECUTIVE MANAGEMENT TEAM

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**Lauren Silvernail**  
CFO & Chief Business Officer

**Abhay Joshi, Ph.D.**  
Chief Operating Officer

**Todd Zavodnick**  
Chief Commercial Officer and President,  
Aesthetics & Therapeutics

**Justin Ford**  
VP, Human Resources and  
Head of People

## FORWARD-LOOKING STATEMENTS

This Investor Fact Sheet contains forward-looking statements. Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from our expectations. These risks and uncertainties are risks described in the "Risk Factors" section of the Form 10-K filed March 2, 2018. These forward-looking statements speak only as of the date hereof. Revance disclaims any obligation to update these forward-looking statements.

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