

# PROFHILO<sup>®</sup> B O D Y



DETAILS OF BEAUTY.  
*Unveiled on body.*

EVERYONE IS A MASTERPIECE.



Caring Innovation

# IBSA GROUP

Founded by a group of Swiss biologists in 1945, IBSA - Institute Biochemical SA - has gained unique experience in pharmaceutical research and technology.

IBSA has used its experience and expertise in the pharmaceutical field to branch out and develop medical devices for dermatology based on hyaluronic acid - thus creating a dedicated dermoaesthetic brand: **IBSA Derma**.

IBSA Derma distinguishes itself in this vast market because it controls the entire product lifecycle, from the biofermentation production of the raw material to the ready-to-use final product in pre-filled syringes.

OVER **25** OFFICES & MANUFACTURING PLANTS

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HUNDREDS OF PRODUCTS COVERING **10** THERAPEUTIC AREAS

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PRODUCTS AVAILABLE IN MORE THAN **80** COUNTRIES

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*"I firmly believe that **the primary role of our company is to focus on the needs of patients and healthcare professionals**, through the work of a well-trained, and above all, satisfied and motivated group."*

”

**Arturo Licenziati**  
President & CEO - IBSA GROUP

# IBSA DERMA

The IBSA Derma approach is aimed at countering the physiological decrease of hyaluronic acid in the skin tissue, thus restoring hydration, elasticity and tone. In fact, in a synergistic way, it combines deep hydration with mechanical action of lifting the skin.

Thanks to its innovative use of ultrapure hyaluronic acid, we can now say that **IBSA Derma has redefined the canons of classical beauty**.

In fact, throughout history, beauty has had well-defined and specific standards. Today this is no longer the case, because **IBSA Derma has redefined the beauty rules while enhancing the authenticity of each individual**.

# EVERYONE IS A MASTERPIECE

**IBSA Derma brings out the authentic beauty in everyone, proving that we are all masterpieces.**

No more faces that look the same and procedures that may distort the somatic traits, now real people are the only reference of beauty that counts.



**DETAILS OF BEAUTY.**  
*Unveiled on body.*

**PROFHILO<sup>®</sup>**  
B O D Y

# SKIN LAXITY ON BODY

The **acceptance of one's own body**, especially for the female gender, has always been a particularly **sensitive subject**, an area where many fragilities and inner conflicts arise, often **leading women to ignore the problem instead of facing it**.

One of the most common body imperfections is certainly **SKIN LAXITY**, the visible signs of which do **not appear** for everyone at a **specific age** and with **the same evidence**: in addition to **genetics**, much depends on the **environment, habits** and **lifestyle**.

The **areas of the body most affected by this imperfection**, to the point of becoming 'critical zones', are :

## ABDOMEN



## INNER ARM



# HOW WOMEN LIVE WITH SKIN LAXITY ON BODY

According to market research carried out by IBSA\*, for most of the women surveyed, **skin laxity on the body** is not just a beauty blemish, a small defect... **but can also be a real "problem" with considerable repercussions in everyday life.**

First of all, the **sense of inadequacy** in their clothes; they **feel 'obligated' to change their attire, abandoning garments indicative of feminine seduction**, such as tight-fitting and low-cut garments, **in favour of more covering garments that can hide critical areas.**

In the most extreme cases, women may also feel forced to **change their habits**, for example by **sunbathing only in private.**

# AESTHETIC MEDICINE FOR THE BODY

## CURRENT EXPERIENCE

Approximately **25% OF PATIENTS** who consult HCPs **HAVE A SKIN LAXITY PROBLEM ON THE BODY\***, but very often half of these patients **ARE NOT TREATED.**

HCPs declared that **TIME DEDICATED TO BODY TREATMENTS IS ONLY 20% vs 80% DEDICATED TO THE FACE\*.**

**25%**

of patients with skin laxity on body, as well as other body imperfections

**75%**

of patients without skin laxity or other imperfections on body.

**20%**

BODY

**80%**

FACE

Make time for aesthetic treatments

## MAIN REASONS\*

- **PRIORITY IS USUALLY GIVEN TO THE FACE**, visible all year round and considered "an expression of one's identity"; an area of **greater investment in terms of time and money**, and treatments are accepted with greater willingness and confidence.
- **PATIENTS LACK OF INFORMATION ABOUT POSSIBLE SOLUTIONS**, knowledge is fragmented, imprecise and it is not clear who they can turn to for a solution.

- **"PREVENTION EDUCATION" IS ALMOST NON-EXISTENT FOR BODY**, demand comes mostly from mature women where the problem is already quite advanced and obtaining a result is therefore more complex.
- **THE CURRENT OFFER HAS CRITICALITY THAT MAY FURTHER DRIVE PATIENTS AWAY**, indeed actual treatments may take too long - both in terms of protocol and results - and may require a considerable patient commitment (many cycles, even one year apart) and a certain amount of "trust" in achievable results, often perceived as partial and unsatisfactory in relation to the high costs incurred and the pain 'endured'.

## CONCLUSIONS

All these aspects, these obstacles and barriers found by women **often lead them to live with their bodies** and their lives with a **"sense of frustration"**.

For most women **Aesthetic Medicine for the body** is an almost **unexplored area**, **waiting for non-invasive, affordable and quick-in-results solutions**, now not widely found.

For this reasons, there is a **VERY HIGH and UNEXPLOITED POTENTIAL** in the **BODY MARKET** and **TREATING, WITH GREATER CARE AND ATTENTION**, the body imperfections at an early stage, such as skin laxity, **APPEARS TO BE A MUST TO GROW IN THIS SEGMENT.**

# IBSA DERMA PRESENTS A NEW OPPORTUNITY

**TO MEET** UNSATISFIED PATIENTS' NEEDS  
RELATED TO BODY TREATMENTS

**TO EXPAND YOUR BUSINESS**  
WITH NEW PATIENTS

**TO MAKE YOUR CURRENT PATIENTS**  
MORE SATISFIED



**PROFHILO**<sup>®</sup>  
B O D Y  
K I T

# PROFILO® B O D Y K I T

**PROFILO® BODY**  
3ml SYRINGE x2



**PROFILO® FIGURA**  
BODY PATCH



**PROFILO® FIGURA**  
BODY CREAM



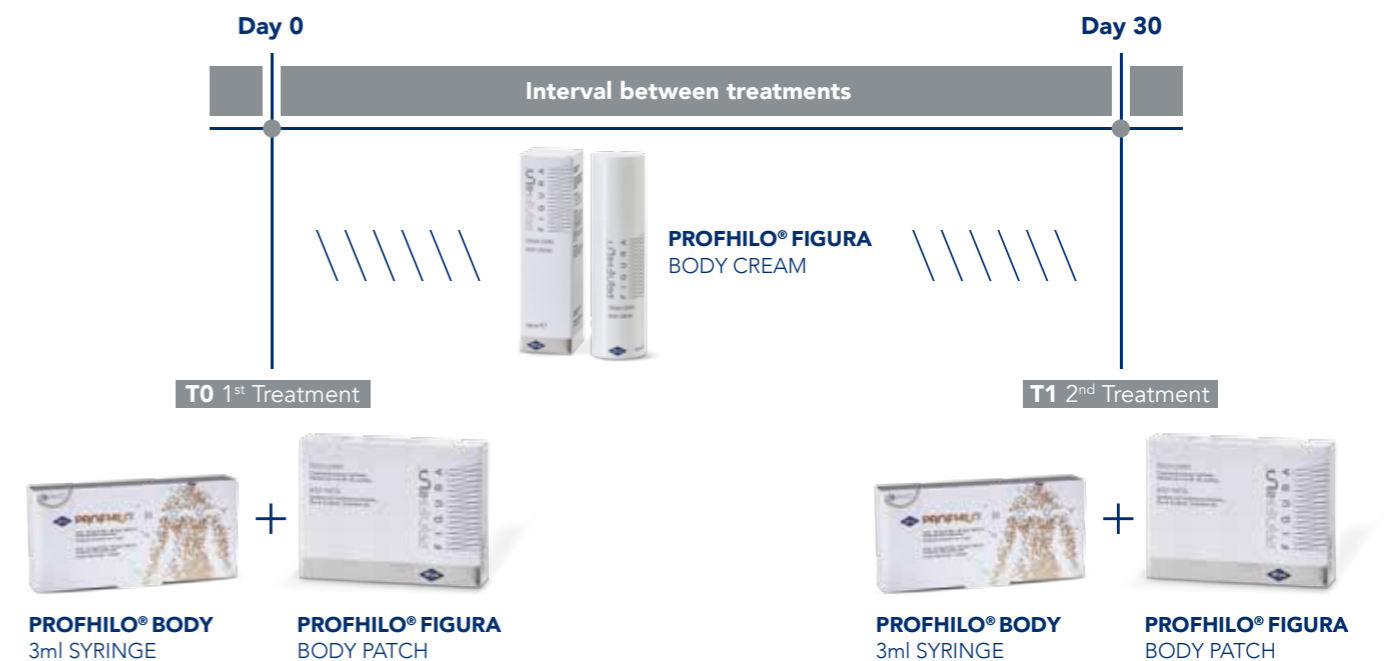
## A NEW APPROACH TO SKIN LAXITY AND BODY CARE

**PROFILO® BODY KIT is a complete protocol** that combines the injectable treatment, performed in the clinic, with cosmetic treatments to be applied after the aesthetic session and then at home by the patient, as maintenance treatment.

### EACH KIT CONTAINS:

- **2 boxes of PROFHILO® BODY** 3.2% - 48 mg (H-HA) + 48 mg (L-HA) of hyaluronic acid sodium salt in 3 ml pre-filled syringes
- **1 PROFHILO® FIGURA Body Patch** – box of 4 single use patches
- **1 PROFHILO® FIGURA Body Cream** – 150ml Airless Bottle

### SUGGESTED TREATMENT SCHEDULE:





## ADVANTAGES:

The **PROFILO® BODY KIT** is simple and practical. It includes everything needed for all-around patient care, including skincare treatments.

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**PROFILO® BODY KIT** is designed as a complete solution for skin laxity, but it is also suitable for use in combination with other aesthetic treatments.

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**Promote greater care** of the body thanks to the simplicity of the treatment protocol and results that can be achieved with no downtime.

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It's an **innovation in the body market**, the novelty of the season that will drive most conversations with current and new patients.

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# PROFHILO® B O D Y

The injectable treatment with the specific intended use to treat skin laxity on body<sup>1</sup>.



## EACH BOX CONTAINS:

- 1 Pre-filled ready to use 3 ml syringe
- 1 Product leaflet
- 2 Terumo needles 29G TW 13 mm
- 2 Product traceability stickers

hydroACTION ●●●●●  
liftACTION ●●●●○  
CROSS-LINKING □□□□□

## WHAT IS IT

Stabilized **Hybrid Cooperative Complexes (HCC)** of high and low molecular weight **Ultrapure Hyaluronic Acid** in high concentration, produced with a unique and innovative **thermal production process** patented by IBSA, the **NAHYCO® Technology**.

## INTENDED USE<sup>1</sup>

TISSUE REMODELING AND IMPROVEMENT IN SKIN LAXITY FOR:

### ABDOMEN



### INNER ARM



PROFHILO® BODY, acting through a corrective action of natural and induced cutaneous depressions, intervenes:

- in the **physiological process of aging tissue**, the effects of which include **reduced skin hydration**, the **alteration of elastic fibers** and **collagen** of the dermis, with **loss of turgor** and **skin tone**;
- in the **dermal tissue repair process**.

# PROFHILO<sup>®</sup> B O D Y

## PRODUCTION PROCESS

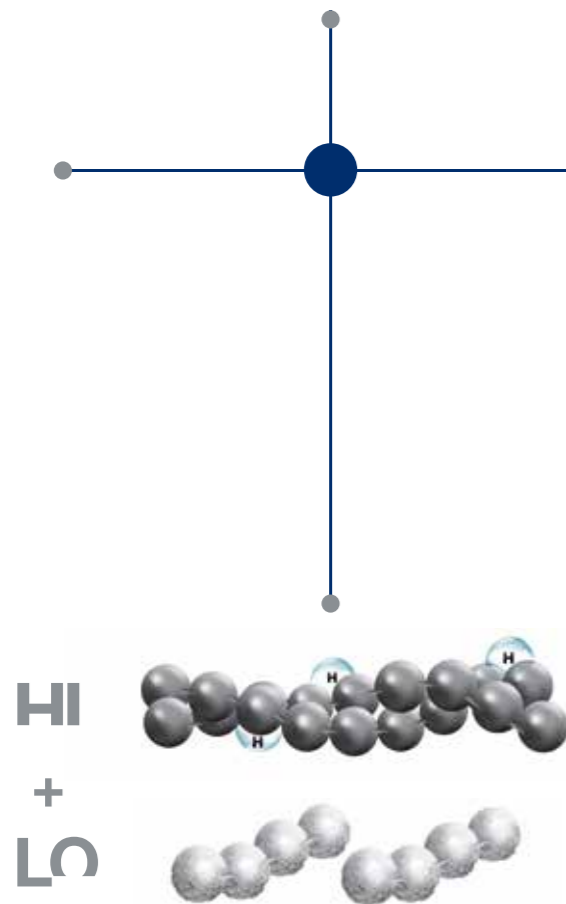
### STEP 1

MOLECULES COMBINED

48 mg of hyaluronic acid  
**high molecular weight**  
(1100-1400 kDa)

+

48 mg of hyaluronic acid  
**low molecular weight**  
(80-100 kDa)



### STEP 2

RISING TEMPERATURE

According to IBSA's patented thermal production process, the mix is heated, causing the weak hydrogen bonds (which connect H-HA molecules) to break.



NO chemical cross-linking agents used<sup>1</sup>

### STEP 3

LOWERING TEMPERATURE

The temperature is lowered, causing the hydrogen bonds to form between the H-HA and L-HA molecules, thus creating and stabilizing the hybrid cooperative complexes.

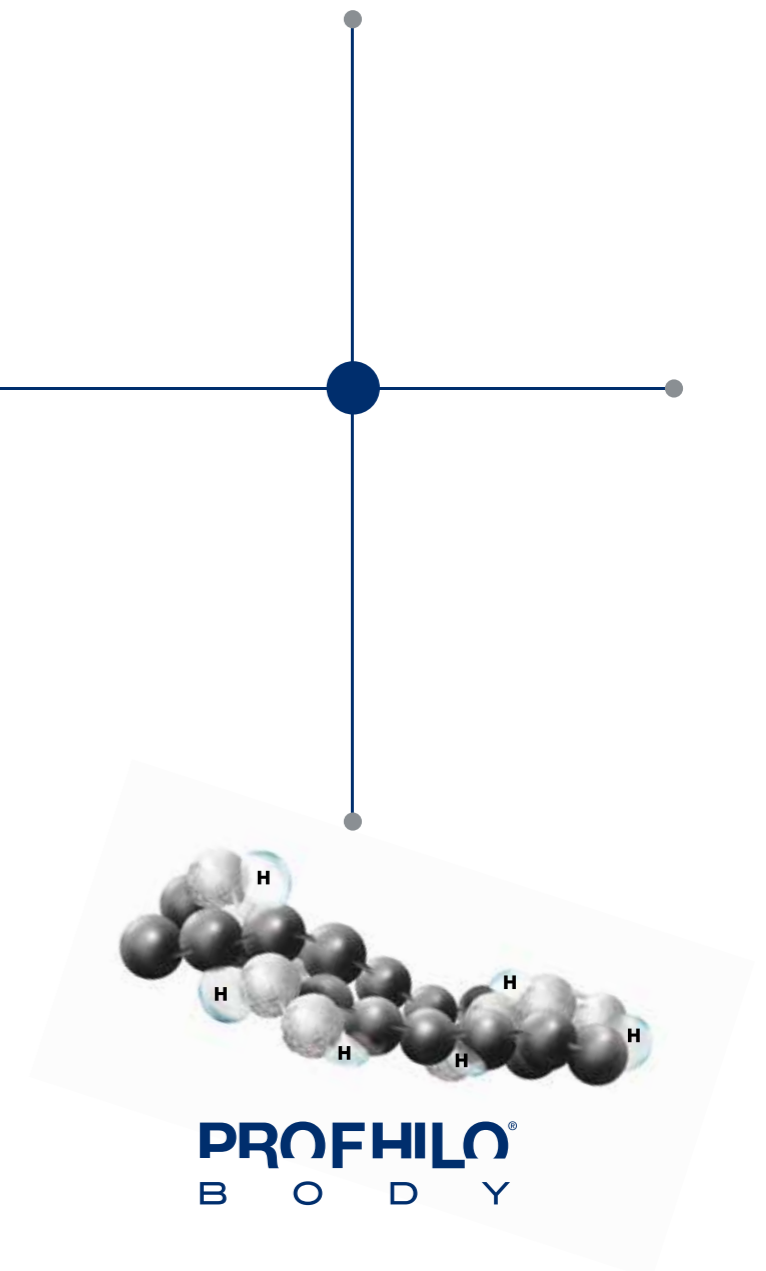


NO chemical cross-linking agents used<sup>1</sup>

### STEP 4

A NEW MOLECULE

Stabilized hybrid cooperative complexes are obtained.



# PROFHILO® BODY

## PROPERTIES & SAFETY PROFILE

**HIGH HA CONCENTRATION** (96mg/3ml) Highest on the market\*

### HIGH QUALITY HA (ULTRAPURE)

IBSA's hyaluronic acid is an ultrapure grade HA, produced through a patented biofermentation process, of Streptococcus Zooepidemicus, which ranks worldwide as "TOP HIGH QUALITY" in terms of purity and safety.



### BIOCOMPATIBILITY & TOLERABILITY

Thanks to NAHYCO® Technology it is 100% free of chemical stabilizing agents and it presents exceptional biocompatibility and tolerability<sup>2</sup>.

### DEGRADATION PROCESS

Hybrid Cooperative Complexes (HCC) of Hyaluronic Acid are biodegradable and bioresorbable by the body.

### EXTENSIVE SPREADABILITY<sup>3</sup> AND LOW VISCOSITY<sup>2</sup>

PROFHILO®BODY rheological properties make it an optimal product: particularly, a predominance of fluidity over elasticity ( $\tan \delta > 1$ ) which is not present in cross-linked gels.

### HIGH COHESIVITY AND TISSUE INTEGRATION<sup>3</sup>

An important characteristic owing to the high cohesivity of PROFHILO®BODY is its optimal tissue integration capacity. Notable for its ability to flow uniformly through entire anatomic units after injection and therefore homogeneously expanding.

### QUALITY CONTROL

IBSA distinguishes itself because it controls the entire product life cycle, from the bio-fermentation production of the raw material to the ready-to-use pre-filled HA syringes.

\* Survey carried out by IBSA

# PROFHILO® BODY

## HOW IT WORKS

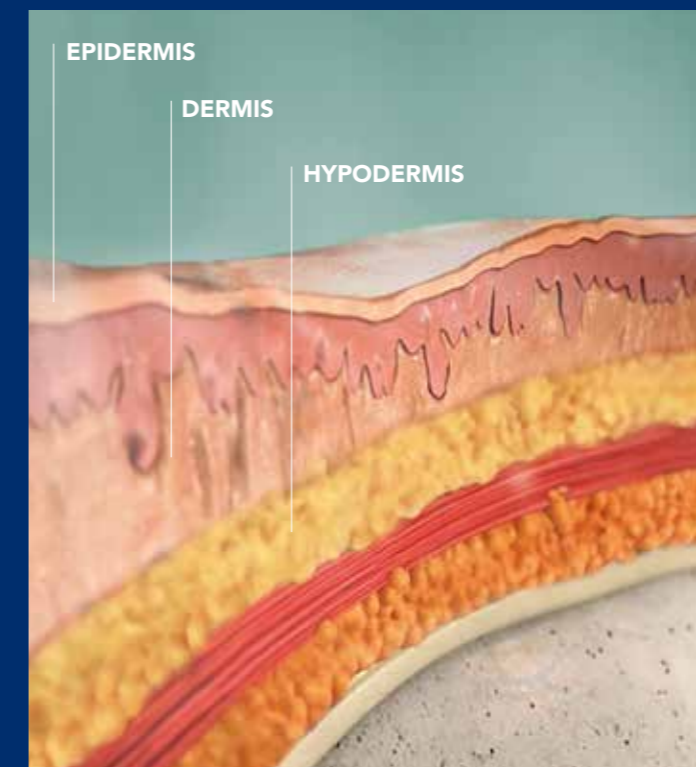
### PROFHILO® BODY PROMOTES MULTI-LEVEL REMODELING.

It plays a role inside the extracellular matrix, creating the physiological conditions for the **proliferation, migration and organization of the dermal cellular component:**

#### FIBROBLASTS

#### KERATINOCYTES

#### ADIPOCYTES



The intradermal administration of PROFHILO® BODY allows an optimal quantity of HA to be brought directly to the tissue being treated, in order to counteract the cytotoxic action of free radicals on the fibroblasts and on the adipose compartments below, **ensuring the efficacy of preventive and corrective aesthetic medicine treatments.**

# PROFHILO® BODY

## HOW TO USE

An initial cycle of **TWO TREATMENT SESSIONS WITH A 30-DAY INTERVAL** is recommended, followed if necessary by maintenance treatments<sup>4</sup>. However, it is suggested to evaluate the specific PROFHILO® BODY protocol according to the patients degree of aging\*.

## BODY BAP TECHNIQUE

(BIO AESTHETIC POINTS)

Due to the **high flowability of PROFHILO® BODY**, a **specific technique** has been developed: **BAP technique**.

## ADVANTAGES

- Provides reproducible and standardize points of injection (10 points of injection for each area),
- Injections points chosen to avoid potential injuries to vital structures,
- Non-invasive as it reduces the possibility of bruises and swelling, while maximizing the diffusion of the product in the tissues,
- It does not require any prior preparation of the patient.

The BAP Technique is the most widespread and **highly recommended protocol** for treating areas<sup>4</sup> such as inner arms and abdomen with PROFHILO® BODY, and it may be performed with the use of an auxiliary tool.

\* Number of treatments and product quantity depend on the degree of aging.

# PROFHILO® BODY

## BAP TOOL

A new tool, to quickly and easily identify the 10 recommended injection points.

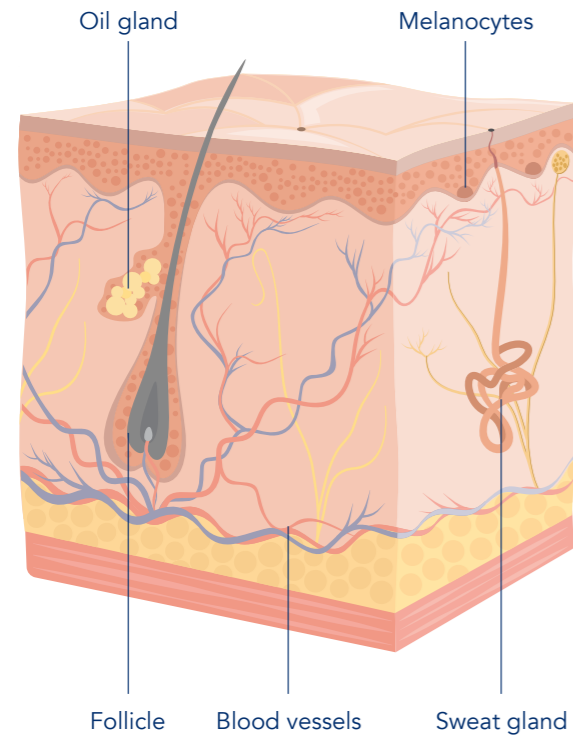
By placing the BODY BAP TOOL on the areas to be treated, the 10 injection points can be easily identified and marked with a pencil.

The practitioner can then proceed to inject 0.3 ml bolus for each point.

This tool is particularly handy and easy to use thanks to its thin and flexible material.



# ARM & ABDOMEN ANATOMY



## EPIDERMIS

Outermost layer with protective barrier function

## DERMIS

Most often, measures 0.3 - 3 mm

## HYPODERMIS

The skin in these areas is composed of three distinct layers, **the epidermis, dermis and hypodermis or subcutaneous tissue.**

These areas, in most cases, undergo numerous changes and alterations throughout life:

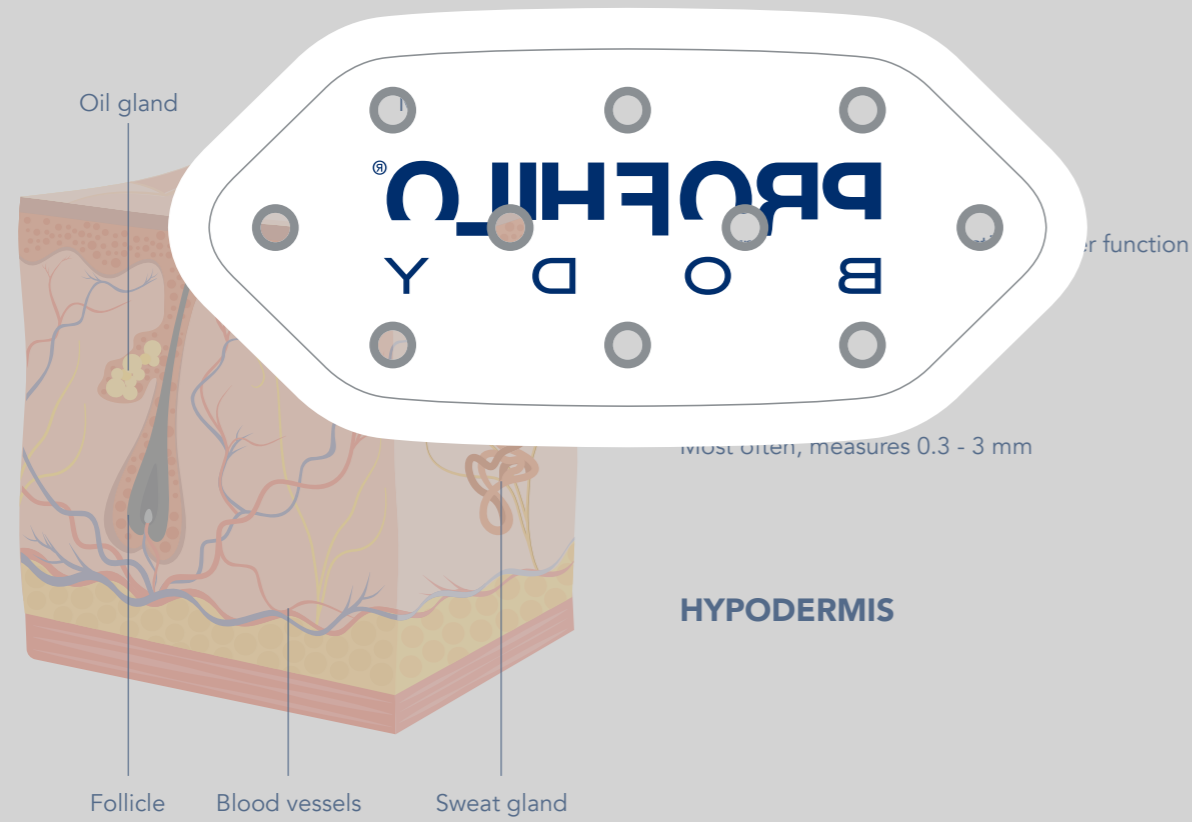
- The abdominal area, in particular, may experience changes during growth, pregnancy, following a slimming diet, etc., that can visibly compromise its appearance.
- The arm area, on the other hand, is often neglected by women, with little care or exercise to support it.

It is therefore important to make a thorough assessment of the patients and the level of severity of skin laxity, in order to meet their expectations of the results.



Please note that the shape of the periumbilical area may vary from person to person.  
For this reason, the points are not to be considered fixed, but will need to be adapted to the individual patient as needed.

# ARM & ABDOMEN ANATOMY



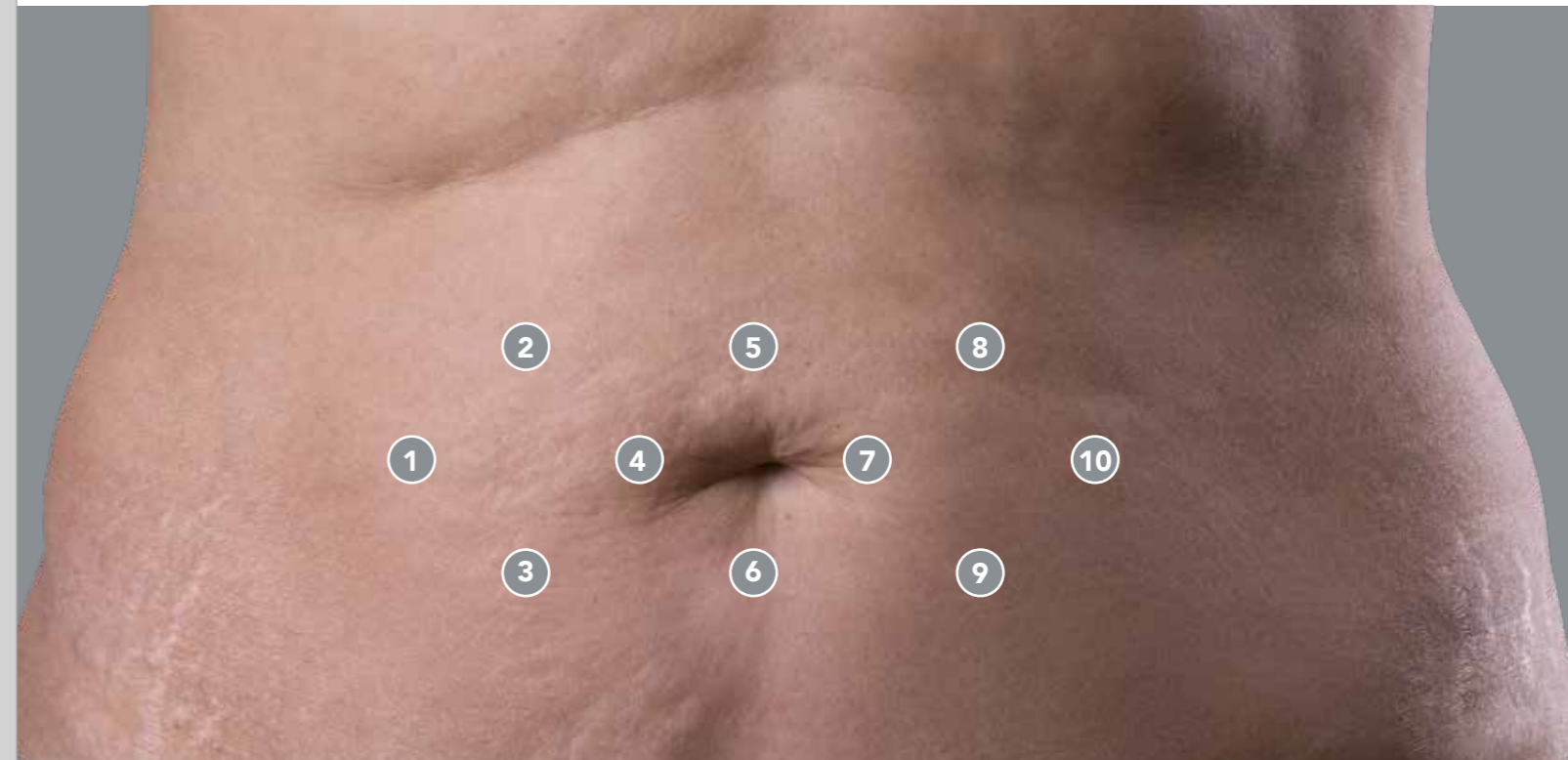
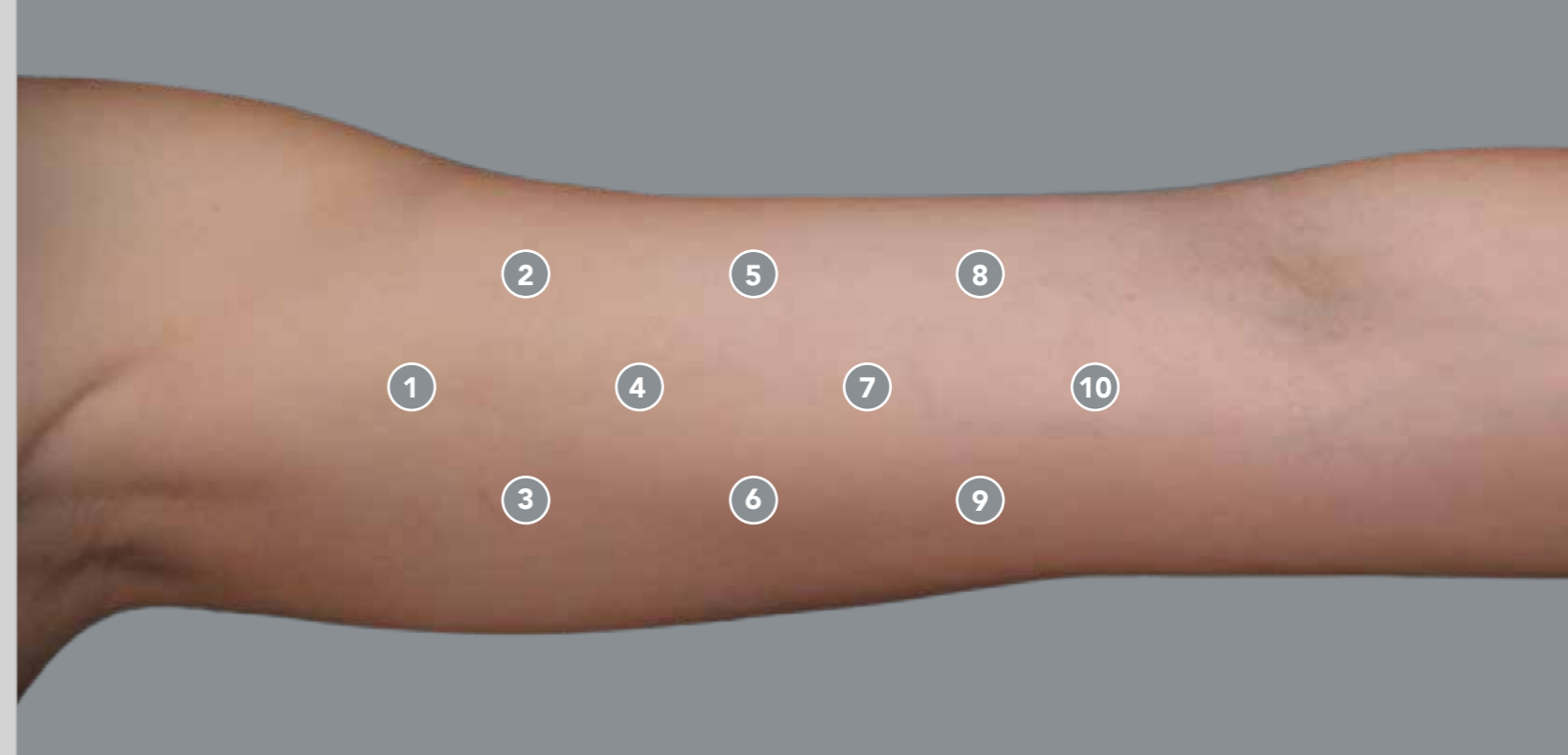
The skin in these areas is composed of three distinct layers, **the epidermis, dermis and hypodermis or subcutaneous tissue.**

These areas, in most

- The abdomen, due to pregnancy, appearance
- The arm area, due to exercise to support



It is therefore important to make a thorough assessment of the patients and the level of severity of skin laxity, in order to meet their expectations of the results.



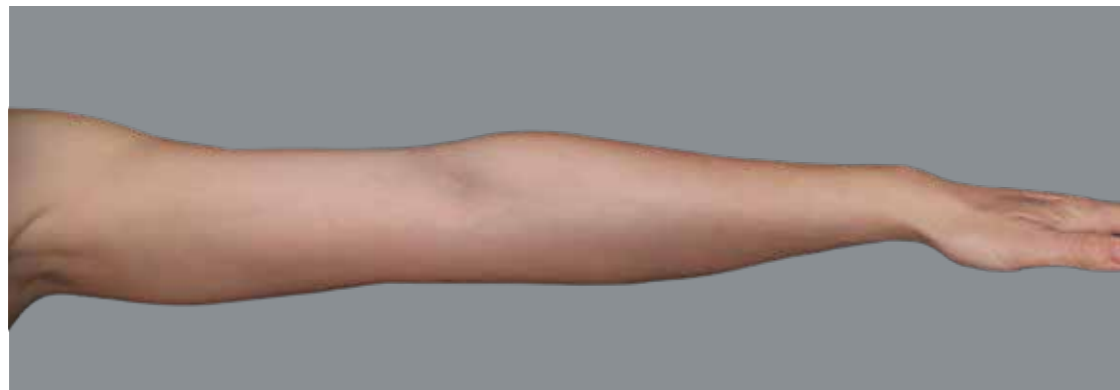
Please note that the shape of the periumbilical area may vary from person to person. For this reason, the points are not to be considered fixed, but will need to be adapted to the individual patient as needed.

# IBSA ARM LAXITY SCALE

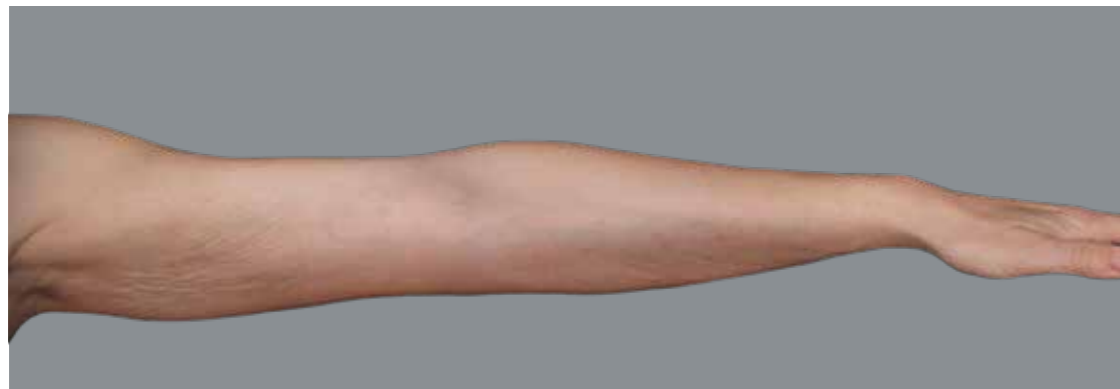
IBSA, in collaboration with its KOLs, has developed the IBSA Arm Laxity Scale<sup>5</sup>, which:

- allows easy evaluation of patients' inner arm and degree of skin laxity,
- represents a support to explain expected results of aesthetic arm treatments.

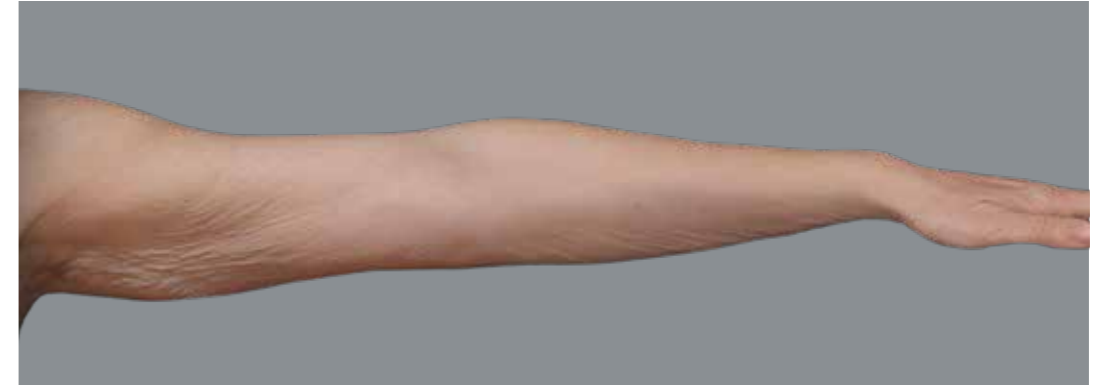
**GRADE 1**



**GRADE 2**



**GRADE 3**



**GRADE 4**



**GRADE 5**



# PROFHILO® B O D Y

## BEFORE AND AFTER

### INNER ARM



Courtesy of  
Dr. Sparavigna (Italy)

PRODUCT QUANTITY  
PROTOCOL

**3 ml for each arm**  
**2 treatments (1 month interval)**



Courtesy of  
Dr. Sparavigna (Italy)

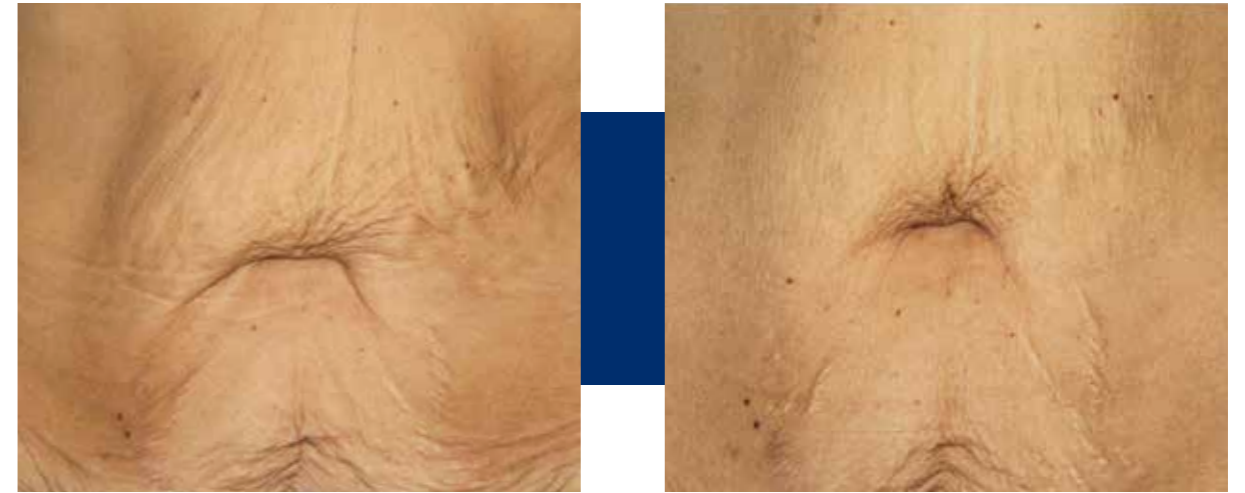
PRODUCT QUANTITY  
PROTOCOL

**3 ml for each arm**  
**2 treatments (1 month interval)**

# PROFHILO® B O D Y

## BEFORE AND AFTER

### ABDOMEN



Courtesy of  
Dr. Sparavigna (Italy)

PRODUCT QUANTITY  
PROTOCOL

**3 ml**  
**2 treatments (1 month interval)**







**PROFHILO<sup>®</sup>**  
F I G U R A

# PROFHILO®

## F I G U R A

## BODY PATCH

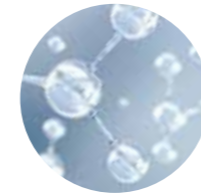
**Soothing and moisturizing treatment.**

**The sterility of the patch allows the product to be used on treated skin, such as after aesthetic treatments.**



- **Box of 4 single use patches.**
- Cutaneous use.
- Dermatologically tested on sensitive skin.

## COMPOSITION



### COMPLEX OF HYALURONIC ACIDS

high molecular weight +  
low molecular weight



### ARNICA MONTANA

which performs a soothing action  
and gives a feeling of relief



### SALVIA HAENKEI

a patented plant extract  
characterized by a strong  
antioxidant activity;



### ESCIN

known to prevent excessive  
accumulation of fluids which  
can lead to edema formation.

## INTENDED USE

Indicated to soothe and hydrate the skin after aesthetic treatments.

## RESULTS

**Efficacy test demonstrates that 1 hour after use\*:**

- increase in skin hydration **32,9%**
- reduction in skin redness **10,9%**

## HOW TO USE

Apply a patch on the desired area.

It's recommended to remove and replace the patch after 2-3 hours.

\*Clinical study carried out on **20 healthy female subjects**. Results after 1 hour of product use.

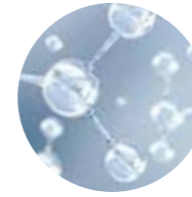
# PROFHILO® FIGURA BODY CREAM

**Multi-active remodeling and toning cream.  
Gives tone, elasticity and deep hydration.  
Fast-absorbing and nutritious with a silky texture.**



- **Airless Bottle 150 ml**
- Dermatologically tested on sensitive skin.

## COMPOSITION



### COMPLEX OF HYALURONIC ACIDS

The HIGH MOLECULAR WEIGHT HA protects the skin, restoring and preserving the integrity of the hydro-lipid film. The LOW MOLECULAR WEIGHT HA helps to maintain optimal skin hydration, thanks to its particular hydrophilic characteristics.



### MATRIXYL® 3000

Combination of **two peptides** that promotes tissue remodeling and helps restoring the dynamism of cellular functions.

## INTENDED USE

is indicated for **toning skin that has lost elasticity and hydration**, improving the visible signs of skin ageing. It is also indicated to help restore skin elasticity and hydration following aesthetic treatments.

## RESULTS

**Efficacy test demonstrates that it improves\*:**

- Skin Moisturization **+42,4%**
- Overall skin elasticity **+6,3%**
- Skin net elasticity **+8,9%**
- Skin Cohesivity **-51,6%**

**PATIENTS' opinion\*\*:**

- Skin smoother and firmer **96,7%**
- Skin brighter **93,3%**
- Skin more moisturized and elastic **100%**
- Excellent texture **93,3%**

## HOW TO USE

Apply directly on the body massaging gently until completely absorbed.  
Apply once a day or more as needed.

\*Clinical study carried out on **30 healthy female subjects**. Results after 28 days of product use.

\*\* Self Evaluation test. Results after 28 days of product use.



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Material intended for medical practitioner's use only

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#### References

- 1) PROFHILO® leaflet.
- 2) D'Agostino A. et al. 2015; BMC Cell Biol 16:19.
- 3) Sundaram H. et al. 2016; Poster Presentation, American Society for Dermatologic Surgery (ASDS) Annual Meeting.
- 4) Sparavigna A. et al.; Aesthetic performance and tolerance evaluation of an injective intradermal treatment for the skin roughness and laxity of inner arm and abdomen. In submission.
- 5) Cassuto et al; Development and validation of IBSA photographic scale for the assessment of inner upper arm laxity. In submission.

