



Sales Reps Manual is a unique sales tool that provides necessary help when presenting the benefits of LIPOELASTIC® products.

WHY CHOOSE LIPOELASTIC - TOP 10 BENEFITS



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TOP 10 BENEFITS



1. DEFINED DUCTILITY, ELASTICITY & FLEXCARE

The key criteria we measure is the longitudinal and cross-sectional compression in finished products. The required compression is between 20 and 30 mmHg. For this purpose we use measuring equipment from Swiss-based manufacturer Swisslastic AG, this device is marked as MST MK IV. The torso of this machine is identical to the patient's body.

During final treatment we add FLEXCARE additives to the CLASSIC material, which makes the final product more pleasant to the touch, it increases the products lifetime and ensures constant compression.

Why LIPOELASTIC

- Compression class II.
(20 - 30 mmHg)
- Frequent compression tests
on Swiss made equipment
- FLEXCARE additive provides:
 - a) Material softer to the touch
 - b) Constant compression



TOP 10 BENEFITS



2. OEKO-TEX CERTIFICATION

Due to the fact that our garments are in direct contact with the patient's skin following surgery, LIPOELASTIC uses only harmless materials imported from around the EU.

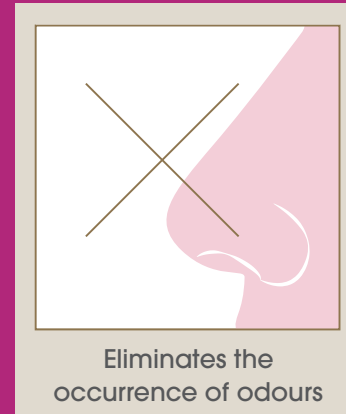
In order to guarantee the safety and quality of our final products, the materials do not come into contact with any dangerous substances. To prevent infections and other adverse effects, we require materials to be dyed by Oeko-tex annually certified suppliers.

None of the LIPOELASTIC® products give off the unpleasant odours characteristic of competing products.

Why LIPOELASTIC

- The only officially authorized manufacturer using Oeko-Tex mark
- No harmful dangerous substances
- All material suppliers are annually certified by Oeko-tex
- All suppliers from the EU
- Materials dyed by suppliers
- No unpleasant odours

This benefit is certified by the Oeko-Tex.



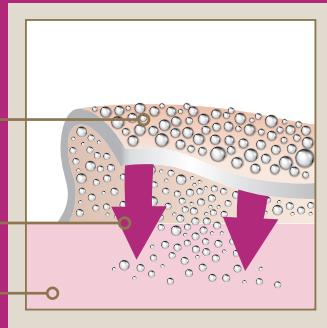
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TOP 10 BENEFITS

nanoparticles of silver

active effect

skin



3. ANTIBACTERIAL AND HYPOALLERGENIC EFFECT – SILVER PROTECT®

CLASSIC material is treated with silver particles during final treatment at the factory. It provides antibacterial properties that remain unchanged after the washing. The SILVER PROTECT® treatment is effective solely within the fabric, not directly on the body and healthy flora on the user's skin remains unaffected. SILVER PROTECT® reduces reproduction of bacteria (*Klebsiella pneumoniae* and *Staphylococcus aureus*) within the fabric, because bacteria feeds on sweat.

Why LIPOELASTIC

- Antibacterial effect - SILVER PROTECT®
- Reduction of bacteria growth
- Effect only in fabric, no allergic reaction on the skin
- Important factor for patients after surgery
- Effect remains unchanged after washing

CLASSIC
material

This benefit has been certified by the Textile Test Institute.



Textile Test Institute

4. MOISTURE EVAPORATION

The vapor resistance of our products is proven by tests according to EN 31092. The measured characteristic is the amount of trapped vapor permeating through the fabric. It is the breathability of fabric and resistance to absorbing moisture from the air. The material is airy and very pleasant to wear. The material needs breathability to ensure that skin can breathe and at the same time must be resistant to moisture absorption from the air. Thus it helps the skin to remain dry.

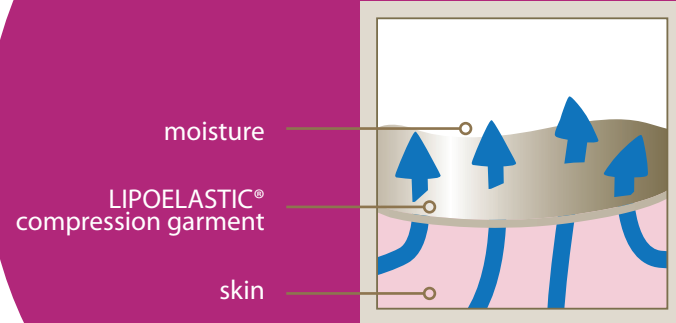
First-rate resistance according to EN 31092 is 2 - 3 m²Pa/W.
The CLASSIC material features an ideal value of 2,57 m²Pa/W.

Why LIPOELASTIC

- Breathability of the material – skin can breathe
- Skin remains dry – evaporation of sweat
- Resistant to absorbing moisture from the air
- Pleasant for patients

TOP 10
BENEFITS

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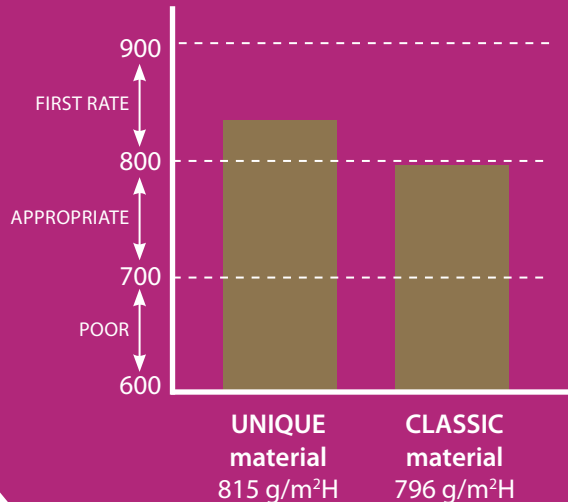


This benefit has been certified by the Textile Test Institute. Textile Test Institute

CLASSIC
material

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TOP 10 BENEFITS



5. MANAGEMENT OF PERSPIRATION

Test according to EN 16422 shows the performance of the textile in terms of perspiration control. This test demonstrates the extent to which the textile is capable of removing perspiration from the skin into the fabric. A perspiration conveyance value between 800 and 900 g/m²H is first-rate. The CLASSIC material is at the limit of the maximum possible perspiration conveyance, with a result of 796 g/m²H. The UNIQUE material reaches the highest possible classification, with a result of 815 g/m²H. This characteristic ensures perspiration is removed from the surface of the skin in order to keep it dry. It is an important factor because if perspiration stays on the skin, it causes contact dermatitis and other skin problems as a result of a combination of heat and wetness, which can be very itchy for the patient.

Why LIPOELASTIC

- Removes perspiration from the skin
- Skin remains dry
- No skin problems caused by a combination of heat and wetness
- CLASSIC and UNIQUE materials provide maximum comfort and are top rated in testing
- No additional inconvenience for the patients



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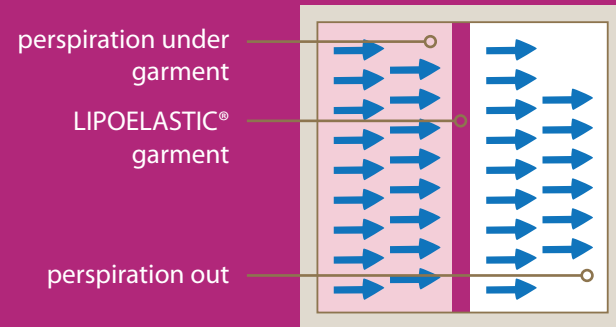
6. MOISTURE CONTROL

Moisture control refers to points 4 and 5 and finishes the process of moisture removal. It includes the textile to remove moisture from the skin and get it through the fabric and into another layer of clothes. For our purposes, the most important parameter in plastic surgery is the Max Wetted radius, which expresses the performance of a fabric when conveying liquid from the face of the material to its reverse side. The ideal value is 1, which means that a drop of perspiration absorbed on one side of the fabric is passed through the fabric at a ratio of 1:1. The CLASSIC material attains an outstanding value of 0,85, while the UNIQUE material reaches the maximum possible value of 1.

Why LIPOELASTIC

- Moisture is removed from the skin into another layer
- Skin remains dry
- Drop of moisture on the skin is absorbed and transferred through material by a ratio of:
 - a) 0,85 CLASSIC material
 - b) 1 UNIQUE material
- All the moisture absorbed and transferred through fabric
- No bacteria growth in material

TOP 10 BENEFITS

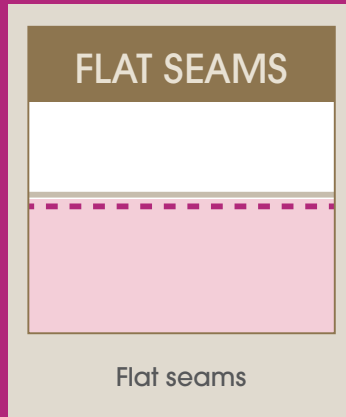


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TOP 10 BENEFITS



7. FLAT SEAMS

LIPOELASTIC® compression garments are made in such a way as to prevent any discomfort and pressure sores on the user's skin after surgery. LIPOELASTIC® products have flat seams, ensuring the user's comfort during wear. In order to ensure high flexibility and comfort of the compression material and its ability to return to its original position Zick Zack stitches are used. It is three times more flexible than a standard seam and can be stretched up to twice the distance.

Why LIPOELASTIC

- Flat seams ensure comfort when wearing
- No pressure sores
- Zick Zack stitches:
 - a) stretchable - up to twice the distance
 - b) ensure a return to original length

8. THE WIDEST RANGE

LIPOELASTIC offers the widest range of products.

The customer can choose from many kinds of compression garments:

- Face garments
- Compression sleeves
- Female vests and body suits
- Compression bras
- Abdominal belts
- Male compression pants
- Female compression pants
- Garments used after fat transfer procedures with an open buttock area.

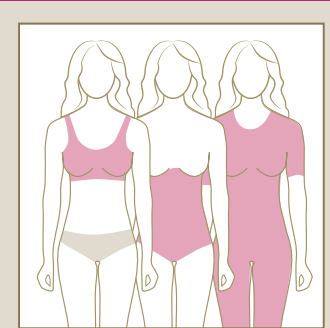
In addition to our portfolio, we offer custom made orders. Custom made garments are delivered to the patient with a tag bearing her/his name.

Why LIPOELASTIC

- The widest range of products
- Garments for all types of plastic surgeries
- Custom made products with patients' name

TOP 10
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The widest range



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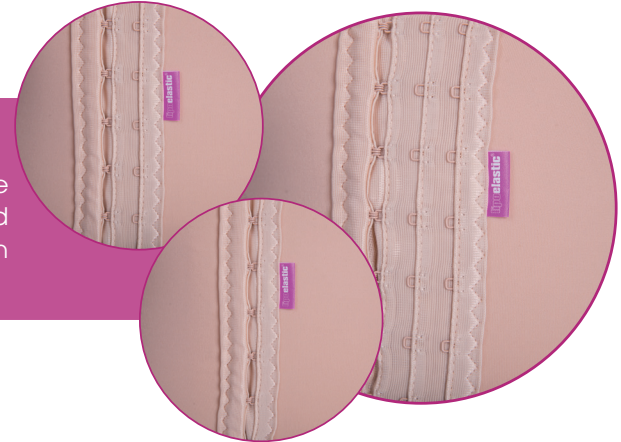
9. THREE TYPES OF FASTENING

COMFORT

This type of fastening is very comfortable for medical staff to put on the patient immediately following surgery and thus perfect as a first step garment. In order to prevent the zipper from pressing against the user's skin. It is supported and underlaid by a row of hooks.

VARIANT

As swelling gradually subsides three-positional hook-and-eye closures allow size adjustment. They ensure ideal compression of the body part previously subjected to surgery. The variant fastening garments feature the most precise compression available.



WITHOUT ZIPPER

These products are recommended for the second step of post-operative care, when swelling has subsided but compression is still required. These products do not disrupt the contour of the user's clothes.



Why LIPOELASTIC

- 3 types of fastening
- Comfort – comfortable and easy to put on after surgery
- Variant – variable size adjustment
- Without zipper – not visible under clothes, shapewear features

TOP 10 BENEFITS



10. LATEX FREE

Latex is one of the strongest allergens. No products from LIPOELASTIC contain latex components that could potentially cause allergic reactions. If an individual is allergic to latex even short contact with skin through wearing a product can cause an allergic skin reaction.

Why LIPOELASTIC

- Latex Free
- No allergic reactions



This benefit is certified by the Oeko-Tex.





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