Renuvion Physician Survey Results

INTRODUCTION

Renuvion is a fast-growing technology which has shown exceptionally high utilization compared with other cosmetic devices\(^1\),\(^2\). To better understand this trend, and to assess the benefits of Renuvion which are driving its growth in the marketplace, a third-party survey was conducted among 101 existing users; the results are presented below:

1. **On what areas of the body are you using the Renuvion device for subdermal tissue contraction?**

![Graph showing usage areas](image)

- **Neck**: 92%
- **Arms**: 90%
- **Abdomen**: 89%
- **Thighs**: 78%
- **Back**: 73%
- **Knees**: 55%
- **Chest**: 43%
- **Buttocks**: 35%
- **Breast**: 27%
- ***Other**: 6%

* Other:
1. Face
2. Lower face
3. Jowls
4. Axillary roll
5. Calves
6. Mons
(2) What percentage of your Renuvion procedures have been on patients who needed, but did not want more-invasive/excisional surgery?

- 1 - 25%: 31%
- 26 - 50%: 44%
- 51 - 75%: 14%
- 76 - 100%: 10%
- None: 1%

N=100

(3) What are the benefits of using Renuvion for subdermal tissue contraction?

- Improves results on current procedures: 79%
- Allows my practice the ability to offer alternative treatments to patients between topical and surgical approaches: 74%
- Provides an alternative that gets results with lower risk and recovery time than with more-invasive surgery: 72%
- Brings in new patients: 59%
- Offers a treatment that has been proven as a safe procedure that is predictable and precise: 43%
- Offers tremendous flexibility for use in my practice: 40%

N=100
(4) Statements describing Renuvion

a. Compared with other energy devices, Renuvion allows for faster energy application times.
   - 73% Agree
   - 14% Somewhat agree
   - 9% Neither agree nor disagree
   - 1% Somewhat disagree
   - 3% Disagree
   - 87% Agreement

b. Renuvion allows for quicker tissue contraction than any alternative I have experience with.
   - 70% Agree
   - 21% Somewhat agree
   - 9% Neither agree nor disagree
   - 0% Somewhat disagree
   - 0% Disagree
   - 91% Agreement

c. I experience faster results with Renuvion than with other devices.
   - 53% Agree
   - 23% Somewhat agree
   - 22% Neither agree nor disagree
   - 1% Somewhat disagree
   - 1% Disagree
   - 76% Agreement

N=100
(4) **Statements describing Renuvion continued...**

d. I experience greater tissue contraction on my patients when using Renuvion adjunctive to liposuction than any alternative I have experience with.

- 62% Agree
- 24% Somewhat agree
- 12% Neither agree nor disagree
- 1% Somewhat disagree
- 1% Disagree

86% Agreement

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e. Renuvion is a fast and easy system to set up and use.

- 65% Agree
- 24% Somewhat agree
- 7% Neither agree nor disagree
- 3% Somewhat disagree
- 1% Disagree

89% Agreement

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f. I experience better overall results on my patients when using Renuvion than with other devices.

- 62% Agree
- 21% Somewhat agree
- 15% Neither agree nor disagree
- 0% Somewhat disagree
- 2% Disagree

83% Agreement

N=100
(5) Comparing Renuvion with the bipolar RF-based device, which device performs better in the following areas?

- **Speed of application**: Renuvion 89%, Bipolar RF-based device 11%
- **Price**: Renuvion 89%, Bipolar RF-based device 11%
- **Results longer-term, within 9 months**: Renuvion 89%, Bipolar RF-based device 11%
- **Ease of use**: Renuvion 89%, Bipolar RF-based device 11%
- **Predictability**: Renuvion 84%, Bipolar RF-based device 16%
- **Less post-op pain**: Renuvion 79%, Bipolar RF-based device 21%
- **Length of recovery time**: Renuvion 79%, Bipolar RF-based device 21%
- **Safety, less risk of complications**: Renuvion 79%, Bipolar RF-based device 21%
- **Results within 2 weeks**: Renuvion 79%, Bipolar RF-based device 21%

N=19

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#Renuvion #ApyxMedical #WhatWillYouRenu #ReshapingWhatsPossible

* These hashtags are intended to be used by physicians in the promotion of their practice and of Apyx Medical’s products.
Risk associated with the use of Renuvion may include: unintended burns (deep or superficial), pneumothorax, scars, temporary or permanent nerve injury, pain, discomfort, gas buildup resulting in temporary and transient crepitis 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.

The Renuvion system is intended to be used for the delivery of radiofrequency energy and/or a helium gas plasma for electrosurgical cutting, coagulation and ablation of soft tissue during open surgical procedures. The system is cleared for general use and not for any specific indication or anatomical location.

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1  https://apyxmedical.com/investor_relations/
2  https://www.sec.gov/Archives/edgar/data/1742692/000114420419034453/tv524581-f1.htm