



## FOR IMMEDIATE RELEASE

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### AQUA PHARMACEUTICALS WELCOMES TED WHITE AS VICE PRESIDENT, SALES

**WEST CHESTER, Pennsylvania – January 8, 2011** – West Chester-based Aqua Pharmaceuticals today announces the addition of Ted White as vice president, sales. In this role, Mr. White will be responsible for the management of Aqua’s rapidly growing sales force.

“Ted brings to Aqua 20 years of proven leadership and executive sales experience that will be of great benefit to the organization,” said Craig Ballaron, Aqua president. “His extensive sales experience and success in managing sales forces, as well as his career in establishing relationships with key medical thought leaders make him ideal for this position. We are thrilled to have him on our team.”

Mr. White joins Aqua following a highly successful sales career with Novartis Pharmaceutical Corporation where he held the position of managing director. During his 21-year career with Novartis, he led sales teams with new product launches and executed strategies and tactics for multiple billion dollar brands. In his most recent role, he managed six brands and a staff that included ten area sales managers, three associate directors, group practices and 120 sales specialists. Mr. White was recognized by *PharmaVoice* magazine in July 2010 as one of the top 100 inspirational leaders in the health sciences field.

White holds a master’s degree in business administration with an emphasis in pharmaceutical marketing from St. Josephs University and a bachelor’s degree in business administration from Villanova University.

#### **About Aqua Pharmaceuticals**

West Chester, Pennsylvania-based Aqua Pharmaceuticals is a specialty pharmaceutical company focusing on acquiring, developing and marketing prescription dermatology products. Aqua is a portfolio company of Roundtable Healthcare Partners, an operations-oriented private equity firm that has raised \$1.9 billion in private equity funds and has invested more than \$250 million in capital over the past year in healthcare related transactions. For more information, visit [www.aquapharm.com](http://www.aquapharm.com).

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