The Value of Renuvion®

A Case Study with Kyle Song, M.D.
and South Coast Plastic Surgery
A retrospective study was conducted on all patients who have had Renuvion either as a stand-alone procedure or in conjunction with another surgical procedure. The patient records reviewed are within a 6-month timeframe, from January 2019 to June 2019. All procedures were performed by Dr. Kyle Song.

The following data points and downstream events were examined:

<table>
<thead>
<tr>
<th>DATA POINTS EXAMINED</th>
<th>DOWNSTREAM EVENTS EXAMINED</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Case distribution and characteristics</td>
<td>Other procedures performed at a separate date but not limited to surgeries, nonsurgical, and skin care services availed by Renuvion patients</td>
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<td>• Areas treated and frequency</td>
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<tr>
<td>• Revenue and Return on Investment (ROI)</td>
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</tbody>
</table>
**RESULTS**

**Case Distribution by Month**

- JAN: 5 Cases
- FEB: 5 Cases
- MAR: 3 Cases
- APR: 5 Cases
- MAY: 4 Cases
- JUN: 5 Cases

**Utilization**

- 27 cases performed in 6 months
- An average of 4.5 cases per month

**Combination Cases and Downstream Events**

- 63% of cases were combination cases with some other type of surgery (breast, face, body)*
- 37% of the patients returned to the office within the 6 months to receive nonsurgical services

**Treatment Type**

- 85.2% Power/suction assisted liposuction combined with Renuvion
- 14.8% Renuvion as a stand-alone procedure

**Anatomic area treated and frequency of treatments**

- 17 Abdomen
- 10 Arms
- 9 Thighs
- 4 Flanks
- 2 Buttocks
- 2 Neck
- 1 Knees
- 1 Calves

**Number of Anatomic Areas Treated**

- 29.6% Only 1 area treated
- 70.4% More than 1 area treated

**REVENUE**

- 27 CASES TO COVER START-UP COSTS
- Average collection per case: $3,074.63
- Average net profit per case: $2,632.41
- Range: $500-$7,460

**RETURN ON INVESTMENT**

- 19.3% ROI IN 6 MONTHS
The Renuvion®/J-Plasma® system is indicated for the delivery of helium plasma to cut coagulate and ablate soft tissue during open surgical procedures. The system is cleared for general use and not for any specific indication or anatomical location.

Risk associated with the use of Renuvion may include: unintended burns (deep or superficial), scars, temporary or permanent nerve injury, pain, discomfort, gas buildup resulting in temporary and transient crepitus or pain, infection, hematoma, seroma; asymmetry and/or unacceptable cosmetic result. There may be additional risks associated with the use of other devices along with Renuvion and there may be an increased risk for patients who have undergone prior surgical or aesthetic procedures in the treatment area. As with any procedure, individual results may vary. As with all energy devices there are inherent risks associated with its use, refer to the IFU for further information.

* Breast (n=10), face (n=5), and body other than where Renuvion was performed (n=4). Breast procedures included: breast reduction, mastopexy-augmentation, breast augmentation, and revision breast reconstruction. Face procedures included: facelift, necklift, rhinoplasty, and chin augmentation. Body procedures included: abdominoplasty and buttock lifts.

Special thanks to Dr. Song and the team at South Coast Plastic Surgery for their work with Renuvion® and assistance with the creation of this case study.