kybella®
(deoxycholic acid) injection 10 mg/mL

A.C.T.

A.C.T. NOW WITH KYBELLA®

Tips and best practices to **A**SSESS, **C**ONSULT, and **T**REAT with KYBELLA®

INDICATION

KYBELLA® (deoxycholic acid) injection is indicated for improvement in the appearance of moderate to severe convexity or fullness associated with submental fat in adults.

The safe and effective use of KYBELLA® for the treatment of subcutaneous fat outside the submental region has not been established and is not recommended.

IMPORTANT SAFETY INFORMATION

CONTRAINDICATIONS

KYBELLA® is contraindicated in the presence of infection at the injection sites.

Please see additional Important Safety Information throughout, and full Prescribing Information, or visit https://www.rxabbvie.com/pdf/kybella_pi.pdf

WHAT'S INSIDE

When it comes to KYBELLA®, we use the acronym A.C.T. (Assess. Consult. Treat.) to summarize the key phases of the patient journey. It is an easy way to introduce KYBELLA® to your patients.

ASSESS

It is best practice to ensure that your patients are appropriate candidates for KYBELLA® from the start.

There is a series of simple assessments you can do to confirm your patients' severity of submental fullness, individual anatomy, and medical considerations prior to treating with KYBELLA®.

CONSULT

Patient education and setting expectations for treatment outcomes are two of the most important components of treatment with KYBELLA®.

Be educational and encouraging when speaking to your patients about their submental fullness (double chin)—and the clinical benefits and treatment process of KYBELLA®.

TREAT

Proper injection technique is critical to desired aesthetic outcomes. A working knowledge of the appropriate treatment zone and approved dosing can help you tailor treatment to your patients' submental fat distribution and treatment goals.

RESOURCES

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS

Marginal Mandibular Nerve Injury

Cases of marginal mandibular nerve injury, manifested as an asymmetric smile or facial muscle weakness, were reported in 4% of subjects in the clinical trials; all cases resolved spontaneously (range 1-298 days, median 44 days). KYBELLA® should not be injected into or in close proximity to the marginal mandibular branch of the facial nerve.

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ASSESS

IMPORTANT SAFETY INFORMATION (continued)
WARNINGS AND PRECAUTIONS (continued)
Dysphagia
Dysphagia occurred in 2% of subjects in the clinical trials in the setting of administration-site reactions, eg, pain, swelling, and induration of the submental area; all cases of dysphagia resolved spontaneously (range 1-81 days, median 3 days). Avoid use of KYBELLA® in patients with current or prior history of dysphagia as treatment may exacerbate the condition.
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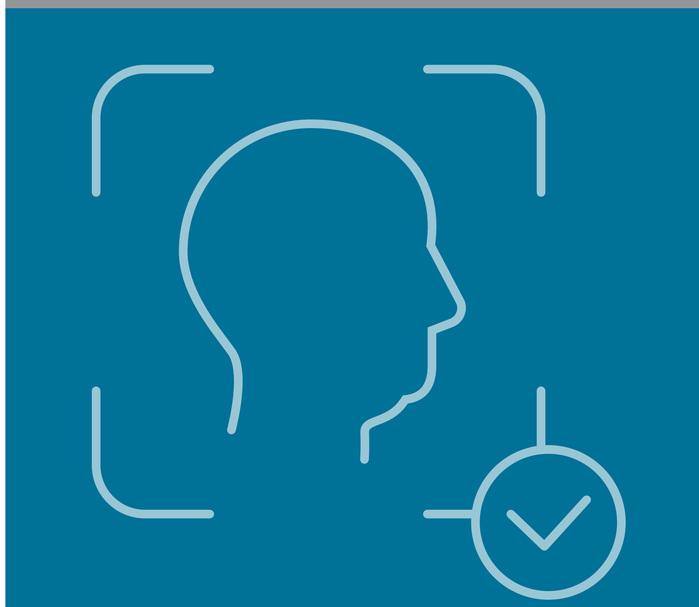
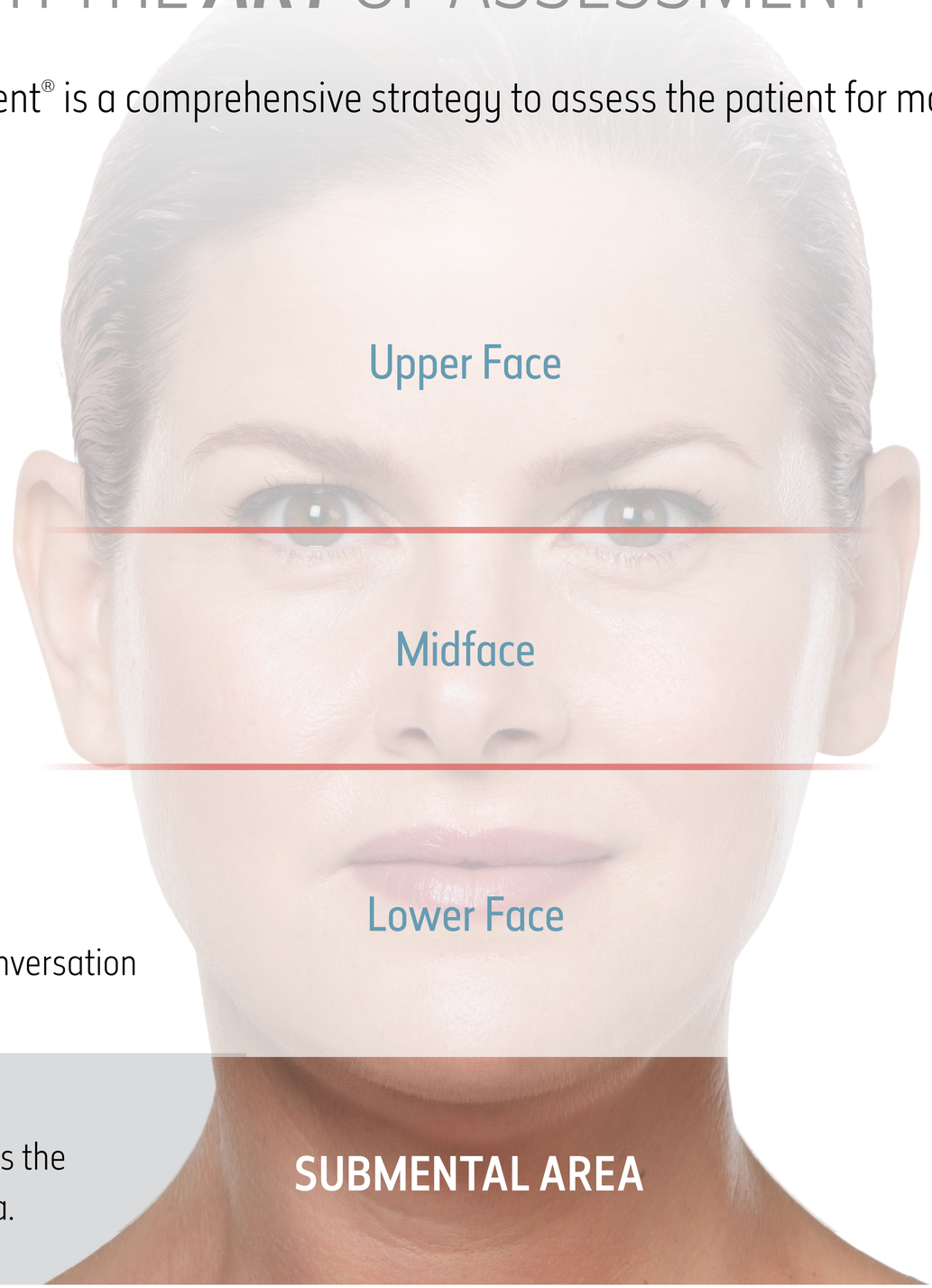
A.C.T.



Explore who is right for KYBELLA® using these simple steps to determine candidacy.

START WITH THE ***ART*** OF ASSESSMENT®

The ***ART*** of Assessment® is a comprehensive strategy to assess the patient for moderate to severe submental fullness.[1,2]



How do you start the conversation about KYBELLA®?

Begin with a full-face assessment that includes the patient's submental area.

IMPORTANT SAFETY INFORMATION (continued)
WARNINGS AND PRECAUTIONS (continued)
Injection-Site Hematoma/Bruising
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ANIMATE[1,2]

Have the patient grimace. Observe and touch for the presence of palpable preplatysmal fat and key anatomic features, including platysmal banding, submandibular glands, and digastric muscles.

ROTATE[1]

Turn the patient's head to the side so you can assess the severity of their submental fullness and any indication of other potential causes of submental fullness.

TILT[1]

Move the patient's chin up and down to assess for excessive skin laxity and presence of scar tissue, and to evaluate the extent of fat along the lateral margins of the treatment area.

HELPFUL HINT

Consider a patient's overall facial size, shape, and symmetry. Keep in mind how the patient's gender and ethnicity contribute to their facial features.

PHOTOS HAVE IMPACT

Patients may or may not be aware of their submental fullness, so show them what they can't see in a mirror. Take photos during your assessment session to discuss later during consultation. See specific photography tips later in this presentation.

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Risk of Injecting Into or in Proximity to Vulnerable Anatomic Structures

To avoid the potential of tissue damage, KYBELLA® should not be injected into or in close proximity (1 cm-1.5 cm) to salivary glands, lymph nodes, and muscles. Care should be taken to avoid inadvertent injection directly into an artery or a vein as it can result in vascular injury.

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A.C.T.

EXPLORE BASELINE ANATOMY WITH **5 SIMPLE TESTS**

Screen the patient for other potential causes of submental convexity or fullness, while also looking for other conditions that may result in an aesthetically undesirable outcome.[1]

1

SKIN QUALITY[2-4]

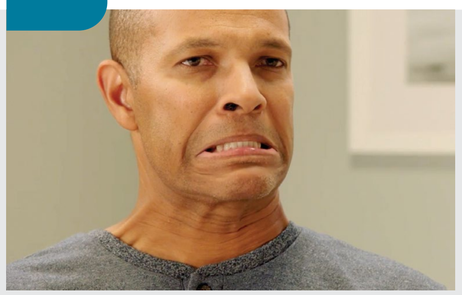
- Pinch the preplatysmal fat to look for good skin quality (ie, no excessive skin laxity) and palpability

2

SKIN LAXITY[4,5]

- Pinch and hold out neck skin. Let the skin go. If it stays without much bounce-back, the patient may have too much skin laxity and would not be an ideal candidate for KYBELLA®

3



DIGASTRIC MUSCLE HYPERTROPHY[6,7]

- Ask patient to stick their tongue to the roof of their mouth while grimacing
- Look for digastric muscle hypertrophy; the technique also pushes post-platysmal fat up to more easily pinch and see preplatysmal fat

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Injection Site Alopecia

Cases of injection site alopecia have been reported with administration of KYBELLA®. Onset and duration may vary among individuals and may persist. Consider withholding subsequent treatments until resolution.

Injection Site Ulceration and Necrosis

Injections that are too superficial into the dermis may result in skin ulceration and necrosis. Cases of injection site ulceration and necrosis have been reported with administration of KYBELLA®. Do not administer KYBELLA® into affected area until complete resolution.

ADVERSE REACTIONS

The most commonly reported adverse reactions in the pivotal clinical trials were: injection site edema/swelling, hematoma/bruising, pain, numbness, erythema, and induration.

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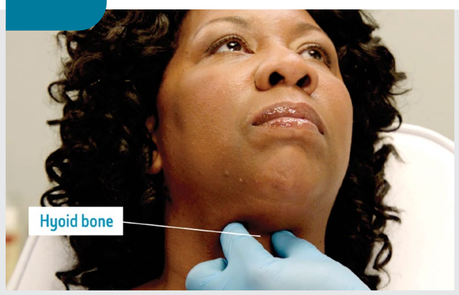
A.C.T. EXPLORE BASELINE ANATOMY WITH **5 SIMPLE TESTS**

4

SUBMANDIBULAR GLANDS[1,2,8]

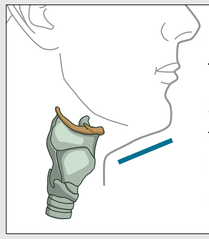
- Feel for the location of the submandibular glands laterally
- Avoid injecting into these salivary glands. Inject only if the lateral fullness is due to preplatysmal fat

5

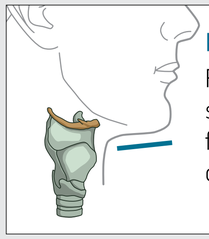


HYOID BONE[8-10]

- Assess the position of the hyoid bone, as its location can impact the cervicomental angle



LOW ANTERIOR HYOID[5,11,12]
The neck appears to go straight from the chin to the chest. Anatomy like this can impact the cervicomental angle.



HIGH POSTERIOR HYOID[5]
From an anatomical standpoint, it allows for a higher inverted cervicomental angle.

IMPORTANT REMINDER
Healthcare professionals must understand the relevant submental anatomy and associated neuromuscular structures in the area involved and any alterations to the anatomy due to prior surgical or aesthetic procedures.[1]

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IMPORTANT SAFETY INFORMATION
CONTRAINDICATIONS
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A.C.T.

DETERMINE PATIENT CANDIDACY

KYBELLA® is indicated for improvement in the appearance of moderate to severe convexity or fullness associated with submental fat in adults.[1] Ensuring that your patient is an appropriate candidate for treatment is critical to desired outcomes.

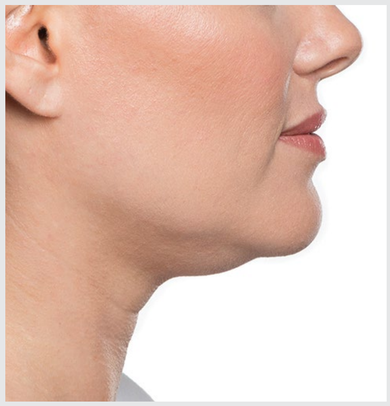
IMPORTANT SAFETY CONSIDERATIONS[1]

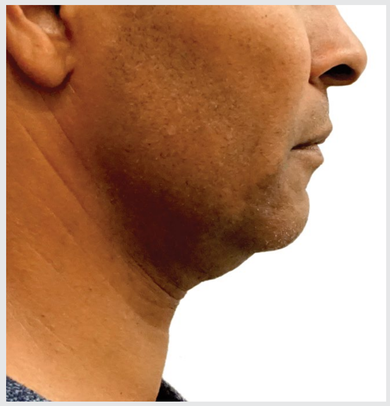
- Current or prior history of dysphagia
- Treatment with antiplatelet or anticoagulant therapy
- Bleeding abnormalities
- Prior surgical or aesthetic procedures in the submental treatment area

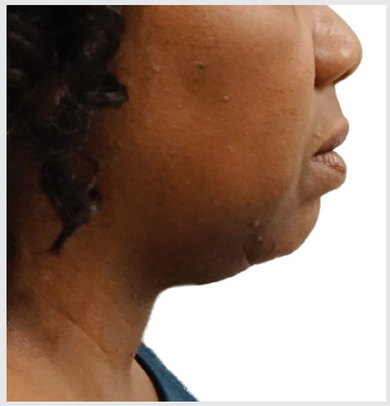
CONTRAINDICATIONS[1]

- The presence of infection at the injection sites

APPROPRIATE CANDIDATES[1]





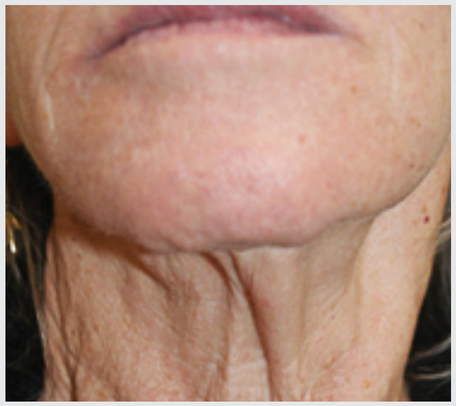


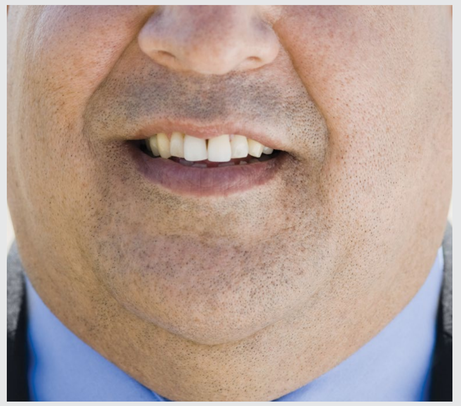
- Preplatysmal fat
- Moderate to severe submental fullness
- Minimal skin laxity
- Absence of prominent platysmal bands

HELPFUL HINT

If the patient is an appropriate candidate for treatment, move the conversation to discuss the benefits of KYBELLA®. See the next section for details.

POOR CANDIDATES[1,2]





- Extreme submental fullness
- Excessive skin laxity
- Prominent platysmal bands
- Submandibular glands and digastric muscles
- Scars

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS

Marginal Mandibular Nerve Injury

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KEY POINTS TO REMEMBER

- **A.C.T.** (Assess. Consult. Treat.) is an easy way to remember the 3 phases of the KYBELLA® experience.
- Use the ***ART*** of Assessment® and the 5 Simple Tests to explore the severity of submental fullness and baseline anatomy that may impact outcomes.
- Remember that there are other safety considerations for candidacy, including prior or current medical conditions or procedures.
- The use of photos during assessment can be impactful in discussing submental fullness with patients.

IMPORTANT SAFETY INFORMATION (continued)
WARNINGS AND PRECAUTIONS (continued)
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CONSULT

A.C.T.

Open conversations about KYBELLA® and your patients' desired aesthetic goals using these robust consultation tips.

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Risk of Injecting Into or in Proximity to Vulnerable Anatomic Structures

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START THE CONVERSATION

Spend quality time with patients during the ***ART*** of Assessment® and consultation. This will provide the time necessary to properly discuss KYBELLA® and learn about your patients' aesthetic goals.

MAXIMIZE THE PATIENT JOURNEY

Talk with your staff to get their insights on ways to better introduce KYBELLA® to your patients. Have them access a variety of useful training tools on Allergan Brandbox. Ensure that they feel confident speaking about KYBELLA®.

BRINGING UP KYBELLA®

Use open-ended questions, and listen closely for points you can revisit in subsequent treatment sessions. Probe to understand why a patient finds their double chin bothersome.

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

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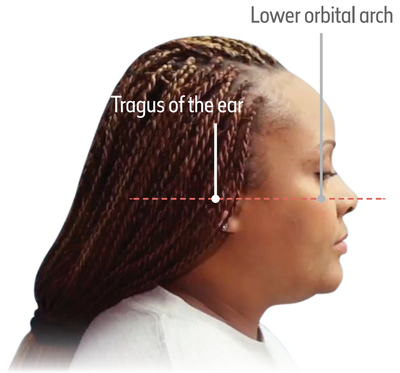
START THE CONVERSATION

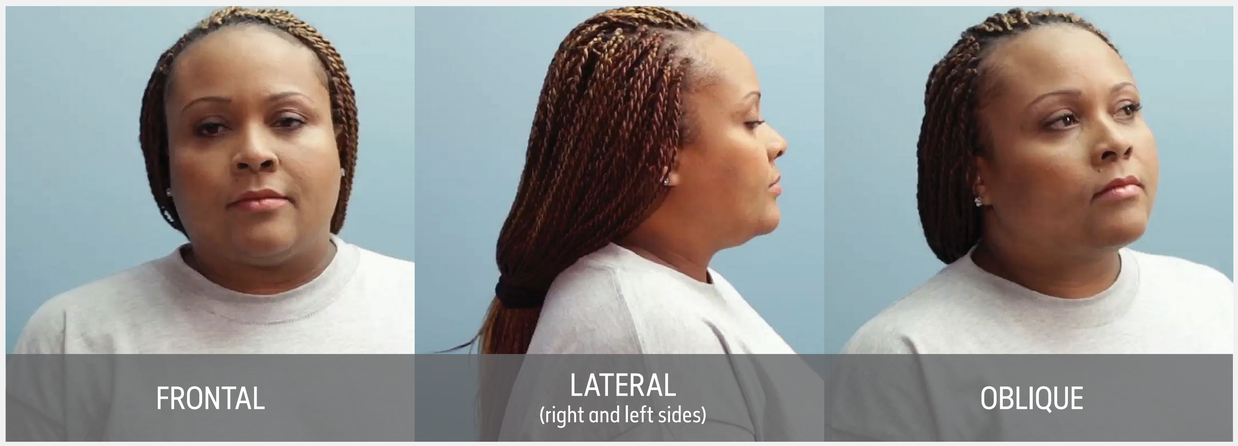
TAKE QUALITY BEFORE-AND-AFTER PHOTOS

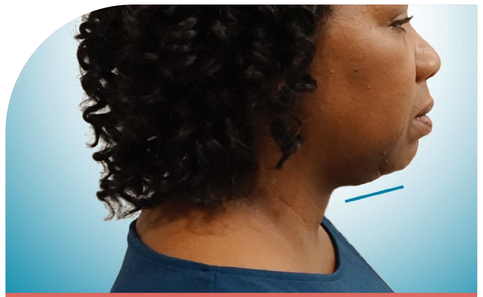
- Patients can see their submental profile in photos from angles they may not notice in a mirror
- Shoot from multiple angles before every treatment to help track the patient's journey



A horizontal plane from the lower orbital arch to the cephalic margin of the tragus of the ear[13,14]

CAPTURE PHOTOS IN EACH VIEW BEFORE EVERY TREATMENT SESSION





HELPFUL HINT

Draw the sloped chin profile line over the photo to emphasize the submental area.

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A.C.T. TALK ABOUT TREATMENT

Patients look to you for information. Ensure that your appropriate candidates for KYBELLA® understand the key points about what it is and how it works, and risks with treatment.

"There are safety considerations for treatment and potential side effects."

Be sure to fully assess the patient's submental area, including excessive skin laxity, prominent platysmal bands, and prior surgical or aesthetic treatment of the submental area that may impact their candidacy for treatment with KYBELLA®.[1] Ensure that there is no infection at the injection sites.[1] Educate all candidates about the potential side effects. (See more information about side effects later in this presentation.)

"KYBELLA® is a series of treatments with progressive results."[1]

Communicate the progressive nature of the treatment with appropriate patients. Patients may not see the results they're hoping for after only 1 session. Remember, 59% of clinical trial patients received 6 KYBELLA® treatments.[1]

"The fat cells in the treatment area are permanently destroyed with KYBELLA®."[1]

A reminder that KYBELLA® destroys the fat cells under their chin is an excellent reinforcement of the importance of adherence to the treatment plan.

"We can tailor a treatment plan to meet your aesthetic goals."[1]

Patients may value hearing that their anatomy is unique to them. With KYBELLA®, the number of treatments can be tailored to the patient's amount of submental fat and their particular aesthetic goals.*

*Multiple injections under the chin per treatment; up to 6 treatments at least 1 month apart.[1] 59% of subjects received 6 KYBELLA® treatments in clinical trials.[1]

"Your double chin could be genetic."

Reassure patients that you don't have to be overweight to have fullness under your chin. Both men and women may be affected by submental fullness, which can be caused by weight gain, aging, and genetics. Exercise or diet may not impact submental fat.[15]

"You may be an appropriate candidate."

Let patients know why they are an appropriate candidate for KYBELLA®. Make sure they understand KYBELLA® is indicated for improvement in the appearance of moderate to severe convexity or fullness associated with submental fat in adults.[1]

"KYBELLA® can help improve your chin profile."[1]

The phrase "double chin" may be a sensitive subject for some patients. Talking to patients about the sloped chin profile line is an easy way to bring up submental fullness and educate patients on KYBELLA®.

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SET EXPECTATIONS

Patient education is important. Consultation is a good time to introduce them to the treatment planning process.

"You are probably a 4+."

In clinical studies, most adults saw visible results after 2 to 4 treatments[1,16]—patients may not see the results they're hoping for after only 1 session. In fact, in clinical trials, 59% of patients received 6 KYBELLA® treatments.[1]

To help set expectations about the number of treatments needed, Kount them into 2 groups.

2+ TREATMENTS

2 or 3 treatments to achieve desired aesthetic goals

4+ TREATMENTS

4, 5, or 6 treatments to achieve desired aesthetic goals

In clinical studies, results for subjects treated with KYBELLA® who had:

- A ≥ 1-grade composite physician- and subject-rated improvement were 8% (1 treatment), 28% (2 treatments), 43% (3 treatments), 55% (4 treatments), 66% (5 treatments), and 72% (6 treatments), compared with 2% (1 treatment), 7% (2 treatments), 12% (3 treatments), 14% (4 treatments), 15% (5 treatments), and 22% (6 treatments) of subjects treated with placebo[16]
- A ≥ 2-grade composite physician- and subject-rated improvement were 0% (1 treatment), 0% (2 treatments), 1% (3 treatments), 4% (4 treatments), 4% (5 treatments), and 15% (6 treatments), compared with 0% (1 treatment), 0% (2 treatments), 0% (3 treatments), 1% (4 treatments), 0% (5 treatments), and 2% (6 treatments) of subjects treated with placebo[16]

The number of treatments is tailored* to the amount of submental fat and aesthetic goals; 59% of subjects received 6 KYBELLA® treatments in clinical trials.[1]

*Multiple injections under the chin per treatment; up to 6 treatments at least 1 month apart.[1]

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS

Marginal Mandibular Nerve Injury

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DISCUSS SAFETY

Prepare your patient for potential swelling or other adverse injection-site reactions.
The most common adverse reactions were primarily associated with the treatment area.[1]

"You should prepare for expected swelling."

Manage your patients' expectations regarding possible side effects. The most common adverse reactions seen in clinical trials were primarily associated with the treatment area,[1] and were mild or moderate in severity. The incidence and severity of swelling decreased with subsequent treatments.[17]

KYBELLA® Compared With Placebo[1]

Adverse reactions*	KYBELLA® (N = 513)	Placebo (N = 506)
Injection-site reactions:	96%	81%
Edema/swelling	87%	43%
Hematoma/bruising	72%	70%
Pain	70%	32%
Numbness	66%	6%
Erythema	27%	18%
Induration	23%	3%

For KYBELLA® treated subjects:

- 1.6% discontinued clinical studies due to adverse reactions[18]
- 80.9% of adverse reactions were mild, 17.5% were moderate, and 1.6% were severe[17]

* Injection-site reactions that occurred in ≥ 20% of subjects treated with KYBELLA® and at a greater incidence than placebo.[1]
Adverse reactions that occurred in < 20% of subjects treated with KYBELLA® and at a greater incidence than placebo include: injection-site reactions; paresthesia, nodule, pruritus, skin tightness, site warmth, and nerve injury (marginal mandibular nerve paresis); headache; oropharyngeal pain; hypertension; nausea; dysphagia. Other adverse reactions associated with KYBELLA® include: injection-site hemorrhage, injection-site discoloration, presyncope/syncope, lymphadenopathy, injection-site urticaria, and neck pain. Injection-site ulceration, necrosis, alopecia, and scarring are adverse administration site reactions identified during postapproval use of KYBELLA®.[1]

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KEY POINTS TO REMEMBER

- A thorough consultation should focus on patient education.
- Quality photos can facilitate conversations about patients' submental fullness, their aesthetic goals, and their progressive results with KYBELLA®.
- Reinforce that together you and your patient can individually tailor* a treatment plan for KYBELLA®, based on their unique anatomy and desired aesthetic goals. Tell patients that they need to repeat sessions until they complete the recommended plan.
- Balance the discussion of KYBELLA® indication and benefits with an honest conversation about potential side effects.

*Multiple injections under the chin per treatment; up to 6 treatments at least 1 month apart. 59% of subjects received 6 KYBELLA® treatments in clinical trials.[1]

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Dysphagia

Dysphagia occurred in 2% of subjects in the clinical trials in the setting of administration-site reactions, eg, pain, swelling, and induration of the submental area; all cases of dysphagia resolved spontaneously (range 1-81 days, median 3 days). Avoid use of KYBELLA® in patients with current or prior history of dysphagia as treatment may exacerbate the condition.

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TREAT

A.C.T.

Strengthen your injection technique using this step-by-step guide.

IMPORTANT SAFETY INFORMATION (continued)
WARNINGS AND PRECAUTIONS (continued)
Injection-Site Hematoma/Bruising
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Please see additional Important Safety Information throughout.

A.C.T.

KOUNT THE TREATMENTS

The KYBELLA® Kount (2+/4+) helps you and your patient discuss the number of treatment sessions estimated for desired reduction of their submental fullness. Tailor the number of treatments to the submental fat severity and your patient's aesthetic goals.[1]

One (1) treatment session is discouraged, as clinical studies indicated that most adults saw visible results after 2 to 4 treatments[1,16]

- **Two or more (2+)** treatment sessions may be appropriate for patients with more moderate submental fullness

2+ TREATMENTS

- When speaking to patients about 2+, make sure they understand the **minimum number of treatment sessions is 2 and the maximum is 6**
  - In clinical trials, 59% of patients received 6 KYBELLA® treatments[1]

- Ensure that patients know that each treatment session may be administered at intervals no less than 1 month apart[1]

- **Four or more (4+)** treatment sessions may be appropriate for patients with moderate to severe submental fullness

4+ TREATMENTS

- When speaking to patients about 4+, make sure they understand the **minimum number of treatment sessions is 4 and the maximum is 6**
  - In clinical trials, 59% of patients received 6 KYBELLA® treatments[1]

- Ensure that patients know that each treatment session may be administered at intervals no less than 1 month apart[1]

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Risk of Injecting Into or in Proximity to Vulnerable Anatomic Structures

To avoid the potential of tissue damage, KYBELLA® should not be injected into or in close proximity (1 cm-1.5 cm) to salivary glands, lymph nodes, and muscles. Care should be taken to avoid inadvertent injection directly into an artery or a vein as it can result in vascular injury.

Injection Site Alopecia

Cases of injection site alopecia have been reported with administration of KYBELLA®. Onset and duration may vary among individuals and may persist. Consider withholding subsequent treatments until resolution.

Please see additional Important Safety Information throughout.

kybella®
(deoxycholic acid) injection 10 mg/mL

KOUNT THE TREATMENTS

2+ TREATMENTS

ADRA
AGE: 35

MARINA
AGE: 58

Unretouched photos of paid models. Individual results may vary.
Results are represented over the course of treatment; not all treatments are shown. Number of treatments is tailored* to the amount of submental fat and aesthetic goals; 59% of subjects received 6 KYBELLA® treatments in clinical trials.[1]

*Multiple injections under the chin per treatment; up to 6 treatments at least 1 month apart.[1]

IMPORTANT SAFETY INFORMATION (continued)
WARNINGS AND PRECAUTIONS (continued)
Injection Site Ulceration and Necrosis
Injections that are too superficial into the dermis may result in skin ulceration and necrosis. Cases of injection site ulceration and necrosis have been reported with administration of KYBELLA®. Do not administer KYBELLA® into affected area until complete resolution.
Please see additional Important Safety Information throughout.

kybella®
(deoxycholic acid) injection 10 mg/mL

KOUNT THE TREATMENTS

4+ TREATMENTS

JASON
AGE: 36

PONTI
AGE: 48

Unretouched photos of paid models. Individual results may vary.
Results are represented over the course of treatment; not all treatments are shown. Number of treatments is tailored* to the amount of submental fat and aesthetic goals; 59% of subjects received 6 KYBELLA® treatments in clinical trials.[1]

*Multiple injections under the chin per treatment; up to 6 treatments at least 1 month apart.[1]

IMPORTANT SAFETY INFORMATION (continued)
ADVERSE REACTIONS
The most commonly reported adverse reactions in the pivotal clinical trials were: injection site edema/swelling, hematoma/bruising, pain, numbness, erythema, and induration.
Please see additional Important Safety Information throughout.

kybella®
(deoxycholic acid) injection 10 mg/mL

KALCULATE THE VIALS

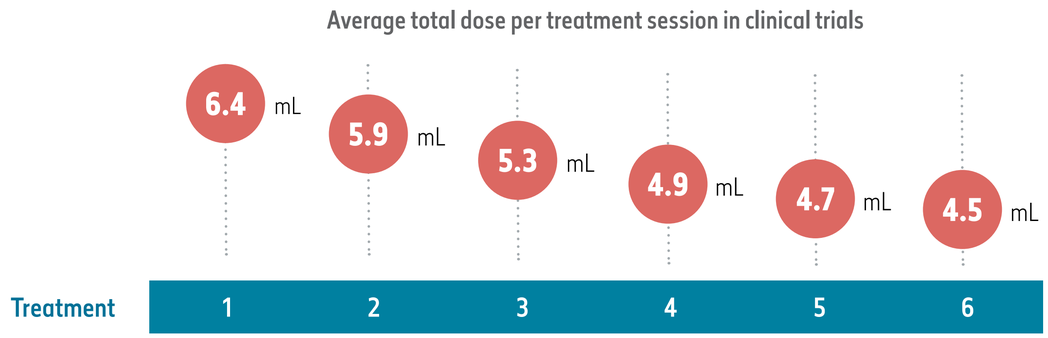
The number of vials that you use will depend on the patient's submental fat profile and identified Treatment Zone.[1] It may be useful to discuss the number of vials during a pricing conversation or for ordering purposes.

ESTABLISHED DOSING STANDARD[1]

- Dose 0.2 mL per injection site
- Space injection sites 1 cm apart
- Inject up to 50 injections per treatment session
- Do not exceed 10 mL, or 5 vials, in a single treatment session
- Results seen in the clinical trials were based on the use of the recommended dose

Did you know?

The average total dose in clinical trials declined with each treatment.[19,20]



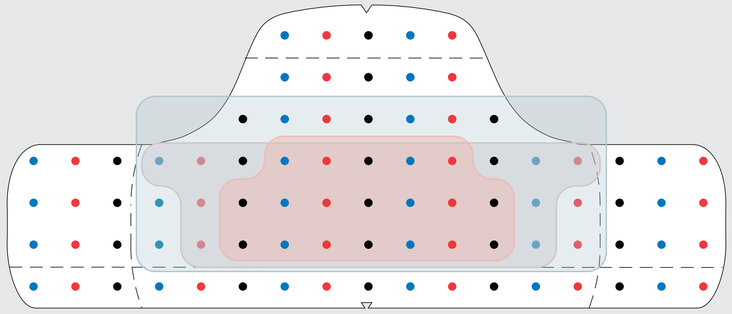
INDICATION

KYBELLA® (deoxycholic acid) injection is indicated for improvement in the appearance of moderate to severe convexity or fullness associated with submental fat in adults.
The safe and effective use of KYBELLA® for the treatment of subcutaneous fat outside the submental region has not been established and is not recommended.
Please see additional Important Safety Information throughout.

kybella®
(deoxycholic acid) injection 10 mg/mL

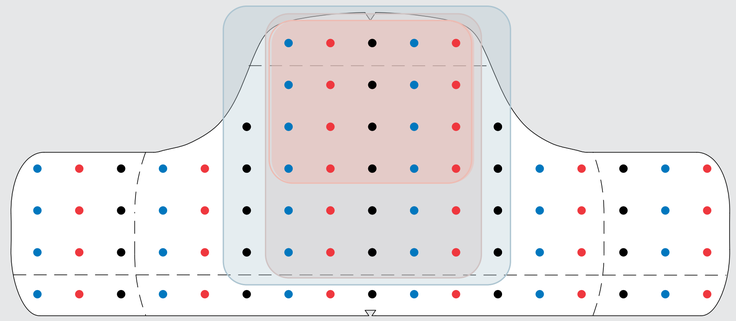
KALCULATE THE VIALS

ESTIMATE INJECTION SITES WITHIN TREATMENT AREA



Number of dots	:	Number of vials[1]
10	:	1
20	:	2
30	:	3
40	:	4
50	:	5

- Use the spacing grid (included in every package of KYBELLA®) to help plan your injections and customize treatment to the individual patient's anatomy
- Customize the size and shape of the spacing grid based on the patient's submental fat and Treatment Zone
- Count (or estimate) the number of dots



Color of dots on image above are for visual purposes only.

Perforations

10 DOTS : 1 VIAL

KALCULATE THE VIALS NEEDED PER TREATMENT SESSION[1]

- For every 10 dots on the spacing grid, you will need 1 vial of KYBELLA®
- Round the number up to ensure an adequate amount of KYBELLA®
- Do not exceed 5 vials (or 10 mL) in a single treatment session

IMPORTANT SAFETY INFORMATION

CONTRAINDICATIONS

KYBELLA® is contraindicated in the presence of infection at the injection sites.

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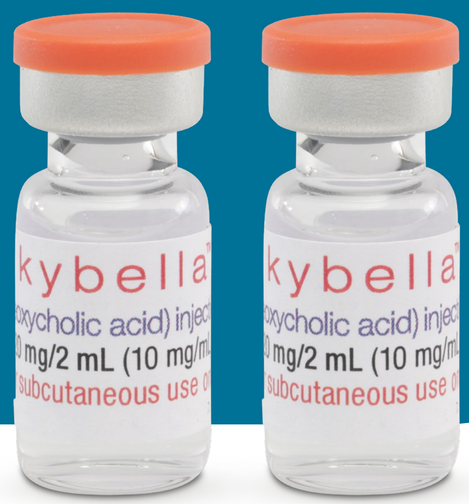
kybella®
(deoxycholic acid) injection 10 mg/mL

PREP FOR INJECTION

Prior to the treatment session, ensure that you have all the necessary supplies and that the photo session has been completed.

GATHER SUPPLIES[1]

- Topical/injectable anesthetics
- Sterile water
- Cotton pads/balls
- Skin-marking pen/pencil
- Ruler
- Topical antiseptic
- Skin-marking, 1-cm^2 injection grid
- Scissors
- Cold compress or ice pack
- Isopropyl alcohol
- Gauze
- 1-mL syringes
- A large-bore needle (eg, 21 G)
- 30-G (or smaller), 0.5-inch needles
- KYBELLA® 2-mL vials



IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS

Marginal Mandibular Nerve Injury

Cases of marginal mandibular nerve injury, manifested as an asymmetric smile or facial muscle weakness, were reported in 4% of subjects in the clinical trials; all cases resolved spontaneously (range 1-298 days, median 44 days). KYBELLA® should not be injected into or in close proximity to the marginal mandibular branch of the facial nerve.

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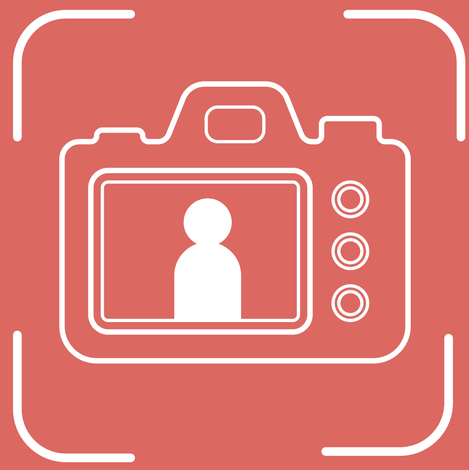
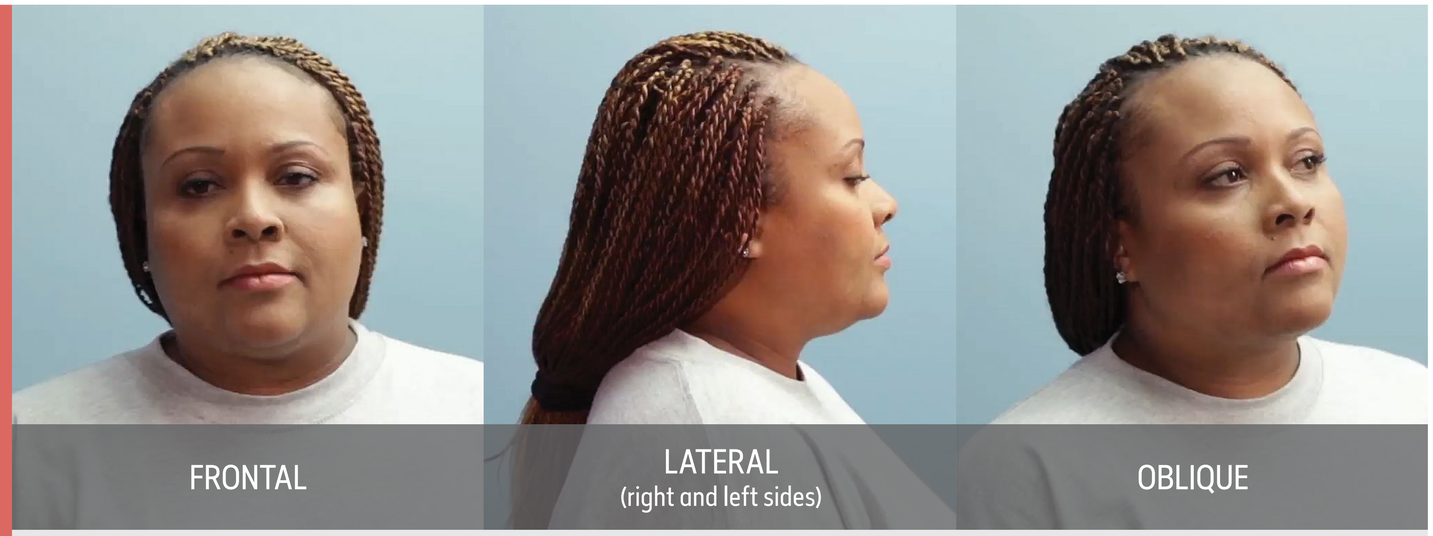
kybella®
(deoxycholic acid) injection 10 mg/mL

PREP FOR INJECTION



TAKE PHOTOS

- Capture photos in each view before every treatment session



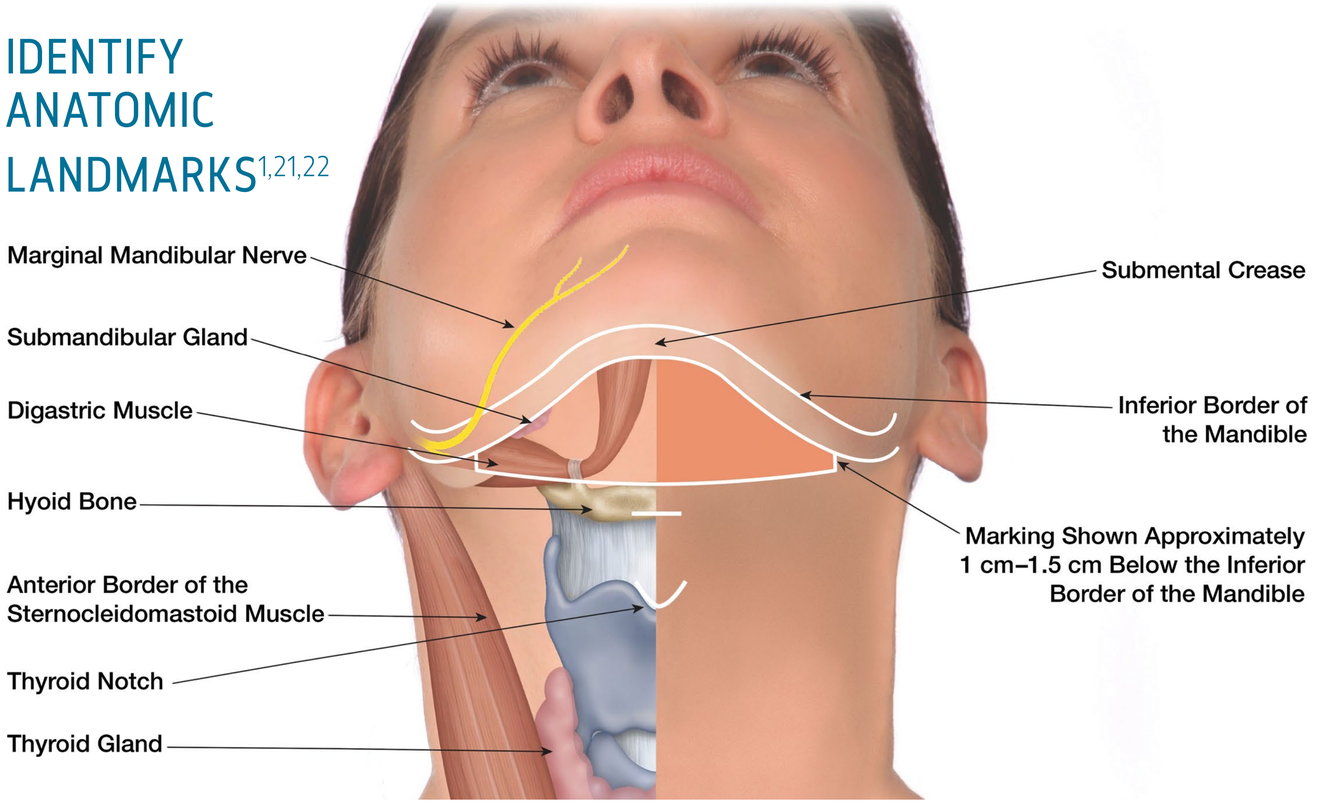
Photos are important to track treatment progress over time.

kybella®
(deoxycholic acid) injection 10 mg/mL

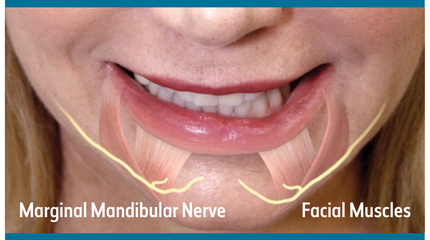
IDENTIFY THE TREATMENT ZONE

Healthcare professionals administering KYBELLA® must understand the relevant submental anatomy and associated neuromuscular structures in the area involved or any alterations to the anatomy due to prior surgical or aesthetic procedures.

IDENTIFY ANATOMIC LANDMARKS[1,21,22]



Be especially aware of the marginal mandibular nerve to reduce potential for injury[1]



IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Injection-Site Hematoma/Bruising

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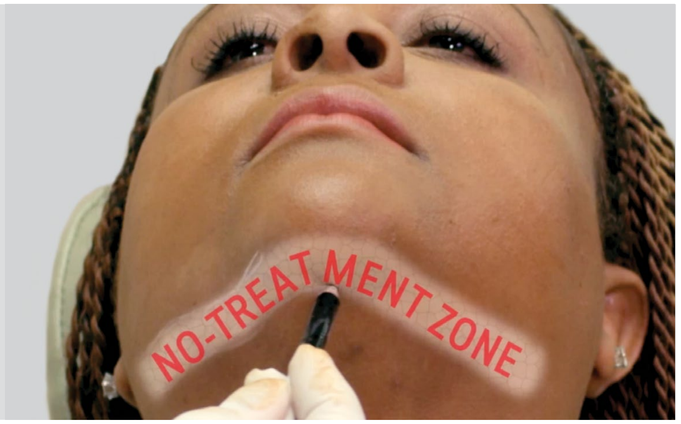
kybella®
(deoxycholic acid) injection 10 mg/mL

IDENTIFY THE TREATMENT ZONE

MARK THE TREATMENT ZONE

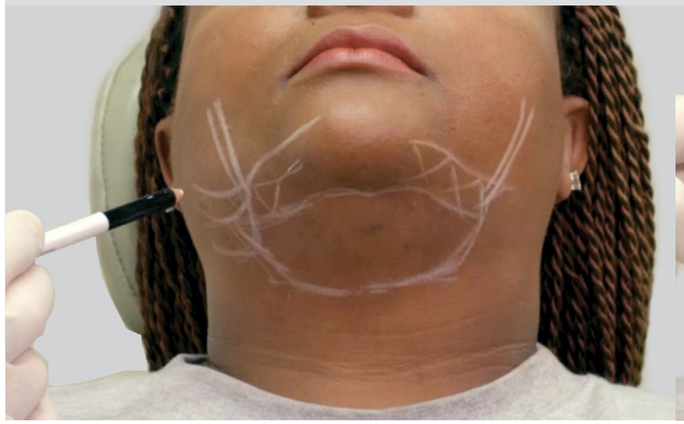
DELINEATE THE NO-TREATMENT ZONE[1]

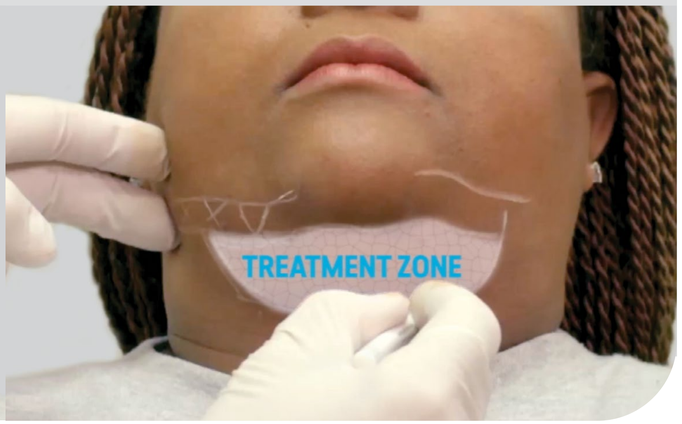
- Use a topical antiseptic to thoroughly cleanse the skin, removing all makeup before marking the Treatment Zone
- Mark the inferior border of the mandible[1,21]
- Mark the area 1 cm to 1.5 cm below the inferior border of the mandible[1]



OUTLINE THE TREATMENT ZONE

- Mark the anterior, posterior, and lateral boundaries of the submental fat compartment[1,22]





IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Risk of Injecting Into or in Proximity to Vulnerable Anatomic Structures

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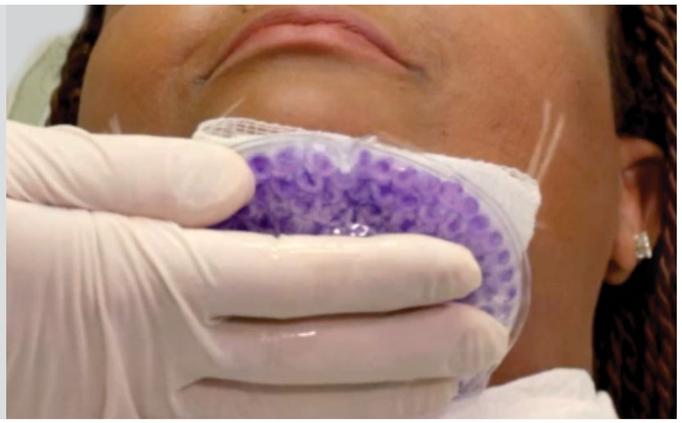
kybella®
(deoxycholic acid) injection 10 mg/mL

PRETREAT AND PREP

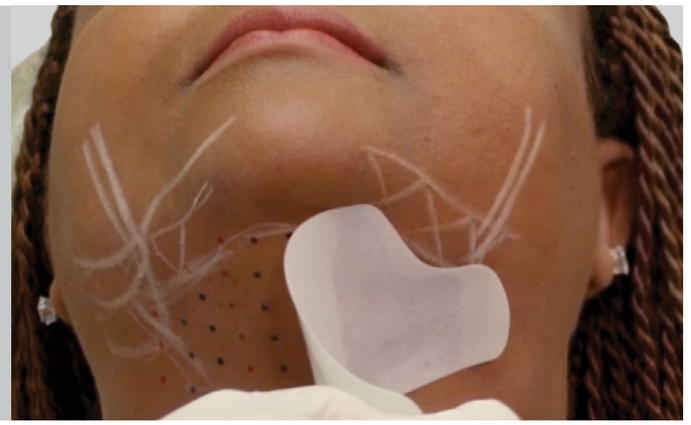
ANESTHETIZE

- Apply ice/cold packs or local anesthesia, which may enhance patient comfort[1]



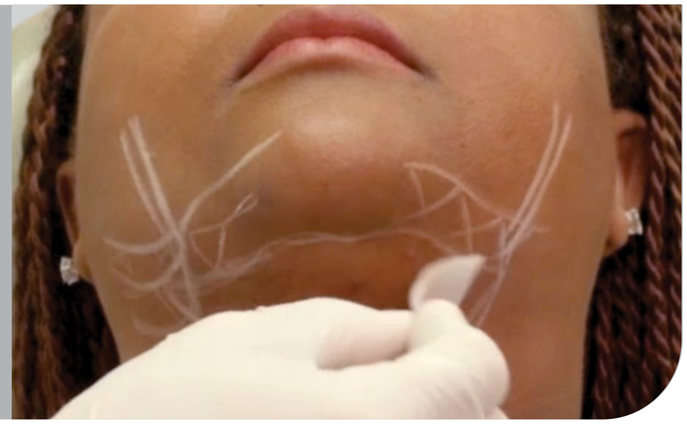
APPLY GRID

- Check placement of skin-marking grid
- Remove clear protective top sheet
- Press grid onto clean, dry skin and dampen while maintaining even pressure
- Wait 15 seconds, then peel backing and assess



CLEAN

- Use a topical antiseptic to clean the treatment area gently so as not to remove markings and grid dots



IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Injection Site Alopecia

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PRETREAT AND PREP

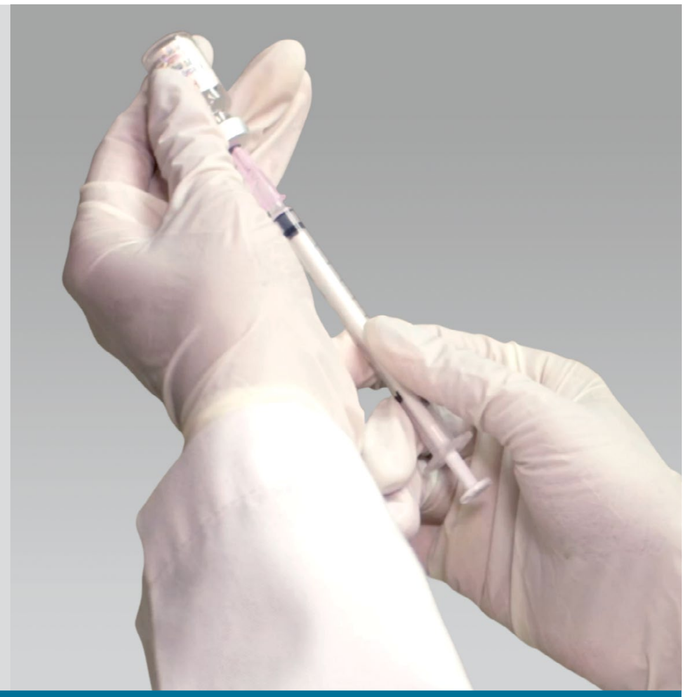
DRAW[1]

Draw up all your syringes in advance using a large-bore needle.

- Draw 1 mL of KYBELLA® into a sterile 1-mL syringe
- Expel any air bubbles in the syringe barrel
- Continue until all syringes are filled
- Dilution or admixture of KYBELLA® with other compounds is not recommended

For injection, replace the large-bore needle with a 30-G (or smaller), 0.5-inch needle.

KYBELLA® is clear, colorless, and free of particulate matter. Discard vial if solution is discolored and/or contains particulate matter.[5]



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IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Injection Site Ulceration and Necrosis

Injections that are too superficial into the dermis may result in skin ulceration and necrosis. Cases of injection site ulceration and necrosis have been reported with administration of KYBELLA®. Do not administer KYBELLA® into affected area until complete resolution.

ADVERSE REACTIONS

The most commonly reported adverse reactions in the pivotal clinical trials were: injection site edema/swelling, hematoma/bruising, pain, numbness, erythema, and induration.

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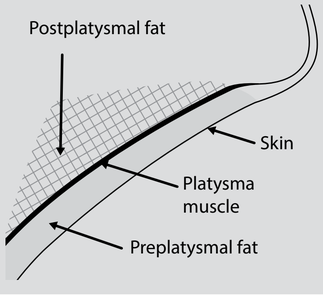
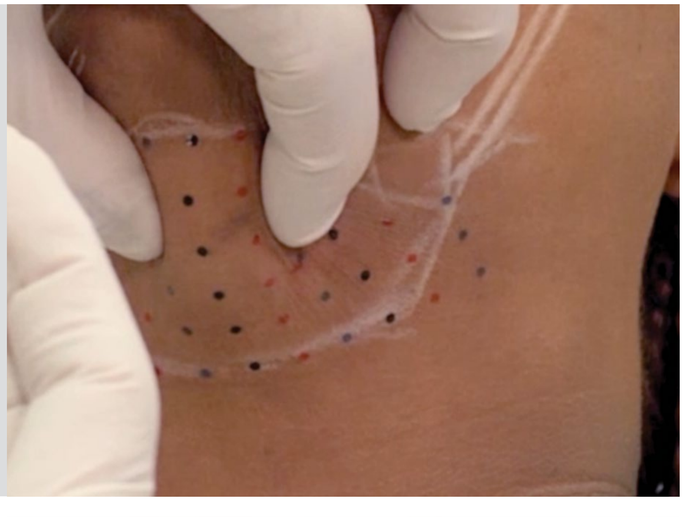
INJECT[1]

PINCH

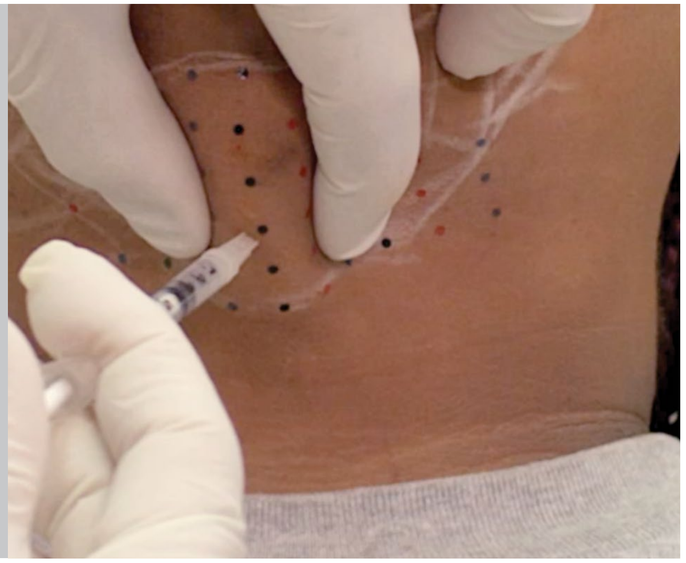
- Start by having the patient tense the platysma muscle, then pinch the preplatysmal fat between 2 fingers





INJECT

- Injecting perpendicular to the skin, place 0.2 mL of KYBELLA® adjacent to each grid dot within the Treatment Zone
- Inject approximately midway into the preplatysmal fat layer



INDICATION

KYBELLA® (deoxycholic acid) injection is indicated for improvement in the appearance of moderate to severe convexity or fullness associated with submental fat in adults.

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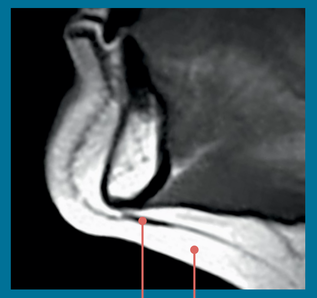
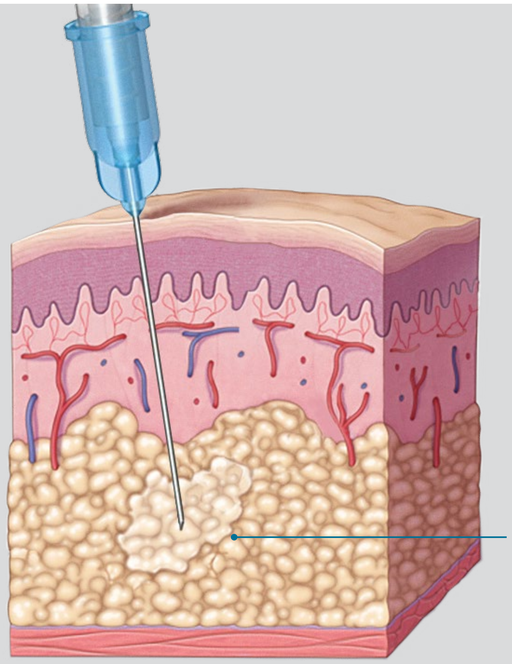
kybella®
(deoxycholic acid) injection 10 mg/mL

A.C.T. INJECT[1]

INJECTION TECHNIQUE CONSIDERATIONS

- Injections that are too superficial (into the dermis) may result in skin ulceration and necrosis
- If resistance is met, withdraw the needle to an appropriate depth before injecting
- Avoid injection into other tissues, such as the muscle, salivary glands, and lymph nodes
- Avoid inadvertent injection directly into an artery or vein, as it can result in vascular damage





WITHDRAW THE NEEDLE

- Take your finger off the plunger as you withdraw the needle to avoid inadvertent administration in structures outside the submental fat compartment
- Apply pressure to each injection site as necessary to minimize bleeding
- Apply an adhesive dressing, if needed, for bleeding

Submental fat

Do not withdraw the needle from subcutaneous fat during injection. This could increase the risk of intradermal exposure and potential skin ulceration and necrosis.

IMPORTANT SAFETY INFORMATION

CONTRAINDICATIONS

KYBELLA® is contraindicated in the presence of infection at the injection sites.

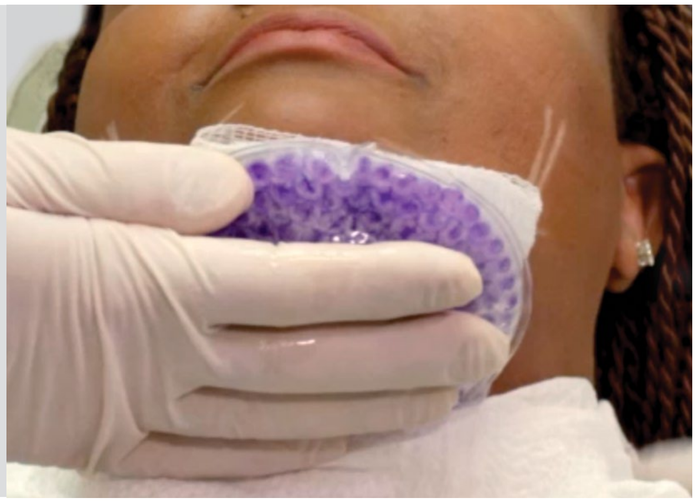
Please see additional Important Safety Information throughout.

kybella®
(deoxycholic acid) injection 10 mg/mL

CONCLUDE AND CONSULT

CONCLUDE THE TREATMENT

- Consider applying ice or a cold pack to the treatment area for 5 to 15 minutes
- Remove the grid and markings using cotton dampened with isopropyl alcohol
- Assess smiling and swallowing to screen for dysphagia or any injury to the marginal mandibular nerve



Remind patients about the potential for treatment-area adverse reactions[1]:

- Edema/swelling
- Numbness
- Erythema
- Induration
- Pain

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS

Marginal Mandibular Nerve Injury

Cases of marginal mandibular nerve injury, manifested as an asymmetric smile or facial muscle weakness, were reported in 4% of subjects in the clinical trials; all cases resolved spontaneously (range 1-298 days, median 44 days). KYBELLA® should not be injected into or in close proximity to the marginal mandibular branch of the facial nerve.

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CONCLUDE AND CONSULT

MAKE SURE PATIENTS KNOW

Swelling is an expected reaction to treatment[1]—it generally became less severe and happened less often with subsequent treatment sessions in clinical studies.[17]

TIP: Show patients a 1-day-posttreatment photo so they can see how swelling may look.

Results are progressive—KYBELLA® permanently destroys fat cells in the submental treatment area.[1]

The **recommended number of sessions** in their treatment series should achieve their aesthetic goals.[1]

Each treatment is **at least 1 month apart.**[1]

Show before-and-after photos at every visit.

kybella®
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KEY POINTS TO REMEMBER

- Kount the number of treatment sessions and Kalculate the number of vials per session in an effort to customize the patient's treatment series. Use this information during conversations about what to expect from treatment.
- Use established dosing standards to ensure optimal outcomes.
- Ensure that you identify and mark the patient's Treatment Zone prior to injection. The safe and effective use of KYBELLA® depends on the use of the correct number of and locations for injections, proper needle placement, and administration techniques.[1]
- To avoid potential tissue damage, KYBELLA® should not be injected into or in close proximity (1 cm to 1.5 cm) to salivary glands, lymph nodes, muscles, arteries, or the marginal mandibular branch of the facial nerve.[1]
- Encourage patients to adhere to their treatment plan in an effort to achieve their desired aesthetic goals.

IMPORTANT SAFETY INFORMATION (continued)
WARNINGS AND PRECAUTIONS (continued)
Dysphagia
Dysphagia occurred in 2% of subjects in the clinical trials in the setting of administration-site reactions, eg, pain, swelling, and induration of the submental area; all cases of dysphagia resolved spontaneously (range 1-81 days, median 3 days). Avoid use of KYBELLA® in patients with current or prior history of dysphagia as treatment may exacerbate the condition.
Please see additional Important Safety Information throughout.

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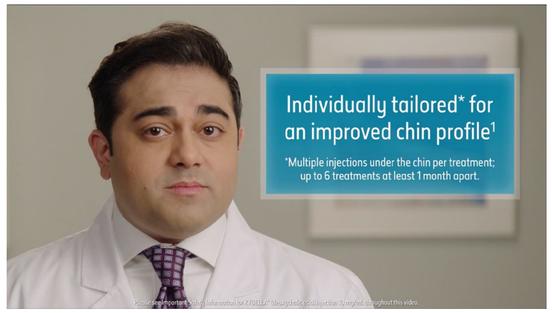
RESOURCES

This guide is one of many valuable resources about KYBELLA®. Review our most popular resources below and where you can find them.

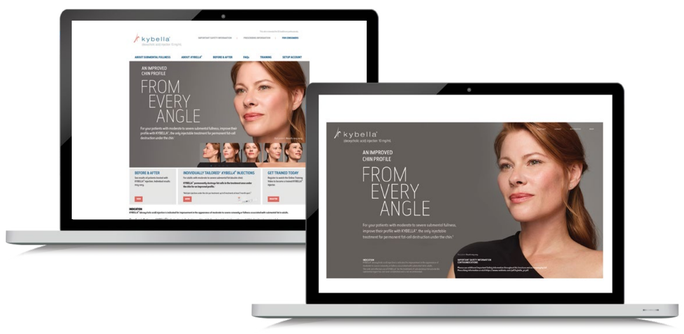


ALLERGAN BRANDBOX

Brandbox holds many valuable resources, including the KYBELLA® injection training video, bringing many of the topics covered in this guide to life. Dr. Sachin Shridharani walks through the essential information you and your practice need—with a few laughs along the way.

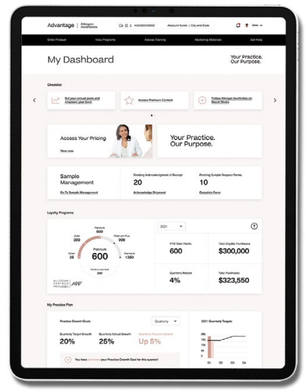
ALLERGAN MEDICAL INSTITUTE®

Allergan Medical Institute® makes periodic live and on-demand trainings available to your practice. These sessions provide a deeper dive into the various aspects of assessing, consulting, and treating with KYBELLA®.



HEALTHCARE PROVIDER WEBSITE

The provider website at hcp.kybella.com holds great information and additional learning opportunities about KYBELLA®.



ALLERGAN ADVANTAGE

Advantage is your one-stop online destination to order KYBELLA®—and to access your favorite Allergan Aesthetics programs, product information, marketing materials, and training resources.

kybella®
(deoxycholic acid) injection 10 mg/mL

ASSESS.
CONSULT.
TREAT.

A.C.T. on your patient opportunity with KYBELLA®

Need to order more KYBELLA®?

Call 1-844-NEW-2AGN (1-844-639-2246)

IMPORTANT SAFETY INFORMATION (continued)

WARNINGS AND PRECAUTIONS (continued)

Injection-Site Hematoma/Bruising

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To avoid the potential of tissue damage, KYBELLA® should not be injected into or in close proximity (1 cm-1.5 cm) to salivary glands, lymph nodes, and muscles. Care should be taken to avoid inadvertent injection directly into an artery or a vein as it can result in vascular injury.

Injection Site Alopecia

Cases of injection site alopecia have been reported with administration of KYBELLA®. Onset and duration may vary among individuals and may persist. Consider withholding subsequent treatments until resolution.

Injection Site Ulceration and Necrosis

Injections that are too superficial into the dermis may result in skin ulceration and necrosis. Cases of injection site ulceration and necrosis have been reported with administration of KYBELLA®. Do not administer KYBELLA® into affected area until complete resolution.

ADVERSE REACTIONS

The most commonly reported adverse reactions in the pivotal clinical trials were: injection site edema/swelling, hematoma/bruising, pain, numbness, erythema, and induration.

Please see additional Important Safety Information throughout and full Prescribing Information or visit https://www.rxabbvie.com/pdf/kybella_pi.pdf

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