thermage Clinician Training

CHOOSE THE #1 PROVIDER OF SKIN TIGHTENING TREATMENTS WORLDWIDE.

BE AN ORIGINAL.





Thermage® RF System Highlights



Over 2 Million treatments



15+ years of innovation



Single treatment
Little to no downtime

Available in the United States since 2002

Over **6,000** systems placed worldwide



All skin types and a wide range of treatment areas on the face, eyes and body







Clinician Training

- I. Product Overview
- II. Treatment Overview
 - III. Patient Selection
- IV. Managing Patient Expectations
 - V. Treatment Guidelines
 - VI. Post Treatment
- VII.Patient Results Before & After



Product Overview



Thermage® Treatment

Non-invasive treatment that can help smooth and contour the skin for a naturally younger looking appearance without surgery or injections and little to no downtime





Product Overview



Patient Benefits

- Smoother skin with redefined contours
- Single treatment
- Lasting results*
- No surgery
- No injections
- Little to no downtime

^{*}As recommended by physicians as part of an annual skin maintenance rejuvenation program



Product Overview





ThermaCool® TC system
• Original non-invasive
wrinkle reduction device



Thermage ® NXT system
• Second generation
integrated system



Thermage CPT® system
• Introduction of comfort
pulse technologyTM



Thermage FLX® system
• AccuREPTM technology

2002

2007

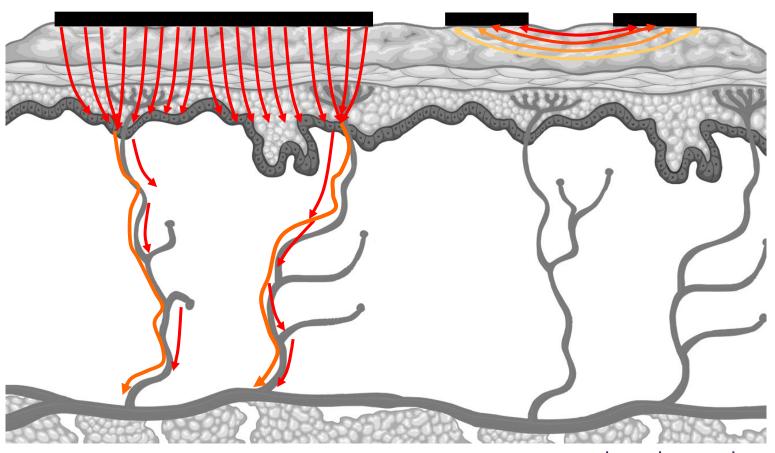
2009

2017



Monopolar Radiofrequency





Monopolar Electrode
Allows for deeper penetration of heat

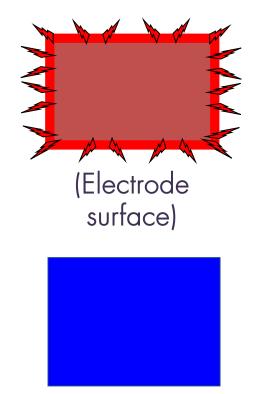
Bipolar Electrode Results in shallow heating



Conventional RF vs. Thermage® RF System



- Conventional RF utilizes conductive coupling
 - Results in concentration of energy at edges of conductive electrode
- Thermage utilizes capacitive coupling
 - Distributes energy uniformly in the tissue
 - Resulting in volumetric tissue heating from the framed tip



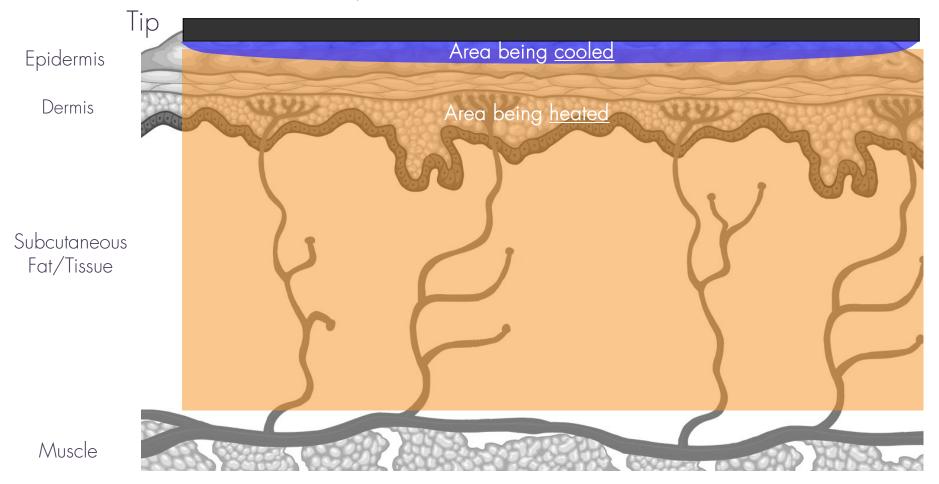
(Treatment tip surface)



Deep Volumetric Heating



Reverse Thermal Gradient





Deep Volumetric Heating



Collagen Remodeling Mechanism of Action

- Initial response: Immediate collagen contraction
 - Water molecules separated from collagen molecules cause collagen to "denature" and therefore contract
 - Dermal contraction results in tightening
 - Fibrous septae contraction results in contouring



- Secondary wound healing response: Collagen deposition and remodeling
 - Tightening over time provides gradual visual change
 - Improved collagen density over time





Treatment Overview



Thermage® System Tips





TOTAL TIP 3.0 cm²

Uses precise heating to address lines and wrinkles and offers vibration. CPT and FLX.



TOTAL TIP 4.0 cm²

Up to 25% faster than Total Tip 3.0. Uses precise heating to address lines and wrinkles and offers vibration. FLX only.



EYE TIP 0.25 cm²

Uses precise, shallow heating to address wrinkles within the periorbital area and/or the eyelid itself.

CPT and FLX.



BODY TIP 16.0 cm²

With FLX, offers vibration enhancements for effective and comfortable body treatments. CPT and FLX.



Thermage® Face - Total Tip





Thermage CPT® System Total Tip 3.0 cm²



Thermage FLX® System Total Tip 3.0 cm²



Thermage FLX® System Total Tip 4.0 cm²

AREA TREATED	Lower Face	Lower Face	Full Face
CPT TOTAL TIP 3.0 Procedure time	600 REPs	900 REPs	900 or 1200 REPs
	45-60 minutes	60-90 minutes	60-90 minutes
FLX TOTAL TIP 3.0 Procedure time	600 REPs	900 REPs	900 REPs
	45-60 minutes	60-90 minutes	60-90 minutes
FLX TOTAL TIP 4.0 Procedure time	600 REPs	900 REPs	900 REPs
	45 minutes	45 minutes	45-60 minutes
FULL PASSES ("Super passes"*)	2-4 full passes	2-4 full passes	2-4 full passes
	followed by minimum	followed by minimum	followed by minimum
	5-10 passes per vector	5-10 passes per vector	5-10 passes per vector

^{*}Three-four 3.0 or 4.0 cm² small grid papers per tip



Thermage® Body - Total Tip



Thermage CPT® System	Thermage FLX® System	Thermage FLX® System
Total Tip 3.0 cm ²	Total Tip 3.0 cm ²	Total Tip 4.0 cm ²

AREA TREATED	Small Torso, Under	Average Torso,	Large Torso, Buttocks,
	Bra, Above Knees	Thighs**	Larger Thighs**
CPT TOTAL TIP 3.0 Procedure time	600-900 REPs	900-1200 REPs	1200+ REPs
	45-60 minutes	60-90 minutes	60-90 minutes
FLX TOTAL TIP 3.0 Procedure time	600 REPs	900-1200 REPs	1200 + REPs
	45-60 minutes	60-90 minutes	60-90 minutes
FLX TOTAL TIP 4.0 Procedure time	600 REPs	900 REPs	900+ REPs
	45 minutes	45-60 minutes	60 minutes +
FULL PASSES ("Super pass"*)	Multiple passes	Multiple passes	Multiple passes
	Vector passes PRN	Vector passes PRN	Vector passes PRN

^{*}Three-four 3.0 or 4.0 cm² small grid papers per tip

tips

^{**}Depending on areas treated, may require use of two



Thermage® Body - Body Tip



Thermage CPT® Body Tip 16.0 cm²



Thermage FLX® Body Tip 16.0 cm²



AREA TREATED	Small Torso, Under	Average Torso,	Large Torso, Buttocks,
	Bra, Above Knees	Thighs**	Larger Thighs**
CPT BODY TIP 16.0 Procedure time	300 REPs	300-500 REPs	500+ REPs
	30-45 minutes	45-60 minutes	60 + minutes
FLX BODY TIP 16.0 Procedure time	500 REPs	500 REPs	500+ REPs
	30-45 minutes	45-60 minutes	60 + minutes
FULL PASSES (Grid repeats*)	4-6 Grid repeats	4-6 Grid repeats	4-6 Grid repeats
	Vector passes PRN	Vector passes PRN	Vector passes PRN

^{*1-2 16.0} body grid papers per tip

^{**}Depending on areas treated, may require use of two tips



Thermage® Eyes





AREA TREATED	Eyes Only	Eyes & Full Face**	
CPT/FLX EYE TIP cm ² Procedure time 450 REPs 20-45 minutes		Eyelids: 450 REPs 20-45 minutes	
CPT TOTAL TIP 3.0 cm ² Procedure time	n/a	Rest of Face: 900 or 1200 REPs 60-90 minutes	
FLX TOTAL TIP 3.0 cm ² Procedure time	n/a	Rest of Face: 600 or 900 REPs 60-90 minutes	
FLX TOTAL TIP 4.0 cm ² Procedure time	n/a	Rest of Face: 600 or 900 REPs 45-60 minutes	
FULL PASSES*	4-5 passes (Focus on problem areas with any remaining pulses)	4-5 passes with Eye Tip (See Face training for treating the Face)	

- *Grid papers dependent on areas treated (suggest 0.25 cm² grid paper for eye treatment and 3.0 or 4.0 cm² grid paper for face)
- **Depending on areas treated, will require use of two tips (one Eye Tip/ one Total Tip); add minutes for total procedure time



Supplies Needed



- Treatment tip
- Skin marking paper
- Skin marking pen
- Coupling fluid
- Return pad
- Cryogen
- Other: 70% isopropyl alcohol, gauze, gloves







Patient Selection



Patient Selection



Ideal Candidates

- Appropriate expectations
 Mild-moderate skin laxity
 Nasolabial fold

 - Jawline and submentum
 - Abdomen
- Crepey or wrinkled skin
 Eyelids, periorbital area
 Above the knees
- No excessive sun damage
 Within 10-15 pounds of ideal body weight (for body treatments)
- Age: 35-60 years old (for optimal predictability)







Photographs Courtesy of Solta Medical Aesthetic Center Photos are not retouched. Individual results may vary.



Patient Selection



Not Ideal Candidates

- Unrealistic expectations
- Poor skin quality
 - Excessive photo damage
 - Severe elastosis
 - Poor fibroblast response & elastin production
- Chronic use of NSAIDs or corticosteroids
- Poor general/mental health
- Decreased nerve sensation

Considerations

- Thermage has not been studied in:
 - Pregnant or breast feeding women
 - Patients with diabetes, autoimmune disease, herpes simplex, or epilepsy
 - Patients with permanent makeup and/or tattoos
 - Over dermal fillers

Contraindications

 Pacemaker, defibrillator, ICD, or any electronic implanted device









Key to Success: Set appropriate expectations from the start by discussing alternatives and trade-offs

Cosmetic Surgery

- Dramatic results
- Higher risk
- Higher cost
- Downtime
- Wound care

Thermage® Treatment

- Subtle to dramatic results
- Minimal risk
- Lower cost
- Little to no downtime
- No special post care





Treatment Experience

- Warm, deep heat sensation, dissipates quickly
- Importance of feedback on heat sensation
 - If patient experiences significant discomfort, treatment level should be reduced
- Vibration aids in patient comfort with Thermage CPT® and Thermage® FLX systems
- Patients with anxiety and/or low pain tolerance may be candidates for a mild anxiolytic
 - Topical anesthetics or narcotic pain medications should not be used





Results

- Collagen remodeling
- Improvement in overall skin tone and texture
- Improved periorbital wrinkles
- Softened crow's feet, nasolabial folds and mesolabial lines
- Accentuated or re-defined jaw line
- Improved appearance of jowls and submentum
- Smoother skin on the tummy, legs, knees, or buttocks





Degree of Improvement

- Not all patients will achieve visible results
 - Subtle, good or dramatic improvement
 - Small percent may see no appreciable change
- Variables that affect results:
 - Degree of skin laxity and photo damage
 - Individual's wound healing response
 - Differences in skin thickness and underlying tissue
 - Treatment technique





Subtle Improvement







3 Months Post Treatment

Photos Courtesy of Richard Fitzpatrick, M.D. Photos are not retouched. Individual results may vary.

Good Improvement



Before Thermage®



2 Months Post Treatment

Photos Courtesy of Rebecca Euwer, M.D. Photos are not retouched. Individual results may vary.

Dramatic Improvement



Before Thermage®



3 Months Post Treatment

Photos Courtesy of Ivan Rosales, MD Photos are not retouched. Individual results may vary.

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Time Frame of Results

- Side effects are generally mild and resolve quickly
 - Erythema typically resolves within a few hours
 - Edema typically resolves within five days
- Continued improvements up to 6 months



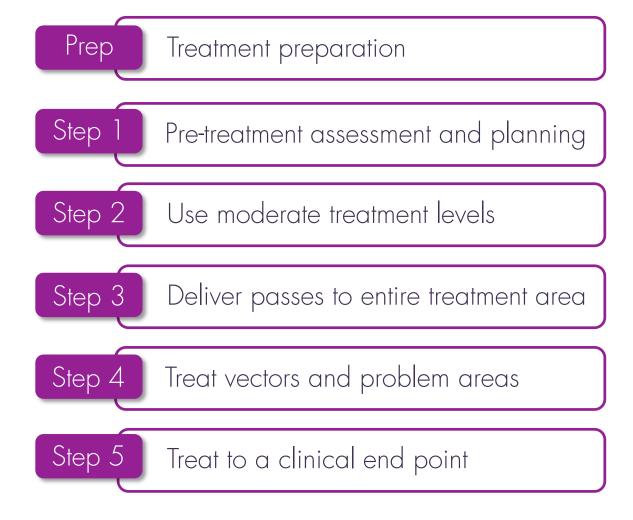


Treatment Guidelines



Treatment Steps







Treatment Preparation: System









Power "On"

Ensure power cord is connected

Green light will appear on console





Treatment Preparation: Patient



Consent Form



Have patient complete paperwork

Remove Jewelry



Remove jewelry in the treatment area

Remove Makeup



Cleanse the treatment area

Other

Treatment area should be clean shaven

Optional: Pre-medicate with mild anxiolytic medication





45° Angle

Front

45° Angle







- Check vertical tilt and horizontal rotation
- Align tip of nose with edge of cheek
- Gaze is eye level

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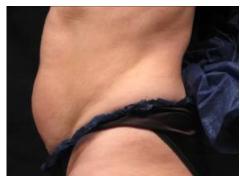


Right 45° & 90° Angles

Front

Left 45° & 90° Angles





























Step 1: Pre-Treatment Assessment & Planning



Self Assessment

Ask patients to identify areas of concern and treatment goals



Clinician Assessment

Identify areas of treatment for optimal results; palpate skin for mobility, firmness and thickness



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Identify Vectors & Problem Areas

Palpate Skin

- Palpate skin/tissue for mobility, firmness and thickness
- Palpate and manipulate to determine the best treatment plan





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Identify Vectors & Problem Areas

Mark Treatment

- Mark problem areas where you will apply more energy
- Mark vectors in the direction of desired tissue contraction



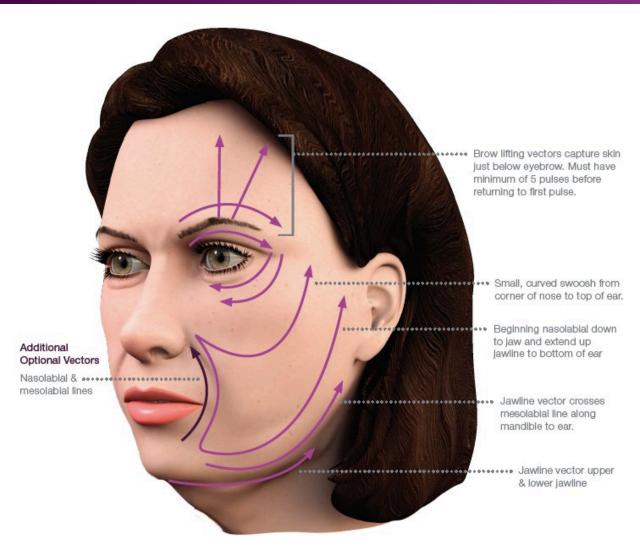


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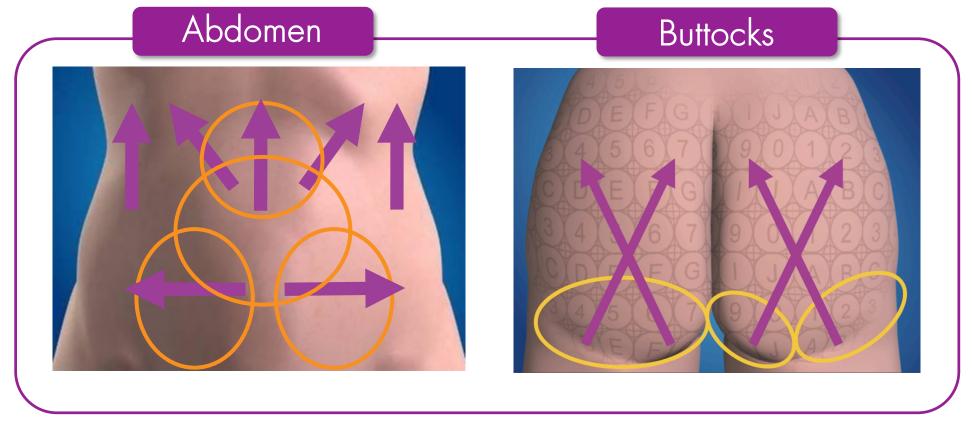
Treatment Vector Options







Treatment Vector and Problem Area Options

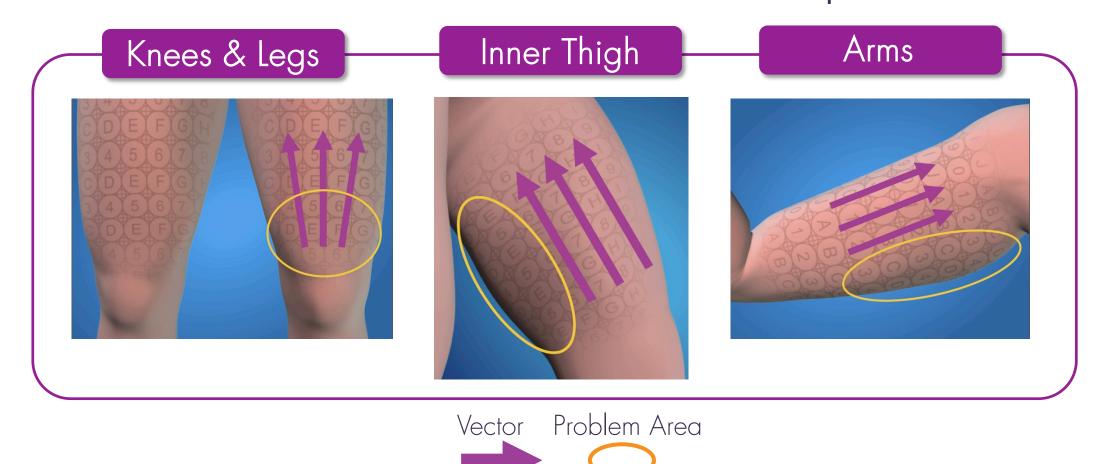








Treatment Vector and Problem Area Options







Apply Return Pad

- Cord off to side, away from treatment area
- Clean area with alcohol and allow to dry
- Ensure complete contact with patient's skin
- Avoid placement on tattoos or bony prominences

Either side of UPPER back



 CPT: Face, eyes, neck, abdomen, buttocks

Either side of back

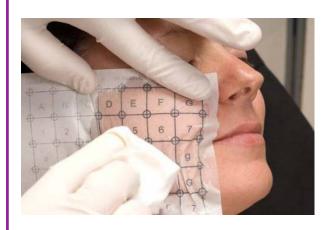


- CPT: Arms or legs
- FLX: All treatment areas





Apply Skin Marking Paper









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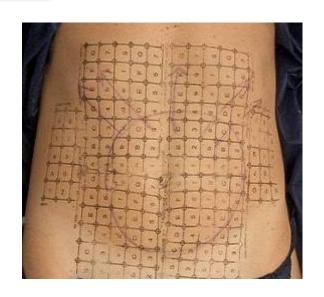




Apply Skin Marking Paper





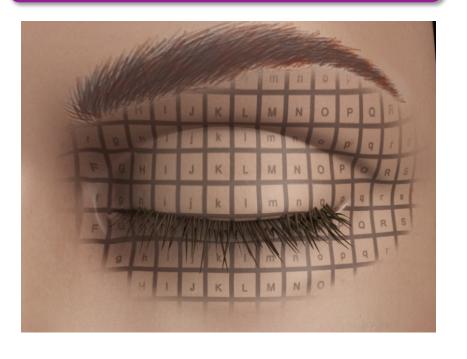


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Plastic Ocular Shield Insertion

- Solta Medical does not provide training
 - Practitioners must have prior training
 - See shield manufacturer instructions



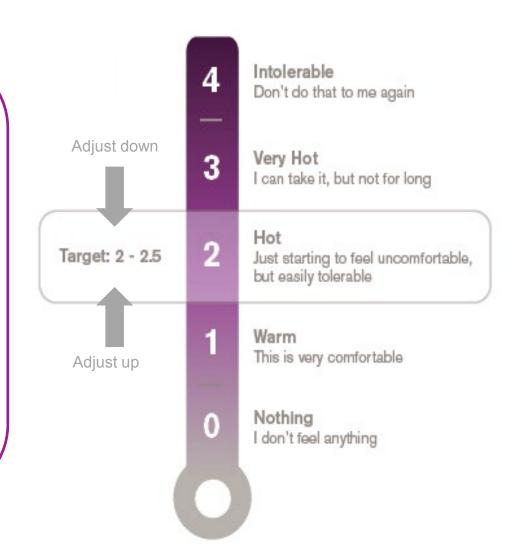
Apply lubricant to shield Non-petroleum based





Patient Feedback Scale

- Goal: 2.0 to 2.5 "Hot, but tolerable"
 - -Adjust setting to feedback
 - CPT/FLX: Deliver 5-10 pulses without vibration
- Monitor tissue during treatment
 - Lower setting if excessive erythema or edema present
- Monitor sensitive areas







Select Treatment Level

Use Hand Piece Buttons

Click Adjust – Use
 Up/Down arrows –
 Click Continue



View Selected Level

- Appears on screen and hand piece
- COMFORT appears when vibration is enabled



Apply Pulses

- Depress & hold Finger Switch OR
- Depress & hold Footswitch

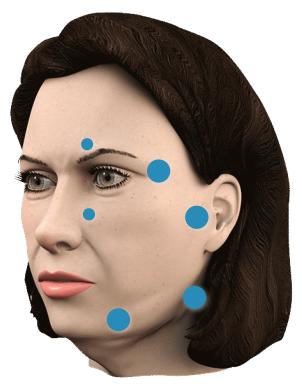






Common Sensitive Areas





Sensitive Areas

Tip: If patient has dental fillings or crowns, it may be more comfortable to place gauze under the lips, over the gums and teeth while treating in the perioral region.





Common Sensitive Areas

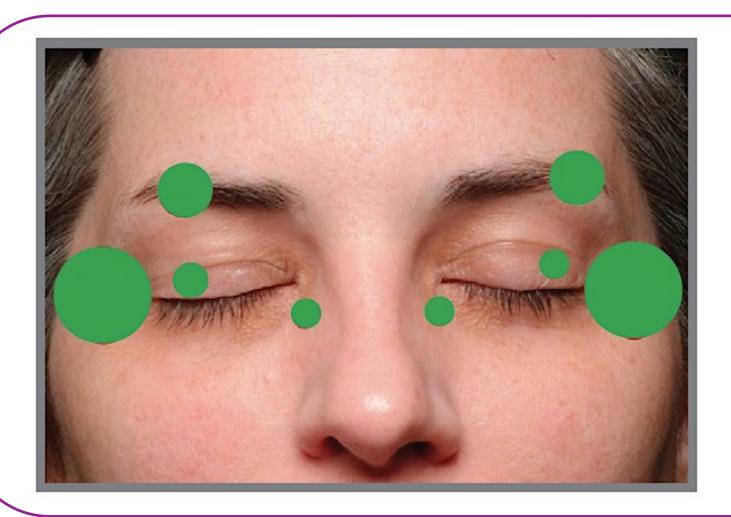
- Varies from patient to patient
- Some common areas:
 - Rib cage area and epigastrium
 - Directly above the pubis area
 - -Adjacent to the umbilicus
 - Sides of abdomen
 - Inner thigh



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Photographs Courtesy of Solta Medical Aesthetic Center Photos are not retouched. Individual results may vary.

Sensitive Areas





Patient Sensitivity Tips

- Pull tissue away from or palpate tissue around bony prominences
- Pinch the skin and treat between the pinch



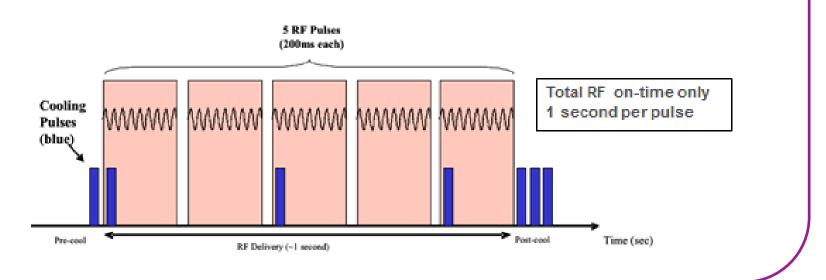
















Thermage CPT® System: Tune Treatment Tip

- First pulse delivered during Thermage CPT® treatment
- Produces no RF heat energy = "zero" on Heat Feedback scale
- Use generous amounts of coupling fluid
- Tune on cheek for face tx or fleshiest area of tx for eyes and body (avoid bony areas)

Thermage FLX® System: AccuREPTM Technology

- Auto-tune with each REP during Thermage FLX® treatment
- Automatically measures local impedance values
- Adjusts energy output parameters to deliver consistent energy from one treatment site to the next







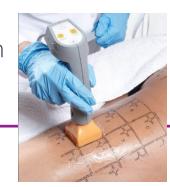
Coupling Fluid

- Regularly apply generous amounts of coupling fluid
 - Shake well before use
 - Use approximately one 60 mL bottle per 900 pulses



Hand Piece Technique

- Keep treatment tip perpendicular to skin: full tip-to-skin contact
- Use correct pressure: full contact, but does not impede vibration
- Pre-position skin: pull in direction on desired contraction







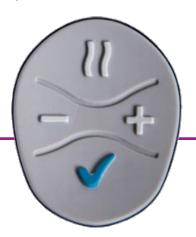


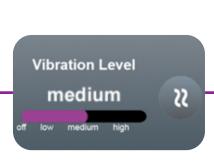
Vibration: Thermage CPT® and Thermage FLX® Systems

- Vibration greatly improves patient comfort
- Select level with hand piece button or on console
- Select level according to patient feedback In thin skin areas, lower vibration may be preferred













Treatment Techniques

- 2 single passes over entire grid
- 1 combined pass of circles and squares, alternating rows
- Complete 2-4 full passes using chosen technique
- SUPERPASS: 1 combined pass of circles and squares alternating rows (total tip on face or body)
- GRID REPEAT: Single pass over entire grid (eye tip or body tip)
- Inspect tip for irregularities during treatment
 - Suggested every 50 pulses

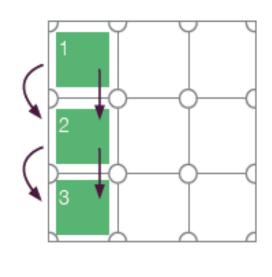




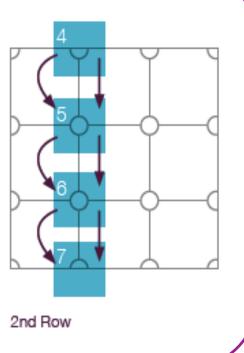
Thermage Face & Body Treatment

One Combined Pass – Alternating Rows

- The "Super Pass"
- For use with Total Tips 3.0 cm² and 4.0 cm²
- This method alternates by each row of pulses
 - 1 row of squares followed adjacent row of circles
 - Allow for a minimum of 5 pulses or equivalent placement time of 5 pulses, before overlapping previously treated tissue
- Treat per cosmetic zone with a 2-4 full super passes, followed by a minimum of 5-10 passes per vector as needed for problem areas







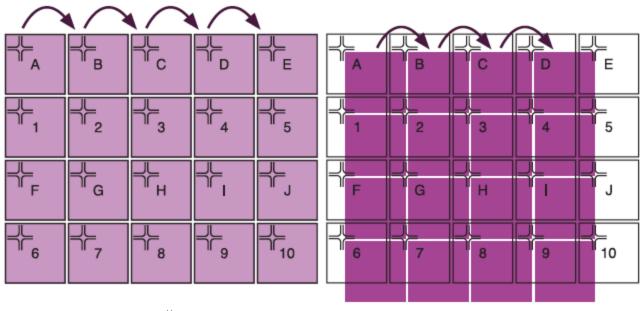




Single Pass Grid Repeat

- For use with Body Tip 16.0 cm²
- 1 pass over all squares followed by 1 pass over all intersections
- Repeat until 4-6 passes complete, treatment inferior to superior
- After grid repeat passes, treat problem areas using all remaining pulses

Thermage Body Treatment



1st Pass: all squares 3rd Pass: all squares

2nd Pass: all intersections 4th Pass: all intersections

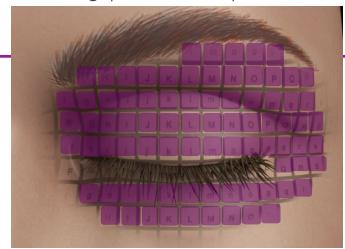




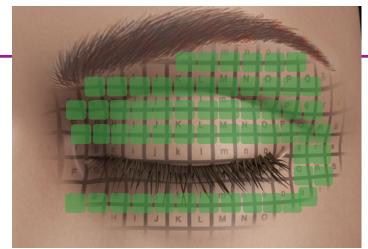
Thermage® Eye Treatment

Single Pass Grid Repeat

- 1 pass over all squares in grid followed by 1 pass over all intersections
- Repeat until 2-4 passes are complete
- Use any remaining pulses on "problem areas"



1st Pass: all squares 3rd Pass: all squares



2nd Pass: all intersections 4th Pass: all intersections



Thermage® System

- \bullet Tissue can heat up earlier in treatment with Thermage CPT^{\mathbb{B}} and Thermage FLX $^{\mathbb{B}}$ systems than previous generations
 - Monitor skin temperature by hand
 - If tissue is hot-to-the-touch, treat another area before performing another pass
- Use generous amounts of coupling fluid
- Do not stack pulses or "slide" treatment tip
- Pay attention to temperature-related error codes. Examples include:
 - E138 "Maximum Temperature Reached" error code on Thermage CPT® system
 - EC486 "Treatment tip too hot" error code on Thermage FLX® system
 - Move to a different area, apply more coupling fluid, ensure tip-to-skin contact
 - Check dielectric membrane for compromise





Routinely inspect tip surface for irregularities

- Inspect/feel tip for any physical damage to electrode surface
 If imperfections are found (e.g. membrane breaches) immediately stop treatment and replace with new tip; return affected tip to Solta immediately





Normal electrode surface (no irregularities)



Abnormal electrode surface (pinhole breach)



Abnormal electrode surface (dielectric breakdown)



Step 4: Treat Vectors and Problem Areas



Additional Passes

- Focus on vectors and problem areas identified in pre-treatment assessment
 - Vectors: Minimum of 5 passes on all vectors
 - Problem Areas: 2-4 additional passes
- Use all available pulses
- Inspect tip every 50-60 pulses for dielectric membrane compromise



Step 5: Treat to a Clinical End Point



Treatment Goal

- Visual improvements to entire treatment area
 - Softening of the nasolabial folds and mesolabial lines
 - Narrowing of the jowls
 - Accentuating or redefining the jaw line
 - Renewed contour, improvement of submental fullness
 - Softening of lines and wrinkles
 - Reduced appearance of hooding on eyelids
 - Softened wrinkles in body area treated
 - Smoother skin appearance in body area treated
- Palpable change
- Utilize half-time assessment if desired

Note: Medical judgment dictates the total number of passes to achieve the desired outcome





Post Treatment and Follow Up



Post Treatment Follow-Up Guidelines



Patient Instructions

- No special after care
- Resume normal skin care regimen
- Use broad-spectrum sunscreen
- Patients who wear contact lenses must wear their glasses for 24 hours following the Thermage Eye procedure





Post Treatment Follow-Up Guidelines



Patient Follow-Up

- Follow-ups: 2, 4, 6 months post
- Effective and consistent Before & After photography
 - Same patient positioning, lighting and set up
 - -TIP: Have "before" photos for reference to ensure greater consistency: patient posture, angles, lighting, etc.





Procedure Overview



Post-Treatment and Follow-Up

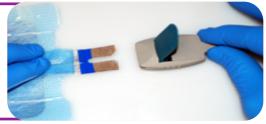
Remove grid from skin

- Wipe treatment area to remove coupling fluid
- Remove skin marking grid using 70% isopropyl alcohol, followed by mild soap and warm water



Disconnect and dispose of return pad

- Disconnect from cable connector and gently remove pad from skin
- DO NOT reuse return pad and discard in accordance with applicable laws/regulations



Disconnect and dispose of treatment tip

- Grasp along sides of tip and pull away from hand piece
- DO NOT reuse treatment tip and discard in accordance with applicable laws/regulations



4 Power off system

• Press power button on top of console in front of Touchscreen and follow instructions





Procedure Overview



Post-Treatment and Follow-Up

Clean system and system accessories

- Clean all system surfaces/cables and accessories at end of each treatment using isopropyl alcohol or damp cloth
- Use care when cleaning hand piece to avoid damaging components



- Resume normal skincare regimen
 - No special after care is required
 - Recommend using broad spectrum sunscreen, SPF 30 or higher



- Follow-ups: 2, 4, and 6-8 months
 - "After" photos should follow same guidelines as "before" photos
 - Use consistent distance, positioning and lighting
 - Have "before" photos available for reference







Patient Results





Patient Results: Full Face and Periorbital

Photographs Courtesy of the Nelly Gauthier, M.D.
Photos are not retouched. Individual results may vary.



Before Thermage®

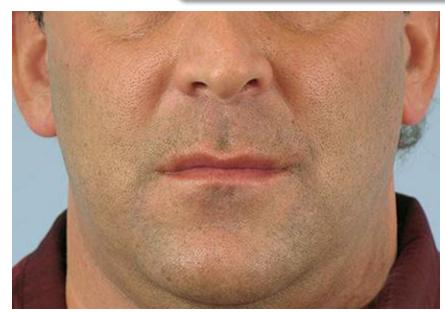


10 Months Post Treatment





Patient Results: Male, Lower Face





Before Thermage®

3 Months Post Treatment

Photographs Courtesy of Ruth Hillelson, M.D. Photos are not retouched. Individual results may vary.





Patient Results:
Thermage CPT® System



Before Thermage®



4 Months Post Treatment

Photographs Courtesy of the Solta Medical Aesthetic Center. Photos are not retouched. Individual results may vary.





Patient Results:
Total Tip,
Immediate Results







Immediately Post Treatment

Photographs Courtesy of the Solta Medical Aesthetic Center. Photos are not retouched. Individual results may vary.





Patient Results: Thermage FLX® System



Before Thermage®



Immediately Post Treatment



4 months after Thermage®

Photographs Courtesy of Vic Narurkar, M.D. Photos are not retouched. Individual results may vary.



Before & After – Body



Patient Results: Thermage CPT® System - Abdomen



Before Thermage®

6 Months Post Treatment

Photographs Courtesy of Richard Asarch, M.D. Photos are not retouched. Individual results may vary.



Before & After – Body



Patient Results: Knees



Before Thermage®



12 Months Post Treatment

Photographs Courtesy of Suzanne Kilmer, M.D. Photos are not retouched. Individual results may vary.



Before & After - Eyes



Patient Results: Thermage FLX® System - Eyes





Before Thermage®

After Thermage®

Photographs Courtesy of Mary Lupo, M.D. Photos are not retouched. Individual results may vary.

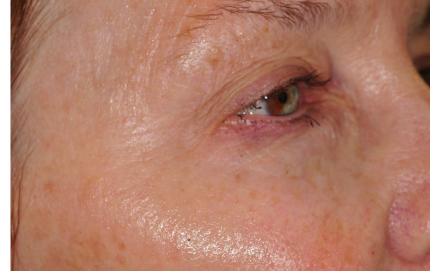


Before & After - Eyes



Patient Results: Thermage FLX® System - Eyes





Before Thermage®

After Thermage®

Photographs Courtesy of Mary Lupo, M.D. Photos are not retouched. Individual results may vary.





INDICATION

- The radiofrequency energy only delivery components of the Thermage® system and accessories are indicated for use in:
 - o Dermatologic and general surgical procedures for electrocoagulation and hemostasis;
 - o Non-invasive treatment of periorbital wrinkles and rhytids including upper and lower eyelids; and
 - o Non-invasive treatment of wrinkles and rhytids.
- The simultaneous application of radiofrequency energy and skin vibration by the Thermage® system and accessories are indicated for use in:
 - o Dermatologic and general surgical procedures for electrocoagulation and hemostasis;
 - o Non-invasive treatment of periorbital wrinkles and rhytids;
 - o Non-invasive treatment of wrinkles and rhytids;
 - o Temporary improvement in the appearance of cellulite;
 - o Relief of minor muscle aches and pains;
 - o Relief of muscle spasms; and
 - o Temporary improvement of local circulation (blood circulation).

IMPORTANT SAFETY INFORMATION

Do not use the Thermage® system in patients with cardiac pacemakers or other active implants.

Improper use of the Thermage [®] system may cause personal injury or damage to the system. See the Technical User's Manual for detailed directions, proper use, and full risk and safety information. For additional product information see www.thermage.com.





Thank you! Completion of Training

Solta Medical is a global leader in the aesthetic industry providing innovative products such as Liposonix[®], VASERlipo[®], VASER[®] ultrasonic systems, Thermage[®] radio frequency and Isolaz[®] acne therapy systems, and the Clear + Brilliant[®], Clear + Brilliant pèlo[®] and Fraxel[®] lasers.

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