

AESTHETICS BIOMEDICAL® REPRESENTS A TEAM OF THE BEST AND THE BRIGHTEST INNOVATORS IN THE GLOBAL AESTHETICS MARKET WHO HAVE DEVELOPED PROGRAMS AND PRODUCTS DESIGNS TO ACHIEVE OPTI MAL RESULTS FOR THE CONSUMER. ABM IS A THOUGHT LEADER IN THE INNOVATION OF TREATMENT SERUMS, MASKS, AND RECOVERY SYSTEMS TO ENHANCE THE RESULTS OF THE TREATMENTS WE DESIGN.

**OUR MOTTO** 

# EXPERIENCE VIVACE. EXPERIENCE THE RESULTS.™









LOVE THE SKIN YOU'RE IN

THE INNOVATORS AT AESTHETICS BIOMEDICAL® HAVE DESIGNED THE VIVACE EXPERIENCE®, AN EXCITING, BEST-IN-CLASS, PROPRIETARY TREATMENT. THE VIVACE EXPERIENCE® UTILIZES THE RIGHT RF MICRONEEDLING DEVICE, THE RIGHT SERUMS, AND THE RIGHT RECOVERY CARE TO MAKE THE VIVACE EXPERIENCE® THE RIGHT AND BEST CHOICE FOR OPTIMAL RESULTS AND PATIENT SATISAFACTION.

Vivace<sup>®</sup> needle sets contain 36 insulated gold-tipped needles ready to deliver results at 31 depth settings.



#### THE VIVACE EXPERIENCE <sup>®</sup> PROVIDES THE MOST DRAMATIC RESULTS WITH VIRTUALLY NO PAIN AND NO DOWNTIME

- Most comfortable client experience with minimal downtime
- 31 multilevel precise robotic depth adjustments
- 0.5mm-3.5mm depth (0.1mm movement)
- Robotic soothe glide hand piece for gentle insertion
- 36 golden perfectly sized insulated needles
- Protect epidermis for the most comfortable patient experience
- Patterned RF emission by Chevron Circuit
- 1MHZ Radio Frequency
- AVC (Automatic Visualization Confirmation)

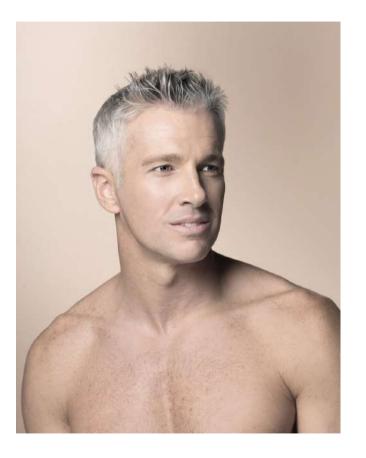
We start with the Vivace®, a best-in-class RF microneedling device for an incomparable patient experience. Setting the Vivace® apart from the competition are a number of design decisions made in the best interest of patient results and patient comfort. Additionally, our device has earned FDA clearance which is critically important in today's increasingly stringent regulatory climate.

As opposed to microneedling rollers and pens that can lead to tearing, pain, variable patient results, and downtime, the Vivace's needle set contains 36 insulated, gold coated needles to deliver precise RF energy. The robotic, step motor—only found on the Vivace®—creates fast and even puncture rates for smooth penetration into the skin. The robotic depth settings offer 31 precise, multilevel adjustments down to a depth of 3.5 mm at .1 mm increments.

A great aesthetic treatment is so much more than the use of a device. Our research has shown that one of the greatest barriers for patients to embark on new treatments is the fear of pain. Patient testimonials share surprise and excitement over the results, with minimal discomfort documented. The comfort created through implementation of the Vivace Experience® is second to none and no other company on the market is similarly committed to creating a positive, comfortable, and comprehensive patient experience.

The Vivace Experience® includes a specialized treatment serum—the best the industry can offer to enhance collagen and elastin production—and a revolutionary peptide mask to reduce redness. The Vivace Experience® is remarkable and not only addresses fine lines and wrinkles, but the cosmetic products assist in reduction of pore size and improved skin tone and texture. The Vivace® creates one of the shortest downtime in the industry and our patients report they have gone out with friends after the treatment with no makeup; whereas other devices suggest a longer period for initial recovery.

THE INNOVATORS AT ABM ARE DEDICATED TO PROVIDING THE BEST PATIENT EXPERIENCE UTILIZING THE BEST-IN-CLASS DEVICE AND POST TREATMENT SERUMS THAT DO IT RIGHT THE FIRST TIME AND DELIVER RESULTS YOU CAN TRUST AND SHARE WITH OTHERS.



#### THE VIVACE®

It's the newest generation of radio frequency microneedling and the Vivace® is FDA-cleared for your safety. This minimally-invasive treatment stimulates the natural production of collagen and is shown to be effective in alleviating facial wrinkles, fine lines, and tightening the face and neck. If you are looking for optimal results, look no more. Welcome to the Vivace Experience®.

#### DEMAND FOR MICRONEEDLING SURGES

Microneedling is one of the top ten, most searched topics in aesthetics. Microneedling (also known as collagen induction therapy) is a minimally invasive treatment designed to rejuvenate the skin. A device with fine needles creates tiny punctures in the top layer of the skin that trigger the body to create new collagen and elastin using the power of radio frequency. The process of neovascularization and neocollagenesis can create improvement in skin texture and firmness, as well as and pore size.

#### THE **5** PHILOSOPHIES



**PREPARE:** Typically, a personalized compounded numbing cream is offered to patients and designed to ensure patient comfort. Using the right product makes the treatment virtually painfree.

4

**SOOTHE:** Accelerating recovery, our Soothe Mask is a breakthrough innovation that combines Binterin (CDg9) peptides in a cooling fluid for post procedure, microneedling, and peels.



**TREAT:** The gold coated needles of the Vivace<sup>®</sup> and the robotically driven handpiece offer one of the most comfortable patient experiences for microneedling in the industry.

3

**BOOST:** Boost Serum is a triple-peptide glide serum that contains naturally occurring amino acids that hydrate the skin and aid in patient outcomes. **RETURN:** Vivace® is an affordable unit, allowing a broader opportunity for patient engagement. The Vivace Experience®, with its diverse product choices, promotes satisfaction that encourages repeat treatments and a high level of patient referrals. Out trusted advisors say the Vivace® has paid for itself in a short amount of time and has created a return on investment that benefits their practices. Vivace® is all about results, for the patient and for the practice.



**VIVACE**<sup>®</sup> Fractional Micro Needle RF

## #HowDoYouNeedle **Instagram Live Series**

Streaming Weekly on @VivaceExperience

Join us for a brand new Instagram Live series taking the newest RF microneedling treatment #VivaceExperience digital to stay connected with our practices, consumers, and influencer on all things #microneedling. Providers will be answering FAQs, debunking common myths or misconceptions, and discussing best practices. Vivace<sup>®</sup> is a revolutionary skincare treatment that improves overall skin appearance and has patients glowing!





In recognition of the Vivace Experience<sup>®</sup> by Aesthetics Biomedical<sup>®</sup>, an official #NationalMicroneedlingDay was endowed and dedicated to honor the industry leading microneedling treatment in the country on Monday, October 26, 2020!

APPY NATIONAL VIVACE

Congratulations to all of the Vivace® physicians, providers, and practices!







AREYOUA MEDICAL PROVIDER?

TEXT VIVACE TO 39970

FOR WEEKLY PROVIDER UPDATES & BEST PRACTICES

#### TEXT VIVACE TO 39970

FOR WEEKLY PROVIDER UPDATES & BEST PRACTICES

#### HERE'S WHAT PHYSICIANS ARE SAYING ABOUT THE VIVACE EXPERIENCE®



Dr. Ashley Magovern Manhattan Beach, CA



Dr. Paul Jarrod Frank Marina Del Rey, NY



Jennifer Stieber, NP Nashville, TN



Dr. Monica Bonakdar Newport Beach, CA

"Having a Vivace® in my practice is one of the best decisions I've ever made, not only for my business but most importantly, for my patients. We've been celebrating the impressive skincare results the Vivace® produces for a long time in our office, but can't wait to celebrate Vivace's latest distinction, #NationalMicroneedlingDay, with the rest of the country! I also can't wait to see what Aesthetics Biomedical® has up their sleeves for the festivities ... whatever they touch turns to gold!"

-Dr. Ashley Magovern, Manhattan Beach, CA

"The latest and greatest of energy based microneedling is the Vivace®. It's a very ergonomically and easy device to use. It's portable, it's very solid-state, and it's just a very user-friendly device. Although it's simple to use, there is versatility in terms of what you can do with the device, because there's so many different things you can do with it. For practices who might not have every device in the book, It's really a jack of all trades."

— Dr. Paul Jarrod Frank, New York, NY

"We are fortunate to work with a lot of celebrities and influencers in Nashville and Vivace® is always a favorite treatment. The treatment has great results with virtually no downtime, and minimal, if any, discomfort. This is important for all my clients, but especially for people who have a busy schedule of appearances and also for working parents that need maximum results in short timeframes."

— Jennifer Stieber NP, Nashville, TN

"I have been very happy with my experience with The Vivace®. I've been using my CO2 laser and Fraxel less and less because my clients did not want the downtime. When I heard of microneedling with radio frequency devices, I was looking for something where women could come in every month and not feel afraid of the pain or downtime."

- Dr. Monica Bonakdar, Newport Beach, CA

#### HERE'S WHAT PHYSICIANS ARE SAYING ABOUT THE VIVACE EXPERIENCE®



Dr. Emil Tanghetti Sacramento, CA



Dr. David Vasily Bethlehem, PA



Dr. Sheila Nazarian Beverly Hills, CA



Dr. Michael DeWolfe Chicago, IL

"This is a great device. In terms of ROI at my practice, we've never had a device launch this successfully. After only a couple of months of treatments, we are well on our way to recouping our investment. Whether you have a practice with a great number of devices, like my own, or you are a practice just starting to invest in devices, the Vivace<sup>®</sup> is a great choice"

—Dr. Emil Tanghetti, Sacramento, CA

"The ideal patient for The Vivace is a patient who has mild to moderate photo damage, laxity or acne scars. To date, we have treated 200 patients with this procedure. In general, patients with sebaceous, thickened, oily skin, light brown to medium brown skin tones seem to respond the best to this technology."

- Dr. David Vasily MD, Bethlehem, PA

"It's been going really, really well with the Vivace\*. Ive been getting text messages from my patients the next day wanting me to see how their skin looks. This is so amazing! I really like how there is no downtime. So, it's a very easy thing to convince people to try. We'll share with them, your skin is going to look amazing, it's long lasting and there's no downtime.' So, there really is no excuse. Who doesn't want to look amazing!" "In less than 1 year with Vivace" we have treated 300 patients with consistent, durable results. We have transitioned our treatment technique to utilize Vivace" 3D Precision to obtain increased tightening by targeting specific layers of the epidermis and dermis with insulated needles that are safe for more skin types."

-Dr. Michael DeWolfe, Chicago, IL



#### RECOMMENDED PATIENT POST-CARE REGIMEN SURGES

Apply the Soothe Mask immediately after the Vivace Experience® treatment. If time does not allow for a masking step, advise the patient to apply the mask during the first four hours post-treatment. Your patient should take home the following items included in this kit:

- Post-Treatment Regimen Card
- 4mL Boost Serum
- 4mL C E Ferulic®
- Sooth Mask (optional if mask is applied in-office)

#### SKINCEUTICALS<sup>®</sup>



Everything You Need To Know About Laser Skin Tightening

- Is this the way to get a more chiseled jaw line?

ALC: REPORTED IN CONTRACTOR

SkinCeuticals Just Announced a New Microneedling Treatment

What Is a Vampire Facial, and are the Benefits Worth It?

The Newest 'Real Housewife' Leah McSweeney Shares the In-Office Treatment She Misses the Most Right Now Vivace RF Is the Fine Line-Smoothing, Downtime-Free Treatment You Need to Know About

Happy National Microneedling Day! Here's Everything You Need to Know About Vivace RF Microneedling

> Book an appointment on the treatment's celebratory day, October 26, for a heighter, more youthful-looking complexion.

I TRIED A CLINICAL MICRONEEDLING TREATMENT THAT PROMISED GLOWING SKIN WITH LITTLE DOWNTIME

BAZAAR realself. NEWBEAUTY ELLE pravo BYRDIE NEWS FOX APAssociated Press yahoo! The Adesthetics DUJOUR US Hollywood ET Odermatology

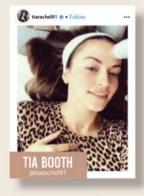


I just had my first @vivaceexperience and I already booked my next three appointments!

- Moley Simo

BRAND AMBASSADOR | MODEL | ACTRESS | AUTHOR | PHILANTHROPOST

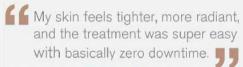






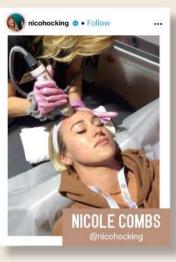




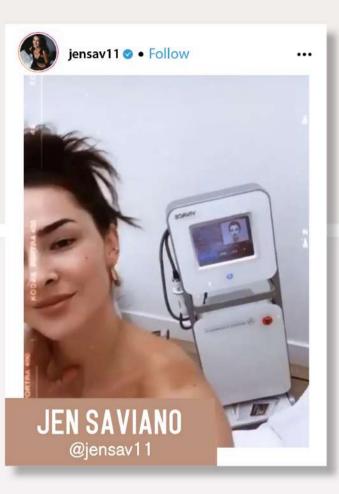




AMERICAN ACTRESS | PRODUCER | PODCASTER





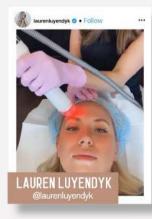


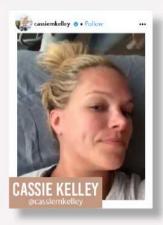
In a mooood tonight thanks to my VIVACE facial yesterday \*aka radio-frequency microneedling\*...taking this glow OUT tonight!



TV PERSONALITY | PODCAST HOST | INFLUENCER





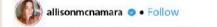


#### SOCIAL MEDIA INFLUENCERS



FASHION INFLUENCER | SOCIAL MEDIA PERSONALITY









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#### colympios



#### CORINNE OLYMPIOS @colympios

colympios I'm Bringing Selfies back to show off this baby face! I can already feel and see improvements in my skins tone and texture after my first @VivaceExperience.









alliwebb 💿 • Follow



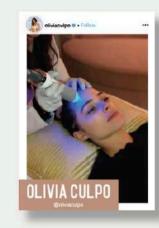








TISH CYRUS @tishcyrus

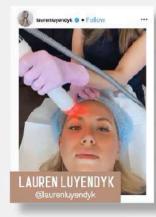


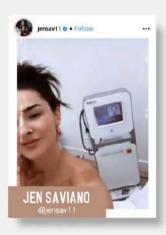
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#### FREQUENTLY ASKED QUESTIONS

#### What does a treatment feel like?

Once the skin is numb, you may feel light pressure that tells you the device is doing its work. Most people find the treatment to be comfortable with minimal downtime.

#### Does it hurt?

Typically, a numbing cream is applied 30 to 45 minutes prior to the treatment to ensure a comfortable patient experience throughout the treatment. Many testimonials from patients say they found the treatment to be in a range of comfortable to virtually pain-free. The Vivace<sup>®</sup> was designed with patient comfort in mind.

#### How do I determine the right treatment for me?

It's important to work with a trusted provider who uses FDA-cleared devices to give you confidence in its safety and efficacy. Seek a patient experience that has been designed to be the most comfortable experience with the greatest results. Understand that the device used is only part of the process; the right serums and recovery system will enhance your results.

#### How long does it take?

The actual treatment takes about 20-45 minutes depending on the area, with an additional 30-45 minutes needed for numbing.

#### What is my recovery time?

Providers may choose to supplement the treatment with serums and recovery protocols that create optimal results and faster recovery. By using the right products our patients are ready for a night out, with very little to no indication of any treatment that day.

#### What is RF?

Radio frequency provides heat that stimulates collagen production which has been found to lead to tighter, younger-looking skin. Combined with stateof-the-art microneedling, patients experience optimal results.

#### How many treatments do I need?

Most providers find that 3 to 4 treatments, spaced 4 to 6 weeks apart, provide the optimal experience for patients. While the results are often immediate for skin tone and texture, there is also improvement over a three-month period as the process of collagen regeneration increases over time.

#### When can I wear makeup?

Most patients go out within hours after the treatment with no makeup at all. To maximize the combination of open channels, use our Soothe Mask and Boost Serum. We recommend at least six hours before you apply makeup.

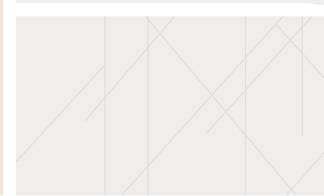
#### How do I get the maximum result from my treatment?

Follow the recommended recovery protocols from your provider, once you get home. We also recommend the use of our Soothe Mask and the Boost Serum.

Additionally, abstinence from the sun and you are well on your way to maximizing the Vivace Experience<sup>®</sup> for yourself. Multiple treatments are recommended for optimal results.

#### What kind of skin does it work on?

Most skin colors can be treated, including tanned skin and dark skin.



An evaluation of electrocoagulation and thermal diffusion following radiofrequency microneedling using an in vivo porcine skin model. Few studies exist that examined the role of radiofrequency microneedling (RFMN) in skin electrocoagulation. This research utilized a porcine model to understand bipolar dermal delivery from an RFMN device.





#### An evaluation of electrocoagulation and thermal diffusion following radiofrequency microneedling using an in vivo porcine skin model

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<sup>1</sup>Department of Research and Development Assthetics Bierredical Inc., Phoenia, AZ, USA <sup>1</sup>Department of Research Services, Comparative Biosciences Inc., Sureycale, CA, USA <sup>1</sup>Demantalogy Consulting Services, PLLC, High Palet, NC, USA

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Funding leformation This study was funded by Aesthetics Biamedical Inc. Process, Arizona, USA.

#### Abstract

Background: Few studies exist that examined the role of radiofrequency microneeding (RFMN) in skin electrocoagulation. This research utilized a porcine model to understand bipolar dermal delivery from an RFMN device.

Alms: The objective of this study was to elucidate and compare the dermal thermal effects of a BFNN device producing 1 and 2 MHz signal amplitudes, with respective voltage and current gradients, utilizing noninstated and insulated needles by exam ining the histologic effects on percine kin.

Methods: Two separate animal studies were conducted to evaluate the electrocoaguration and thermal diffusion effects using the RFMN device. The electrocoagulation effects were assessed histologically using hematoxylin and eosin (H&E) staining, and heading effects were assessed through thermal imaging.

Results: Histology-results of the thermai injury induced by insulated needles demonstrated that 2 MHz resulted in a narrow and concentrated coapitation one as compared to 1 MHz. Further, the 1 MHz insulated needle resulted in ovular shaped those caspitation as compared to 2 MHz itsue coapitation that was columnar. Finally, full thermal diffusion occurs seconds after the set RF conduction time.

Conclusion: The findings showed that 1 MHz insulated needle produces larger coagulations with an increase in power level. Ithe 1 MHz noninsulated array was comparrable to the 2 MHz insulated array with similar histologic features, and heat dissipates seconds after the set conduction time.

KEYWORDS

dermal heating, electrocoagulation, microncedling, radiafrequency, skin lightening

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Shaun Wootten BSE Zosia E. Zawachi VMD Lawrence A. Rheins Ph.D Carol Meschter DVM, PhD, DACVP Zoe Diana Draelos MD

### realself.

# **VIVACE**<sup>®</sup>

The most requested microneedling treatment on RealSelf







#### GROWING INTEREST IN MICRONEEDLING AND SKINCARE

#### VIVACE<sup>®</sup>: THE TOP TRENDING

Microneedling treatment on RealSelf over the past 12 months

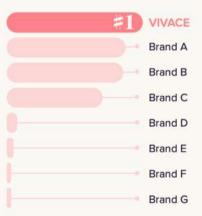


#### OF REALSELF CONSUMERS

said they are interested in treatments that combine both microneedling and personalized skincare.



Driving more leads to doctors than any other microneedling device on RealSelf





# 66%

#### OF USERS

surveyed on RealSelf said they would choose Vivace® over seven different leading traditional and RF microneedling treatments.

# VIVACE<sup>®</sup> has **3X** more reviews

than the next leading microneedling competitor



"THERE IS SOMETHING ABOUT VIVACE® THAT IS SPECIAL-DOWNTIME IS SIGNIFICANTLY LESS THAN REGULAR MICRONEEDLING. AFTER MY TREATMENTS, I FEEL LIKE MY MAKEUP JUST GLIDES OFF MY SKIN. I LIKE TO CALL IT THE BENJAMIN BUTTON FACIAL. IT'S LITERALLY MY GO-TO TREATMENT."

**REALSELF MEMBER, JENSAV11 - VIVACE® PATIENT** 



#### BEFORE

#### AFTER

# Ш





#### AFTER

**BEFORE & AFTER** 

# VIVACE®



#### BEFORE





#### BEFORE

#### AFTER

Treatment performed by Dr. Sheila Nazarian

**BEFORE & AFTER** 

# VIVACE



#### BEFORE



Treatment performed by Dr. Marc Salzman



#### The innovators at Aesthetics Biomedical<sup>®</sup> are dedicated to providing a remarkable patient experience utilizing the best-in-class device that does itright the first time and delivers lasting results.

VivaceExperience.com