Forward-Looking Statements / Safe Harbor / Market Data

This presentation contains forward-looking statements, including statements related to: our financial outlook and other financial performance; the process and timing of anticipated future clinical development of our product candidates; our business strategy, goals, plans and prospects; timing and outcome of our clinical trials; our ability to obtain regulatory approval; the potential therapeutic and economic benefits and value of our product candidates and our technologies; demand for our product candidates and drivers of demand; market size, adoption rate and potential revenue; growth opportunities and product pipeline; our ability to leverage our investment in our development and manufacturing platform; and our intellectual property strategy.

Forward-looking statements are subject to risks and uncertainties that could cause actual results to differ materially from our expectations. These risks and uncertainties include, but are not limited to: the outcome, cost and timing of our product development activities and clinical trials; the uncertain clinical development process, including the risk that clinical trials may not have an effective design; our ability to obtain and maintain regulatory approval of our product candidates; our ability to obtain funding for our operations; our plans to research, develop and commercialize our product candidates; our ability to achieve market acceptance of our product candidates; unanticipated costs or delays in research, development and commercialization efforts; the applicability of clinical study results to actual outcomes; the size and growth potential of the markets for our product candidates; our ability to successfully commercialize our product candidates and the timing of commercialization activities; the rate and degree of market acceptance of our product candidates; our ability to develop sales and marketing capabilities; the accuracy of our estimates regarding expenses, future revenues, capital requirements and needs for financing; and our ability to continue obtaining and maintaining intellectual property protection for our product candidates. These and other risks are described in the “Risk Factors” section of our Form 10-K filed with the Securities and Exchange Commission on March 2, 2018.

This presentation also includes information about the global neuromodulator market, including growth and trends, that is based on various publicly available sources and on a number of assumptions and limitations. The industry data and third-party overview included in this presentation have been obtained from sources believed to be reliable, but we have not independently verified such information and assume no responsibility for the accuracy of such information. In addition, projections, assumptions and estimates of the future performance of the global neuromodulator market are necessary subject to a higher degree of uncertainty and risk due to a variety of factors, including those described above and in the “Risk Factors” section of our Form 10-K filed with the Securities and Exchange Commission on March 2, 2018.

The “Risk Factors” section of our Form 10-K speaks only as of the date thereof. The forward-looking statements and market data in this presentation speak only as of the date hereof or the date specified. Revance disclaims any obligation to update such forward-looking statements and also disclaims any obligation to update or correct such market data.

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Welcome to Revance’s First Investor Day

Agenda

Revance Overview

Remarkable Science
  – Clinical Update
  – Regulatory Panel

Enduring Performance
  • To Market We Go
    – Market Analysis
    – Market Realities – Expert Panel
    – Revance Product Launch Velocity

Q&A

Summary and Close
The Vast Potential of Neuromodulators ...

$7B+ by 2024*

Global Opportunity

$4B+ TODAY*

AESTHETICS

Three Currently Approved Indications For Lead Marketed Neuromodulator OUT-OF-POCKET PAY

wrinkles
frown lines
nasolabial folds
rosacea
acne
crows feet
neck lines
marionette lines

THERAPEUTICS

Nine Currently Approved Indications For Lead Marketed Neuromodulator INSURANCE AND OUT-OF-POCKET PAY

urinary urge/incontinence
TMJ/teeth grinding
sweaty palms
foot pain
spasticity
depression
migraine
heart trouble

... and 700+ Other Conditions

* Source: Global Industry Analysts, Inc. Botulinum Toxin – A Global Strategic Business Report, Jan 2018
The Challenge of Today’s Neuromodulators

SAFETY
Are there potential adverse side effects?
Could it be SAFER?
Even at higher doses

EFFICACY
Does it work as intended?
Could it work BETTER?
Higher response rates

DURATION
How long does it last before effect fades?
Could it last LONGER?
≥ 6 months vs. 3 months
Vision: Number One Neuromodulator in Any Form

1 TEAM
HIGHLY EXPERIENCED TEAM WITH TRACK RECORD OF SUCCESS

2 SCIENCE
INNOVATOR IN NEUROMODULATION:
- Neuromodulator / Peptide
- Proprietary Formulations
- Novel Delivery Approaches

3 PERFORMANCE
SAFETY
HIGH RESPONSE RATES
LONGER DURATION
BETTER PATIENT OUTCOMES

OUR VALUES
Speed | Audacious | Grit | Empathy
DaxibotulinumtoxinA for Injection
The Beauty of RT002 Platform

- First and only neuromodulator/peptide
- Exceptional stability, no animal/human excipients
- High response rates, long duration of effect
- Meets unmet need, significant global opportunity
- Global rights, expansive IP coverage

RT002 is an investigational product
Our Two-Pronged Path, Aesthetics and Therapeutics

AESTHETICS
GAIN APPROVAL in Glabellar Lines and LAUNCH in Aesthetics

THERAPEUTICS
LEVERAGE Infrastructure and EXPAND Therapeutic Pipeline
Strategic Drivers for New Neuroscience Indications

Selection Criteria
• Largest segments
• Established markets
• Clear regulatory paths
• Targeted specialty segment

Expanded New RT002 Neuroscience Pipeline

% of Sales of Neuromodulators by Indication – 2017E WW*

- Facial Aesthetics 40%
- Chronic Migraine 16%
- Muscle Movement 28%
- Overactive Bladder 8%
- Axillary Hyperhydrosis 3%
- Other 5%
- Other 5%

Muscle Movement – ~$1.1BB Global Opportunity*

Chronic Migraine – ~$625MM Global Opportunity*

* Source: Calculated from estimates for 2017 – 2024 in the Global Industry Analysts, Inc. Botulinum Toxin – A Global Strategic Business Report, Jan 2018
RT002 is an investigational product
## Strategy: Commercialize in Aesthetics & Expand Neuroscience

<table>
<thead>
<tr>
<th>Time Period</th>
<th>Commercial Launch</th>
<th>Advance Pipeline</th>
<th>Accelerate Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>2018 – 2021</strong></td>
<td>• Phase 3 in glabellar lines (open-label) &amp; cervical dystonia &amp; plantar fasciitis</td>
<td>• Phase 3 in upper limb spasticity &amp; chronic migraine</td>
<td>• Phase 2 &amp; 3 in new neuroscience indications</td>
</tr>
<tr>
<td></td>
<td>• Phase 2 plantar fasciitis, upper limb spasticity &amp; chronic migraine</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>2022 – 2025</strong></td>
<td>• Glabellar lines (2020)</td>
<td>• Plantar fasciitis</td>
<td>• Chronic migraine</td>
</tr>
<tr>
<td></td>
<td>• Cervical dystonia (2021/22)</td>
<td>• Upper limb spasticity</td>
<td>• New neuroscience indications</td>
</tr>
<tr>
<td><strong>2026+</strong></td>
<td>• Biosimilar/Mylan</td>
<td>• Biosimilar to BOTOX®</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Partner ex-North America</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**CLINICAL RESULTS**

**EXPECTED APPROVAL/LAUNCH**

**PARTNER/FINANCIAL**

BOTOX is a registered trademark of Allergan, Inc.
Unique Partnership to Develop and Commercialize Biosimilar to BOTOX®

REVANCE: Manufacturing Ready Platform

- Research to manufacturing
- R&D laboratories
- Experienced personnel
- Clinical development
- US based dedicated cGMP commercial ready manufacturing facility
- Significant investment in manufacturing infrastructure
- WW rights to Hall A strain
- Toxin gene cluster match
- Strong analytical capabilities

MYLAN: Biosimilar Expertise/Commercial Readiness

- Experience in IPR resolution
- Regulatory expertise
- Negotiate legal challenges
- Strong legal team
- Critical mass in Dermatology franchise to address therapeutics and aesthetics
- Robust portfolio of topical & systemic products spanning multiple therapeutic areas and indications
- Established KOL relationships and partnerships with key dermatology stakeholders

BOTOX is a registered trademark of Allergan, Inc.
# Robust, Differentiated Pipeline

<table>
<thead>
<tr>
<th>Product</th>
<th>Preclinical</th>
<th>Phase 1</th>
<th>Phase 2</th>
<th>Phase 3</th>
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<td><strong>RT002 AESTHETICS</strong></td>
<td></td>
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<td></td>
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<tr>
<td>Glabellar Lines</td>
<td></td>
<td></td>
<td></td>
<td><strong>R</strong></td>
</tr>
<tr>
<td><strong>RT002 NEUROSCIENCE</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cervical Dystonia</td>
<td></td>
<td></td>
<td><strong>R</strong></td>
<td></td>
</tr>
<tr>
<td>Plantar Fasciitis</td>
<td></td>
<td></td>
<td><strong>R</strong></td>
<td></td>
</tr>
<tr>
<td>Upper Limb Spasticity</td>
<td></td>
<td></td>
<td><strong>R</strong></td>
<td></td>
</tr>
<tr>
<td>Chronic Migraine</td>
<td></td>
<td></td>
<td></td>
<td><strong>R</strong></td>
</tr>
<tr>
<td><strong>Biosimilar to BOTOX®</strong></td>
<td></td>
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<td></td>
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<tr>
<td>Topical</td>
<td></td>
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<td></td>
<td><strong>R</strong></td>
</tr>
</tbody>
</table>

RT002 is an investigational product
BOTOX is a registered trademark of Allergan, Inc.
Objectives for Today

**REVIEW MECHANISM** and **CLINICAL DATA FOR LONG DURATION** for daxi (RT002) across both aesthetic and therapeutic indications

Provide **UPDATE ON DAXI PROGRAMS** currently in clinical development AND **NEW NEUROSCIENCE THERAPEUTIC PROGRAMS**

Rationale and confidence to **SUPPORT LABELING FOR LONG DURATION**

Examine the growing **AESTHETIC MARKET** from clinical & commercial perspectives

**REVANCE PRODUCT LAUNCH VELOCITY PLAN** and strategy **TO DRIVE ADOPTION**
**Proven Team with Deep Experience & Expertise**

**Today’s Speakers**

<table>
<thead>
<tr>
<th>Name</th>
<th>Role</th>
<th>Experience及Leadership Roles</th>
</tr>
</thead>
</table>
| **DAN BROWNE**                | Co-Founder, President & CEO               | • >30 years pharmaceutical and medical technology experience  
• Various leadership roles in product development, sales and marketing |
| **ABHAY JOSHI, PH.D., M.B.A.**| COO                                        | • >30 years global pharmaceutical and biotech experience in various leadership roles       
• Extensive oversight of botulinum toxin development, strategy and ops |
| **LAUREN SILVERNAIL**         | CFO & CBO                                  | • >30 years finance and business development experience  
• M&A and transactional experience in leadership roles |
| **TODD ZAVODNICK**            | CCO, President, Aesthetics & Therapeutics | • >20 years domestic and international sales and marketing experience  
• Leadership roles overseeing aesthetics and eye care products/markets |
| **ROMAN G. RUBIO, M.D.**      | SVP, Clinical Development                 | • >15 years of drug development experience  
• Early/late stage product development, med affairs and physician relations |
| **SUSANNE FORS, M.Sc.**       | VP, Regulatory Affairs                     | • >20 years of global regulatory leadership and strategy experience  
• Extensive regulatory experience with FDA, EMA and other national authorities |

**Launch and Commercialization**

- Allergan
- Alcon
- Galderma
- Genentech
- Zeltiq

**Clinical Development/Regulatory**

- Genentech
- Gilead

**Manufacturing**

- Cotherix
- Gore
- Allergan

- Technological Innovation
- Highly Differentiated Neuromodular/Peptide Technology
- Strong Operational Execution
- US-Based cGMP Manufacturing Facility
- On Track to File Glabellar Lines BLA in 1H2019
- Aesthetic and Therapeutic Pipeline
RT002 Composition: Active 150 kD Neurotoxin Type A from 900 kD Complex
RT002
Composition: Active 150 kD Neurotoxin Type A from 900 kD Complex

RT002 is an investigational product
RT002
Composition:
Active 150 kD
Neurotoxin Type A

BoNT/A, 150 kDa
‘Naked’ Molecule

RT002 is an investigational product
RT002 Composition: Proprietary Stabilizing Peptide Excipient

- Molecular Weight is approximately 5 kD
- Core poly-Lysines flanked at both ends by Protein Transduction Domain (PTD)
- Highly positively (+) charged amino acid sequence
- Peptide forms an electrostatic (noncovalent) charge interaction with BoNT-A
- Strong worldwide Intellectual Property (IP) position on variants, lengths, charges and PTDs
Revance’s Differentiated Neuromodulator Product

150 kD Neurotoxin type A + Stabilizing Peptide Excipient + Buffers, Sugar and Polysorbate 20 = DaxibotulinumtoxinA for Injection (RT002)

RT002 is an investigational product
# DaxibotulinumtoxinA for Injection (RT002)
## Fundamentally Different Than Approved Products

<table>
<thead>
<tr>
<th>PRODUCT and PURITY</th>
<th>150 kD</th>
<th>900 kD</th>
<th>Unknown</th>
<th>150 kD</th>
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<tbody>
<tr>
<td>Active Molecule Size</td>
<td>✓</td>
<td>✕</td>
<td>✕</td>
<td>✓</td>
</tr>
<tr>
<td>Free of Accessory Proteins</td>
<td>✓</td>
<td>✕</td>
<td>✕</td>
<td>✓</td>
</tr>
<tr>
<td>No Animal Derived Component</td>
<td>✓</td>
<td>✕</td>
<td>✕</td>
<td>✕</td>
</tr>
<tr>
<td>No HSA (Human Serum Albumin)</td>
<td>✓</td>
<td>✕</td>
<td>✕</td>
<td>✕</td>
</tr>
<tr>
<td>SAFETY</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>EFFICACY</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Higher Response Rates¹</td>
<td>✓</td>
<td>✕</td>
<td>✕</td>
<td>✕</td>
</tr>
<tr>
<td>Long Lasting ≥ 6 Months¹</td>
<td>✓</td>
<td>✕</td>
<td>✕</td>
<td>✕</td>
</tr>
<tr>
<td>STORAGE</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>No Refrigeration/Cold Chain</td>
<td>✓</td>
<td>✕</td>
<td>✕</td>
<td>✓</td>
</tr>
</tbody>
</table>

RT002 is an investigational product

¹ Revance’s SAKURA 1 and 2 Phase 3 Trials, RT002 40 Units

BOTOX, Dysport and Xeomin are trademarks of their respective companies.
OnabotulinumtoxinA dose-ranging studies support 20U for women and 40U for men is ideal; however, there is no dose response or increase in duration beyond these doses.

For RT002, Duration of 24 weeks in Glabellar Lines and > 24 weeks in CD have been clinically demonstrated, and in the latter, duration is independent of Daxi dose.
Nearly Equal Amount of Active Neurotoxin 150 kD Type A Present in DaxibotulinumtoxinA 40U vs. OnabotulinumtoxinA 20U*

<table>
<thead>
<tr>
<th>Neurotoxin Type</th>
<th>Amount (ng)</th>
<th>Notes</th>
</tr>
</thead>
<tbody>
<tr>
<td>DaxibotulinumtoxinA 40U</td>
<td>0.18</td>
<td></td>
</tr>
<tr>
<td>OnabotulinumtoxinA 20U</td>
<td>0.17†</td>
<td></td>
</tr>
</tbody>
</table>

*DaxibotulinumtoxinA 20U contains ~ 50% of the 150 kDa neurotoxin of OnabotulinumtoxinA 20U (0.092 ng vs. 0.17 ng, respectively)


DaxibotulinumtoxinA is an investigational product
Differentiating Capabilities

<table>
<thead>
<tr>
<th>RESEARCH &amp; DEVELOPMENT</th>
<th>CLINICAL</th>
<th>MANUFACTURING</th>
<th>REGULATORY</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Neuromodulator focused expertise from basic research to product development</td>
<td>• Proven clinical development expertise</td>
<td>• State-of-the-art commercial ready cGMP manufacturing facility</td>
<td>• Completed IND/EOP2 submissions with FDA/EMA</td>
</tr>
<tr>
<td>• Peptide research platform</td>
<td>• Strong global KOL relationships</td>
<td>• Dedicated drug substance manufacturing</td>
<td>• Collaborated with global health authorities for scientific advice meetings</td>
</tr>
<tr>
<td>• Modern analytical tools and cell based assays</td>
<td>• Completed Phase 3 SAKURA 1 &amp; 2, Conducting SAKURA 3 OLS</td>
<td>• Dedicated drug product manufacturing</td>
<td>• First half 2019 US BLA submission planned for Glabellar Lines</td>
</tr>
<tr>
<td>• Fermentation/purification</td>
<td>• Conducting Phase 2 Plantar Fasciitis (PF)</td>
<td>• No capacity constraints for drug substance</td>
<td>• 2019 EMA submission planned for Glabellar Lines</td>
</tr>
<tr>
<td>• Biosimilar development</td>
<td>• Conducting Phase 3 Cervical Dystonia (CD)</td>
<td>• Scalable drug product capacity augmented by CMO</td>
<td></td>
</tr>
<tr>
<td></td>
<td>• Leverage CRO when needed</td>
<td>• Manufactured RT002 for all clinical trials</td>
<td></td>
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</tbody>
</table>

Strong Operational Foundation
Significant Investment in Commercial-Ready Manufacturing Facilities Located in the U.S.

US Based Manufacturing for both Drug Substance and Drug Product

- State-of-the-Art Commercial-ready cGMP facility

Drug Substance
- Capability to manufacture botulinum neurotoxin type A from 150 kD to 900 kD

Drug Product
- End-to-end drug formulation, filling, lyophilization and packaging
DaxibotulinumtoxinA for Injection (RT002)
Glabellar Lines US Regulatory Approval Process

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<tr>
<td>Product Formulation Design</td>
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<td>Phase 2B Comparator Study</td>
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<tr>
<td>EOP2/Pre-Phase 3 FDA meeting</td>
<td></td>
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<tr>
<td>Phase 3 SAKURA 1 &amp; 2</td>
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<td>FDA Advice on SAP</td>
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<td>Phase 3 SAKURA Open-Label</td>
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<td>Non-Clinical Activities</td>
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<td>CMC Activities</td>
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<td>BLA filing</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>AESTHETICS</th>
<th>2018</th>
<th>2019</th>
<th>2020</th>
<th>2021</th>
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</thead>
<tbody>
<tr>
<td>Glabellar US</td>
<td></td>
<td>FILE</td>
<td></td>
<td>APPROVE</td>
</tr>
<tr>
<td>Glabellar EU</td>
<td></td>
<td>FILE</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
DaxibotulinumtoxinA for Injection (RT002)
PRODUCT PROFILE/MECHANISM OF ACTION (MOA)

Andreas Rummel, PhD - Senior Group Leader, Hannover Medical School, Hannover, Germany
Mechanism of Action: The Three A’s of Peptide Function With RT002

**Adsorption**
Peptide prevents Daxi from Adsorption to the vial surface.

**Aggregation**
Peptide and PS-20 prevents Daxi from thermal Aggregation in solution.

**Attraction**
Peptide forms an electrostatic (noncovalent) charge interaction with Daxi – the active pharmaceutical ingredient (API; 150 kDa BoNT/A molecule).
What Differentiates RT002 from Other Formulations?
Peptide Supports a Net Positive Charge

* Calculated by ExPASy pI/Mw tool
RT002 is an investigational product
ATTRACTION: PROPRIETARY PEPTIDE BINDS TO DAXI

Surface Plasmon Resonance (SPR) Analysis Shows Daxi Binds to Immobilized Peptide But Not to HSA

RT002 is an investigational product
ATTRACTION: PROPRIETARY PEPTIDE ENHANCES BONT-A MEMBRANE BINDING

Peptide Increases the Amount of Daxi (150 kDa) Binding to the Membrane Model

RT002 is an investigational product
ADSORPTION: PROPRIETARY PEPTIDE MINIMIZES ADSORPTION

Peptide Minimizes Loss of Daxi and Potency Due to Container Surface Adsorption

Addition of peptide enables complete recovery of Daxi content and potency

BoNT/A Content per Formulation

Potency (per CBA) Formulation

RT002 is an investigational product
CBA = Cell based assay
AGGREGATION: PROPRIETARY PEPTIDE MINIMIZES AGGREGATION

Stabilization of Daxi by Peptide Against Thermal Aggregation as Measured by Dynamic Light Scattering (DLS)

Peptide Protects Daxi Against Aggregation, HSA does not

RT002 is an investigational product
Role of Peptide in DaxibotulinumtoxinA for Injection (RT002)

• Revance’s proprietary peptide amino acid sequence is highly positively (+) charged

• **Attraction:**
  • Peptide forms an electrostatic (noncovalent) charge interaction with Daxi – the active pharmaceutical ingredient (API; 150 kDa BoNT/A molecule)

• **Adsorption:**
  • Peptide prevents Daxi from sticking to the vial surface; this ensures the integrity of the potency and performance of the drug

• **Aggregation:**
  • Peptide prevents Daxi from thermal Aggregation; this ensures the integrity of the potency and performance of the drug

• The stabilizing effect of peptide in Daxi is playing a critical role in the clinical observations of longer duration of effect and high response rates

RT002 is an investigational product
CLINICAL DEVELOPMENT UPDATE

Roman Rubio, M.D., Sr. Vice President, Clinical Development
Three Development Programs Currently Underway

**Aesthetics**

1. **SAKURA: GLABELLAR LINES**
   - Phase 3 Pivotal Program: Two Pivotal Studies + Open-Label Study

**Therapeutics**

2. **ASPEN: CERVICAL DYSTONIA**
   - Phase 3 Pivotal Program: One Pivotal Study + Open-Label Study

3. **PLANTAR FASCIITIS**
   - Phase 2 Study: Dose-Ranging, Placebo-Controlled Study
SAKURA 1 and 2 Secondary Endpoint
None or Mild Response Rate on IGA-FWS and PFWS Over Time

Robust Response Rates Observed on Key None or Mild Outcome Measure
at All Time Points through Week 24 in Both Pivotal Studies

**INVESTIGATOR ASSESSMENT (IGA-FWS)**

<table>
<thead>
<tr>
<th>Week</th>
<th>SAKURA 1</th>
<th></th>
<th>SAKURA 2</th>
<th></th>
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</thead>
<tbody>
<tr>
<td></td>
<td>Daxi 40U (n=201)</td>
<td>Placebo (n=102)</td>
<td>Daxi 40U (n=204)</td>
<td>Placebo (n=102)</td>
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<tr>
<td>2</td>
<td>93.5%*</td>
<td>3.9%</td>
<td>98.0%*</td>
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</tr>
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<td>97.5%*</td>
<td>4.9%</td>
<td>97.5%*</td>
<td>3.9%</td>
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<td>91.5%*</td>
<td>7.8%</td>
<td>94.6%*</td>
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<td>84.1%*</td>
<td>2.9%</td>
<td>88.2%*</td>
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<td>71.1%*</td>
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<td>74.0%*</td>
<td>2.9%</td>
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<td>53.2%*</td>
<td>2.9%</td>
<td>54.4%*</td>
<td>2.9%</td>
</tr>
<tr>
<td>24</td>
<td>35.3%*</td>
<td>2.0%</td>
<td>29.4%*</td>
<td>2.0%</td>
</tr>
</tbody>
</table>

*p < 0.0001 (vs Placebo)

**PATIENT ASSESSMENT (PFWS)**

<table>
<thead>
<tr>
<th>Week</th>
<th>SAKURA 1</th>
<th></th>
<th>SAKURA 2</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Daxi 40U (n=201)</td>
<td>Placebo (n=102)</td>
<td>Daxi 40U (n=204)</td>
<td>Placebo (n=102)</td>
</tr>
<tr>
<td>2</td>
<td>92.5%*</td>
<td>3.9%</td>
<td>91.2%*</td>
<td>3.9%</td>
</tr>
<tr>
<td>4</td>
<td>92.0%*</td>
<td>1.0%</td>
<td>90.2%*</td>
<td>3.9%</td>
</tr>
<tr>
<td>8</td>
<td>84.6%*</td>
<td>2.0%</td>
<td>85.3%*</td>
<td>6.9%</td>
</tr>
<tr>
<td>12</td>
<td>72.6%*</td>
<td>2.9%</td>
<td>71.6%*</td>
<td>5.9%</td>
</tr>
<tr>
<td>16</td>
<td>57.2%*</td>
<td>5.9%</td>
<td>53.4%*</td>
<td>5.9%</td>
</tr>
<tr>
<td>20</td>
<td>44.8%*</td>
<td>2.9%</td>
<td>35.8%*</td>
<td>6.9%</td>
</tr>
<tr>
<td>24</td>
<td>23.9%*</td>
<td>1.0%</td>
<td>21.6%*</td>
<td>2.0%</td>
</tr>
</tbody>
</table>

*p < 0.0001 (vs Placebo)

Note: Cochran-Mantel-Haenszel test stratified by study center was used for response rate comparison for Daxi vs Placebo at each time point on ITT population. Missing data were imputed with worst post-baseline outcome for Daxi and best outcome for Placebo.
SAKURA 1 and 2 Results
BOTOX® Cosmetic and Dysport® USPI¹ Data

None or Mild Response Rates on 4-Point Investigator Assessment over Time

¹United States Prescribing Information Phase 3 Studies in GL for each neuromodulator with data available through at least Day 120 conducted separately and presented for reference only. USPI: US Package Insert. Note: In SAKURA (ITT), missing data were imputed with the worst post-baseline outcome (or best outcome for Placebo arm) on visits up to Week 24. Non-responder imputation was used for visits post Week 24. BOTOX and Dysport are registered trademarks of their respective companies.
SAKURA 1 and 2 Efficacy
Median Duration of at Least 24 Weeks Observed on Multiple Secondary Endpoints

**MEDIAN DURATION OF 24 WEEKS**
Time to Loss of None or Mild Wrinkle Severity in Both Pivotal Studies

- **SAKURA 1** (n=201)
  - Median (95% CI)
    - 24.0 (23.4, 24.1) weeks

- **SAKURA 2** (n=204)
  - Median (95% CI)
    - 23.9 (20.3, 24.0) weeks

**MEDIAN DURATION OF 26 WEEKS**
Time to Return to Baseline Wrinkle Severity in Both Pivotal Studies

- **SAKURA 1** (n=201)
  - Median (95% CI)
    - 27.7 (24.7, 28.0) weeks

- **SAKURA 2** (n=204)
  - Median (95% CI)
    - 26.0 (24.1, 28.0) weeks
Example 2-Point Improvement by IGA-FWS & PFWS at Week 4

Two Point Sustained Duration of Effect through Week 24

DaxibotulinumtoxinA 40U – MAXIMUM FROWN

Pre-Treatment
IGA-FWS: 2
PFWS: 2

Week 4
IGA-FWS: 0
PFWS: 0

Week 24
IGA-FWS: 0
PFWS: 0

Two point improvement from baseline on investigator and subject assessment.
Example 2-Point Improvement by IGA-FWS & PFWS at Week 4
One Point Sustained Duration of Effect through Week 34

DaxibotulinumtoxinA 40U – MAXIMUM FROWN

Week 28
IGA-FWS: 1
PFWS: 1

Week 32
IGA-FWS: 1
PFWS: 1

Week 36
IGA-FWS: 1
PFWS: 2

Two point improvement from baseline on investigator and subject assessment
SAKURA 1 and 2 Safety
Number of Treatment-Related Adverse Events by Preferred Term (>2% in Any Arm)

<table>
<thead>
<tr>
<th>Preferred Term</th>
<th>SAKURA 1 Placebo (n=102)</th>
<th>SAKURA 1 Daxi 40U (n=201)</th>
<th>SAKURA 2 Placebo (n=101)</th>
<th>SAKURA 2 Daxi 40U (n=205)**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Headache</td>
<td>3 (2.9%)</td>
<td>14 (7.0%)</td>
<td>1 (1.0%)</td>
<td>12 (5.9%)</td>
</tr>
<tr>
<td>Eyelid Ptosis*</td>
<td>0</td>
<td>5 (2.5%)</td>
<td>0</td>
<td>4 (2.0%)</td>
</tr>
<tr>
<td>Injection Site Pain</td>
<td>4 (3.9%)</td>
<td>10 (5.0%)</td>
<td>4 (4.0%)</td>
<td>5 (2.4%)</td>
</tr>
<tr>
<td>Injection Site Erythema</td>
<td>0</td>
<td>0</td>
<td>4 (4.0%)</td>
<td>5 (2.4%)</td>
</tr>
<tr>
<td>Injection Site Oedema</td>
<td>0</td>
<td>1 (0.5%)</td>
<td>3 (3.0%)</td>
<td>5 (2.4%)</td>
</tr>
</tbody>
</table>

*6 cases of mild severity, 3 cases of moderate severity. All cases resolved without sequelae. Median duration of 58 days.

**A placebo patient who received Daxi in error was included in the Daxi group for safety summary.
Cervical Dystonia
Largest Muscular Movement Disorder

THE CONDITION

Typically Treated by Neurologists
Neuromodulator Retreatment Not More than Every 12 Weeks

UNMET NEED

Painful and Debilitating Twisting Movements of Neck and Shoulders
• Currently available treatments and therapies include oral medications, botulinum toxin injections and surgery
• Deeper, targeted botulinum toxin delivery is required
• Currently approved botulinum toxin treatments for CD only provide relief for 8-12 weeks
• Significant unmet need for longer duration

STATUS

Phase 2 RT002 Study Achieved Trifecta: Efficacy, Safety and Duration
• 24 week, open-label, dose-escalating, US multicenter: 37 patients
• ~2.5x to 10x dose of glabellar lines treatment
• Appeared generally safe and well tolerated
• FDA Granted Orphan Drug Designation in Nov 2017
• Plan to initiate Phase 3 study second quarter 2018

RT002 is an investigational product
Cervical Dystonia Phase 2 Duration of > 24 Weeks
Change from Baseline in TWSTRS-Total Score over Time

Comparison of Reduction from Baseline in TWSTRS Total Score Between AbobotulinumtoxinA in Phase 3 Study and DaxibotulinumtoxinA in CL005

*Data approximated from Figure 2 of Poewe (2016): Efficacy and Safety of AbobotulinumtoxinA Liquid Formulation in Cervical Dystonia: A Randomized-Controlled Trial
DaxibotulinumtoxinA Injection for Isolated Cervical Dystonia

**Phase 2 Dose Escalation Study**
Completed June 2016

- Study CL005
  - n = 37

**RESULTS**
**Efficacy:** Median Duration of > 24 Weeks on TWSTRS-Total Scale

**Safety:** Appeared to be generally safe and well-tolerated

---

**ASPEN PHASE 3 DEVELOPMENT PROGRAM** Conducted in US, Canada and EU

**Phase 3 Pivotal Study:**
Two Doses of Daxi vs. Placebo; FPI 2Q 2018

- Pivotal Study
  - N ~ 300

  Subjects Rollover into OLS When Retreatment Criteria Met

**Phase 3 Open-Label Study:**
Repeat dosing design; FPI 2Q 2018

- Open-Label Safety Study
  - N ~ 300
**PIVOTAL PHASE 3 STUDY**

- Designed to meet FDA regulatory requirements
  - Study population: adult subjects with isolated cervical dystonia
  - Two doses of Daxi for Injection studied vs. placebo
  - Conducted at 75 study centers in US, Canada and Europe

- Primary Endpoint: Change in TWSTRS-total score from baseline

- Secondary Endpoints Include: Duration of effect, clinician and patient global impression of change, CDIP-58, SF-36

**NEXT STEP**

First patient to be dosed in 2Q 2018
Plantar Fasciitis
Highly Prevalent Foot/Heel Disorder

THE CONDITION
Typically Treated by Podiatrists, Physiatrists and Orthopedic Surgeons

UNMET NEED
No Neuromodulator Currently Approved to Treat Plantar Fasciitis
• Estimated to affect 11 to 18 million individuals in the U.S.
• 2M+ patients in U.S. undergo treatment annually
• Current conservative treatments: NSAIDs, shoe inserts, stretching and exercises
• Second line treatments only provide temporary relief or unproven: Steroid injections, shock wave therapy, platelet rich plasma injections, and/or surgery

PATHOPHYSIOLOGY
Neuromodulator Acts at Three Different Levels to Address Disability and Pain
• Muscle relaxation: inhibition of flexor digitorum brevis muscle to alleviate tension on plantar fascia
• Pain Relief: inhibits release of pain mediators in neuromuscular junction, resulting in analgesic effect
• Anti-inflammatory effect: inhibition of inflammatory mediators within plantar fascia
Plantar Fasciitis
Phase 2 results at Week 16 similar to Week 8 results

• **Week 16 Results:**
  
  – **Efficacy:** Reduction from baseline in VAS-pain score of 58% observed with Daxi at Week 16; however strong placebo response also observed with no difference between treatment arms (p=0.42). Similar outcome observed across secondary endpoints
  
  – **Safety:** Daxi appeared to be generally safe and well-tolerated over 16 weeks with no treatment-related SAEs and no subjects discontinued from study secondary to treatment

<table>
<thead>
<tr>
<th>Study Parameter</th>
<th>Phase 2a Study</th>
<th>Follow on Phase 2 Study</th>
</tr>
</thead>
<tbody>
<tr>
<td>PF Duration</td>
<td>≥ 3 months</td>
<td>6-12 months</td>
</tr>
<tr>
<td>Run-in Period</td>
<td>Not included</td>
<td>10 day period to control for variability in patient response</td>
</tr>
<tr>
<td>Endpoint</td>
<td>VAS-Pain recorded at Week 8 study visit</td>
<td>VAS-pain over 5 days, recorded at home in AM on ePRO</td>
</tr>
<tr>
<td>Dose</td>
<td>Single dose</td>
<td>Two doses studied to evaluate dose response v. placebo</td>
</tr>
<tr>
<td>Injection Location</td>
<td>Calf and plantar surface</td>
<td>Plantar surface</td>
</tr>
</tbody>
</table>

FOLLOW ON PHASE 2 STUDY NEXT STEP
First Patient Dosed in 2H 2018
**Adult Upper Limb Spasticity**

**Foundation Indication for Treatment of Dystonia**

---

**THE CONDITION**

**Chronic Neurologic Disorder Treated by Neurologists and Physiatrists**

Neuromodulator Retreatment Required Every 8-12 Weeks

---

**UNMET NEED**

**Spasms and Tightness of Muscles Caused by Stroke, MS, or Spinal Injuries**

- Currently available treatments and therapies include oral medications, neuromodulators and intrathecal baclofen
- Significant unmet need exists among patients and caregivers for a longer lasting treatment
- RT002 uniquely designed to allow for longer duration of effect with potential for >24 week duration

---

**STATUS**

Leverage Experience with RT002 in Cervical Dystonia to Pursue Accelerated Development Path

- Protocol design and site identification underway
- Well-established regulatory path with validated endpoints
- Initial dosing study expected to be followed by Phase 3 pivotal studies
- Phase 2 initiation Q4 2018

---

RT002 is an investigational product
**Chronic Migraine**

>15 Headache Days per Month, 8 or More Days Feature Migraines* 

---

**THE CONDITION**

Chronic Neurologic Disorder
Primarily Treated by Neurologists

Neuromodulator (BOTOX)
Retreatment Required Every 12 Weeks

---

**UNMET NEED**

Migraine Is One of Most Prevalent Diseases in the World Affecting Almost 40M People in US¹

- Between 3 and 4M people in the US are estimated to suffer from chronic migraine¹
- BOTOX penetration limited to 6% of the US CM market²
- Chronic migraine is both under-diagnosed and undertreated³
- Current treatment with BOTOX requires 31 injections administered 4x year⁴

---

**STATUS**

Program Design Underway to Prevent Significant Number of Headaches per Month

- **Goal:** to achieve similar or better efficacy than currently available neuromodulator therapy
- **Novel approach to dosing:** target fewer injections per treatment which may result in optimal efficacy/safety profile
- **Potential long duration of effect**
- **Phase 2 initiation 2019**

---

1. Credit Suisse Global Pharmaceuticals, December 14, 2017
2. Fourth Quarter and full year 2017 earnings conference call, February 6, 2018
4. Botox PI

*Bhttps://www.ichd-3.org/1-migraine/1-3-chronic-migraine/

BOTOX is a registered trademark of Allergan, Inc.

RT002 is an investigational product
REGULATORY DISCUSSION

Expert Panel

• Carmen Rodriguez - Regulatory Consultant
• Paul Lorenc, MD FACS - Aesthetic Plastic Surgery
• Susanne Fors, M. Sc. - Vice President Regulatory Affairs, Revance
• MODERATOR: Abhay Joshi, Ph.D., M.B.A., COO
   - Can you comment on the conduct of SAKURA studies in context of the Upper Facial Lines FDA guidance, and the primary and secondary endpoints expectations?
2. What data do you believe is the most clinically meaningful to physicians and patients from the SAKURA 1 and 2 studies?
SAKURA 1 and 2 Results

BOTOX® Cosmetic and Dysport® USPI¹ Data

None or Mild Response Rates on 4-Point Investigator Assessment over Time

¹United States Prescribing Information Phase 3 Studies in GL for each neuromodulator with data available through at least Day 120 conducted separately and presented for reference only. USPI: US Package Insert. Note: In SAKURA (ITT), missing data were imputed with the worst post-baseline outcome (or best outcome for Placebo arm) on visits up to Week 24. Non-responder imputation was used for visits post Week 24.

BOTOX and Dysport are registered trademarks of their respective companies.
**SAKURA 1 and 2 Efficacy**

Median Duration of at Least 24 Weeks Observed on Multiple Secondary Endpoints

**MEDIAN DURATION OF 24 WEEKS**
Time to Loss of None or Mild Wrinkle Severity in Both Pivotal Studies

- **SAKURA 1** (n=201)
  - Median (95% CI): 24.0 (23.4, 24.1) weeks
  - 23.9 (20.3, 24.0) weeks

- **SAKURA 2** (n=204)
  - Median (95% CI): 27.7 (24.7, 28.0) weeks
  - 26.0 (24.1, 28.0) weeks

**MEDIAN DURATION OF 26 WEEKS**
Time to Return to Baseline Wrinkle Severity in Both Pivotal Studies

- **SAKURA 1** (n=201)
  - Median (95% CI): 24.0 (23.4, 24.1) weeks
  - 23.9 (20.3, 24.0) weeks

- **SAKURA 2** (n=204)
  - Median (95% CI): 27.7 (24.7, 28.0) weeks
  - 26.0 (24.1, 28.0) weeks
3. What would be the most compelling form of data presentation for Secondary Endpoints for DaxibotulinumtoxinA for Injection (Daxi) for Glabellar Lines label?
4. What are the key factors the FDA considers when defining a product label?
5. What features will the final Daxi label for Glabellar Lines likely include?
SAKURA 1 and 2 Results
BOTOX® Cosmetic and Dysport® USPI¹ Data

None or Mild Response Rates on 4-Point Investigator Assessment over Time

¹United States Prescribing Information Phase 3 Studies in GL for each neuromodulator with data available through at least Day 120 conducted separately and presented for reference only. USPI: US Package Insert. Note: In SAKURA (ITT), missing data were imputed with the worst post-baseline outcome (or best outcome for Placebo arm) on visits up to Week 24. Non-responder imputation was used for visits post Week 24. BOTOX and Dysport are registered trademarks of their respective companies.
ENDURING PERFORMANCE

TO MARKET WE GO
GLOBAL NEUROMODULATOR MARKET OVERVIEW

Daryl Bogard, Niche HealthCare Strategic Advisors, Inc.
Daryl Bogard

Partner, Niche HealthCare Strategic Advisors

- Seamlessly transitioned from the corporate arena to the consulting world
- 30+ years pharmaceutical / medical device commercial experience
- Led AGN Global Marketing Research for >15 years in aesthetics & ophthalmology

Areas of Expertise:
- Complex global market modeling
- Earnings call preparation & support
- Creation of dynamic models for market size, growth, share and predictive trends
The US Currently Accounts for 59% of the Growing WW Neuromodulator Sales

US and International Total Neuromodulator Sales US$Bs @ ARs

The US: International split was about 50:50 in 2013. The weakening of major currencies from 2015-2017 vs. the US$ help drive the current disparity. The gap should close somewhat in 2018 as the US$ weakens.

2010-2017 US$ CAGRs @ ARs
• WW = 12.6% (14% @ CERs)
• US = 15.7%
• Int’l = 9.1% (13% @ CERs)
The Aesthetic Portion of WW Neuromodulator Sales Has Held Steady at 47-48% the Last Eight Years

Despite the popularity of BOTOX Cosmetic, therapeutic sales have always exceeded aesthetic sales, whether it be for BOTOX or the total neuromodulator market.

2010-2017 US$ CAGRs @ ARs
- WW = 12.6% (14% @ CERs)
- Tx = 13.0% (14% @ CERs)
- Cx = 12.1% (14% @ CERs)

Sources: AGN, analysts’ reports, EvaluatePharma, Galderma, Hugel, Ipsen, L’Oréal, Medytox, Merz, Nestle, syndicated reports, estimates

These slides include content directly from a third party.
A Total of Nine FDA Therapeutic Approvals for BOTOX Have Helped Drive the Growth of the Therapeutic Neuromodulator Sales

The gap between US and International Therapeutic sales widened due to:
- The success of BOTOX in the US (chronic migraine, etc.)
- The weakening of major currencies vs. the US$, 2015-2017 vs. prior periods

US and International Therapeutic Neuromodulator Sales US$Bs @ ARs

2010-2017 US$ CAGRs @ ARs
- WW Tx = 13.0% (14% @ CERs)
- US = 17.4%
- Int’l = 6.9% (10% @ CERs)

Sources: AGN, analysts’ reports, EvaluatePharma, Galderma, Hugel, Ipsen, L’Oréal, Medytox, Merz, Nestle, syndicated reports, estimates

These slides include content directly from a third party.
Aesthetic Neuromodulator Sales and Growth Have Been Particularly Robust the Past Eight Years

US and International Aesthetic Neuromodulator Sales US$Bs @ ARs

Sources: AGN, analysts’ reports, EvaluatePharma, Galderma, Hugel, Ipsen, L’Oreal, Medytox, Merz, Nestle, syndicated reports, estimates

These slides include content directly from a third party.
Future Growth Prospects Are Bright for All Segments of the Neuromodulator Market

Projected Neuromodulator Sales US$ 5-Year CAGR, 2017-2022F

<table>
<thead>
<tr>
<th>Projected Neuromodulator Sales US$ 5-Year CAGRs</th>
<th>Therapeutic</th>
<th>Aesthetic</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>13.5%</td>
<td>10.0%</td>
<td>12.2%</td>
</tr>
<tr>
<td>International</td>
<td>9.6%</td>
<td>10.2%</td>
<td>9.9%</td>
</tr>
<tr>
<td>Worldwide</td>
<td>12.3%</td>
<td>10.1%</td>
<td>11.3%</td>
</tr>
</tbody>
</table>

Sources: Selected syndicated reports, estimates
These slides include content directly from a third party
Eylea’s Favorable Dosing Schedule Helped Drive Its US Branded Anti-VEGF US$ Share While Continuing to Expand the Market

The differences between Eylea and Lucentis are considered clinically insignificant by many retina specialists. However, after three months of therapy in AMD or DME,

- Eylea is dosed every two months, while
- Lucentis is still dosed every month

Sources: AAO, Bayer, EvaluatePharma, Novartis, Regeneron, Roche, Santen

These slides include content directly from a third party
Global Neuromodulators Summary

• The neuromodulator opportunity is substantial:
  – therapeutic and aesthetic
  – US and International

• Growth rates in all segments has been in double digits and is expected to continue

• Therapeutic sales will expand with current and additional indications

• Aesthetic sales are underpenetrated and will continue to grow

• New entrant, lower-priced, short-acting neuromodulators will likely have a minimal to modest impact on the US market

• A longer-acting entrant is expected to spur US$ market growth
MARKET REALITIES
Expert Panel

Grant Stevens, MD, FACS, Marina Plastic Surgery and Orange Twist Institute
Joely Kaufman, MD, FAAD, Skin Associates of South Florida
Tom Seery, CEO/Founder, RealSelf
Jodi Kaback, Facial Injectable Consumer
MODERATOR: Todd Zavodnick CCO and President, Aesthetics & Therapeutics
Grant Stevens, MD, FACS
Practice Dynamics

- Board-certified Plastic Surgeon
- Founder and Director of Marina Plastic Surgery and the Institute, Medical Director of Orange Twist Brands
- Chairman of the USC-Marina Aesthetic Surgery Fellowship and the Director of the USC Division of Aesthetic Surgery
- Clinical Professor of Surgery USC
- 3rd Vice President ISAPS
- Authored more than 90 articles and chapters on aesthetic plastic surgery
Dedicated to Offering the Latest Advancements in Surgical Procedures and Injectables, Along with the Benefits of a Med Spa
Beauty for LIFE

= Patient for LIFE™

25 years  35 years  45 years  55 years
Beauty for LIFE doesn’t have to be a burden to the patient

Current Treatment Paradigm

1 Year

Neuromodulators

Fillers, Neuromodulators, Laser Hair Removal

Potential Future Treatment Paradigm

1 Year

Quality of Life

Fillers, Neuromodulators, Laser Hair Removal

These slides include content directly from a third party
Key questions surrounding new product innovation in aesthetics

- Product bundling & its ability to effect new entrants
- Longer duration products impacting practice revenue
- Introducing new innovation to "satisfied" consumers
- Breaking the consumer from the "household" name
Joely Kaufman, MD, FAAD

Longer-Acting Potential Use

- Board-certified Dermatologist
- Private Practice in Coral Gables, Florida
- Voluntary Professor at University of Miami
- Director of Skin Research Institute
- Contributed to over 70 clinical trials in the dermatology space, with over 1/3 focusing on neuromodulator and dermal filler trials
Skin Research Institute
Current Snapshot of Skin Associates Demographics

89% Female  
11% Male

85% onabotulinum toxin  
1% incobotulinum toxin  
14% abobotulinum toxin

12-18% CAGR  
Over the last 3 years

1% <20  
4% 21-29  
15% 30-39  
39% 40-54  
41% >55

Skin Associates of South Florida Practice Data March 2018  
These slides include content directly from a third party
My perspective on common RT002 questions:

• What do you find most appealing about RT002?
• How would RT002 change my overall practice flow?
• How do you switch a consumer off of an established brand?
• Do I anticipate a negative impact on revenue, if I use RT002 due to competitive product bundles and less treatments?
• How often would you mention RT002 to new patients and existing patients?
  – How?
Digital moves the needle in aesthetics

Follow me on Instagram
@realself
@realself_tom
RealSelf is the leading digital marketplace in aesthetics where millions of consumers and thousands of HCP’s come together to share what’s “worth it,” ask and deliver expert advice...

....and ultimately connect for treatment, offline.
Digital is central to aesthetic trends and how brands reach consumers

94 Million
unique annual visitors to reviews, photos, Q&A, video

Millions
of cosmetic procedure posts

Neuromodulator brand hashtags
2,820,051 posts
It’s how they research

60% conduct plastic surgery research online

49% say social media directly influenced consideration or decision to have cosmetic procedure

400,000 visits to neuromodulators questions on RealSelf every month

Sources: RealSelf Google Analytics, September 2016 through August 2017, American Academy of Facial Plastic and Reconstructive Surgery, RealSelf consumer survey, September 2014

These slides include content directly from a third party
It’s how consumers get answers

Top 3 Consumer Pain Points

1) Concerns about the outcome
2) Finding the right provider
3) Understanding what procedure is right

Source: RealSelf consumer survey, 2017
It’s where HCPs go to grow their business

#plasticsurgery 1,323,015 posts
#dermatology 559,044 posts

Source: RealSelf internal data, 2017

These slides include content directly from a third party
Digital is a key way to amplify and build brand awareness for aesthetic products

1
Filler brand on RealSelf in Q1

568
Posts on RealSelf

13
Posts by RealSelf on social media

390,713
Sessions on RealSelf.com

382,850
Impressions on RealSelf social media posts
New entrants with digital-first strategies upend traditional ways to grow awareness and share:

DOLLAR SHAVE CLUB vs Casper vs WARBY PARKER

Gillette vs Serta vs LensCrafters

These slides include content directly from a third party.
Jodi Kaback
Facial Injectable Consumer

Up Close & Personal

- Age: 47 Years
- Facial Injectable Use: 10 Years
- Neuromodulator and Dermal Fillers
- Profession: Event Planner/Fundraiser
REVANCE PRODUCT LAUNCH VELOCITY

TODD ZAVODNICK
Chief Commercial Officer, President Aesthetics and Therapeutics

APRIL 19, 2018
I don’t believe in luck.
I believe in preparation.

– Bobby Knight
Building Momentum for Commercial Success

BRANDING and Market Launch Preparations Underway

NURTURING Relationships & Fostering Advocacy

ASSEMBLING Commercial Operation

To Drive

MARKET ADOPTION

REVANCE PRODUCT VELOCITY LAUNCH PLAN
Our Focus

- Sales
- Marketing
- Commercial Operations
- Digital Marketing
Our Focus

SALES
- Revance Advocacy Program
- Commercial Policy Development
  - HCP
  - Consumer
- Sales Force Sizing
Our Focus

FOUNDATION MARKETING

- Market Segmentation
- HCP/ Consumer Positioning
- Brand Identity
  - Naming, Packaging
- Price Sensitivity Analysis
Our Focus

DIGITAL MARKETING

- **Authentic**
  - Actively involved and building relationships with social communities and with the right partners

- **Personalized**
  - Leveraging precise targeting, segmentation and personalization at scale

- **Opportunistic**
  - Real-time intelligence and rapid response to capitalize on every opportunity
Digital Advantage

Born in Silicon Valley, **WE THINK DIFFERENTLY.**
As a nimble startup, we will be **MORE GENUINE, LESS BUREAUCRATIC,**
and **REACT QUICKER** than our competition.

- **2018**
  - Insight Gathering
  - Relationship Building
  - MarTech Infrastructure

- **2019**
  - Social Campaigns
  - Database Building
  - Intelligence Gathering

- **2020**
  - Hyper-targeting
  - Predictive Modeling
  - Customer Experience
Our Focus

COMMERCIAL OPERATIONS

• Marketing Analytics
• Supply Chain Management
• Customer Relationship Management (CRM)
• Customer Service
# Duration is the #1 Aesthetic Physician Unmet Need

Long-lasting is the #1 Patient Request

## PHYSICIANS

What are the most important unmet needs not addressed by currently available botulinum toxin products? (n=80)

<table>
<thead>
<tr>
<th>Unmet Need</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Duration</td>
<td>59%</td>
</tr>
<tr>
<td>Cost</td>
<td>16%</td>
</tr>
<tr>
<td>Efficacy</td>
<td>8%</td>
</tr>
<tr>
<td>Fast-Acting</td>
<td>5%</td>
</tr>
<tr>
<td>Tolerability/Stinging</td>
<td>5%</td>
</tr>
<tr>
<td>Topical</td>
<td>5%</td>
</tr>
</tbody>
</table>

## PATIENTS

If you could create the ideal treatment for fine lines and wrinkles, what would be the three most important things for it to have? (n=80)

<table>
<thead>
<tr>
<th>Most Important Thing</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Long-Lasting</td>
<td>55%</td>
</tr>
<tr>
<td>Natural Ingredients/Results</td>
<td>39%</td>
</tr>
<tr>
<td>Easy/Painless</td>
<td>30%</td>
</tr>
<tr>
<td>Cost Effective</td>
<td>25%</td>
</tr>
<tr>
<td>Eliminates Wrinkles/Bumps/Spots</td>
<td>21%</td>
</tr>
</tbody>
</table>

RT002 has the potential to be the first neuromodulator to deliver on the most important physician unmet need and patient request.

RT002 is an investigational product
Sell-Side Research Supports RT002 Success

100 High-Volume US Aesthetic Physician
- New entrants will capture 33%-34% of the US market, with majority captured by Revance (18%).

25 Leading KOL Physicians
- If a toxin lasted 24 weeks, 60% thought it could capture 50% or more of the market.
- 72% of patients would have high enthusiasm for a longer-acting toxin.

61 Plastic Surgeons and Dermatologists
- ~74% indicated they would be "somewhat likely" to recommend RT002.
- 53% felt the product would also offer better alignment to filler injection schedule.

William Blair
60 Dermatologists
- 50% ranked their level of interest as a 10 (1 - 10 scale) in a long-acting neurotoxin.
- 90% indicated that a long-acting neurotoxin is meaningfully differentiated.

25 Plastic Surgeons and Dermatologists
- 56% percent would prefer longer duration.
- RT002 is expected to capture 14% of the market in 1st year, grow to 30% in the 5th.

35 High-Volume Dermatologists and Plastic Surgeons
- Nearly 90% thought 6-month duration would be “meaningful or very meaningful” for their practice and patients, supporting nearly 40% penetration in glabellar lines 4-years from launch.

RT002 is an investigational product
# Proven Team with Deep Experience

## Assembling a Commercial Team of Industry Veterans

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Experience Highlights</th>
</tr>
</thead>
</table>
| TODD ZAVODNICK        | CCO and President, Aesthetics & Therapeutics | • >20 years domestic and international sales and marketing experience  
• Leadership roles overseeing aesthetics and eye care products/markets |
| ERICA BAZERKANIAN     | VP, Marketing Aesthetics & Therapeutics   | • >20 years of experience in healthcare marketing  
• New product development, market planning and product launches |
| BEN PUTMAN            | VP, Digital                              | • 18 years of experience in digital strategy and execution  
• Digital and social media strategy and innovation in healthcare advertising and new product launches |
| DUSTIN SJUTS          | VP, Strategy and Sales, Aesthetics & Therapeutics | • >15 years global marketing, sales and operational experience within the medical aesthetics industry  
• Leadership roles in product launches, go to market strategies, and in market growth plans |
| MARC KORENBERG        | Senior Director, Commercial Operations    | • >15 years in commercial operations, finance and analytics  
• Build and lead domestic and international commercial operations, finance, analytics, strategic commercial partner leading market model design and implementation |
| JESSIE ROEDER         | Associate Director, Marketing            | • >12 years domestic and international healthcare sales and marketing experience  
• Aesthetic and therapeutic launch excellence, market insights, and campaign development |
| ERIC SANDERS          | Sr. Director, Therapeutics Marketing     | • > 20 years biopharmaceutical commercial leadership  
• Development of sales & marketing strategies, led co-promotion collaborations, oversight of buy & bill reimbursement |
QUESTIONS AND ANSWERS

Dan Browne, President and CEO
Closing Remarks

EXPANDING NEUROSCIENCE PIPELINE
Cervical dystonia, plantar fasciitis,
upper limb spasticity and chronic migraine

REVANCE PRODUCT LAUNCH VELOCITY
AESTHETICS
Ensuring preparation and targeted approach

>$4 BILLION 2017 UNDER PENETRATED
GLOBAL OPPORTUNITY
Expected to Grow to $7 Billion by 2024*

DAXI -TRULY DIFFERENTIATED
NEUROMODULATOR
Confidence in BLA filing and 6-month label

* Source: Global Industry Analysts, Inc. Botulinum Toxin – A Global Strategic Business Report, Jan 2018
** Company estimate for FY 2015 based on Specialty Pharmaceuticals Monthly Handbook, UBS Global Research, January 2016
THANK YOU FOR JOINING US

DAN BROWNE
President & CEO