

NEOCUTIS®



SynergyAesthetics.com

NEOCUTIS®

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| PRODUCT | USE | DESCRIPTION | BENEFITS | KEY INGREDIENTS |
|-------------------|-------|---|---|--|
| Bio Cream | PM | Overnight Soothing Cream | Preserve with Growth Factors Moisturize and Replenish | PSP, Glycerin, Wheat Germ Oil, Borage Seed Oil |
| Bio Cream Riche | PM | Bio-Restorative Skin Balm | Preserves with Growth Factors, Intense Hydration, Replenishing, can be used in Conjunction with Prescriptive Skincare | PSP, Wild Yam Root Extract, Glycerin, Wheat Germ Oil, Borage Seed Oil |
| Bio Gel | AM/PM | Moisturizing Hydrogel | Preserves with Growth Factors, Hydrates, Replenishing | PSP, Sodium Hyaluronate, Glycerin |
| Bio Serum Firm | AM/PM | Intense Anti-Aging Treatment | Supercharged with Growth Factors, Hydrates, Lifts, Tightens | PSP, Sodium Hyaluronate, Pullulan, Algae-Extract |
| Micro Day | AM | Revitalizing & Tightening Day Cream SPF 30 | Revitalize with Proprietary Peptides, Hydrates, Defends, Protects with SPF and Replenishes | Octinoxate, Zinc Oxide, PSP, Glycerin, Sodium Hyaluronate, Green Tea Extract, Vitamin C, Vitamin E, Melanin |
| Micro Night | PM | Tightening Cream | Revitalizes with Proprietary Peptides, Hydrates and Replenishes | Proprietary Peptides, Glycerin, Wheat Germ Oil, Borage Oil |
| Micro Night Riche | PM | Extra Moisturizing Overnight Tightening Cream | Revitalizes with Proprietary Peptides, Intensively Hydrates & Soothes, Replenishes | Proprietary Peptides, Petroleum, Wild Yam Root Extract, Glycerin, Wheat Germ Oil, Borage Oil |
| Micro Gel | AM/PM | Moisturizing Hydrogel | Anti-Aging with Proprietary Peptides, Hydrates and Replenishes | Proprietary Peptides, Sodium Hyaluronate, Glycerin |
| Micro Serum | AM/PM | Intensive Anti-Aging & Tightening Treatment | Intensively Revitalizes with Proprietary Peptides, Tightens and Hydrates | Proprietary Peptides, Sodium Hyaluronate, Pullulan, Algae Extract |
| Micro Eyes | AM/PM | Tightening Eye Cream | Revitalizes with Proprietary Peptides, Dissipates Under Eye Puffiness, Hydrates and Brightens | MPC, Glycerin, Sodium Hyaluronate, Glycyrrhetic Acid, Caffeine, Bisabolol, Vitamin C |
| Micro Eyes Riche | AM/PM | Extra Moisturizing Tightening Eye Cream | Revitalizes with Proprietary Peptides, Dissipates Under Eye Puffiness, Hydrates, Brightens and Soothes | Proprietary Peptides, Petroleum, Wild Yam Root Extract, Glycerin, Sodium Hyaluronate, Glycyrrhetic Acid, Caffeine, Bisabolol |



| PRODUCT | USE | DESCRIPTION | BENEFITS | KEY INGREDIENTS |
|--------------------|-------|--|--|---|
| Micro Gel | AM/PM | Moisturizing Hydrogel | Anti-Aging with Proprietary Peptides, Hydrating & Replenishing | Proprietary Peptides, Sodium Hyaluronate, Glycerin |
| Micro Serum | AM/PM | Intensive Anti-Aging and Tightening Serum | Intensively Revitalizing with Proprietary Peptides, Tightens and Hydrates | Proprietary Peptides, Sodium Hyaluronate, Glycerin |
| Micro Body | AM/PM | Rejuvenating Cream | Revitalize with MPC, Moisturize, Exfoliate and Retexturize | MPC, Ceramides, Salicylic Acid, Petroleum, Glycerin, Sodium Hyaluronate |
| Lumiere Firm | AM/PM | Combination Anti-Aging Eye Cream | Preserves with Growth Factors, Revitalizes with Proprietary Peptides, Assists with Puffiness, Under-Eye Circles, Crows Feet and Texture | Growth Factors, Proprietary Peptides, Caffein, Sodium Hyaluronate, Bisabolol, Glycyrrhetic Acid, Glycerin, Vitamin C |
| Lumiere Firm Riche | AM/PM | Intensively Hydrating Combination Anti-Aging Eye Cream | Preserves with Growth Factors, Revitalizes with Proprietary Peptides, Assists with Puffiness, Under-Eye Circles, Crows Feet and Texture. Intensive Hydration | Growth Factors, Proprietary Peptides, Caffein, Sodium Hyaluronate, Bisabolol, Glycyrrhetic Acid, Glycerin, Vitamin C, Wild Yam Extract |
| NeoFirm | AM/PM | Neck & Decollete Tightening Cream | Revitalizes with Proprietary Peptides, Tightens, Retexturizes, Defends and Hydrates | Proprietary Peptides, Sodium Carboxymethyl, Betaglucon, Beet Root Extract, Glycerin, Glycolic Acid, Vitamin C, Argan Oil, Jojoba Oil, Wild Yam Root Extract |
| Journee | AM | Revitalizing Day Cream SPF | Preserve with PSP, Hydrate, Defend and Protect | Octinoxate, Zinc Oxide, PSP, Glycerin, Sodium Hyaluronate, Green Tea Extract, Vitamin C, Vitamin E, Melanin |
| Journee Riche | AM | Bio-restorative Day Balm Broad-spectrum Sunscreen SPF 30 | Preserve with PSP, Intensely Hydrate and Soothe, Defend and Protect | Octinoxate, Zinc Oxide, PSP, Glycerin, Sodium Hyaluronate, Green Tea Extract, Vitamin C, Vitamin E, Melanin, Petroleum, Wild Yam Extract |



| PRODUCT | USE | DESCRIPTION | BENEFITS | KEY INGREDIENTS |
|------------------------|-------|---|---|---|
| Hyalis+ | AM/PM | Intensive Hydrating Serum | Intensively Hydrates and Soothes and Comforts | Low Molecular Weight SH, High Molecular Weight SH, Hyaluronic Acid Elastomer, Hydrolized SH, Sodium Polyglutamate, Acetyl Glucosamine |
| Aftercare | AM/PM | Post-Treatment Soothing Cream | Supports Skin Regeneration with Growth Factors, Intensively Hydrates and Soothes, Comforts and Protects | Growth Factors, Glycerin, Lipids, Wild Yam Root Extract, Dimethicone, Proprietary Peptide Blend |
| NeoCleanse Gentle | AM/PM | Gentle Skin Cleanser | Purify, Hydrate and Clean | Glycerin |
| NeoCleanse Exfoliating | AM/PM | Exfoliating Skin Cleanser | Retexturize with Glycolic Acid, Hydrate, Clean and Prime | Glycolic Acid, Glycerin |
| Prism+ | AM | Defense Cream with SPF 43 | Defend, Protect, Experience | Zinc Oxide, Octinoxate, Octisalate, Tocopherol, Beeswax, Caprylic Triglyceride |
| Perle | AM/PM | Skin Brightening Cream | Revitalize with MEGAPLEX, Replenish | Sodium Glycerophosphate, Undecylenoyl Phenylalanine, Leucine, Glycerine, Jojoba Oil |
| Nouvelle+ | PM | Retinol Correction Cream | Revitalize with MEGAPLEX, Renew with Retinol | Sodium Glycerophosphate, Undecylenoyl Phenylalanine, Phenylethyl Resorcinol, Leucine, Retinal, Bisabolol |
| Reactive+ | AM/PM | Anti-Oxidant Serum with SPF 45 Protection | Revitalize with VITAPLEX C | Octinoxate, Zinc Oxide, Vitamin C, Vitamin E, Creatine |
| Pêche | AM/PM | Redness Control | Revitalize with ROSAPLEX and Hydrate | Sodium Dextrane Sulfate, Zinc PSA, Caffeine, Glycerin |



bio cream

OVERNIGHT SMOOTHING CREAM



SKIN TYPE

All skin types

RITUAL

Apply PM to face, neck and décolleté.

BENEFITS

Preserve with Growth Factors (PSP®)

- Helps reduce the appearance of fine lines and wrinkles with PSP
- Improves skin tone and texture
- Enhances the feel of skin firmness

Moisturize

Nourishing oils moisturize skin to promote a more refined tone and texture

Replenish

- Helps restore skin's healthy appearance after cosmetic or dermatological procedures
 - Can be used as adjunctive skincare with topical prescription medications
-

KEY INGREDIENTS

PSP (anti-aging), Glycerin (moisture-infusing), Wheat Germ Oil (moisturizing), Borage Seed Oil (moisturizing)



bio•cream riche

Bio-restorative Skin Balm



SKIN TYPE

Dry skin

RITUAL

Apply PM to face, neck and décolleté.

BENEFITS

Preserve with PSP®

- Renews the feel of skin suppleness and softness
- Helps smooth the appearance of lines and wrinkles with 0.05% PSP

Intensively Hydrate

- Promotes suppleness and smoothness with moisturizing lipids combined with hydrating Glycerin
- Nourishing oils moisturize skin to promote a more refined tone and texture
- Wild Yam Root Extract helps counteract dryness and textural skin changes associated with climate and/or hormonal shifts

Replenish

- Helps replenish skin after cosmetic or dermatological procedures
- Can be used as adjunctive skincare with topical prescription medications

A richer, more emollient version of BIO•CREAM

KEY INGREDIENTS

PSP (anti-aging), Petrolatum (moisturizing), Wild Yam Root Extract (skin-conditioning), Glycerin (moisture-infusing), Wheat Germ Oil (moisturizing), Borage Seed Oil (moisturizing)



bio gel

Moisturizing Hydrogel



SKIN TYPE

Normal to oily skin

RITUAL

Apply AM/PM to face, neck and décolleté.

BENEFITS

Preserve with Growth Factors

- Helps reduce the appearance of fine lines and wrinkles
- Improves skin tone and texture
- Enhances the appearance of skin firmness

Hydrate

- Unique hydrogel formula provides just the right measure of skin-plumping hydration with SH
- May help to counteract the drying effects of topical medications

Replenish

- Lightweight formula helps soothe and refresh skin after cosmetic or dermatological procedures
- May be used as adjunctive skincare with topical prescription medications

Oil-free hydrogel texture is ideal for men

KEY INGREDIENTS

Growth Factors (anti-aging), Sodium Hyaluronate (hydrating), Glycerin (moisture-infusing)



bio serum firm

Rejuvenating Growth Factor & Peptide Treatment



SKIN TYPE

All skin types

RITUAL

Comprehensive anti-aging treatment should be applied AM/PM to the entire face, neck, and décolleté.

BENEFITS

Restore with Proprietary Peptides

- Supports Collagen and Elastin production
- Improves firmness, elasticity, tone, and texture

Rejuvenate with Human Growth Factors

- Diminishes the appearance of fine lines and wrinkles
- Redefines the look of facial contours

Hydrate with combination formulation

- Increases skin hydration for enhanced skin smoothness and luminosity
- Plumps up the appearance of skin

Clinical Benefits¹

Fast results by Day 6

- Smoother, tighter, firmer, and more hydrated skin (patient response)
- Improved texture and brighter skin (clinical grader assessment)

Continued improvements at Week 8 (% of patients)

- Texture (94%)
- Brightness (92%)
- Smoothness (88%)
- Fine lines and wrinkles (eyes, mouth) (77%)

Highest concentrations of Proprietary Peptides (0.02%) and Human Growth Factors (0.1%)

KEY INGREDIENTS

Proprietary Peptides (anti-aging: supports Collagen; Elastin, Hyaluronic Acid [HA]); Human Growth Factors (anti-aging: supports Collagen and HA production); Sodium Hyaluronate: low and high molecular weight (hydrating); Arginine (antioxidant, increases skin hydration, supports Collagen production); Glycerin (moisture-infusing); Acetyl Glucosamine (promotes HA synthesis, skin-brightening, exfoliating); Glutamine (supports Collagen production); Pullulan (tightening); Algae Extract (moisture-infusing, firming)

Reference:

¹1. Data on File, Merz North America, Inc., Raleigh, NC.

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PAIRED FOR



POWER

Introducing **BIO SERUM FIRM**

Combined powerhouse technologies. Advanced anti-aging results.

Put time on their side with the Human Growth Factors + Proprietary Peptides serum with proven results in less than a week



The spectrum of simply smarter skincare starts here.

NEOCUTIS®

Quick anti-aging results and ongoing improvement¹

Noticeable difference as early as **Day 6**

Patients (%) said their skin felt

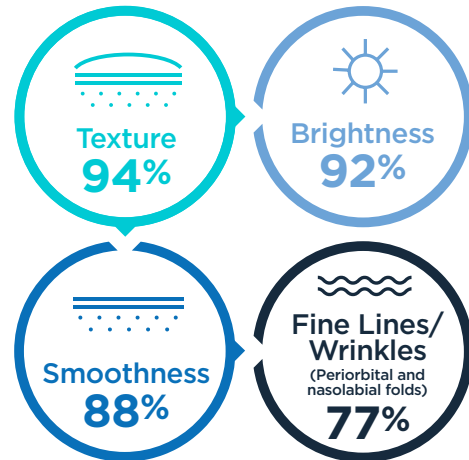


82%

of patients had improved texture and brighter skin after 6 days

Continued anti-aging benefits at **Week 8**

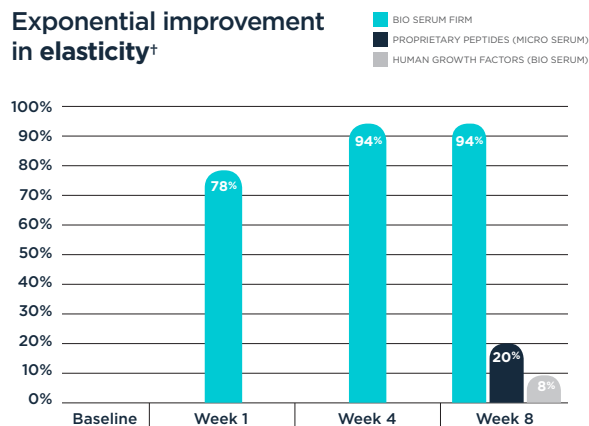
Percentage of patients with improvements in skin look and feel



Combined technologies provide better results than each ingredient alone^{1,2,*,†}

Objective confirmation^{*,†} of increased skin elasticity and firmness

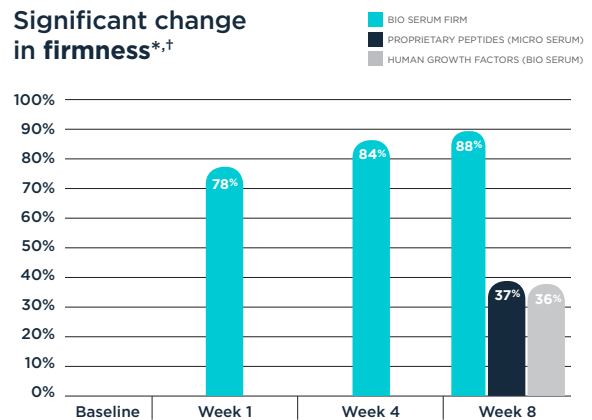
Exponential improvement in elasticity[†]



• More than **4x** improvement with BIO SERUM FIRM vs Proprietary Peptides or Growth Factors alone at 8 weeks

*Measured improvement via Cutometer[®], a device that measures elasticity and firmness of the skin surface and detects differences with a numerical, objective method.
†Data were compiled from separate studies with different populations, study design, and study durations: BIO SERUM FIRM (n=53 [BIO SERUM FIRM] at 8 weeks) [ongoing/data on file]; MICRO SERUM/BIO SERUM (N=133) [Dreher 2016]

Significant change in firmness^{*,†}



• More than **2x** improvement with BIO SERUM FIRM vs Proprietary Peptides or Growth Factors separately at 8 weeks

Better, quicker results vs BIO SERUM: appearance of **fine lines and wrinkles** and **skin texture**

| Improvement | BIO SERUM FIRM (4 weeks) | BIO SERUM (60 days) |
|---------------------|--------------------------|---------------------|
| Fine lines/wrinkles | 76% | 66% |
| Texture/smoothness | 91% | 62% |

BIO SERUM FIRM includes the same percentages of Growth Factors (0.1%) and Proprietary Peptides (0.02%) as BIO SERUM and MICRO SERUM, respectively

The protocol behind the proof: **BIO SERUM FIRM** clinical study

Twelve-Week Randomized, Clinical Study to Evaluate Safety and Effectiveness of NEOCUTIS BIO SERUM FIRM to Improve Skin Condition and Appearance¹

Study details

- 53 patients used BIO SERUM FIRM

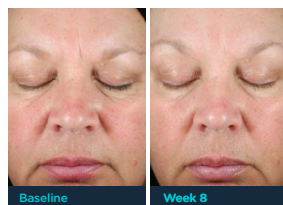
| | |
|---|---|
| 1 | 7-day washout period |
| 2 | BIO SERUM FIRM or other product applied to entire face twice daily: every morning and evening |
| 3 | Subjects used a gentle face wash (CETAPHIL® Facial Wash) and SPF (Neutrogena® Oil-Free Moisture with SPF) in the morning and washed their skin again before evening application of BIO SERUM FIRM |
| 4 | Subjects were instructed to apply a full pump of product evenly over entire face, including skin areas surrounding eyes, mouth, forehead, and chin and also from cheek to ear areas. |

Inclusion parameters

- Females and males in good general health
- Ages 35 to 69 years old
- Residents of the United States or its territories
- Fitzpatrick skin types I-V

Seeing is believing¹

PATIENT A



PATIENT B



PATIENT C



PATIENT D



Photos have not been retouched. Results may vary.

Primary endpoints

- Fine lines and wrinkles
- Skin texture (smoothness and softness)
- Skin brightness
- Skin tone evenness
- Firmness and elasticity

Study evaluations

- Patient self-assessment
- Expert clinical grader evaluation
- Bioinstrumentation (Cutometer®) of skin firmness and elasticity*
- Clinical photography with image analysis
- Patients evaluated at screening visit, baseline, day 6, and weeks 4 and 8

*Measured improvement via Cutometer, a device that measures elasticity and firmness of the skin surface and detects differences with a numerical, objective method.

New BIO SERUM FIRM

The **supercharged** anti-aging powerhouse¹

KEY INGREDIENTS

- Human Growth Factors (anti-aging; supports Collagen and Hyaluronic Acid production)
- Proprietary Peptides (boosts production of Collagen and Elastin)
- Sodium Hyaluronate (increases skin elasticity; seals in moisture)
- Arginine (antioxidant)
- Glycerin (moisture-infusing)
- Acetyl Glucosamine (skin-brightening; exfoliating)
- Glutamine (supports Collagen production)
- Pullulan (skin-tightening)
- Smoother, and more hydrated, tighter, firmer skin by Day 6
- Continued improvements through Week 8, including skin softness, brightness, smoothness/texture, and appearance of fine lines and wrinkles

Order
BIO SERUM FIRM
for your practice
today!

1.0 FL. OZ. (30 mL)
MSRP: **\$275** per bottle

Ideal for twice-daily application on the
entire face, neck, and décolleté



REFERENCES

1. Data on file, Merz. 2. Dreher F. *J Drugs Dermatol.* 2016;15(4):457-464.

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NEOCUTIS

lumière® firm



Illuminating & Tightening Eye Cream



SKIN TYPE

All skin types

RITUAL

Apply in the morning and evening to the skin surrounding the eye. Avoid rubbing the delicate eye area. Apply product in a dabbing or patting motion.

BENEFITS

Preserve with Growth Factors

- Formulated with 30% more growth factors* to help reduce the appearance of fine lines and wrinkles in the fragile eye area

Revitalize with Proprietary Peptides

- Formulated with 30% more peptides** to nourish skin's natural collagens and elastin; improve the feel of skin firmness

Hydrate

- Moisturizes under-eye skin with Sodium Hyaluronate

Brighten

- Glycyrrhetic Acid helps lighten the appearance of under-eye darkness

Soothe

- Refreshes the delicate eye area to help alleviate the signs of fatigue with Bisabolol, a skin-conditioning agent found in Chamomile Extract

Dissipate

- Helps minimize the look of skin puffiness with Caffeine

KEY INGREDIENTS

Growth Factors (anti-aging), Proprietary Peptides (anti-aging), Sodium Hyaluronate (hydrating), Glycyrrhetic Acid (brightening), Caffeine (reduce puffiness), Bisabolol (skin-conditioning), Glycerin (infuses moisture), Vitamin C (anti-oxidant care)

*Compared to the baseline amount of Growth Factors in BIO CREAM

**Compared to the baseline amount of Proprietary Peptides in MICRO NIGHT

Introducing **LUMIÈRE® FIRM**

PAIRED FOR  POWER

#eyefeelthefirm

Combination anti-aging action
with growth factors + proprietary
peptides in a single treatment.



Simply Smarter Skincare
meets fan-favorite **LUMIÈRE**

NEOCUTIS®

New LUMIÈRE FIRM

Combination anti-aging skincare
for the delicate eye area

KEY INGREDIENTS

- Growth factors
(anti-aging; supports collagen and hyaluronic acid production)
- Proprietary peptides
(boosts production of collagen and elastin)
- Sodium hyaluronate
(increases skin elasticity; seals in moisture)
- Pharmaceutical-grade caffeine
(reduces eye puffiness)
- Bisabolol
(chamomile extract; soothing)
- Glycyrrhetic acid
(lightens under-eye darkness)
- Glycerin
(infuses moisture)
- Vitamin C
(provides anti-oxidant care)

Also available
in RICHE
formulation



An approach you can trust

- ✓ Dermatologist-approved
- ✓ Non-comedogenic
- ✓ Paraben, dye and fragrance-free
- ✓ Animal cruelty free

Simply Smarter Skincare
meets fan-favorite LUMIÈRE

Lumière Firm
0.5 FL. OZ. (15 mL)
MSRP: **\$108** per bottle
Lumière Firm Riche
MSRP: **\$118** per bottle

Ideal for twice-daily
application around the eyes

REFERENCE

1. Data on file. Merz North America, 2020.

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NEOCUTIS®



lumière® riche

Extra Moisturizing Illuminating Eye Cream



SKIN TYPE

Dry skin

RITUAL

Apply AM/PM to skin around the delicate eye area.

BENEFITS

Preserve with Growth Factors (PSP*)

Reduces the appearance of fine lines and wrinkles with 30% more PSP*

Hydrate

Locks in moisture and improves skin's moisture retention with a trio of emollients

Dissipate

Helps to reduce the look of skin puffiness with Caffeine

Brighten

Glycyrrhetic Acid helps lighten the appearance of under-eye darkness

Smooth

Minimizes sagging and mid-life textural changes with Wild Yam Root Extract

A luxurious, more emollient version of LUMIÈRE

KEY INGREDIENTS

PSP (anti-aging), Petrolatum (moisturizing), Wild Yam Root Extract (skin-conditioning), Glycerin (moisture-infusing), Sodium Hyaluronate (hydrating), Glycyrrhetic Acid (brightening), Caffeine (soothing), Bisabolol (skin-conditioning), Vitamin C (anti-oxidant care)

*Compared to the baseline amount of PSP in BIO•CREAM

Combination anti-aging skincare for the unique needs of the eye area

LUMIÈRE FIRM =

GROWTH FACTORS + PROPRIETARY PEPTIDES + PHARMACEUTICAL-
GRADE INGREDIENTS



Balanced formulation supports the natural processes that maintain healthy, youthful-looking skin (e.g., collagen, elastin, and hyaluronic acid production)

Subject-evaluated improvements in the signs of aging around the eyes¹

In a clinical study of LUMIÈRE FIRM

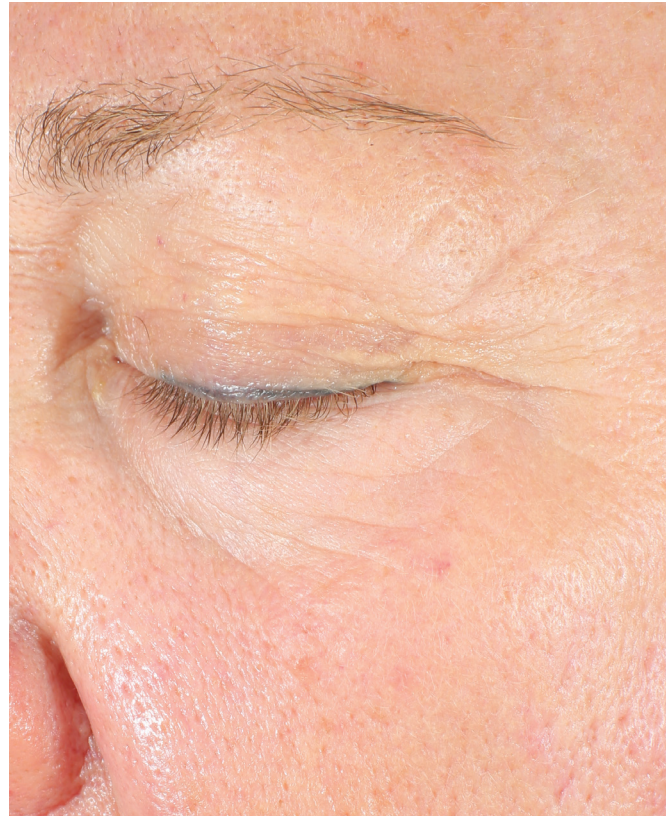
- At 14 days of twice daily use, subjects noted improvements in the appearance of:



Visible results after 14 days



Baseline



At 14 days

Photos have not been retouched. Results may vary. Twice daily use of LUMIÈRE FIRM for 14 days.

What did subjects think about their results with LUMIÈRE FIRM?

84% agreed that their eye area skin looked smoother with improved texture

Subjects agreed that skin in the eye area looked refreshed, younger, brighter, and healthier after 14 days of twice-daily use.



micro day®

Revitalizing & Tightening Day Cream SPF 30



SKIN TYPE

All skin types

RITUAL

Apply 15 minutes before sun exposure. Reapply every 2 hours.

BENEFITS

Revitalize with Proprietary Peptides®

- Formulated with Proprietary Peptides technology to enhance skin's natural Collagens and Elastin to help restore the appearance of aging skin
- Diminishes the appearance of fine lines and wrinkles
- Helps to revitalize elasticity and the feel of suppleness
- Improves the look of skin's firmness

Hydrate

Moisturizes with Glycerin and Sodium Hyaluronate (SH)

Defend

Defends against free radical damage with an anti-oxidant blend of Green Tea Extract, forms of Vitamins C and E plus Melanin

Protect

Provides protection from photo-aging and photo-damage with a blend of Octinoxate and micro-fine Zinc Oxide

Replenish

- Multifunctional day cream helps restore moisture and soothe skin after cosmetic or dermatological procedures
 - Can be used as adjunctive skincare with topical prescription medications
-

KEY INGREDIENTS

- **Active:** Octinoxate (7.5%) and Zinc Oxide (7.3%) (UVA/UVB broad-spectrum sun protection)
- **Key:** Proprietary Peptides (anti-aging), Glycerin (moisture-infusing), Sodium Hyaluronate (hydrating), Green Tea Extract (anti-oxidant care), Vitamin C (anti-oxidant care), Vitamin E (anti-oxidant care), Melanin (skin-conditioning)

micro night®

Tightening Cream



SKIN TYPE

Normal to oily skin

RITUAL

Apply PM to the face, neck and décolleté.

BENEFITS

Revitalize with Proprietary Peptides

- Assists natural Collagens, making skin more resistant to signs of premature aging
- Diminishes the appearance of fine lines and wrinkles
- Recharges skin nightly for a more firm, luminous look
- Helps to revitalize elasticity and the feel of suppleness

Hydrate

Promotes silky, smooth skin texture with Glycerin, Wheat Germ Oil and other essential moisturizing lipids

Replenish

- Multifunctional night cream helps restore moisture and soothe skin after cosmetic or dermatological procedures
- Can be used as adjunctive skincare with topical prescription medications

KEY INGREDIENTS

Proprietary Peptides (anti-aging), Glycerin (moisture-infusing), Wheat Germ Oil (moisturizing), *Borago Officinalis* Seed Oil (moisturizing)

STUDY RESULTS

In a consumer study, MICRO NIGHT demonstrated:¹

- 22% improvement in skin firmness
- 16% improvement in elasticity
- 33% reduction in periorbital wrinkles
- 31% reduction in perioral wrinkles
- 59% reduction in tactile roughness
- 59% reduction in appearance of pores

Reference:

1. Dreher F. A novel matrikine-like micro-protein complex (MPC) technology for topical skin rejuvenation. *J Drugs Dermatol.* 2016;15(4):457-464.

micro night® riche



Extra Moisturizing Overnight Tightening Cream



SKIN TYPE

Dry skin

RITUAL

Apply PM to the face, neck and décolleté.

BENEFITS

Revitalize with Proprietary Peptides

- Ultra-hydrating balm formulated with Proprietary Peptides technology enhances natural Collagens to help restore skin's appearance while you sleep
- Diminishes the appearance of fine lines and wrinkles
- Helps to revitalize elasticity and the feel of suppleness
- Improves the look of skin's firmness

Intensively Hydrate & Smooth

- Restores hydration and guards against moisture loss with hydrating Glycerin combined with moisturizing lipids such as Petrolatum
- Wild Yam Root Extract helps counteract dryness and textural skin changes associated with climate and/or hormonal shifts

Replenish

- Multifunctional night balm helps replenish moisture and soothe skin after cosmetic or dermatological procedures
- May be used as adjunctive skincare with topical prescription medications

A luxurious, more emollient version of MICRO NIGHT

KEY INGREDIENTS

Proprietary Peptides (anti-aging), Petrolatum (moisturizing), Wild Yam Root Extract (skin-conditioning), Glycerin (moisture-infusing), Wheat Germ Oil (moisturizing), *Borago Officinalis* Seed Oil (moisturizing)



micro gel

Moisturizing Hydrogel



SKIN TYPE

Normal to oily skin

RITUAL

Apply AM/PM to face, neck and décolleté.

BENEFITS

Anti-aging with Proprietary Peptides

- Helps reduce the appearance of fine lines and wrinkles
- Improves skin tone and texture
- Enhances the appearance of skin firmness

Hydrate

- Unique hydrogel formula provides just the right measure of skin-plumping hydration with SH
- May help to counteract the drying effects of topical medications

Replenish

- Lightweight formula helps soothe and refresh skin after cosmetic or dermatological procedures
- May be used as adjunctive skincare with topical prescription medications

Oil-free hydrogel texture is ideal for men

KEY INGREDIENTS

Proprietary Peptides (anti-aging), Sodium Hyaluronate (hydrating), Glycerin (moisture-infusing)



micro serum®

Intensive Anti-Aging & Tightening Treatment



SKIN TYPE

All skin types

RITUAL

Apply AM/PM to the face, neck and décolleté.

BENEFITS

Intensively Revitalize with Proprietary Peptides

- 50% more* Proprietary Peptides targets more than fine lines and wrinkles to address complex signs of aging, including tone, texture and loss of elasticity
- Intensive blend of Micro Proteins helps minimize the appearance of deep wrinkles and folds
- Supports skin's natural Collagens to help make skin more resistant to the signs of aging
- Helps redefine look of facial contours for a more youthful appearance
- Improves the appearance of sagging of the brow and jawline

Tighten

Reinforces skin tautness with Pullulan and Algae Extract

Hydrate

Moisturizes with skin-plumping SH

KEY INGREDIENTS

Proprietary Peptides (anti-aging), Sodium Hyaluronate (hydrating), Pullulan (tightening), Algae Extract (moisture-infusing)

*Compared to baseline amounts of Proprietary Peptides in MICRO DAY and MICRO NIGHT.

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micro eyes®

Tightening Eye Cream



SKIN TYPE

All skin types

RITUAL

Apply AM/PM to skin around the delicate eye area.

BENEFITS

Revitalize with Peptides (MPC®)

Formulated with 30% more MPC* to help reduce the appearance fine lines and wrinkles in the fragile eye area

Dissipate

Helps minimize the look of skin puffiness with Caffeine

Hydrate

Moisturizes under-eye skin with SH

Brighten

Glycyrrhetic Acid helps lighten the appearance of under-eye darkness

Soothe

Refreshes the delicate eye area to help alleviate the signs of fatigue with Bisabolol, a skin-conditioning agent found in Chamomile Extract

KEY INGREDIENTS

MPC (anti-aging), Glycerin (moisture-infusing), Sodium Hyaluronate (hydrating), Glycyrrhetic Acid (brightening), Caffeine (soothing), Bisabolol (skin-conditioning), Vitamin C (anti-oxidant care)

*Compared to the baseline amount of MPC in MICRO NIGHT



micro eyes® riche

Extra Moisturizing
Tightening Eye Cream



SKIN TYPE

Dry Skin

RITUAL

Apply AM/PM to skin around the delicate eye area.

BENEFITS

Revitalize with Proprietary Peptides

Formulated with 30% more* Proprietary Peptides to help reduce the appearance fine lines and wrinkles in the fragile eye area

Dissipate

Helps minimize the look of skin puffiness with Caffeine

Hydrate

Moisturizes under-eye skin with SH

Wild Yam Root Extract helps counteract dryness and textural skin changes associated with climate and/or hormonal shifts

Brighten

Glycyrrhetic Acid helps lighten the appearance of under-eye darkness

Soothe

Refreshes the delicate eye area to help alleviate the signs of fatigue with Bisabolol, a skin-conditioning agent found in Chamomile Extract

KEY INGREDIENTS

Proprietary Peptides (anti-aging), Petrolatum (moisturizing), Wild Yam Root Extract (skin-conditioning), Glycerin (moisture-infusing), Sodium Hyaluronate (hydrating), Glycyrrhetic Acid (brightening), Caffeine (soothing), Bisabolol (skin-conditioning)

*Compared to the baseline amount of Proprietary Peptides in MICRO NIGHT



micro•body™

Rejuvenating Cream



SKIN TYPE

All skin types

RITUAL

Apply AM/PM all over body, focusing specifically on the rough elbow and knee areas.

BENEFITS

Revitalize with MPC®

- Specifically formulated for the body with MPC technology to enhance natural Collagens and help restore smooth, youthful-looking skin
- Diminishes the appearance of fine lines and wrinkles
- Helps to revitalize the feel of elasticity and the feel of suppleness
- Improves the look of skin's firmness

Moisturize

- A trio of nourishing Ceramides, Phytosphingosine and Cholesterol limits transepidermal water loss helping to restore damaged, dry skin
- Glycerin and HA infuse skin with moisture to improve smoothness and hydration
- Petrolatum provides a skin barrier for added protection against moisture loss

Exfoliate & Retexturize

- Salicylic Acid exfoliates skin to minimize rough, bumpy patches
 - Transform dry, rough skin with this ultra-hydrating, skin-refining cream that absorbs quickly in a non-greasy formula
 - May be used for skin rejuvenation following aesthetic procedures, such as cellulite reduction and fat removal
-

KEY INGREDIENTS

MPC (anti-aging), Ceramides (moisturizing & skin-conditioning), Salicylic Acid (exfoliating), Petrolatum (moisturizing), Glycerin (moisture-infusing), Sodium Hyaluronate (hydrating)

neo firm™



Neck & Décolleté Tightening Cream



SKIN TYPE

All skin types

RITUAL

Apply AM/PM to the neck and décolleté area in an upward motion.

BENEFITS

Revitalize with Proprietary Peptides

- Helps to create an optimal environment for Elastin formation, leading to a more youthful, sculpted profile
- Reduces the look of fine lines and wrinkles by cultivating Collagens III and VII
- Firms thin, loose skin on the neck, collarbone and bust by supporting Collagen I and HA

Tighten

Keeps the natural contours of the neck and décolleté taut with Sodium Carboxymethyl Betaglukan

Strengthen

Conditions skin while defending against premature aging with Beet Root Extract with Sodium Carboxymethyl Betaglukan

Retexturize

Rejuvenates crepey-looking skin with Glycolic Acid and diminishes the appearance of age spots and uneven skin tone

Defend

Shields against skin-aging oxidative stress and detrimental environmental factors with stabilized Vitamin C

Hydrate

Infuses moisture and fortifies skin with a blend of Glycerin, Argan and Jojoba oils alongside Wild Yam Root Extract

KEY INGREDIENTS

Proprietary Peptides (anti-aging), Sodium Carboxymethyl Betaglukan (tightening), Beet Root Extract (skin-conditioning), Glycerin (moisture-infusing), Glycolic Acid (brightening), Vitamin C (anti-oxidant care), Argan Oil (moisturizing), Jojoba Oil (moisturizing), Wild Yam Root Extract (skin-conditioning)



journée

REVITALIZING DAY CREAM SPF 30



SKIN TYPE

All skin types

RITUAL

Apply AM to face, neck and décolleté. Apply 15 minutes before sun exposure. Reapply every 2 hours.

BENEFITS

Preserve with Growth Factors (PSP®)

Formulated with PSP to help reduce the appearance of fine lines and wrinkles

Hydrate

Provides lasting hydration and moisture retention with Sodium Hyaluronate (SH) and Glycerin

Defend

Fights against daily environmental stressors with an intensive anti-oxidant blend of polyphenol-rich Green Tea Extract, stabilized Vitamins C and E, and Melanin

Protect

- Provides broad-spectrum UVA/UVB sun protection with a non-whitening blend of Octinoxate and micro-fine Zinc Oxide
 - Fast-absorbing, non-greasy formula blends flawlessly into skin for lightweight sun protection
-

KEY INGREDIENTS

Active: Octinoxate (7.5%) and Zinc Oxide (7.3%) (UVA/UVB broad-spectrum sun protection)

Key: PSP (anti-aging), Glycerin (moisture-infusing), Sodium Hyaluronate (hydrating), Green Tea Extract (anti-oxidant care), Vitamin C (anti-oxidant care), Vitamin E (anti-oxidant care), Melanin (skin-conditioning)



journée riche

Bio-restorative Day Balm Broad-spectrum Sunscreen SPF 30



SKIN TYPE

Dry skin

RITUAL

Apply 15 minutes before sun exposure. Reapply every 2 hours.

BENEFITS

Preserve with PSP®

Helps minimize the appearance of fine lines and wrinkles with PSP

Intensively Hydrate and Smooth

- Promotes suppleness and smoothness with moisturizing lipids combined with hydrating Glycerin
- Skin-plumping SH helps moisturize and improve the appearance of skin
- Wild Yam Root Extract helps counteract dryness and textural skin changes associated with climate and/or hormonal shifts

Defend

Defends against free-radical damage with an intensive anti-oxidant blend of Green Tea Extract, stabilized forms of Vitamin C and E, and Melanin

Protect

Helps prevent photo-aging and photo-damage with a non-whitening blend of Octinoxate and micro-fine Zinc Oxide

A luxurious, more emollient version of JOURNÉE

KEY INGREDIENTS

- **Active:** Octinoxate (7.5%) and Zinc Oxide (7.3%) (UVA/UVB broad-spectrum sun protection)
 - **Key:** PSP (anti-aging), Glycerin (moisture-infusing), Sodium Hyaluronate (hydrating), Green Tea Extract (anti-oxidant care), Vitamin C (anti-oxidant care), Vitamin E (anti-oxidant care), Melanin (skin-conditioning), Petrolatum (moisturizing), Wild Yam Root Extract (skin-conditioning)
-



hyalis+

Intensive Hydrating Serum



SKIN TYPE

All skin types

RITUAL

Apply to the face, neck, and décolleté, or as directed by your skincare professional

BENEFITS

Key Ingredients Intensively Hydrate and Smooth

- High molecular weight SH forms a moisturizing film to help seal in moisture
- Hyaluronic Acid Elastomer decreases evaporation of deeper skin moisture
- Low molecular weight SH increases skin elasticity and provides hydration
- Hydrolyzed SH enables high transdermal absorption (extremely low molecular weight)
- Small molecules penetrate skin to enhance skin elasticity and help reduce wrinkle depth
- Sodium Polyglutamate helps counteract HA-degrading HAase to preserve natural HA
- Acetyl Glucosamine stimulates HA synthesis and secretion by skin cells to boost HA content

Soothe and Comfort

Multifunctional blend helps soothe and replenish stressed skin following cosmetic procedures or dermatological treatments

KEY INGREDIENTS

- Low molecular weight SH (increases skin elasticity)
- High molecular weight SH (seals in moisture)
- Hyaluronic Acid Elastomer (reduces moisture evaporation)
- Hydrolyzed SH (boosts elasticity)
- Sodium Polyglutamate (preserves natural HA)
- Acetyl Glucosamine, (stimulates HA synthesis and secretion by skin cells)



aftercare

Post-Treatment Soothing Cream

ADDRESSES PATIENTS' UNMET NEED FOR A POST-PROCEDURE SKINCARE REGIMEN

Results of a survey found that 91% of patients expected a recommendation for procedure-treated skin, but only 30% were actually prescribed skincare.¹



SKIN TYPE

All skin types

RITUAL

Apply to the treated area immediately after treatment and as needed, or as directed by your skincare professional

BENEFITS

Supports skin regeneration with human growth factors

- Boosts collagen to promote post-procedure recovery
- Widely studied and clinically tested ingredients for post-treatment care

Intensively hydrate and smooth

- Glycerin infuses moisture into compromised skin
- Lipids add hydration to promote skin elasticity
- Wild Yam Root helps counteract dryness and enhances skin tone

Soothe and comfort

- Proprietary Protein blend helps nurture and calm treated skin
- Nourishing vitamins and extracts soothe skin

Protect

- Dimethicone helps prevent excessive dryness, irritation, friction, and rubbing
-

KEY INGREDIENTS

Human Growth Factors (collagen production), Glycerin (moisture-infusing), Lipids (elasticity-promoting and moisturizing), Wild Yam Root Extract (hydrating and skin smoothing), Dimethicone (skin protectant), Proprietary Protein Blend (soothing)

References:

1. Saidi D. The skincare opportunity: Tips for integration. *Modern Aesthetics*. September/October 2015. <http://modernaesthetics.com/2015/10/the-skincare-opportunity-tips-for-integration>. Accessed April 16, 2019.

NEOCUTIS®

Neocutis® is the only skincare line
founded on clinical research in
wound healing.¹

NEW! Exclusively available
in physician offices.



Results of a patient survey showed²:

91% expected a recommendation
for procedure-treated skin

30% were actually prescribed skincare

Neocutis® **AFTERCARE** provides the skincare
patients are seeking for both ablative (eg, Fraxel®,
HALO™, CO²) and nonablative (eg, microneedling,
peels, skin tightening) dermatology treatments.

NEW

enhance post-procedure outcomes with **AFTERCARE**

A new post-treatment cream with widely studied and clinically tested ingredients to support skin regeneration, barrier function restoration, hydration, and soothing comfort.

discover the AFTERCARE difference



PRE-PROCEDURE



DAY 1 POST-PROCEDURE



DAY 3 POST-PROCEDURE

Unretouched photographs of subject at baseline and after Fraxel® Laser Treatment (depth 700 microns). NEOCUTIS® AFTERCARE was used as needed post-treatment. Individual results may vary.

BENEFITS OF AFTERCARE



SUPPORTS SKIN REGENERATION WITH HUMAN GROWTH FACTORS

- Boosts collagen to promote post-procedure recovery
- Widely studied and clinically tested ingredients for post-treatment care



INTENSIVELY HYDRATE AND SMOOTH

- Glycerin infuses moisture into compromised skin
- Lipids add hydration to promote skin elasticity
- Wild Yam Root helps counteract dryness and enhances skin tone



SOOTHE AND COMFORT

- Proprietary Protein blend helps nurture and calm treated skin
- Nourishing vitamins and extracts soothe skin



PROTECT

- Dimethicone helps prevent excessive dryness, irritation, friction, and rubbing

Order AFTERCARE for your practice today!

REFERENCE: 1. Hohlfield J, de Buys Roessingh A, Hirt-Burri N, et al. Tissue engineered fetal skin constructs for paediatric burns. *Lancet*. 2005;366(9488):840-842. 2. Saidi D. The skincare opportunity: Tips for integration. *Modern Aesthetics*. September/October 2015. <http://modernaesthetics.com/2015/10/the-skincare-opportunity-tips-for-integration>. Accessed April 16, 2019.

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KEY INGREDIENTS

HUMAN GROWTH FACTORS
(collagen production)

GLYCERIN
(moisture-infusing)

LIPIDS
(moisturizing)

WILD YAM ROOT EXTRACT
(hydrating and skin smoothing)

DIMETHICONE
(skin protectant)

PROPRIETARY PROTEINS
(soothing)

APPLICATION

- Apply to the treated area immediately after treatment and as needed, or as directed by your skincare professional



0.5 FL. OZ. (15 mL)
MSRP: \$89.00 per bottle



neo·cleanse®

Gentle Skin Cleanser



SKIN TYPE

Normal to dry skin

RITUAL

Use AM/PM on face, neck and décolleté.

BENEFITS

Purify

Gently washes away makeup and surface impurities

Hydrate

- Infuses skin with hydration from moisture-attracting Glycerin
- Skin-soothing formula ideal for dry skin, post-procedure cleansing and redness-prone skin

Clean

Formulated without harsh sulfates, dyes or fragrances for skin that feels fresh, untainted and comfortable after cleansing

KEY INGREDIENTS

Glycerin (moisture-infusing)



neo·cleanse®

Exfoliating Skin Cleanser



SKIN TYPE

Normal to dry skin

RITUAL

Use AM/PM on face, neck and décolleté.

BENEFITS

Retexture

9.9% Glycolic Acid gel cleanser helps reveal fresh, vibrant skin that glows

Hydrate

Infuses skin with hydration from moisture-attracting Glycerin

Clean

Formulated without harsh sulfates, dyes or fragrances for skin that feels fresh, untainted and comfortable after cleansing

Prime

The perfect choice to prepare skin for procedures

KEY INGREDIENTS

Glycolic Acid (exfoliant), Glycerin (moisture-infusing)



prism+

Defense Cream with SPF 43



SKIN TYPE

All skin types

RITUAL

Apply generously 15 minutes before sun exposure. Reapply after 80 minutes of swimming or sweating, or immediately after towel drying. Otherwise, reapply at least every two hours.

BENEFITS

Defend

Guards against the loss of Elastin, damage to Collagen and the development of pigmentation caused by the sun's damaging rays^{1,2}

Protect

- Broad-spectrum coverage (SPF 43) from UVA and UVB light
- Water-resistant for up to 80 minutes

Experience

An elegant formulation that leaves no white residue

KEY INGREDIENTS

- **Active:** Zinc Oxide (sunscreen), Octinoxate & Octisalate (sunscreen)
 - **Key:** Tocopherol (anti-oxidant), Beeswax (hydrating), Caprylic Triglyceride (improves the skin barrier)
-

Reference:

1. Imokawa G, Ishida K. Biological Mechanisms Underlying the Ultraviolet Radiation-Induced Formulation of Skin Wrinkling and Sagging I: Reduced Skin Elasticity, Highly Associated with Enhanced Dermal Elastase Activity, Triggers Wrinkling and Sagging. *Int J Mol Sci.* 2015;16:7753-7775. 2. Wang F, et al. Dermal damage promoted by repeated low-level UVA 1 exposure despite tanning response in human skin. *JAMA Dermatol.* 2014;150(4):401-406.



perle®

Skin Brightening Cream



SKIN TYPE

All skin types

RITUAL

Apply AM/PM to the face, neck and décolleté.

BENEFITS

Revitalize with MELAPLEX®

- Formulated with hydroquinone-free MELAPLEX to help reduce the appearance of skin discoloration and visibly brighten skin tone
- Helps diminish the appearance of age spots and sun-damaged skin
- Restores the look of skin clarity for a more luminous, younger-looking complexion
- Gentle enough for daily skin brightening and suitable for all skin types
- Ideal for adjunctive care following a hydroquinone regimen

Replenish

- Restores skin's natural moisture balance with Shea Butter and Jojoba Oil
 - Strengthens and revitalizes skin with Vitamins C and E
-

KEY INGREDIENTS

Sodium Glycerophosphate (brightening), Undecylenoyl Phenylalanine (brightening), Phenylethyl Resorcinol (anti-oxidant care, brightening), Leucine (brightening), Glycerin (moisture-infusing), Jojoba Oil (moisturizing)



nouvelle+®

Retinol Correction Cream



SKIN TYPE

All skin types

RITUAL

Apply PM to the face, neck and décolleté.

BENEFITS

Revitalize with MELAPLEX®

- Visibly diminishes the appearance of dark spots and uneven skin tone with hydroquinone-free MELAPLEX
- Helps to improve skin brightness and radiance

Renew with Retinol

- 0.06% Retinol combined with unique micro-bead technology delivers a sustained Retinol release for visible benefits with low to limited skin irritation
- Restores skin's youthful look by minimizing fine lines, wrinkles and signs of photo-aging
- Nourishes skin's natural Collagen to promote the look of firmness

KEY INGREDIENTS

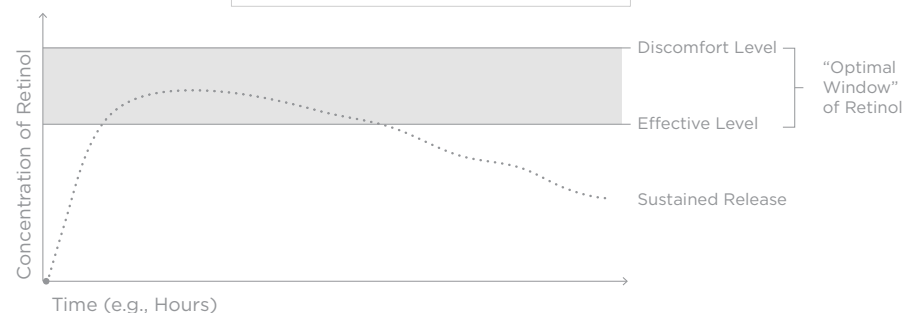
Sodium Glycerophosphate (brightening), Undecylenoyl Phenylalanine (brightening), Phenylethyl Resorcinol (anti-oxidant care, brightening), Leucine (brightening), Retinol (intensive anti-aging), Bisabolol (skin conditioner)

Sunburn Alert: This product contains an Alpha Hydroxyl Acid (AHA) that may increase your skin's sensitivity to the sun and particularly the possibility of sunburn. Use a sunscreen, wear protective clothing and limit sun exposure while using this product and for a week afterward. For best results, use of a NEOCUTIS Day Cream Broad-spectrum Sunscreen SPF 30 during the day is strongly recommended.

Reference:

1. Data on file, Merz North America, Inc., Raleigh, NC.

TIME RELEASE OF RETINOL¹



The micro-bead technology helps provide a sustained release of Retinol for optimal skin rejuvenation and minimal discomfort.



réactive®+

Anti-Oxidant Serum with SPF 45 Protection



SKIN TYPE

All skin types

RITUAL

Apply AM/PM to the face, neck, décolleté and hands.

BENEFITS

Revitalize with VITAPLEX C®

- Preserves the look of youthful skin through SPF 45 protection and anti-oxidant support
 - Helps to provide a first line of defense against oxidative stress with 15% stabilized Vitamin C combined with Vitamin E
 - Helps neutralize free radicals at multiple stages to minimize skin-damaging oxidative stress
 - Replenishes anti-oxidants, including EGCG, a Green Tea Polyphenol, and Dimethylmethoxy Chromanol to promote healthy skin
 - Energizes skin with Creatine, an amino acid metabolite that helps defend against environmental stress
 - Minimizes signs of redness related to oxidative stress
-

KEY INGREDIENTS

- **Active:** Octinoxate (sunscreen), Zinc Oxide (sunscreen)
 - **Key:** Vitamin C (free-radical neutralizer, anti-oxidant regenerator), Vitamin E (free-radical neutralizer), EGCG (anti-oxidant regenerator), Dimethylmethoxy Chromanol (free-radical neutralizer), Creatine (cell-energizing amino acid)
-



pêche®

Redness Control



SKIN TYPE

All skin types

RITUAL

Apply AM/PM to the face, neck and décolleté.

BENEFITS

Revitalize with ROSAPLEX®

- Targeted blend of redness-reducing ingredients helps balance skin's natural equilibrium
- Visibly diminishes the appearance of redness due to stressed, irritated skin
- Improves the appearance of blotchiness
- Minimizes visible redness associated with skin imperfections
- Soothes and comforts sensitive, redness-prone skin

Hydrate

Glycerin restores skin's natural moisture balance and helps strengthen skin

KEY INGREDIENTS

Sodium Dextran Sulfate (calming), Zinc PCA (redness minimizing), Caffeine (soothing), Glycerin (moisture-infusing)

COMPETITIVE ANALYSIS

The physician-dispensed skincare market is an incredibly competitive space. It can be hard to cut through the clutter and know which products are best for your accounts and their patients. Staying aware of the industry's competitive landscape will help you better sell NEOCUTIS and in turn help providers feel confident about recommending products to their patients.

The following pages will detail the strengths and weaknesses of major competitors to NEOCUTIS and provide a list of our own products that can compete with or replace our competitors'.

SKINMEDICA®

BRAND STRENGTHS

- Backed by the reputation and strength of the Allergan Portfolio
- Growth-factor-based skincare
- Holds substantial market share
- Brilliant Distinctions® Program

FLAGSHIP PRODUCTS

- TNS® Essential Serum
- TNS Recovery Complex®
- HA5

BRAND OR PRODUCT WEAKNESSES

- Poorly derived growth-factors can cause potent odors
- No products address Elastin
- Corporate disruption diminishes focus from SKINMEDICA franchise

MAIN NEOCUTIS PRODUCT TO COMPETE

- BIOCREAM®
- HYALIS®
- BIOSERUM



OBAGI®

BRAND STRENGTHS

- Products address hyperpigmentation (with and without hydroquinone)
- High brand awareness

BRAND OR PRODUCT WEAKNESSES

- Targets the masses more than prestige patients
- No products address Elastin
- Ownership has transitioned to an ex-U.S. holding company that does not have an expertise in aesthetics

FLAGSHIP PRODUCTS

- NuDerm®
(contains 4% hydroquinone)
- NuDerm FX
(does not contain hydroquinone)
- ELASTIderm® (eye products)

MAIN NEOCUTIS PRODUCT TO COMPETE

- NOUVELLE+® (retinol + MELAPLEX®)
- PERLE® (MELAPLEX)
- MICROEYES®

SKINCEUTICALS®

BRAND STRENGTHS

- Backed by the influence and financial strength of L'Oréal
- Brand focuses on anti-oxidant care
- E-commerce improves availability

BRAND OR PRODUCT WEAKNESSES

- C E Ferulic does not contain a sunscreen, so two products must be used to get the same benefits as RéACTIVE®+.
- CE Ferulic is a water based serum. Ascorbic acid is not very stable in an aqueous solution which can cause it to degrade quickly and become ineffective. (RéACTIVE®+ is an anhydrous formulation, meaning Ascorbic acid is in a stable form)

FLAGSHIP PRODUCTS

- C E Ferulic®

MAIN NEOCUTIS PRODUCT TO COMPETE

- RéACTIVE®+



ZO® SKIN HEALTH

BRAND STRENGTHS

- Products address hyperpigmentation (with and without hydroquinone)
- Aggressive marketing and merchandising including treatment locations in high end malls

BRAND OR PRODUCT WEAKNESSES

- Includes fragrances, which can turn away some buyers
- No products address Elastin
- Products are not clinically superior
- RéACTIVE®+ has a higher concentration of pure Vitamin C (15%) than C-Bright serum.

FLAGSHIP PRODUCTS

- Melamin™ Skin Bleaching & Correcting Cream (contains 4% hydroquinone)
- Growth Factor Serum

MAIN NEOCUTIS PRODUCT TO COMPETE

- NOUVELLE+® (retinol + MELAPLEX®)
- PERLE® (MELAPLEX)
- BIOSERUM
- RéACTIVE®+

REVISION® SKINCARE

BRAND STRENGTHS

- Combines skincare with cosmetics
- E-commerce improves availability

BRAND OR PRODUCT WEAKNESSES

- Includes fragrances, which can turn away some buyers
- No products address Elastin
- Products are not clinically superior
- RéACTIVE®+ has a higher concentration of pure Vitamin C (15%) than C-Bright serum

FLAGSHIP PRODUCTS

- Nectifirm®
- Intellishade®

MAIN NEOCUTIS PRODUCT TO COMPETE

- MICROFIRM™
- MICRODAY
- BIOCREAM



SKINBETTER SCIENCE®

BRAND STRENGTHS

- Simplified regimens
- Superior marketing and merchandising
- Strong relationships built by Jonah Shacknai

FLAGSHIP PRODUCTS

- Alto Defense Serum™
- AlphaRet® Overnight Cream

BRAND OR PRODUCT WEAKNESSES

- Skinbetter does not perform internal studies on their products or report their results
- No products address Elastin

MAIN NEOCUTIS PRODUCT TO COMPETE

- RéACTIVE®+
- MICRONIGHT

ALASTIN® SKINCARE

BRAND STRENGTHS

- Focus of brand is procedure care
- Products developed to support the extracellular matrix
- Strong scientific messaging that is compelling and easy to sell

FLAGSHIP PRODUCTS

- TriHex Technology® Products
 - Skin Nectar
 - Skin Complex
 - Eye Treatment
 - Neck Complex

BRAND OR PRODUCT WEAKNESSES

- Focus of brand is on post-procedure care, rather than everyday use
- Does not contain growth factors
- Clinical evidence is not as extensive nor has it been around as long as NEOCUTIS
- Published studies do not show an increase in elasticity or a reduction in fine lines and wrinkles, unlike studies published for MICRODAY

MAIN NEOCUTIS PRODUCT TO COMPETE

- Everyday Use
 - MICRODAY
 - MICROEYES®
 - MICROFIRM™
- Procedure Care
 - BIOCREAM
 - HYALIS®



Cosmetic Interest Questionnaire

What are your areas of concern? (Please check all that apply)

- | | |
|--|--|
| <input type="checkbox"/> Frown lines between brows | <input type="checkbox"/> Fine lines and wrinkles |
| <input type="checkbox"/> Significant lines around nose and mouth | <input type="checkbox"/> Rough skin texture |
| <input type="checkbox"/> Tired-looking skin | <input type="checkbox"/> Sagging skin |
| <input type="checkbox"/> Facial hair | <input type="checkbox"/> Hyper-pigmentation |
| <input type="checkbox"/> Acne | <input type="checkbox"/> Dark circles under eyes |
| <input type="checkbox"/> Freckles | <input type="checkbox"/> Dry skin |

When looking at my face in the mirror, I believe I look younger than, the same as, or older than my true age.

| Younger Than | True Age | Older Than |
|--------------|----------|------------|
| 1 | 2 | 3 |
| | | 4 |
| | | 5 |

When looking at my face in the mirror, I am not concerned, somewhat concerned, or very concerned about the appearance of my wrinkles.

| Not Concerned | Somewhat Concerned | Very Concerned |
|---------------|--------------------|----------------|
| 1 | 2 | 3 |
| | | 4 |
| | | 5 |

Are you interested in learning more about the following?

- ☐ Injectables
- ☐ Facials
- ☐ Chemical peels
- ☐ Sun protection
- ☐ Acne topical treatment and creams
- ☐ Alpha Hydroxy acid and glycolic peels
- ☐ Other skincare products
- ☐ Skin rejuvenation
- ☐ Age spots / Liver spots
- ☐ Facial vein removal
- ☐ Spider vein removal
- ☐ Hair removal / waxing
- ☐ Laser treatments

RECOMMENDATIONS SKIN ANALYSIS & SKINCARE

(Office use only)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

How did you hear about us?

Friend or family member (name)

Print Ad / TV / Article / Internet Website

Other (please specify)

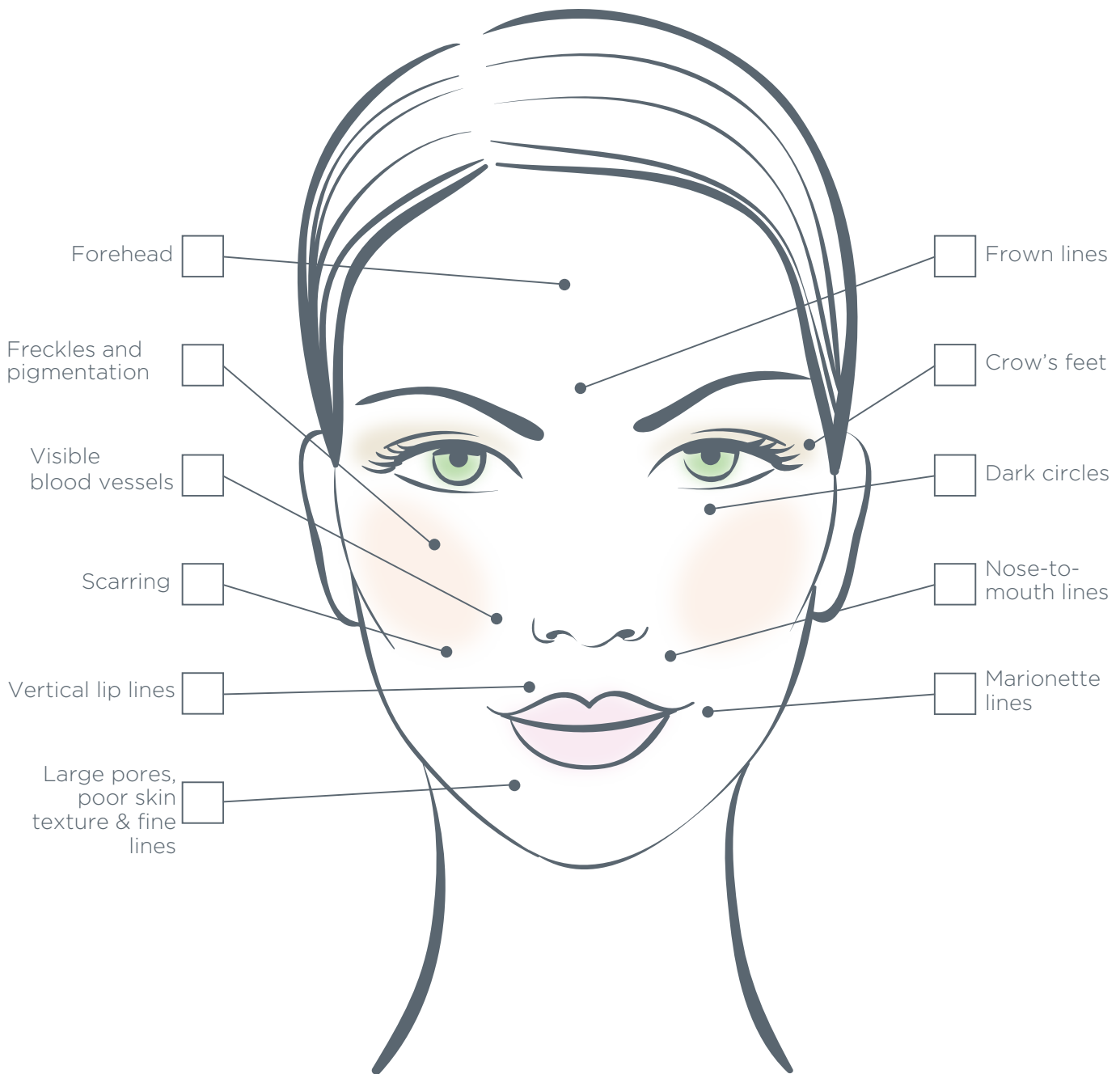
Thank You!

Your Name (please print)

Contact Number (Home or Cell Phone)

Email Address
(Receive information, announcements, special offers & discounts)



With respect to the signs of aging, please highlight those areas of the face that bother or trouble you. In the box provided, please rate those areas on a scale of 1 to 5 (1 being least bothersome, 5 being most bothersome).





FINE LINES & WRINKLES

Both PSP and MPC product lines support the production of Collagen to reduce the appearance of fine lines and wrinkles, which are typically caused by the natural aging process of lifestyle and environmental factors.

| | Simple | Complex | Add-ons |
|---|---|--|--------------------------|
|  | BIOSERUM RéACTIVE+ | BIOSERUM LUMIERE or MICRO EYES JOURNEE, MICRODAY or RéACTIVE+ | NEOCLEANSE PRISM+ |
|  | BIOSERUM LUMIERE or MICROEYES | BIOSERUM LUMIERE or MICROEYES BIOCREAM or MICRONIGHT | NEOCLEANSE |

Rationale



Use a serum for a supercharged burst of PSP both morning and night to target fine lines and wrinkles by supporting Collagen production. RéACTIVE+ delivers antioxidants to the skin while also protecting Collagen and Elastin from sun and environmental damage. An eye cream (LUMIÈRE or MICROEYES) containing Caffeine to reduce puffiness and Sodium Hyaluronate to hydrate.

For a complex regimen, use a day face cream with SPF protection (JOURNÉE or MICRODAY) in the morning and a night face cream (BIOCREAM or MICRONIGHT) designed to help your skin restore and renew while you sleep. Add NEOCLEANSE which is gentle enough to use daily and allows better absorption of the products to be applied in series. For additional sun protection, incorporate PRISM+ for broad spectrum coverage (SPF 43) from UVA and UVB light.



SKIN TEXTURE AND FEEL

Coarse skin texture can be caused by not moisturizing enough, or not using the right kind of moisturizer. Other factors that affect skin texture, such as large pore size, can be hereditary, or they can increase with age, potentially as skin stretches.

| | Simple | Complex | Add-ons |
|---|---|---|--------------------------|
|  | BIOSERUM RéACTIVE+ | BIOSERUM LUMIERE or MICROEYES JOURNEE, MICRODAY or RéACTIVE+ | NEOCLEANSE HYALIS |
|  | BIOSERUM BIOCREAM or MICRONIGHT | BIOSERUM LUMIERE or MICROEYES BIOCREAM or MICRONIGHT | NEOCLEANSE HYALIS |

Rationale



With a higher concentrated level of PSP, BIOSERUM can help to provide faster, more visible results and to improve the smoothness and suppleness of the skin's surface. RéACTIVE+ delivers antioxidants to the skin while also protecting Collagen and Elastin from sun and environmental damage. BIOCREAM and MICRONIGHT provide extra moisture with Wheat Germ Oil and Borage Seed Oil.

For a complex regimen, add NEOCLEANSE which is gentle enough to use daily and allows better absorption of the products to be applied in series. JOURNÉE and MICRODAY provide SPF 30 protection to prevent future sun damage. Both LUMIÈRE and MICROEYES contain ingredients that benefit the delicate eye area: Glycerin, Sodium Hyaluronate, Glycyrrhetic Acid, Caffeine, Bisabolol and Vitamin C. HYALIS, with 1% premium grade Sodium Hyaluronate, provides skin with intensive hydration.



SAGGINESS

As we age, our skin produces less Collagen and Elastin, the proteins that serve as support structures for skin. The result is that our once plump, youthful skin can start to look drawn and saggy. The following ritual can help to give skin the nourishment it needs to repair itself.

| | Simple | Complex | Add-ons |
|---|--|--|--|
|  | MICROFIRM JOURNEE or MICRODAY | MICROFIRM LUMIERE or MICRODAY JOURNEE or MICRODAY | NEOCLEANSE RéACTIVE+ BIOSERUM or MICROSERUM |
|  | MICROFIRM BIOCREAM or MICRONIGHT | MICROFIRM LUMIERE or MICRODAY BIOCREAM or MICRONIGHT | NEOCLEANSE BIOSERUM or MICROSERUM |

Rationale



MICROFIRM contains a concentrated blend of ingredients such as Wild Yam Root Extract and Sodium Carboxymethyl Betaglucan along with our blend of patented matrikine-like peptides to combat sagging of the neck and décolleté. JOURNÉE and MICRODAY provide SPF 30 protection to prevent future sun damage, while BIOCREAM and MICRONIGHT provide extra moisture with Wheat Germ Oil and Borage Seed Oil.

For a complex regimen, both LUMIÈRE and MICROEYES contain ingredients that benefit the delicate eye area: Glycerin, Sodium Hyaluronate, Glycyrrhetic Acid, Caffeine, Bisabolol and Vitamin C. RéACTIVE+ delivers antioxidants to the skin while also protecting Collagen and Elastin from sun and environmental damage. Add NEOCLEANSE which is gentle enough to use daily and allows better absorption of the products to be applied in series. Use a serum for a supercharged burst of either PSP or MPC both morning and night to target fine lines and wrinkles.



UNEVEN SKIN TONE, PIGMENTATION OR SUNDAMAGE

Pigmentation is a natural function in skin that can go awry when skin isn't properly protected from sun exposure and other forms of irritation. For instance, freckles are hereditary but can become more apparent with increased exposure to the sun. Some medical conditions can also result in abnormal pigmentation. Age spots and melasma, which make people look older than they truly are, can be caused by an excess of melanin in the skin.

| | Simple | Complex | Add-ons |
|---|--|---|--|
|  | PERLE JOURNEE or MICRODAY | PERLE LUMIERE or MICROEYES JOURNEE or MICRODAY | NEOCLEANSE RéACTIVE+ BIOSERUM or MICROSERUM |
|  | NOUVELLE+ BIOCREAM or MICRONIGHT | NOUVELLE+ LUMIERE or MICROEYES BIOCREAM or MICRONIGHT | NEOCLEANSE BIOSERUM or MICROSERUM |

Rationale



PERLE provides a hydroquinone-free skin brightener that can help lighten those dark spots during the day without the risk of hypopigmentation. At night, NOUVELLE+ provides the same light-infusing skin brightener along with a time-released 0.6% retinol. JOURNÉE and MICRODAY provide SPF 30 protection to prevent future sun damage, while BIOCREAM and MICRONIGHT provide extra moisture with Wheat Germ Oil and Borage Seed Oil. This ritual can also be ideal for adjunctive care following a prescribed hydroquinone regimen.

For a complex regimen, both LUMIÈRE and MICROEYES contain ingredients that benefit the delicate eye area: Glycerin, Sodium Hyaluronate, Glycyrrhetic Acid, Caffeine, Bisabolol and Vitamin C. To protect skin against further sun and environmental damage, add RéACTIVE+ to provide multi-dimensional anti-oxidant support. Add NEOCLEANSE which is gentle enough to use daily and allows better absorption of the products to be applied in series. Use a serum for a supercharged burst of either PSP or MPC both morning and night to target fine lines and wrinkles.



DRYNESS

Dry skin can be naturally occurring, or it can develop with age. With dry skin, it's important to stick to a ritual that provides not just enough moisture, but the right kind to renew the feel of skin suppleness and softness.

| | Simple | Complex | Add-ons |
|---|---|---|---|
|  | HYALIS® JOURNÉE RICHE | HYALIS® LUMIÈRE® RICHE or MICROEYES® RICHE JOURNÉE RICHE | NEOCLEANSE® BIOSERUM or MICROSERUM® |
|  | HYALIS® BIOCREAM RICHE or MICRONIGHT® RICHE | HYALIS® LUMIÈRE® RICHE or MICROEYES® RICHE BIOCREAM RICHE or MICRONIGHT® | NEOCLEANSE® BIOSERUM or MICROSERUM® |

Rationale



HYALIS, the NEOCUTIS premium-grade Hyaluronic Acid (HA), attracts water into to the skin to hydrate it from within. Skin looks firmer and plumper, and the intense hydrating action of HYALIS leaves skin feeling replenished. JOURNÉE RICHE contains Wild Yam Root Extract to help counteract dryness and textural skin changes associated with climate and/or hormonal shifts, while BIOCREAM RICHE and MICRONIGHT RICHE contain nourishing non-greasy oils, including Borage Seed Oil and Wheat Germ Oil.

For a complex regimen, LUMIÈRE RICHE and MICROEYES RICHE are richer, more emollient versions that restore the moisture balance of skin around the eyes. Add NEOCLEANSE which is gentle enough to use daily and allows better absorption of the products to be applied in series. Use a serum for a supercharged burst of either PSP or MPC both morning and night to target fine lines and wrinkles.



SENSITIVE SKIN

Sensitive skin needs a soft touch, as it can so easily become red and irritated. Skin can be aggravated by exposure to a pollutant or a trigger and can react by becoming red.

| | Simple | Complex | Add-ons |
|---|--|--|----------------------------|
|  | PÊCHE® JOURNÉE or MICRODAY® | PÊCHE® LUMIÈRE® or MICROEYES® JOURNÉE or MICRODAY® | NEOCLEANSE® BIO GEL |
|  | PÊCHE® BIOCREAM or MICRONIGHT® | PÊCHE® LUMIÈRE® or MICRO•EYES® BIOCREAM or MICRONIGHT® | NEOCLEANSE® BIO GEL |

Rationale



PÊCHE has been formulated to rebalance skin's natural harmony. Containing a patented blend of ingredients designed to balance stressed skin – such as Sodium Dextran Sulfate to calm skin, Zinc PCA to minimize redness, Caffeine to soothe skin, and Glycerin to infuse moisture – PÊCHE helps support skin's natural defenses. PÊCHE can be used as adjunctive skincare with topical medications prescribed by a healthcare provider and for the support of skin health. Along with a PSP® or MPC® day and night cream, skin will receive the nourishment it craves in fast-absorbing, non-greasy formulas that blend flawlessly into skin.

For a complex regimen, both LUMIÈRE and MICROEYES contain ingredients that benefit the delicate eye area: Glycerin, Sodium Hyaluronate, Glycyrrhetic Acid, Caffeine, Bisabolol and Vitamin C. Add NEOCLEANSE which is gentle enough to use daily and allows better absorption of the products to be applied in series. Incorporate BIO•GEL, an oil-free hydrogel that provides just the right amount of hydration without a shiny film.



MEN

Men might normally ignore their skincare, which is why their skin needs special attention.

| | Simple | Complex | Add-ons |
|--|---------------------|---|--|
|  | BIOGEL RéACTIVE+ | BIO GEL LUMIÈRE® or MICROEYES® RéACTIVE+ | NEOCLEANSE® BIOSERUM or MICROSERUM |
|  | BIOGEL | BIO GEL LUMIÈRE® or MICROEYES® | NEOCLEANSE® BIOSERUM or MICROSERUM |

Rationale

Removing the top layer of skin by shaving means skin is ready to receive the nourishment of BIOGEL, an oil-free hydrogel that provides just the right amount of hydration without a shiny film. Finish up with RéACTIVE+ to protect against oxidative stress and to prevent sun damage.

For a complex regimen, NEOCLEANSE can be used before or after shaving to help achieve a closer shave. Both LUMIÈRE and MICROEYES contain ingredients that benefit the delicate eye area: Glycerin, Sodium Hyaluronate, Glycyrrhetic Acid, Caffeine, Bisabolol and Vitamin C. Use BIOSERUM or MICROSERUM for a supercharged burst of either PSP or MPC both morning and night to target fine lines and wrinkles.



MERZ PORTFOLIO

ULTHERAPY®

| Brow Area | Lower Face | Full Face |
|---|---------------------------|--|
| BIOCREAM MICROEYES® or MICROEYES® RICHE | BIOCREAM MICROFIRM | BIOCREAM MICROEYES® or MICROEYES® RICHE MICROFIRM |
| Add-ons MICROSERUM | Add-ons MICROSERUM | Add-ons MICROSERUM |

Rationale



Ultherapy creates an injury that stimulates the dermis to repair itself and create new Collagen. The proprietary blend of hand-crafted Micro Proteins found in MPC® are foundational in the nourishment of Collagens I, III and VII, Elastin and HA, making it the ideal complement to Ultherapy to improve overall patient outcomes and help maintain results. BIOCREAM, which contains PSP, a patented blend of proteins, calms and soothes the skin during the recovery process.



MERZ PORTFOLIO

INJECTABLES

APPLY TO SKIN IMMEDIATELY POST-PROCEDURE AND
CONTINUE USE TO MAINTAIN TREATMENT RESULTS

| | Toxin | Fillers | Add-ons |
|---|----------------------|----------------------|------------|
|  | LUMIÈRE® JOURNEE | BIOSERUM JOURNEE | NEOCLEANSE |
|  | LUMIÈRE® BIOCREAM | BIOSERUM BIOCREAM | NEOCLEANSE |



Rationale

PSP®, a patented blend of proteins, calms and soothes the skin during the recovery process, providing patients with decreased redness, discomfort and downtime.



ABLATIVE PROCEDURES

CHEMICAL PEELS | MICRO-DERMABRASION | LASER THERAPY |
MICRO-NEEDLING | SURGERY

| | 48-72 hours post | 4 days post | 4 days post Add-ons |
|--|--|---|--------------------------------------|
|  | NEOCLEANSE LUMIÈRE® or MICROEYES® BIOCREAM | NEOCLEANSE LUMIÈRE® or MICROEYES® JOURNEE or MICRODAY | HYALIS BIOSERUM or MICROSERUM |
|  | NEOCLEANSE LUMIÈRE® or MICROEYES® BIOCREAM | NEOCLEANSE LUMIÈRE® or MICROEYES® BIOCREAM | HYALIS BIOSERUM or MICROSERUM |

Rationale



An aggressive cosmetic treatment can leave skin raw and inflamed. With the ability to calm and soothe skin post-procedurally, as well as a high rate of tolerability and a low risk of adverse reactions, PSP® is the ideal choice for these types of treatments. Post-procedural application of PSP has been shown to be safe, effective and tolerable for use after cosmetic procedures.^{1,2} Maintenance care can be switched to MPC® as a skincare professional sees fit, based on the patient's long-term skincare goals.

¹ REFERENCES: 1. Gold MH and Goldman MP. Efficacy of novel skin cream containing mixture of human growth factors and cytokines for skin rejuvenation. J Drugs Dermatol. 2007;6:197-201. 2. De Buys Roessingh AS, Hohlfeld J, Scaletta C, Hirt-Burri N, et al. Development, characterization, and use of a fetal skin cell bank for tissue engineering in wound healing. Cell Transplant. 2006;15 823-834.



NON-ABLATIVE PROCEDURES

HYDRAFACIAL™ | PHOTOREJUVENATION | INJECTABLES | LIGHT TREATMENTS

| | Simple | Complex | Add-ons |
|---|---|--|--------------------------------------|
|  | LUMIÈRE® or MICROEYES® JOURNEE or MICRODAY | NEO CLEANSE LUMIÈRE® or MICROEYES® JOURNEE or MICRODAY | HYALIS BIOSERUM or MICROSERUM |
|  | LUMIÈRE® or MICROEYES® BIOCREAM | NEOCLEANSE LUMIÈRE® or MICROEYES® BIOCREAM or MICRONIGHT | HYALIS BIOSERUM or MICROSERUM |

Rationale

The growth factors in PSP® technology play a role in the healing of skin damage such as burns and wounds. PSP is an ideal choice for post-procedure care, given its unique ability to stimulate a balance of Collagens I and III and calm and soothe the skin after treatments, providing patients with decreased redness, discomfort and downtime. Micro Proteins found in MPC® are foundational in the nourishment of Collagens I, III and VII, Elastin and HA. Incorporate a product from the MPC line for additional benefits to address the loss of elasticity.

Human Growth Factor Cream and Hyaluronic Acid Serum in Conjunction with Micro Laser Peel An Efficient Regimen for Skin Rejuvenation

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ABSTRACT

The present study investigated the use of a novel hyaluronic acid serum in combination with a cream comprising a mixture of human growth factors in conjunction with the micro laser peel procedure for skin rejuvenation. After preconditioning the face with the hyaluronic acid serum followed by the cream twice daily for one month, 15 female volunteers between 35 to 65 years of age with demonstrable facial wrinkling received a micro laser peel on the entire face using an erbium-doped yttrium aluminium garnet laser. Immediately following the laser procedure, the subjects applied the test products twice daily until the second laser peel one month later. Immediately following the second procedure, the subjects reapplied the test products for another month. In the large majority of subjects, erythema or edema, crusts or erosions, and transitory stinging or burning sensations after the micro laser peel were minimal or mild when the skin was treated with the serum followed by the cream. The micro laser peel in conjunction with the test products helped to significantly improve hyperpigmentation, wrinkles, and texture as compared to before treatment. This study with the micro laser peel device demonstrated that a novel hyaluronic acid serum combined with the human growth factor cream can be successfully used for skin rejuvenation in conjunction with light-to-medium invasive laser skin treatments.

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Today, a large variety of cosmetic procedures including light and laser therapies are used for nonsurgical skin rejuvenation.^{1–3} The field of nonsurgical skin rejuvenation has been inspired by patient expectations for minimal risk and rapid recovery.¹ The recovery time for nonsurgical skin regeneration depends on the procedure; generally there is minimal downtime after nonablative treatments and significant downtime after ablative procedures, such as CO₂ laser resurfacing. Earlier studies indicate that topical skincare regimens can be beneficial in reducing postprocedure symptoms.⁴ With the goal to assess a topical skin care regimen that would reduce procedure-related signs and possibly enhance outcome of the

procedure, the present study reports on a skin care regimen consisting of the combined application of a high content hyaluronic acid serum with a cream containing a mixture of human growth factors and cytokines. A slightly invasive laser procedure for skin rejuvenation, known as a micro laser peel, was performed; the device was adjusted to remove up to 20µm of skin. This erbium-doped yttrium aluminium garnet (Er:YAG) laser is an adjustable, minimal-to-full, epidermal, laser peel that removes the outermost layers of the skin as a function of the laser settings. Depending on skin removal and the patient, adverse events are commonly limited to transitory erythema, edema, crusts and erosions lasting for several days after the laser procedure.⁵

DISCLOSURE: Dr. Gold performs research for Neocutis, is a consultant for and speaks on behalf of Neocutis, and is a shareholder in the company. Dr. Katz reports no relevant conflicts of interest. Dr. Cohen has participated as a clinical research investigator for Neocutis. Ms. Biron reports no relevant conflicts of interest. This study was funded by Neocutis, Inc., San Francisco, California.

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TABLE 1. Clinical scoring for recovery

| ERYTHEMA | |
|---------------------|--|
| (0) | None |
| (1) | Minimal, scant rare erythema |
| (2) | Mild, easily seen erythema involving up to 1/3 of the face |
| (3) | Moderate, easily seen erythema involving between 1/3 to 2/3 of the face |
| (4) | Severe, easily seen erythema involving over 2/3 of the face |
| EDEMA | |
| (0) | None |
| (1) | Minimal, scant scattered edema |
| (2) | Mild, easily seen edema, minimally palpable, up to 1/3 of the treated area |
| (3) | Moderate, easily seen edema and palpable, involving between 1/3 to 2/3 of the treated area |
| (4) | Severe, easily seen edema, indurated in some areas, involving over 2/3 of the treated area |
| CRUSTS AND EROSIONS | |
| (0) | None |
| (1) | Rare, 1 to 2 lesions, 3mm or less in size |
| (2) | Mild, 3 to 5 lesions, 3mm or less, areas readily seen |
| (3) | Moderate, 6 to 10 lesions, easily seen |
| (4) | Severe, greater than 10 lesions |
| STINGING/BURNING | |
| (0) | No burning/stinging |
| (1) | Minimal burning/stinging |
| (2) | Moderate burning/stinging |
| (3) | Severe burning/stinging |

The serum was formulated with 1% high molecular weight (about 1000kDa), pharmaceutical grade, bioengineered hyaluronic acid, while the human growth factor and cytokine mixture was obtained through a biotechnology process using cultured human fetal fibroblasts. The fibroblasts originated from a dedicated cell bank, which was established for the development of wound healing products. The test cream with the growth factor and cytokine mixture has previously been studied for the treatment of adverse events associated with photodynamic therapy.⁶ Furthermore, the cream was intensively studied as effective skin care regimen for aged facial skin when used alone⁷⁻⁹ and was reported to be beneficial in scar management after surgery.¹⁰

Hyaluronic acid (HA; also known as hyaluronate or hyaluronan) is a high molecular weight, negatively charged (polyanionic) polysaccharide and is naturally present in virtually all vertebrate tissues and fluids including the skin's extracellular matrix. Through its complex interactions with matrix components and cells, HA has versatile roles in skin related to both its physicochemical and biological properties. HA is well known for its excellent water-holding capacity.¹¹ Further, HA supports tissue architecture of extracellular matrix, governs skin elasticity, is involved in cell migration and differentiation processes during wound healing and inflammation, and might act as an antioxidant due to restriction of movement of reactive oxygen species.¹² There is also some evidence that HA and growth factors (i.e., fibroblast growth factor) act synergistically to accelerate healing.¹³ HA was shown to interact with growth factors, thereby protecting them from degradation by proteases.¹⁴ Finally, HA is used as a topical drug delivery system for localized delivery of certain drugs to the skin.¹⁵ Therefore, due to HA's specific properties in relation to growth factors, topical products with concentrated HA in combination with human growth factors might be particularly well suited to help improve recovery and outcome after cosmetic light and laser therapies.

METHODS

Study design. The three-center study was conducted according to the Declaration of Helsinki as approved by the Independent Institutional Review Board (Plantation, Florida). After obtaining informed consent, 15 Caucasian, female volunteers between 35 and 65 years of age, in good general health, not nursing or pregnant, of Fitzpatrick skin type 1 to 4, and with moderate-to-severe facial photodamage underwent the treatment regimen. Excluded were subjects with any active or history of skin disease affecting the face; subjects who received microdermabrasion, glycolic or less than 20% trichloro acetic acid (TCA) peel, or hydroquinone-containing products on the face within one month prior to the beginning of the study; subjects who received nonablative laser, light, or radio-frequency treatments within three months prior to the beginning of the study; and subjects who received retinoids, dermabrasion, or greater than 20% TCA peel, Botox®, or filler injection, or ablative laser

or cosmetic surgery within six months prior to the beginning of the study.

Micro laser peel. The subject received two micro laser peels (MicroLaserPeel™ Profile Contour 2940nm Er:YAG laser system; Sciton, Palo Alto, California) separated by one month on entire face adjusted to up to 15µm during the first treatment and up to 20µm during the second treatment. Topical 5% lidocaine (LMX 5 Cream; Ferndale Laboratories, Ferndale, Michigan) was provided 30 minutes prior to treatment.

Micro laser peel skin care regimen. The subjects applied a 1% sodium hyaluronate serum (Hyalis; Neocutis, San Francisco, California) followed by an oil-in-water-based skin cream containing a proprietary mixture of human growth factors and cytokines called processed skin cell proteins (Bio-Cream—Bio-restorative Skin Cream with PSP®, Neocutis) one month prior to the laser peel in order to condition the skin before the procedure and after each laser peel for a total of two months twice daily (morning and evening). Before the application of the test products, the subjects were asked to cleanse the skin using a gentle cleanser (Cetaphil® Gentle Skin Cleanser, Galderma Laboratories, Fort Worth, Texas). During the daytime, when sun protection was required, the subjects were additionally asked to use a sun protection factor (SPF) 45 sunscreen (Coppertone® Oil Free Sunscreen Lotion SPF 45; Schering-Plough HealthCare Products, Memphis, Tennessee). Gentle cleanser and sunscreen were also provided to the subjects at the beginning of the study.

Evaluations. Clinical assessment of recovery (erythema, edema, crusts, and erosions) and improvement of signs of skin aging (hyperpigmentation, wrinkle, texture, pore) were assessed using 0 to 3 or 0 to 4-point visual scoring systems (Tables 1 and 2). In addition, clinical photography was taken under standardized conditions before, three days after the micro laser peels, and at the end of the study period using the OMNIA imaging system (Canfield Scientific; Fairfield, New Jersey). Subjects were further asked whether they tolerated the test products well, whether the products helped to keep skin moist, soothe or calm skin, or reduce general discomfort (pain, burning, stinging, etc.) after the micro laser peel. Possible answers were “Yes,” “Not sure, but seems likely,” or, “No.”

RESULTS

All 15 subjects averaged 51±9 years of age (between 36 to 64 years) completed the study. One subject, however, refused to undergo the second micro laser peel since she felt that downtime after the procedure was significant and not acceptable. This subject remained in the study and continued using the test products, but did not receive a second micro laser peel. One subject missed the evaluation three days after the second laser peel (Day 33).

Adverse events and tolerability. The subjects did not experience any adverse events in relation to the test

TABLE 2. Clinical scoring for signs of skin aging

| HYPERPIGMENTATION | |
|-------------------|---|
| (0) | No hyperpigmentation |
| (1) | Slight hyperpigmentation |
| (2) | Moderate hyperpigmentation, involving at least 1/3 of half-face |
| (3) | Severe hyperpigmentation, involving at least 1/2 of half-face |
| WRINKLES | |
| (0) | No wrinkles |
| (1) | Shallow, but visible |
| (2) | Moderately deep |
| (3) | Deep with well-defined edges |
| (4) | Very deep with redundant folds |
| TEXTURE | |
| (0) | Smooth and even |
| (1) | Slightly coarse and grainy |
| (2) | Coarse and grainy |
| (3) | Bumpy and uneven |
| PORES | |
| (0) | Not present or invisible |
| (1) | Barely visible |
| (2) | Only small pores |
| (3) | Some enlarged pores |
| (4) | Many enlarged pores |

products. One subject had severe periorbital edema occurring one day after the first laser procedure (15 joules). This adverse event was related to the micro laser peel procedure and not to the study products. While the use of the test products was continued, the edema reaction resolved after about five days using ice cooling without any medicinal intervention. This subject tolerated the second laser peel, which was set at a lower laser intensity (10 joules), without the occurrence of any adverse events. One subject developed asthma and one subject a tooth and root canal abscess during the study period; both adverse events

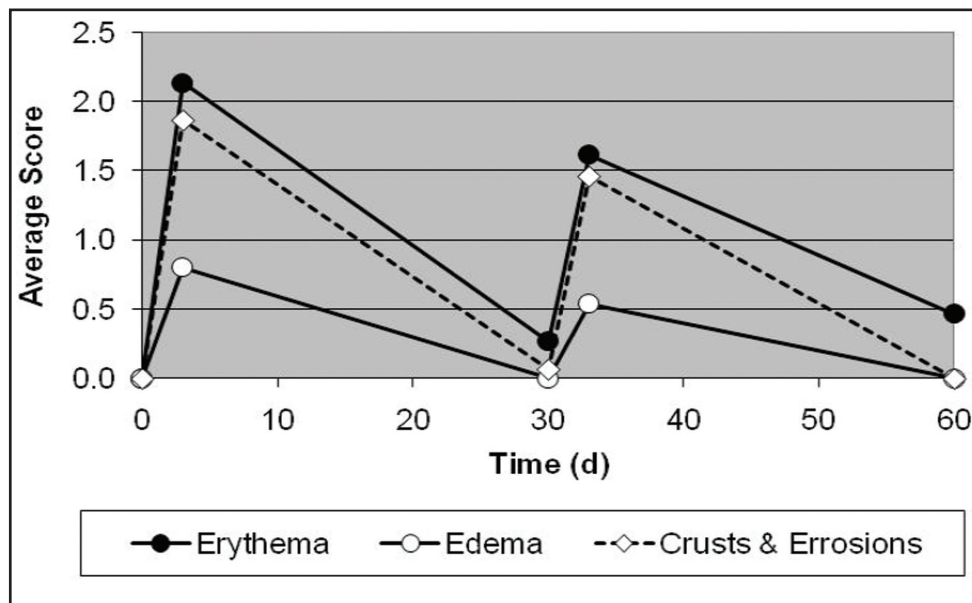


Figure 1. Hyaluronic acid serum 1% followed by human growth factor and cytokine skin cream helped subjects rapidly recover from common adverse events associated with micro laser peel. Erythema, edema, and crusts and erosions are shown as averaged clinical scores of all 15 subjects completing the study. The first micro laser peel was realized on Day 0, the second on Day 30.

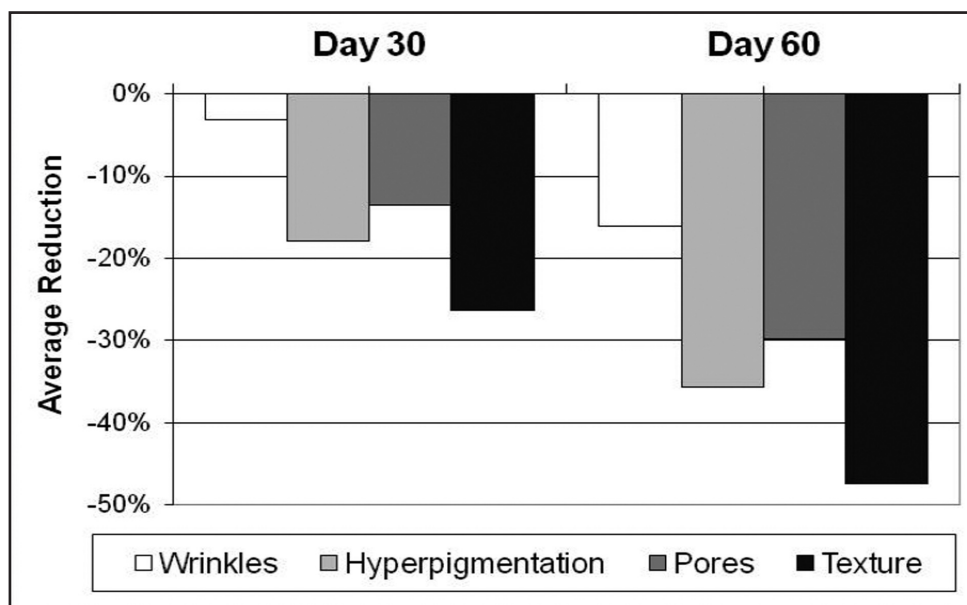


Figure 2. Wrinkles, hyperpigmentation, and pores were reduced and skin texture improved after micro laser peels. The improvements in the signs associated with skin aging were particularly pronounced one month after the second peel (Day 60). Reduction is shown as difference in averaged (n=15) clinical score before (baseline) and averaged clinical score after peels expressed in percentage of baseline scores and of all subjects completing the study.

were not related to the study products or the laser procedure. Eighty-seven percent of the subjects after the first peel, and 91 percent after the second peel reported to tolerate the test products well when used starting immediately after the laser procedure for three days. The few subjects who did not report tolerating the test products well mentioned slight stinging or burning sensations after

application of the test products. The questionnaire did not allow distinguishing whether the HA serum, the growth factor and cytokine skin cream, the cleanser, or the sunscreen were the cause of these transitory sensory sensations. All subjects (100%) reported to tolerate the test products well one month after each procedure.

Clinical assessment of recovery. On average,

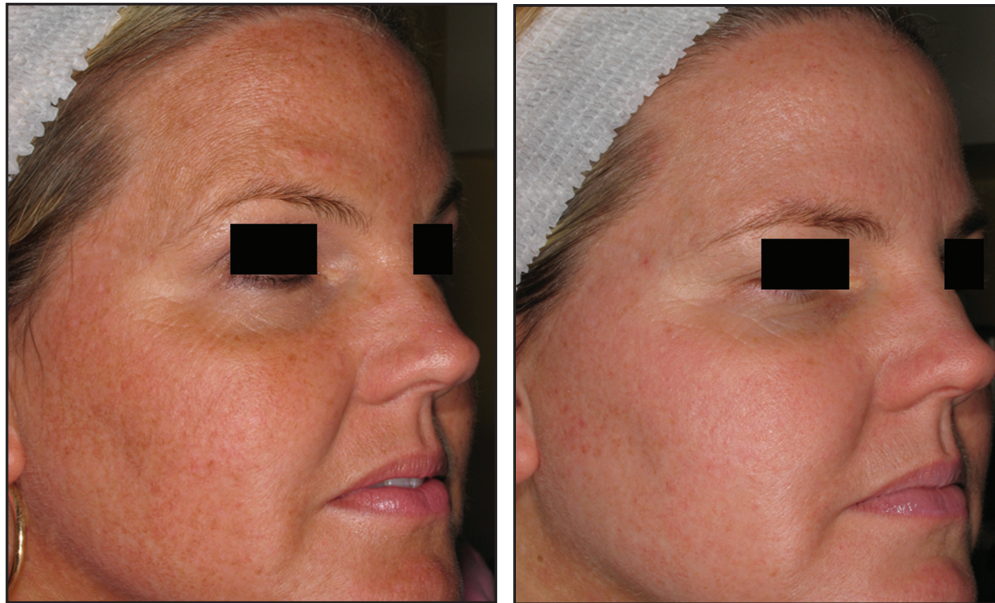


Figure 3. Example of subject demonstrating reduced signs of skin aging after two micro laser peels when using a 1% hyaluronic acid serum in combination with a skin cream containing a mixture of proprietary human growth factors and cytokines as a pre- and postprocedural skin care regimen.

erythema was mild involving up to one-third of the face (corresponding to score 2), whereas edema was minimal, scant rare (score 1) three days after the micro laser peel. After the peel, mild crusts and erosions were readily seen (3–5 lesions of 3mm or less; score 2). With the exception of some minimal, scant rare erythema (score 1) seen in 27 percent of subjects after the first peel and 40 percent after the second peel, edema and crusts and erosions completely disappeared within one month after the procedure in all subjects. As judged from the slightly decreased intensity of erythema, edema, and crusts and erosions, the second peel appeared to be better tolerated despite the fact that the subject generally received a more intense peel removing up to 20µm. The detailed results are shown in Figure 1.

Clinical assessment of signs of skin aging. Wrinkles, hyperpigmentation, and pores were reduced, and skin texture improved after the micro laser peels (Figure 2). The improvements in the signs associated with skin aging were particularly pronounced one month after the second peel (Day 60). In average, signs of wrinkles were reduced by 16 percent, pores by 30 percent, and hyperpigmentation by 36 percent, whereas texture improved by 45 percent as compared to baseline after the two-month study period. These improvements are illustrated in the photographs of one subject taken before and at the end of the study period (Figure 3).

Subject questionnaires. Eight or more out of 10 subjects (≥80%) reported that test products helped or seemed likely to help keep skin moist, sooth or calm skin, and reduce general discomfort after the first and second laser peel. Furthermore, when asked at the end of the study, 90 percent of subjects responded favorable or very

favorable toward using the test products again when undergoing another micro laser peel in the future.

COMMENT

Appropriate skin care in conjunction with cosmetic procedures, such as light and laser therapies, represents an important aspect in nonsurgical skin rejuvenation by helping to minimize downtime and enhance outcome of the procedures. This study with the micro laser peel device suggests that the use of a combination of a high content (1%), high molecular weight and pharmaceutical grade hyaluronic acid skin serum with an oil-in-water cream containing a proprietary mixture of human growth factors and cytokines is generally well tolerated and can be successfully used for postprocedural skin care after cosmetic and dermatological procedures, such as light-to-medium invasive laser skin treatments. The properties of hyaluronic acid that protect growth factors from degradation by proteases,¹⁴ may make the use of hyaluronic acid and growth factor topical products an especially promising combination for treating open skin wounds where protection of growth factors from protease activity can be beneficial.¹⁶ This hypothesis remains to be confirmed in additional, placebo-controlled studies since no active control group was used in this initial series of patients. This will further determine the potential benefits of the treatment regimen versus other treatment modalities and skin care routines.

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Tissue engineered fetal skin constructs for paediatric burns

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Autologous skin-grafting is the gold standard for treatment of deep second and third degree burns. Available bioengineered skin products also necessitate this two-step surgical procedure. Therefore, we developed fetal skin constructs to improve healing of such degree burns. A bank of fetal skin cells was developed from one organ donation (4 cm² of skin allowing the preparation of several million three-dimensional skin constructs, 9×12 cm, on native horse collagen). Successive fetal constructs were applied to eight patients at every change of dressing during 1–3 weeks in an outpatient setting. Complete closure was rapid (mean 15.3 days [SD 5.5]) with little hypertrophy of new skin and no retraction seen. This simple technique provided complete treatment without auto-grafting, showing that fetal skin cells might have great potential to treat burns and eventually acute and chronic wounds of other types.

Differences between fetal and adult skin could be important in inducing scar-free tissue repair.¹ In both animals and people, fetal skin outside the amniotic environment is very efficient in healing rapidly and without scars, emphasising that fetal cells themselves are responsible. Animal work and characteristics of fetal cells show unique features of fetal wound healing in collagen production, transforming growth factor-beta (TGF-β) response, and cell surface receptors that are important in cell-signalling, migration, and nerve stimulation.^{2–4} Allograft rejection is mediated by genes of the MHC, including HLA genes. Expression of fetal MHC antigens is age dependent and organ specific.⁵ Many difficulties of tissue engineering such as immunological rejection, small growth capacity, and matrix compatibility could be reduced by use of fetal tissue. Careful selection of a donor and extensive screening for infectious diseases provide a safe source of cells for therapeutic use.

In a protocol approved by the local ethics committee, written informed consent (obtained when the donor

patient was admitted 24 h before procedure) was sought for fetal skin biopsy (4 cm²) after pregnancy termination at 14-weeks' gestation. The donor was managed by a medical team independent from the study and could decline participation at any time. She was screened during hospital stay and 3 months later for infectious diseases. Karyotype and post-mortem of the fetus were obtained. With one fetal organ donation (4 cm² skin), a skin-cell bank was developed that was capable of producing several million skin constructs (9×12 cm) for therapeutic use (figure 1, A).

Cells were expanded from tissue fragments and grown in Dulbecco's modified Eagle's medium (DMEM, Gibco, Paisley, Scotland, UK) supplemented with 10% fetal calf serum (FCS) (Hyclone, Fetal Clone III, Logan, Utah, USA) and frozen in liquid nitrogen in dilutions used directly for the matrix seeding (early passages—eg, 3–4). For construct development, collagen sheets (Baxter, Volketswil, Switzerland), 2 mm dry collagen, 9×12 cm) were seeded at a density of 2.5×10³ cells/cm², and a

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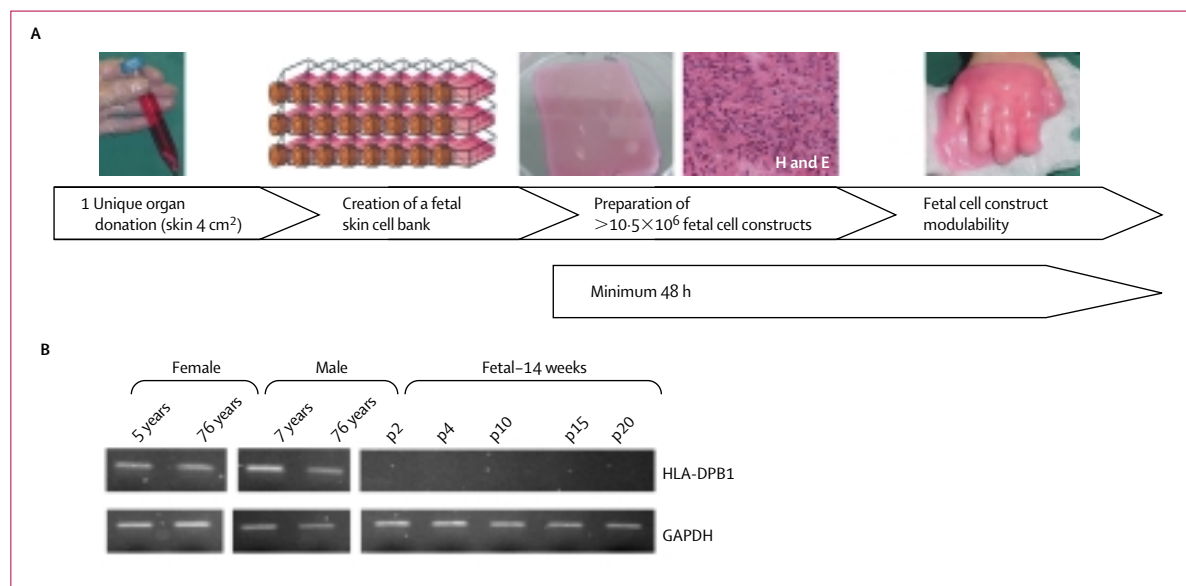


Figure 1: Fetal construct preparation and immunogenecity

(A) Fetal skin donation was expanded in tissue culture to establish a cell bank and fetal construct preparation (histological frozen sections, 20 μm stained with haematoxylin and eosin [H&E]). (B) HLA-DPB1 RT-PCR on old, young, and fetal cells up to passage 20. GAPDH was used as a positive control.

| Patient | Age/sex | Type of injury | Body site/ | Delay before before treatment | Number of constructs | Time to closure (days) | Follow-up (months) |
|-----------|------------------|--|---|-------------------------------|----------------------|------------------------|--------------------|
| 1 | 14 months/female | Second and third degree burn—scalding coffee | Hand 3.8 × 4 cm 3.4 × 4 cm | 8 | 5 | 15 | 20 |
| 2 | 8 years/female | Second and third degree burn—scalding water | Buttocks 29.5 × 18 cm | 8 | 5 | 19 | 19 |
| 3 | 15 months/male | Second and third degree burn—scalding water | Foot and leg 2.8 × 5.8 cm 29.8 × 13.9 cm | 21 | 6 | 20 | 13 |
| 4 | 9 years/female | Second and third degree burn—hot oil | Hand & arm 15.9 × 11.8 cm 13.5 × 9.7 cm | 10 | 3 | 17 | 16 |
| 5 | 9 years/male | Second degree burn—gasoline fire | Hand 14.4 × 7.8 cm | 9 | 6 | 16 | 13 |
| 6 | 17 months/female | Second and third degree burn—iron | Hand 2.9 × 4.2 cm | 5 | 3 | 7 | 15 |
| 7 | 2 years/male | Second and third degree burn—iron | Foot 2.5 × 5.6 cm | 14 | 5 | 21 | 21 |
| 8 | 5 years/female | Second degree burn—furnace | Buttocks 8.8 × 12.3 cm | 5 | 1 | 7 | 15 |
| Mean (SD) | | | | 10 (5.2) | 4.3 (1.8) | 15.3 (5.5) | 16.5 (3.1) |

Table: Summary of patients

growth period of 2 days (37°C incubator at 95% relative humidity and 10% CO₂) was selected for the clinical trials (figure 1 A, Haematoxylin and Eosin [H&E] staining of construct).

Cells derived from fetal skin were examined for the presence of HLA DP histocompatibility type, beta 1 subunit HLA-DPB1 mRNA (European Molecular Biology Laboratory accession NM_002121, position 598 to 816 bp), related to tissue rejection. Culture techniques did not alter antigenic loci in fetal cells as portrayed by the absence of HLA-DPB1 (figure 1, B). Three additional fetal cell lines from 14–18 weeks were also negative (data not shown). Control cells from young and old skin, established under the same conditions, tested positive for

HLA-DPB1. Fetal cells were not positive for HLA-DP, DQ, or DR 1 by immunofluorescence (anti-HLA, clone CR3/43, Dako, Glostrup, Denmark). Fetal skin cells were 100% positive for vimentin (clone 3B4, Progen, Heidelberg, Germany), 10% positive for cytokeratin cocktails (AE1AE3, C11, MNF116, Novocastra, Newcastle upon Tyne, UK); no cells were positive for Melan A (clone A103, Dako, Glostrup, Denmark), CD1a (clone O10, Immunotech, Marseille, France) or smooth muscle actin (clone 1A4, Sigma, St. Louis, MO, USA).

Eight children presenting with burns who were candidates for autograft (mesh or full thickness) after an average of 10 days of traditional treatment were included in the study. The study protocol was approved by the local



Figure 2: Patient follow-up after application of fetal skin constructs

Photos of five representative patients in early weeks of treatment and follow-up at several months. A=before treatment; B=2 weeks after treatment; C=at follow-up.

ethics committee. Explanation of the study was given 24 h before the first planned treatment, to allow patients and parents to view the information, before all giving written informed consent. The patients could choose between traditional autografting or fetal skin constructs. They could decline participation in the study at any time. Fetal skin constructs were placed on lesions after debridement and over-layered with gauze coated with petroleum jelly and cotton gauze bandages. Dressings were changed every 3–4 day, whereupon we noted that fetal skin constructs were completely biodegraded. Surgeon's assessment of epithelial formation determined the number of procedures, with a maximum of 3 weeks of treatment; at which time autograft would have been done. Casts were applied to keep arms and feet in a neutral position. After closure of the skin, various cream application was begun. Pressure garments were individually made-to-order, worn day and night, and removed only for bathing and massage.

Mean time before first application of the construct was 10 days (SD 5.2) and mean number of constructs applied was 4.3 (1.8). Mean time to healing for the burns was 15.3 days (5.5) after the first construct application and the range of follow up was 13–21 months. After skin closure, total recovery of mobility, especially in hands and fingers, was documented (patients 1, 4, 5 and 6; table, figure 2). Moreover, recovery of skin pigmentation was noted in patients with dark skin (patient 4). General anaesthesia or nitrous oxide analgesia were used less than for traditional dressings, with an average number of 3.4 sessions (2.7). Because donor cells were male, we needed to know whether engraftment took place in female patients. We therefore asked patient 2, who had the largest, hidden burned surface, for consent to biopsy (1 cm² representing around 2500 epidermal cells and 3500 dermal cells) 6 months after therapy. The whole surface was screened by fluorescence in situ hybridisation (FISH), showing absence of Y-chromosomes (data not shown).

No child needed traditional grafting because fetal construct applications alone led to wound closure. All wounds were closed at just over 2 weeks with no hypertrophic granulation tissue as often seen with traditional methods. Fetal-skin constructs lack polarity, are easily applied, and mould to the anatomy of small areas such as fingers and toes. No additional fixation devices (ie, glue, staples, stitches, silicones) were needed, and application of constructs was painless (anesthesia was used only for young non-cooperative children). Aesthetic and functional results were excellent in all eight children showing little hypertrophy of new skin with no retraction or secondary breakdown of healed surfaces. We have shown that fetal skin is a substitute for

biological skin that can provide burned patients with a very high quality of skin in a short time with no additional grafting techniques. Other investigators reported using collagen alone or collagen with newborn skin-cells to treat burns, wounds, and autograft sites of burned patients.^{6,7} In such studies, a two-step surgical procedure was needed with either split-thickness grafting or autologous keratinocytes and fibroblasts. When two-step procedures are necessary, the recovery period can be long, frequently being 1.5–3 months. Fetal cells are able to exert promoting effects on adhesion, proliferation, and migration of existing cells, most probably by the secretion of growth factors.^{2,3} This effect was seen in all eight patients treated with the wound closing from the border of the lesions. In view of the therapeutic effects of this technique along with the simplicity in application, fetal skin cells could have great potential in tissue engineering.

Contributors

L A Applegate, J Hohlfield, and P Hohlfield had the original idea and participated in the conception and design of this study, acquisition and interpretation of data, and drafting and review of the report. A de Buys Roessingh, N Hirt-Burri, C Scaletta, P Chaubert, and S Gerber made important contributions to one or more of: study design, and acquisition, analysis, or interpretation of data. The article was revised and approved by all contributors.

Conflict of interest statement

L A Applegate and P Hohlfield hold a patent pending on the use of fetal skin-cells for treatment of skin disorders and participated in the spin-off of the University Hospital, Neocutis.

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NEOCUTIS®

NOTES

- NEOCUTIS™ was founded over 15 years ago on the basis of extensive wound healing research in Lausanne, Switzerland.
- In Lausanne, Switzerland researchers at a research hospital found that in-utero surgeries, such as for spina bifida or cleft palate, performed prior to 24-weeks' gestation, resulted in no scarring at birth. The same surgery performed after 24 weeks resulted in scarring. From these findings, researchers concluded that fetal skin has the unique ability to reorganize components of the dermis, with little to no inflammation, which is what results in scarless wound healing.
- At the same research hospital, there was a couple who found out they had a non-viable pregnancy. At 14 weeks, they had to medically terminate the pregnancy and the couple chose to donate 4 cms of fetal tissue for research—just like you and I may opt to be an organ donor. From that one-time compassionate donation, our master and working cell banks were created. There will never be a need for another donation.
- When our first wound healing technology was found to scarlessly heal burned skin while making it appear healthier and more youthful NEOCUTIS™ scientists began to explore how to apply the same principals to improve the appearance of aging skin. Unlike young skin (which heals quickly and more easily) older skin acts more like wounded skin.
- NEOCUTIS™ translated means “New Skin.”
- NEOCUTIS™ is the only line that has “pure” human Growth Factors as we take extra steps in the “washing” process to create pure lysate cells. It is the gold standard
- NEOCUTIS™ focuses on the Extracellular Matrix (ECM) which is comprised of Elastin, Collagen and Hyaluronic Acid.

QUESTIONS

WHAT ARE GROWTH FACTORS?

Answer: Growth Factors are proteins that are most effective in regulating cell multiplication.

HOW DO GROWTH FACTORS WORK?

Answer: Growth Factors are active at very low concentrations. They are locally active at or near the site of administration and they penetrate through skin “Imperfections.”

WHY ARE HUMAN GROWTH FACTORS SO IMPORTANT?

Answer: Growth Factors bind only to corresponding unique growth factor receptors on the cell surface, thereby signaling the cell to multiply or mature.

WHY IS HA AND MOISTURIZATION IMPORTANT?

Think of a dry sponge. If you put soap on it, it just sits on the surface. If the sponge is wet, it suds up and penetrates evenly.

ANALOGIES

- Growth Factors are like Victoria's secret. They keep everything on the surface looking pretty!
- Peptides are like Spanx. They do all the heavy lifting and clean up under the skins surface.



NEOCUTIS®

FAQS

ADVERSE EVENTS

If an account has a patient who experience an adverse event, the event needs to be reported to adverseevents@merz.com. A replacement product will not be issued for adverse events.

FAULTY PUMPS

- When processing a return due to a faulty pump, please send an email to complaints2@merz.com.
- It is important to make sure that all faulty pumps are reported to the complaints department for accurate Merz tracking. This expedites the process of delivering the replacement product to your customer.
- Please include the following information in the email to complaints2@merz.com.
 - Customer full name, account number and address
 - Product name and size (15, 30, 50 mL)
 - Expiration date and lot number

Returns are deducted from your sales the day they are processed.

RETURNS

- All sales of NEOCUTIS are not returnable for credit.
- Field-based employees are not authorized to approve return of product.
- Authorization to return product should be obtained by authorized personnel from Merz Headquarters in Raleigh, NC. Request for authorization should include the following:
 - Product
 - Lot number
 - Expiration date
 - Reason for request

To obtain a Return Materials Authorization (RMA) Form, requests should be sent via email to returngoods@merz.com.

Short shipments, damaged product or shipping overages must be reported to Merz by phone (844-469-6379) or email returngoods@merz.com within ten days of shipment receipt.

Approved product returns must be shipped within sixty (60) day of authorization date; if shipped after, product is ineligible for credit.

Merz will issue an RMA within forty-five (45) calendar days of receipt of a customer's debit memo.

