



Add the Gold Standard in nonsurgical lifting and skin tightening to your practice

ultherapy.com

REFERENCES:

1. Fabi SG, Joseph J, Sevi J, Green JB, Peterson JD. Optimizing patient outcomes by customizing treatment with microfocused ultrasound with visualization: gold standard consensus guidelines from an expert panel. *J Drugs Dermatol*. 2019;18(5):426-432.
2. Ulthera release: Ultherapy® décolletage treatment now FDA-cleared. BioSpace website. <https://www.biospace.com/article/releases/ulthera-release-ultherapy-and-0174-d%C3%A9colletage-treatment-now-fda-cleared/>. Accessed January 15, 2020.
3. The American Society for Aesthetic Plastic Surgery. 2015 Cosmetic surgery national data bank statistics. <https://www.surgery.org/sites/default/files/ASAPS-Stats2015.pdf>. Accessed January 15, 2020.
4. Ulthera Instructions for Use
5. Fabi SG. Noninvasive skin tightening: focus on new ultrasound techniques. *Clin Cosmet Investig Dermatol*. 2015;8:47-52.
6. Fabi SG, Massaki A, Eimpunth S, Pogoda J, Goldman MP. Evaluation of microfocused ultrasound with visualization for lifting, tightening, and wrinkle reduction of the décolletage. *J Am Acad Dermatol*. 2013;69(6):965-971.
7. Data on file. ULT-130.
8. Whitney ZB, Zito PM. Anatomy, skin, superficial musculoaponeurotic system (SMAS) fascia. In: StatPearls. Treasure Island, FL: StatPearls Publishing; 2019. <https://www.ncbi.nlm.nih.gov/books/NBK519014/>. Updated October 27, 2018. Accessed January 21, 2020.
9. Dobke MK, Hitchcock T, Misell L, Sasaki GH. Tissue restructuring by energy-based surgical tools. *Clin Plast Surg*. 2012;39(4):399-408.
10. Sasaki GH, Tevez A. Microfocused ultrasound for nonablative skin and subdermal tightening to the periorbitum and body sites: preliminary report on eighty-two patients. *Journal of Cosmetics, Dermatological Sciences and Applications*. 2012;2(2A):108-116.
11. White WM, Makin IR, Barthe PG, Slayton MN, Gliklich RE. Selective creation of thermal injury zones in the superficial musculoaponeurotic system using intense ultrasound therapy: a new target for noninvasive facial rejuvenation. *Arch Facial Plast Surg*. 2007;9(1):22-29.
12. Werschler WP, Werschler PS. Long-term efficacy of micro-focused ultrasound with visualization for lifting and tightening lax facial and neck skin using a customized vectoring treatment method. *J Clin Aesthet Dermatol*. 2016;9(2):27-33.
13. Alam M, White LE, Martin N, Witherspoon J, Yoo S, West DP. Ultrasound tightening of facial and neck skin: a rater-blinded prospective cohort study. *J Am Acad Dermatol*. 2010;62(2):262-269.
14. Data on file. ULT-106.
15. Data on file. ULT-129.
16. MacGregor JL, Tanzi EL. Microfocused ultrasound for skin tightening. *Semin Cutan Med Surg*. 2013;32(1):18-25.
17. The American Society for Aesthetic Plastic Surgery. 2016 Cosmetic surgery national data bank statistics. <https://www.surgery.org/sites/default/files/ASAPS-Stats2016.pdf>. Accessed January 21, 2020.
18. American Society for Dermatologic Surgery. 2018 ASDS survey on dermatologic procedures. <https://www.asds.net/portals/0/PDF/procedures-survey-resultsinfographic-2018.pdf>. Accessed January 15, 2020.
19. American Society for Dermatologic Surgery. 2019 ASDS survey on dermatologic procedures. <https://www.asds.net/Portals/0/PDF/consumer-survey-2019-infographic.pdf>. Accessed January 15, 2020.

The non-invasive Ultherapy® procedure is U.S. FDA cleared to lift skin on the neck, on the eyebrow, and under the chin as well as to improve lines and wrinkles on the décolletage. The most common side effects reported in clinical trials were redness, swelling, pain and transient nerve effects. Reported adverse events from post-marketing surveillance are available in the Instructions for Use (IFU). Please see the IFU for product and safety information, including a full list of these events at Ultherapy.com/IFU.

All rights reserved. Ulthera and Ultherapy are registered trademarks of Ulthera, Inc.

©2020 Ulthera, Inc. ML03105-00 MARCH 2020



MERZ AESTHETICS®



A revolutionary non-invasive skin lifting technology for proven, customizable results.¹

LEVEL UP YOUR PRACTICE WITH A REAL LIFT.



Ultherapy® Patient and Model.

BE REVOLUTIONARY.



ULTHERAPY[®] CONTINUES TO DEFINE THE AESTHETICS LANDSCAPE.

1 The only FDA-cleared non-invasive lift²

1 One of the highest ROIs of any non-invasive facial aesthetic treatment^{3†}

1.5 MILLION+ treatments worldwide

Fully customizable treatment with gross margins of **74-93%***

Supported by **90+** peer-reviewed papers

6,000+ systems sold globally

50+ clinical studies

100+ patents

Your patients are asking about rebuilding collagen. Ultherapy[®] provides optimized neocollagenesis via microfocused ultrasound. Your patients expect natural-looking results that enhance, but never hide who they are. Redefine their expectations with Ultherapy, a proven and highly customizable treatment that delivers a gradual, natural-looking lift.¹



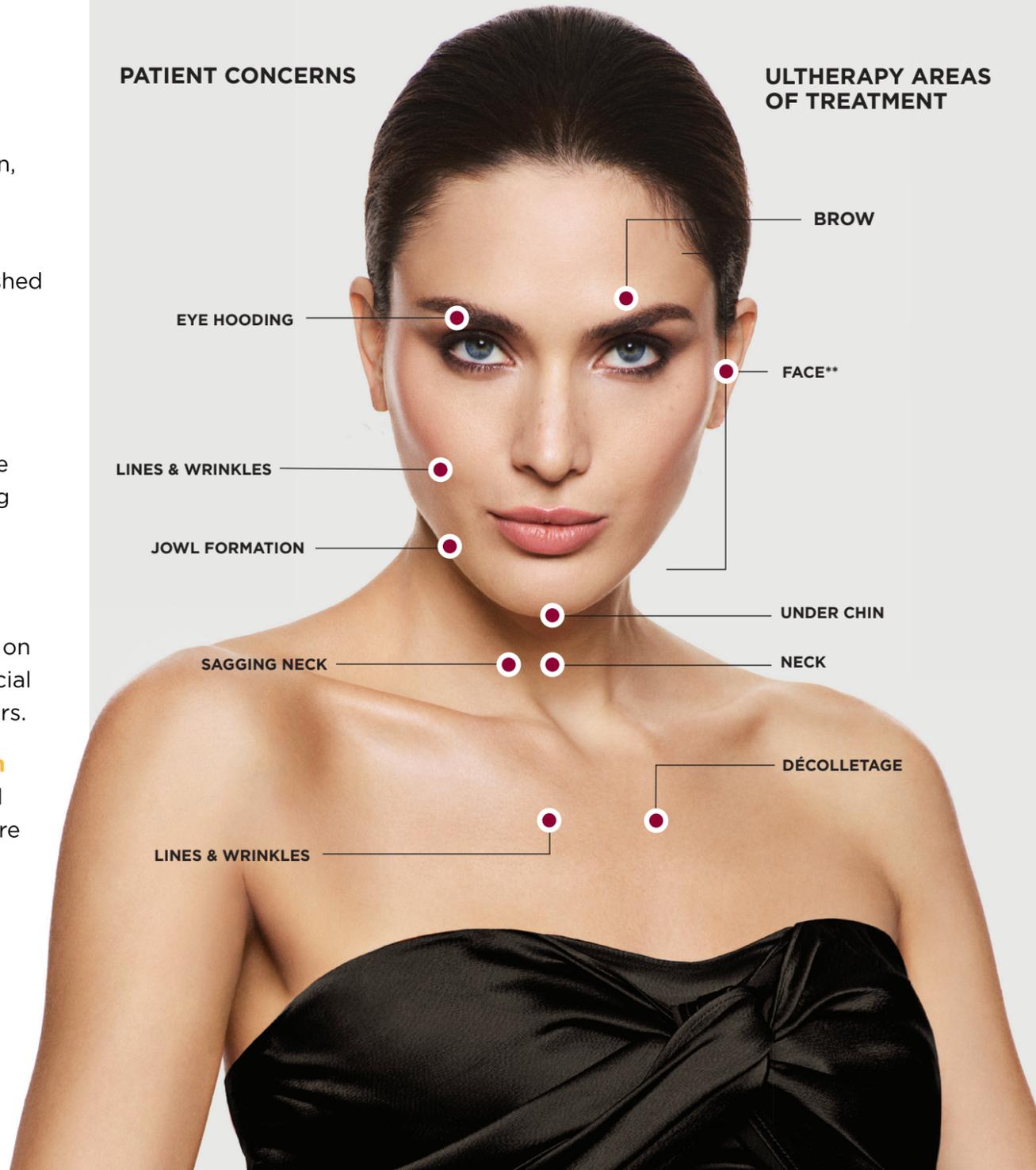
A panel of expert aesthetic physicians recognized Ultherapy[®] as a foundation of aesthetic treatment and the Gold Standard for nonsurgical lifting and skin tightening in consensus guidelines published in the *Journal of Drugs in Dermatology*. The panel analyzed a variety of factors including approved indications, mechanism of action, treatment personalization, and the positioning of microfocused ultrasound within broader cosmetic practice.¹

Key to the Gold Standard designation^{2,3}:

- **Proven and FDA-cleared** for lifting the skin of the brow, neck, and under the chin, and improving lines and wrinkles of the décolletage.
- A **non-invasive option** with a well-established safety profile, and efficacy supported by the largest body of clinical data currently available among nonsurgical skin lifting procedures.
- Ultrasound **visualization**, a feature unique to Ultherapy, enabling treatment planning and customization, precise targeting of treatment areas, and optimized patient outcomes.
- A **highly customizable treatment**, based on individual patients' desired outcomes, facial anatomy, and associated treatment factors.
- **Triggers collagen and elastin production** by targeting the SMAS and platysma and heating tissues to the optimal temperature for collagen denaturation and synthesis.
- A **demonstrated practice builder**: One of the highest ROIs among non-invasive aesthetic treatments.*

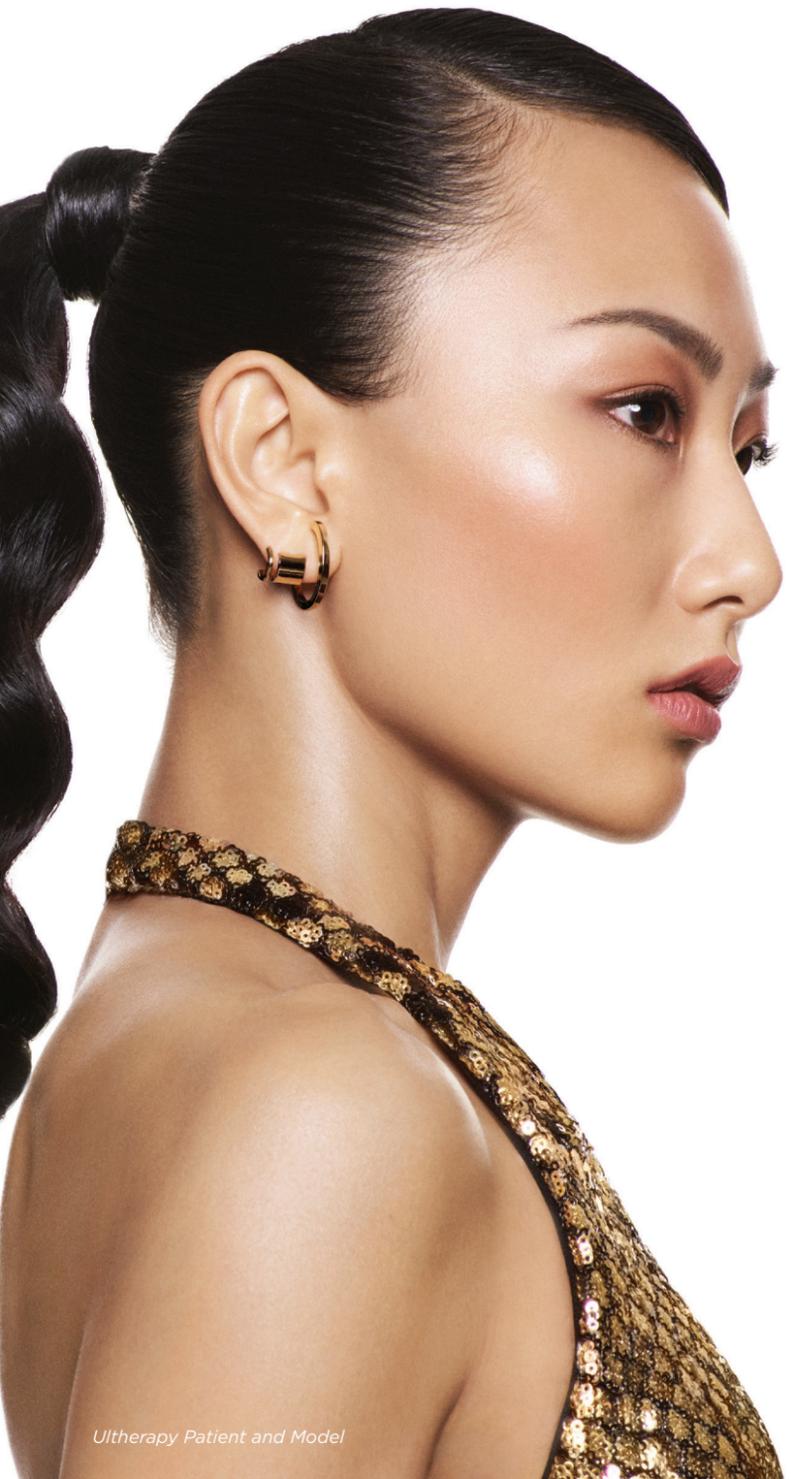
PATIENT CONCERNS

ULTHERAPY AREAS OF TREATMENT



*Based on average data of what customers charge vs. cost.
†Based on combined average hourly profit of different treatment zones.

*Based on combined average hourly profit of different treatment zones.
**Face refers to treatment of one or more of the FDA-cleared areas of the brow and under the chin.



MECHANISM OF ACTION:

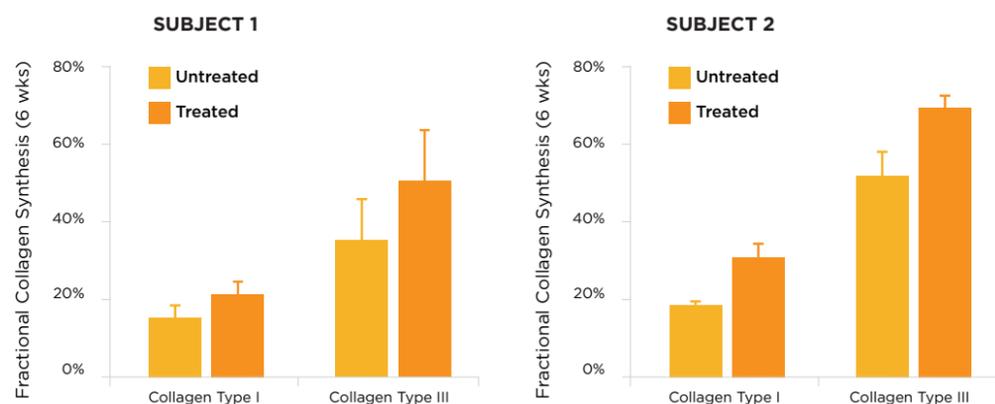
Optimized neocollagenesis

Ultherapy® represents a remarkable evolution in aesthetic science, employing microfocused ultrasound to create thermal coagulation points (TCPs) in dermal and subcutaneous tissue layers. TCPs heat tissues to the optimal temperature for collagen denaturation. Neocollagenesis—the body’s natural wound-healing response—commences immediately and proceeds through three phases that can produce visible results for one year or more.^{4,5,6}

Only Ultherapy increases collagen synthesis by 42%.⁷

Ultherapy is the collagen creator

Data from a unique Ultherapy study, in which patients received Ultherapy treatment on only one side of the face, demonstrated an average 1.4 times increase in the rate of collagen production in the treated side vs. untreated. The rate of production for collagen Types I and III—those types most closely associated with the effects of aging—increased 42% in the side treated with Ultherapy.⁷

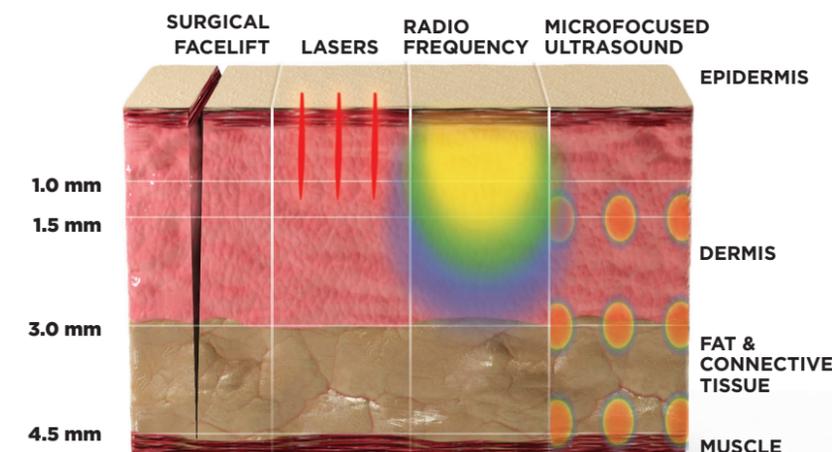


- Synthesis of Type I Collagen increased to 26%, on average¹³
- Synthesis of Type III Collagen increased to 60%, on average¹³

VISUALIZE DERMAL AND SUBDERMAL TISSUES WITH ULTHERAPY.®

Only non-invasive treatment that goes deeper to treat the same planes as modern surgery^{1,8,9}

Localized heating at depths of 1.5, 3.0, and 4.5 mm treats deeper than lasers or radiofrequency.^{10,11}



Representative Image of Skin Tissue Layers: Different areas of the face and body will have varying depths and thicknesses of tissue layers.

Ultherapy is the only FDA-cleared non-invasive aesthetic treatment indicated for imaging below the skin’s surface. Visualizing dermal tissue layers and subcutaneous structures enables an unmatched level of treatment precision and patient customization.^{1,2}



Real-time visualization enables treatment planning and customization, precise targeting of treatment areas, and optimized patient outcomes.¹

Treatment at **precise depths** of 1.5, 3.0, and 4.5mm, much deeper than other non-invasive options such as lasers and radiofrequency.^{9,10}

Optimal, consistent temperatures of 60-70°C, initiating collagen denaturation and synthesis.^{1,6}

Ultherapy is the only non-invasive aesthetic treatment FDA-cleared with imaging below the surface of the skin.^{1,2,4}

ULTHERAPY® HAS A WELL-ESTABLISHED SAFETY PROFILE¹

Provide the gradual, natural-looking results your patients desire with a 30-90 minute Ultherapy procedure. There are no pre- or post-treatment skincare requirements, and no downtime. Results improve over 90-180 days and may last one year or more.^{4,6,12,13}

BROW LIFT



NECK & SUBMENTUM



DÉCOLLETAGE



Photos have not been retouched. Results may vary.

DEMAND FOR NON-INVASIVE SKIN TIGHTENING CONTINUES TO GROW

Nonsurgical cosmetic procedures in the U.S. have **increased by 93%** over the past five years, while surgical procedures have risen only 58%.¹⁷

YOUR SUCCESS IS OUR SUCCESS.

As a provider of Gold Standard Ultherapy®, you will receive the Gold Standard in practice support from Merz, including industry-leading marketing programs, sales tools and comprehensive clinical training.¹ Support includes:

- A dedicated Practice Development Specialist.
- Ongoing corporate brand awareness marketing and dedicated practice marketing assets.
- Physician Locator and lead generator.
- Clinical training both online and onsite.
- Customized 90-day implementation plan.
- Join Merz Advantage Loyalty Program.

92%
of patients are satisfied with Ultherapy on RealPatient Ratings.com*

81%
of patients say Ultherapy is worth it on RealSelf.com*



6-TIME WINNER
of Skin Tightening Treatment Awards from NEWBEAUTY magazine



Learn more at Ultherapy.com or speak with your Ultherapy representative

74%
increase in non-invasive energy-based aesthetic procedures from 2012 to 2018, including 800,000 wrinkle smoothing treatments in 2018 alone¹⁸

56%
of consumers underwent skin tightening or smoothing of wrinkles using ultrasound or other non-invasive methods in 2019¹⁹

39% GROWTH
in consumer interest in Ultherapy on RealSelf.com from 2018 to 2019

*Based on total self-reported consumer ratings as of December 2019.