

# PROFHILO<sup>®</sup> B O D Y



WHERE OTHERS SEE HYALURONIC ACID,  
**WE SEE DETAILS OF BEAUTY UNVEILED ON BODY.**

IBSA DERMA. BEAUTY BEYOND STANDARDS.



# IBSA GROUP

Founded by a group of Swiss biologists in 1945, IBSA - Institute Biochemical SA - has gained unique experience in pharmaceutical research and technology.

IBSA has used its experience and expertise in the pharmaceutical field to branch out and develop medical devices for dermatology based on hyaluronic acid - thus creating a dedicated dermoaesthetic brand: **IBSA Derma**.

IBSA Derma distinguishes itself in this vast market because it controls the entire product lifecycle, from the biofermentation production of the raw material to the ready-to-use final product in pre-filled syringes.

OVER **25** OFFICES &  
MANUFACTURING  
PLANTS

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HUNDREDS OF  
PRODUCTS COVERING  
**10** THERAPEUTIC AREAS

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PRODUCTS AVAILABLE  
IN MORE THAN **80**  
COUNTRIES

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# IBSA DERMA

The IBSA Derma approach is aimed at countering the physiological decrease of hyaluronic acid in the skin tissue, thus restoring hydration, elasticity and tone.

In fact, in a synergistic way, it combines deep hydration with mechanical action of lifting the skin.

Thanks to its innovative use of *ultrapure* hyaluronic acid, **IBSA Derma has redefined the canons of classical beauty.**

In fact, throughout history, beauty has had well-defined and specific standards. Today this is no longer the case, because **IBSA Derma has redefined the beauty rules while enhancing the authenticity of each individual.**

What is really... a masterpiece?

For an artist, this can be a masterpiece.

For a scientist, this can be a masterpiece.

For us, everyone is a masterpiece.

Because we believe that beauty belongs to everything  
and everyone,

and put all our dedication, research, and innovation  
into making art and science

work together so that the world

can see what we see:

the pure masterpiece that every human being is.

Because where others see faces and bodies,  
we see works of art.

Where others see cold technology, we see a tool to reveal  
everyone's authentic beauty.

Where others see particles of hyaluronic acid,  
we see the full potential of human expressions.

Where others see just beauty standards, we see beyond.

IBSA Derma. Beauty Beyond Standards.





**PROFILO<sup>®</sup>**  
**B O D Y**

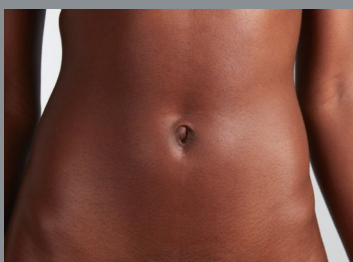
# SKIN LAXITY ON BODY

The **acceptance of one's own body**, especially for the female gender, has always been a particularly **sensitive subject**, an area where many fragilities and inner conflicts arise, often **leading women to ignore the problem instead of facing it**.

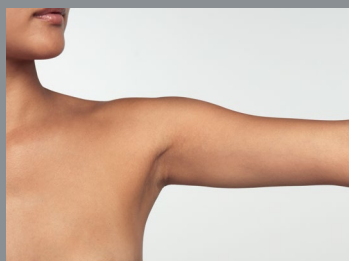
One of the most common body imperfections is certainly **SKIN LAXITY**, the visible signs of which do **not appear** for everyone at a **specific age** and with **the same evidence**: in addition to **genetics**, much depends on the **environment, habits** and **lifestyle**.

The **areas of the body most affected by this imperfection**, to the point of becoming 'critical zones', are :

## ABDOMEN



## INNER ARM



# HOW WOMEN LIVE WITH SKIN LAXITY ON BODY

According to market research carried out by IBSA\*, for most of the women surveyed, **skin laxity on the body** is not just a beauty blemish, a small defect... **but can also be a real “problem” with considerable repercussions in everyday life.**

First of all, the **sense of inadequacy** in their clothes; they **feel ‘obligated’ to change their attire, abandoning garments indicative of feminine seduction**, such as tight-fitting and low-cut garments, **in favour of more covering garments that can hide critical areas.**

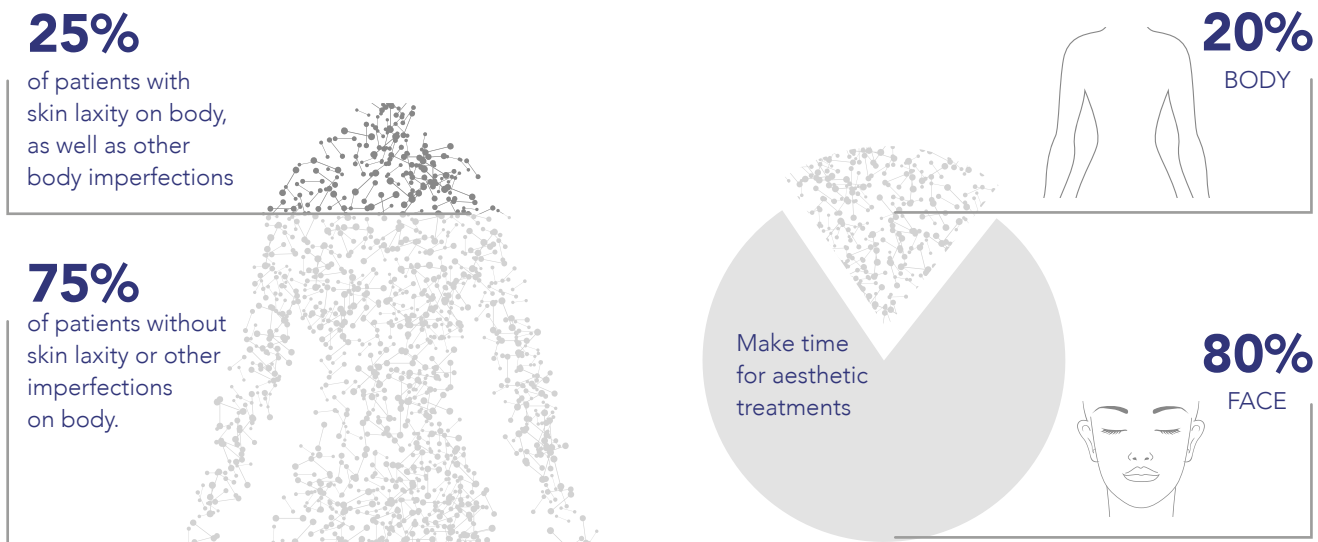
In the most extreme cases, women may also feel forced to **change their habits**, for example by **sunbathing only in private.**

# AESTHETIC MEDICINE FOR THE BODY

## CURRENT EXPERIENCE

Approximately **25% OF PATIENTS** who consult HCPs **HAVE A SKIN LAXITY PROBLEM ON THE BODY\***, but very often half of these patients **ARE NOT TREATED.**

HPCs declared that **TIME DEDICATED TO BODY TREATMENTS IS ONLY 20% vs 80% DEDICATED TO THE FACE\*.**



## MAIN REASONS\*

- **PRIORITY IS USUALLY GIVEN TO THE FACE**, visible all year round and considered "an expression of one's identity"; an area of **greater investment in terms of time and money**, and treatments are accepted with greater willingness and confidence.
- **PATIENTS LACK OF INFORMATION ABOUT POSSIBLE SOLUTIONS**, knowledge is fragmented, imprecise and it is not clear who they can turn to for a solution.



- **“PREVENTION EDUCATION” IS ALMOST NON-EXISTENT FOR BODY**, demand comes mostly from mature women where the problem is already quite advanced and obtaining a result is therefore more complex.
- **THE CURRENT OFFER HAS CRITICALITY THAT MAY FURTHER DRIVE PATIENTS AWAY**, indeed actual treatments may take too long - both in terms of protocol and results - and may require a considerable patient commitment (many cycles, even one year apart) and a certain amount of “trust” in achievable results, often perceived as partial and unsatisfactory in relation to the high costs incurred and the pain ‘endured’.

## CONCLUSIONS

All these aspects, these obstacles and barriers found by women **often lead them to live with their bodies** and their lives with a **“sense of frustration”**.

For most women **Aesthetic Medicine for the body** is an almost **unexplored area**, **waiting for non-invasive, affordable and quick-in-results solutions**, now not widely found.

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For this reasons, there is a **VERY HIGH and UNEXPLOITED POTENTIAL** in the **BODY MARKET** and **TREATING, WITH GREATER CARE AND ATTENTION**, the body imperfections at an early stage, such as skin laxity, **APPEARS TO BE A MUST TO GROW IN THIS SEGMENT**.

# IBSA DERMA PRESENTS A NEW OPPORTUNITY

**TO MEET** UNSATISFIED PATIENTS' **NEEDS**  
RELATED TO BODY TREATMENTS

**TO EXPAND YOUR BUSINESS**  
WITH NEW PATIENTS

**TO MAKE YOUR CURRENT PATIENTS**  
**MORE SATISFIED**



**PROFHILO<sup>®</sup>**  
**B O D Y**  
**K I T**

# PROFHILO® B O D Y K I T



## PROFHILO® BODY 3ml SYRINGE x2



## PROFHILO® FIGURA BODY PATCH



## PROFHILO® FIGURA BODY CREAM





# A NEW APPROACH TO SKIN LAXITY AND BODY CARE

**PROFHILO® BODY KIT** is a **complete protocol** that combines the injectable treatment, performed in the clinic, with cosmetic treatments to be applied after the aesthetic session and then at home by the patient, as maintenance treatment.

## EACH KIT CONTAINS:

- **2 boxes of PROFHILO® BODY** 3.2% - 48 mg (H-HA) + 48 mg (L-HA) of hyaluronic acid sodium salt in 3 ml pre-filled syringes
- **1 PROFHILO® FIGURA Body Patch** – box of 4 single use patches
- **1 PROFHILO® FIGURA Body Cream** – 150ml Airless Bottle

## SUGGESTED TREATMENT SCHEDULE:





# ADVANTAGES:

The **PROFHILO® BODY KIT** is simple and practical. It includes everything needed for all-around patient care, including skincare treatments.

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**PROFHILO® BODY KIT** is designed as a complete solution for skin laxity, but it is also suitable for use in combination with other aesthetic treatments.

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**Promote greater care** of the body thanks to the simplicity of the treatment protocol and results that can be achieved with no downtime.

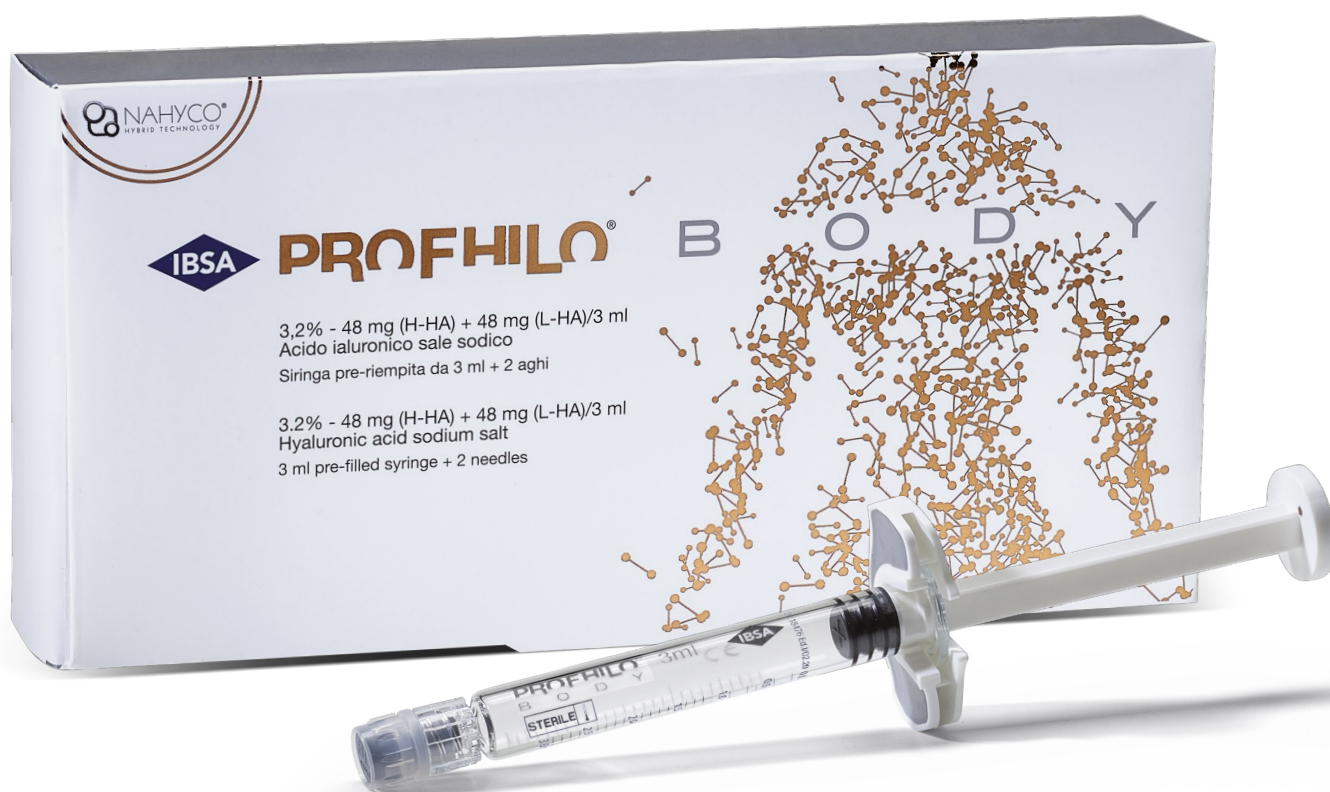
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It's an **innovation in the body market**, the novelty of the season that will drive most conversations with current and new patients.



# PROFHILO® BODY

The injectable treatment with the specific intended use to treat skin laxity on body<sup>1</sup>.



## EACH BOX CONTAINS:

- **1 Pre-filled ready to use 3 ml syringe**
- 1 Product leaflet
- 2 Terumo needles 29G TW 13 mm
- 2 Product traceability stickers

hydroACTION ●●●●●  
liftACTION ●●●○○  
CROSS-LINKING □□□□□



# WHAT IS IT

Stabilized **Hybrid Cooperative Complexes** (HCC) of high and low molecular weight **Ultrapure Hyaluronic Acid** in high concentration, produced with a unique and innovative **thermal production process** patented by IBSA, the **NAHYCO® Technology**.

# INTENDED USE<sup>1</sup>

## TISSUE REMODELING AND IMPROVEMENT IN SKIN LAXITY FOR:

### ABDOMEN



### INNER ARM



PROFHILO® BODY, acting through a corrective action of natural and induced cutaneous depressions, intervenes:

- in the **physiological process of aging tissue**, the effects of which include **reduced skin hydration**, the **alteration of elastic fibers** and **collagen** of the dermis, with **loss** of **turgor** and **skin tone**;
- in the **dermal tissue repair process**.

# PROFHILO<sup>®</sup> BODY PRODUCTION PROCESS

## STEP 1

MOLECULES COMBINED

48 mg of hyaluronic acid

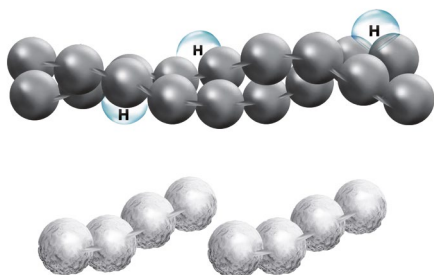
**high molecular weight**

+

48 mg of hyaluronic acid

**low molecular weight**

HI  
+  
LO



## STEP 2

RISING TEMPERATURE

According to IBSA's patented thermal production process, the mix is heated, causing the weak hydrogen bonds (which connect H-HA molecules) to break.

 **NAHYCO<sup>®</sup>**  
HYBRID TECHNOLOGY



**NO chemical cross-linking agents used<sup>1</sup>**

## STEP 3

### LOWERING TEMPERATURE

The temperature is lowered, causing the hydrogen bonds to form between the H-HA and L-HA molecules, thus creating and stabilizing the hybrid cooperative complexes.

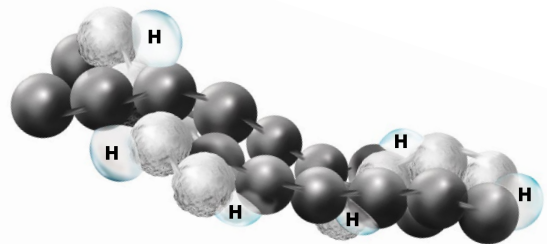


**NO chemical cross-linking agents used<sup>1</sup>**

## STEP 4

### A NEW MOLECULE

Stabilized hybrid cooperative complexes are obtained.



**PROFILO®**  
B O D Y

# PROFHILO<sup>®</sup> BODY

## PROPERTIES & SAFETY PROFILE

### HIGH HA CONCENTRATION (96mg/3ml)

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### HIGH QUALITY HA (ULTRAPURE)

IBSA's hyaluronic acid is an ultrapure grade HA, produced through a patented biofermentation process, of *Streptococcus Zooepidemicus*, which ranks worldwide as "TOP HIGH QUALITY" in terms of purity and safety.



### BIOCOMPATIBILITY & TOLERABILITY

Thanks to NAHYCO<sup>®</sup> Technology it is 100% free of chemical stabilizing agents and it presents exceptional biocompatibility and tolerability<sup>2</sup>.

### DEGRADATION PROCESS

Hybrid Cooperative Complexes (HCC) of Hyaluronic Acid are biodegradable and bioresorbable by the body.

### EXTENSIVE SPREADABILITY<sup>3</sup> AND LOW VISCOSITY<sup>2</sup>

PROFHILO<sup>®</sup>BODY rheological properties make it an optimal product: particularly, a predominance of fluidity over elasticity ( $\tan \delta > 1$ ) which is not present in cross-linked gels.

### HIGH COHESIVITY AND TISSUE INTEGRATION<sup>3</sup>

An important characteristic owing to the high cohesivity of PROFHILO<sup>®</sup>BODY is its optimal tissue integration capacity. Notable for its ability to flow uniformly through entire anatomic units after injection and therefore homogeneously expanding.

### QUALITY CONTROL

IBSA distinguishes itself because it controls the entire product life cycle, from the bio-fermentation production of the raw material to the ready-to-use pre-filled HA syringes.



# PROFHILO® BODY

## HOW IT WORKS

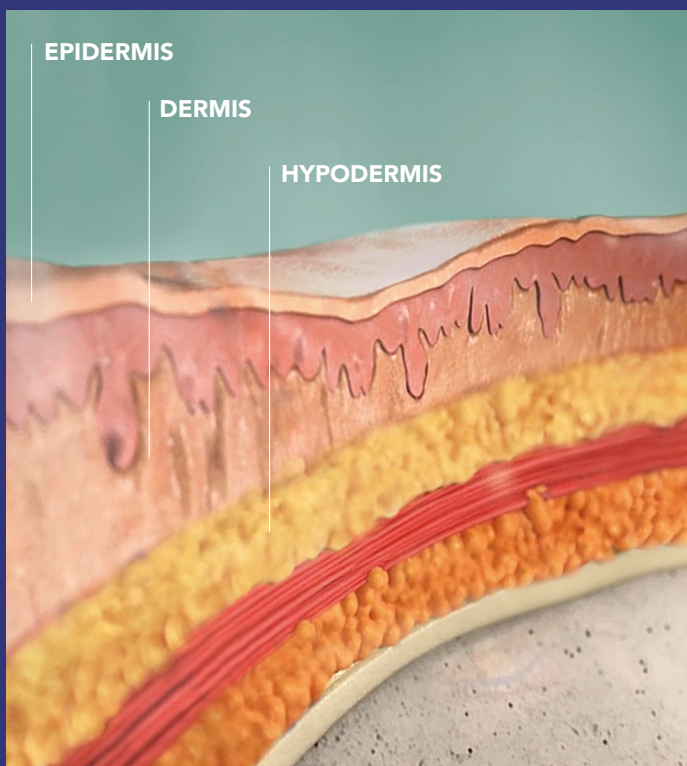
### PROFHILO® BODY PROMOTES MULTI-LEVEL REMODELING.

It plays a role inside the extracellular matrix, creating the physiological conditions for the **proliferation, migration and organization of the dermal cellular component:**

FIBROBLASTS

KERATINOCYTES

ADIPOCYTES



The intradermal administration of PROFHILO® BODY allows an optimal quantity of HA to be brought directly to the tissue being treated, in order to counteract the cytotoxic action of free radicals on the fibroblasts and on the adipose compartments below, **ensuring the efficacy of preventive and corrective aesthetic medicine treatments.**

# PROFHILO<sup>®</sup> BODY

## HOW TO USE

An initial cycle of **TWO TREATMENT SESSIONS WITH A 30-DAY INTERVAL**

is recommended, followed if necessary by maintenance treatments<sup>4</sup>.

However, it is suggested to evaluate the specific PROFHILO<sup>®</sup> BODY protocol according to the patients degree of aging\*.

## BODY BAP TECHNIQUE

(BIO AESTHETIC POINTS)

Due to the **high flowability of PROFHILO<sup>®</sup> BODY**, a **specific technique** has been developed: **BAP technique**.

## ADVANTAGES

- Provides reproducible and standardize points of injection (10 points of injection for each area),
- Non-invasive as it reduces the possibility of bruises and swelling, while maximizing the diffusion of the product in the tissues,
- It does not require any prior preparation of the patient.

The BAP Technique is the most widespread and **highly recommended protocol** for treating areas<sup>4</sup> such as inner arms and abdomen with PROFHILO<sup>®</sup> BODY, and it may be performed with the use of an auxiliary tool.

\* Number of treatments and product quantity depend on the degree of aging.

# PROFILO<sup>®</sup> B O D Y

## BAP TOOL

A new tool, to quickly and easily identify the 10 recommended injection points.

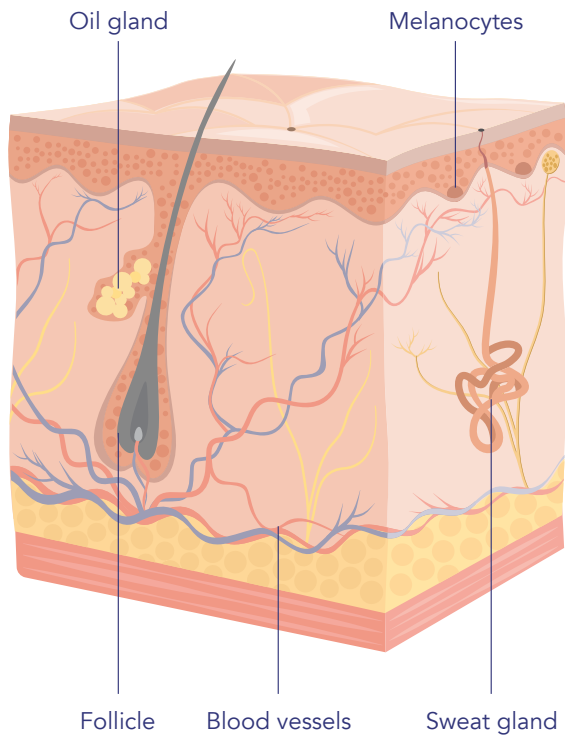
By placing the BODY BAP TOOL on the areas to be treated, the 10 injection points can be easily identified and marked with a pencil.

The practitioner can then proceed to inject 0.3 ml bolus for each point.

This tool is particularly handy and easy to use thanks to its thin and flexible material.



# ARM & ABDOMEN ANATOMY



## EPIDERMIS

Outermost layer with protective barrier function

## DERMIS

Most often, measures 0.3 - 3 mm

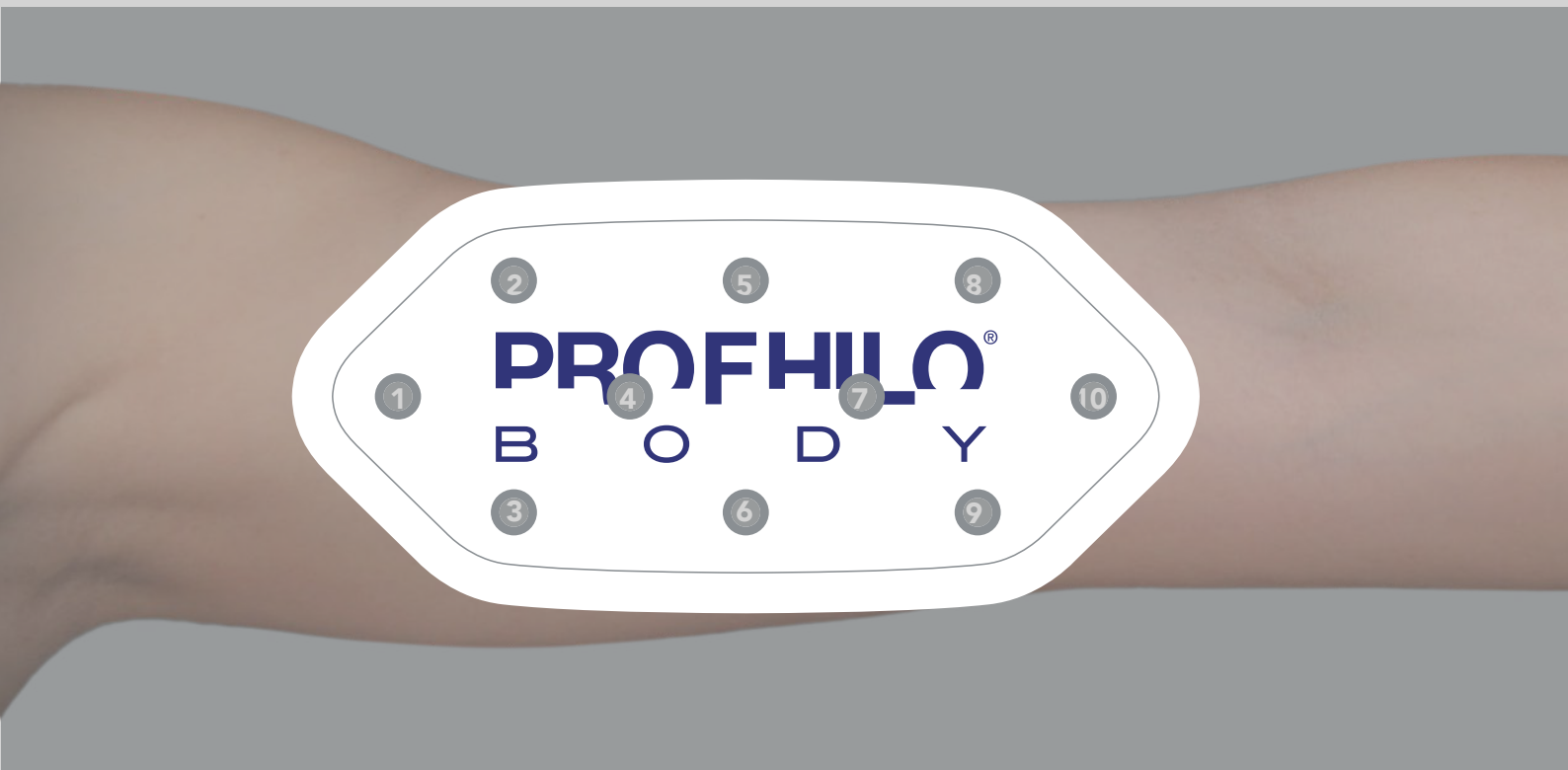
## HYPODERMIS

The skin in these areas is composed of three distinct layers, **the epidermis, dermis and hypodermis or subcutaneous tissue.**

These areas, in most cases, undergo numerous changes and alterations throughout life:

- The abdominal area, in particular, may experience changes during growth, pregnancy, following a slimming diet, etc., that can visibly compromise its appearance.
- The arm area, on the other hand, is often neglected by women, with little care or exercise to support it.

It is therefore important to make a thorough assessment of the patients and the level of severity of skin laxity, in order to meet their expectations of the results.

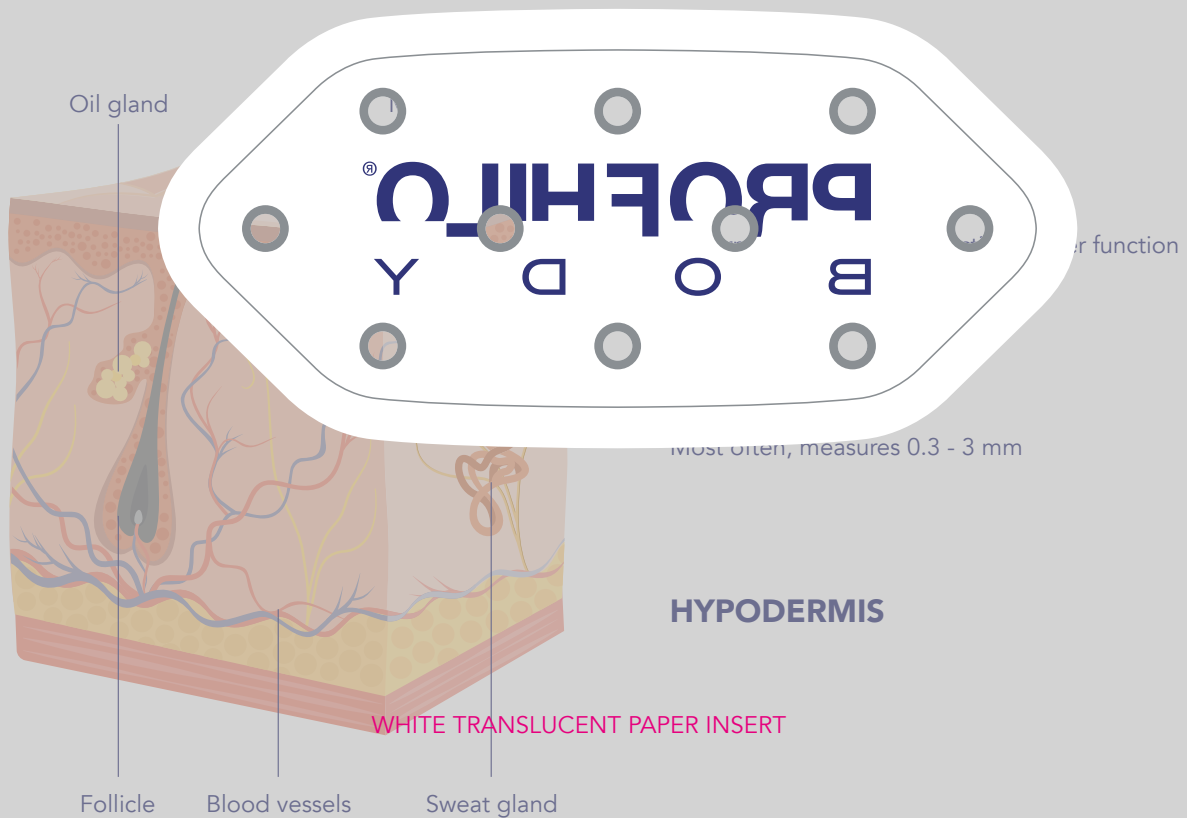


WHITE TRANSLUCENT PAPER INSERT



Please note that the shape of the periumbilical area may vary from person to person.  
For this reason, the points are not to be considered fixed, but will need to be adapted to the individual patient as needed.

# ARM & ABDOMEN ANATOMY



The skin in these areas is composed of three distinct layers, **the epidermis, dermis and hypodermis or subcutaneous tissue.**

These areas, in most

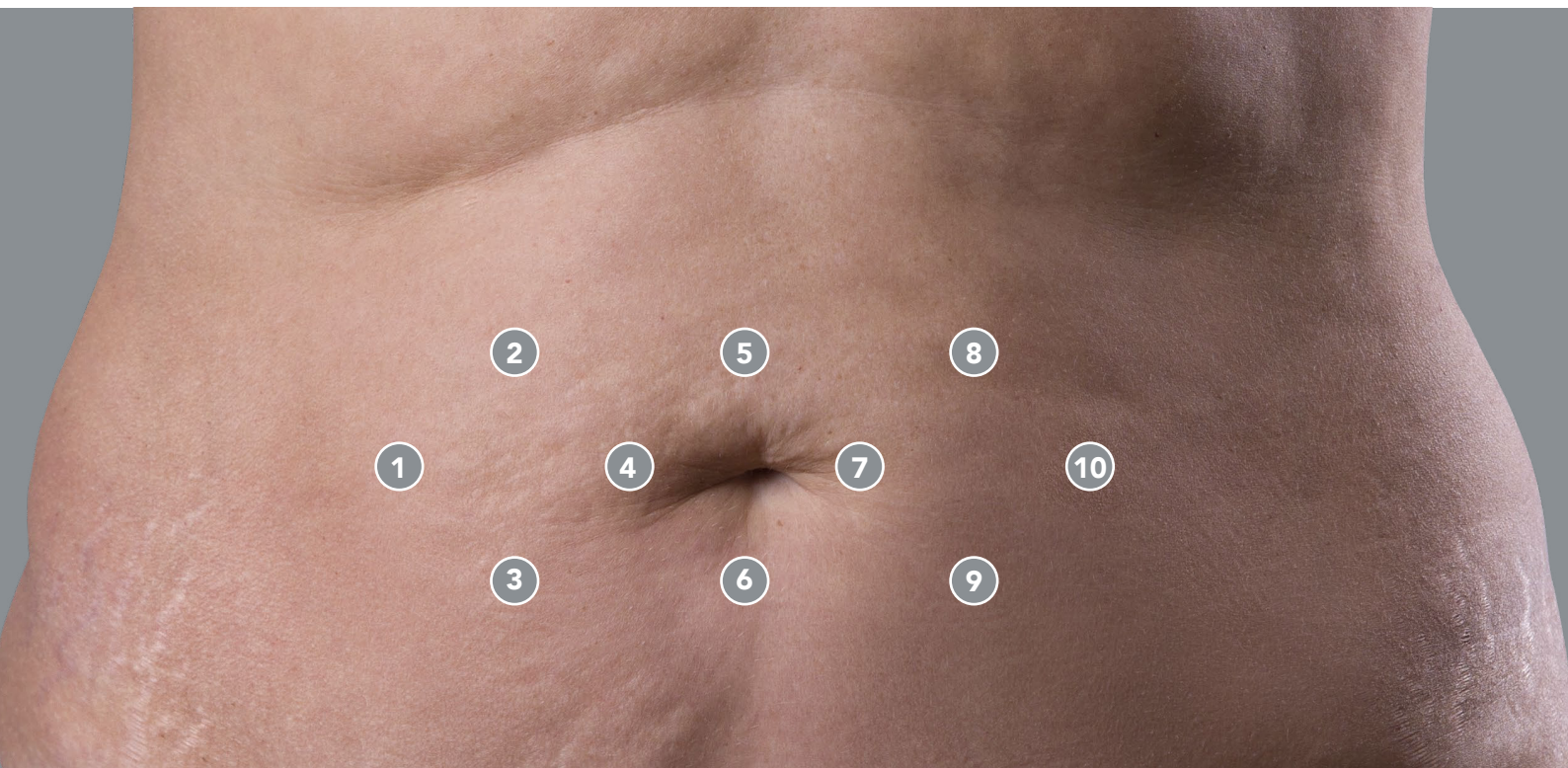
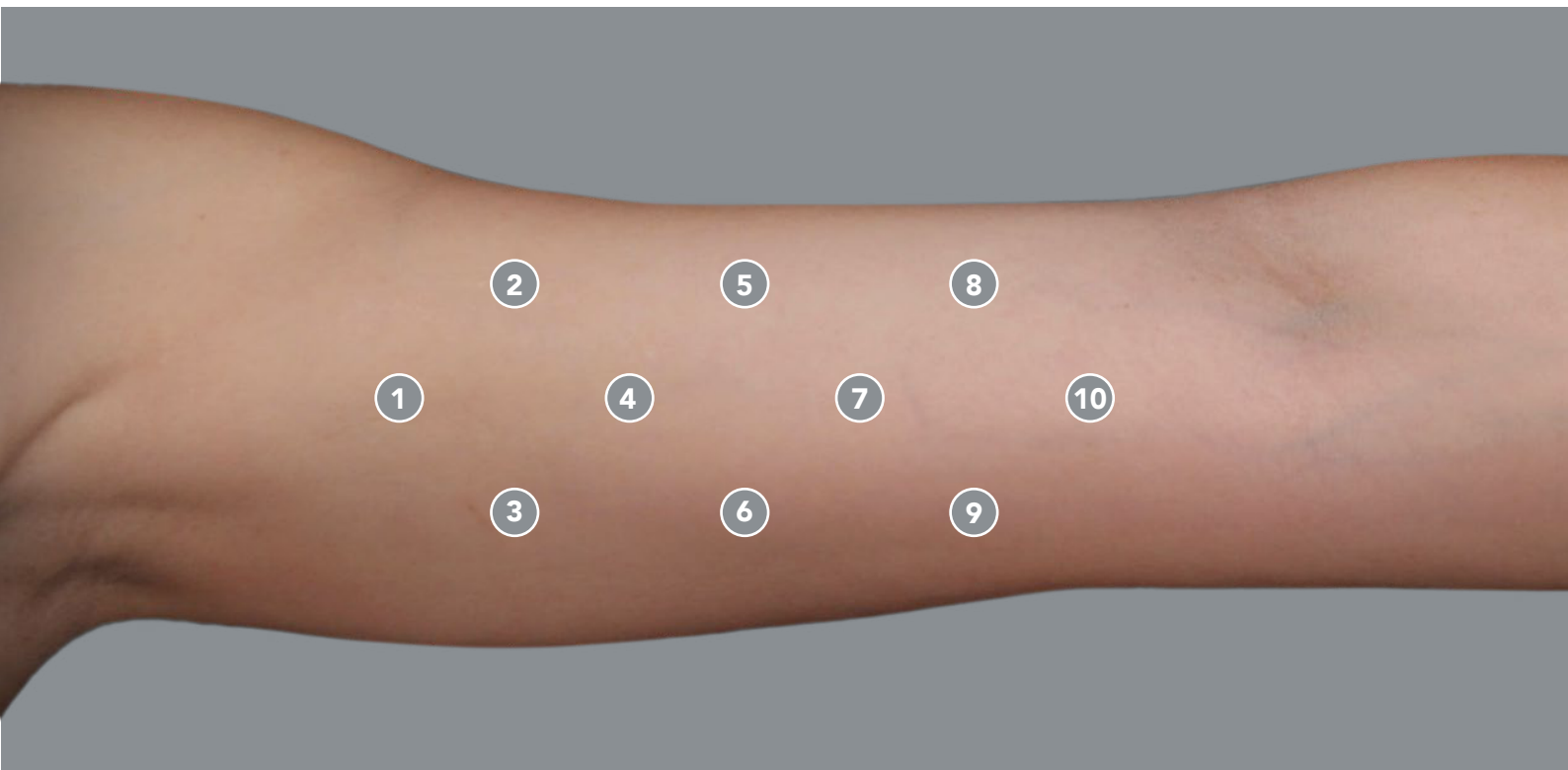
- The abdominal area, which is affected by pregnancy, aging, and weight gain, leading to a loss of skin elasticity and appearance.
- The arm area, which is affected by aging, weight gain, and exercise to support the weight of the upper body.

throughout life:

care or

It is therefore important to make a thorough assessment of the patients and the level of severity of skin laxity, in order to meet their expectations of the results.





Please note that the shape of the periumbilical area may vary from person to person.  
For this reason, the points are not to be considered fixed, but will need to be adapted to the individual patient as needed.

# IBSA ARM LAXITY SCALE

IBSA, in collaboration with its KOLs, has developed the IBSA Arm Laxity Scale<sup>5</sup>, which:

- allows easy evaluation of patients' inner arm and degree of skin laxity,
- represents a support to explain expected results of aesthetic arm treatments.

## GRADE 1



## GRADE 2



### GRADE 3



### GRADE 4



### GRADE 5



# PROFHILO<sup>®</sup> BODY

## BEFORE AND AFTER

### INNER ARM



Courtesy of  
Dr. Sparavigna (Italy)

PRODUCT QUANTITY

3 ml for each arm

PROTOCOL

2 treatments (1 month interval)



Courtesy of  
Dr. Sparavigna (Italy)

PRODUCT QUANTITY

3 ml for each arm

PROTOCOL

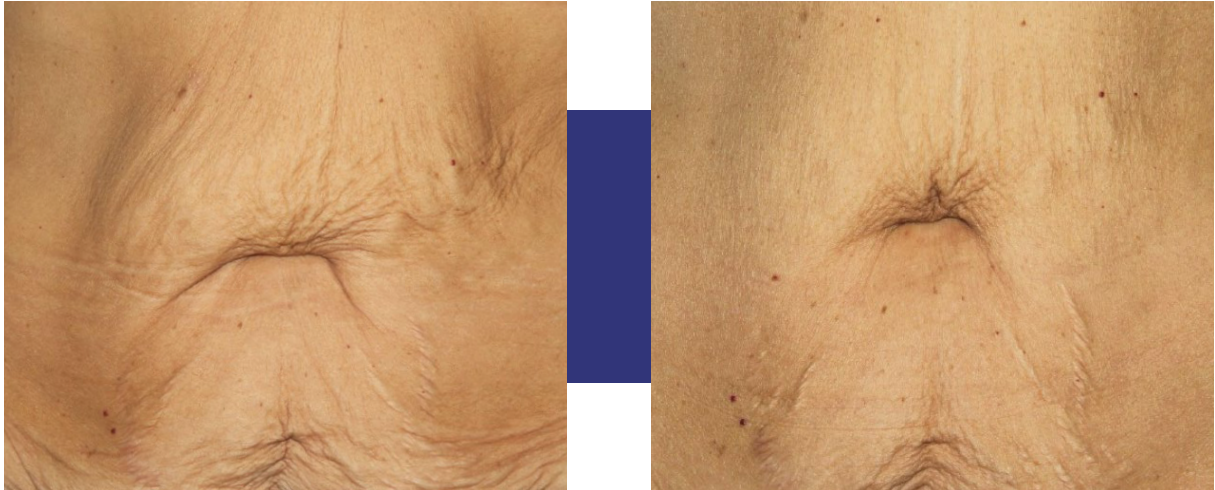
2 treatments (1 month interval)



# PROFHILO<sup>®</sup> B O D Y

## BEFORE AND AFTER

### ABDOMEN



Courtesy of  
Dr. Sparavigna (Italy)

PRODUCT QUANTITY  
PROTOCOL

**3 ml**

**2 treatments (1 month interval)**







**PROFHILO®**  
S K I N C A R E



# PROFHILO<sup>®</sup> F I G U R A

## BODY CREAM



**BODY CREAM**  
Airless Bottle  
150 ml

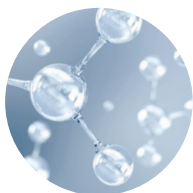


Multi-active remodeling  
and toning cream.

Gives tone, elasticity  
and deep hydration.

Fast-absorbing with a  
silky texture.

## COMPOSITION



### COMPLEX OF HYALURONIC ACIDS

The **HIGH MOLECULAR WEIGHT HA** protects the skin,  
by maintaining the integrity of the hydrolipidic film.

The **LOW MOLECULAR WEIGHT HA** helps to maintain the skin  
perfectly hydrated due to its special hydrophilic properties



### MATRIXYL<sup>®</sup> 3000

Combination of **two peptides** that promotes tissue remodeling  
and helps restoring the dynamism of cellular functions.

## INTENDED USE

**INDICATED FOR TONING**  
skin that has lost elasticity and hydration,  
improving the visible signs of skin ageing.

**INDICATED TO HELP**  
restore skin elasticity and hydration following  
aesthetic treatments.



## RESULTS

### PROVEN EFFICACY<sup>6</sup>:



**42%** INCREASE IN SKIN  
MOISTURIZATION



**6%** INCREASE IN SKIN  
ELASTICITY

### PATIENT SELF EVALUATION RESULTS<sup>7</sup>:



**97%** SMOOTHER AND  
FIRMER SKIN



**100%** MOISTURIZED AND  
TONED SKIN

## HOW TO USE

Apply directly on the body massaging  
gently until completely absorbed.

Apply once a day or more as needed.



# PROFHILLO® F I G U R A

## BODY PATCH



**BODY PATCH**  
Box of 4 patches  
(single use)

It is indicated to soothe and moisturise the skin. It contains ultrapure high and low molecular weight hyaluronic acid. The H-LA acts as protection contributing to maintaining the integrity of the hydrolipidic film and, at the same time, the L-HA contributes to maintaining optimal skin hydration thanks to its particular hydrophily.

## COMPOSITION



### ESCIN

A component extracted from *Aesculus Hippocastanum*, prevents excessive build up of fluids which may lead to the formoedemas and is particularly indicated to maintain physiological skin permeability and reabsorb the fluids thanks to its strengthening action on the vessels.



### NATURAL EXTRACT OF PINEAPPLE

Which contains *Bromelain*, a proteolytic enzyme that helps restore the normal skin conditions;



## ARNICA MONTANA

which performs a soothing action and gives a sensation of relief in the skin areas involved.



## HAENKENIUM®

### PATENTED DRY EXTRACT OF SALVIA HAENKEI

It slows the degradation of hyaluronic acid.

It acts as a screen for free radicals

## RESULTS

### CLINICALLY PROVEN EFFICACY AFTER 1 HOUR:



**33%** INCREASE IN SKIN  
MOISTURIZATION



**11%** DECREASE IN SKIN  
REDNESS

## HOW TO USE

Open the sachet and take out the patch.

Remove the protective layer.

Apply to the desired area for at least ½ hours taking care that it adheres to the skin surface without leaving folds and preventing the formation of air bubbles.

You can repeat if needed.



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Material intended for medical practitioner's use only

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#### References

- 1) PROFHILO® BODY Instructions for use (IFU).
- 2) D'Agostino A. et al. 2015; BMC Cell Biol 16:19.
- 3) Sundaram H. et al. 2016; Poster Presentation, American Society for Dermatologic Surgery (ASDS) Annual Meeting.
- 4) Sparavigna A. et al.; Aesthetic performance and tolerance evaluation of an injective intradermal treatment for the skin roughness and laxity of inner arm and abdomen. In submission.
- 5) Cassuto D. et al. 2021; Clin Cosmet Investig Dermatol. 14:1465-1471
- 6) Clinical study carried out on 30 subjects. Results after 28 days of product use.
- 7) Self Evaluation Assessment. Results after 28 days of product use.

