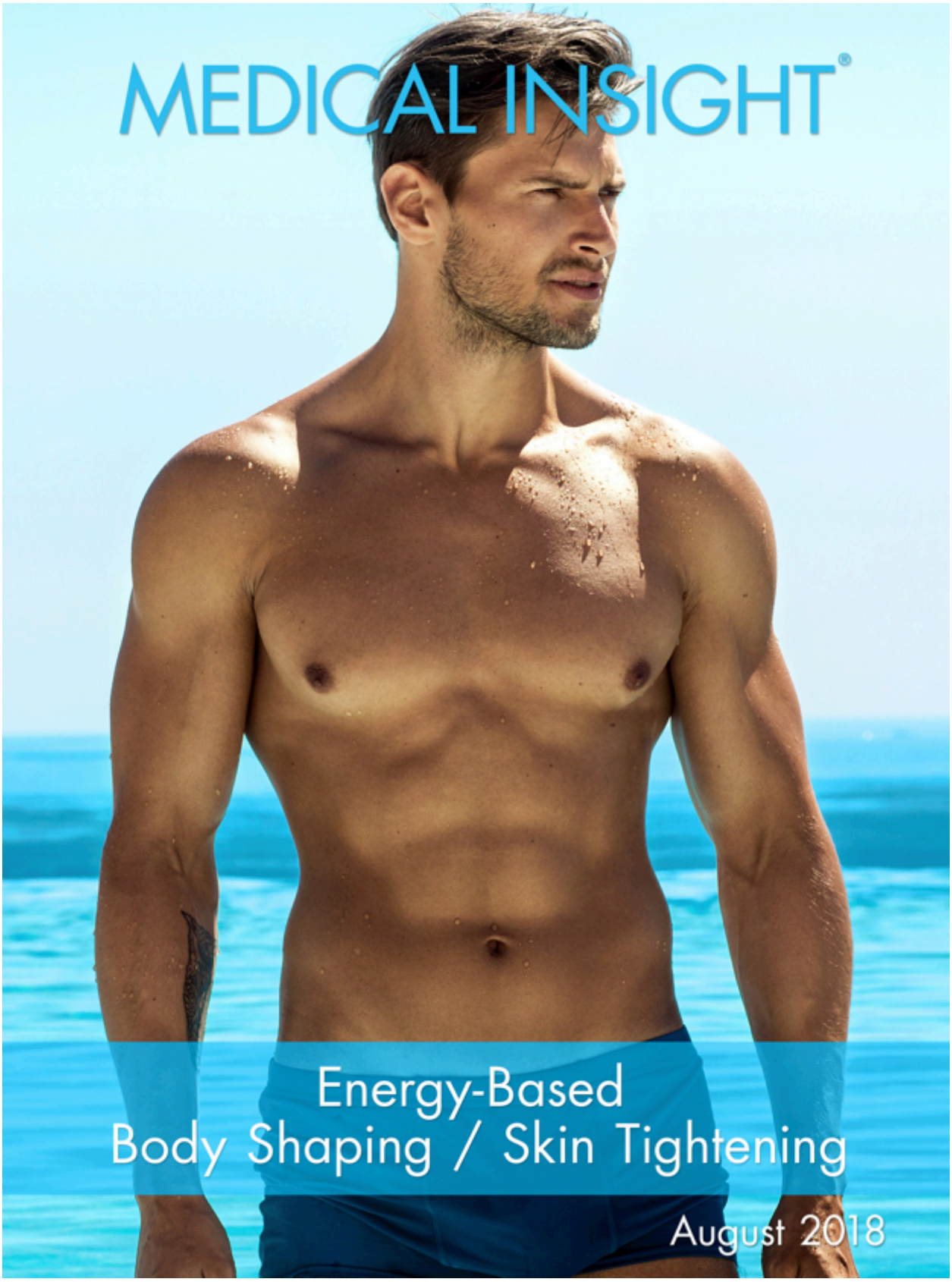

MEDICAL INSIGHT®

Energy-Based Body Shaping / Skin Tightening

August 2018

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M.I.I Professional Biography

Michael Moretti
President
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Michael Moretti has served as a medical industry analyst and strategic advisor for more than 25 years. As an industry consultant, Mr. Moretti specializes in strategic business development projects and high-growth, emerging market segments. He provides custom reports and confidential market studies for a variety of clients, including global medical and pharmaceutical companies.

In 1993, Mr. Moretti founded Medical Insight, Inc., the leader in focused aesthetic market research offering comprehensive data on procedure volume and growth, revenue forecasts and new product introductions. Under Mr. Moretti's leadership, Medical Insight publishes global market studies and forecasts for major industry sectors such as facial injectables, cosmeceuticals, body shaping procedures, skin rejuvenation technologies and home-use aesthetic products. Medical Insight also sponsors executive business forums to address scientific developments and market trends for the investment community.

Mr. Moretti is the founder of *Aesthetic TV*, the first and only one-stop online resource for current, reliable information about cosmetic and anti-aging treatments. *Aesthetic TV* offers expert advice for consumers via interviews with the top physicians in the field, and unprecedented access to the latest beauty-enhancing procedures and products created specifically to help people look and feel their absolute best.

Mr. Moretti is also founder and publisher of *THE Aesthetic Guide*® – a digital and print publication from Medical Insight featuring in-depth reports on new products, procedures and trends, reaching over 75,000 physicians, industry executives and investment analyst subscribers globally. Special editions of *THE Aesthetic Guide* address the European and Asian markets.

In 2007, Mr. Moretti debuted *THE Aesthetic Show*™, the first multidisciplinary annual business to business trade show that brings thousands of the highest profile physicians and medical professionals together in Las Vegas to learn about the newest aesthetic procedures, products and technologies in a dynamic, interactive, educational format.

For more information please visit: www.miinews.com.

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i. Methodology

Body shaping and skin tightening data was compiled from a wide variety of public and proprietary sources. Information was cross-checked against other data, using Medical Insight's proprietary forecasting models, and synthesized into both qualitative and quantitative analyses and projections.

Public sources that were utilized include:

- articles in trade publications, medical journals and regulatory documents;
- articles in consumer magazines and newspapers;
- company news releases, website information, patent documents, regulatory data, marketing materials and financial filings;
- information from trade associations

Proprietary sources that were utilized include:

- Medical Insight's extensive database of industry and product information;
- Medical Insight's physician survey data;
- industry analyst reports;
- exclusive interviews with, and feedback from, company executives, analysts, researchers, sales representatives, physicians, patients, consultants and other industry experts

ii. New in August 2018

This mini report represents the eleventh edition of Medical Insight, Inc.'s combined Body Shaping and Skin Tightening report. Since many skin tightening devices are used for body shaping and vice versa, this report includes both types of systems.

Like the prior reports, this current report contains the latest industry news and updated market forecasts, which take into account recent technology, product, company, regulatory and other developments, as well as an in-depth analysis of the competitive positions of key players selling to both core and non-core aesthetic practices.

In addition to updated qualitative and quantitative product, manufacturer and market information, this report also includes:

- Extension of forecasts from the 2016 – 2021 period to the 2017 – 2022 period;
- new data tables demonstrating total combined sales of platforms and disposables
- quotes from analysts, industry thought leaders and top executives;

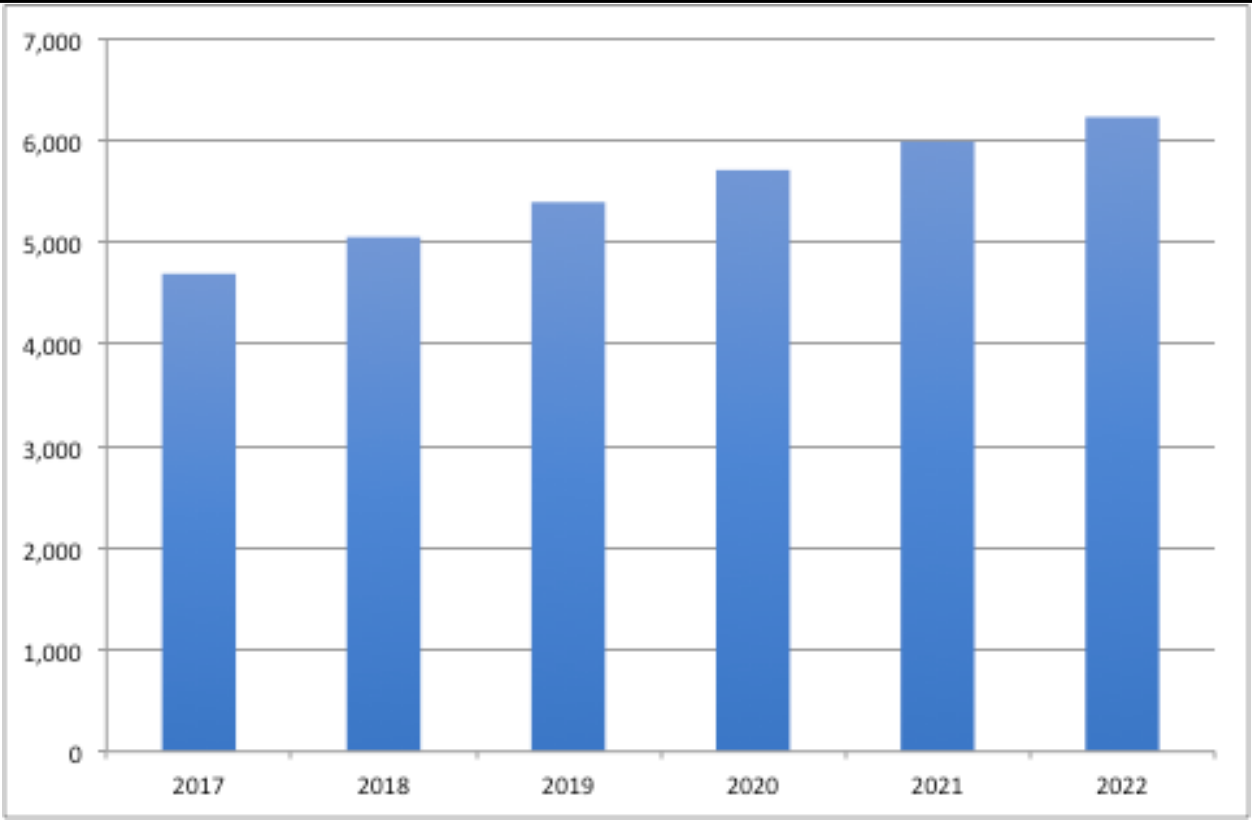
Section 1 Executive Summary

In 2017, the global market for all body shaping and skin tightening device platforms and disposables approached $1.2 billion. Through 2022, the overall market will expand by 14.7% per year, driven by rising consumer interest in these procedures.

The global market for all device platforms reached $844 million in 2017. Through 2022, the market for platforms, excluding disposables, will expand by 12.9% per year, on average. This growth is similar to the 13.1% CAGR predicted in our previous version of this report. This double digit growth rate reflects the shifting consumer interest in non-invasive body sculpting compared to other, more established energy-based device markets. Disposable sales of $353 million in 2017 are expected to rise by a strong 18.5% per year as procedure volume expands.

On a regional basis, North America is the largest single market for body shaping and skin tightening devices, with platform and disposable sales of $710 million in 2017 and annual growth of 14.8% through 2022. The strongly growing Asian market will experience solid gains at 16.9% per year, while Europe and Latin America will experience annual growth of 11.7% and 11.2%, respectively.

Allergan led the market in total dollar sales in 2017 with 37.1% of the market. The company has established a very strong position with its acquisition of the CoolSculpting brand.

In 2017, more than 48,000 skin tightening and body shaping systems were installed worldwide. With nearly 9 million procedures performed during the year, practitioners earned fees of nearly $4.7 billion. Through 2022, the installed base of systems will rise to almost 59,000 units as physicians who did not offer body shaping increasingly purchase new, clinically validated devices.

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