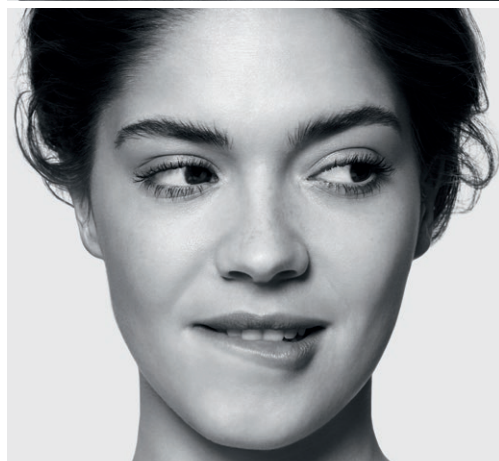
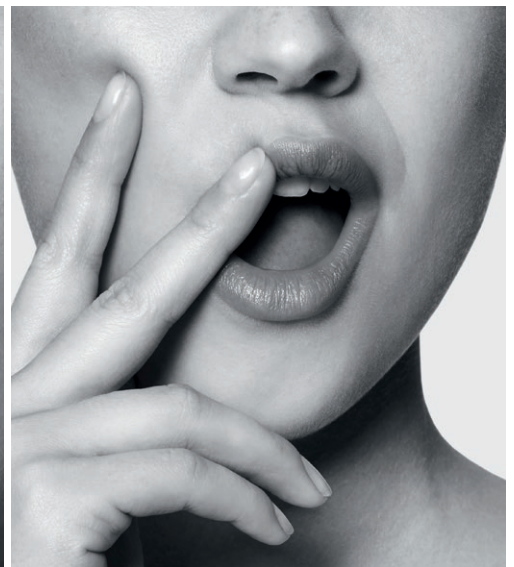




MERZ AESTHETICS



BELOTERO<sup>®</sup> gives you more creative power ...

**BELOTERO<sup>®</sup>** Lips  
Shape and Contour

# ... for more perfection.

BELOTERO® LIPS - the combination to a beautiful smile.



Taking lip enhancement to a new level with two new BELOTERO® products, that complement each other.

## Lips - a central part of facial aesthetics

The aesthetic qualities of the lips are essential for how the face is perceived, but progressively decline with age.<sup>1,2</sup> Lip beautification and rejuvenation with hyaluronic acid fillers thus belong to the most frequently requested procedures in aesthetic practices.<sup>3</sup> However, one product often does not fit all the needs.

“Full, well-defined lips are a signature of youth and beauty.”<sup>3</sup>

Key facts of lip aging<sup>1, 2, 4</sup>

### Young

- Fullness of lips
- Distinct vermilion border
- Short, accentuated philtrum and Cupid's bow
- Upward tilt of labial commissures



### Old

- Lip deflation
- Loss of contour
- Elongation of philtrum
- Flattening of Cupid's bow
- Perioral wrinkle formation
- Downward tilt of labial commissures

One is not enough: Effective lip enhancement often requires more than one HA-filler.

1 Nathan S. Trooman, et al. Clinical Assessment of a Combination Lip Treatment to Restore Moisturization and Fullness. J Clin Aesthet Dermatol. 2009 Dec; 2(12): 44-48.  
2 Wollina U. Perioral rejuvenation: restoration of attractiveness in aging females by minimally invasive procedures. Clin Interv Aging. 2013; 8: 1149-1155.  
3 Sarnoff DS, Gotkin RH. Six steps to the "perfect" lip. J Drugs Dermatol. 2012 Sep; 11(9):1081-8.  
4 Fischer TC, et al. Hyaluron Filler Containing Lidocaine on a CPM Basis for Lip Augmentation: Reports from Practical Experience. Facial Plast Surg. 2016 Jun; 32(3):283-8.

# Lip beautification – the expert approach

With the BELOTERO® Lips concept, Merz Aesthetics now offers the first complementary approach to lip enhancement. Just like lipstick and lipliner complement each other, BELOTERO® Lips Shape and BELOTERO® Lips Contour provide volume and definition for patient-specific, optimized results.

## BELOTERO® Lips Shape

For lip augmentation and enhancing the upper and lower lip

## BELOTERO® Lips Contour

To restore the outline of the lips for a more youthful appearance



BELOTERO® Lips offers extra versatility for a more personalized lip treatment.

	Shape	Contour
HA CONTENTS	25.5 mg	22.5 mg
NEEDLE	27 G needle	27 G or 30 G needle
INJECTION SITE	Submucosal	Superficial to mid-dermis and submucosal
FOCUS INDICATION	Lip volume, severe oral commissures	Lip contour, mild oral commissures
LIDOCAINE	Included	Included

## What „lip patients“ want to achieve

- ✓ Natural, even volumization
- ✓ Removal of “lipstick lines”
- ✓ Balancing irregularities
- ✓ Enhanced curves and contours
- ✓ Improvement of perioral lines and wrinkles
- ✓ Reduction of drooping mouth corners

# BELOTERO® Lips – a key to satisfaction

Lip enhancement with BELOTERO® Lips Shape and BELOTERO® Lips Contour receives excellent ratings by physicians and patients.<sup>1</sup>

> 93 %  
of satisfied patients<sup>1,2</sup>

## Main Benefits

- ✓ Natural and lasting cosmetic results
- ✓ Good tolerability
- ✓ High treatment comfort<sup>3</sup>

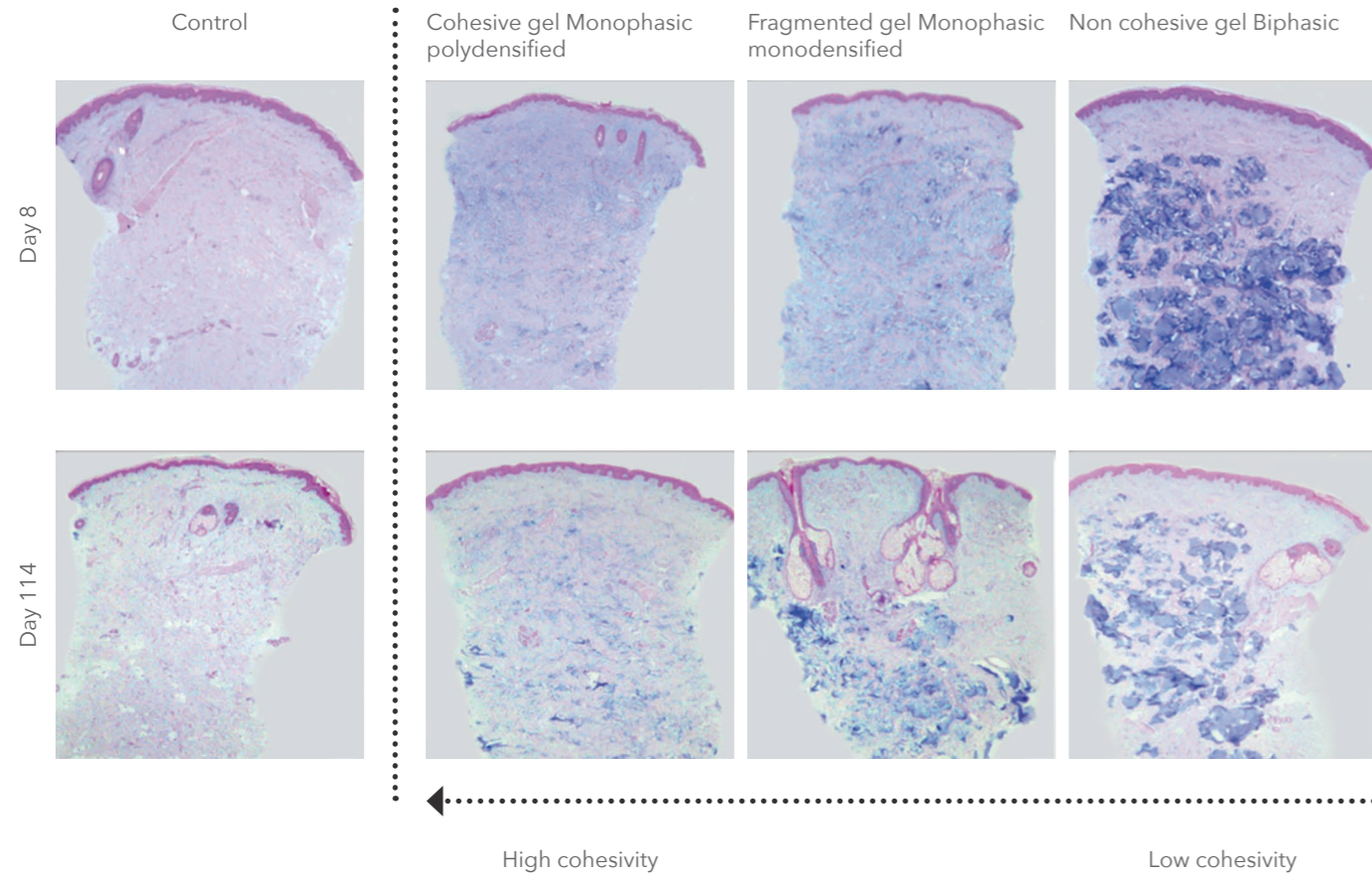


<sup>1</sup> Fischer TC, et al. Hyaluron Filler Containing Lidocaine on a CPM Basis for Lip Augmentation: Reports from Practical Experience. Facial Plast Surg. 2016 Jun;32(3):283-8.  
<sup>2</sup> Immediately after injection with BELOTERO® Balance & Intense 95.2%; 2 weeks after injection 93.6%; 4 months after injection 94.3%  
<sup>3</sup> Evaluation criteria: physicians: distribution, fluidity, handling, and malleability; patients: procedural pain.

# Seamless integration

BELOTERO® Lips Contour<sup>1</sup> becomes a part of your patients due to its seamless integration.

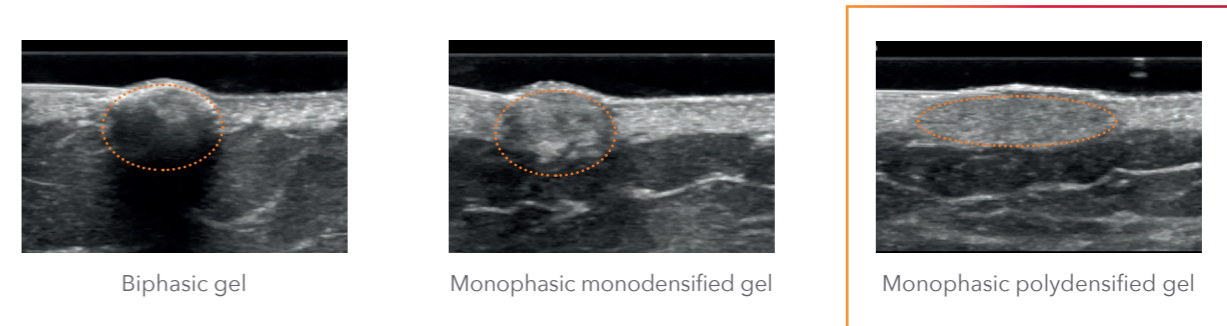
## Cohesivity enables seamless tissue integration



Blue areas on the images correspond to HA. Alcian blue staining 8 days after injection of HA fillers.  
Alcian blue staining 114 days after injection of HA fillers.

## BELOTERO® Lips Contour provides optimal skin integration and limited side effects

BELOTERO® ultrasonography images show a homogenous papule which is as dense as the surrounding tissue after injection into the superficial dermis indicating a good tissue integration in a diffuse manner.<sup>2</sup>

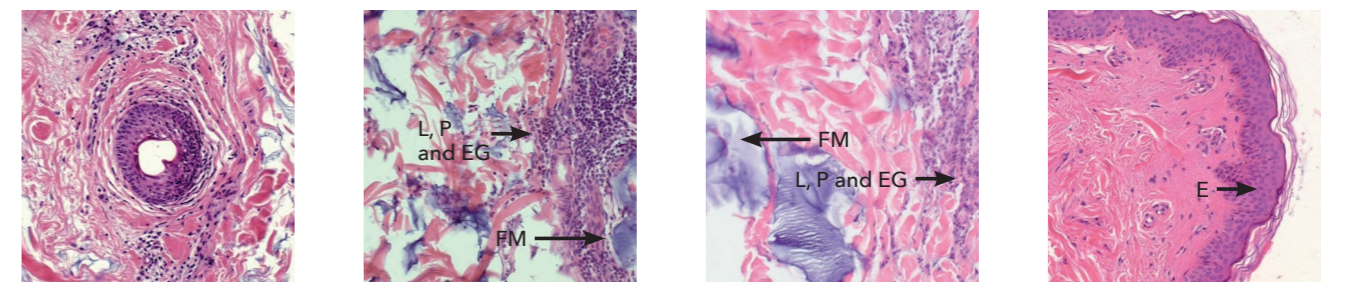


HA filler papules are indicated by an orange frame.

In contrast RESTYLANE® and JUVÉDERM® showed a higher degree of echoes, opaqueness, and production of a cone of shadow underneath the injected papules.

BELOTERO® Lips Contour has no significant local inflammatory reaction.<sup>3</sup>  
BELOTERO® Lips Contour showed an absence of an inflammatory reaction following injection intradermally.<sup>3</sup>

## Histological slides 30 days after injection



### JUVÉDERM® 30HV

- Slight to moderate degree of chronic inflammation
- Subepidermal and perivascular increased number of lymphocytes, also plasma cells and several granulocytes

### TEOSYAL® DEEP LINES

- Severe chronic inflammation
- Dense infiltrate of inflammatory cells

### RESTYLANE PERLANE®

- Intense chronic inflammation,
- Heavy infiltration of lymphocytes, plasma cells and eosinophil granulocytes

### BELOTERO® LIPS CONTOUR

- Histomorphological normal finding free of inflammation unremarkable immune reaction

L lymphocytes, P plasma cells, EG eosinophilic granulocytes, FM foreign material, E epidermis

<sup>1</sup> BELOTERO® Lips Contour is equivalent to BELOTERO® Basic as well as equivalent to Esthéelis® Basic, a registered trademark of Anteis S.A.  
BELOTERO® Balance Lidocaine is the same formulation as BELOTERO® Lips Contour. BELOTERO® Intense Lidocaine is the same formulation as BELOTERO® Lips Shape.

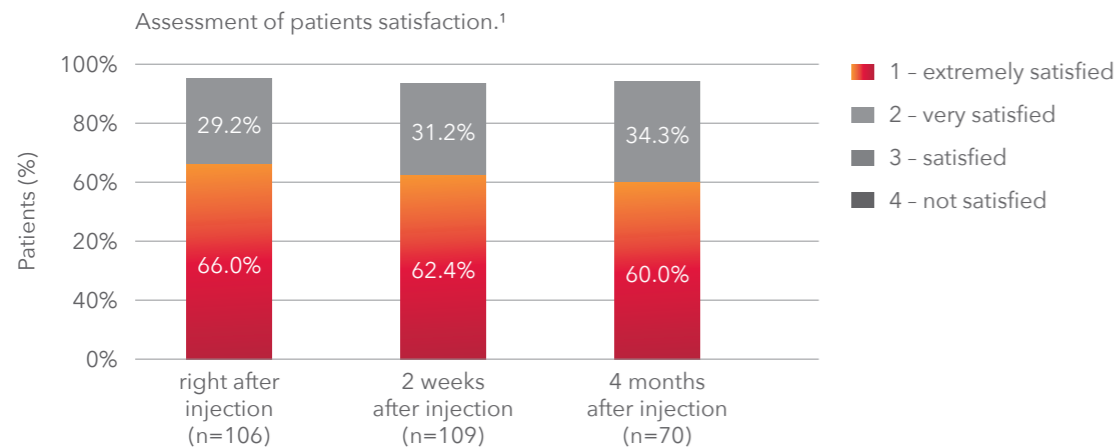
Pictures: Courtesy Dr Micheels and Dr Besse  
<sup>2</sup> Micheels P, et al. Dermatol Surg. 2012 Jul;38(7 Pt 2):1162-9.  
<sup>3</sup> Taufiq A, et al. J Aesthet Chir. 2009;2:29-32.  
BELOTERO® Balance Lidocaine is the same formulation as BELOTERO® Lips Contour. BELOTERO® Intense Lidocaine is the same formulation as BELOTERO® Lips Shape.

# High satisfaction

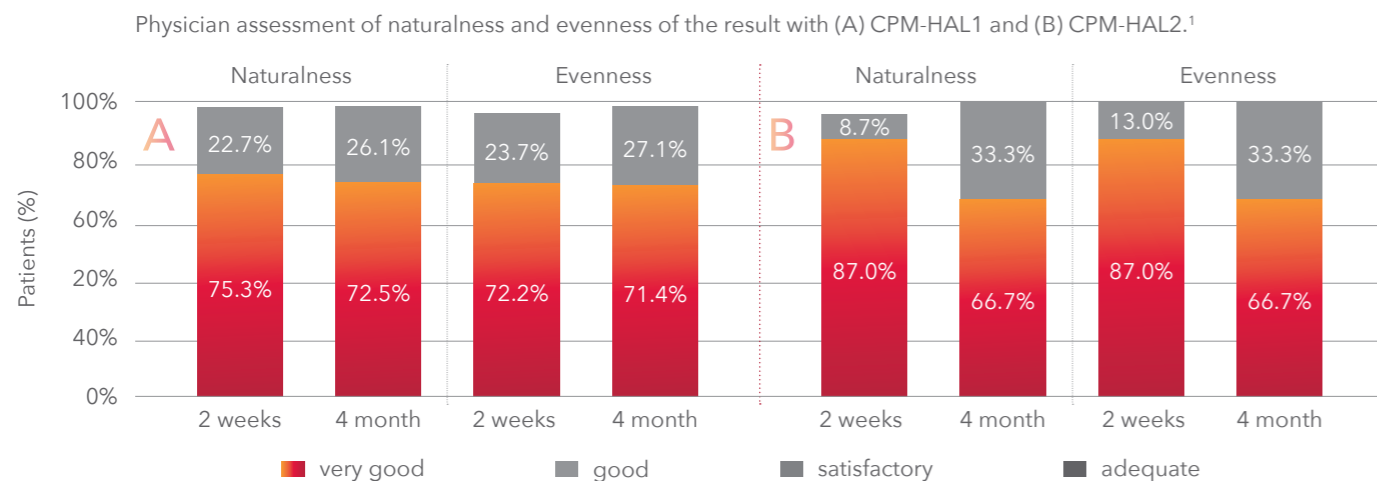
BELOTERO® Lips Shape provides high patient satisfaction and natural results<sup>1</sup>

## Patient satisfaction

The vast majority of patients were very or extremely satisfied with the outcome of the treatment throughout the observational period.<sup>1</sup>



## Natural results



The naturalness and evenness of the cosmetic result was assessed by most of the physicians with good to very good.<sup>1</sup>

<sup>1</sup> Fischer TC, et al. Hyaluron Filler Containing Lidocaine on a CPM Basis for Lip Augmentation: Reports from Practical Experience. Facial Plast Surg. 2016 Jun;32(3):283-8. BELOTERO® Balance Lidocaine is the same formulation as BELOTERO® Lips Contour. BELOTERO® Intense Lidocaine is the same formulation as BELOTERO® Lips Shape.

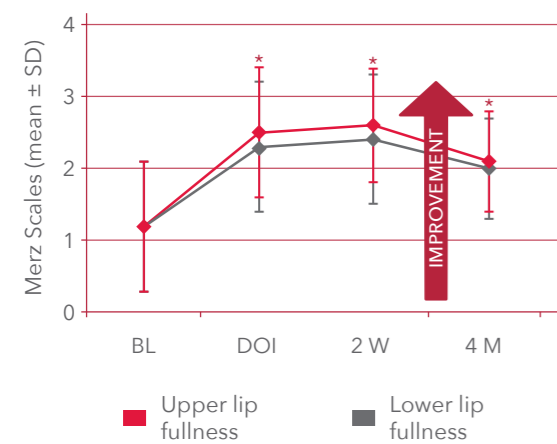


# BELOTERO® Lips – lasting results

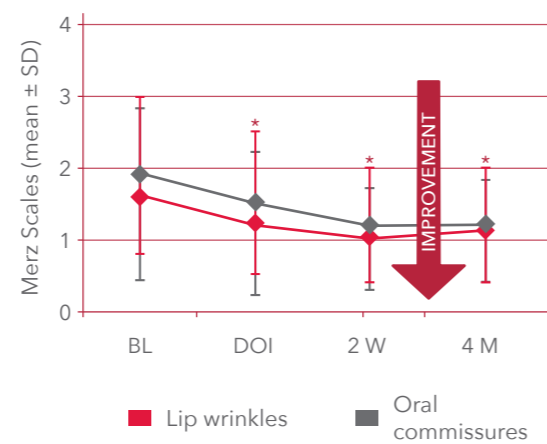
Lip augmentation using BELOTERO® Lips Shape and BELOTERO® Lips Contour was clinically assessed in a retrospective, multicenter study involving 146 patients.<sup>1,\*</sup> Observation period took place over 4 months, with assessment of handling and treatment results. For CPM-HAL2, the outcome with regard to naturalness and evenness after 2 weeks was assessed by the vast majority with very good (87.0 %). This very good assessment was still maintained for 66.7 % of patients after 4 months.

## Lasting results<sup>1</sup>

### + Lip volume



### - Perioral wrinkles



BL: Baseline; DOI: Date of injection; W: Week; M: Month;  
\* p < 0.001 versus base line (BL).

Treatment with BELOTERO® Lips Shape and BELOTERO® Lips Contour significantly increases lip volume and reduces perioral wrinkles.<sup>1</sup>

# Before & After

Patient, 31-year old female, 53 kg

■ Injection Details:  
practicing doctor: Uliana Gout

■ Upper Lip:  
0.24 ml BELOTERO® Lips Contour  
0.3 ml BELOTERO® Lips Shape

■ Lower Lip:  
0.3 ml BELOTERO® Lips Contour  
0.2 ml BELOTERO® Lips Shape

Patient cases by Dr. Uliana Gout



## BELOTERO® Lips Contour and Shape

- Lasting cosmetic result for lip correction<sup>1</sup>
- Very well tolerated<sup>1</sup>
- High degree of satisfaction for patients and physicians<sup>1</sup>

<sup>1</sup> Fischer TC, et al. Hyaluron Filler Containing Lidocaine on a CPM Basis for Lip Augmentation: Reports from Practical Experience. Facial Plast Surg. 2016 Jun;32(3):283-8.  
\* The products injected were BELOTERO® Balance Lidocaine and BELOTERO® Intense Lidocaine, each in a 1 ml syringe. BELOTERO® Balance Lidocaine is the same formulation than BELOTERO® Lips Contour. BELOTERO® Intense Lidocaine is the same formulation than BELOTERO® Lips Shape.

MERZ AESTHETICS



BELOTERO® is manufactured by Anteis S.A.  
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