

KEY HIGHLIGHTS

**December 11, 2017**

Revance Announces Closing of Public Offering of Common Stock

**December 6, 2017**

Revance's RT002 Meets Primary and All Secondary Endpoints, Archives 6-Month Duration in Pivotal SAKURA Phase 3 Trials for Glabellar Lines

COMPANY BASICS

**Headquarters**

Revance Therapeutics, Inc.  
7555 Gateway Boulevard  
P.O. Box 303  
Newark, California 94560-0303  
Phone: (510) 742-3400

**Employees:** 131\*

**Website:** www.revance.com

Stock Symbol: RVNC

Stock Exchange: NASDAQ

Market Cap: ~\$1.2 billion\*\*

**Key Contacts**

**Investor Relations:**

Jeanie Herbert  
714-325-3584  
jherbert@revance.com

Burns McClellan

Ami Bavishi  
212-213-0006  
abavishi@burnsmc.com

**Trade Media:**

Nadine Tosk  
(847) 920-9858  
nadinepr@gmail.com

**General Media:**

TOGORUN  
Mariann Caprino  
(917) 242-1087  
mcaprino@togorun.com

**Transfer Agent**

Computershare  
+1 (877) 373 6374 (US, Canada, Puerto Rico)  
+1 (781) 575 3120 (non-US)  
For requests by email:  
web.queries@computershare.com

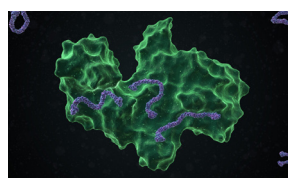
# ADVANCING A LONG-ACTING, NEXT GENERATION NEUROMODULATOR

**ABOUT REVANCE THERAPEUTICS, INC.**

Revance, a Silicon Valley-based biotechnology company, is committed to the advancement of remarkable science. The company is developing a portfolio of products for aesthetic medicine and underserved therapeutic specialties, including dermatology, orthopedics and neurology. Revance's science is based upon a proprietary, stabilizing excipient peptide technology, which when combined with active drug molecules, may help address current unmet needs.

Revance's initial focus is on developing daxibotulinumtoxinA, the company's highly purified botulinum toxin, for a broad spectrum of aesthetic and therapeutic indications, including facial wrinkles, musculoskeletal conditions and muscle movement disorders. Current sales of neurotoxins are estimated to be \$3.7 billion globally and are expected to grow to \$6.6 billion by 2022. The company anticipates that its product candidates will contribute to that growth.

The company's lead drug candidate, DaxibotulinumtoxinA for Injection (RT002), is currently in clinical development for the treatment of glabellar lines, cervical dystonia and plantar fasciitis. It could be the first differentiated neuromodulator introduced in nearly 30 years and has the potential to provide increased response rates and extended duration.



The company is also developing a topically applied neurotoxin for aesthetic and therapeutic indications, DaxibotulinumtoxinA Topical. Beyond botulinum toxin, Revance believes that its proprietary, stabilizing excipient peptide technology has the potential to be applied to a variety of other macromolecules—from over-the-counter beauty products to prescription drugs used daily to treat chronic diseases.

**ADVANCING NEUROTOXIN PIPELINE**

**Botulinum Toxin is a "Pipeline within a Product"**

REVANCE AESTHETICS	PRE-CLINICAL	PHASE 1	PHASE 2	PHASE 3
RT002 Injectable for <b>Glabellar (Frown) Lines</b>	[Progress bar showing completion through Phase 3]			
New RT002 Injectable Adjacent Indications	[Progress bar showing completion through Pre-clinical]			
DaxibotulinumtoxinA Topical	[Progress bar showing completion through Pre-clinical]			

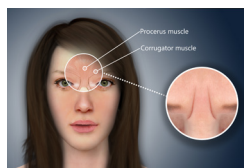
REVANCE THERAPEUTICS	PRE-CLINICAL	PHASE 1	PHASE 2	PHASE 3
RT002 Injectable for <b>Cervical Dystonia</b>	[Progress bar showing completion through Phase 2]			
RT002 Injectable for <b>Plantar Fasciitis</b>	[Progress bar showing completion through Phase 1]			
New RT002 Injectable Indications	[Progress bar showing completion through Pre-clinical]			

\*As of September 30, 2017 \*\*As of December 18, 2017

# REMARKABLE SCIENCE. ENDURING PERFORMANCE.

## REVANCE AESTHETICS

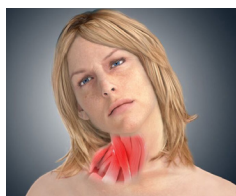
Revance is focusing on the largest segment within facial aesthetics, glabellar (frown) lines.



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. These marketed neurotoxins 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.

## REVANCE THERAPEUTICS

Therapeutic sales of neurotoxins globally were estimated to be \$1.8 billion in 2015, 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 then granted Orphan Drug Designation by the FDA. 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. The company has initiated a Phase 2 trial using RT002 injectable to reduce the signs and symptoms of plantar fasciitis. Results are expected at year end 2017.

## DAXIBOTULINUMTOXINA TOPICAL

Revance plans to pursue indications for its DaxibotulinumtoxinA Topical where topical administration of botulinum toxin provides a meaningful advantage over injection. It is designed to provide treatment with no needles, no downtime, no bruising and no pain. The topical drug candidate is in preclinical development as a potential treatment for a number of aesthetic and therapeutic uses.

## 2017 FINANCIAL OUTLOOK (AS OF NOVEMBER 3, 2017)

The company had unaudited cash and investments of \$153.4 million at September 30, 2017\*. Cash burn for 2017 is expected to be in the range of \$102-\$112 million.

## SELL-SIDE COVERAGE

FIRM	ANALYST
Barclays	Doug Tsao
Cantor Fitzgerald	Louise Chen
Cowen and Company	Ken Cacciatore
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

\*Cash and investment statistics do not include raise of \$167 million in net proceeds in December 2017 from offering of 5.4 million shares.

## BOARD OF DIRECTORS

**Angus C. Russell**  
Chairman of the Board

**Dan Browne**  
Co-Founder, President & CEO

**Robert Byrnes**  
Experienced Medical Device & Biotechnology Executive

**Mark Foley**  
RWI Ventures

**Phyllis Gardner, M.D.**  
Professor of Medicine,  
Stanford University

**Julian Gangolli**  
GW Pharmaceuticals Inc.

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

## EXECUTIVE MANAGEMENT TEAM

**Dan Browne**  
Co-Founder, President & CEO

**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-Q filed November 3, 2017. 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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