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# EXELO<sub>2</sub> Fractional CO<sub>2</sub> Laser

## National Biological Corporation EXELO<sub>2</sub> Fractional CO<sub>2</sub> Laser Presentation





## High Patient Satisfaction = Referrals

- Superior German Quality & Engineering
- Next Generation of Fractional Lasers
- Unique Non-Sequential Scanner
- Integrated Air Cooling with Zimmer Cryo 6
- High Revenue Generation
- No Disposable Tips
- Fast Return On Investment
- 2 Year Warranty Standard



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# EXELO<sub>2</sub> Fractional CO<sub>2</sub> Laser

## Your Fractional Way to Beauty



### Applications

- Smooth out Wrinkles
- Remove / Reduce Scars & Burns
- Improvement of Striae – Stretch Marks
- Superficial Skin Lesions
- Skin Rejuvenation
- Skin Resurfacing
- Melasma
- Surgical Indications



## EXELO<sub>2</sub> – Scanner

Fast and Flexible



- Easy to use:
  - Treatment area can be changed directly on the handpiece
  - Unique Non-Sequential Scanner Patterns
  - Air Cooling is integrated into the handpiece
  - Integrated connection of the smoke evacuator

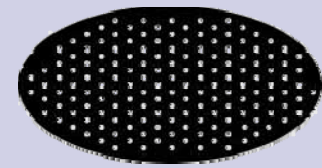
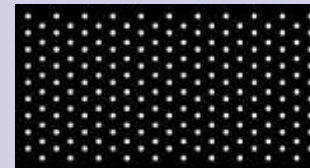
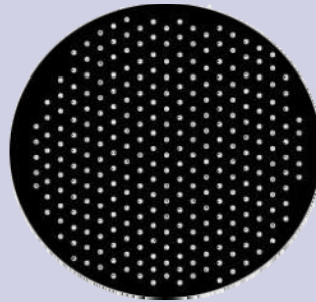
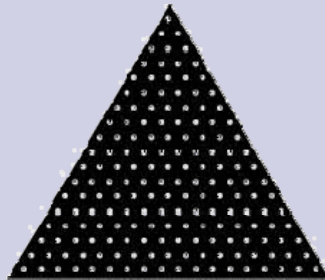
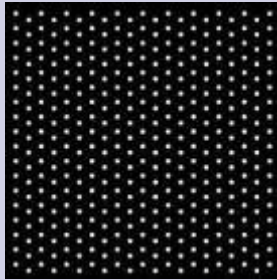
# EXELO<sub>2</sub> Fractional CO<sub>2</sub> Laser

	Quantel Derma EXELO <sub>2</sub>	Reliant Fraxel re:pair	Lumenis UltraPulse Encore	Lutronic eCO <sub>2</sub>	Lasering USA Mixto SX	DEKA Smartxide Dot
Random Mode (Pattern)	✓	n/a	✗	✓	✗	✗
Uniform dot density	✓	✗	✓	✓	✓	✓
Repeat Mode	✓	n/a	✓	✓	✓	✓
Soft Random Mode	✓	n/a	✗	✗	✗	✗
Paintbrush	✓	✓	✗	✓	✗	✗
Different Forms (Squares/Rectangles, Triangles, Circles & Ovals)	✓	n/a	✓	✓	✗	✓
Skin cooling*, (With Zimmer Cryo 6 Chiller)	✓	✗	✗	✗	✗	✗

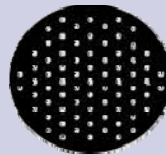
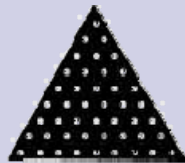
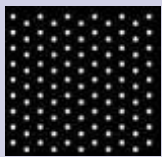
\*(Buying a laser without an integrated chiller is like buying a car without air conditioning)



Different Shapes:



Different Sizes:



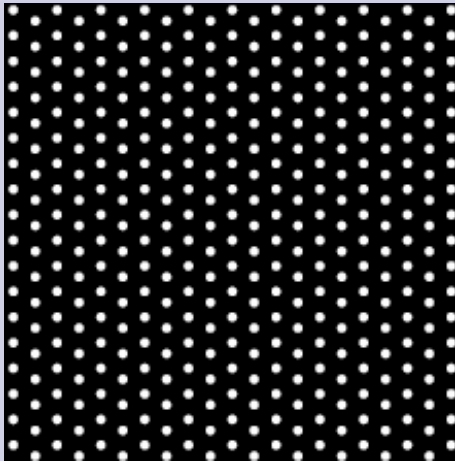
**Patterns and Sizes are selected on the Handpiece during treatments**



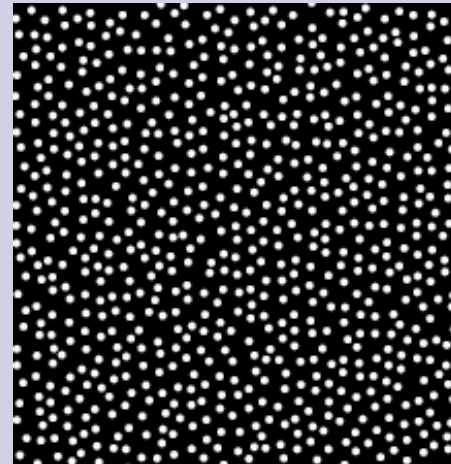
## Standard and Random Mode

Random Mode - For better appearance after treatment

Standard Mode



Random Mode



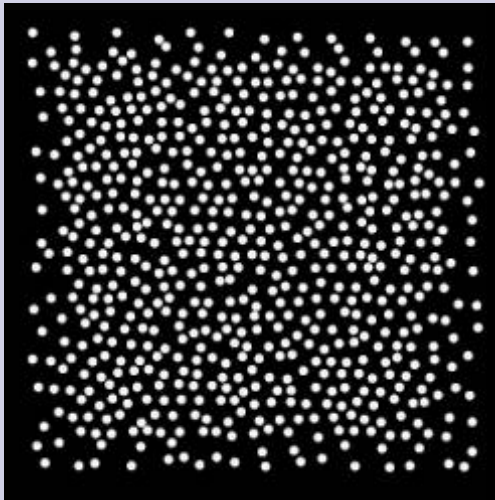
Random Mode sets spots irregular → Patterns will not be clearly visible



## Soft Random Mode & Paint Brush Mode

For better appearance at Borders, Overlapping and Feathering

Soft Random Mode



Every second point is missing at edges

Paint Mode

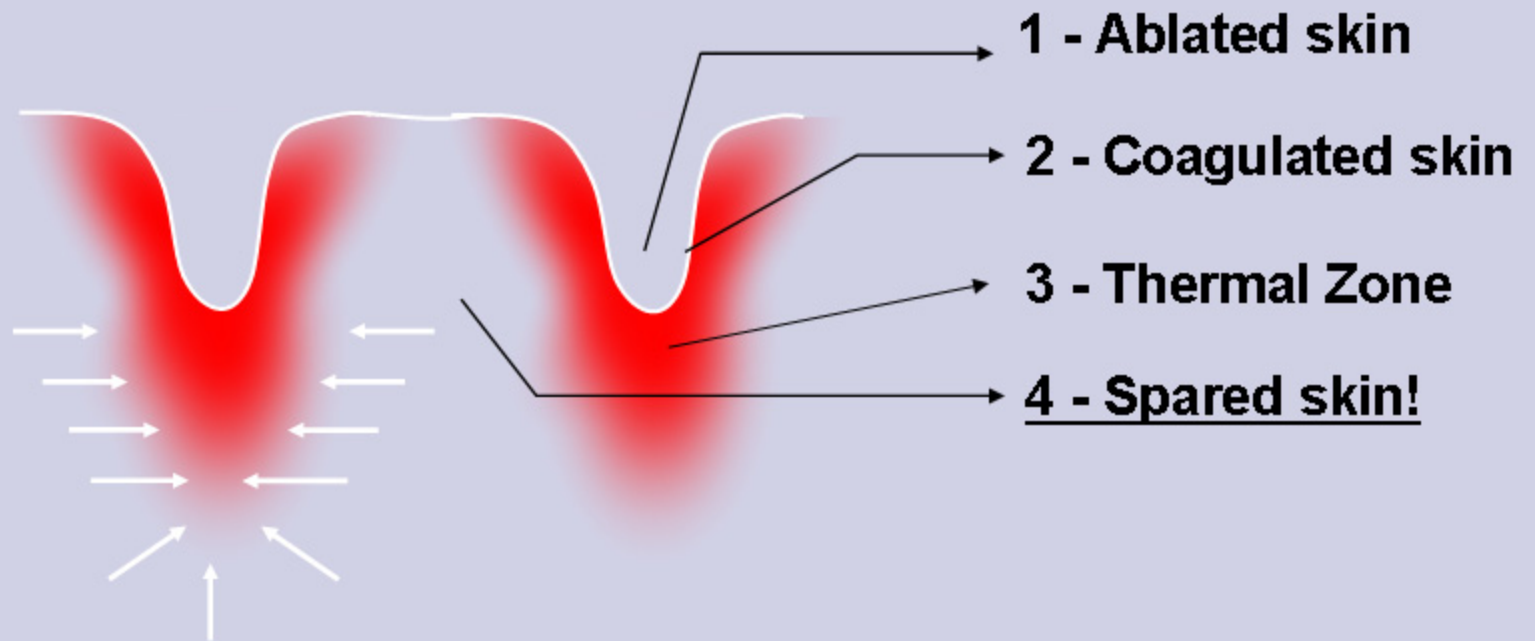


25 Pts, Round, 10 mm,  
Delay 0.1s, slowly moving



## Principle of Fractional Treatment

Ablative and Thermal Zones Create the Results  
Leaving Most of the Skin Intact for Fast Recovery



Tissue from Non-Ablated areas migrates into treated areas  
for Faster and Better healing

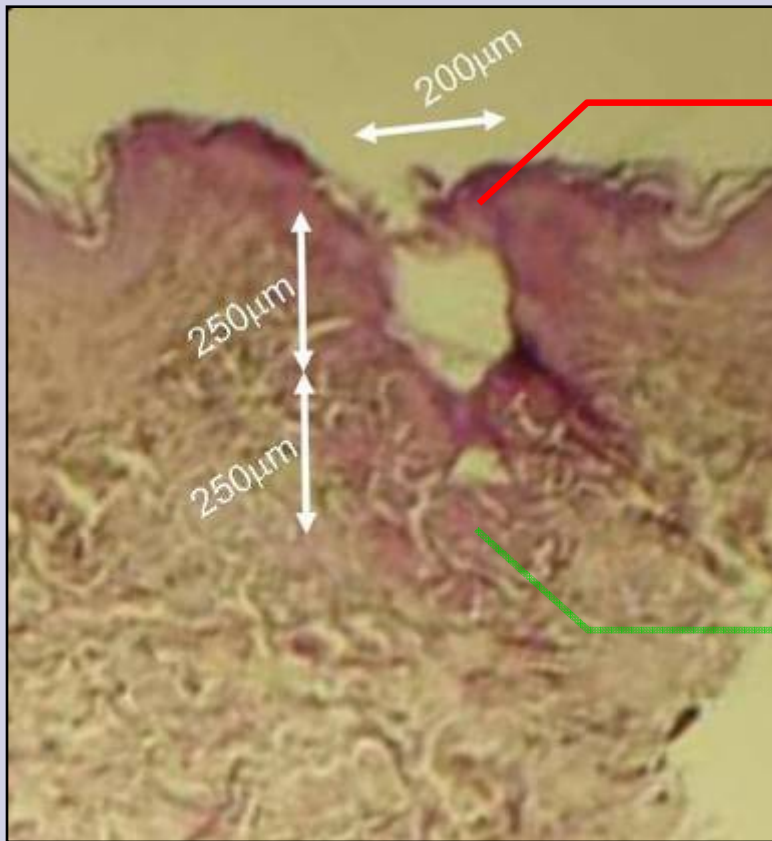


## EXELO<sub>2</sub> – Side effects

- Post treatments follow-up:
  - Erythema, edema and micro crusts 3 to 5 days after treatment
  - Tiny brownish crusts visible for approximately 2 to 4 days
  - Redness might appear for some days, worst case some weeks
- Pain
  - The pain during treatment is moderate (3.5 on a scale from 1 to 10)
  - A tingling sensation during treatment
  - A mild sunburn sensation up to 4 hours after treatment
  - The cooling system improves the comfort during treatment
  - Local anesthesia applied for the full face treatment



# Histological Results

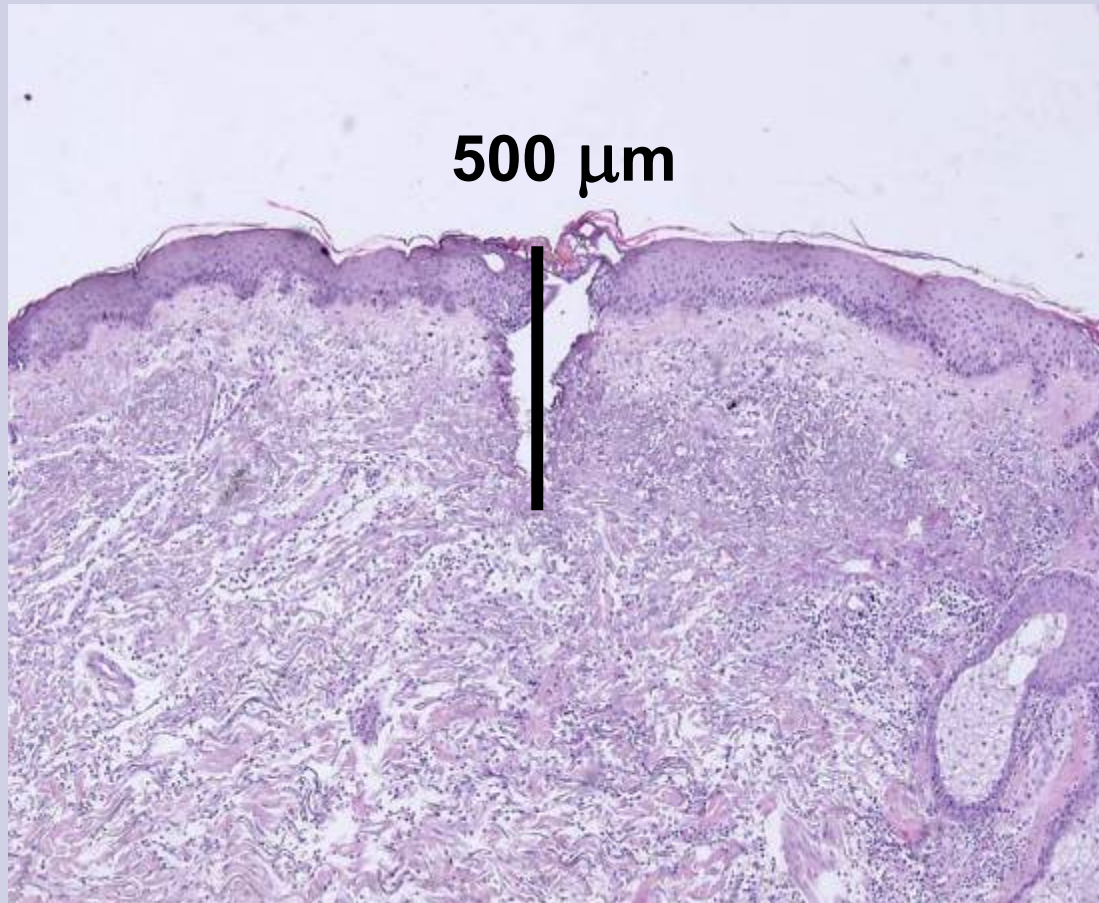


Ablated skin

Coagulated skin



# Histological Results

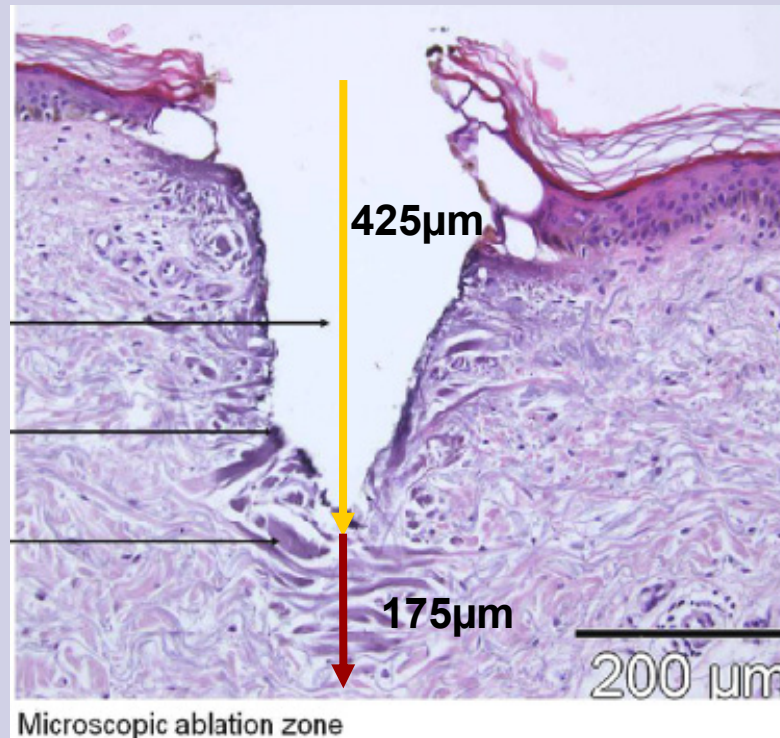


EXELO<sub>2</sub>: 40mJ, Density: 150pts/cm<sup>2</sup>



# Histological Results

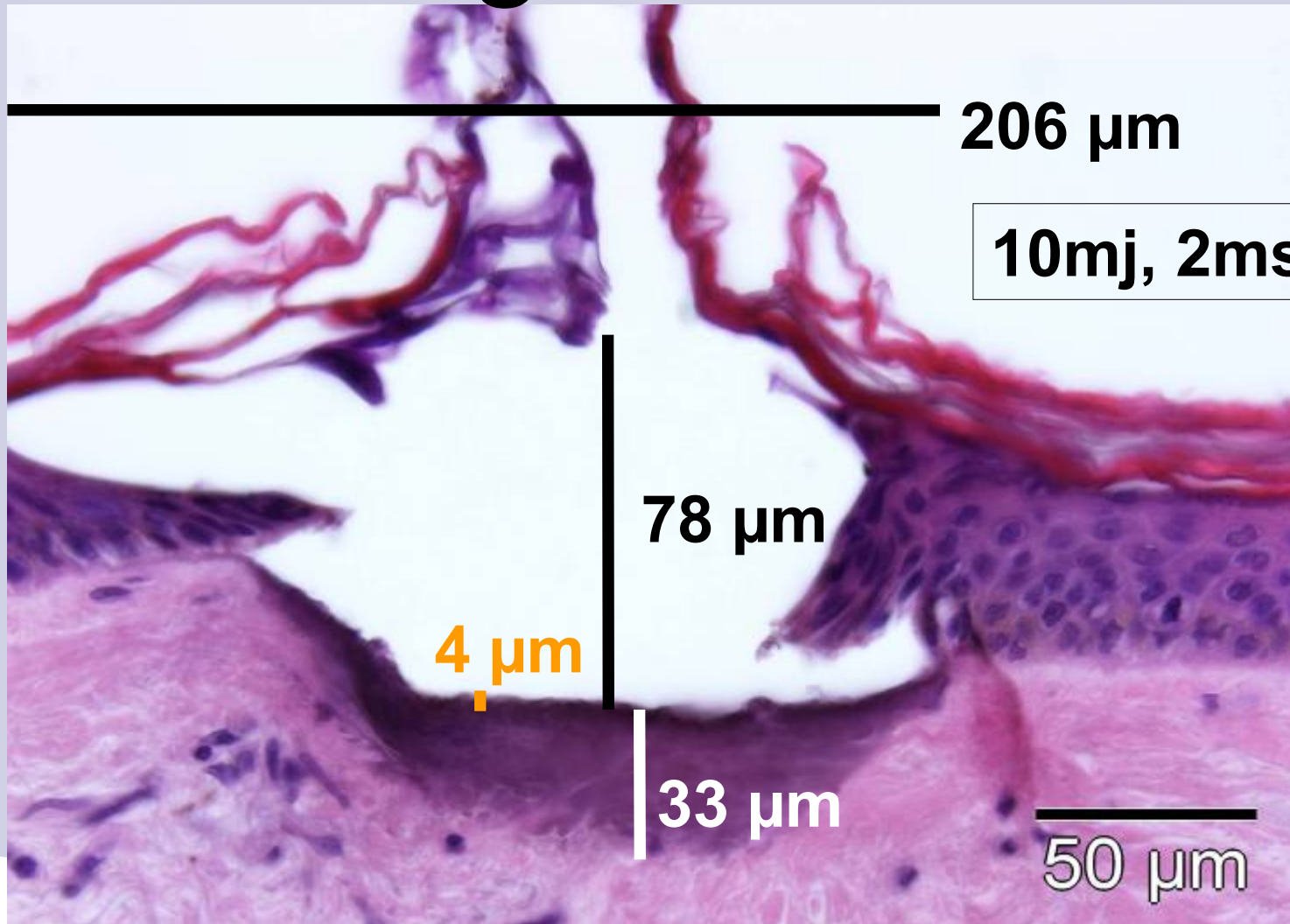
**Ablation**  
**Coagulation**  
**Thermal Zone**



**Optimal combination of  
Ablative Depth and Thermal Zones**

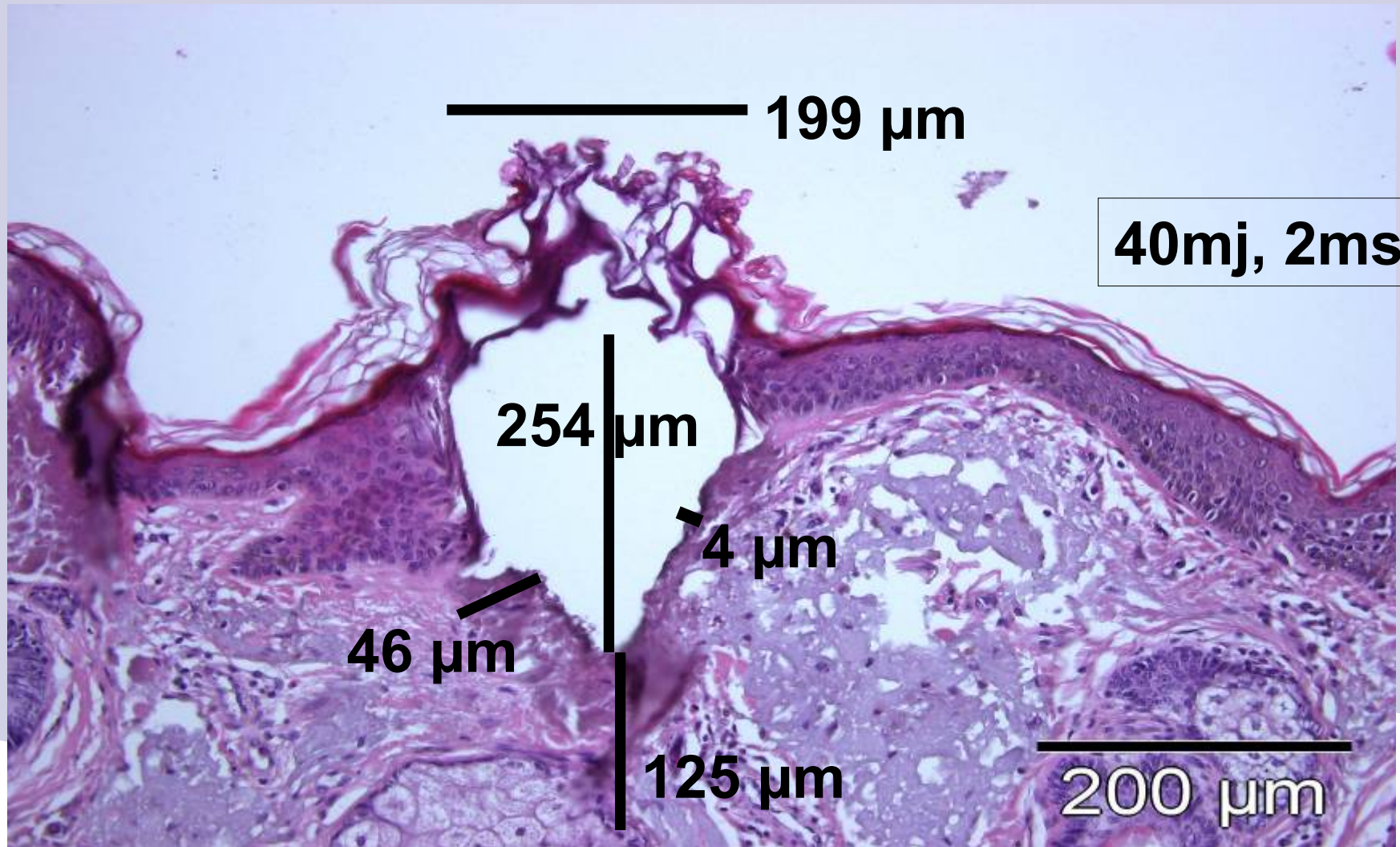


# Histological Results



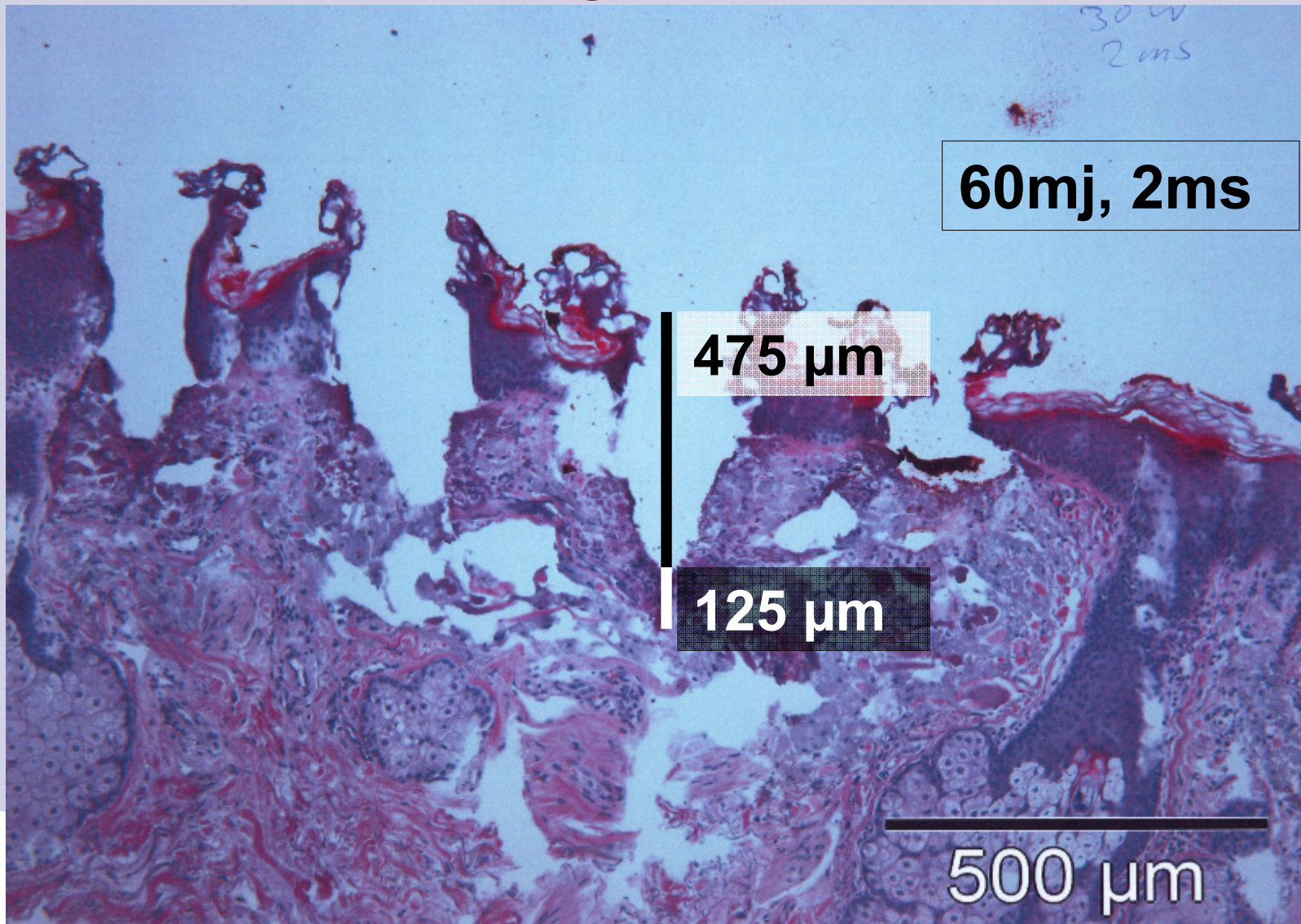


# Histological Results





# Histological Results





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## Periorbital Treatment



Before



1 Month after 1 Treatment

Face 40mj, 2ms, 200pts/cm<sup>2</sup> - Eyes 20mj, 2ms, 200pts/cm<sup>2</sup>

Zimmer Cryo 6 set on 3; Topical anesthetic only.

*Photo courtesy of Dr. Steve Goldman. Beachwood, Ohio*



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## Wrinkles and Sun Damage



Before



1 Month After 2 Full Face Treatments



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## Wrinkles and Sun Damage

co 2 BASELINE 6/4/2010 1:25:39 PM

co 2 FOLLOW UP 6/17/2010 4:51:56 PM



Before

2 weeks after 1 Treatment

*Photo courtesy of Dr. Gilly Munavalli, Charlotte, NC*

Face 40mj, 2ms, 200pts/cm<sup>2</sup> - Eyes 20mj, 2ms, 200pts/cm<sup>2</sup>

Zimmer Cryo 6 set on 3; Topical anesthetic only.



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## Periorbital Treatment

co 2 BASELINE 6/4/2010 1:25:50 PM



Before

co 2 FOLLOW UP 6/17/2010 4:52:11 PM



2 weeks after 1 Treatment

*Photo courtesy of Dr. Gilly Munavalli, Charlotte, NC*

Face 40mj, 2ms, 200pts/cm<sup>2</sup> - Eyes 20mj, 2ms, 200pts/cm<sup>2</sup>

Zimmer Cryo 6 set on 3; Topical anesthetic only.



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## Uneven Skin Texture



Before



After 2x Exelo 30mJ, 150pts



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## Neck and Décolleté



Before



After 3x Exelo, 20mJ, 150pts



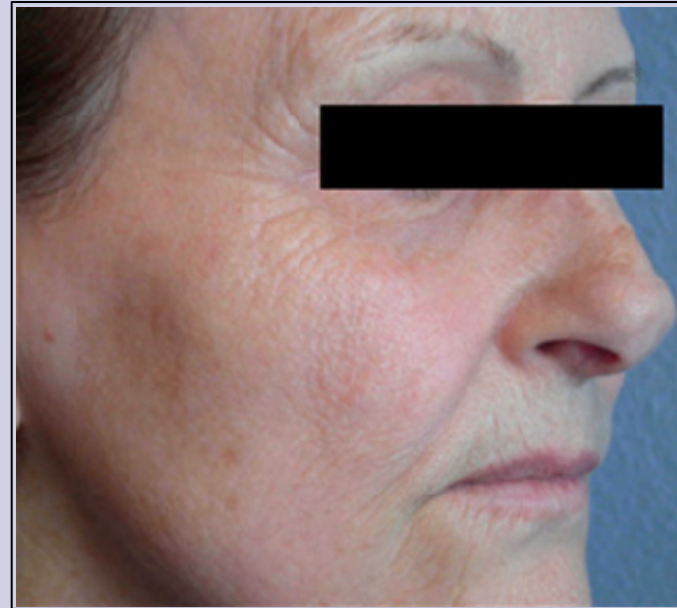
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# Wrinkles and Sun Damage



Before Treatment



3 Months after 1 Treatment

*Photo courtesy of Dr. Boineau, Paris, France*



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## Wrinkles and Sun Damage



Before



20 Months after 2 Treatments

*Photo courtesy of Dr. Boineau, Paris, France*



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## Medium - Striae



Before



After 3x Exelo 30mJ, 150pts



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## Melasma



Before



4 weeks after 5 treatments

*Photo courtesy of Dr. A. Kolbe, Reunion Island*

# Melasma



Before



3 weeks after 1 treatment

*Photo courtesy of JL Lévy, MD*



# Wrinkles



Before treatment



1 month after 1 treatment

*Photos courtesy of Dr. Boineau, Paris, France*



## Clinical Benefits

- Quick treatment - full face in 15 to 30 minutes
- Low Pain = Only Topical Anesthetic needed
- High Patient Satisfaction! = Referrals and patients wanting to do another treatment, if necessary.
- 1 to 3 Treatment sessions depending on amount of skin damage
- Short downtime – 2 to 4 days
- No Disposables
- Cooling and scanning modes = minimal risk of PIH

**What is the “True Cost” of a Laser your Patients Won’t Refer?**

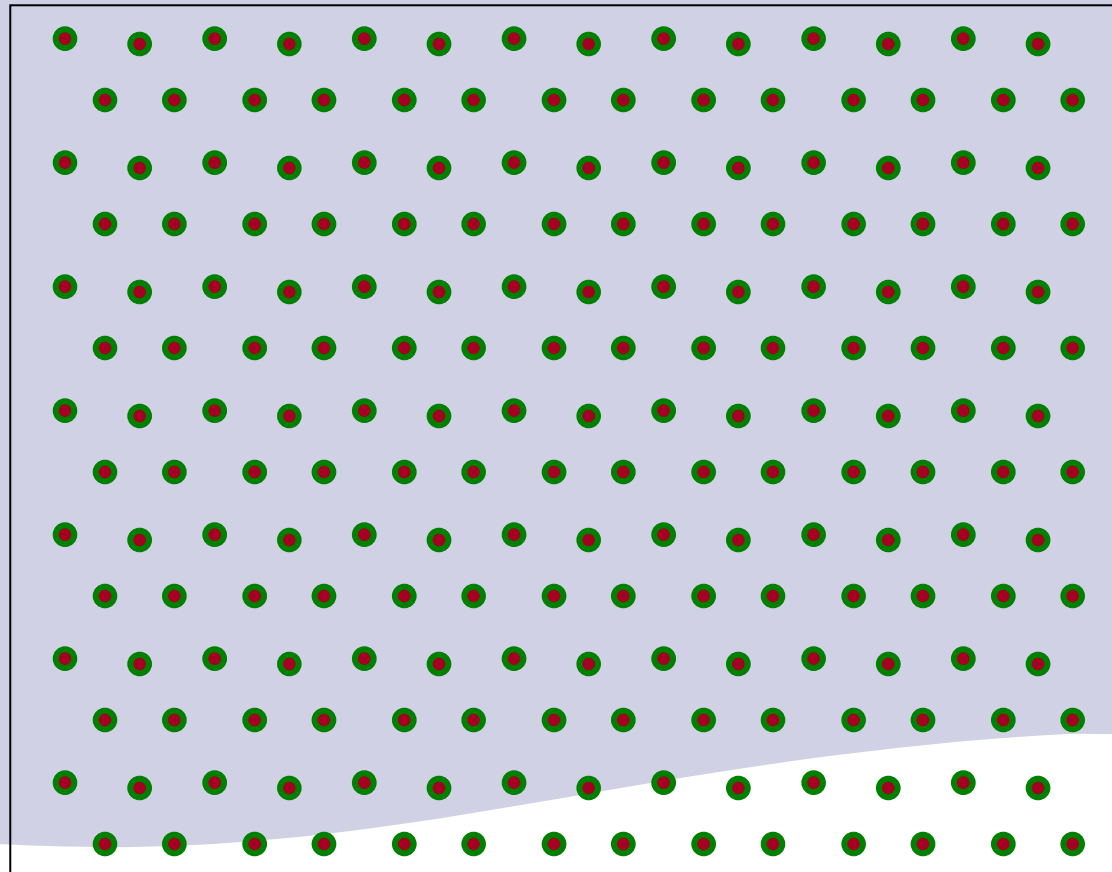


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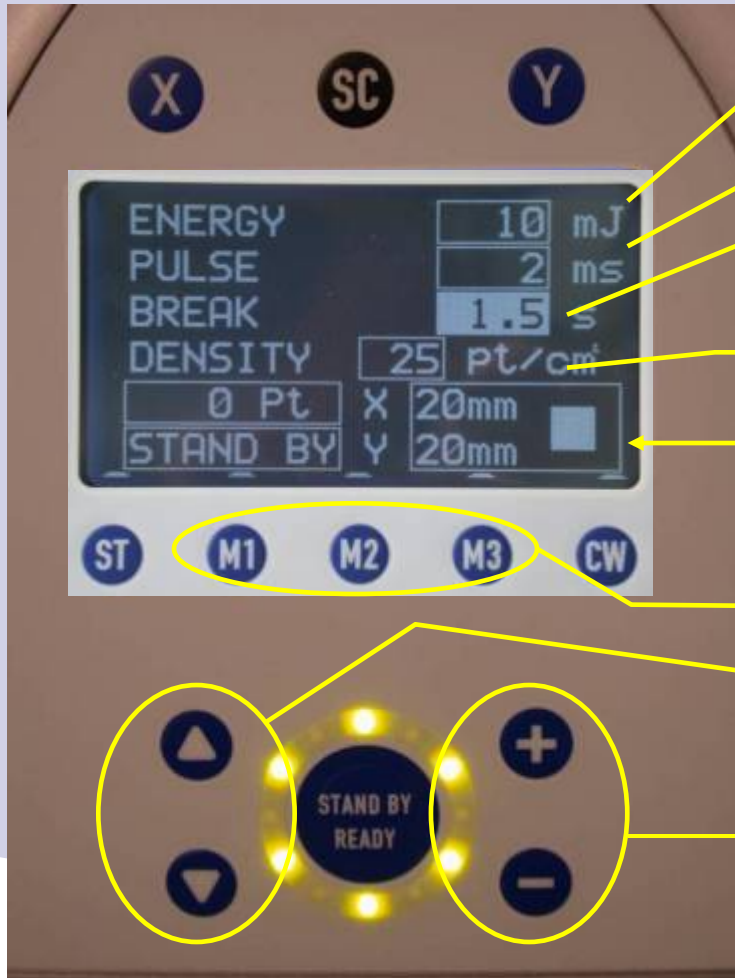
EXELO<sub>2</sub> Fractional CO<sub>2</sub> Laser

# Unique Non-Sequential Scanner Pattern

No Overheating of Healthy Skin  
Treating adjacent lines is avoided



## Easy to Operate



3 to 100 mJ

1 to 8ms

Set Repeat delay

25 to 200 pts/cm<sup>2</sup>

Adjust Spot Size

(1 x 1mm to 20 x 20mm)

3 Memory Settings

Select the parameters

Change the value



## Treatment Parameters – Guidelines in Manual

Treatment Parameters for the typical patient

Parameter	Value
Pulse duration	2ms
Density	200 pts/cm <sup>2</sup>
Energy thick skin on the face	40 to 60 mJ
Energy around the eyes	20 to 30 mJ
Energy neck, décolleté	15 to 20 mJ
Energy of the face	15 to 20 mJ

Pulse duration of 2ms & a Density setting of 200pts/cm<sup>2</sup> are recommended to start with.

(A lower Density can be used for areas of very thin skin)

See the manual for complete treatment parameters





## Competitor Comparison – EXELO<sub>2</sub>



**Multi-functionality:**

Yes, other indications for standard CO<sub>2</sub> lasers

**Side effects:**

LOW Pain, Fast Recovery

low due to skin cooling and small individual spots

**Clinical effect:**

Proven wavelength CO<sub>2</sub> 10,600 nm

with heat for collagen shrinking and Thermal effect

**Treatment time:**

Very short, due to large scanning area

**Treatment costs:**

NO DISPOSABLES

## Return on Investment for EXELO<sub>2</sub> Fractional CO<sub>2</sub> Laser

Full Face charge	\$2,500
Partial Face charge	\$400
Full Face patients per month	4
Partial Face patients per month	3

Full Face treatment time: 15 Minutes  
 Partial Face treatment time: 5 Minutes

Revenue Generated by the: **EXELO<sub>2</sub>**

Total Treatments per Month	7
Total Revenue per Month	<b>\$11,200</b>
Total Revenue per Year	<b>\$134,400</b>
Cost of EXELO <sub>2</sub>	<b>\$79,900</b>
<b>Profit in Year 1</b>	<b>\$54,500</b>
<b>Profit Generated over 2 yrs</b>	<b>\$188,900</b>
<b>Profit Generated over 5 yrs</b>	<b>\$592,100</b>

**Fractional laser procedures have quickly become one of the Most Requested Cosmetic Procedures today.**

**Is your Practice Offering What your Patients Want Most?**

## Return on Investment for EXELO<sub>2</sub> vs. Fraxel re:pair

Full Face charge	\$2,500
Partial Face charge <sup>(1)</sup>	\$400

EXELO<sub>2</sub> Full Face treatment time 15 Minutes

EXELO<sub>2</sub> Partial Face treatment time 5 Minutes

Revenue Generated by the: **EXELO<sub>2</sub>**

Total Treatments per Month	7
Total Revenue per Month	\$11,200
Total Revenue per Year	\$134,400
Disposable Cost of Tips <sup>(2)</sup>	\$0
Gross Profit the First Year	<b>\$134,400</b>
Cost of EXELO <sub>2</sub>	<b>\$79,900</b>
<b>Net Profit in Year 1</b>	<b>\$54,500</b>
<b>Net Profit Generated over 2 yrs</b>	<b>\$188,900</b>
<b>Net Profit Generated over 5 yrs</b>	<b>\$592,100</b>

<sup>(1)</sup>Partial Face treatments are not practical with the disposable tip cost.

Full Face patients per month	4
Partial Face patients per month	3

Fraxel Full Face treatment time 30 Minutes

Fraxel Partial Face treatment time 15 Minutes

Revenue Generated by the: **Fraxel re:pair**

Total Treatments per Month	7
Total Revenue per Month	\$11,200
Total Revenue per Year	\$134,400
Disposable Cost of Tips (\$400ea)	\$33,600
Gross Profit the First Year	<b>\$100,800</b>
Cost of Fraxel re:pair	<b>\$120,000</b>
<b>Net Profit in Year 1</b>	<b>-\$19,200</b>
<b>Net Profit Generated over 2 yrs</b>	<b>\$81,600</b>
<b>Net Profit Generated over 5 yrs</b>	<b>\$384,000</b>

<sup>(2)</sup>The EXELO<sub>2</sub> does NOT require any Disposable Tips per treatment.

**The EXELO<sub>2</sub> offers greater Flexibility and Revenue Generation than the Fraxel**



## EXELO<sub>2</sub> – Technical Specifications

Laser type	CO <sub>2</sub>
Laser class	4
Wavelength	10,600 nm
Beam diameter	< 250 μm
Operating mode	Fractional / continuous wave (cw)
Energy density	25 – 200 pts/cm <sup>2</sup>
Pulse width	1 – 8 ms + cw
Treated area	1mm <sup>2</sup> to 20 mm <sup>2</sup>
Output power	40 W
Skin cooling	air cooled (optional)
Power requirements	100 - 240 V, 10 A, 50/60 Hz
Dimensions (L x W x H)	70 x 34 x 41 cm