Experience the benefits of the authentic ultrasound lift in your practice.

global.ultherapy.com
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.
THE NUMBERS
TELL THE STORY

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

1,000,000+
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.³,⁴

ULTHERAPY INCREASES COLLAGEN SYNTHESIS BY 42%.

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.²⁷

3 PHASES OF WOUND HEALING

**INFLAMMATION**

Ultherapy® involvement
TCPs created by Ultherapy denature collagen and initiate an inflammatory response.²

Time frame
Activated upon injury.

Description
Macrophages digest and engulf injured tissue and release cytokines, which attract fibroblasts.⁷⁸

**PROLIFERATION**

Ultherapy involvement
Histological analysis of facial skin treated with Ultherapy has shown a significant increase in collagen and elastin.⁷⁹

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](image)

*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)\(^1,12\)
- Denatures collagen & initiates neocollagenesis\(^5,7\)

![Temperature diagram](image)

*Sub-Optimal Neocollagenesis*  
*Collagen Denaturation & Optimal Neocollagenesis*
3. Visualization

See where you are treating to optimize treatment precision.

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

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 neck.
- Smooths lines and wrinkles on the décolleté.
- Activates neocollagenesis.
- Stimulates elastin formation.
- Offers clinicians unparalleled treatment precision.
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

“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

“Ultherapy has become my signature procedure. It bridges the gap between dermal fillers and facelifts.”
— Kelly O’Malley-Mattone, MD, Cosmetic Physician

“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 STUDY

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 subjects

Northwestern University Safety and Efficacy Study (2006 - 2007)

Photos have not been retouched. Results may vary.
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 mm² improvement and were considered responders
  - Average lift was 72 mm²
- Of responders, 84.3% had noticeable improvement based on qualitative masked assessment
- Of responders, 74.5% noticed improvement based on a patient satisfaction survey

Study conducted by Jeffrey Kenkel, MD at UT SW Medical Center

Photos have not been retouched. Results may vary.
PATIENT RESULTS
DÉCOLLETTÉ

DÉCOLLETTÉ EFFICACY CLINICAL STUDY\textsuperscript{15}

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)

Clinical Results

Study conducted by Mitchell Goldman, MD, Sabrina Fabi, MD, Steven Dayan, MD, Michael Gold, MD, Suzanne Kilner, MD

Photos have not been retouched. Results may vary.
THE SOUND CHOICE FOR AN AESTHETIC PRACTICE

COSMETIC PROCEDURE GROWTH

U.S. NONSURGICAL

U.S. SURGICAL

Nonsurgical cosmetic procedures in the U.S. have increased by 44% over the past five years, whereas surgical procedures have only risen by 17%.

Nonsurgical cosmetic procedures in the U.S. have risen by 22% since 2014 – that’s a 1,369% increase since 1997.

NUMBERS SPEAK VOLUMES

Between 2014 and 2015

58% INCREASE

Nonsurgical skin tightening increased in popularity in 2015

Nonsurgical skin tightening is the nonsurgical procedure for men

#5 WITH MEN

7th MOST POPULAR

Nonsurgical skin tightening jumped from the 9th to the nonsurgical procedure in 2015

PROCEDURES WITH MOST SIGNIFICANT INCREASES

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

Source: American Society for Aesthetic Plastic Surgery 2015
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

[Graph showing increasing media impressions from 2010 to 2015]
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:

- Nonsurgical\(^1\)
- No downtime\(^2\)
- Builds collagen\(^3,6\)
- Natural results\(^3,5\)
- Single treatment\(^3,5\)
- 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’ needs
- Achieve results in a single treatment with no downtime
- No pre- or post-treatment skincare requirements
- Noticeable results that can last a year

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

1. Ulthera Instructions For Use.
7. Data on File. MOA.
15. Data on File. ULT-129.
17. Data on File. ULT-130.