

## Compliance

**Excilor**® comes in two formats to suit the needs of different consumers: **Excilor**® pen and **Excilor**® solution.

Quantitative research<sup>5</sup> indicates the **Excilor**® pen is best recommended to younger sufferers, males, sufferers of lighter forms of onychomycosis.

The solution is typically more suited towards slightly older people, women, who might suffer from more severe cases of onychomycosis.

- Applied in seconds, dries within seconds

**Results from  
2 weeks on<sup>6</sup>**

Consult a doctor if you are a diabetic or suffer from poor circulation.

## Patient satisfaction with Excilor®

**85%**

of users are **satisfied**  
with the product\*

**92%**

would buy the product<sup>7</sup>

**80%**

of patients claimed they  
were compliant with the treatment<sup>7</sup>



## Breakthrough innovation in nail fungus treatment:

- **Stronger formula** - even stronger in blocking the progression of the infection.
- **Formula enriched** with nail lipids and biotin - helps to rebuild the damaged nail structure, thus improving the cosmetic aspect of the nail and providing a stronger barrier against fungal invasion.
- Only **Excilor**® is made with the unique **TransActive**™ penetration technology that immediately reaches the fungi providing healthy re-growth of the nail.
- **Excilor**® fits your daily routine - apply in only 1 minute a day; dries in seconds. You can use it everywhere, any time.

**excilor®**  
NAIL FUNGUS TREATMENT

Next generation treatment  
for fungal nail infection,  
using **TransActive**™  
TECHNOLOGY

## What is nail fungus and where is it hiding?

**Onychomycosis is a fungal infection of the nail.**

Typically it involves the toenail and dermatophytes are the predominant etiological agent<sup>1</sup>

**1** The most common one is distal subungual onychomycosis in most of the cases caused by the dermatophyte *Trichophyton rubrum* (see Fig. 1).

The infection usually starts at the rim of the nail which turns whitish-yellow. The fungus grows into the nail, causing the nail plate to thicken. The nail becomes brittle and may separate partially or completely from the nail bed which can be very painful. In the worst case the infection can result in a complete loss of the nail<sup>2</sup>.

**2** The fungus resides **INSIDE** the nail, not underneath. The dermatophytes invade the middle and ventral layers of the nail plate where the keratin is comparatively soft<sup>3</sup>. The dermatophytes grow between the layers of keratinaceous cells of the nail plate and can be found anywhere between the ventral or dorsal side of the nail plate (see Fig. 2). The growth rate of these fungi is tailored to their environment. They grow fast enough towards the proximal end of the nail in order to avoid being grown out, but not too fast so as to avoid coming into contact with the host's (i.e. human's) immune system in the nail matrix which would attack them.

Nail fungus is a progressive disease caused by dermatophytes. It does not disappear by itself. Left untreated it will increasingly get worse. In the worst case the infection can result in the complete loss of the nail. Nail fungus can also be contagious; it can spread from one nail to the other, but also from one person to another. Therefore it is crucial to treat nail fungus as soon as symptoms are apparent and the pathology has been diagnosed.



Fig. 1

*Trichophyton rubrum*

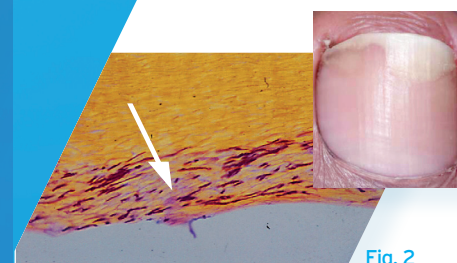


Fig. 2

Subungal onychomycosis

**33%** of the **population** have suffered from a **fungal nail infection** in the past 12 months

Source: Untiedt Research - 1278 people from 16 to 74 years old - UK - January 2011

1: Borgers et al. 2005. Fungal infections of the skin: infection process and antimycotic therapy. Curr drug targets Vol 6: 849-862.

2: Roberts et al. 2003. Guidelines for treatment of onychomycosis. Br J Dermatol Vol 148: 402-410.

3: Rashid et al. 1995. Early events in the invasion of the human nail plate by trichophyton metaglyphytes. Br J Dermatol Vol 133: 932-940.

4: This effective mode of action was presented at the 2011 EADV (European Academy of Dermatology and Venerology conference in Lisbon - Honraet et Al. 2011. Acidification as an approach to control dermatophytes. 20TH EADV Congress Lisbon, Portugal, 20-24 october 2011.

5: Quantitative Research, France, October 2014, MRC/Nuggets

6: Results visible when healthy nail grows back.

7: In-Vivo clinical Study - 102 patients - 168 days - 2015 - Oystershell®

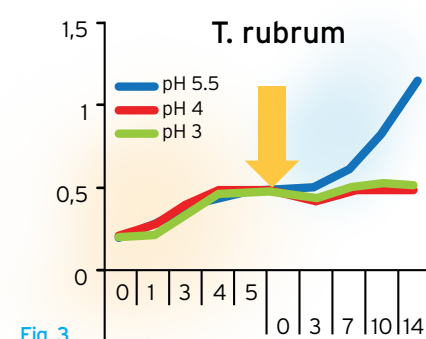


## How to treat nail fungus?

There are 3 critical success factors in the effective treatment of nail fungus:

### 1 Active principle (mode of action)<sup>4</sup>

Typically topical solutions split into antimycotics and acidification products. Antimycotics kill the dermatophytes whereas acidification products create an unfavorable environment for fungal growth. Anti-mycotic activity is not the success defining factor however; conventional acids under low pH conditions (< pH 4 inhibits growth) show an MIC of 0,1% - which is considered powerful enough to combat nail fungus. It is scientifically proven that dermatophytes exposed to a low pH (<4) are inhibited in their growth. In both cases the damaged nail needs to grow out.



### 2 Penetration

A product needs to penetrate the nail and reach all layers inside and underneath the nail. Many products have difficulty to penetrate the hard keratine surface and layered structure of the nail, because of the large size of traditional antimycotic molecules. These products typically require filing of the nail surface to help the product penetrate deep into the nail.

### 3 Compliance

Whatever product is used, results of successful nail fungus treatment become visible with the re-growth of healthy nail. Sufferers need to be patient. Any treatment can only be successful if the patient adhere to the prescribed treatment regimen. Research shows that the more a treatment fits within the normal daily routine of the patient (so no complex/time consuming application procedures) the more compliant they will be and hence the more efficacious the treatment will be. Less is more...

## Breakthrough Excilor® innovation with unique

**TransActive™**  
TECHNOLOGY

CLINICALLY  
PROVEN

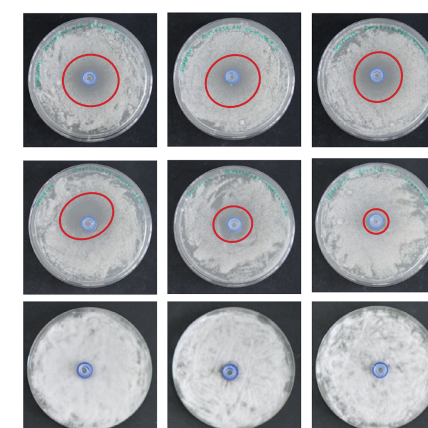


## All three critical success factors have been improved with next generation Excilor®.

### Mode of action

Excilor® composition has been improved in two ways

- 1 Extra powerful formula: in-vitro tests on Excilor® compared to all leading competitors, show superior efficacy of Excilor® in the growth inhibition and reduction of Trichophyton mentagrophytes in the treated areas\*



In-vitro tests prove that Excilor® is an excellent product to treat nail fungus effectively.

\* Source: Evaluation of the efficacy of commercial onychomycosis products in a nail model "(in-vitro clinical trial), Oystershell Laboratories, Belgium November 2014".

- 2 Enriched for nail care: Excilor® is now enriched with nail lipids and biotine for supportive nail care during treatment. It helps to rebuild the damaged nail structure, thus improving the cosmetic aspect of the nail and providing a stronger barrier against fungal invasion.

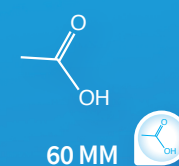
**Composition :** Enriched with glycerol, nail care lipids and biotin. Ethyllactate, acetic acid, penetration enhancer, film-forming agent, water, glycerol, polysorbate 80, cetyl acetate, acetylated lanolin alcohols, biotin and preservative (contains no parabens).

### Penetration

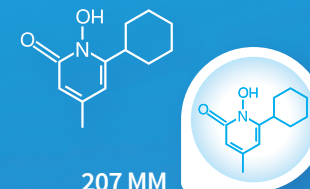
Fast penetration<sup>5</sup> is related to the active ingredient, the penetration enhancer and the hydration process. As opposed to large classic antimycotic molecules, Excilor®'s small molecule can easily penetrate the nail.

- Through the optimization of our hydration, Excilor® is penetrating the nail to reach the dermatophytes inside and under the nail.
- Only Excilor® is made with the unique TransActive™ technology.

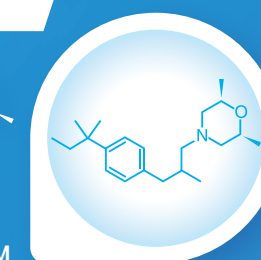
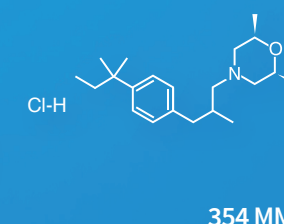
Acetic Acid  
EXCILOR



Ciclopirox (olamine)



Amorolfine



Fast Penetration<sup>5</sup>  
**TransActive™**  
TECHNOLOGY