



April 6, 2011

Dear Colleagues,

I am a Board Certified Aesthetic Plastic Surgeon practicing in Louisville, Ky since 1992. I wanted to share my experience with the Exilis™ device which we have incorporated into our Aesthetic Skin Spa a few months ago.

As we all know, the search for a truly non-invasive body shaping medical device has been the “Holy Grail” of aesthetic providers. Before purchasing the Exilis™ system we considered and explored both Zerona™ and Zeltiq™. The science behind Zerona™ seemed farfetched, and indeed the study that the device is based on, when repeated by a reputable University in the U.S. was found to be flawed. I did not believe that milliwatt levels of laser light could melt fat transcutaneously. Also, comments by patients who had tried the Zerona™ method were not that favorable on web sites such as realself.com. Zeltiq™ was also evaluated. I did believe that, with Zeltiq™, there was some fat reduction on the order of 15-20% per treatment based on peer reviewed journal articles and photographic evaluations. However, I was bothered by several aspects of the Zeltiq™ device. First, there was a consumable for the use of the device as well as a card to pay for each treatment. Waiting three months to see the result of a single treatment may allow some of my patients to gain weight in the interim, negating the effects of the cryolipolysis. I was also bothered by the fact that the device was only able to treat lower abdomen, hips and bra strap areas. I was told new attachments would allow for more areas to be treated and that these additions would cost on the order of \$12,000-15,000.

The advantages I saw in the Exilis™ device seemed quite compelling. No consumables, no added hand-pieces and results in 4 treatments spaced 1 week apart. Additionally this device will also tighten skin of the face and body. It has no downtime, doesn't hurt (had it done on myself) and patients can see results sometimes after just 1 treatment.

You'll Love
the Look

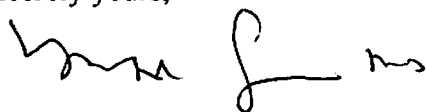
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We had excellent preparation and training from Mona and now feel we have progressed far beyond what she taught us. Indeed, one of my nurses has developed her own protocols that she has shared with many physicians around the US.

Our experience thus far has been fantastic! All patients that we have done have been happy. We have seen both skin tightening and fat reduction in all cases. I recommend Exilis™ for patients who would like fat reduction of the neck, abdomen, hips, arms, legs or back who either are not surgical candidates or do not want an invasive procedure. We have used it as “conditioning of skin” for upkeep following facelifts. It has also been quite useful for the body contouring patient who needs that little” touch up”. Some patients will accept a surgical intervention only after attempts have been made to remedy their situation non-surgically. Exilis™ fits perfectly in that scenario. We find the Exilis™ treatments to be one of the most popular in our medical spa and find patients requesting other areas to be treated as well as referring their friends and family. We are scheduled out a few weeks now and have done virtually no external advertising. Weblasts and newsletters to our existing patient base have been ample.

In summary, I have found this device to have multiple roles in our Aesthetic practice. It has been a very successful adjunct to body contouring, has a good ROI, has almost no risk and makes for happy patients who refer others. I can wholeheartedly recommend adding Exilis™ to your menu of body contouring and skin improving modalities.

Sincerely yours,

A handwritten signature in black ink, appearing to read 'Marc Salzman', with a stylized flourish at the end.

Marc Salzman