



# Prequently Asked Questions

Below is a list of frequently asked questions about Ultherapy.

#### Does it hurt?

Comfort thresholds vary from patient to patient, but there can be some discomfort while the energy is being delivered, which is temporary and a signal that the collagen-building process has been initiated. We take measures to make the experience as pleasant as possible and patients tell us they leave comfortable and happy given the benefits to come.

# How long does it last?

Patients treated with Ultherapy still have fresh young collagen after a year's time following the procedure, but skin continues to age. Yearly touch-up treatments can help keep pace with the aging process.

# Are there any side effects?

There may be slight redness for a few hours following the treatment, and it's not uncommon to have slight swelling, tingling or tenderness to touch for a few weeks, but these are typically mild and they are temporary in nature. There can be other post-procedural effects such as bruising and small areas of numbness but these are less common and, again, temporary.

#### How much does it cost?

An Ultherapy treatment costs between \$1,500 and \$3,500 depending on the extent of treatment. This meets the demand for something between skin creams and surgery.

# Os it safe?

Ultrasound energy has a proven track record, with use in medical imaging for over 50 years. In addition, the procedure has been cleared by the FDA after demonstrating safety in clinical studies, and tens of thousands of treatments have been performed worldwide without any significant adverse events.



# How is Ultherapy different from other cosmetic procedures?

Ultherapy is the only nonsurgical cosmetic procedure that uses ultrasound to specifically target the foundational layer of facial tissue that doctors address in surgery. The use of ultrasound also enables us to actually see the layers of skin we are treating, allowing the energy to be delivered precisely to where it will be most productive.

#### How many treatments does it take?

The majority of patients only need one treatment, while those with a fair amount of laxity may need more than one treatment. Annual touch-up treatments can help slow down the rate of skin aging.

### Who is a good candidate for Ultherapy?

There is a broad range of people who can benefit from Ultherapy, but typically those in their thirties and older are candidates. While this is not a replacement for surgery, there are many people who want some lifting, in order to look more refreshed and toned but are not ready for surgery (mentally, financially, or logistically). And then there are younger people who want to "stay ahead of the game" as well as those looking to prolong the effect of surgery.

# What about treating anatomical regions other than the face?

Currently, Ultherapy is a face and neck treatment. However, the company is conducting a number of clinical studies with physicians around the world to investigate the use of Ultherapy for treating other anatomical regions.

# What does collagen do?

Collagen is a natural protein that gives skin its youthfulness by keeping it firmed and toned. As we age, collagen loses its strength and its ability to stand up to the effects of gravity that pull the skin downward. Ultherapy jumpstarts a repair process that strengthens your existing collagen and produces fresh, new collagen.

#### Can men have it done?

Sure; both women and men globally are receiving Ultherapy.

# Is treating the lower face and upper neck off-label since the FDA indication is specifically for a brow lift?

The treatment reviewed by the FDA was a full face and upper neck treatment; the indication given was specifically for the brow, undoubtedly because there were validated methodologies for measuring the 2 dimensional "lift" effect on the brow. In the FDA clinical study, 9 out of 10 patients had significant lifting of the brow (great for any non-invasive energy based device) and results were seen elsewhere on the face and neck as well.

