A UNIQUE PROCEDURE
THAT CAPTURES A LARGE,
DISTINCT PATIENT PROFILE
ALLURA™: A Unique Procedure that Captures a Large Distinct Patient Profile

DISCOVER THE VAST SUBMENTAL SCULPTING OPPORTUNITY BEYOND THE LIMITS OF NON-INVASIVE PROCEDURES

Rapid fat reduction and skin contraction\(^1\) in a single, micro-invasive and low effort session.

**Ideal for patients seeking:**

- Minimal downtime
- Typically immediate visible results
- An office based treatment
- A solution for prior (non-invasive) treatment failures, side-effects and non-responses
- Precision sculpting of intricate areas
- An alternative to surgery (i.e. mini-necklift)
- An *efficient* treatment for small size areas of adiposity and mild to moderate skin laxity

\(^1\) Tissue retraction through soft tissue coagulation.

Small and intricate treatment areas are ideal for ALLURA™.
All treatments performed in just one single in-office session.
SUPERIOR ECONOMICS

Very attractive revenues.

According to a 2017 survey (ASDS)², 74 percent of responders are concerned with excess fat under the chin / neck, making it the second most common cosmetic concern among consumers:

Consumers are most bothered by:

<table>
<thead>
<tr>
<th>Concern</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Excess weight on any part of the body</td>
<td>85%</td>
</tr>
<tr>
<td>Excess fat under the chin / neck</td>
<td>74%</td>
</tr>
<tr>
<td>Lines and wrinkles around the eyes</td>
<td>74%</td>
</tr>
<tr>
<td>Skin texture and / or discoloration</td>
<td>71%</td>
</tr>
</tbody>
</table>

²) 2017 ASDS Consumer Survey on Cosmetic Dermatologic Procedures

Adding ALLURA™ to your practice opens the door to a larger patient population and will help you turn more consultations into customers:

- An alternative offering to CoolSculpting™, Kybella™ and other non-invasive treatment shortcomings
- Leverage your current patient base and market to a new one

High ROI. Revenues and profits based on a recent survey*:

<table>
<thead>
<tr>
<th></th>
<th>ALLURA™</th>
<th>CoolSculpting™</th>
<th>Kybella™</th>
</tr>
</thead>
<tbody>
<tr>
<td>Complete Tx Patient Fee</td>
<td>$3,100</td>
<td>$1,700</td>
<td>$2,500</td>
</tr>
<tr>
<td>Number of Sessions Per Tx</td>
<td>1</td>
<td>2.2</td>
<td>3</td>
</tr>
<tr>
<td>Total Cost of Consumables</td>
<td>$320</td>
<td>$350</td>
<td>$1,150</td>
</tr>
<tr>
<td>Margins</td>
<td>90%</td>
<td>80%</td>
<td>54%</td>
</tr>
<tr>
<td>Profit</td>
<td>$2,780</td>
<td>$1,350</td>
<td>$1,350</td>
</tr>
</tbody>
</table>

*Average numbers based on expert practitioner feedback utilizing all modalities. Operator time not included. Data on file.

As a dermatologist, I found ALLURA™ Neck to be very attractive. I was most excited when I found out that, compared to Kybella™ and CoolSculpting Mini™, the results are faster, and my patients experience less downtime and pain. I can achieve a higher profit because this procedure is easy to market! Adding ALLURA™ was a no-brainer.

Chris Robb, MD | Spring Hill, TN
A SHORT, ONE-AND-DONE PROCEDURE

ALLURA™ Laser Assisted Lipolysis (LAL) is the most efficient option for submental sculpting.

- Fast results after a single, in-office session
- A low physical effort procedure: slender 2 mm laser cannula easily and precisely advances through adipose tissue
- More skin contraction\(^3\) and faster results achieved with lower downtime compared to Suction Assisted Lipolysis (SAL)
- Attractive option to perform ALLURA™ LAL without aspiration for very small treatment volumes

ALLURA™ compares very favorably among all of the minimally invasive procedures for neck contouring. After one 30-minute procedure, in 10 days the patient has visible correction and is happy. My patients do not have to wait many months after a few procedures to get the result they want. Minute for minute, it is my most profitable procedure.

Marc Salzman, MD | Louisville, KY

ALLURA™ and non-invasive procedures complement each other. Together, they present attractive options to adjust to most patient situations.

<table>
<thead>
<tr>
<th>Results</th>
<th>Non-Invasive Procedures</th>
<th>ALLURA™ (Laser Liposuction)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Skin Contraction(^1)</td>
<td>Low</td>
<td>High</td>
</tr>
<tr>
<td>Downtime</td>
<td>Low</td>
<td>Low to Medium</td>
</tr>
<tr>
<td>Precision Sculpting</td>
<td>Low</td>
<td>High</td>
</tr>
<tr>
<td>Speed &amp; Magnitude of Fat Removal</td>
<td>Low</td>
<td>High</td>
</tr>
</tbody>
</table>

\(^3\) Tissue retraction through soft tissue coagulation.
ALLURA™ TECHNOLOGY

Laser Pre-Conditioning for Easier, Better Sculpting.

ALLURA™ utilizes a 1064 nm wavelength for effective submental sculpting:
- Laser energy efficiently liquefies excess fat for easy aspiration and precise sculpting
- Controlled thermal laser energy aids in skin contraction
- Low downtime through use of slender, atraumatic cannulas and laser energy impact

1064 nm Wavelength Option:
- Creates lower temperature zone
- More hemostasis through higher vascular absorption
- Good for homogeneous heating and reducing bruising potential

Atraumatic cannula and fiber edges:
New and improved design with rounded edges facilitates smoother movement through tissue for minimal downtime.

4) MARCRENE ALEXIADES - ARMENAKAS, MD, PhD: Combination Laser-Assisted Liposuction and Minimally Invasive Skin Tightening with Temperature Feedback for Treatment of the Submentum and Neck; Dermatol Surg 2012;38:871-881
TempASSURE™ Convenience: Deliver laser energy safely and conveniently through continuous, in-situ temperature monitoring for treatment endpoint determination. 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 supplies. Low-profile, slender cannulas and non-motorized equipment assure low downtime and patient convenience.

SPECIFICATIONS

- **Wavelength**: Nd:YAG 1064 nm
- **Power (max)**: 40 W/1064 nm
- **Repetition Rate (max)**: 60 Hz
- **Pulse Duration**: 10-250 µs

ACCESSORIES

- **Fiber**: 600, 800, 1000 micron
- **TempASSURE & Cannula**: 14 GA: 150, 200, 250 mm

ALLURA™ is FDA cleared for laser assisted lipolysis
THE SCITON EDGE

BUILD THE PERFECT SYSTEM FOR YOUR PRACTICE

ALLURA™ is an optional treatment module of Sciton’s JOULE™ multi-application system. JOULE is the world’s most expandable premium platform to offer an unprecedented array of laser and light treatment modules through any of its three distinct delivery modes: Arm, Fiber and BroadBand Light™.

Utilize the versatility of JOULE fiber delivery for a broad range of treatment modules:

- Rapid fat reduction and skin contraction: ALLURA™
- Lumpy, dimpled skin improvements: CelluSmooth™
- Venous insufficiency: Pro-V™

SCITONPRO.COM

Sciton professional website provided free of charge:

- Digital practice marketing assets
- Available 24/7

SMART START™ GUIDE

5 steps to operating a thriving aesthetic practice.

- STEP 1: Get launch ready
- STEP 2: Become an application expert
- STEP 3: Prepare your staff and office
- STEP 4: Know the aesthetic patient
- STEP 5: Develop your marketing plan

SUCCESS BUILDER™

Access to experienced third-party professionals and tools to support your practice growth.

- Clinical Education
- Marketing Tools
- Business Development

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