# **PALASTIN**OSKINCARE



May 15, 2019

#### **Our Mission**

To bring the highest levels of pharmaceutical science and innovation to the physician-dispensed skin care industry while creating a new category of products designed to be synergistic with procedures



#### Innovative, Best-in-Class Topical Products

### Patented, Differentiated Technology

- TriHex Technology® peptide platform technology stimulates elastin and collagen deposition in the skin and recycles the extracellular matrix
  - Procedure Enhancement System
  - Restore & Renew daily skin care line
- Rapid market adoption and sales ramp

### Procedure-paired products expand the Aesthetic Market

- Procedure Line addresses the need for synergistic topical products for the aesthetic procedure market (use with laser resurfacing, CoolSculpting, Kybella, fillers, surgery, RF, etc)
- Peri-procedure: prep the skin, speed healing and improve outcomes
- Breakthrough TransFORM Body product has extensive growth potential



#### Alastin's Patented TriHex Technology®

Re-establishes Functional Skin Matrix Processes Pre and Post Procedure

#### A Combination of Critical Synergistic Ingredients

- Recycles the skin matrix, clearing out sun damage and by-products of aging
- Helps support the skin's ability to generate new collagen and elastin

Key Ingredient	Activity
tripeptide-1	Modulates and clears damaged collagen and elastin in the skin matrix
hexapeptide-12	Optimizes fibroblast function and binds elastin
phosphatidylserine	Controls damaging proteases, increases procollagen, combats glycation end products (AGEs)
oleuropein	Acts as an anti-oxidant, clears damaged skin matrix proteins, combats glycation end products (AGEs)



Pairing an Innovative Topical Product with Body Shaping Devices to Address Unmet Market Needs

#### **Unmet Needs: Body Contouring Market**

#### **Alastin Advisory Board Meeting 2018**

Feedback on Needs for Skin Tightening and Fat Reduction Procedures

91% of patients

would benefit from a take home topical

88% of patients

would like to see results more quickly following body fat reduction **54%** of patients

still have loose/ crepey skin following body contouring procedures 88% of patients

would be interested in a topical body product without a procedure



### TransFORM Body Treatment with TriHex Technology® Launched October 2018

#### **Provides Benefits When Used:**

- With non-surgical body fat reduction procedures to speed and enhance fat loss
- Alone or with a skin-tightening procedure to tighten loose, crepey skin



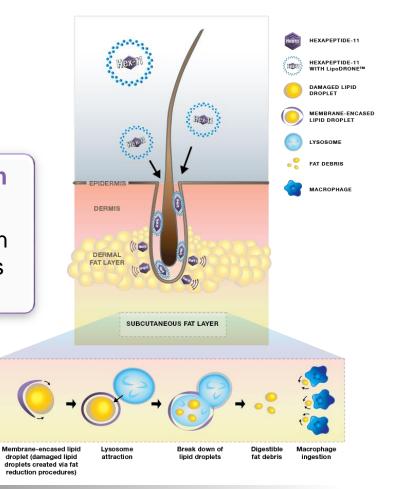




## TransFORM Body Treatment with TriHex Technology®

#### **LipoDRONE™ Delivery System**

Liposome-encapsulated peptide supports breakdown and digestion of lipid droplets post-cryolipolysis or RF fat reduction procedure





## Clinical Study Demonstrating Synergy of *TransFORM Body* with Cryolipolysis Procedure

- Double-blind randomized controlled trial
- N=11
- Patients treated on both arms with cryolipolysis
- Randomized to treatment BID for 3 months with TransFORM Body or bland moisturizer (with extension to 6 months)
- Greater fat loss seen at 8, 12 and 24 weeks on TransFORM Body side

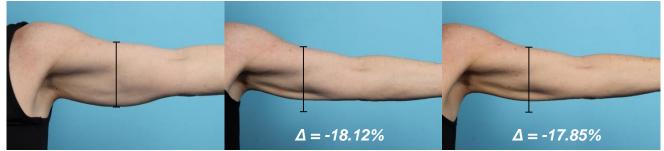


## Greater Reduction in Contour Using *TransFORM Body* Post-Cryolipolysis

Right Arm – Bland Moisturizer



Left Arm –
TransFORM Body
with TriHex
Technology



Subject courtesy of Amir Moradi, MD

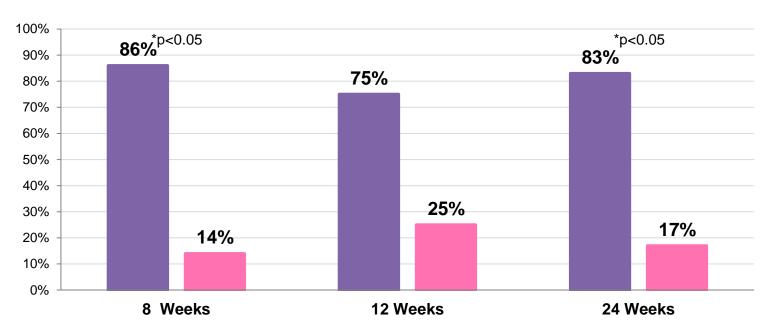
Note: linear distance taken from landmark 1 to landmark 2. The delta between baseline measurement and follow up measurement is then calculated.





### Canfield Photographic Assessment Reduction in Vertical Arm Size

■ TransFORM Body Arm ■ Moisturizer Arm



Side with greater reduction from Baseline



## Cryolipolysis subject (Abdomen): Accelerated volume reduction on the side with *TransFORM Body* (Subjects' Right Side) Volume calculated by Quantificare 3D Imaging



Photo courtesy of Suzanne Kilmer, MD

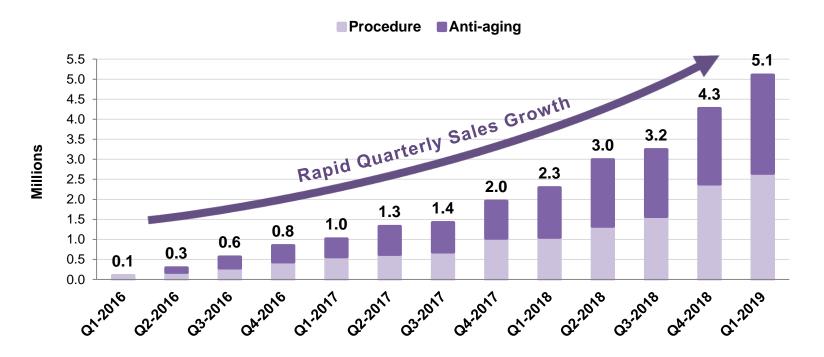
Female - Subject courtesy of Amir Moradi, MD

Treatment & Regimen: Subject received one session of Cryolipolysis fat reduction procedure on both sides of the lower abdomen. Subject followed-up treatment with a split abdomen regimen that included the Topical with TriHex product on the subject's left side and no topical treatment on the subject's right side (only the procedure treatment).

Imaging Equipment & Analysis: The case study photos were taken with the QuantifiCare LifeViz® Infinity camera and software imaging system. 3D photos reveal volume and contour changes. Volume changes are calculated in mL. The volume map changes are highlighted with blues that represent volume reduction and reds that represents volume increase.



#### Sales by Product Line by Quarter \*(2016: \$1.8M; 2017: \$5.7M; 2018: \$12.8M)

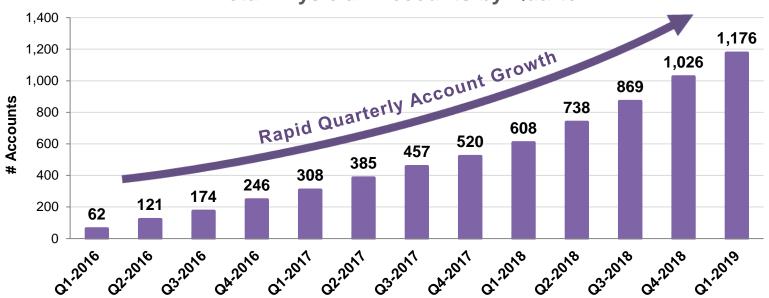


\*Note: Annual Sales



#### # of Account Partners Ramping Quickly





Will reach over 1,600 accounts in 2019 and 2,400 in 2020



#### Our Vision for the Future





TRANSFORMING THE FUTURE

**QALASTIN**SKINCARE