

“The LipiFlow System is the single most significant advance in this area and will redefine the management of patients who have desperately needed something more than we have been able to offer them until now.”

Alan Carlson, MD  
Duke Eye Center,  
Durham, NC



“We’re seeing LipiFlow emerge as a new treatment standard for patients with Evaporative Dry Eye.”

John Hovanesian, MD  
Harvard Eye Associates,  
Laguna Hills, CA

### LipiView® Specifications



Indications for Use: The LipiView® Ocular Surface Interferometer is an ophthalmic imaging device that is intended for use by a physician in adult patients to capture, archive, manipulate and store digital images of the specular (interferometric) observations of the tear film, which can be visually monitored and photographically documented.

Dimensions: 17"W X 28.5"D X 17H" / 43cmW X 72cmD X 43cmH  
Weight: 55 lbs. / 24.95 kg  
Power: 110/220V, 60/50 Hz, universal power input  
Processor: Dual core CPU, 2.1 GHz with 4G RAM  
Light source: LED  
Connectivity: Wireless BG&N + 3 USB ports  
Monitor: 17" capacitive touch screen monitor with graphical user interface  
Camera: 3-axis precision camera motion with one-touch positioning  
Print capabilities: USB or wireless connection to Microsoft Windows compatible printers  
Configuration: Swivel arm allows for 180° positioning and incremental 45° positioning  
Output: External DVI video output



Federal law restricts these devices to sale by or on the order of a licensed physician.

**LipiFlow** Contraindications: Do not use the LipiFlow® System in patients with a history of ocular surgery, ocular injury or ocular herpes of the eye or eyelid within prior 3 months; active ocular infection, active ocular inflammation or history of chronic, recurrent ocular inflammation within prior 3 months; eyelid abnormalities that affect lid function; or an ocular surface abnormality that may compromise corneal integrity. Precautions: Use of the LipiFlow® System is not recommended in patients with moderate to severe allergic, vernal or giant papillary conjunctivitis; severe eyelid inflammation; systemic disease conditions that cause dry eye; or in patients taking medications known to cause dryness. The device may not fit all eyes, such as eyes with small palpebral fornices. In addition, the treatment procedure may loosen previously inserted punctal plugs, which may worsen the patient's dry eye symptoms. Potential Adverse Events: Potential adverse events that may occur as a result of the LipiFlow® treatment procedure include but are not limited to the onset of or increase in eyelid/eye pain requiring discontinuation of the treatment procedure; eyelid irritation or inflammation; ocular surface irritation or inflammation; and ocular symptoms.

**LipiView** Precautions: The following patient conditions may affect the interferometry assessment of a patient's tear film: use of ophthalmic drops; contact lens wear; use of oil-based cosmetics around the eye; eye rubbing; recent swimming in a chlorinated pool; and any ocular surface condition that affects the stability of the tear film.

**Meibomian Gland Evaluator** Precautions: Familiarity with use of a slit lamp biomicroscope is required for assessment of the Meibomian gland secretions. To ensure standardized force application, do not depress the shaft of the instrument to the endpoint of the spring.



The Evaporative Dry Eye Experts

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### LipiFlow® Specifications



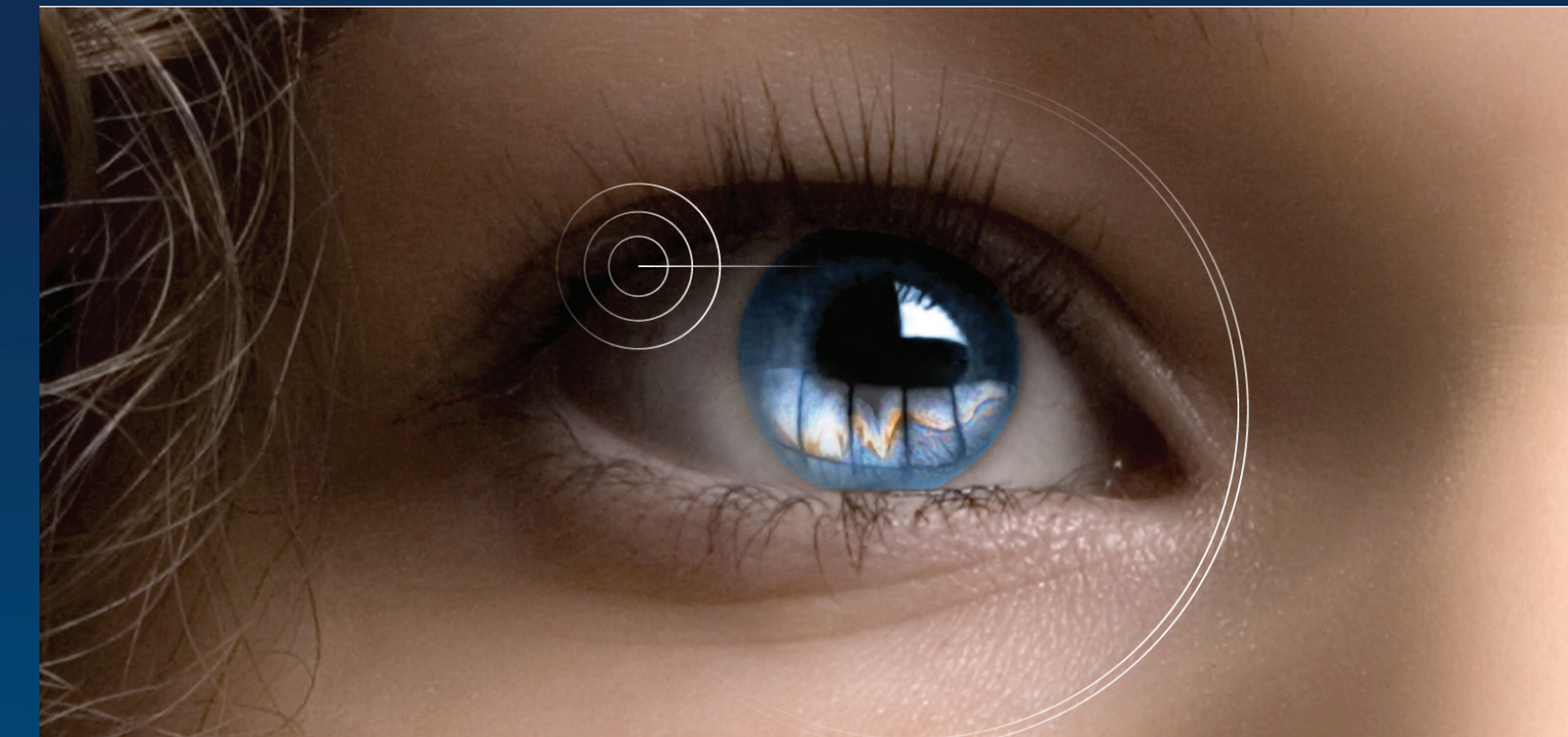
Indications for Use: The LipiFlow® System is intended for the application of localized heat and pressure therapy in adult patients with chronic cystic conditions of the eyelids, including Meibomian Gland Dysfunction, also known as Evaporative Dry Eye or lipid deficient dry eye.

Dimensions: 15.5"W X 13.5"D X 16H" / 39cmW X 34cmD X 41cmH  
Weight: 25 lbs. / 11.34 kg  
Power: 110/220V, 60/50 Hz, universal power input  
Processor: Intel Atom dual core CPU, 1.6 GHz with 1G RAM  
Hardware: Solid state 32 GB hard drive  
Print capabilities: USB or wireless connection to Microsoft Windows compatible printers  
Connectivity: Wireless BG&N + 3 USB ports  
Monitor: 15" IR touch screen with graphical user interface

### Meibomian Gland Evaluator™



Indications for Use: The Meibomian Gland Evaluator is intended for use by a physician to evaluate Meibomian gland secretions.

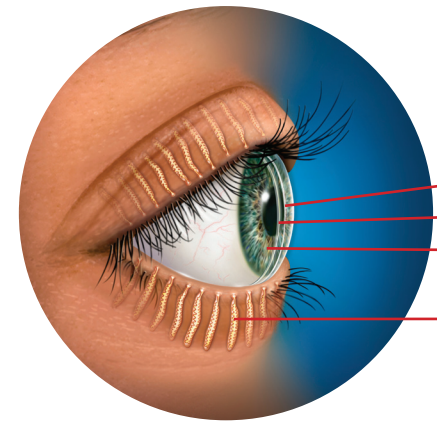


Evaporative Dry Eye Disease  
**Treat the cause**

**LIPIVIEW® IS INDICATED FOR INTERFEROMETRIC OBSERVATIONS OF THE TEAR FILM.**

**LIPIFLOW® IS INDICATED FOR MEIBOMIAN GLAND DYSFUNCTION AND EVAPORATIVE DRY EYE.**

As many as 86% of patients with dry eye symptoms<sup>1,2</sup> have a lipid deficiency caused by a blockage of the Meibomian glands – a condition known as Meibomian Gland Dysfunction (MGD) or Evaporative Dry Eye.



**It starts at the source**

The 3 layers of the tear film include:

- Lipid layer
- Aqueous layer
- Mucin layer

The lipid layer is produced by the Meibomian glands and prevents evaporation of the aqueous layer. An unhealthy lipid layer can lead to dry eye.

**A new tool for treatment**

For those patients who have MGD, a breakthrough technological advance makes it possible to treat the cause of Evaporative Dry Eye during a simple in-office procedure.

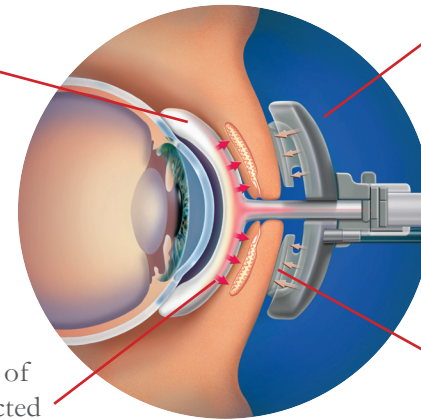
**Cross section of LipiFlow Activator**

**Lid Warmer**

Applies directional heat to inner eyelid

**Eye Cup**

Applies intermittent pressure to the outer eyelid



Heat facilitates release of secretion from obstructed Meibomian glands

Inflatable air bladder

*“The results that LipiFlow delivered during the clinical trials were outstanding. I had never seen patients so enthusiastic about how much better their eyes felt, even right after treatment. LipiFlow delivers some amazing results.”*

Parag Majmudar, MD  
Chicago Cornea Consultants  
Chicago, IL

*“By safely directing the energy needed to open and flush Meibomian glands, LipiFlow intervenes in the cycle of deterioration that characterizes Evaporative Dry Eye. LipiFlow is an exciting, new and effective treatment for MGD.”*

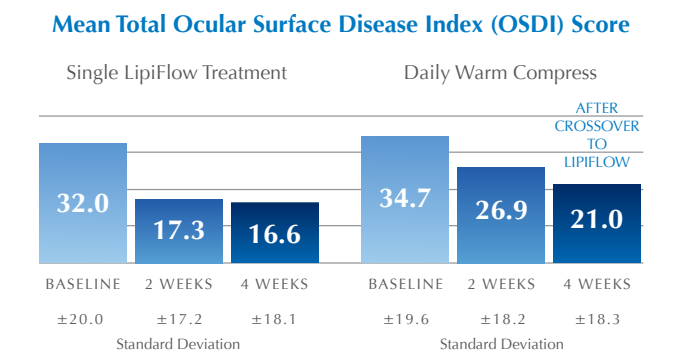
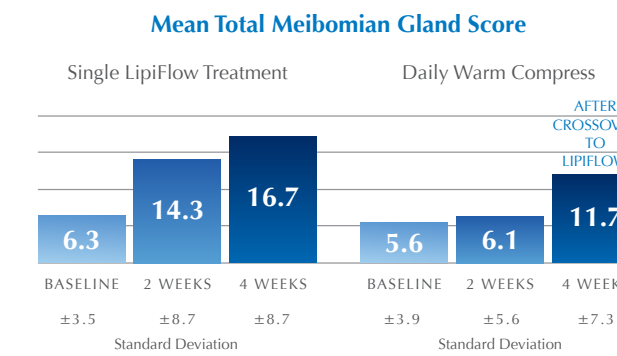
Edward Holland, MD  
Cincinnati Eye Institute  
Cincinnati, OH

*“Results this encouraging are often seen in single-center studies but may not be confirmed when subjected to a large multi-center, controlled clinical trial such as this.”*

Stephen Lane, MD  
Associated Eye Care  
Stillwater, MN

**Results from clinical trials**

- ▶ Randomized, controlled, multi-center clinical trial at 9 investigational centers (139 patients; 278 eyes)<sup>1</sup>
- ▶ Compared the LipiFlow System to iHeat™ daily warm compress therapy
- ▶ The average total Meibomian score for patients who received a single LipiFlow treatment more than doubled from 6.3 (±3.5) at the baseline to 16.7 (±8.7) at 4 weeks



Study Design: Non-significant risk, open-label study with a crossover design where the control group stopped warm compress therapy and received LipiFlow treatment at 2 weeks.

**As the latest advance in the effective treatment of Evaporative Dry Eye, LipiFlow® enables better patient care in a setting that you can control.**

LipiFlow® is a significant technological shift that can eliminate the frustration of treating dry eye, making it a more satisfying experience with positive benefits for both your patients and your practice.

**Your moderate suffering Dry Eye patients are looking for answers—And spending their hard-earned resources to find them.**

**Annual Patient Out-of-Pocket Dry Eye Disease Cost**

|                                       |        |   |
|---------------------------------------|--------|---|
| OTC Only <sup>2</sup>                 | \$485  |   |
| Using branded Rx, Tier 3 drug benefit | \$1325 | \$70 monthly co-pay + OTC costs                                       |
| Using branded Rx, Tier 2 drug benefit | \$1485 | \$1,000 Branded Drug Deductible, then \$20 monthly co-pay + OTC costs |

Federal law restricts the LipiFlow®, LipiView®, and Meibomian Gland Evaluator™ to sale by or on the order of a licensed physician. Product safety information is available upon request or can be found at [www.tearscience.com](http://www.tearscience.com).

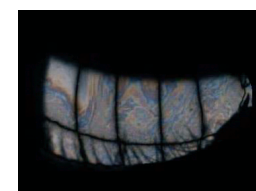


**Symptoms**

Use a questionnaire to evaluate the frequency and severity of dry eye symptoms.

**Tear Film**

Use the LipiView® Ocular Surface Interferometer to evaluate the tear film via digital images in-office in less than 5 minutes. TearScience developers of LipiView and LipiFlow are world-class engineers having accomplished important engineering feats at Alcon, AMO, Bell Labs, Corning, HP, NASA and Ocular Sciences related to intraocular lenses, real-time 3D medical ultrasound, the repair of the Hubble Telescope and more.



**Glands**

Use the Meibomian Gland Evaluator to evaluate Meibomian gland secretions behind the slit lamp by applying consistent, gentle pressure.

**The LipiFlow® Thermal Pulsation System**

- Insulates the globe and vaults the cornea to protect the eye during treatment
- Applies controlled warmth consistently for 11.5 minutes at 42.5 °C to the inner eyelid surface while simultaneously delivering intermittent pressure to the outer surface
- Facilitates release of lipids from the blocked Meibomian glands, allowing natural flow of lipids to resume
- Takes approximately 12 minutes in the physician’s office



<sup>1</sup> Shimazaki J, Sakata M, Tsuboto K. Ocular Surface Changes and Discomfort in Patients With Meibomian Gland Dysfunction. *Arch Ophthalmol*. 1995;113(10):1266-1270.  
<sup>2</sup> Lemp MA, Crews LA, Bron AJ, Foulks GN, Sullivan BD. Distribution of aqueous deficient and evaporative dry eye in a clinic-based patient population. *Cornea*. 2012 May;31(5):472-8.

<sup>1</sup> Lane SS, et al. A New System, the LipiFlow, for the Treatment of Meibomian Gland Dysfunction (MGD). *Cornea* 2012;31:396-404  
<sup>2</sup> Yu J, Asche CV, Fairchild CJ. The economic burden of dry eye disease in the United States: A decision tree analysis. *Cornea* 2011;30(4):379-87