

PROFILO® 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

HUNDREDS OF
PRODUCTS COVERING
10 THERAPEUTIC AREAS

PRODUCTS AVAILABLE
IN MORE THAN **80**
COUNTRIES

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, a piece of rough marble
can be a masterpiece.

For a scientist, a tiny particle
can be a masterpiece.

For IBSA Derma, 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.

IBSA DERMA. BEAUTY BEYOND STANDARDS.





PROFHILO[®]
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.**

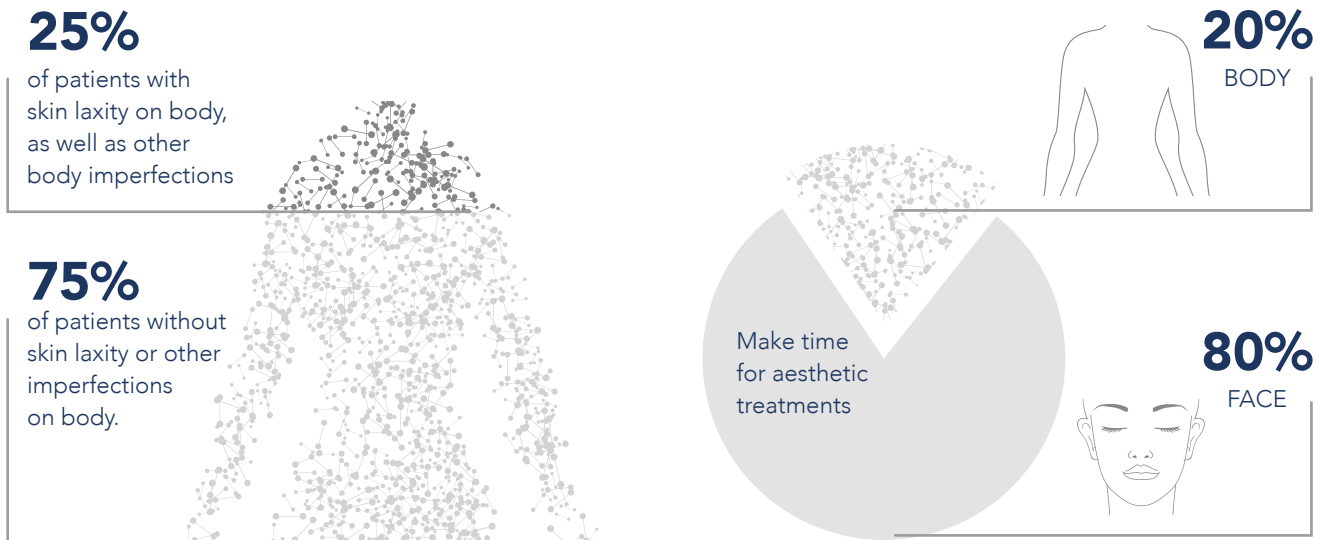
In the most extreme cases, women may also feel forced to **change their habits**, for example by **sunbathing only in private.**

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.**

HCPs 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.

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[®]

B O D Y

K I T

PROFILO[®] B O D Y K I T



PROFILO[®] BODY 3ml SYRINGE x2



PROFILO[®] FIGURA BODY PATCH



PROFILO[®] FIGURA BODY CREAM



A NEW APPROACH TO SKIN LAXITY AND BODY CARE

PROFILO® 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.

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

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

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



PROFHILO® B O D Y

The injectable treatment with the specific intended use to treat skin laxity on body¹.



EACH BOX CONTAINS:

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

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 USE¹

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[®] BODY

PRODUCTION PROCESS

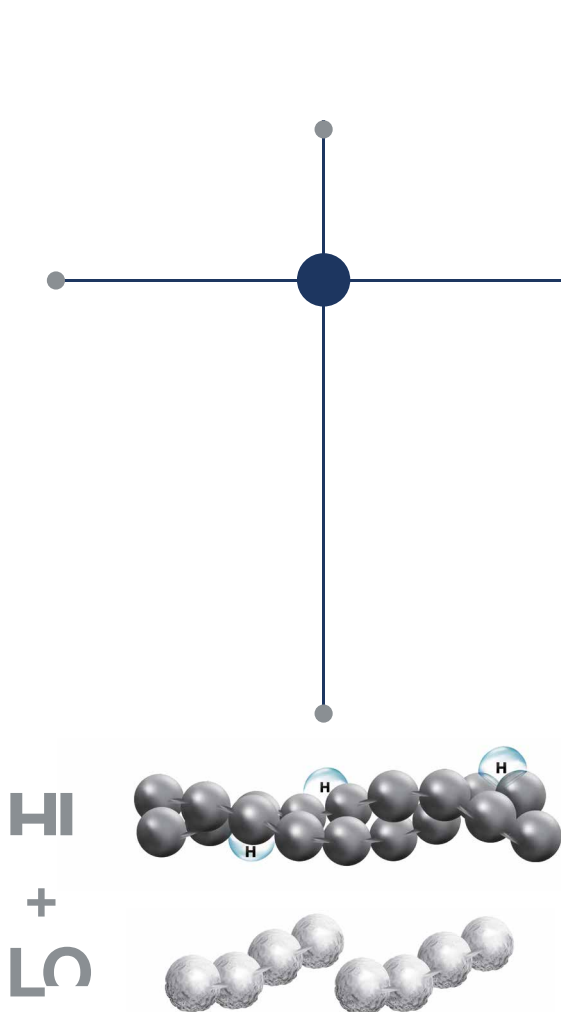
STEP 1

MOLECULES COMBINED

48 mg of hyaluronic acid
high molecular weight

+

48 mg of hyaluronic acid
low molecular weight



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.



NO chemical cross-linking agents used¹

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.

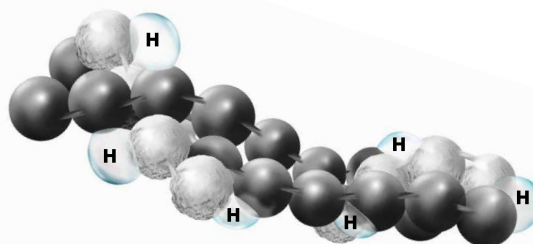


NO chemical cross-linking agents used¹

STEP 4

A NEW MOLECULE

Stabilized hybrid cooperative complexes are obtained.



PROFILO®
B O D Y

PROFHILO[®] B O D Y

PROPERTIES & SAFETY PROFILE

HIGH HA CONCENTRATION (96mg/3ml)

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.



BIOCOMPATIBILITY & TOLERABILITY

Thanks to NAHYCO[®] Technology it is 100% free of chemical stabilizing agents and it presents good biocompatibility and tolerability².

DEGRADATION PROCESS

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

EXTENSIVE SPREADABILITY³ AND LOW VISCOSITY²

PROFHILO[®]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 INTEGRATION³

An important characteristic owing to the high cohesivity of PROFHILO[®]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.

PROFILO® BODY

HOW IT WORKS

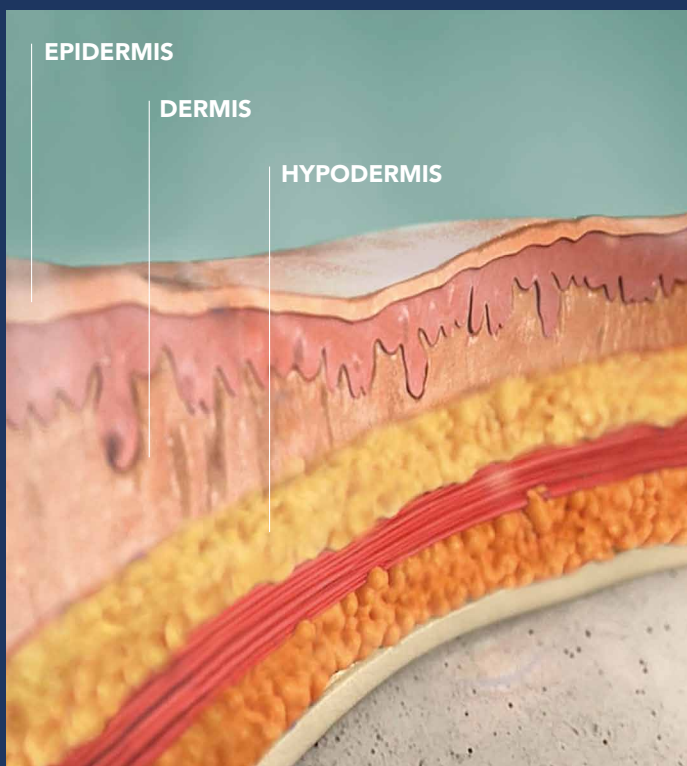
PROFILO® BODY PROMOTES MULTI-LEVEL REMODELING.

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® BODY

HOW TO USE

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

is recommended, followed if necessary by maintenance treatments⁴.

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

BODY BAP TECHNIQUE

(BIO AESTHETIC POINTS)

Due to the **high flowability of PROFHILO® 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 areas⁴ such as inner arms and abdomen with PROFHILO® 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.

PROFHILO[®] B O D Y

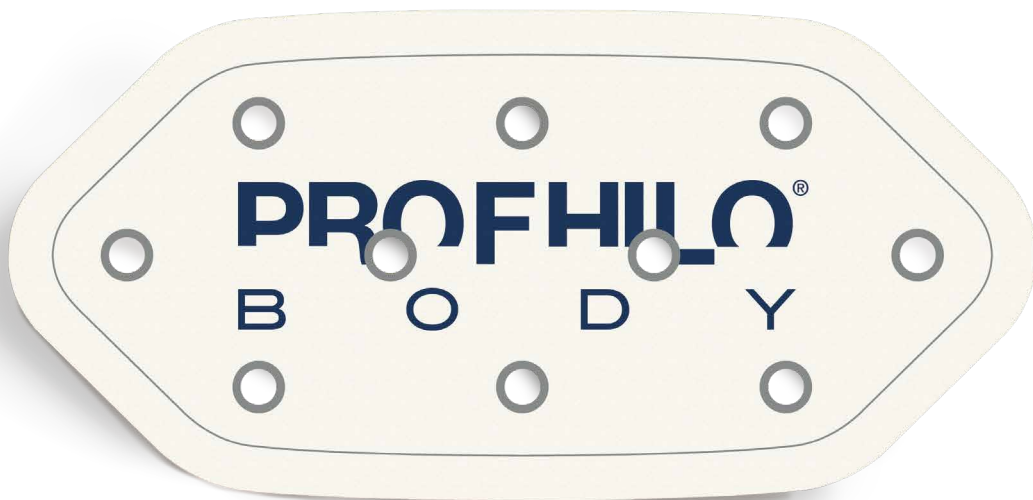
BAP TOOL

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

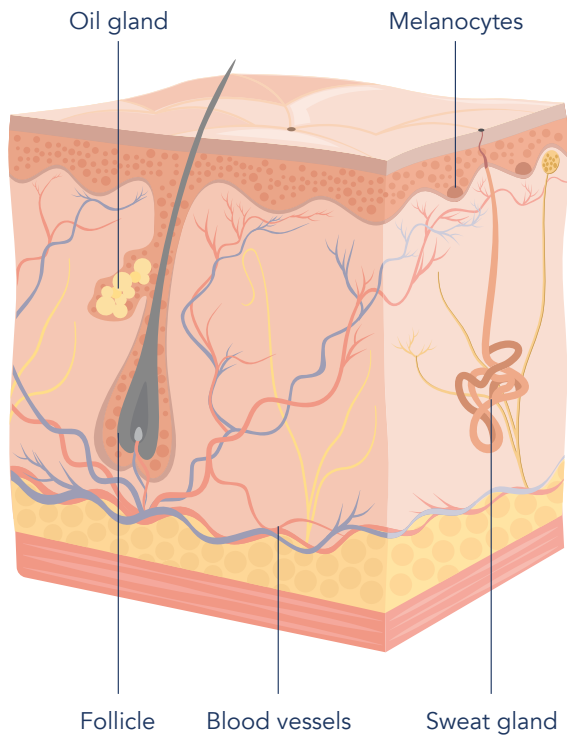
By placing the BODY BAP TOOL on the areas to be treated, the 10 injection points can be easily identified and marked with a pencil.

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

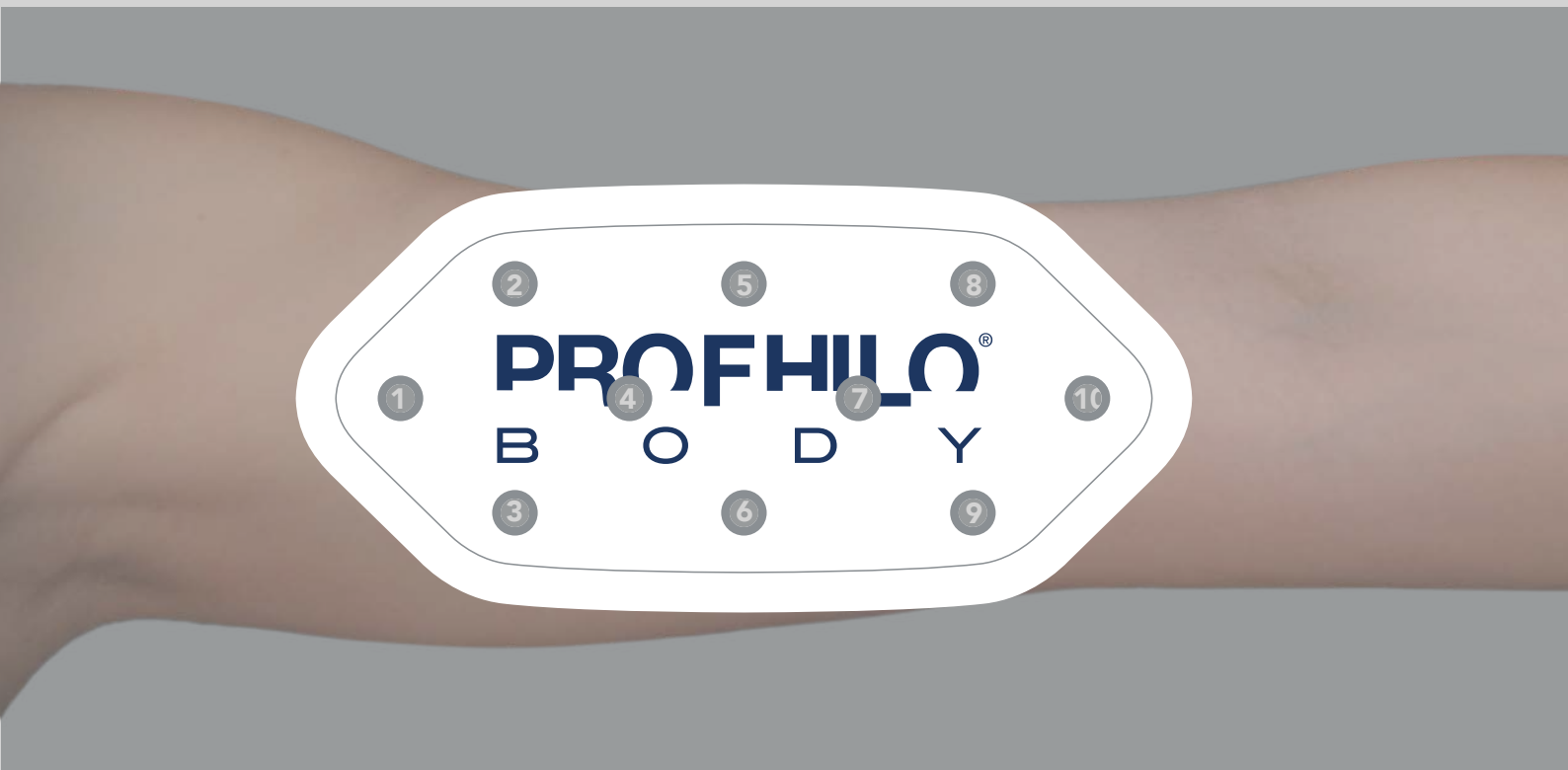
HYPODERMIS

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.



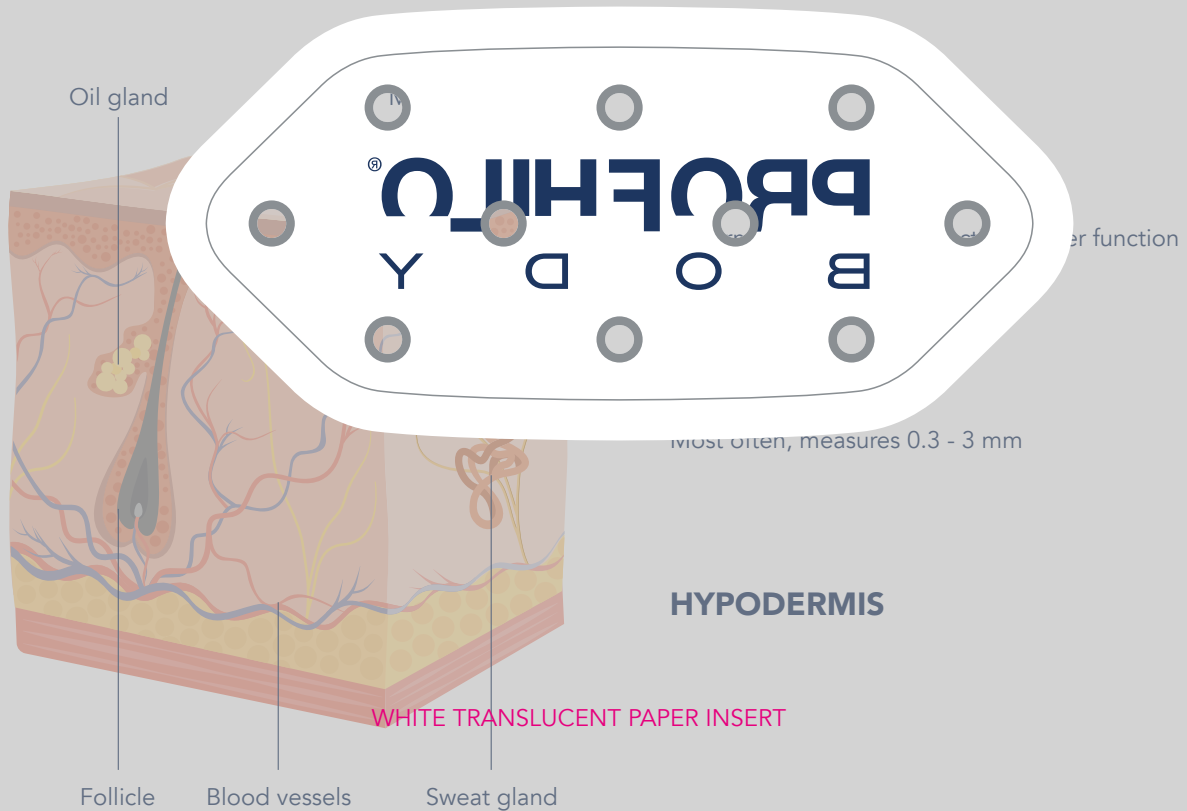
WHITE TRANSLUCENT PAPER INSERT



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

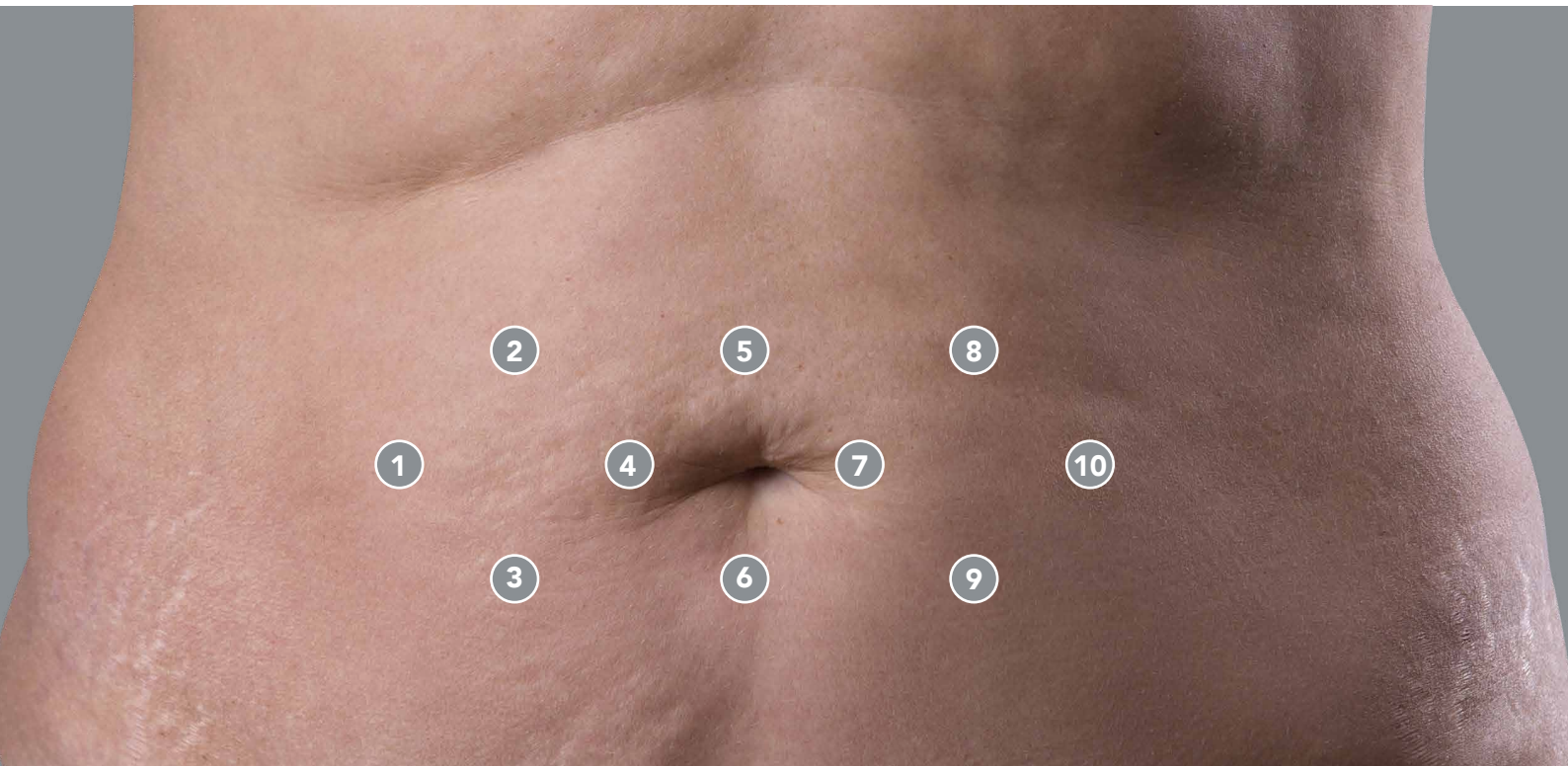
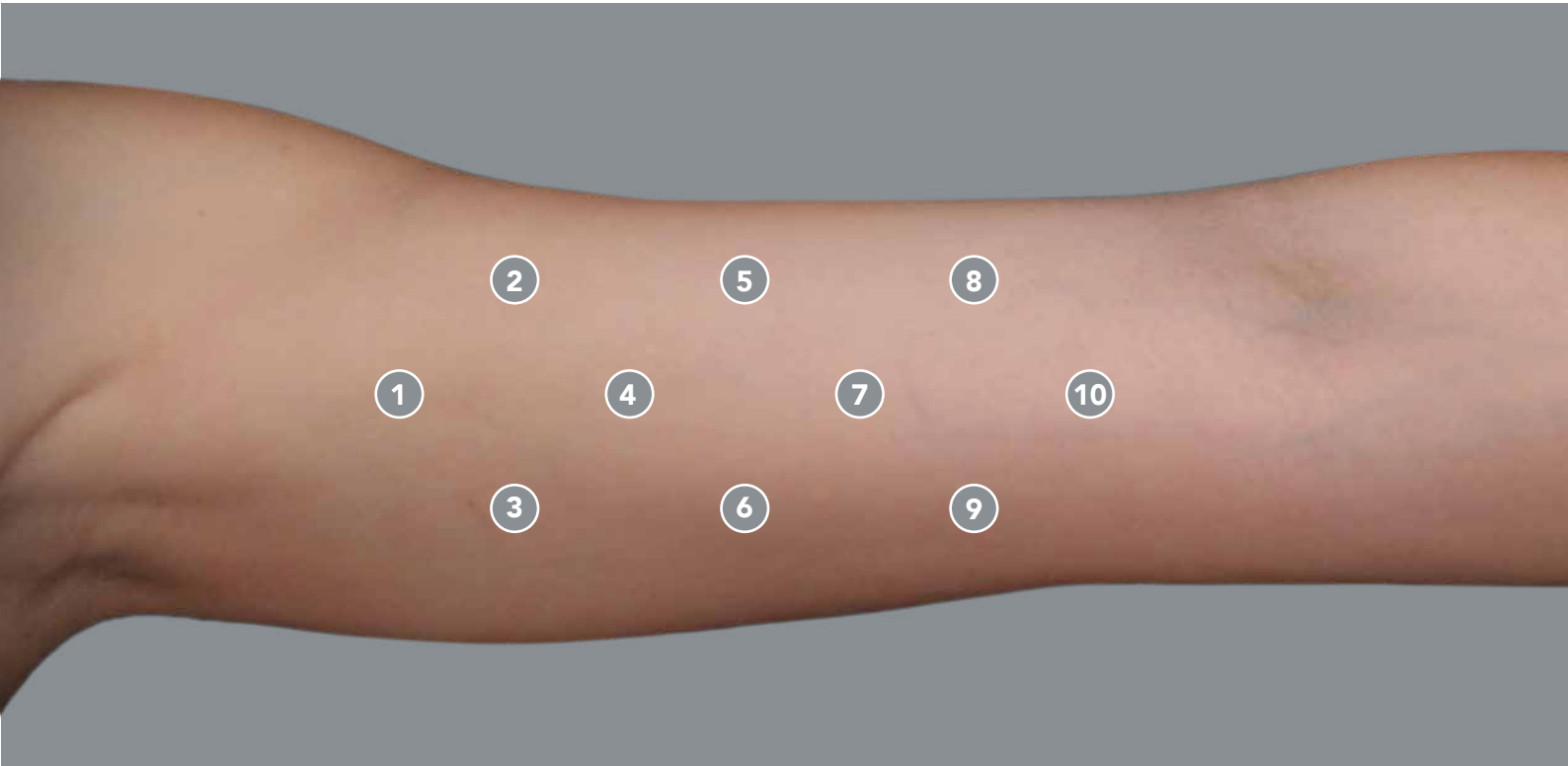


The skin in these areas is composed of three distinct layers, **the epidermis, dermis and hypodermis or subcutaneous tissue.**

These areas, in most cases, are affected by skin laxity throughout life:

- The abdominal area, especially after pregnancy, for its appearance.
- The arm area, due to the loss of skin elasticity and the exercise to support the weight of the upper body.

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 Scale⁵, 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[®] B O D Y

BEFORE AND AFTER

INNER ARM



Courtesy of
Dr. Sparavigna (Italy)

PRODUCT QUANTITY
PROTOCOL

3 ml for each arm
2 treatments (1 month interval)



Courtesy of
Dr. Sparavigna (Italy)

PRODUCT QUANTITY
PROTOCOL

3 ml for each arm
2 treatments (1 month interval)

PROFHILO® B O D Y

BEFORE AND AFTER

ABDOMEN



Courtesy of
Dr. Sparavigna (Italy)

PRODUCT QUANTITY

3 ml

PROTOCOL

2 treatments (1 month interval)





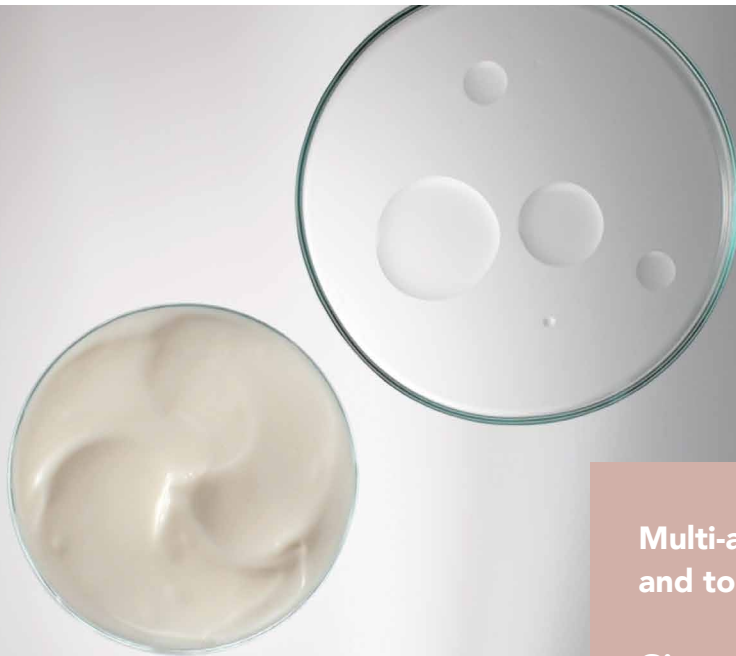
PROFHILO[®]
S K I N C A R E

PROFHILO® F I G U R A

BODY CREAM



BODY CREAM
Airless Bottle
150 ml

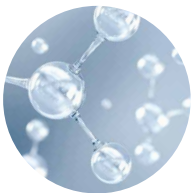


Multi-active remodeling
and toning cream.

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® 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 EFFICACY⁶:



42% INCREASE IN SKIN MOISTURIZATION



6% INCREASE IN SKIN ELASTICITY

PATIENT SELF EVALUATION RESULTS⁷:



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



ESGIN

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



IBSA Farmaceutici Italia S.r.l
Via Martiri di Cefalonia 2 - 26900 Lodi - Italy

🌐 ibsaderma.com

@ info@ibsaderma.com

📘 [ibsaderma](#)

📷 [ibsaderma](#)



Material intended for medical practitioner's use only

PRB-BRVI-002-2024-E

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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.

