A Unique Procedure to Complement Your Practice

Between the limitations of non-invasive procedures and traditional liposuction lies a vast opportunity for growth.
Discover the Vast Body Sculpting Opportunity Just Beyond the Limits of Non-Invasive Procedures

Rapid Fat Reduction and Skin Contraction with a Single ProLipo PLUS Session

For patients seeking:

- Typically immediately visible results
- Minimal downtime
- An office-based treatment
- A solution for prior (non-invasive) treatment failures, side-effects and non-responders
- A solution for very fibrous treatment areas
- An alternative to surgery (mini-necklift / brachioplasty)
- An attractive, effective treatment for generally small to medium size areas of adiposity and mild to moderate skin flaccidity

Smaller and intricate treatment areas are ideal for ProLipo PLUS

The ProLipo PLUS treatment brings in a different patient base than we typically encounter. A patient will be a lost revenue opportunity if non-invasive options are not appropriate, the individual doesn’t want surgery in the OR, and you don’t have an appealing alternative.

Marc Salzman, MD | Louisville, KY

Excellent results patients can actually see, combined with minimal downtime, makes ProLipo PLUS an essential body contouring offering in our practice.

Robert Centeno, MD | Columbus, OH

A Treatment Option to Enhance Your Practice

The micro-invasive ProLipo PLUS procedure is an indispensable modality for providing alternative or complementary therapy options.

- Less chance of losing patients
- Attracts new patients with a comprehensive body contouring portfolio
ProLipo PLUS Results

All treatments performed in just one single office session.

Common Treatment Situations

**Smaller to Medium Areas**
- Chin / Neck
- Anterior Axillary Fold
- Abdomen / Flanks
- Posterior Arm
- Knees
- (Male) Breast, Bra Roll
- Thighs

**Challenging Areas**
- Flaccid skin
- (Very) fibrous tissue
- More vascularized fat
- Small, curved and intricate areas
- High definition sculpting

Photos courtesy of Roger Hogue, MD

Photos courtesy of Marie DiLauro, MD

Photos courtesy of Kevin Tehrani, MD

Photos courtesy of Marc Salzman, MD

Photos courtesy of Marc Salzman, MD
ProLipo PLUS enables precision treatments, highly personalized to individual patient needs. It lets me address so many concerns, from subtle to significant, from nuance to knock-out, with incredible patient satisfaction.

Jared Mallalieu, DO | Severna Park, MD

You will be hard-pressed to attain the same degree of skin contraction with more conventional forms of liposuction.

Neil C. Goodman, MD | Palm Beach Garden, FL

Case of ProLipo PLUS with no fat aspiration. Observe profound skin contraction.
Tapping Into a Very Large Market

Between non-invasive procedures and traditional liposuction lies a vast opportunity of precision, performance and patient satisfaction.

Micro-invasive Laser Assisted Lipolysis (LAL) perfectly bridges the gap:

- More skin contraction, lower downtime and faster results with LAL compared to traditional Suction Assisted Lipolysis (SAL)
  - Less bruising through 1064 nm laser hemostasis
  - Less pain and swelling through laser energy impact and less traumatic treatment
  - Liquefied and dislodged fat is easier and gentler to aspirate with small, less traumatic cannulas
  - LAL with ProLipo PLUS penetrates fibrous tissue faster
- Attractive option to perform LAL without aspiration: internally applied laser energy is effective for skin contraction and lipolysis alone in small areas

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The minimal-invasive body sculpting device market accounted to USD 7.1 billion in 2016 growing at a CAGR of 9.5% during the forecast period of 2017 to 2024. Major market drivers are:

- Increasing obesity population
- Increasing aesthetics consciousness
- Technological advancement in devices

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I own four Coolsculpting™ systems. They are great, but there are many things this device cannot do, but ProLipo PLUS can! Within six weeks I did 29 cases!

Sean Leoni, MD | Whittier, CA

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Introducing ProLipo PLUS into an office-based setting made it a very attractive option for my patients. Quickly back to their social schedule through fast recovery, plus concomitant skin contraction, well differentiates it from my SAL cases!

Judy Emanuele, MD | Riverhead, NY

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<table>
<thead>
<tr>
<th></th>
<th>Non-Invasive Procedures</th>
<th>ProLipo PLUS (Laser Lipo)</th>
<th>Traditional Liposuction</th>
</tr>
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<tbody>
<tr>
<td>Skin Contraction</td>
<td>✓</td>
<td>✓✓✓</td>
<td>✓</td>
</tr>
<tr>
<td>Low Downtime</td>
<td>✓✓✓</td>
<td>✓✓</td>
<td>✓</td>
</tr>
<tr>
<td>Speed &amp; Magnitude of Fat Removal</td>
<td>✓✓✓</td>
<td>✓✓</td>
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</tbody>
</table>

For small to moderate size treatment areas, ProLipo PLUS and non-invasive procedures complement each other. Together, they present an optimal combination to adjust to most patient situations.

Traditional liposuction (SAL) starts to excel with speed and magnitude of fat removal in larger volume treatment areas.
Superior Economics

A New Revenue Opportunity

Adding ProLipo PLUS to your practice opens your door to a much larger patient population. ProLipo PLUS will help you turn more consultations into customers through these facts:

- Typically very high patient demand: addresses patient profiles that other approaches cannot capture
- A complement or alternative to Coolsculpting™, Kybella™, non-responders & others...
- Leverages your present patient base

Revenues and profits based on a recent survey:

<table>
<thead>
<tr>
<th>SUBMENTUM NECK</th>
<th>ProLipo</th>
<th>CoolSculpting</th>
<th>Kybella</th>
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<tbody>
<tr>
<td>Complete Tx Patient Fee</td>
<td>$3,113</td>
<td>$1,694</td>
<td>$2,489</td>
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<td>Number of Sessions Per Tx</td>
<td>1</td>
<td>2.2</td>
<td>3</td>
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<tr>
<td>Total Cost of Consumables</td>
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<td>$338</td>
<td>$1,156</td>
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<td>Margins</td>
<td>93%</td>
<td>80%</td>
<td>54%</td>
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<tr>
<td>Profit</td>
<td>$2,908</td>
<td>$1,356</td>
<td>$1,333</td>
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<table>
<thead>
<tr>
<th>ABDOMEN</th>
<th>ProLipo</th>
<th>CoolSculpting</th>
<th>Kybella</th>
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<tbody>
<tr>
<td>Complete Tx Patient Fee</td>
<td>$4,903</td>
<td>$4,793</td>
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<tr>
<td>Number of Sessions Per Tx</td>
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<td>5</td>
<td>N/A</td>
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<tr>
<td>Total Cost of Consumables</td>
<td>$205</td>
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<td>N/A</td>
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<tr>
<td>Margins</td>
<td>96%</td>
<td>74%</td>
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<tr>
<td>Profit</td>
<td>$4,698</td>
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Conservative patient fees.

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<tr>
<td>Submentum. Neck</td>
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<tr>
<td>Arms</td>
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<tr>
<td>Abdomen</td>
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<tr>
<td>Flanks</td>
<td>$2,500</td>
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<tr>
<td>Thighs</td>
<td>$3,000</td>
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<tr>
<td>Male Breasts</td>
<td>$2,500</td>
</tr>
<tr>
<td>Muscle Definition</td>
<td>$3,500</td>
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</tbody>
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Average numbers based on expert practitioner feedback utilizing all modalities. Operator time not included. Data on file.

Photo courtesy of Elizabeth & Mark Hagberg, MD

Additional economic contributors:

- Minimal open-source consumables
- Single session: efficient use of physician time
- Micro-invasive, office based: no high surgery center /OR/ anesthesia costs
- JOULE platform addition: a variety of ProLipo PLUS options are available

Photo courtesy of Elizabeth & Mark Hagberg, MD
ProLipo PLUS Technology

ProLipo PLUS uses micro-invasive directed laser energy to quickly soften and photo-acoustically dislodge smaller fat volumes. By using high pulse energies, it easily penetrates through fibrous tissue, allowing for aspiration with minimal vacuum. An added benefit is the tissue contraction effect.

Performance and ease-of-use are key product characteristics:
- Dual-wavelengths system (1064 nm and 1319 nm)
- Highest powers available on the market for fastest treatment speeds
- Real time, in-situ temperature measurement at cannula tip with TempASSURE accessory

Dual wavelengths delivered in a blended, multiplexing fashion: wavelengths mix ratio can be adjusted in 10% increments based on the treatment goal and tissue encountered.

1064 nm Fat Melting & Vessel Coagulation
- Further reaching, global heating
- More hemostasis through vascular absorption
- Good for homogenous heating of larger, thicker fat areas

1319 nm Skin Contraction & Tissue Penetration
- More confined, local heating
- At higher pulse energies: photo-acoustic, dislodging impact
- Good for skin contraction & penetrating (very) fibrous tissue

Laser energy delivered safely and conveniently: through continuous, in-situ temperature monitoring for treatment endpoint determination (TempASSURE). Temperature feedback can be delivered via voice report, allowing for full concentration on the procedure itself.

Turnkey solutions: Sciton collaborates with premium third party manufacturers to offer a complete spectrum of equipment and supplies, from fat grafting to aspiration options to post-op care.
95% of all Sciton systems ever built since 1997 are still in service

JOULE: THE MOST EXPANDABLE PREMIUM LASER & LIGHT PLATFORM

ProLipo PLUS Specifications

<table>
<thead>
<tr>
<th>Specification</th>
<th>Details</th>
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<tbody>
<tr>
<td>Wavelength</td>
<td>Nd:YAG 1064 nm and/or 1319 nm</td>
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<tr>
<td>Power (max)</td>
<td>40 W/1064 nm and/or 40 W/1319 nm</td>
</tr>
<tr>
<td>Repetition Rate (max)</td>
<td>60 Hz</td>
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<tr>
<td>Pulse Duration</td>
<td>10-250 µs</td>
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Accessories

<table>
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<tr>
<th>Accessory</th>
<th>Details</th>
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<tbody>
<tr>
<td>Fiber</td>
<td>600, 800, 1000 micron (Open Source Fibers)</td>
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<tr>
<td>TempASSURE &amp; Cannula</td>
<td>14 GA: 150, 200, 250 mm</td>
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For more information visit sciton.com or call 650.493.9155