RADIESSE® | XEOMIN® IncobotulinumtoxinA

THE RX APPROACH

Leverage Xeomin® and Radiesse®
to boost business, build loyalty, and
deliver results patients will love.

Products not studied in combination.
Actual Radiesse patient. Individual results may vary.

XEOMIN INDICATIONS AND USAGE

XEOMIN® (incobotulinumtoxinA) for injection, for intramuscular use is indicated for the temporary improvement in the appearance of moderate to severe glabellar lines with corrugator and/or procerus muscle activity in adult patients.

XEOMIN IMPORTANT SAFETY INFORMATION

WARNING: DISTANT SPREAD OF TOXIN EFFECT
See full prescribing information for complete BOXED WARNING.

The effects of XEOMIN and all botulinum toxin products may spread from the area of injection to produce symptoms consistent with botulinum toxin effects. These symptoms have been reported hours to weeks after injection. Swallowing and breathing difficulties can be life threatening and there have been reports of death. The risk of symptoms is probably greatest in children treated for spasticity but symptoms can also occur in adults, particularly in those patients who have underlying conditions that would predispose them to these symptoms.

Please see **Important Safety Information**, including **BOXED WARNING**, for Xeomin throughout and visit **XeominAesthetic.com** for **Full Prescribing Information** and **Medication Guide**. Please see **Important Safety Information** for Radiesse and Radiesse (+) on inside flap and visit **Radiesse.com** for **Instructions for Use**.

MERZ AESTHETICS®

BOOST YOUR PRACTICE WITH THE MERZ PORTFOLIO

THE RX GROWTH FORMULA

INCREASE REVENUE BY CONVERTING PATIENTS FROM XEOMIN® TO XEOMIN AND RADIESSE®

$550
VISIT

from toxin-only patients
who come on average 3x per year.

$1,450
VISIT

from toxin and filler patients
who come on average 4x per year.

Values based on top 6% of patients who contribute 20% of accounts who have on average a monthly revenue of $125K.

Actual Radiesse patient. Individual results may vary.

MARKET THE MERZ MAKEOVER

Utilize portfolio products for results that drive repeat visits and grow your practice

XPERIENCE+™
BEAUTY WITH BENEFITS

REWARD PATIENTS FOR REPEAT VISITS

Incentivize your patients to return to your practice by participating in the Xperience+ Rewards program. Gain an “Xperience+ Certified” badge and put your practice on the map by visiting www.xeominaesthetic.com/find-a-provider.

"Beauty with Benefits” is registered to the program and is not intended to imply efficacy.

ACCESS MARKETING MATERIALS FOR YOUR PRACTICE

Social media content is available for download through the Merz Aesthetics Provider Portal.

Point-of-care print materials are available for order.

GET ACCESS

LOG IN TO THE MERZ AESTHETICS PROVIDER PORTAL

Visit portal.merzusa.com to access trainings, register your practice to participate in the Xperience+ program, download print and digital marketing materials, and more.

Please see **Important Safety Information**, including **BOXED WARNING**, for Xeomin throughout and visit **XeominAesthetic.com** for **Full Prescribing Information** and **Medication Guide**. Please see **Important Safety Information** for Radiesse and Radiesse (+) on inside flap and visit **Radiesse.com** for **Instructions for Use**.

MERZ AESTHETICS®

UNLOCK THE BEAUTY OF RX

Smooth with the **Smart Toxin** and rebuild with the **Regenerative Biostimulator**

XEOMIN®
IncobotulinumtoxinA

CONSISTENTLY SMOOTHS FROWN LINES*

- Intentionally designed for patients' long-term aesthetic journey[1-4]
- Double-filtered to remove unnecessary proteins[1,3,5]
- Consistent results treatment after treatment[4*]

RADIESSE®

IMPROVES SKIN QUALITY

- Radiesse® in the only regenerative filler that provides immediate contouring while revitalizing 5 key components of the skin[6-10]

XPERIENCE+ ™
BEAUTY WITH BENEFITS

Encourage your patients to sign up for Xperience+ to ensure they are getting discounts and rewards for using both products.

*In clinical studies, no patients demonstrated a secondary lack of treatment response due to neutralizing antibodies.[11] Head-to-head studies evaluating the relative risk of immunogenicity due to the presence or absence of complexing/unnecessary proteins have not been performed.

Products not studied in combination.

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XEOMIN IMPORTANT SAFETY INFORMATION (cont)

CONTRAINDICATIONS
Hypersensitivity reactions have been reported with botulinum toxin products (anaphylaxis, serum sickness, urticaria, soft tissue edema, and dyspnea). If serious and/or immediate hypersensitivity reactions occur further injection of XEOMIN should be discontinued and appropriate medical therapy immediately instituted. XEOMIN is contraindicated in patients with known hypersensitivity to any botulinum toxin preparation or to any of the components in the formulation.

Use in patients with an infection at the injection site could lead to severe local or disseminated infection. XEOMIN is contraindicated in the presence of infection at the proposed injection site(s).

WARNINGS AND PRECAUTIONS
- The potency units of XEOMIN are specific to the preparation and assay method used and are not interchangeable with other preparations of botulinum toxin products. Therefore, Units of biological activity of XEOMIN cannot be compared to or converted into Units of any other botulinum toxin products.
- Treatment with XEOMIN and other botulinum toxin products can result in swallowing or breathing difficulties. Patients with pre-existing swallowing or breathing difficulties may be more susceptible to these complications. When distant effects occur, additional respiratory muscles may be involved. Patients may require immediate medical attention should they develop problems with swallowing, speech, or respiratory disorders. Dysphagia may persist for several months, which may require use of a feeding tube. Aspiration may result from severe dysphagia *[See BOXED WARNING]*.
- Individuals with peripheral motor neuropathic diseases, amyotrophic lateral sclerosis, or neuromuscular junctional disorders (e.g., myasthenia gravis or Lambert-Eaton syndrome) should be monitored particularly closely when given botulinum toxin. Patients with neuromuscular disorders may be at increased risk of clinically significant effects including severe dysphagia and respiratory compromise from typical doses of XEOMIN.
- **Glabellar Lines:** Do not exceed the recommended dosage and frequency of administration of XEOMIN. In order to reduce the complication of ptosis the following steps should be taken:
  - avoid injection near the levator palpebrae superioris, particularly in patients with larger brow depressor complexes;
  - corrugator injections should be placed at least 1 cm above the bony supraorbital ridge.
- XEOMIN contains human serum albumin. Based on effective donor screening and product manufacturing processes, it carries an extremely remote risk for transmission of viral diseases and variant Creutzfeldt-Jakob disease (vCJD). There is a theoretical risk for transmission of Creutzfeldt-Jakob disease (CJD), but if that risk actually exists, the risk of transmission would also be considered extremely remote. No cases of transmission of viral diseases, CJD or vCJD have ever been reported for albumin.

ADVERSE REACTIONS
Glabellar Lines: The most commonly observed adverse reaction (incidence ≥ 2% of patients and greater than placebo) for XEOMIN was Headache (5.4%).

DRUG INTERACTIONS
Co-administration of XEOMIN and aminoglycoside or other agents interfering with neuromuscular transmission, (e.g., muscle relaxants), should only be performed with caution as these agents may potentiate the effect of the toxin.

Use of anticholinergic drugs after administration of XEOMIN may potentiate systemic anticholinergic effects. The effect of administering different botulinum toxin products at the same time or within several months of each other is unknown. Excessive neuromuscular weakness may be exacerbated by administration of another botulinum toxin prior to the resolution of the effects of a previously administered botulinum toxin.

USE IN PREGNANCY
There are no adequate data on the developmental risk associated with the use of XEOMIN in pregnant women. XEOMIN should be used during pregnancy only if the potential benefit justifies the potential risk to the fetus.

PEDIATRIC USE
Safety and effectiveness of XEOMIN in patients less than 18 years of age have not been established.

RADIESSE® and RADIESSE® (+) IMPORTANT SAFETY INFORMATION:

Indication:
RADIESSE® and RADIESSE® (+) Injectable Implants are FDA-approved for subdermal implantation for the correction of moderate to severe facial wrinkles and folds, such as nasolabial folds. RADIESSE® is also indicated for hand augmentation to correct volume loss in the dorsum of the hands. Radiesse (+) injectable implant is also indicated for deep injection (subdermal and/or supraperiosteal) for soft tissue augmentation to improve moderate to severe loss of jawline contour in adults over the age of 21.

Contraindications:
These products are contraindicated for patients with severe allergies manifested by a history of anaphylaxis, or history or presence of multiple severe allergies; patients with known hypersensitivity to any of the components; and patients with bleeding disorders. RADIESSE® (+) is contraindicated in patients with known hypersensitivity to lidocaine or anesthetics of the amide type.

Warnings:
Introduction of the product into the vasculature may lead to embolization, occlusion of the vessels, ischemia, or infarction. Take extra care when injecting soft tissue fillers, for example inject the product slowly and apply the least amount of pressure necessary. Rare but serious adverse events associated with the intravascular injection of soft tissue fillers in the face have been reported and include temporary or permanent vision impairment, blindness, cerebral ischemia or cerebral hemorrhage, leading to stroke, skin necrosis, and damage to underlying facial structures. Immediately stop the injection if a patient exhibits any of the following symptoms, including changes in vision, signs of a stroke, blanching of the skin, or unusual pain during or shortly after the procedure. The treating physician should be knowledgeable regarding any pretreatment evaluation and appropriate interventions in the event of intravascular disseminated injection. Prompt intervention by an appropriate medical specialist should be given should these signs or symptoms of intravascular injection occur.

Use of these products in any person with active skin inflammation or infection in or near the treatment should be deferred until the inflammatory or infectious process is controlled.

Do not overcorrect (overfill) a contour deficiency with these products.

Injection into the dorsum of the hand may cause adverse events that last for more than 14 days, and may result in temporary difficulty performing activities (48% of study patients reported this adverse event). RADIESSE® may cause nodules, bumps or lumps in the dorsum of the hand (12% reported this event) and can last up to 1 year.

The safety and effectiveness for use in the lips has not been established. There have been published reports of nodules associated with the use of these products injected into the lips.

Precautions:
In order to minimize the risk of potential complications, this product should only be used by healthcare practitioners who have appropriate training, experience and who are knowledgeable about the anatomy at and around the injection site. Healthcare practitioners should fully familiarize themselves with the product, the product educational materials and the entire package insert.

The safety and effectiveness of RADIESSE® or RADIESSE® (+) in the following situations has not been established:
- Beyond 3 years in the face and 1 year in the hand
- In the periorbital area
- Interactions between RADIESSE® or RADIESSE® (+) and drugs or other substances or implants
- Use during pregnancy, or in breastfeeding women
- In the face in patients under 18 years of age
- In the dorsum of the hand in patients under 26 years old and over 79 years old
- In patients with increased susceptibility to keloid formation and hypertrophic scarring
- With concomitant dermal therapies such as epilation, UV irradiation, or laser, mechanical, or chemical peeling procedures

These products contain calcium hydroxylapatite (CaHA) particles that are radiopaque and are clearly visible on CT Scans and may be visible in standard, plain radiography.

Use of RADIESSE® in the dorsum of the hand may result in significant swelling of the dorsum of the hand.

As with all transcutaneous procedures, injection of these products carries a risk of infection. Injection in the jawline may temporarily alter jaw function.

To help avoid needle breakage, do not attempt to straighten a bent needle or cannula. Discard it and complete the procedure with a replacement needle.

Patients who are using medications that can prolong bleeding, such as aspirin or warfarin, may experience increased bruising or bleeding at the injection site.

Patients with a history of previous herpetic eruption may experience reactivation of the herpes.

Patients should minimize strenuous activity and exposure of the treated area to extensive sun or heat exposure for approximately 24 hours after treatment or until any initial swelling and redness has resolved.

Adverse Events:
Common adverse events observed in clinical studies of RADIESSE® or RADIESSE® (+) include bruising, redness, swelling, pain, itching, lumps/bumps at site of injection, difficulty chewing and other local side effects.

Cases of delayed-onset inflammation have been reported to occur at the dermal filler treatment site following viral or bacterial illnesses or infections, vaccinations, or dental procedures. Typically, the reported inflammation was responsive to treatment or resolved on its own.

Information on adverse events from post-market surveillance of RADIESSE® and RADIESSE® (+) are included in the Instructions for Use (IFU) and Patient Information Guide (PIG) based on an assessment of seriousness and potential causal relationship to RADIESSE® or RADIESSE® (+). Please see the IFU and PIG available at www.radiesse.com for a complete list of these events.

To report a problem with RADIESSE® or RADIESSE® (+), please call MyMerz Solutions at 1-844-469-6379.

For complete Safety Information please refer to the Instructions for Use at Radiesse.com.

Rx only

References: 1. Kerscher M, et al. *J Drugs Dermatol*. 2019;18(1):52-57. **2.** Prager W. *Clin Pharmacol*. 2013;5:39-52. **3.** Frevert J. *Drugs RD*. 2015;15(1):1-9. **4.** Rzany B, et al. *Dermatol Surg*. 2013;39(1 pt 1):95-103. **5.** Data on file. Merz North America, Inc. **6.** Kim J, et al. *Clin Cosmet Investig Dermatol*. 2019;12:771-784. **7.** Yutskovskaya Y, et al. *J Drugs Dermatol*. 2017;16(1):68-74. **8.** Goldberga I, et al. *Acc Chem Res*. 2018;51(7):1621-1629. **9.** González N, et al. *Dermatol Surg*. 2019;45(4):547-551. **10.** Yutskovskaya Y, et al. *J Drugs Dermatol*. 2014;13(9):1047-1052. **11.** Xeomin [Prescribing Information]. Franksville, WI: Merz North America, Inc; 2021.