The PURE. Mission:

To provide you, our Solta customers, with a clear, uncomplicated, and highly rewarding program that helps you achieve your own goals and aspirations for your practice.

We believe our responsibility to our customers is to provide visionary, leading, aesthetic medical device products, tools, and services that can unlock your potential to grow your practice and the aesthetic market. Reliability is a cornerstone of our vision, that we are there with you every step of the way. Ultimately, the PURE. Experience will be unlike any other in the aesthetic device space.

Program Benefits:

- Instant Savings
  - ★ There are 7 levels of Instant Savings. Pricing levels are tracked by total annual purchases. As you buy more and move to a higher tier, your price will decrease. Customers can receive up to 58% discount off original list price at the time of purchase! *
- PURE Level Advancement Opportunities
  - ★ Mid-Year PURE level advancement may allow you to take advantage of higher PURE levels based on your predetermined business goals
  - ★ Seasonal promotional opportunities may allow you to increase your PURE levels
  - ★ Flexibility to advance to next PURE levels will be assessed monthly.**
- Annual Program
  - ★ The PURE program is based on total annual eligible sales. After your initial tier is set, you will be able to decrease your pricing as you move up through the tiers!
- Free two-day shipping for all members***
- Free on-demand supplies****

*Please refer to Terms and Conditions for full details.

**Customers who cross into the next tier will be able to take advantage of the next PURE level discount 6 business days into the following month.

***Excluding Puerto Rico.

****Free supplies refer to Thermage Coupling Fluid (TF-2-30, TF-2-60), Thermage Return Pads (TR-2), Thermage Skin Marking Paper (TK-0.25, TK-16.00, TK-3.00, TK-3.00-L), and Thermage Cryogen Coolant Canisters (TC-1-4).



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PURE. Levels and Net Purchase Amounts

PURE. Levels	Purchase Amount
Bronze	$1
Silver	$8,500
Gold	$17,000
Platinum	$30,000
Emerald	$50,000
Ruby	$75,000
Diamond	$150,000
Mobius	$1,000,000

PURE. Instant Savings

Instant Savings on Solta Consumables. Qualifying purchases of Solta Consumables are eligible for discounts at the time of order based on an account's PURE Level. PURE Levels and Instant Savings Discounts for Solta Consumables are set forth in the table on the following page.

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PURE. Member Consumable Tip Pricing

Brand / Product Family	Description	Silver	Gold	Platinum	Emerald	Ruby	Diamond	Mobius
Thermage Eyes (0.25cm)	0.25cm, 225 REP	$205	$200	$195	$190	$185	$185	$180
	0.25cm, 450 REP	$385	$380	$375	$370	$350	$345	$340
Thermage Face (NXT), Total Tip (CPT) Body (3cm), Cellulite (3cm)	3.00cm, 200 REP	$300	$300	$275	$270	$255	$250	$245
	3.00cm, 300 REP	$400	$400	$375	$370	$350	$325	$320
	3.00cm, 400 REP	$450	$450	$435	$430	$400	$350	$345
	3.00cm, 600 REP	$500	$490	$475	$450	$420	$415	$410
	3.00cm, 900 REP	$700	$575	$525	$500	$425	$420	$415
	3.00cm, 1200 REP	$700	$575	$525	$500	$425	$420	$415
Thermage Body (16cm)	16.00cm, 400 REP	$700	$575	$525	$500	$425	$420	$415
	16.00cm, 500 REP	$700	$575	$525	$500	$425	$420	$415
Clear + Brilliant Tips / Perméa	Clear + Brilliant Tip Kit	$950	$900	$850	$775	$660	$625	$595
Clear + Brilliant *pélo*	*pélo* Pro (12,000 shots)	$1,350	$1,050	$750	$600	$600	$600	$600
	pélo Grow (20,000 shots)	$2,025	$1,575	$1,125	$900	$900	$900	$900
	pélo Ramp (30,000 shots)	$2,700	$2,100	$1,500	$1,200	$1,200	$1,200	$1,200
	pélo Boost (43,200 shots)	$4,050	$3,150	$2,250	$1,800	$1,800	$1,800	$1,800
	pélo Prime (72,800 shots)	$6,750	$5,250	$3,750	$3,000	$3,000	$3,000	$3,000
Fraxel	Fraxel Tip	$470	$465	$445	$415	$400	$365	$360
	Fraxel re:pair Cartridge Kit	$475	$470	$460	$450	$395	$390	$385
	Fraxel re:pair SST Tip	$331	$331	$278	$268	$252	$240	$227
Isolaz	Isolaz Tip (Small)	$105	$105	$100	$95	$90	$85	$80
	Isolaz Tip (Medium)	$125	$105	$100	$95	$90	$85	$80
	Isolaz Profusion Tip Kit	$750	$750	$700	$685	$650	$615	$600
Isolaz 2	Isolaz 2 Acne Smartcard (no tips)	$185	$185	$163	$157	$88	$73	$68
	Isolaz 2 Profusion Tip Kit	$240	$240	$225	$220	$180	$170	$166
Liposonix	Liposonix Tip	$5,300	$5,150	$5,000	$4,725	$4,625	$4,390	$4,150

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PURE. Service Warranty Programs

Customers will receive discounts on purchases of Extended Warranties based upon their PURE. level . In addition, purchases of Service Warranties will be applicable towards member's PURE. Levels.

PURE. Level	Discount
Silver	20%
Gold and Platinum	30%
Emerald, Ruby, Diamond, and Mobius	50%

PURE. Member Capital Offers

New Solta customers will automatically be gifted Platinum status for the following 12 months with a new Solta device purchase. Existing customers will automatically receive a one tier level advance for the following 12 months with a new Solta device purchase or upgrade. **

** Existing Solta accounts are limited to a maximum of 2 advances per year based upon capital equipment purchases or upgrades.

PURE. Member Programs

Exceptional pricing for exceptional customers.

MOBIUS LEVEL

- Earn discounts based on your previous year's purchases of Solta Medical products that total $1,000,000 or more
- Accounts that qualify for the Mobius Level will receive top-tier instant savings on eligible Solta Medical Products.

PARENT/CHILD AFFILIATION PROGRAM

- Combined purchase histories with a business affiliate and accumulate savings as a single customer
- Eligibility is based on verification of legitimate joint business relationship

SPEAK TO YOUR SALES REPRESENTATIVE FOR ADDITIONAL SAVINGS OPPORTUNITIES WITH CAPITAL BUNDLE PACKAGES,CONSUMER STARTER PACKS, AND PRACTICE DEVELOPMENT FUNDS.

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PURE.

PURE. Terms and Conditions
Effective: January 1, 2017- December 31, 2017

Eligibility Rules

The PURE. Program applies to eligible purchases of the *Solta Medical* family of products. The "***Solta Medical family of products***" includes pélo plans, individual tips, tip kits and multi-use cartridge kits ("***Solta Consumables***") for *Thermage®, Liposonix®, Fraxel®, Clear + Brilliant®* and *Isolaz®* energy devices ("***Solta Devices***"), but excludes *VaserLipo®* and related consumables, and any other supplies or accessories for Solta Devices (e.g. – tip rollers, pattern, burn or skin marking papers, patient brochures and other marketing materials, etc.). Eligibility for the PURE. Program is determined by product purchases based on physician prices, less any returns ("net purchases" or "net units"). Timing and amount of purchase credit are determined by date of shipment. Only products purchased from Solta through its authorized distributor(s) will count towards the PURE. Program.

PURE. Instant Savings

Instant Savings. Qualifying purchases of *Solta Consumables* are eligible for separate discounts at the time of order based on an account's Tier. Tiers and Instant Savings Discounts for *Solta Consumables* are set forth in **TABLE 1** below.

For customers who purchase and cross into the next PURE level, the new pricing will go into effect 6 business days into the following month. Purchases at current PURE pricing that cross into the next PURE level will not be discounted at the new level.

TABLE 1: Product Tiers for Instant Savings Discounts on *Solta Consumables*

Brand/ Product Family	Description	Silver	Gold	Platinum	Emerald	Ruby	Diamond	Mobius
		$8,500	**$17,000**	**$30,000**	**$50,000**	**$75,000**	**$150,000**	**$1,000,000**
Thermage Eyes (0.25cm)	*0.25cm, 225 REP*	$205	$200	$195	$190	$185	$185	$180
	0.25cm, 450 REP	$385	$380	$375	$370	$350	$345	$340
Thermage Face (NXT), Total Tip (CPT) Body (3cm), Cellulite (3cm)	*3.00cm, 200 REP*	$300	$300	$275	$270	$255	$250	$245
	3.00cm, 300 REP	$400	$400	$375	$370	$350	$325	$320
	3.00cm, 400 REP	$450	$450	$435	$430	$400	$350	$345
	3.00cm, 600 REP	$500	$490	$475	$450	$420	$415	$410
	3.00cm, 900 REP	$700	$575	$525	$500	$425	$420	$415
	3.00cm, 1200 REP	$700	$575	$525	$500	$425	$420	$415
Thermage Body (16cm)	*16.0cm, 400 REP*	$700	$575	$525	$500	$425	$420	$415
	16.0cm, 500 REP	$700	$575	$525	$500	$425	$420	$415
Clear + Brilliant Tips / Perméa	*Clear + Brilliant Tip Kit*	$950	$900	$850	$775	$660	$625	$595
Clear + Brilliant *pélo*	*pélo Pro*	$1,350	$1,050	$750	$600	$600	$600	$600
	pélo Grow	$2,025	$1,575	$1,125	$900	$900	$900	$900
	pélo Ramp	$2,700	$2,100	$1,500	$1,200	$1,200	$1,200	$1,200
	pélo Boost	$4,050	$3,150	$2,250	$1,800	$1,800	$1,800	$1,800
	pélo Prime	$6,750	$5,250	$3,750	$3,000	$3,000	$3,000	$3,000
Fraxel	*Fraxel Tip*	$470	$465	$445	$415	$400	$365	$360
	Fraxel re:pair SST Tip	$331	$331	$278	$268	$252	$240	$227
	Fraxel re:pair Cartridge Kit	$475	$470	$460	$450	$395	$390	$385
Isolaz	*Isolaz Tip (Small)*	$105	$105	$100	$95	$90	$85	$80
	Isolaz Tip (Medium)	$125	$105	$100	$95	$90	$85	$80
	Isolaz Profusion Tip Kit	$750	$750	$700	$685	$650	$615	$600
Isolaz2	*Isolaz 2 Acne Smartcard (no tips)*	$185	$185	$163	$157	$88	$73	$68
	Isolaz 2 Profusion Tip Kit	$240	$240	$225	$220	$180	$170	$166
Liposonix	*Liposonix Tip*	$5,300	$5,150	$5,000	$4,725	$4,625	$4,390	$4,150

Product Tiers. Product Tiers for *Solta Consumables* and *Solta Service Warranties and Service Agreements* are based on Purchase Amounts. *See* **TABLE 2** below. Starting Product Tiers for *Solta Consumables* and *Solta Service Warranties* will be reset at the beginning of each year and will be established based on the total net purchases of *Solta Consumables* and *Extended Warranties* made by an account January 1-December 31 of the preceding year ("***Prior Year Product Purchases***"). Only purchases of *Solta Consumables* and *Solta Service Warranties* will be included in the calculation of product purchases for the purposes of establishing an account's Product Tier for *Solta Consumables* and *Solta Service Warranties*. Once an account's starting Product Tier for a given year has been established, the account may move up tiers during the year based upon product purchases made during that year. For example, only total net purchases made during 2016 will be used to establish an account's starting Product Tier eligibility for 2017; purchases from 2015 or prior years will not be included in the calculation. During 2017, the account may move up tiers from its starting Product Tier based upon or total net purchases made in 2017. On January 1, 2018, the account's starting Product Tier will be reset based on the total eligible purchases made during 2017.

TABLE 2: Product Tiers

Tier Level	Minimum Prior Year Product Purchases
Silver	$8,500
Gold	$17,000
Platinum	$30,000
Emerald	$50,000
Ruby	$75,000
Diamond	$150,000

Product Level Upgrades for Purchases of Solta Devices. In the event that an account that has never purchased a *Solta* product before purchases a *Solta Device* in 2017, that account will be placed in the Platinum Tier for purposes of instant savings discounts applicable to *Solta Consumables* and *Solta Service Warranties, Service Agreements, Extended Warranties* starting on the first day of the following month. In the event an existing *Solta* account purchases an additional *Solta Device* during 2017, such account will be moved one tier above its existing tier starting on the first day of the following month, or, if the account is at the Silver level, it will be moved up to the Platinum level for purchases to *Solta Consumables* effective on the first day of the following month, *provided, however,* that all accounts will be limited to two (2) such upgrades in any calendar year.

Product Level Upgrades for Purchases of Solta Service Warranties. Service Warranties on Solta Devices will be discounted based upon an account's Product Tier. See Table 3 for applicable discounts.

TABLE 3: Service Warranty Discounts

Tier Level	Discount
Silver	20%
Gold and Platinum	30%
Emerald to Mobius	50%

Mobius Club

An account is eligible to participate in the Mobius Club if its net purchases of qualifying *Solta Consumables* and *Solta Service Warranties* in 2016 totaled $1,000,000 or more. Eligibility is based on purchases of the *Solta Medical* family of products. To participate, an eligible account must enroll in the Mobius Club and, upon enrollment, receives discounts (i.e., discounts applied at time of purchase). Program enrollment is subject to Solta approval.

PURE. Program Limitations

This program is limited to licensed U.S. (excluding Puerto Rico) practitioners who purchase *Solta Medical* products from Solta through its authorized distributor(s). Buyers may not resell product to other healthcare professionals without the prior, written consent of Solta. Solta reserves the right to limit purchase quantities. Multiple accounts may combine purchases for program qualification purposes pursuant to Solta's Affiliations policy if: (1) the accounts share a common tax ID number OR the accounts have the same "ship to" address (subject to verification by Solta or its authorized distributor(s)), and (2) legitimately conduct business as a single entity. Program eligibility is subject to compliance with the PURE. program Terms and Conditions and good-faith participation in the program. Solta reserves the right to modify, cancel, or amend this program as permitted by applicable laws and regulations. This program is void where prohibited or otherwise restricted. Unless otherwise excerpted, this program supersedes all prior and current discount and rebate programs for the products referenced herein. Solta will be the final interpreter of any disputes that may arise during this program. Decisions of Solta regarding any such dispute will be final.

Disclosure Requirements

An account may be obligated to report information concerning this program to third parties, including but not limited to Medicare, Medicaid, and other federal and state health care programs, if applicable. Each account is solely responsible for accurately reporting such information, including discounts and rebates, as may be required by federal or state law.

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