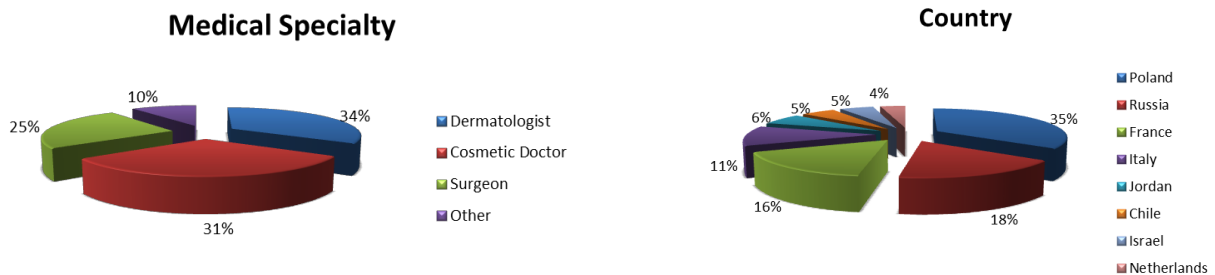


# 5 YEAR RETROSPECTIVE STYLAGE<sup>®</sup> SATISFACTION SURVEY

## Objective and method

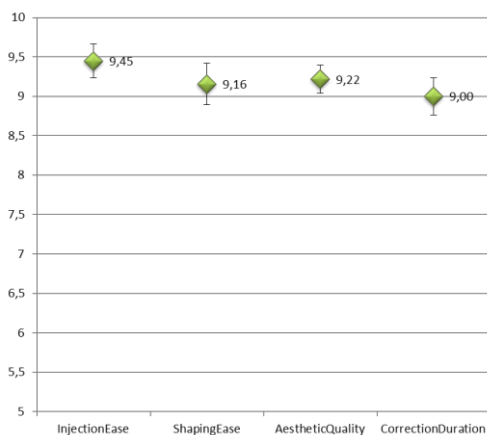
- Customer satisfaction survey conducted between October 2012 and May 2013
- **80 practitioners, 8 countries, representing a population of more than 14,000 patients**
- A retrospective questionnaire was sent to the practitioners using Stylage<sup>®</sup>, asking for information about:
  - Patient population
  - Aesthetic medical and technical practice
  - Product performance
  - Comparison vs competitor products
  - Immediate and delayed tolerance

## Population

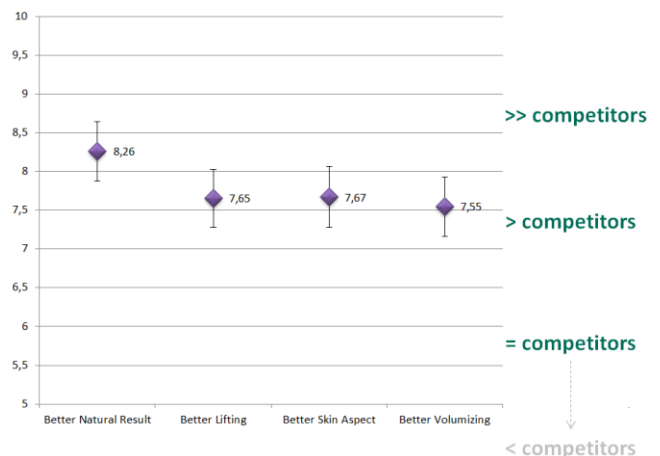


- About 50% of respondents declared having > 2 year follow-up of more than 100 patients
- Average years of experience of these practitioners with STYLAGE<sup>®</sup> products: 3 years (max 5 years, min 0.83 year)
- Representing > 8,000 patients followed-up for more than 2 years and > 6,000 from 1 to 2 years

## Performance and satisfaction



**Performance rated according to 4 parameters**  
1 to 10 scale; Mean and CI95%

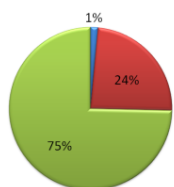


**Satisfaction Vs competitors according to 4 parameters**  
1 to 10 scale where 5 means = to competitors; Mean and CI95%

- 91% of respondents declared that Stylage<sup>®</sup> allows obtaining a better natural result than competitor products (score  $\geq 6/10$ ); 87% declared that it has both better volumizing and better lifting/smoothing capacities; 85% that it allows obtaining a better skin quality.
- Indeed, 70%, 56%, 61%, and 56% gave a score  $\geq 8/10$  in favour of Stylage range Vs competitors concerning natural result, volumizing capacity, lifting/smoothing effect, and skin quality respectively.

## Practices

Do you use cannula in your daily practice?



	Other	Surgeon	Dermatologist	Cosmetic Doctor	Total
No	0%	69%	13%	10%	24%
Yes	100%	31%	83%	90%	75%
NA	0%	0%	4%	0%	1%
Total	100%	100%	100%	100%	100%

Do you use products with lidocaine and/or perform anaesthesia in your daily practice?

Product with lidocaine and perform anaesthesia	15%
Product with lidocaine alone	21%
Anaesthesia alone	36%
Neither of them	9%
NA	19%

36% of the respondents used Stylage® products with lidocaine in their daily practice

What Stylage® products do you use in your daily practice?

**Hydration** (Hydro, Hydromax):

	Other	Surgeon	Dermatologist	Cosmetic Doctor	Total
No	13%	50%	19%	24%	28%
Yes	88%	40%	81%	76%	70%
NA	0%	10%	0%	0%	3%
Total	100%	100%	100%	100%	100%

**Fillers** (Lips, S, M, L):

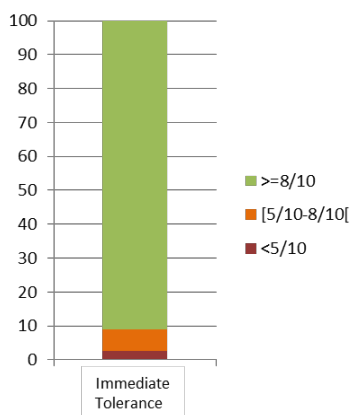
	Other	Surgeon	Dermatologist	Cosmetic Doctor	Total
No	25%	10%	0%	0%	5%
Yes	75%	85%	100%	100%	94%
NA	0%	5%	0%	0%	1%
Total	100%	100%	100%	100%	100%

**Volumizers** (XL, XXL):

	Other	Surgeon	Dermatologist	Cosmetic Doctor	Total
No	13%	20%	11%	28%	19%
Yes	88%	75%	89%	72%	80%
NA	0%	5%	0%	0%	1%
Total	100%	100%	100%	100%	100%

The most used Stylage® products are, in order, M, L, XL

## Tolerance/Safety



**Immediate Tolerance** (in the 2 first weeks):

- Average score: 8.9/10
- 91% of respondents gave  $\geq 8/10$
- 40.5% gave 10/10

**Delayed Side Effects** (more than 2 weeks after injection):

- 84% of respondents have never experienced any
- Global incidence of 0.025%, i.e.:
  - 0.08 per 1,000 patients and per year
  - 0.022 case per practitioner and per year

## Limitations

- No individual patient data  $\Rightarrow$  but global practitioners' experience feedbacks
- Voluntary responding and no statistical testing
- The number of respondents by country is not representative of each market

STYLAGE®  
IPN - Like TECHNOLOGY