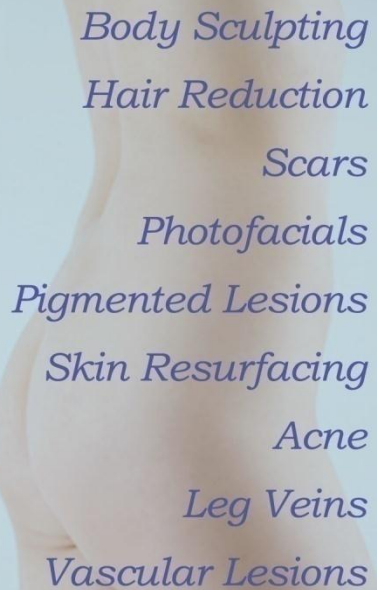




WWW.PALOMARMEDICAL.COM

The Emerge™ Fractional Laser



Body Sculpting
Hair Reduction
Scars
Photofacials
Pigmented Lesions
Skin Resurfacing
Acne
Leg Veins
Vascular Lesions

Confidential — Palomar Medical Technologies, Inc.

Emerge Fractional Laser

**Expand, build, and
complement your
aesthetic practice**



What is Emerge?

- ❖ Provides aesthetic treatments with little to no downtime
- ❖ Deep fractionated laser beams with areas of untreated skin to provide treatments for:
 - Mild to Moderate Wrinkles
 - Tone & texture
 - Pigmented lesions (including melasma)



Emerge Fractional Laser

- ❖ Easy to use, low cost fractional laser resurfacing
 - As little as \$500 USD per month
- ❖ High return on investment, and a great complement to Botox™ and filler treatments to build an aesthetic practice
- ❖ Proven technology and protocols from the inventor of micro fractional laser resurfacing

Palomar Fractional Development

- ❖ U.S. Patent No: 6,997,923 B2
- ❖ Filed: Dec 27, 2001
- ❖ Date of Issue: Feb. 14, 2006
- ❖ Assignees:
 - Palomar Medical Technologies. Inc.
 - Massachusetts General Hospital
- ❖ Broad claims covering stamping and scanning modes



Emerge Before & After Photos



Pre-Treatment



3 Months Post-Treatment

Emerge Before & After Photos



Pre-Treatment

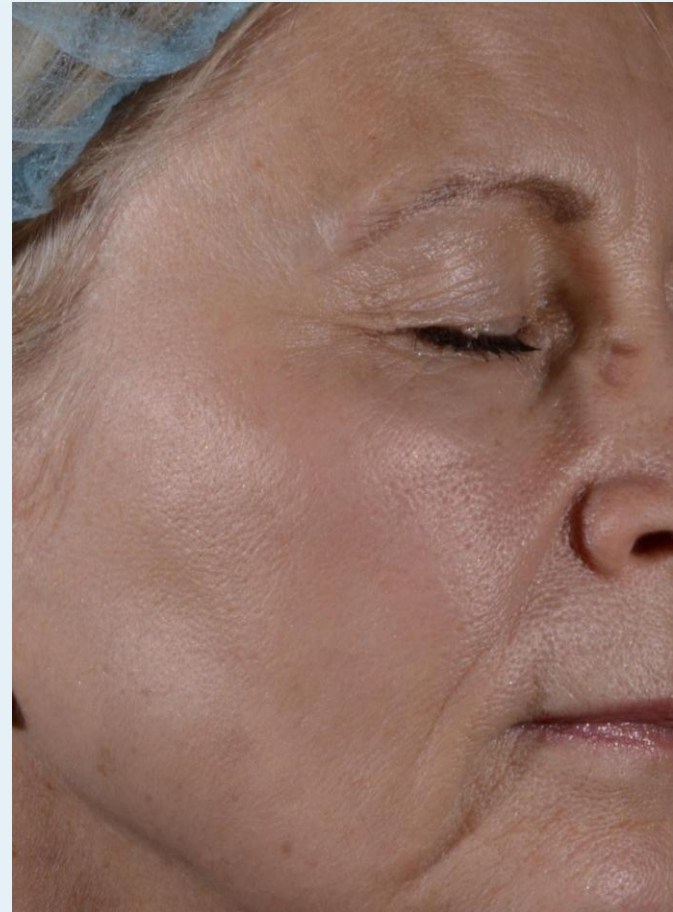


3 Months Post-Treatment

Emerge Before & After Photos



Baseline



3 months follow up

Emerge Before & After Photos

Baseline

3 months follow up



Baseline

3 months follow up



6/22/2011

Emerge Before & After Photos

Baseline

3 months follow up



Texture & Pore Size Improvement

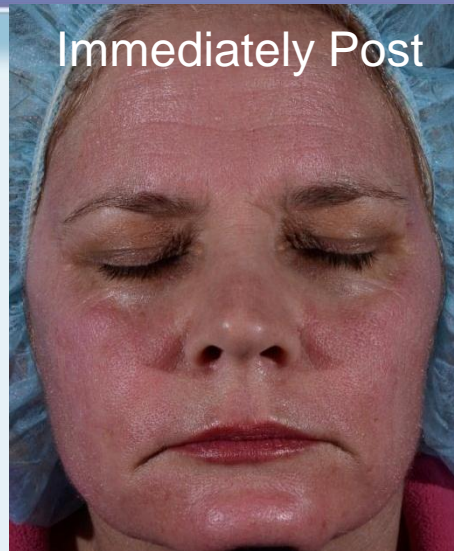
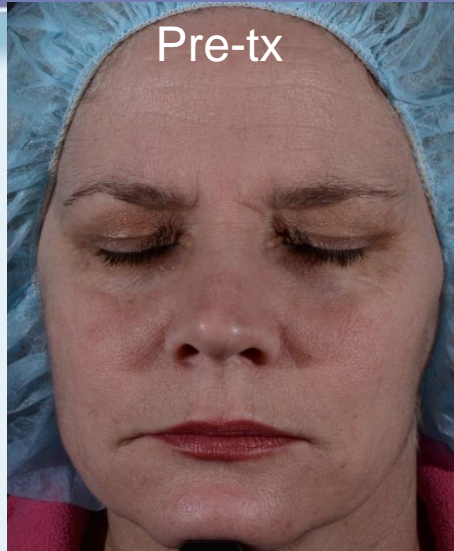
Baseline

3 months follow up



Emerge Healing Timecourse:

Tx: 30 mJ at 1.1 mm, 2 passes full face + 4 additional passes at periorbital wrinkles



Emerge Healing Timecourse:

Tx: 30 mJ at 1.1 mm, 2 passes full face + 4 additional passes at periorbital wrinkles



Skin Resurfacing

BASELINE

4 WEEKS

6 WEEKS



PALOMAR PRESET 4: 25 mj/mb, 2 passes



Pigmentation 4 months duration



Baseline



2 weeks after 2
treatments

Palomar Preset 4: 25 mj



Traumatic Pigmented Scar

Baseline

6 weeks after 2 treatments



Palomar Preset 4: 25mj



Acne Scar

baseline

2 weeks after 3 treatments



Palomar Preset 4: 25 mj/mb
2 passes + selective areas



Pox & Acne Scars

BEFORE



2 weeks after 3rd
TX



Palomar Preset 4: 25 mj/mb



Acne & Pox Scars

Baseline



4 weeks after 3rd Tx



Palomar Preset 4: 25 mj/mb

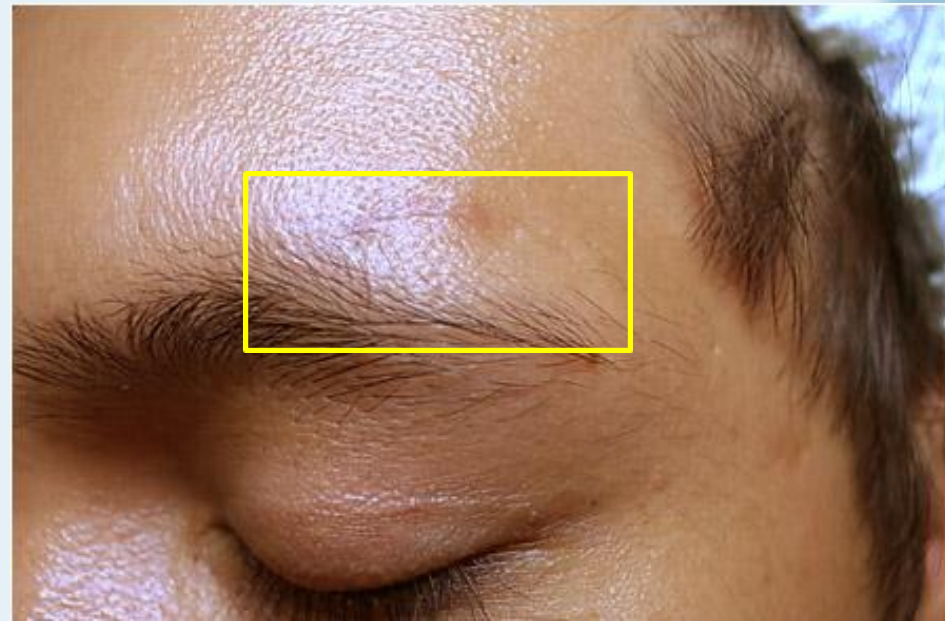


TRAUMATIC SCAR

BEFORE



AFTER



PALOMAR PRESET 4: 25 mj 2 weeks after 2nd treatment



Nasal Pores

Baseline



2 weeks after 4 treatments



Palomar Preset 4: 25 mj/mb

2 passes

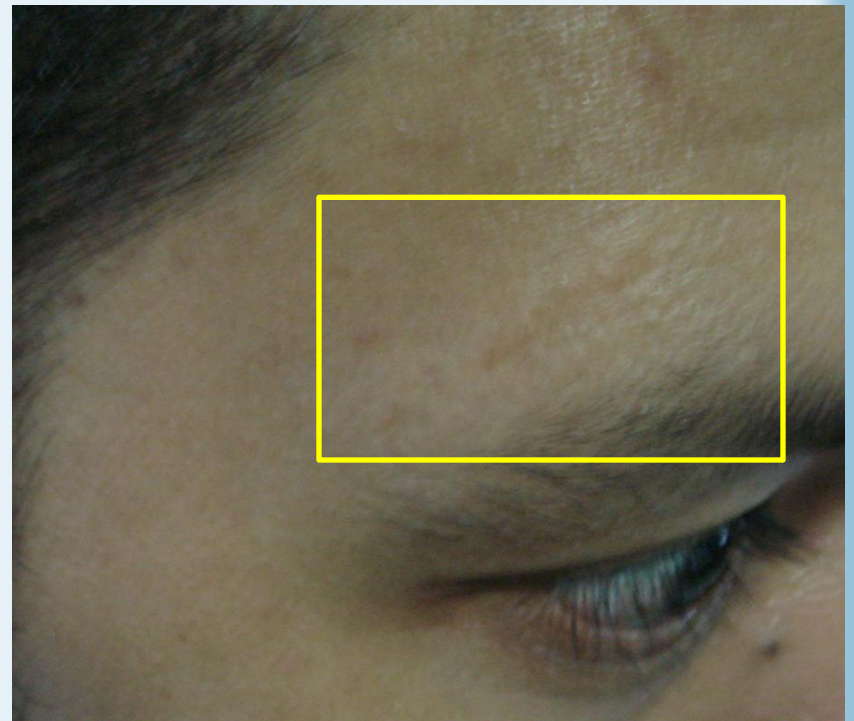


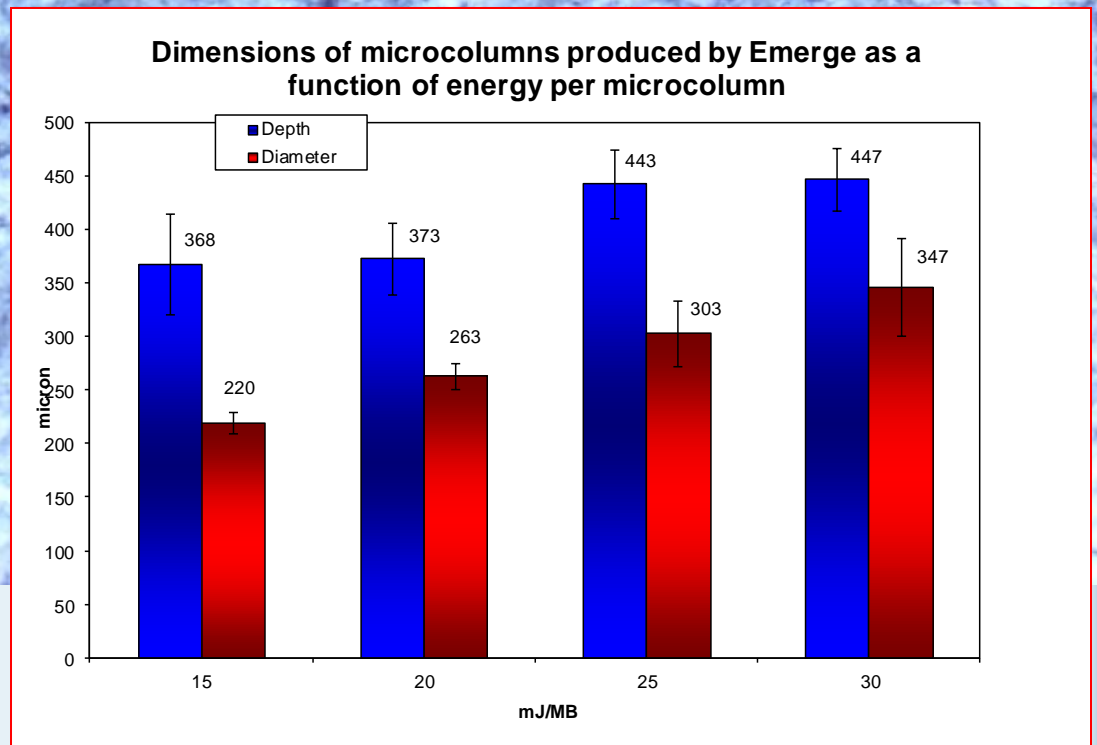
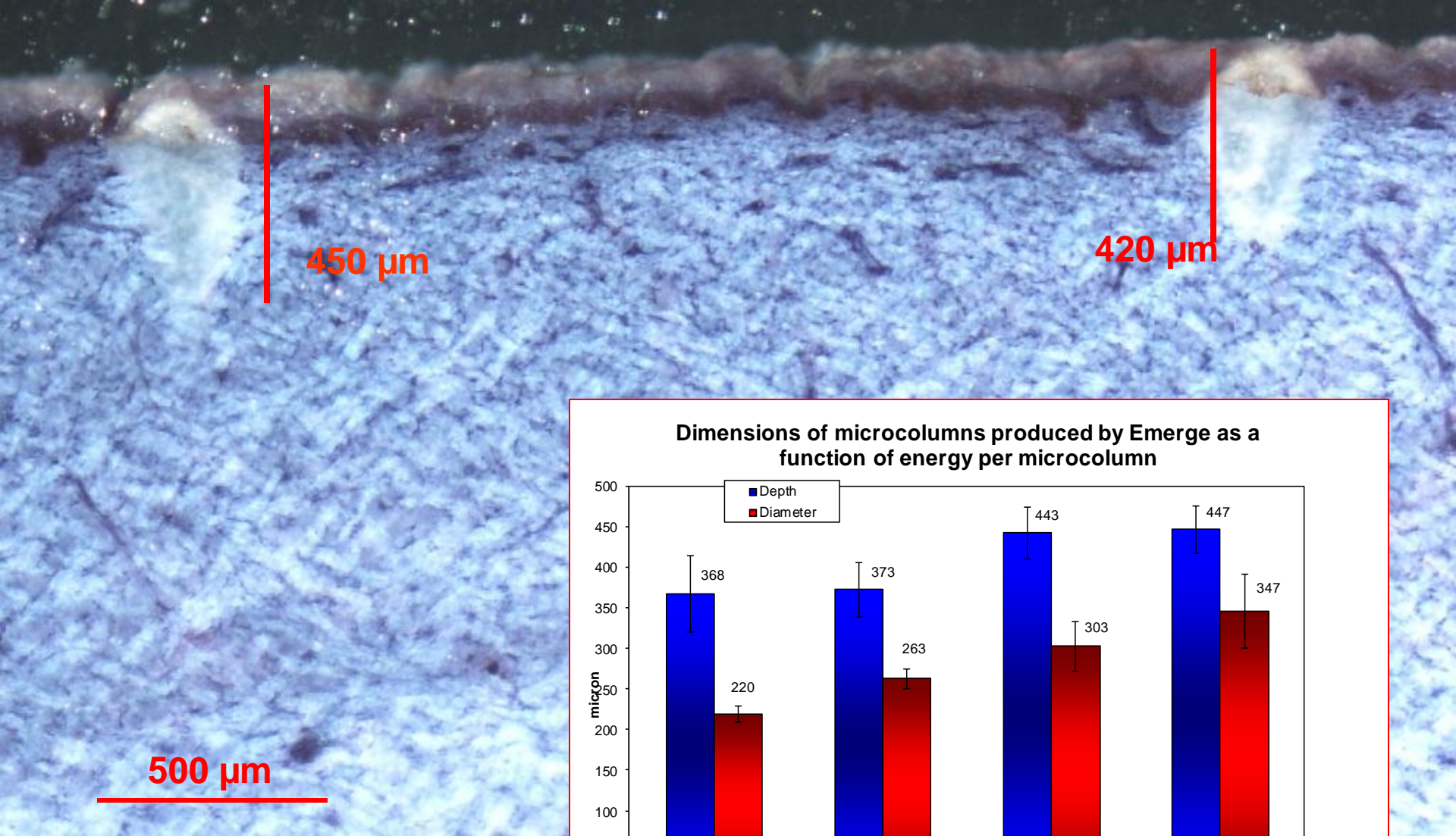
Traumatic Scar

BEFORE



1 Month after 4
Treatments





Emerge 30 mJ/ μ c
Histology ex vivo Yukatan pig
model
450 μ (410 – 500) depth of
columns



Emerge Clinical Study Summary

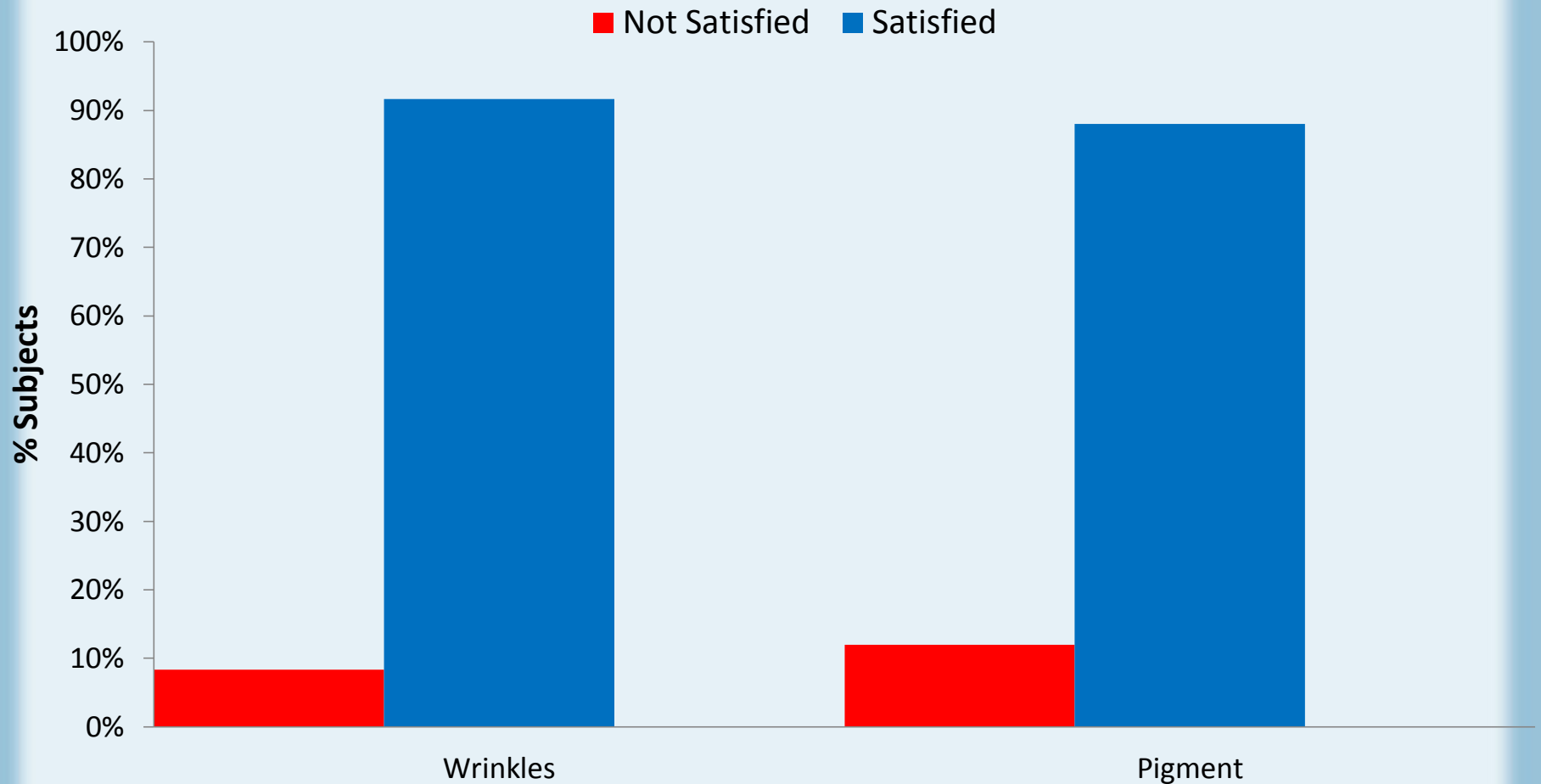
- ❖ 24 subjects enrolled with facial wrinkles and dyschromia
- ❖ Subjects received 3 treatments at 1 week interval
 - 2 passes full-face, no overlap with 2 to 4 additional passes at target periorbital and cheek wrinkles & pigmented lesions
 - Settings of 30 mJ/μc and 83 μc/cm²
 - Each scan of the device consisted of a 6x9 pattern of microdots delivered in 2.5 seconds. The cumulative coverage was up to 36% at targeted areas.
 - Total treatment time – average <30 minutes



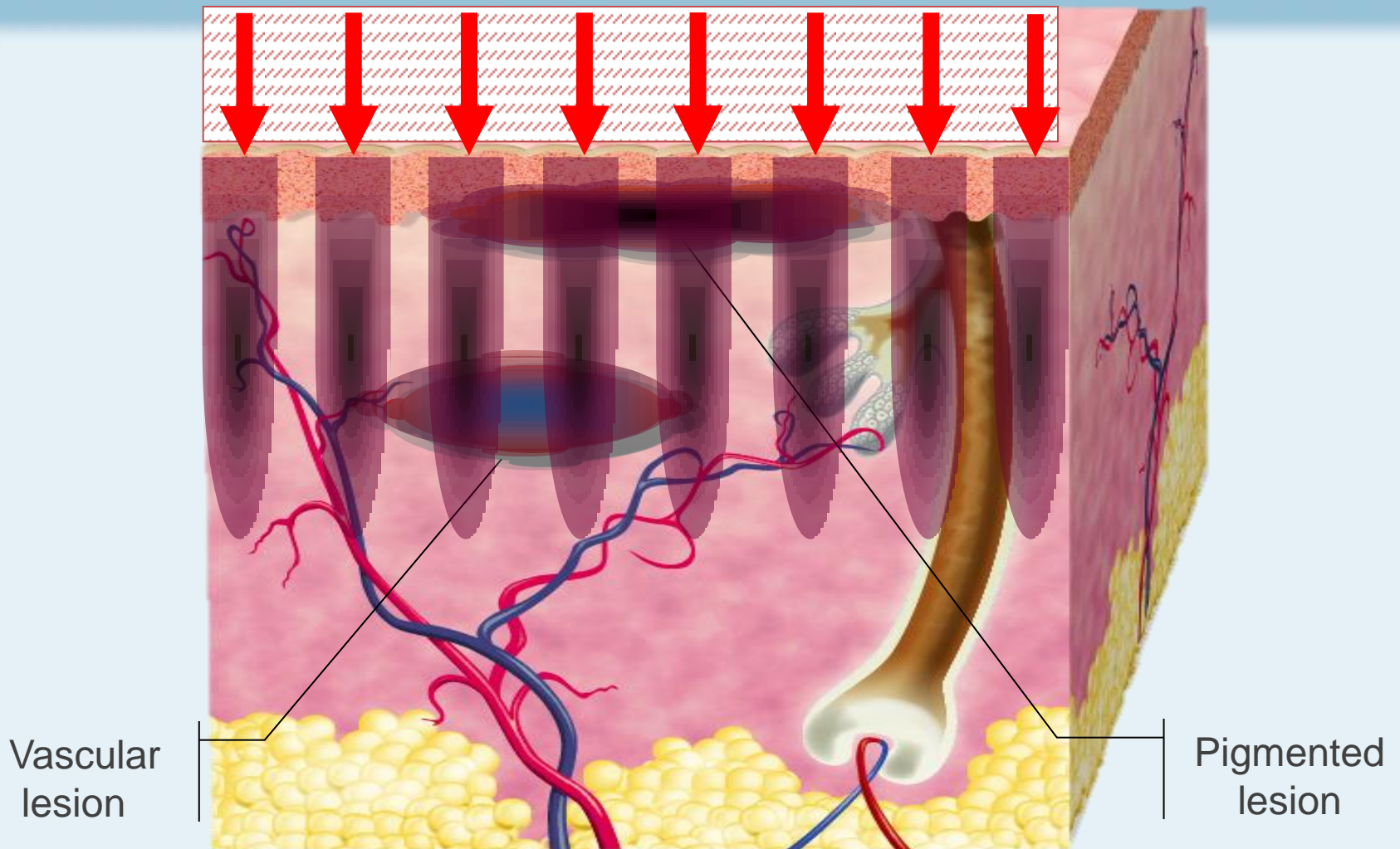
Emerge Clinical Study Summary

- ❖ Evaluations included blinded grading of standardized digital photography and subject questionnaires.
- ❖ If treatment was too uncomfortable subjects were offered opportunity to drop to lower setting and continue
 - In only 2 instances were settings lowered for full-face treatment

Subject Satisfaction



Fractional Photothermolysis



Emerge Application Modes

- ❖ Option 1: Manual Pulsing (stamp)
 - Focused area treatments
- ❖ Option 2: AutoGlide
 - For faster treatments
- ❖ Option 3: AutoStamp
 - For ease of use and enhanced comfort

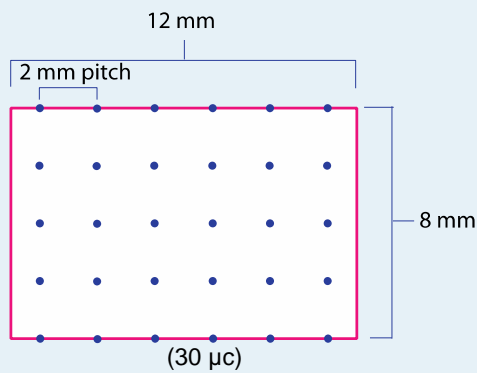


Emerge Treatment Protocol

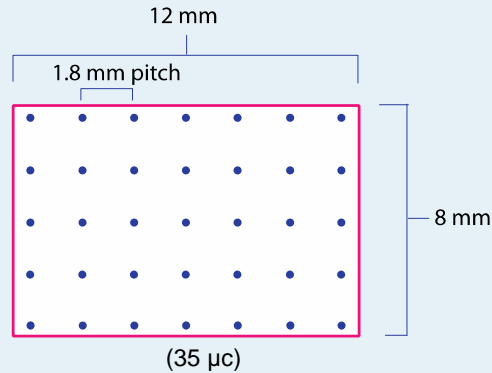
❖ Offers 5 pre-set treatment settings with 3 application modes

PALOMAR PRESET	ENERGY, mJ/μC	Pattern	Micro-columns per scan	Pitch (mm)	PASSES, NO OVERLAP	TREATMENT INTERVAL, (weeks)	Recommended For Skin Type
Facial Treatment Level 1	10	6 x 4	24	2	2	1-2	Darker V and VI Or clients with melasma or other conditions with the propensity to hyperpigment
Facial Treatment Level 2	15	6 x 4	24	1.8	2	1-2	Light V Or clients with Melasma or other conditions with the propensity to hyperpigment
Facial Treatment Level 3	20	8 x 5	40	1.5	2	1-2	Moderate and Darker III and IV
Facial Treatment Level 4	25	9 x 6	54	1.3	2	1-2	I-II and light III
Facial Treatment Level 5	30	10 X 7	70	1.1	2	1-2	I-II

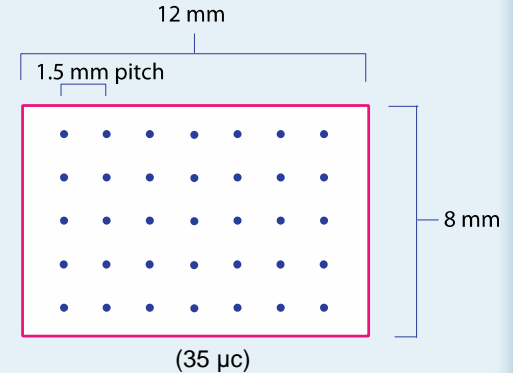
Emerge™ Fractional Laser Scans



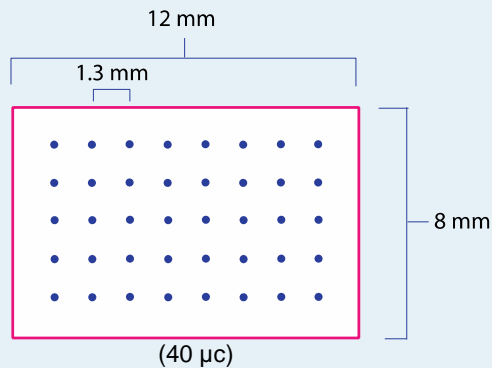
Level 1



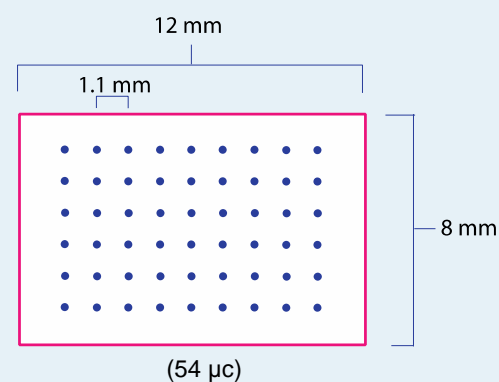
Level 2



Level 3



Level 4



Level 5

Emerge Manual Options

Pitch, mm	Density of mc-dots, 1/mm ²	Pattern, nominal (subject to real-time adjustment +/-1 dot each direction)	Micro- columns per scan	Presets	Preset Energies, mJ/μc
0.9	1.23	9 x 7	63		
1	1	10 x 7	70		
1.1	0.83	10 x 7	70	Level 5	30
1.3	0.59	9 x 6	54	Level 4	25
1.5	0.44	8 x 5	40	Level 3	20
1.8	0.31	6 x 4	24	Level 2	15
2	0.25	6 x 4	24	Level 1	10
2.2	0.21	6 x 4	24		
2.6	0.15	5 x 4	20		
3	0.11	4 x 3	12		

Emerge Fractional Laser

	Emerge
Wavelength	1410 nm
Laser Classification	1M (Eye Safe)
Treatment Window	12mm x 8mm
Fluence/Energy	10 mj to 30 mj
μC Diameter	Up to 350μ
Pitch	0.9 mm to 3.5 mm
Density of μC	11 to 123 μc per cm2
Pulse Width	Max 20 ms
Depth of Penetration	450μ
Delivery Modes	3 modes
Weight	8 lbs
Height	14"
Foot Print	7 3/4" Diameter



Pricing and Service

	End user pricing
Non-Energize System	\$24,900 USD
Replacement Hand piece	\$4,000 USD
Base warranty	2 years
Hand piece warranty	2 years or 50,000 scans whichever comes first



Provider ROI

- ❖ \$24.9K outright purchase
- ❖ Avg. Charge \$300/tx – 3 txs per client per month = \$900
 - \$500 monthly lease payment
 - \$400 profit per client
- ❖ Profitable with 1 new patient per month
- ❖ Complete, easy to use marketing package



The Business Builder Kit

The Palomar Business Builder Kit can help promote aesthetic treatments to existing patients and help acquire new patients by providing:

- ❖ Ads for Newspapers and Magazines
- ❖ Client Brochures
- ❖ Letters, Press Releases, Presentations, Coupons
- ❖ Before & After Photos
- ❖ Waiting Room Posters and Counter Cards



Clinical Support

- ❖ Palomar provides clinical material about laser and light-based aesthetic treatments
 - Case Studies
 - Clinical FAQs
 - Emerge Sample Treatment Forms
 - Clinical Hot Line

Customer Service & Depot Repair

- ❖ Technicians are available to troubleshoot system issues
- ❖ Our depot repair facility keeps systems running at optimal performance
- ❖ Industry-leading customer service



Comparison Chart

	Emerge	Clear & Brilliant
Wavelength	1410 nm	1440 nm
Laser Classification	1M (Eye Safe)	3R (Eye Protection Required)
Treatment Window	12mm x 8mm	Optical Rolling Scanner
Fluence/Energy	10 mJ to 30 mJ	4 mJ to 9 mJ
Mb Diameter	Up to 350μ	Up to 210μ
Pitch	0.9 mm to 3.5 mm	Variable Based on Hand Speed
Density of Mb	11 to 123 μc per cm ²	40 to 50 μc per cm ²
Pulse Width	Max 20 ms	Max 5ms
Depth of Penetration	450μ	400μ
Delivery Modes	3 modes	Optical Rolling Scanner
Weight	8 lbs	15 lbs
Height	14"	12 1/2"
Foot Print	7 3/4" Diameter	17 1/2" x 8"
Cost	\$24,900	(List) \$29,900
Disposable Tips	No	Yes (1 Tx @\$70)

What You Are Looking For In A Laser

- Money

Very Attractive Purchase price

Excellent ROI

- Safety

- Efficacy

- Simplicity

The Emerge has it all!

