



Ultherapy®
SEE THE BEAUTY OF SOUND™

CHOOSE THE AUTHENTIC
MICROFOCUSED
ULTRASOUND LIFT!

Learn more at global.ultherapy.com

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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 décolleté. The CE Mark indications for use for the Ulthera® System include non-invasive dermatological sculpting and lifting of the dermis on the upper face, lower face, neck and décolleté. For full product and safety information, including possible mild side effects, refer to the Instructions for Use.

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MERZ AESTHETICS

SEE.
SOUND.
LIFT.



Experience the benefits of the
authentic ultrasound lift in your practice.
global.ultherapy.com

Ultherapy®
SEE THE BEAUTY OF SOUND™

WHAT IS ULTHERAPY®?

Ultherapy® is the only nonsurgical procedure U.S. FDA-cleared to lift skin on the neck, under the chin and on the brow and specifically to improve the appearance of lines and wrinkles on the décolleté.¹ Ultherapy can help patients achieve a fresher, more youthful look from the brow to the chest.



Brow

Chin

Neck

Décolleté

THE NUMBERS TELL THE STORY

Since 2008, the Ulthera® System has grown into a global leader among nonsurgical aesthetic and medical applications.

800,000+
PATIENTS TREATED GLOBALLY

4,200+
SYSTEMS SOLD GLOBALLY

100+
PATENTS

50
CLINICAL STUDIES

60+
PEER-REVIEWED PAPERS

THE ONE & ONLY
U.S. FDA-CLEARED NON-INVASIVE LIFT

OUR GROWTH IS BASED ON FOUR UNIQUE AREAS OF EXCELLENCE

- 1 Science
- 2 Technology
- 3 Efficacy
- 4 Practice Benefits

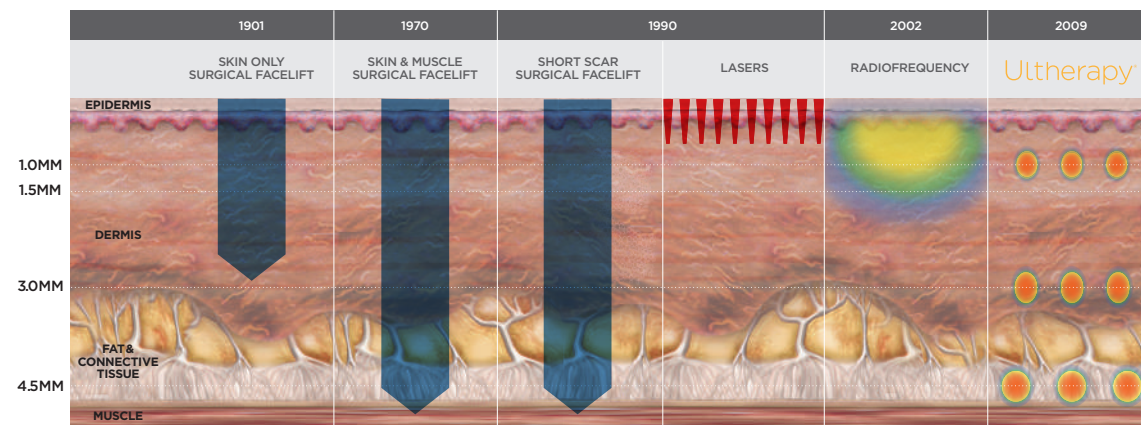


THE SCIENCE OF AESTHETICS HAS EVOLVED TO ULTRASOUND

Surgical facelifts have evolved to target deeper tissue planes with less patient downtime.²

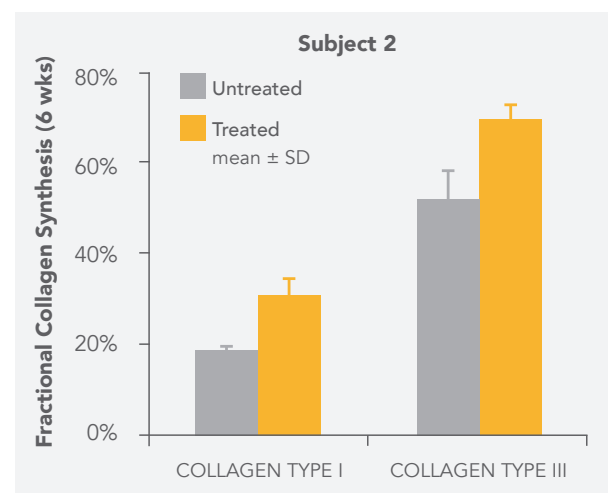
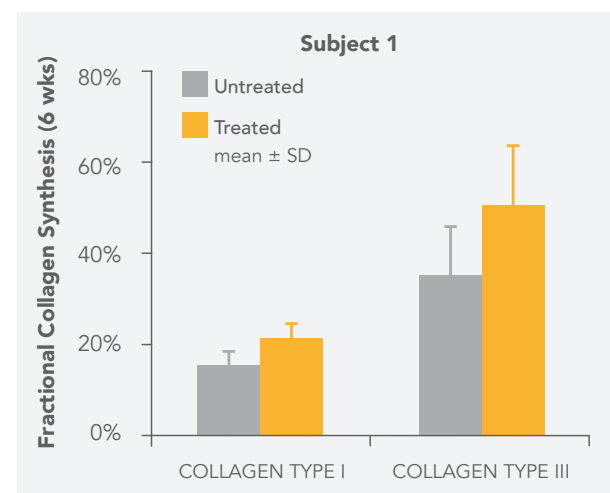
ULTHERAPY® IS THE NEXT EVOLUTION IN AESTHETIC SCIENCE.

It uses microfocused ultrasound to nonsurgically treat the same deep tissue planes as a modern facelift — with no patient downtime.³⁻⁵



ULTHERAPY INCREASES COLLAGEN SYNTHESIS BY 42%.⁶

Data from a unique Ultherapy® study,* in which live patients had an Ultherapy treatment on one side of the face and not the other, has shown a quantitative increase in the rate of collagen production resulting from the Ultherapy treatment.¹ Analysis of the skin tissue scientifically proved the Ultherapy treatment increased the rate of collagen production an average of 1.4-fold.¹ Specifically for collagen Types I and III — the types most often associated with aging — on average, the rate of collagen production on the Ultherapy-treated side was 42% higher compared to the untreated side.¹



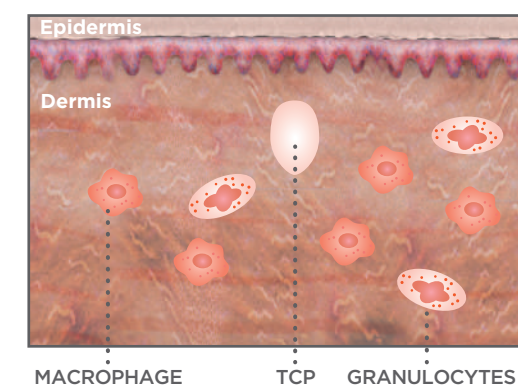
- Synthesis of Type I Collagen increased to 26%, on average
- Synthesis of Type III Collagen increased to 60%, on average

MECHANISM OF ACTION NEOCOLLAGENESIS

Thermal coagulation points (TCPs) are created in the dermis and epidermis, eliciting a wound-healing response, which results in new collagen production and skin tissue contraction.^{5,7}

3 PHASES OF WOUND HEALING

INFLAMMATION



Ultherapy® involvement

TCPs created by Ultherapy denature collagen and initiate an inflammatory response.⁷

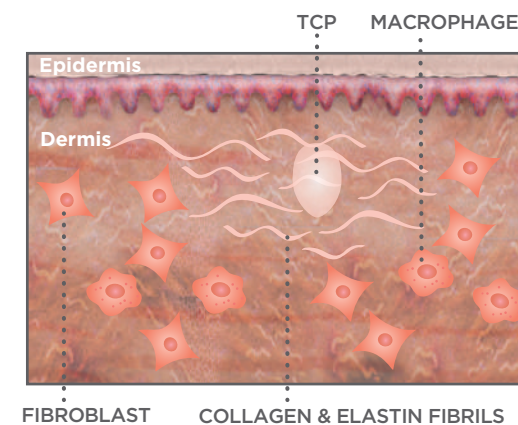
Time frame

Activated upon injury.

Description

Macrophages digest and engulf injured tissue and release cytokines, which attract fibroblasts.^{7,8}

PROLIFERATION



Ultherapy involvement

Histological analysis of facial skin treated with Ultherapy has shown a significant increase in collagen and elastin.^{7,9}

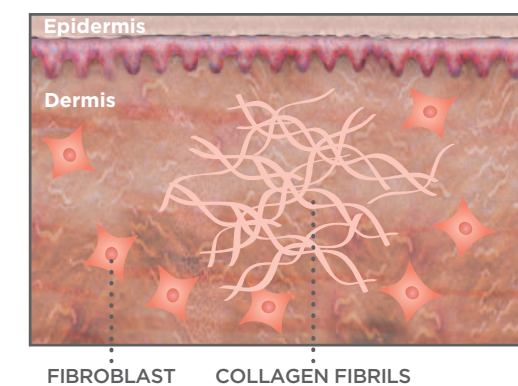
Time frame

Usually starts within hours of the injury and can last for several weeks.

Description

Fibroblasts synthesize new collagen, mainly Type III Collagen, and other mediators important to rebuilding the collagen matrix.⁸

MATURATION & REMODELING



Ultherapy involvement

The collagen remodeling process is a crucial step in skin tightening and lifting by Ultherapy.⁷

Time frame

Usually starts at 3 weeks post-injury and may last up to a year.

Description

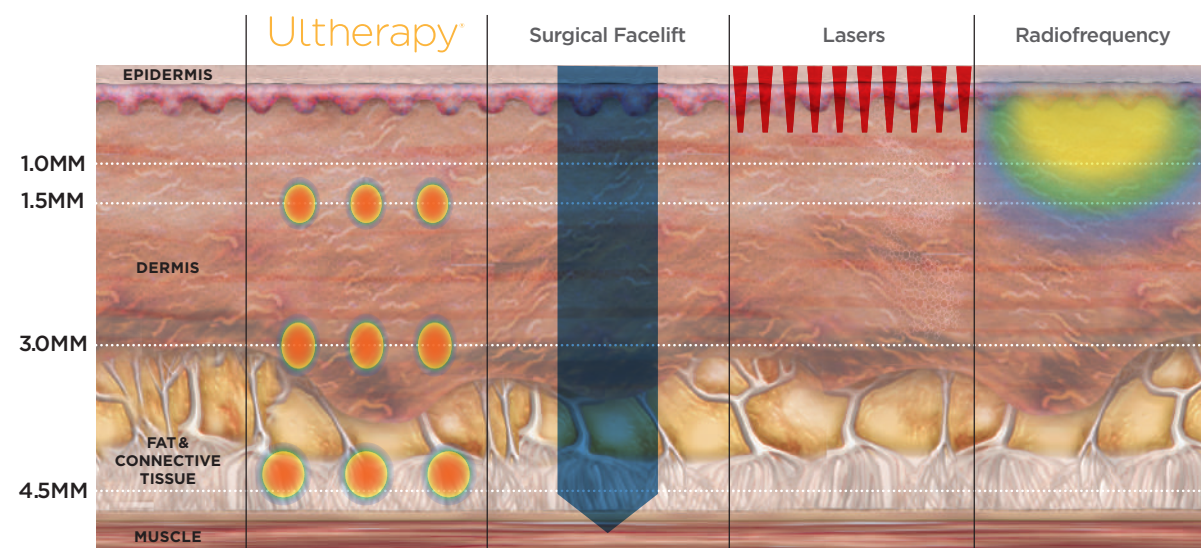
Type III Collagen is replaced by Type I Collagen, forming tight crosslinks with itself and other proteins.⁷

2 TECHNOLOGY

ONLY ULTHERAPY® HAS THESE THREE UNIQUE ADVANTAGES

1. DEPTH

- Localized heating at precise depths^{5,10,11}
- Treats much deeper than lasers and radiofrequency^{3,5,11}
- No effect on the skin's surface^{5,11}

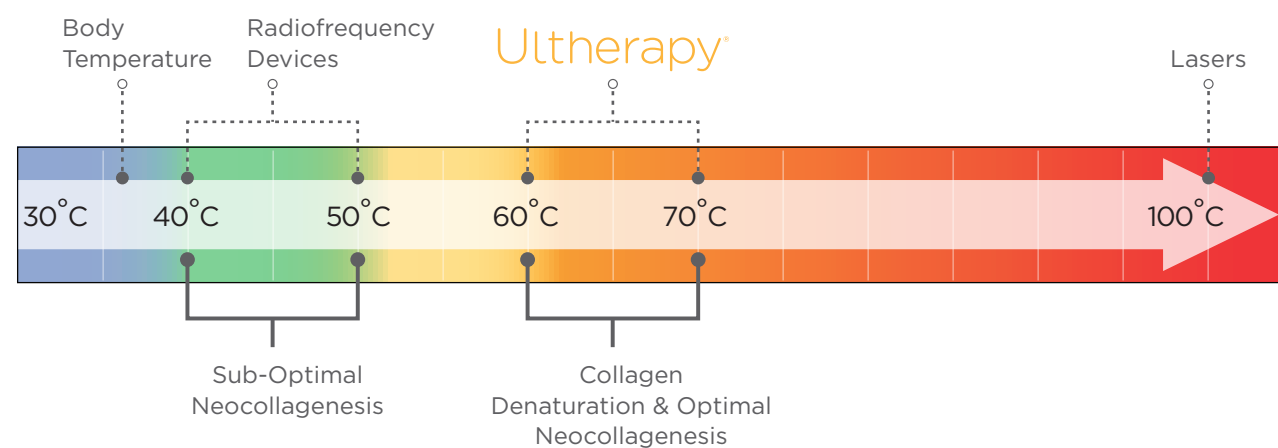


REPRESENTATIVE IMAGE OF SKIN TISSUE LAYERS

Different areas of the face and body will have varying depths and thicknesses of tissue layers.

2. TEMPERATURE

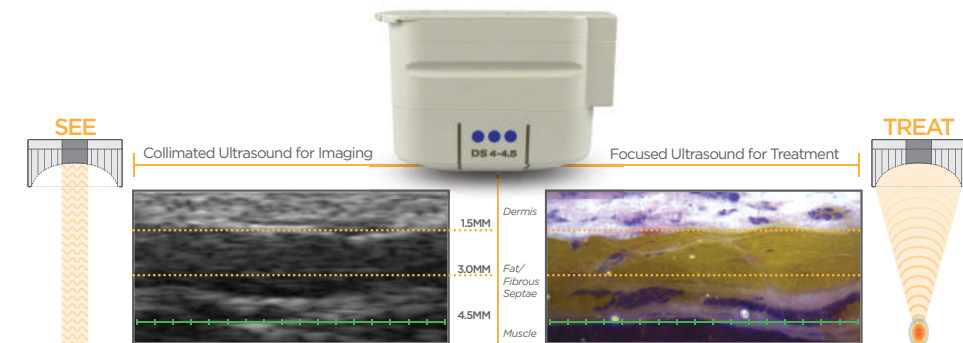
- Consistently reaches coagulative temperatures (60°–70°C)^{4,12}
- Denatures collagen & initiates neocollagenesis^{3,7}



3. VISUALIZATION

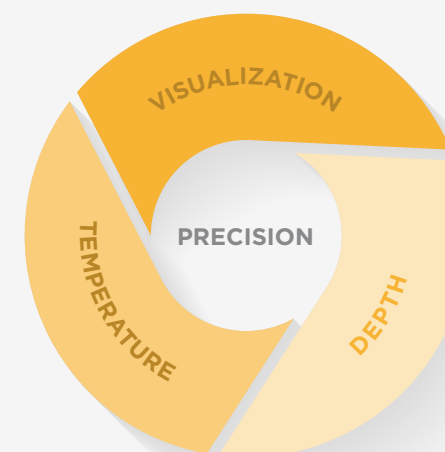
See where you are treating to optimize treatment precision¹

- DeepSEE® visualization helps proper Transducer selection based on the patient's individual skin thickness and target tissue depth.¹
 - Ensures proper coupling of the Transducer before delivering energy¹
 - Avoids delivering energy to inappropriate tissues (e.g. fat, bone, blood vessels)¹
- DeepSEE® visualization allows the provider to confirm the target tissue is being treated throughout the procedure.¹



ULTHERA® SYSTEM DEEPSEE® IMAGE OF THE LATERAL NECK AND HISTOLOGY OF THE SAME TISSUE

VALUE OF PRECISION



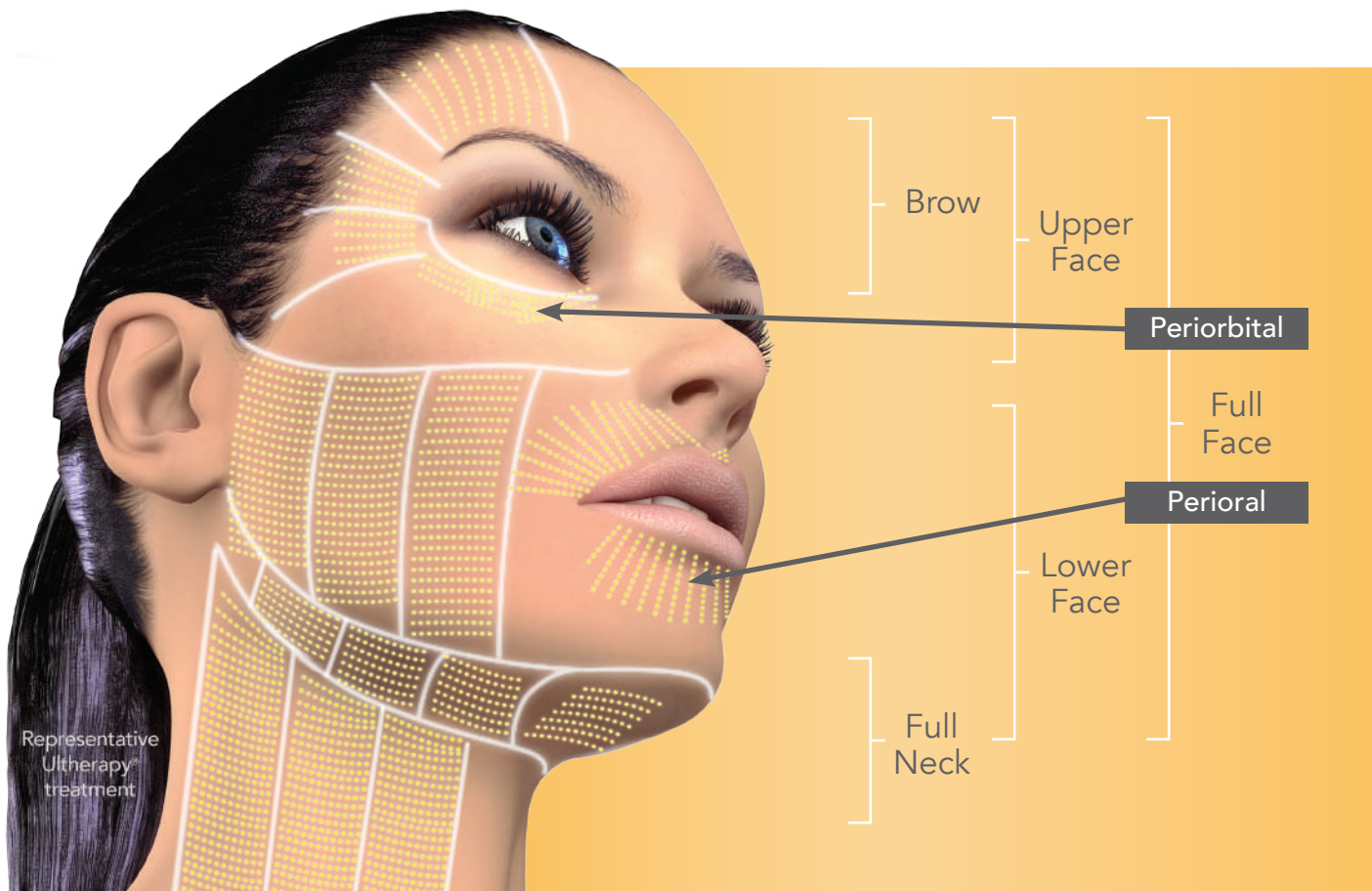
Physicians, clinicians and patients are discovering Ultherapy®, the nonsurgical ultrasound treatment that:

- Noticeably lifts skin on the face, under the chin and neck¹
- Smooths lines and wrinkles on the décolleté¹
- Activates neocollagenesis^{9,10}
- Stimulates elastin formation⁹
- Offers clinicians unparalleled treatment precision

3 EFFICACY

ULTHERAPY®

AREAS OF TREATMENT



"Ultherapy has been a gateway treatment for my practice. It quadrupled new patient traffic, giving patients an opportunity to see the spectrum of my expertise."

— Matthew White, MD, Facial Plastic Surgeon

"Results have always been great with Ultherapy, but now, using the ultrasound image as a treatment guide, we are seeing better patient comfort."

— Marina Peredo, MD, Dermatologist

"Ultherapy has become my signature procedure. It bridges the gap between dermal fillers and facelifts."

— Kelly O'Malley-Mattone, MD, Cosmetic Physician

"I have patients who aren't ready for a facelift, but want a non-invasive way to get rid of facial laxity. If I didn't own this device, I wouldn't have anything to offer them."

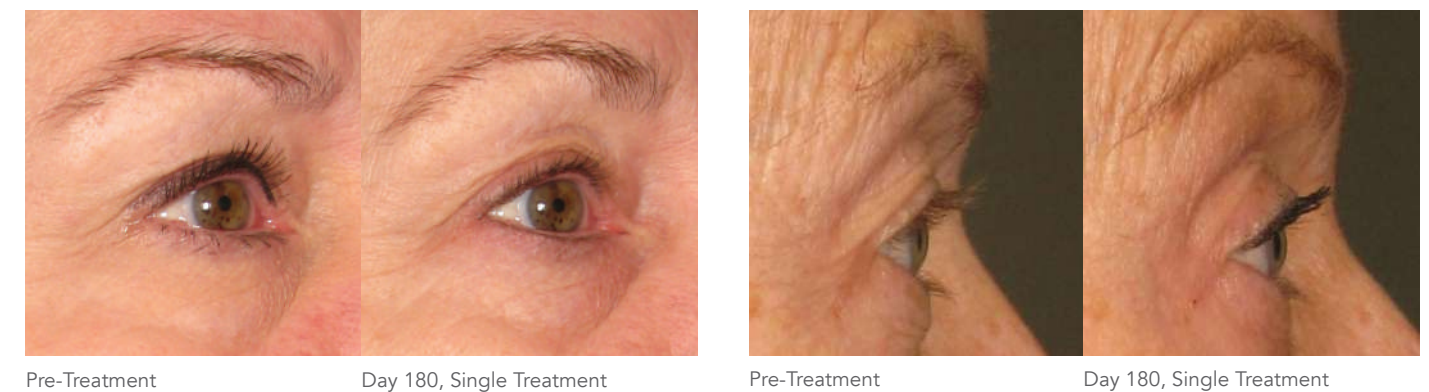
— William Vasileff, MD, Plastic Surgeon

"In my opinion, Ultherapy® is the best technology to hit dermatology or plastic surgery since the CO₂ laser. I love how natural the results are, and the fact that there's no downtime is critical for my practice."

— Kenneth Mark, MD, Dermatologist

CLINICAL RESULTS

PATIENT RESULTS — BROW



BROW LIFT EFFICACY CLINICAL STUDY¹³

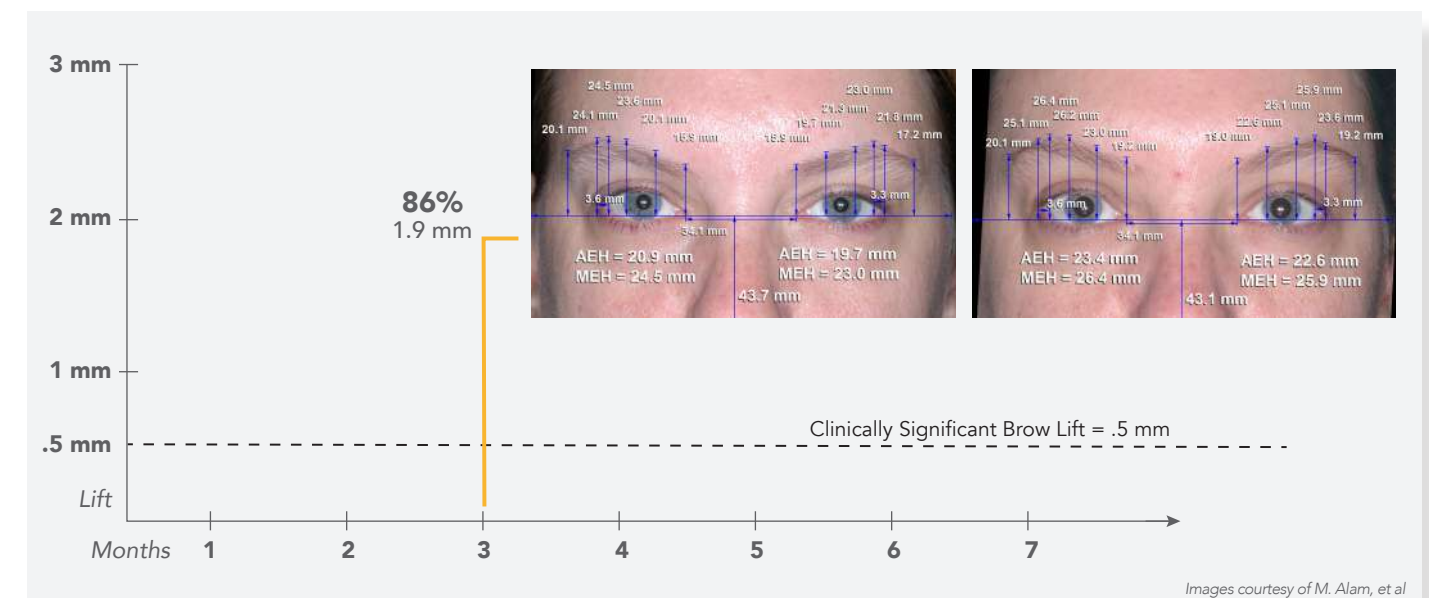
Study Protocol

- 35 patients, single, full face & neck treatment
- 2 plastic surgeons, 1 dermatologist
- 100% agreement between masked/unmasked clinicians

Clinical Results

Clinically significant brow lift in 86% of subjects¹³

STUDY RESULTED IN
BROW LIFT INDICATION



Northwestern University Safety and Efficacy Study (2006 - 2007)

Photos have not been retouched. Results may vary.

3 EFFICACY

PATIENT RESULTS CHIN & NECK



Pre-Treatment

Day 120, Single Treatment



Pre-Treatment

Day 180, Single Treatment

NECK LIFT EFFICACY CLINICAL STUDY

Study Protocol

- 70 patients treated
- 5.0 treatment guideline
 - 290 lines / dual depth / lower face & submentum
- Fixed anatomical landmarks used to standardize quantitative measure of tissue lift

STUDY RESULTED IN
NECK & SUBMENTAL
LIFT INDICATION

Clinical Results

- 72.9% of patients had $>20 \text{ mm}^2$ improvement and were considered responders¹⁴
 - Average lift was 72 mm^2
- Of responders, 84.3% had noticeable improvement based on qualitative masked assessment¹⁴
- Of responders, 74.5% noticed improvement based on a patient satisfaction survey¹⁴

Study conducted by Jeffrey Kenkel, MD at UTSW Medical Center

Photos have not been retouched. Results may vary.

PATIENT RESULTS DÉCOLLETÉ



Pre-Treatment

Day 90, Single Treatment



Pre-Treatment

Day 180, Single Treatment

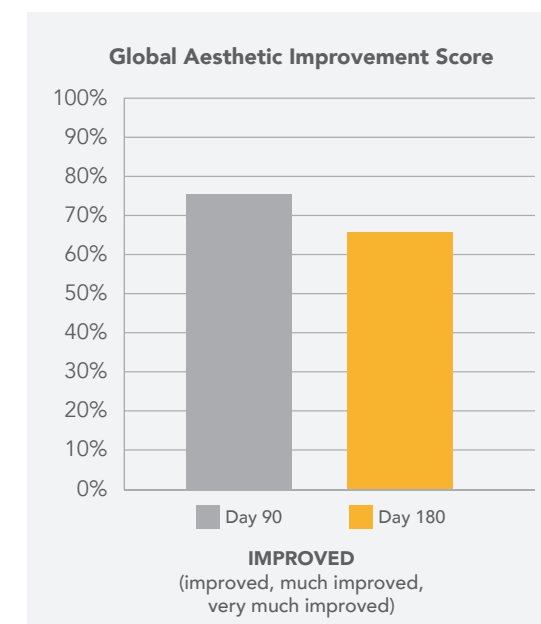
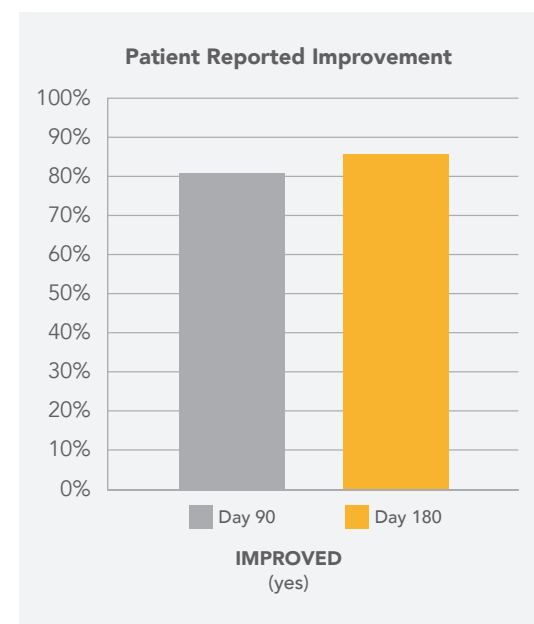
DÉCOLLETÉ EFFICACY CLINICAL STUDY¹⁵

Study Protocol

- Prospective, multi-center pivotal trial
- 125 subjects with moderate to severe lines and wrinkles on the décolleté
- Subjects received one chest treatment (treatment included three depths)

STUDY RESULTED IN
DÉCOLLETÉ WRINKLE
IMPROVEMENT INDICATION

Clinical Results

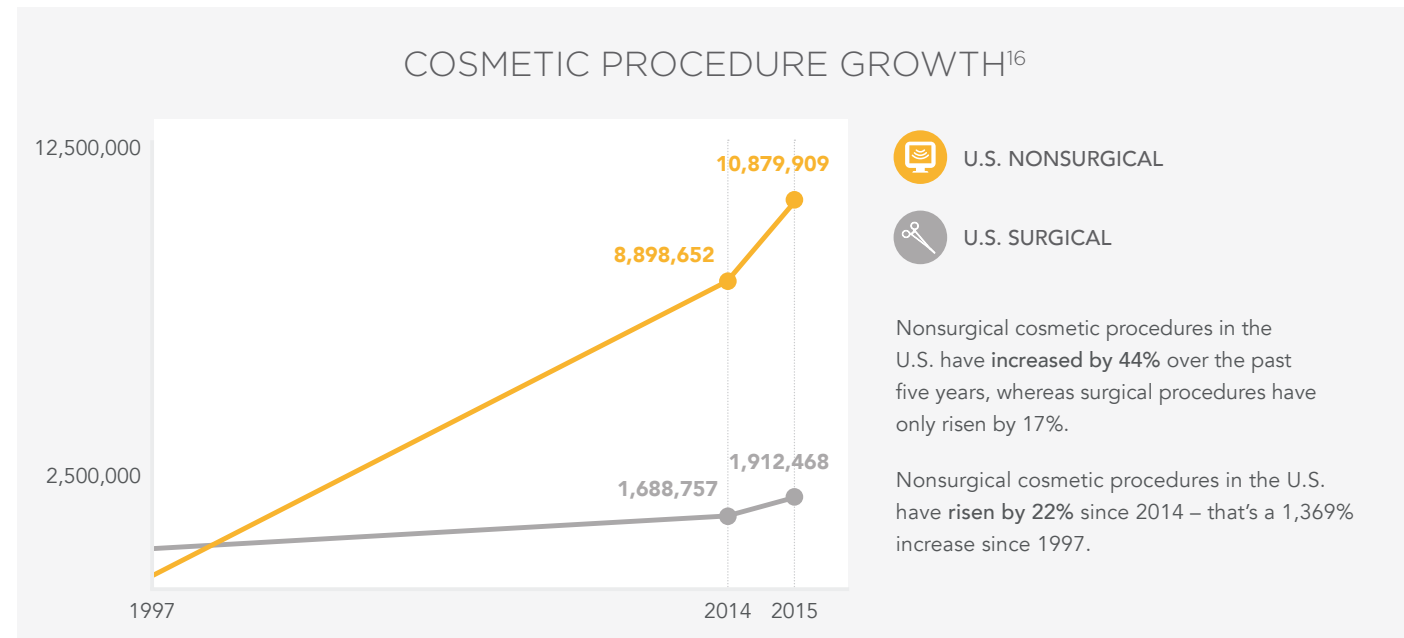


Study conducted by Mitchel Goldman, MD, Sabrina Fabi, MD, Steven Dayan, MD, Michael Gold, MD, Suzanne Kilmer, MD

Photos have not been retouched. Results may vary.

4 PRACTICE BENEFITS

THE SOUND CHOICE FOR AN AESTHETIC PRACTICE



NUMBERS SPEAK VOLUMES¹⁶ Between 2014 and 2015

58%
INCREASE

Nonsurgical skin tightening **increased in popularity** in 2015

Nonsurgical skin tightening is the **5th most popular** nonsurgical procedure for men

#5
WITH MEN

7th
MOST POPULAR

Nonsurgical skin tightening jumped from the 9th to the **7th most popular** nonsurgical procedure in 2015

PROCEDURES WITH MOST SIGNIFICANT INCREASES¹⁶ Between 2014 and 2015

UP 58% Nonsurgical Skin Tightening

UP 39% Tattoo Removal

UP 34% Microdermabrasion

UP 32% Buttock Lifts

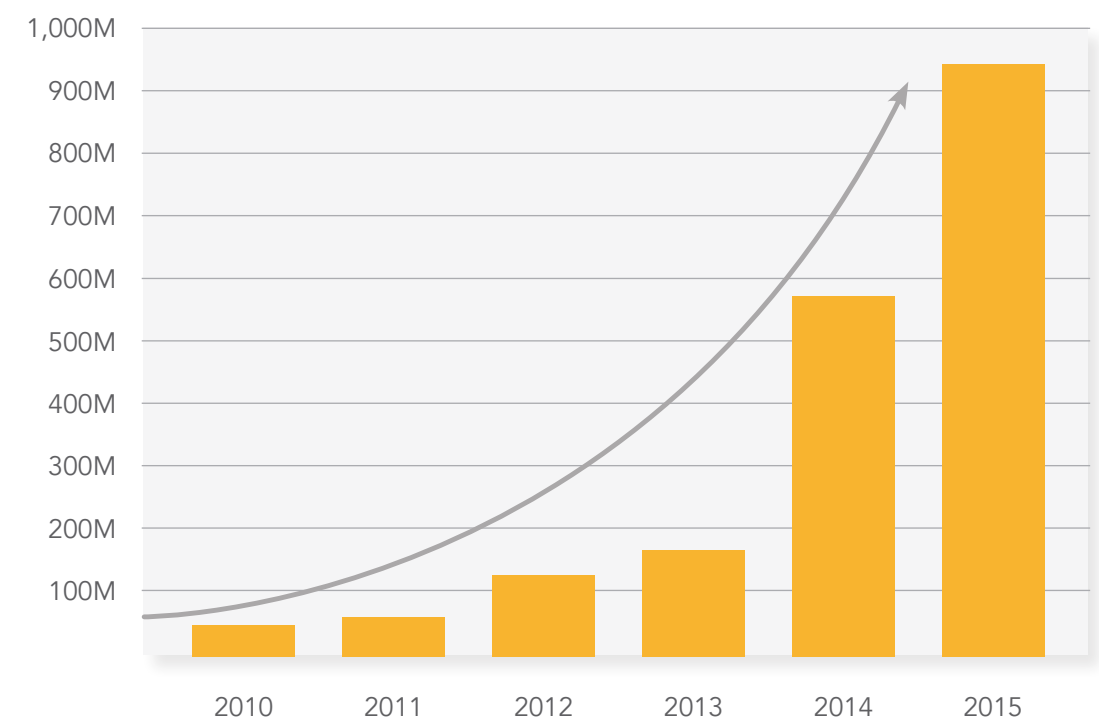
UP 26% Male Breast Reduction
for the treatment of gynecomastia

PATIENT AWARENESS IS GROWING EXPONENTIALLY

Millions of patients around the world are learning about Ultherapy® as media coverage continues to grow every year.

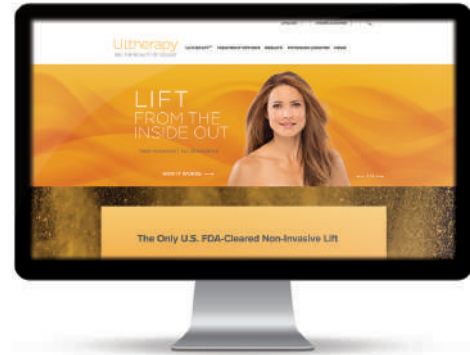


ULTHERAPY® MEDIA IMPRESSIONS



4 PRACTICE BENEFITS

WE PARTNER WITH YOU FOR YOUR SUCCESS



Best-in-class clinical and marketing support drives practice growth:

- On-site clinical training with advanced training options
- Ongoing corporate marketing support
- Inclusion on the global website and physician locator

THERE IS ONLY ONE AUTHENTIC ULTHERAPY® MICROFOCUSED ULTRASOUND LIFT

The authentic Ultherapy treatment delivers nonsurgical microfocused ultrasound energy at the precise depths and the optimal temperature to gradually lift skin on the neck, chin and brow and smooth wrinkles on the décolleté — safely, effectively and consistently.

Both men and women can experience these Ultherapy benefits:

- Nonsurgical¹
- Natural results^{3,5}
- No downtime⁵
- Single treatment¹³
- Builds collagen^{3,6}
- Safe ultrasound

WHY CHOOSE ULTHERAPY®?

PRACTICE BENEFITS:

- One of the best ROIs in the aesthetic industry
- Bridges the gap between injectables and surgery
- Platform technology that continues to grow in value

PATIENT BENEFITS:

- Multiple indicated areas to meet patients' needs¹
- Achieve results in a single treatment with no downtime^{5,13}
- No pre- or post-treatment skincare requirements⁵
- Noticeable results that can last a year¹⁷

The only U.S. FDA-cleared nonsurgical procedure that lifts the neck, chin and brow and improves wrinkles on the chest¹

