The Global Medical Aesthetic Market is Expected to Post Growth of 10.8% per Year from 2010 to 2015

<table>
<thead>
<tr>
<th>Market Segment</th>
<th>Global Revenues in 2010 ($MM)</th>
<th>CAGR 2010 - 2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>Phototherapy</td>
<td>734.2</td>
<td>8.6%</td>
</tr>
<tr>
<td>Skin Tightening and Body Shaping</td>
<td>355.7</td>
<td>12.6%</td>
</tr>
<tr>
<td>Neuromodulators</td>
<td>945.2</td>
<td>13.7%</td>
</tr>
<tr>
<td>Fillers</td>
<td>915.4</td>
<td>8.8%</td>
</tr>
<tr>
<td>Microdermabrasion</td>
<td>36.7</td>
<td>6.2%</td>
</tr>
<tr>
<td>Chemical Peels</td>
<td>49.8</td>
<td>4.9%</td>
</tr>
<tr>
<td>Liposuction</td>
<td>52.9</td>
<td>2.2%</td>
</tr>
<tr>
<td>Breast Implants</td>
<td>826.1</td>
<td>7.5%</td>
</tr>
<tr>
<td>Physician-Dispensed Cosmeceuticals &amp; Skin Lighteners</td>
<td>352.1</td>
<td>12.1%</td>
</tr>
<tr>
<td>Physician-Dispensed Eyelash Products</td>
<td>138.3</td>
<td>25.9%</td>
</tr>
<tr>
<td>Total</td>
<td>$4,425.3</td>
<td>10.8%</td>
</tr>
</tbody>
</table>

What is Important Now

• What is important now in Skin Tightening and Body Contouring?

  • New protocols and hand pieces for devices already on the market
  • New devices in the market – many with new features and increases in the number of poles they present – all claiming to be better than everything else
  • New papers in the field

• Skin tightening devices very popular
  • Monopolar RF – Thermage/ThermaCool - Solta
  • Bipolar RF with diode - ReFirme – Syneron
    • eTwo, elos Plus
  • IPL at 1100-1800 nm range
    • Palomar Lux IR
    • Cutera Titan
    • Sciton BBL-ST
  • Bipolar RF with Vacuum
    • Lumenis – Aluma X
    • Asclepion – Asclepion RF
  • Unipolar and Bipolar together – Accent – Alma
  • TriPollar/Apollo – reGen - Pollogen
• Skin tightening devices (cont)
  • Ultrasound Technology
    • UltraShape Contour - UltraShape
    • LipoSonix – Solta Medical
    • TruSculpt - Cutera
    • Ulthera
  • Cryolipolysis – Zeltiq CoolSculpting

Newer Devices for Skin Tightening
  Pellevé
  BLT Exilis and Vanquish
  Viora Reaction – multiple RF frequencies per pulse
  Venus Freeze – 8 poles of RF with magnets

• Cellulite Devices also making their way into Skin Tightening arena
  • TriActive Plus
  • VelaShape III
  • SmoothShapes II
  • Bella Contour

• All claim effectiveness in cellulite management and also in circumferential reduction = skin tightening
New Skin Tightening Devices

Viora Reaction  
Venus Freeze  
Syneron eTwo

New Skin Tightening Devices

Pelleve  
Exilis

VelaShape™

VelaShape II  
VelaShape III

Solta - Thermage
New design and operating system
ThermaCool NXT
Lighter-weight, more ergonomic handpiece with remote controls
Upgraded user interface, display screen and controls
Faster Treatments
Easier to Use
More Comfortable
More Flexible

Results of a Survey of 5,798 Patient Monopolar Radiofrequency Facial Skin Tightening Treatments: Assessment of a Low-Energy Multiple-Pass Technique Leading to a Clinical End Point: Algorithm
James K. Rome, MD, FACP, FACS, Irene Tzankova, MD,

Before Thermage 4 Months Post-Treatment
Treatment by Solta Medical Aesthetic Center

Thermage 2007

Thermage CPT Results

Thermage Body Procedure: Abdomen

Before Thermage 2 Months Post Treatment
Treatment by Dennis Hammond, M.D
The 780-1000nm near infrared mechanism of action:
1) Heat-induced collagen shrinkage and micro-thermal injury
2) Dermis regeneration, repair (wound healing) and remodeling

IN-Motion™ technology produces safe, effective, deep dermal heating, inducing neocollagenesis by gradually raising the tissue temperature to a therapeutic temperature without external cooling, pain or risk of injury

- No downtime
- No disposables

Clinical Results

Treatment Side  Control Side

First treatment: 5s/15J, no cooling, second treatment: 2 weeks later, 5s/35J, photo 2 weeks post
2 weeks post 4 Txs
Photos courtesy of Ilan Karavani, M.D., Antwerp, Belgium
The Use of Hybrid Radiofrequency Device for the Treatment of Rhytides and Lax Skin

David J. Friedman, MD* and Leon T. Cooper, MD, FACS*

BACKGROUND: Recently, radiofrequency (RF) devices have been introduced and marketed for their ability to treat wrinkles and lax skin. The objective was to assess the efficacy and safety of a novel RF device (AccentXL, Alma Lasers, Ltd., Haifa, Israel) for the treatment of wrinkles and lax skin.

OBJECTIVE: The objective was to assess the efficacy and safety of a novel RF device (AccentXL, Alma Lasers, Ltd., Haifa, Israel) for the treatment of wrinkles and lax skin.

METHODS AND MATERIALS: Sixteen female patients (age range: 30-65 years) were treated with AccentXL. Patients were selected for treatment of the face (n = 13), neck (n = 6), periorbital area (n = 5), necklines (n = 3), and hand (n = 3) with a total of 85 treatments. Patients received two sessions of RF treatment at 2 weeks to 1 month apart. The RF device delivered energy at 450 kHz, with a maximal output of 50 W. Thirteen patients were evaluated 1 month after the last treatment.

RESULTS: No adverse events or skin irregularities were noted. In 7 patients (44%), the cheek laxity was reduced by 50% to 70% (significant improvement), and 2 patients (13%) had no change. For the necklines (n = 3), 2 patients had a score of 50% to 70% (significant improvement), and 1 patient had a score of 10% (no change). For the periorbital area (n = 5), 3 patients had a score of 50% to 70% (significant improvement), and 2 patients had a score of 10% (no change). For the hands (n = 3), 3 patients had a score of 50% to 70% (significant improvement).

DISCUSSION: The Accent device is an effective and safe modality for the improvement of age-related wrinkles and lax skin.
Accent XL
After ONE treatment

Photos courtesy of Michael H. Gold, M.D.
The Laser and Rejuvenation Center of Gold Skin Care Center, Nashville, TN USA

Accent XL
Face – After One Treatment

Photos courtesy of Michael H. Gold, M.D.
The Laser & Rejuvenation Center of Gold Skin Care Center, Nashville, TN

Accent XL
Face – After One Treatment

Photos courtesy of Michael H. Gold, M.D.
The Laser & Rejuvenation Center at Gold Skin Care Center, Nashville, TN

Accent XL
Before treatment
After 3 treatments

Photos courtesy of Michael H. Gold, M.D.
The Laser & Rejuvenation Center at Gold Skin Care Center, Nashville, TN
Accent UltraV
By Alma

Clinical indications:
- Face Contouring
- Body contouring
- Reduce volume

Body & Face Treatments
- Body Contouring
- Cellulite
- V Shape

Clinically Proven
No Disposables
User Friendly Interface

New GUI
power presets
for each area
Introducing: 5 distinct Technologies

- RF (Bipolar, Unipolar)
- Micro Plasma Pixel RF
- Shear wave Ultra Sound
- Acoustic Ultrasound Impact
- Diode Laser

For facial V shape, body contouring iTED and skin rejuvenation

The Next Important Device in Skin Rejuvenation

Long Lasting Results by Combined Technologies
Selectively Destroy Fat Cells
Re Collagen for Lift and Tighten Loose Skin
No Pain & No Downtime

UniPolar

CLINICALLY PROVEN

• Volumetric Contraction Effect
• Dermal Fibrous Band Thickening
• Re Collagen Fibers
• Non Invasive
• No Downtime
• No Pain
• No Adverse Effects

UniPolar

CLINICALLY PROVEN

• Re Collagen Fibers
• Volumetric Contraction Effect
• Non Invasive
• No Downtime
• No Pain
• No Adverse Effects
US Applicator

Ultra Body

• Improve Lymphatic Drainage
• Moves Interstitial Fluids
• Contracts Connective Tissue
• Cooling of Skin Surface
• No Disposables

Mechanical Applicator & Cooling Tip

Ultra Face

• Easy Cleaning
• Comfortable Handling

Body Contouring Treatment

CLINICAL PROTOCOL

Only 2 Treatments with Cold US

<table>
<thead>
<tr>
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<th>TR1</th>
<th>TR2</th>
<th>TR3</th>
<th>TR4</th>
</tr>
</thead>
</table>

Before | After 5 Treatments

-79.5cm to 72.5cm
-85.5cm to 83.5cm
-80cm to 83.5cm
Before After 5 Treatments

91cm 86.5cm
98cm 94cm
99.5cm 96cm

Body Contouring

Before After 4 Treatments

-4.5
-4.0
-3.5

Body Contouring

Before After 4 Treatments

-7.8cm

Body Contouring

Before After 4 Treatments

-11.5cm

Body Contouring

Before After 4 Treatments

-7.5cm

Body Contouring
Body Contouring

Before After 4 Treatments

Cellulite

Before After 2 Treatments

Photos Courtesy: Dr. JD McCoy, Contour Medical, Gilbert AZ

V Shape

Before After 5 Treatments

Mid Treatment Comparison

Patient first treatment; Dr. Michael Mall, New Image Laser Center, Las Vegas.
V Shape

Before After 3 Treatments

Wellbeing Through Technology

Alma SweatX
No Sweat, No Smell

Lasting Results by Combined Technologies
Immediate Improvement & No Side Effects
No Toxin
No Pain

Alma SweatX - Patient #1

Before Iodine Test

After 4 Treatments Iodine Test

After 3 Months Follow Up Iodine Test

Courtesy of Prof. Pinson, Moscow
Alma SweatX - Patient #2

Before Iodine Test

After 3 Months Follow Up

Courtesy of Prof. Pinson. Moscow

Alma SweatX - Patient #3

Before Iodine Test

After 4 Treatments Iodine Test

After 3 Months Follow Up

Courtesy of Prof. Pinson. Moscow

Alma SweatX - Patient #4

Before Iodine Test

After 4 Treatments Iodine Test

After 3 Months Follow Up

Courtesy of Prof. Pinson. Moscow

Alma SweatX - Patient #5

Before Iodine Test

After 4 Treatments Iodine Test

After 3 Months Follow Up

Courtesy of Prof. Pinson. Moscow
Ellman Pelleve

Pellevé® S5 System & GlideSafe Handpieces

- Decreases wrinkles
- Improves texture
- Pain free
- Measurable results

4 Handpieces for Customized Treatment
**Precision & Versatility**

- Precision Surgical Procedures
- Single System
- Non-Surgical Skin Tightening

**Pellevé GlideSafe™ Handpieces**

- **7.5 mm** - periorbital & glabellar regions
- **10 mm** - periorbital, glabellar & perioral
- **15 mm** - forehead, cheeks, jawline & perioral
- **20 mm** - forehead, cheeks & jawline

**Clinical Significance of 4.0 MHz - for surgery**

- **High Frequency / Low Temperature**
  - Separates Ellman RF surgical energy source from standard electrosurgical machines (~0.5 MHz)
  - Ellman’s 4.0 MHz is optimal for surgical precision and controlled hemostasis
  - **Minimal Penetration**
    - High Frequency RF energy produces minimal lateral thermal spread, reducing the risk of injury to surrounding tissue and structures

**Pellevé Efficacy**

- A clinical study submitted to the FDA followed 93 patients for 6 months after a single facial treatment
- Almost 90% retained photographic improvement at 6 months
Two Pellevé Treatments – One for eyes only and one treatment for full face. The post treatment photo is 30 days following full face treatment.

Photos courtesy of Flor A Mayoral, MD

Photos courtesy of Steven Dayan, MD

Pre-Treatment 60 Days Post 2nd Treatment

Pre-Treatment, Pellevé 60 Days Post 2nd Treatment, Pellevé

Pre-Treatment

180 Days Post Treatment

Photos courtesy of Antonio Rusciani, MD
The Freeze system is powered by patented (MP)$^2$ technology - a synergy between Pulsed Magnetic Fields (PMF) and Multi-Polar Radio Frequency (RF).

- Each (MP)$^2$ synthesizer (electrode) simultaneously emits RF and PMF in varying phases - homogeneously raising temperature over the entire treated area.
- (MP)$^2$ creates a highly efficient dense energy matrix that penetrates and affects the Dermis and Hypodermis.
Venus Freeze

(MP)² Technology = Multi Polar Magnetic Pulse

(MP)² simultaneously applies two different mechanisms for improving aged skin:

1. Radiofrequency (RF): causing thermal damage of the dermis via multi-polar applicators that stimulates the natural wound healing responses.

2. Pulsed Magnetic Field (PMF): A non-thermal mechanism that directly stimulates (1) Fibroblast Proliferation (2) Improved Vascularity (angiogenesis) and (3) Synthesis of New Collagen Fibers.
InMode by Invasix

- Best wavelength
- Highest peak power like LightSheer
- Largest spot size like Duet
- Highest pulse repetition rate for all settings
- Strongest cooling provides highest comfort
  - Pre-cooling
  - Sapphire cooling
  - Post-cooling
- Smallest size

Diolaze-HR 810 Hand Piece

Most Efficient Hair Removal Device

Lumecca - SR 515/580 Hand Pieces

Ideal Skin Rejuvenation Device

- Highest peak power
- Large spot size
- Strong sapphire cooling
- High pulse repetition rate at all settings
- Small and ergonomic
Disposable Tips, VARIABLE NEEDLE MATRIX

Fractora Concept
Non-invasive facial/body skin rejuvenation, ablation and resurfacing through fractional multi-electrode pins

The Fractora Firm/Plus Concept
- Two sizes of hand pieces: face and body
- Non-ablative skin resurfacing
- Tighten face and body for:
  - Face lift
  - Wrinkles
  - Cellulite
  - Mummy-tummy

Fractora Firm – Full Face
Photo Courtesy Dr. Stephen Mulholland

Fractora Firm – Knees
Photo Courtesy Dr. Stephen Mulholland
TiteFX

- Excellent Non-Invasive Body Contouring/Fat Sculpting
- Fast, Effective, Consistently Controlled
- HV pulse = Adipocyte apoptotic death
- PROVEN fat cell death
  - HIFU (Ultrasound and Liposonix)
  - Cryolipolysis (Zeltiq)
- And NOW……TiteFX
- Initial reports of 2 inch reduction of waist circumference after series of treatments!
  And it improves cellulite appearance!

TiteFX Technology

Vacuum applied contact with electrodes is measured
RF energy is applied Skin temperature is monitored
Nanosecond High voltage pulse is applied "Electroporation"

6 Treatments Once a Week, 1 Month After For circumference reduction

Before

After

Photo Courtesy Dr. Stephen Mulholland

6 Treatments Once a Week, 3 Months After For Cellulite Improvement

Before

After

Photo Courtesy Dr. Stephen Mulholland
Cellulite

- Found on the thighs, hips and buttocks of about 85% of mature women.
  - Superficial pockets of trapped fat cause uneven dimpling or "orange peel" skin
- The connective tissue acts as an anchor between subcutaneous tissues
- Decreased perfusion causes chronic inflammatory response resulting in fibrous "pockets"
- Trapped fat and chronic edema deform the surface of the skin

Clinical Studies and Published Papers

1. Improvement in Arm and Post-Partum Abdominal and Flank Subcutaneous Fat Deposits and Skin Laxity Using a Bipolar Radiofrequency, Infrared, Vacuum and Mechanical Massage Device
   Lori Brightman, MD, Roy G. Geronemus, MD Lasers in Surgery and Medicine (2009)

2. Post pregnancy body contouring using a combined radiofrequency infrared light and tissue manipulation device

3. VelaShape Non-invasive Post-Partum Body Contouring
   Lori A. Brightman, M.D., Laser and Light Technology, (2011)

4. VelaShape™ Offers Greater Efficacy for Body Contouring with Fewer Treatments
   Lara G. Owens, Contributing Editor of Aesthetic Buyers Guide  (2009)

   Department of Dermatology, Faculty of Medicine, Siriraj Hospital, Mahidol University, Bangkok, Thailand

6. Effects of cellulite treatment with RF, IR light, mechanical massage and suction comparing one buttock the opposite serving as control.
   Mario A. Trelles, M.D., PhD - Antoni De Gimbernat Foundation, Cambrils, Spain (2009)

7. Cellulite treatment using a novel combination radiofrequency, infrared light, and mechanical tissue manipulation device.


9. Evaluation of the combination of radio frequency, infrared energy, and mechanical massage for the treatment of cellulite.

10. Cellulite Treatment with a Radiofrequency, Infrared Light, and Tissue Manipulation Combination Device


12. Cellulite: a review of its physiology and treatment
    Mathew M. Avram - Journal of Cosmetic Laser Therapy

13. A prospective clinical study to evaluate the efficacy and safety of cellulite treatment using the combination of optical and RF energies for subcutaneous tissue heating
    Neil S. Sadick & R Stephen Mulholland - Journal of Cosmetic Laser Therapy

14. VelaShape Continues to Exceed
Post Vela Smooth™, Pre Vela Shape™ Post 2 Txs Vela Shape™

Photos courtesy of Amy Taub, MD

Results

Gerald Boey, M.D., Vancouver, B.C., Canada
3 treatments

VelaShape

Results

Gerald Boey, M.D.,
Vancouver, B.C., Canada
3 treatments

VelaShape

Results

Gerald Boey, M.D.,
Vancouver, B.C., Canada
3 treatments

VelaShape

Journal of Cosmetic and Laser Therapy, 2009; 11: 229-235
Clinical Results: Circumferential Reduction

Upper arm clinical study results: Laser & Skin Surgery Center of NY
Right arm circumference: 2.1 cm reduction
Baseline=33.5 cm
3 month FU=31.4 cm

"Body After Baby" Follow Up

Baseline
Post Tx

"Body After Baby" Follow Up

Baseline
Post Tx 3

Photos courtesy of Lori Brightman, M.D.

Photos: Courtesy of Laser & Skin Surgery Center of New York
“Body After Baby” Follow Up

Baseline

Post Tx 3

Photos: Courtesy of Laser & Skin Surgery Center of New York

“Body After Baby” Follow Up

Baseline

1 Month Follow Up

Photos: Courtesy of Laser & Skin Surgery Center of New York

“Body After Baby” Follow Up

After 3 Tx’s

1 Month Follow Up

Photos: Courtesy of Laser & Skin Surgery Center of New York
**New Features & Benefits**

**MORE POWER**

- Increased RF Power: Closed loop RF up to 150W!
  - End point temperature is achieved much faster
  - Reduction in treatment time
  - New closed loop RF mechanism for consistent energy delivery which minimizes non-responders
  - Higher energy density to improve heated tissue volume
  - Safe and comfortable

**FEWER TREATMENTS**

- Fewer treatment sessions required to achieve an optimal result
- New advanced stacking mode protocol

**NEW DESIGN**

- Sleek, sophisticated, ergonomically smart, state of the art design
- Lightweight, highly mobile, 60% smaller to easily fit into any size clinic
- Ability to operate with a foot pedal to reduce operator strain

**NEW USER INTERFACE**

- State of the art design, based on the Android 4.0 operating system
- 10.1" multi-touch tablet with full HD display
- New easy to use and intuitive GUI enables quick and easy set-up of treatment parameters before and during treatment
- Future upgrades for guided protocol treatments
**New Features & Benefits**

**NEW APPLICATORS**

**New V Contour Applicator with Various Cover Sizes**

- Optimal ergonomic design allows the operator to sit or stand during treatment.
- 3 Cover sizes: Large, medium and small to enable optimal treatment for any body part.
- Disposable covers provide a more hygienic treatment.

**NEW APPLICATORS**

**New RF electrode design to improve contact with the skin and better energy delivery to the fat layer.**

- VelaShape III electrodes are in the same plane with the plastic, easier to achieve vacuum and good contact with the tissue.
- VelaShape III side walls are curved and not straight. This makes the vacuum more pleasant and more comfortable for the patient.

**NEW TEMP SENSOR**

**Built In Temperature Sensor**

- Better monitoring for elevated temperature in the tissue by IR.
- Enables a more precise treatment.
- Increased patient comfort.

**INTELLEGENT FEEDBACK**

VelaShape III is the only close loop RF system, what does it mean?

- VelaShape III RF generator delivers consistent energy level regardless of patient's skin impedance.
- Close loop control electronic circuit insures flat energy delivery every pulse.
- Increased efficacy and improved patient safety.
- This system guarantees consistent clinical results from patient to patient.
New Interface

Welcome to Trans4m

VelaShape III - 2 weeks post 1 Tx.

-1.5 cm waist, -1.7 cm abdomen, -2.0 cm hip
VelaShape III - 2 weeks post 1 Tx.

-1.5 cm waist, -2.0 cm abdomen -1.0 cm hip

VelaShape III - 2 weeks post 1 Tx.

-3.0 cm abdomen, -0.5 cm hip

VelaShape III - 2 weeks post 1 Tx.

-4.0 cm waist, -3.0 cm abdomen

VelaShape III - 2 weeks post 1 Tx.

-4.0 cm waist, -3.0 cm abdomen
VelaShape III - 4 weeks post 1 Tx.

-3.5 cm waist, -4.0 cm abdomen -0.5 cm hip

VASER® Shape System

VASER Shape is a non-invasive ultrasound and massage system with specialized hand pieces for:

- Ultrasound Physiotherapy/ Diathermy
- Zonal Lymphatic Massage

The VASER Shape System is indicated for:

- Relief of minor muscle aches and pains
- Improvement in local blood circulation
- Temporary reduction in the appearance of cellulite

Undergoing studies for circumferential reduction and body contouring
CoolSculpting

Cryolipolysis: A Breakthrough of Science and Technology

CoolSculpting by ZELTIQ
Early Results: Treated and Control Side

Subject treated by Flor Mayoral, MD, Coral Gables, FL

Published as a poster at ASDS 2008 – "A Prospective Study of Non-Invasive Cryolipolysis for Subcutaneous Fat Layer Reduction"

Subject treated by Elizabeth Tanzi, MD, Washington, DC

Published as a poster at ASDS 2008 – "A Prospective Study of Non-Invasive Cryolipolysis for Subcutaneous Fat Layer Reduction"

Zeltiq Love Handles Single Treatment

Photos courtesy of Michael H. Gold, M.D.
Gold Skin Care Center, Nashville, TN
Zeltiq Love Handles
Single Treatment

Pre Treatment
5 days Post 1 Treatment

Photos courtesy of Michael H. Gold, M.D.
Gold Skin Care Center, Nashville, TN

CoolSculpting by Zeltiq
4 months post treatment

Photos courtesy of Michael H. Gold, M.D.
Gold Skin Care Center, Nashville, TN
Treatment to Transformation (T2T)

T2T is an advanced concept that allows our practices to successfully treat patients that they may have previously turned away.

• What is Treatment to Transformation?
  − An advanced treatment plan focusing on enhancing CoolSculpting outcomes
  − A global approach to assessing the body; addressing all potential treatment areas
  − Prescribing a sufficient number of hours in a given treatment area to achieve desired results
  − Re-assessing, re-planning, and re-treating

• Why is it important?
  − It leads to more pleasing outcomes
  − It’s likely to create the “wow” factor
  − It results in greater patient satisfaction and word-of-mouth referrals

Why is it important?

Actual Treatment Plan

Key Takeaways:
1. Patient had 2 treatments in the lower abdomen
2. The patient was delighted with her results and immediately scheduled

Applicator placed too low

Key Takeaways:
1. Under treated
2. Highlights importance of accurate applicator placement

Treatment to Transformation (T2T) is an advanced CoolSculpting concept.

• What are the risks of under-treatment?
  − Can lead patients to believe that the treatment did not work
  − Increased chance of demarcation or step off
  − Non-cosmetically pleasing outcomes that require correction
The Proof: Long Term Results

Before 8 Weeks After
(Single side treatment)

2 Years After
(Single side treatment)
(+10 pounds)
Procedure by Eric Bernstein, MD

Before 5 Years After
(Single side treatment)
(-10 pounds)

The Proof: Long Term Results

Before

Multiple Hours in the Same Treatment Area

Before 12 Weeks After CoolSculpting
Procedure by Scott Gerrish, DO
(No weight change)

Before 10 Weeks After CoolSculpting
Procedure by Suzanne Stuck, MD
(-5 pounds)
Multiple Hours in the Same Treatment Area

Before 8 Weeks After First CoolSculpting Treatment
4 Weeks After Second CoolSculpting Treatment Procedure by Daniel Behroozan, MD (No weight change)

1 Year After First CoolSculpting Treatment (No weight change)
2 Years After Second CoolSculpting Treatment (No weight change)

Photo Courtesy of Grant Stevens, M.D.

Multiple Treatment Areas: Sculpting the Body

Before 8 Weeks After CoolSculpting Procedure by Kathleen Welsh, MD (No weight change)

-6 pounds

Multiple Treatment Areas: Sculpting the Body

Before 8 Weeks After CoolSculpting Procedure by Leslie E. Brasci, MD (4 pounds)
12 Weeks After CoolSculpting Procedure by Grant Stevens, MD
(-4 pounds)

Before

Multiple Treatment Areas

16 Weeks After CoolSculpting Procedure by John B. Fasano, MD
(No weight change)

Before

Multiple Treatment Areas: Sculpting the Body

Clinical Study Review:
Post-Procedure Manual Massage

Pre-Procedure

<table>
<thead>
<tr>
<th>Non-massage</th>
<th>Massage</th>
<th>Non-massage</th>
<th>Massage</th>
</tr>
</thead>
</table>

2 Month Follow-Up

- Post-procedure manual massage increased efficacy of treatment
- Ultrasound measurements demonstrated greater fat-layer reduction on the massage side vs. non-massage side
- Histology showed no evidence of necrosis or fibrosis
Within the first 2 weeks patients may experience the following sensations:

- Deep itching
- Tingling
- Numbness
- Tenderness to the touch
- Strong cramping
- Muscle spasms
- Aching and/or soreness

Patients may start to see results in as early as 3 weeks but will experience the most dramatic results after 1 to 3 months.

Their body will continue to process the injured fat cells for approximately 4 months after the procedure.

THE PATIENT EXPERIENCE

- Side effects vary in severity and may include:
  - Swelling for up to 4 weeks
  - Bee sting sensation
  - Bruising
  - According to clinical research, some side effects may be mitigated by:
    - Compression garments
    - Ice
    - Heating pads
    - Stretching
    - Benadryl or Ambien at night
    - Gabapentin/Neurontin/Lyrica

Conclusions

- Skin Tightening/Body Contouring is a very popular procedure
- Many new devices available for one to use
- Clinical trial data very important to determine safety and efficacy of these devices
Michael H. Gold, M.D.
Gold Skin Care Center
Tennessee Clinical Research Center
Clinical Assistant Professor, Vanderbilt University
Department of Dermatology
School of Medicine, School of Nursing
Nashville, TN USA