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EXILIS ULTRA 360™

A BREAKTHROUGH COMBINATION OF MONOPOLAR RADIOFREQUENCY AND ULTRASOUND

EXILIS ULTRA 360™ IS THE FIRST AND ONLY DEVICE TO SIMULTANEOUSLY COMBINE MONOPOLAR RADIOFREQUENCY AND ULTRASOUND TO TIGHTEN SKIN AND REDUCE FAT.

BTL Aesthetics have shaken up the body contouring industry and launched some of the most revolutionary and innovative technologies over the past several years. And Exilis Ultra 360™ is no exception. This device is the only one of its kind to use both monopolar radiofrequency and ultrasound technologies for effective skin tightening and fat reduction on the face and body, without costly consumables.

The safety and efficacy of the therapy have been thoroughly tested in several clinical studies demonstrating:

- 42% reduction in wrinkles
- 35% reduction in skin laxity
- 2.9x increase in collagen
- 19% increase in skin density
- 6.4% increase in apoptotic index.

◀ ITS ABILITY TO TREAT FROM HEAD TO TOE WITH THE TWO BEST MODALITIES – MONOPOLAR RADIOFREQUENCY AND ULTRASOUND – WITHOUT ANY COSTLY CONSUMABLES IS A COMPETITIVE ADVANTAGE. ▶



Q&A with Dr Robin Chok

Cosmetic Surgeon, Director, Regenesis Cosmetic Surgery

Why did you invest in this device?

Radiofrequency has long been recognised as the gold standard for skin tightening, but with the vast number of options available on the market, I had to do my research. The studies have shown that monopolar radiofrequency and ultrasound are two of the most effective non-invasive technologies for treatment in skin laxity and fat reduction, and they both have successfully co-existed until now.

The Exilis Ultra 360™ is the first and only device with patented technology to deliver monopolar

radiofrequency and ultrasound energy simultaneously via a single applicator. The simultaneous emission of energy means shorter treatment times and superior results compared with other single modality devices.

I chose the Exilis Ultra 360™ because of my patient demographics and the device's efficacy. Its ability to treat from head to toe with the option to tighten skin and reduce fat by utilising the two best modalities, without any costly consumables, held a competitive advantage against similar devices on the market.

What differentiates Exilis Ultra 360™ from other devices in its category?

It's the only device on the market to simultaneously deliver both energies with precise volumetric heating. The handpieces have controlled heating and cooling technology which gives me the ability to tailor treatment by targeting any region on the skin at different depths, especially in those hard-to-reach areas, eg, enhanced safety when treating around the eyes. Other devices require eye shields when working in this region which can be challenging for patients to tolerate. The 360 degree angle applicator tip allows us to treat up close towards the lower lash line without the risks involved.

Non-surgical fat reduction is among the fastest growing areas in aesthetics, and there's been a lot of reported evidence on the negative side effects and downtime associated with pain, swelling, bruising and most recently a growing number of paradoxical adipose hyperplasia (search supermodel Linda Evangelista in the headlines). The Exilis Ultra 360™ technology has proven to be safe, effective, painless, with no downtime and eliminates the risk of PAH in my patients.

Additionally, the user-friendly interface with single touch rapid treatment eliminates the guesswork out of the procedure compared with other devices that emit the energy repeatedly or require the need to stop the treatment and change over to different handpieces.

How does it add value to your practice?

The Exilis Ultra 360™ has been a wonderful addition to the practice and has complemented the existing range of non-invasive devices in my clinic. Due to the instant results,

it's also known as the "red carpet treatment" since it can treat patients just a few days prior to a special event. Some patients even come in on the same day since there is no downtime, to achieve that instant glow and lift post-treatment. The ability to apply makeup immediately boosts that "red carpet-ready look".

Depending on each patient, I can customise and tailor the approach as a treatment on its own, ie, younger patients with modest laxity, or in conjunction with my other energy-based devices like Emsculpt NEO®, Emtone® and Emsella® to address the entire musculature of skin, muscle and fat for a complete non-invasive body contouring package.

I also use it as an enhancement tool for facial rejuvenation in conjunction with injectables to maximise the effects and longevity of PDO threads and Poly-L-Lactic collagen stimulators, to create a more natural and sustainable effect.

Which parts of the body do you find it most effective for?

It can treat all areas of the face and body. It's the perfect option for anyone looking to address fine lines, wrinkles and skin laxity on the face, neck and décolleté or reduce stubborn pockets of fat such as the bulge around the bra and upper back, arms and thighs, as well as improve the look of cellulite.

I believe everyone is a suitable candidate. It's a great tool for women and men of all ages – from post-partum women with a "mummy pouch" to remove excess fat and loose skin in the lower abdomen, to men with pseudogynecomastia.

There are no pre-treatment considerations or downtime required, so patients can walk in



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and out within minimal time looking and feeling great while resuming their normal activities regardless of the treatment area.

What surprised you most about this device?

Treatment around the periorbital region (both upper and lower) had a profound impact on the overall facial outcome. Although the treatment was focused on this single region, it had the most impact as the bags underneath the eyes are often the first thing people notice as the first signs of ageing.

Patients noticed a dramatic change immediately to the entire region – eyebags have diminished, skin tissue is brighter and more even in colour, eyes appear larger, and brows have lifted.

While we can do many wonderful things with fillers and anti-wrinkle

injections, we must be conservative in our approach. We find combining the modalities as an adjunct synergistically provides patients optimised results.

The handpiece design is very ergonomic in contour and weight to maneuver, providing a more accurate treatment around the eyes. The Exilis Ultra 360™ ultrasonic enhanced radiofrequency applicator tip delivers the energy safely and effectively right up to the eyelash margin from the orbit, so it makes everything user-friendly and easier for the clinician without causing injury to nearby delicate structures. Consistent heating of the deeper fascia layers translates to refirming and tightening of tissues.

How have your patients found the actual treatment?

Compared to other devices offering similar treatments, this is by far the most comfortable. I've personally experienced it myself and would describe it comparable to a soothing hot stone massage, and the feedback has been the same from my patients.

This technology ensures the precise amount of energy is delivered at the highest power to the exact fascial tissue depth to achieve optimal results, while still maintaining patient comfort. In my experience, any slight discomfort can impact the patient's decision to return for further treatments. Compliance is an issue that can dramatically affect the success of the therapy and patient satisfaction, which in turn affects our reputation and ROI.

The immediate effects can be seen and continues to further improve at 3-6 months, with results lasting around 12-18 months. The long-term effect is very satisfying for our patients and keeps us ahead of the game. An essential tip when investing in any device is to always ask the following

WITH THE ABILITY TO TREAT MULTIPLE INDICATIONS SUCH AS WRINKLES, SKIN LAXITY AND EXCESS FAT IN OVER 20 VARIOUS AREAS OF THE FACE AND BODY WITH NO BMI OR SKIN TYPE RESTRICTIONS, THE EXILIS ULTRA 360™ IS THE ULTIMATE SWISS ARMY KNIFE IN ANY AESTHETIC PRACTITIONER'S TOOLKIT. ♡

3 questions, "Does it work?", "Is it safe?" and "Does it hurt?", and the Exilis does not sacrifice the results for safety.

Who would this device suit?

With the ability to treat multiple indications such as wrinkles, skin laxity and excess fat in over 20 various areas of the face and body with no BMI or skin type restrictions, the Exilis Ultra 360™ is the ultimate Swiss Army Knife in any aesthetic practitioner's toolkit.

It has an easy learning curve with an ergonomic design, making it suitable from beginners to experienced doctors. The operator-friendly device has built-in safety features that make treatment safe and allows me to delegate the treatments to my staff. The ease of use means my staff enjoy using and promoting it, making Exilis one of the busiest devices in my practice. It's a must-have foundation device for any practice, regardless of your business model.

What would you say to an HCP who is considering Exilis Ultra 360™?

When investing in any device for your practice, it's always important to assess the safety, efficacy, reliability, ease of use and ROI. Exilis Ultra 360™ not only meets all these criteria but the patented technology is also at the forefront by uniquely harnessing the

power of radiofrequency and ultrasound energy simultaneously to ensure the therapeutic temperature is reached faster than treating with either modality alone for superior results.

With numerous peer-reviewed studies to support the technology, clinical evidence shows over 90% patient satisfaction rate, with an average 42% reduction in wrinkles, 35% reduction in skin laxity, 19% increase in skin density and 6.4x increase in apoptotic fat index in just 4 treatments.

The current trend and market data shows there is a huge demand for fat reduction and skin tightening. Patients are adopting aesthetics as a part of their overall lifestyle, and most importantly they demand convenience. So, it's very rare to find a device that is versatile enough to treat a wide range of treatment indications and areas previously thought impossible without requiring downtime or surgery. Often when you do, there is a hefty price tag around the additional attachments and consumables. With the Exilis Ultra 360™, the ROI is exceptional as there are no costly consumables or replacement tips required.

What has your experience been like working with BTL?

Regenesis Cosmetic Surgery started the journey in radiofrequency with our first BTL device, the Exilis Protégé Elite™ in 2014. This

device has become one of our most popular devices, producing consistent results on the face and neck. We waited until now to upgrade our Exilis Protégé device to the much-improved Exilis Ultra 360™ to ensure we get more results and can treat larger areas of the body effectively. We can only trust BTL to develop the ultimate in radiofrequency body and face enhancing devices to add to our BTL Emsuite collection.

BTL is one of the most professional teams in the industry when it comes to supporting their clients, and their quality and level of the support has been exceptional. The BTL brand has a strong presence on social media, with over 26 billion marketing impressions globally on a variety of platforms which helps generate and maintain interest around their devices and clinics. Owners of BTL devices are treated like a family of like-minded practitioners. **AMP**

For more information contact BTL Aesthetics on 0435 769 639, email: sales@btlmed.com.au or visit <https://btl.aesthetics.com/au>



BEFORE



AFTER 4 treatments. Courtesy of Dr Adalina Kautsar



BEFORE



AFTER 2 treatments. Courtesy of Suneel Chilukuri, MD



BEFORE



AFTER 4 treatments. Courtesy of Jaye Bird Aesthetics Clinic