PROFHILO® STRUCTURA



WHERE OTHERS SEE HYALURONIC ACID,
WE SEE BEAUTY BEYOND THE SURFACE.

IBSA DERMA. BEAUTY BEYOND STANDARDS.

IBSA

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.

IBSA





PROFHILO®

STRUCTURA

IBSA DERMA'S *ULTRAPURE* HYALURONIC ACID

Ultrapure Hyaluronic Acid has been patented by a biotechnological process for manufacturing sodium hyaluronate with "customizable" molecular weights ranging from 40 kDa to 3 million Daltons, it derived from the non-haemolytic cell strain Streptococcus equi. A multi-step production process involves fermentation, filtration, and ultra-purification. This important bacterial strain is deposited in the Pasteur Institute in Paris to preserve the original strain.

This patent acknowledges the unique approach in manufacturing Hyaluronic Acid specifically designed for pharmaceutical and medical injectable applications.

SHVALT®
ULTRAPURE
SODIUM HYALURONATE ALTERGON

ULTRAPURE HYALURONATE OFFERS SEVERAL TECHNICAL ADVANTAGES:

- Available as a very fine powder, accelerating production by reducing dissolution time.
- Exhibits low polydispersity.
- The molecular weight falls within the range of 40 kDa to 3 million Daltons.
- Shows high resistance to thermal treatment and production steps.



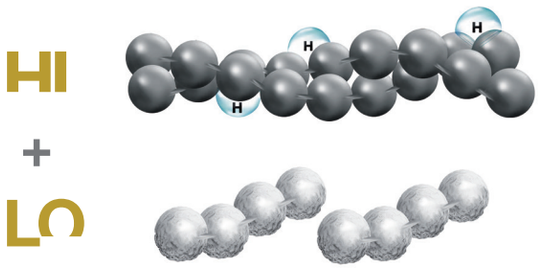
PROFHILO® STRUCTURA
PRODUCTION PROCESS

While the market features numerous hyaluronic acid-based products, recent years have seen notable innovations. One such advancement is the development of novel, patented hybrid cooperative complexes, combining high and low molecular weight hyaluronic acid (H-HA/L-HA)

A unique patented thermal process, NAHYCO® (Sodium Hyaluronate Hybrid Complex), enables the hybrid association of high and low molecular weight hyaluronic acid (H-HA/L-HA). This process creates a cooperative hybrid complex where short and long chains are linked by hydrogen bonds, eliminating the need for a cross-linking chemical agent. This groundbreaking innovation allows for a high concentration of HA without compromising the ease and safety of procedures like injections. Additionally, it enhances resistance to degradation by hyaluronidases, the enzymes takes longer to recognize and break the conformation of these new complexes. The hybrid complex's tolerability is due to the absence of chemical modification.

STEP 1
MOLECULES COMBINED

45 mg of hyaluronic acid
high molecular weight
+
45 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 used

STEP 3
LOWERING TEMPERATURE

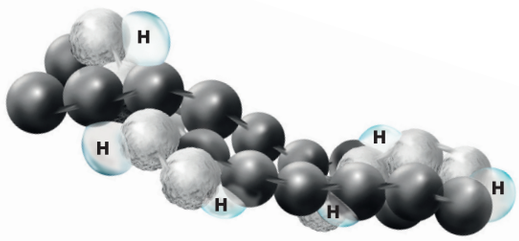
The temperature is lowered, causing the hydrogen bonds to form between the H-HA and L-HA molecules, thus creating and stabilizing the hybrid cooperative complexes.



NO chemical cross-linking agents used

STEP 4
A NEW MOLECULE

Stabilized hybrid cooperative complexes are obtained.



PROFHILO®
STRUCTURA

PROFHILO®

PRODUCT LINE EVOLUTION

2015

2018





PROFHILO®

PROFHILO® HAENKENIUM





2020/2021

2024





PROFHILO® BODY + PROFHILO® FIGURA CREAM AND PATCH

PROFHILO® STRUCTURA







REGENERATIVE APPROACHES: MARKET TRENDS

Worldwide, regenerative approaches are becoming more popular as consumers increasingly opt for natural and holistic methods.
These approaches harness the body's regenerative capabilities to enhance skin health, improve appearance, and foster overall well-being.

Individual bodies and aesthetic aspirations differ, and regenerative therapies can be customized to meet unique needs. This personalized approach cultivates a sense of empowerment and ownership over one's aesthetic journey, ultimately boosting patient satisfaction.

Regenerative aesthetic medicine aligns seamlessly with the rising trend that appeals to consumers of all ages, emphasizing a long-term commitment to health and overall well-being.[1]

DESIRE FOR A NATURAL-LOOKING OUTCOME[2]

is the core request of patients and the will of practitioners themselves

- Women **don't want to radically change their appearance**: they want to improve how they look, correct small defects, have a 'fresh appearance'
- **Strong opposition from all clinicians to the aesthetic medicine excesses that dramatically transform identity[2]**

PROFHILO® STRUCTURA

The new frontier of adipose tissue restoration in response to aging.

PROFHILO® STRUCTURA redefines facial structure and support addressing age related fat compartments atrophy (lipolifting[3]).



COMPOSITION

HYBRID COOPERATIVE COMPLEXES (HCC) OF:

- Low molecular weight (80 -100 kDa): **L-HA**
- High molecular weight (1100 -1400 kDa): **H-HA**

CONCENTRATION

4.5% - 45 mg **H-HA** + 45 mg **L-HA**/2 ml (pre-filled syringe).
Total of 90 mg HA.

RHEOLOGY

G': 95
Tanδ: 1.1

PROFHILO® STRUCTURA
is indicated for facial treatment and for restoring adipose tissue

hydroACTION ●●●●●
liftACTION ●●●●○
CROSS-LINKING □□□□□

1 SYRINGE OF PROFHILO® STRUCTURA 2 ml

+

2 CANNULA WITH THEIR PILOT NEEDLE



EACH BOX CONTAINS:

- 1 Pre-filled ready to use 2 ml syringe
- 1 Product leaflet
- 2 Implant cards

EACH BOX CONTAINS:

- 1 TSK cannula 22Gx50mm
- 1 TSK pilot needle 21Gx25mm
- 1 TSK cannula 25Gx38mm
- 1 TSK pilot needle 23Gx19mm

Cannula injections were less often associated with vascular compromisation or occlusion events (77.1% events reduction)[4], especially during treatment of dangerous areas like the preauricular one.

FACE ANATOMY AGING PROCESS

- Aging manifests as a result of the interplay of changes in the facial skeleton, ligaments, muscles, adipose tissue, and skin.[5]
- These changes, affecting each mentioned structure, occur at varying paces, initiating in individuals at different ages.[5]
- The characteristic signs of aging in facial skin are, in part, associated with age-related alterations in the subcutaneous adipose tissue of the face.[6]

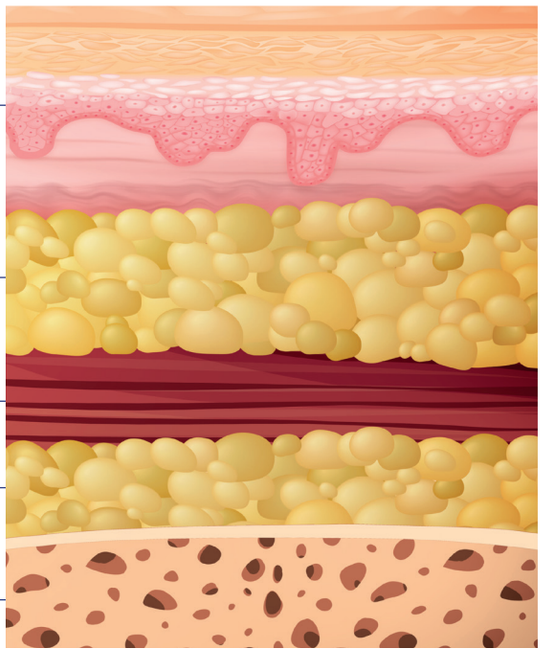
First layer:
Skin

Second layer:
Superficial fat

Third layer:
Facial muscles

Fourth layer:
Deep fat

Fifth layer:
Bone



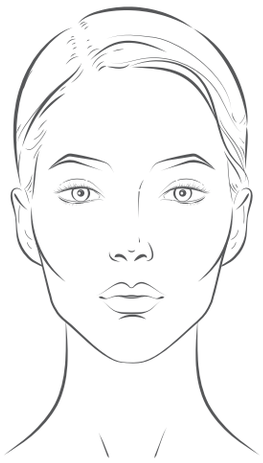
The movement of fat within compartments, due to gravity, can result in an inferomedial displacement of the overlying skin envelope. This repositioning or shift of fat often leads to increased hollows in the cheeks and to a flattening of facial angles. Consequently, there is a loss of fat volume in the middle and lateral cheek compartments.[7]



AGING CHARACTERISTICS

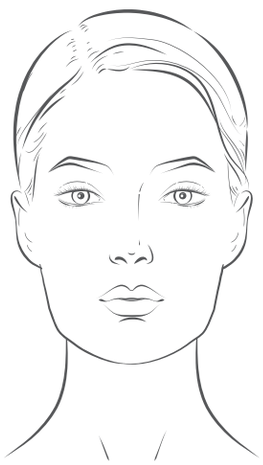
As time progresses, the face undergoes various changes, generally resulting in two predominant aging profiles:

AGE (Y)	CHANGES[8]
30s	Midface aging begins
40s	Midface loses projection, hollows and appears to descend
50s	Midface structures noticeably descend



SINKERS:

predominant hollow or sunken appearance, often exhibit adipose tissue depletion in the lateral cheek.



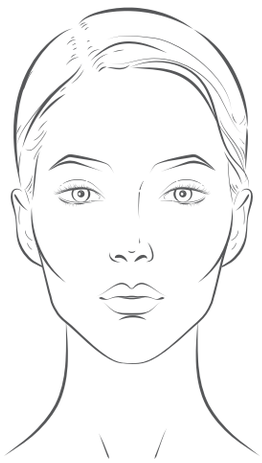
SAGGERS:

predominant appearance of tissue droop and fat bulges. The tissues appear as if they are sliding away from the underlying bone structure, and connective tissues lose their integrity.

PROFHILO® STRUCTURA
INJECTION TECHNIQUE

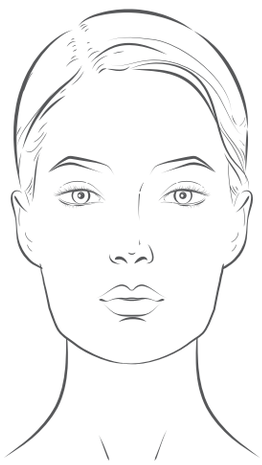
Two different protocols suggested related to sinkers and saggers aging charcteristics

• SINKERS TECHNIQUE:
PREAURICULAR INJECTION



Key features include:
- thinner skin and tissue density,
- increased visibility of underlying bone structures, especially around the temples and under the cheekbone area.

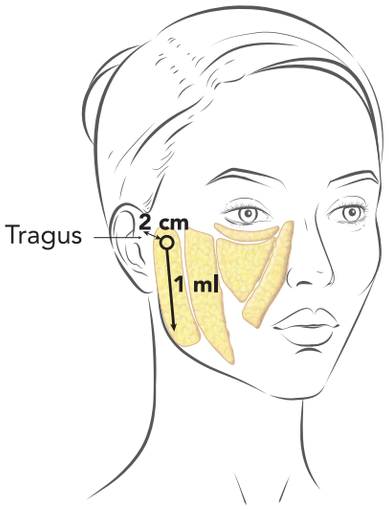
• SAGGERS TECHNIQUE:
PREAURICULAR AND ZYGOMATIC INJECTION

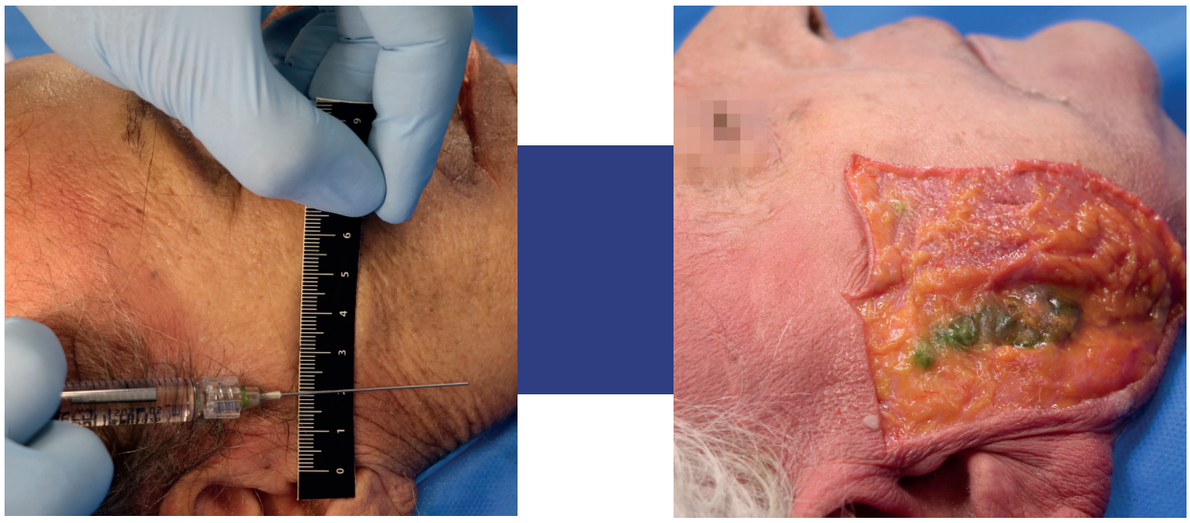


Key features include:
- overall thicker and denser skin,
- concentration of volume in the lower areas,
- Loss of support in the skin and soft tissue, leading to increased laxity and skin descendance.

SINKERS TECHNIQUE

- PROFHILO® STRUCTURA injection into superficial fat compartment of pre-auricular area.
- Injection volume: **1 ml** each side
- Cannula (retrograde injection technique): **22Gx50mm**
- Entry point: **2 cm from tragus**

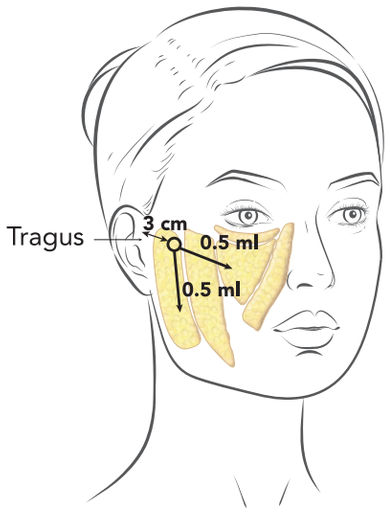




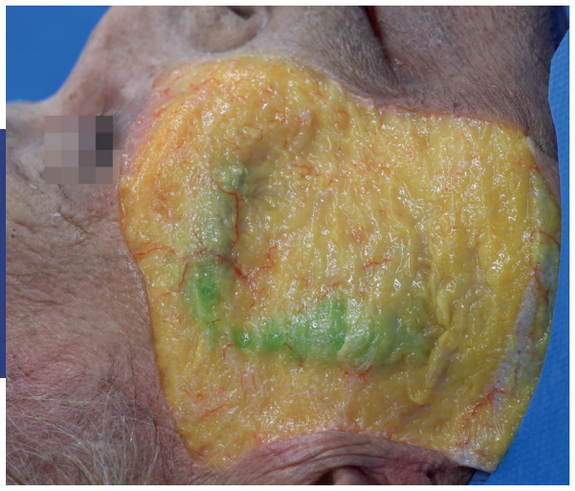
Courtesy of Dr. F. Ingallina

SAGGERS TECHNIQUE

- PROFHILO® STRUCTURA injection into superficial fat compartment of pre-auricular area and zygomatic arch.
- Injection volume: **0.5 ml** (preauricular each side) + **0.5 ml** (zygomatic each side)
- Cannula (retrograde injection technique): **25Gx38mm**
- Entry point: **3 cm from tragus**

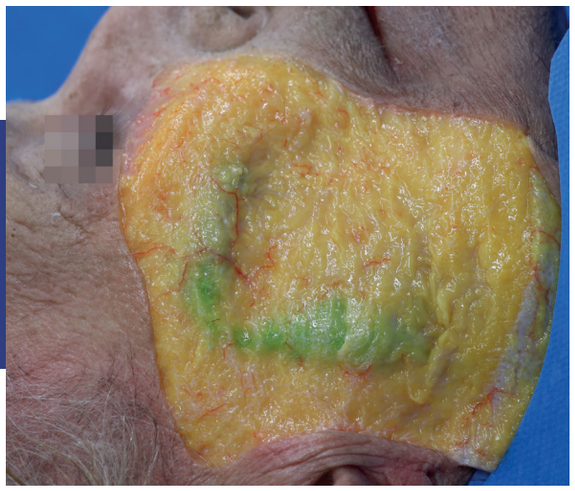






Courtesy of Dr. F. Ingallina



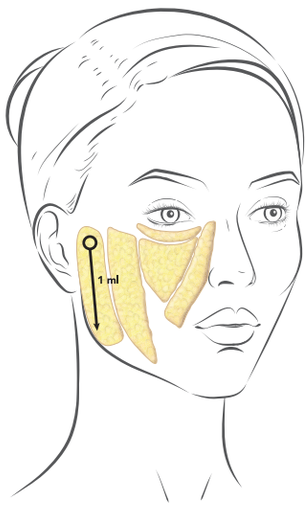


Courtesy of Dr. F. Ingallina

PROFHILO® STRUCTURA

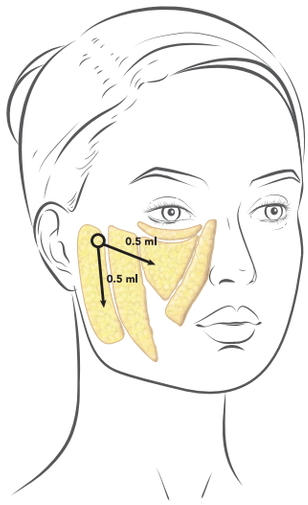
INJECTION TECHNIQUE SUMMARY

SINKERS TECHNIQUE



- **22Gx50mm cannula**
- **1 ml** preauricular area each side

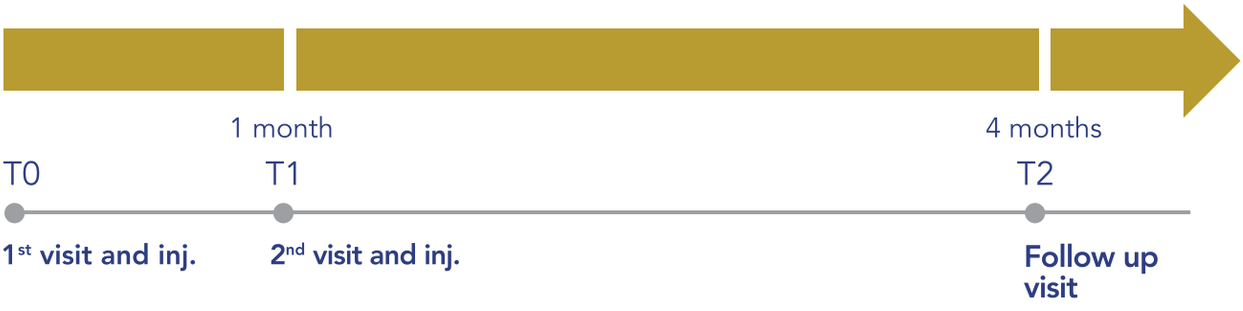
SAGGERS TECHNIQUE



- **25Gx38mm cannula**
- **0.5 ml** preauricular area each side
- **0.5 ml** zygomatic arch each side

An initial cycle of **TWO TREATMENT SESSIONS WITH A 30-DAY INTERVAL** is recommended, followed if necessary by maintenance treatments.
However, it is suggested to evaluate the specific PROFHILO® STRUCTURA protocol according to different aging processes (sinkers or saggers profiles).

TIMELINE

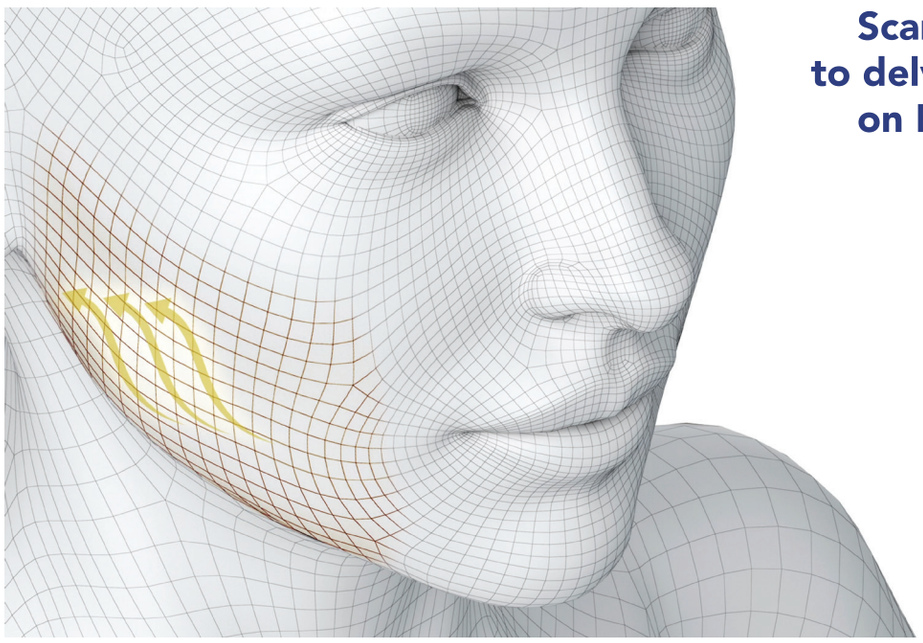






CLINICAL EXPERIENCE

SINKERS TECHNIQUE



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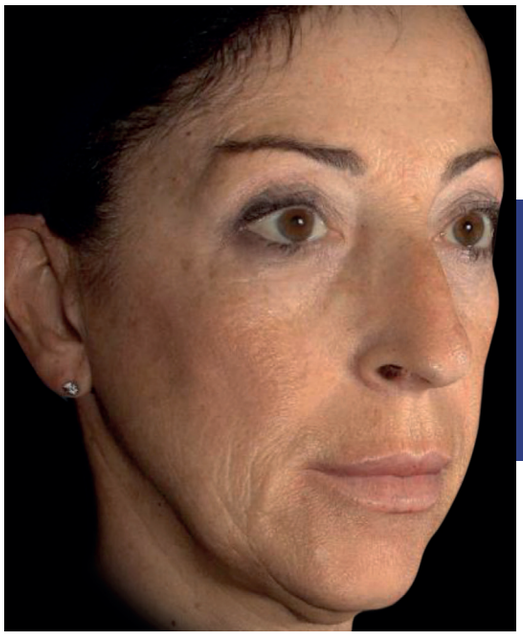
BEFORE



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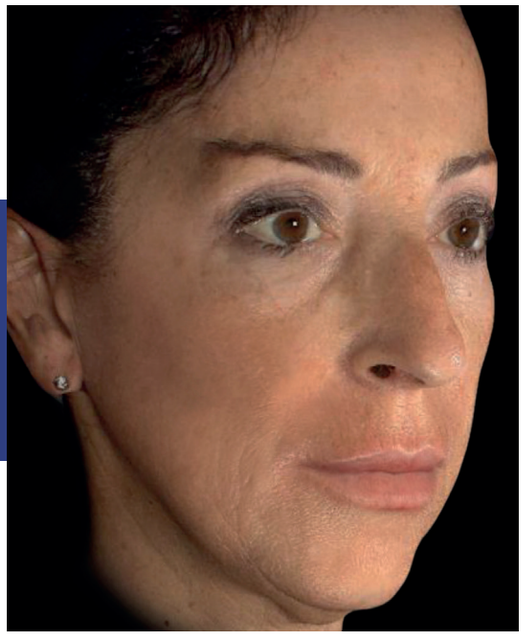


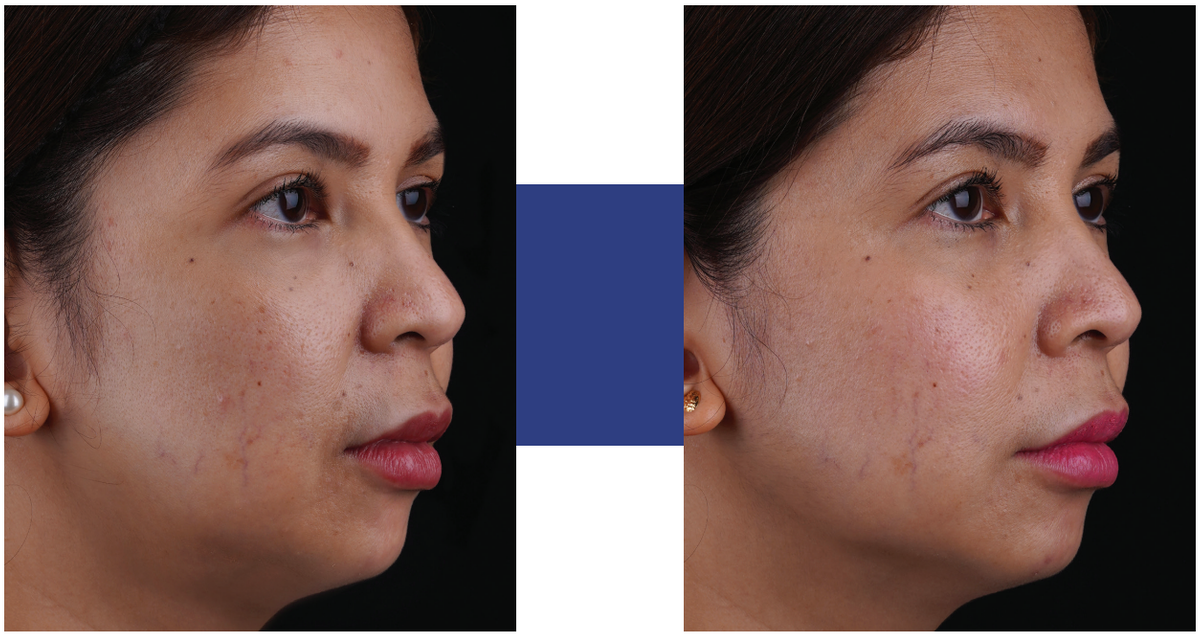
Courtesy of Dr. R. Forte (Photos taken before and 4 months after the first treatment)

BEFORE **AFTER**

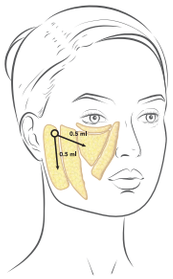


Courtesy of Dr. M. Manzano (Photos taken before and 4 months after the first treatment)

BEFORE **AFTER**

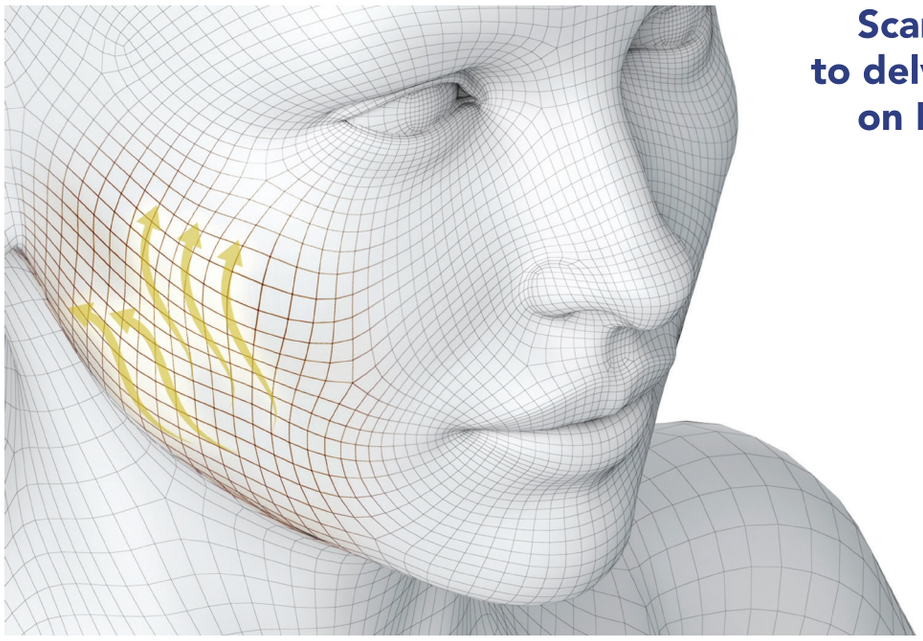


Courtesy of Dr. A. Ramo (Photos taken before and 4 months after the first treatment)



CLINICAL EXPERIENCE

SAGGERS TECHNIQUE



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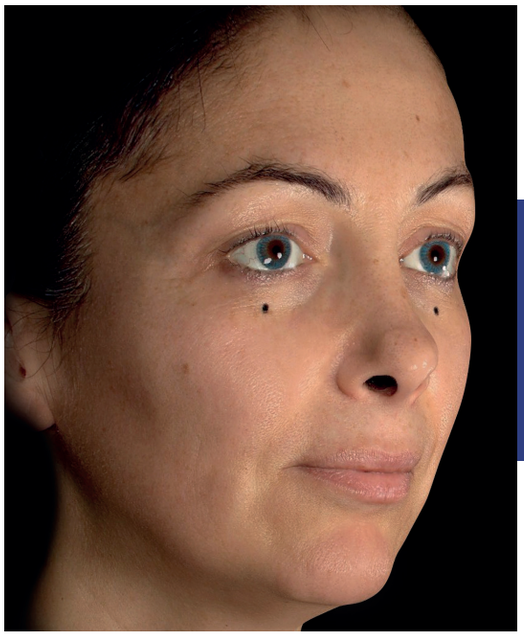
BEFORE



AFTER



Courtesy of Dr. G. Salti (Photos taken before and 4 months after the first treatment)

BEFORE **AFTER**



Courtesy of Dr. B. Molina (Photos taken before and 4 months after the first treatment)

BEFORE **AFTER**



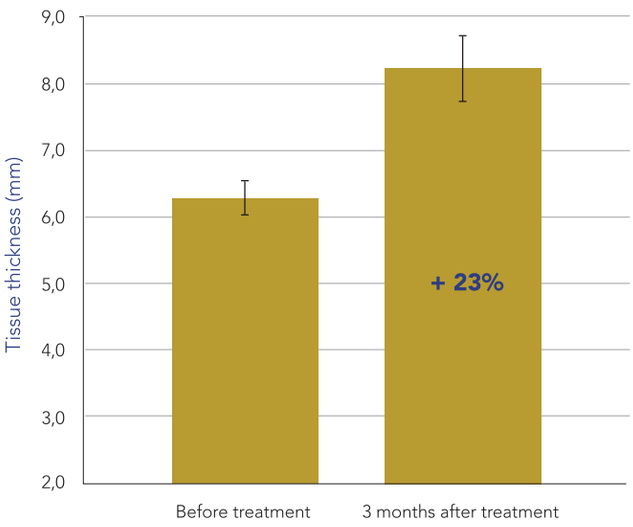
Courtesy of Dr. D. Dziabas (Photos taken before and 4 months after the first treatment)

PROFHILO® STRUCTURA

CLINICAL EVALUATIONS[3]

22 subjects, aged 36–60 years, with moderate/significant mid-face volume deficit were treated with PROFHILO® STRUCTURA using the sinkers protocol.
Patients' self-assessment supported the observed significant reduction in wrinkles and the clear improvement in the general skin quality. 95% of patients already felt an improvement (improved or very improved) after the first treatment, and this positive judgement was maintained also three months after the first treatment

Tissue thickness determination (mm)

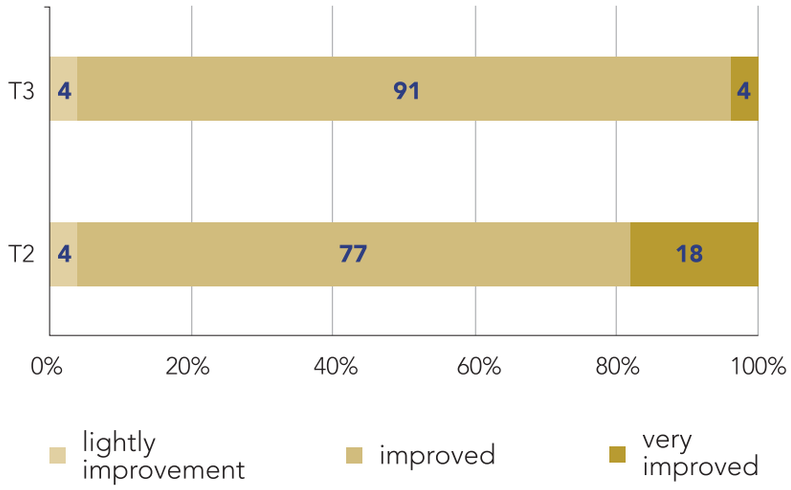


- Tissue thickness measurements showed a statistically significant increase ($p<0.05$), that was still registered three months after the first treatment, with an increase of +23%.
- Results demonstrated that tissue thickness increase is due to adipose tissue restoration, at the base of the PROFHILO® STRUCTURA lipolifting effect observed in patients.

PROFHILO® STRUCTURA

CLINICAL EVALUATIONS[3]

GAIS scale

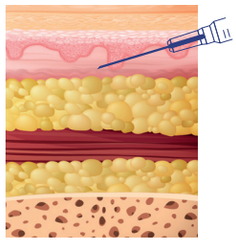
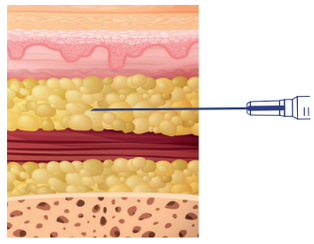


Patient satisfaction using GAIS scale.

T2: 30 days after 1st treatment
T3: 3 months after 1st treatment

A persistent improvement is clearly visible in the mid-face (zygomatic and peri-orbital areas) and lower third (jawline and marionette lines). 95% of patients already felt an improvement (improved or very improved) after the first treatment, and the same percentage reported sustained improvement three months later

High tolerability: positive effects obtained in the absence of any adverse reaction reported by the subjects

	PROFHILO®	VS	PROFHILO® STRUCTURA
			
CONCENTRATION	64 mg in 2 ml		90 mg in 2 ml
RHEOLOGY	G′: 39 Tan δ: 1.36		G′: 95 Tan δ: 1.1
LAYER	Dermis 		Adipose tissue 
INJECTION TECHNIQUE	BAP technique		Sinker and Sagger technique
FACIAL AREAS	Malar and submalar areas		Preauricular and zygomatic areas
TOOL	Needle		Cannula

To access personalized content, follow these steps:

FIRST STEP:

Scan the QR code and download the APP to explore the PROFHILO® STRUCTURA world in augmented reality

SECOND STEP:

Open the APP and scan THIS MARKER to unlock exclusive content and access a different way to communicate with your patient.



THIRD STEP:

Once you have unlocked the "doctors only" session, scan this marker to position your augmented reality model optimally.



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PRS-BRM-001-2024-E

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3) Cassuto D, Cigni C, Bellia G, Schiraldi C. Restoring Adipose Tissue Homeostasis in Response to Aging: Initial Clinical Experience with Profhilo Structura®. Gels. 2023 Jul 28;9(8):614.

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IBSA