

JETEMA NEWSLETTER

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THE TOXIN, to benchmark Daewoong, who first received the U.S.FDA approval for b.toxin

One of the growth drivers of Jetema is 'The Toxin', a botulinum toxin type A product. Unlike disputes between Korean toxin companies regarding the source of the strain, 'The Toxin' is differentiated by officially being introduced from European National Institute and listed on GenBank®, which is a National Institutes of Health genetic sequence database and is preparing to enter the U.S. and Europe.

For fast and effective entry, Jetema is benchmarking Daewoong Pharmaceuticals, who achieved Korea's first receipt of the U.S. FDA approval on botulinum toxin. Jetema recruited executives from Daewoong who were in charge of the business division and factory development to expedite the process. Also, Jetema uses the U.S. Active Pharmaceutical Ingredient (API) listed excipients that are used to maintain the potency until the expiry date. The excipients are the main ingredients of the toxin, and it is essential to use the U.S. API listed excipients to secure a license in the United States. Jetema uses ingredients from CSL Ltd., a leading Australian biotech company.

Jetema has a FTO (Freedom to Operate) strategy in place for post U.S. and European market entries. Allergan and other big pharmaceutical companies, who are in toxin sales, own the patents for the production. To prevent potential conflicts, Jetema has set up a process that does not infringe Allergan's patents and filed for patents in the United States. Jetema has recently filed for six patents in Korea and already received approval on two of them.

One patent is about medium composition that excludes animal-origin ingredients and allergens to increase the safety of the product, and the other is on the toxin production process using this medium composition.

These new patented processes reduce the botulinum toxin culturing period effectively and enables the growth of the strain to reach its maximum at faster rate. Jetema plans to improve product competence with the new production process by saving both time and costs. Jetema is currently conducting both domestic and overseas clinical approval.

e.p.t.q., continues rising influence despite COVID-19

Jetema acquired a CE certificate in January 2020, and despite the market contraction due to the spread of COVID-19, it started to turn into a positive situation as e.p.t.q. filler contracts with influential partners. Jody Latham, the CEO of epitique UK and a famous British actor, started marketing and promotion in earnest, and based on excellent quality and reasonable price, in addition to the UK, along with Ireland, Russia, France, Italy, Bulgaria, Greece, Sweden, Baltic states, Turkey, etc., the demand in the Middle East increased, and it became a product that was sought all over the world, with the approval of Brazil, the largest market in South America. Popularity of e.p.t.q. gradually increases as the satisfaction of users and patients increase, and since the second half of 2020, more than 500,000 syringes have been shipped to and used in Europe, but there have been no case reports of side effects. As it is showing, the scalability is expected to increase. Jetema decided to make a large-scale investment of 6.3million US dollars to expand facilities in order to preemptively respond to the expanding demand for e.p.t.q. Even in the pandemic of COVID-19 in 2020, with steady preparation for future growth, Jetema is confident of high-speed growth starting in 2021.

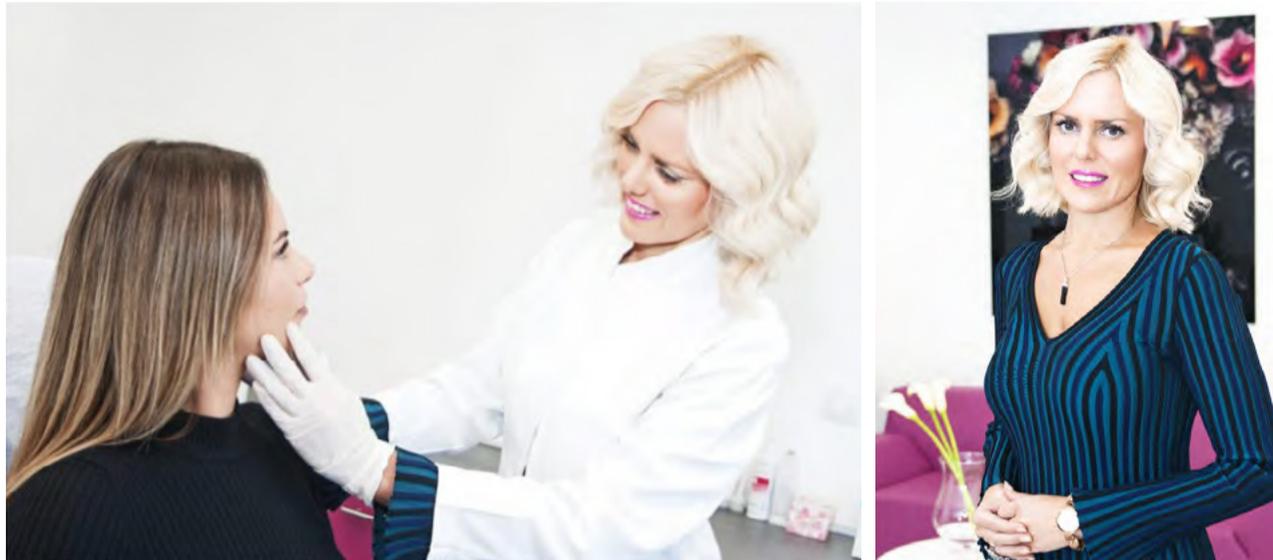
e.p.t.q. introduced in Croatian magazine



AESTHETIC DERMATOLOGY NEWS

FULLER LIPS OF A 24-YEAR-OLD: TAKE A LOOK AT THE TOP RESULTS

10/25/2020



e.p.t.q. filler and Dr. Irena Filipović-Grčić were introduced in ESTETICA, an online aesthetic magazine in Croatia.

Interview with Dr. Irena Filipović-Grčić

1. Please give a brief introduction of yourself. My name is Dr. Irena Filipović-Grčić, and I work with many patients at Blue Vision Clinic in Croatia.

2. Give a brief explanation about aesthetic trend of Croatia. Just like the rest of the world, lip augmentation is at the very top of the most sought procedures in Croatia. Definite trend is like the ones modeled on the stars of reality shows: fuller, more sensual and emphasized lips, whereas there are still some people who want completely natural result.

3. What is your most important quality of selecting dermal filler? I consider high cohesiveness an important quality because it will stay exactly where we apply it – without unwanted migration into the surrounding tissues with high lifting capacity to withstand external stress.

4. What do you like about e.p.t.q.? I like e.p.t.q. because it is very delicate, but of high cohesiveness with top-quality material. Thanks to its safety, the inflammatory reaction of the tissue is almost absent, and we can immediately see what the result will look like in the end. It has good volumizing effect, so I can inject less for the same volume, comparing to other products. I also have a good trust in its distributor, DnA Technologies.

5. Please share your e.p.t.q. experience and user tips with us. ? I had a 24-year-old young patient who wanted fuller lips that look “like

hers”, and no “duck lips”. I recommended e.p.t.q. S100 filler which I had excellent experience in achieving top results with a very natural impression. Its viscosity makes it ideal for subtle, natural results, and the feeling of natural lips with easy molding process.

1 milliliter of e.p.t.q. is enough for most younger people to achieve natural results. It is important to follow the shape of the lips, respect their contours, cupid’s arch, and the angles of the lips, to avoid excessive profile projection and unwanted duck face effect.

It is best to re-apply after a month of the first treatment, and with repeated application, the duration of the desired effect is significantly extended. I use e.p.t.q. S300 for much more voluminous lips, nasolabial folds, and marionette lines. When it comes to a stronger remodeling effect, S500 is an ideal solution for reshaping the face, creating a lifting effect, and replacing lost subcutaneous fat, which is especially important in thinner and older patients.



24-year-old patient who had a natural lip augmentation with e.p.t.q. S100

Full article can be found at:

<https://estetica.hr/novosti/punije-senzualnije-usne-24-godisnjakinje-pogledajte-vrhunske-rezultate/>

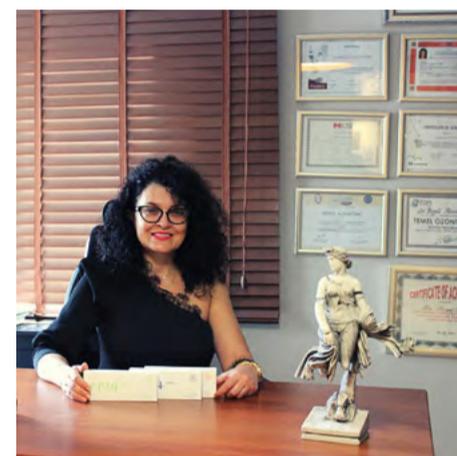
Interview with Dr. Birgül Altuntürk, Turkey

Dr. Birgül Altuntürk has been serving medical aesthetics and anti-aging since 2005. She participated in many international congresses, seminars, and courses on medical aesthetics and anti-aging and always followed innovations and worked as an instructor on newest devices.

1. What are your favorite features in e.p.t.q.? During my visit to Korea, I had the chance to visit Jetema company on site. Their scientific background, professional manner, and quality of the product impressed me. Science journals of e.p.t.q. and guidelines for users to show the safety and quality make the brand very convincing. I have been using e.p.t.q. for 2 years and have experienced the comfort of using this filler, witnessed its long duration and safety. One of the biggest advantages is that it is CE certified.

2. How do you recommend e.p.t.q. to your patients? I discuss which model to use and how much to inject together with my patient in whole face analysis. I talk about the homogeneous distribution of particles and good volumizing effect, and long duration of e.p.t.q. according to my clinical observations and before and after photos of my patients. My patients are immensely satisfied with the result. I can achieve very nice volume with mere injection of 0.5ml.

3. Do you recommend it to your colleagues? e.p.t.q. is actually getting more popular every day in the Turkish market despite pandemic issue. Thanks to my reliable partner, Stemturk, who introduced me to e.p.t.q., I am one of the users from the beginning. I have not encountered any complications for 2 years. When I recommend e.p.t.q., my colleagues are all surprised with the remarkable results and they are not hesitant to change their fillers from other well-known fillers. I can state in terms of ergonomics, permanence, and volume, e.p.t.q. fillers will assist your procedure in every way for the result that is both satisfactory for you and your patients.



Dr. Birgül Altuntürk

e.p.t.q. Global Case Reviews

Nasolabial folds and lips



Nasolabial folds



Lip & chin Contouring



Rhinoplasty



Courtesy of Dr. Birgül Altuntürk

Novel Technique of Filler Injection in the Temple Area using the Vein Detection Device

Won Lee, Wook Oh, Gi-Woong Hong, Ji-Soo Kim, Eun-Jung Yang

Background: The temple area has various anatomic layers and is known as a “danger zone” for filler injection because of many vascular structures. Fillers can be injected into various layers: first, the superficial subcutaneous layer; second, between the superficial temporal fascia and deep temporal fascia; and third, above the periosteum of the temporal bone. **Objective:** The authors aimed to investigate whether using a near-infrared detection can map superficial veins and perform a temple augmentation without adverse vascular events.

Methods and Materials: Patients who underwent HA filler injection in the temple area for purely aesthetic reasons between August of 2017 and December of 2017 at a private clinic were identified by retrospectively reviewing their medical records. A single practitioner performed all the procedures. Among the multiple layers of the temple area, we selected the superficial subcutaneous layer. The



Figure 1. High resolution near infrared illumination of the superficial temporal vein. Anatomical variation between patients of the sentinel vein and superficial temporal vein is identified.

most superficial layer that filler can be injected is between the dermis and superficial temporal fascia, and the only vascular structure is the sentinel vein and superficial temporal vein. An adverse vascular event was defined as any bleeding by venipuncture during the injection, intravascular injection and bruising, or hematoma after injection.

Results: Through wearing the glasses with an attached real-time vein-detecting viewer, the probe could easily detect sentinel vein and superficial temporal vein. The probe is a portable, non-contrast hypodermic vein-detecting apparatus based on a near-infrared optical system. Sentinel vein and superficial temporal vein has many variations between patients when observed (Figure 1). Avoiding the vessel, we injected hyaluronic acid filler, e.p.t.q. S100 perpendicular to the skin. e.p.t.q. S100 is a monophasic, colorless, and transparent non-animal-derived stabilized hyaluronic acid filler and used for the dermal and subdermal layer as recommended by the manufacturer. During the study period, a total of 20 patients (female, aged 31.3 (28–35) years) underwent the temple augmentation procedure and each patient received 0.3 to 1 cc of hyaluronic acid filler into the superficial subcutaneous layer at the temple area each side (total 0.6 to 2 cc). None of the patients have shown bleeding, hematoma, bruising, and vascular compromise.

Conclusion: To augment the temple area, it is a safe method to use the probe when injecting the soft tissue filler in the superficial subcutaneous layer, avoiding sentinel vein and superficial temporal vein. It is quite useful for not just filler injection but also botulinum toxin injection to prevent bruising after injection.

Lee, Won, et al. "Novel technique of filler injection in the temple area using the vein detection device." *Journal of Plastic, Reconstructive & Aesthetic Surgery* 72.2 (2019): 335-354.

Temple Augmentation



27-year-old female. Temple augmentation using e.p.t.q. S100 2.5cc total.



Jetema Activities

e.p.t.q. filler webinar

Jetema hosted e.p.t.q. filler webinar targeting Greece, Bulgaria, and Indonesia to support the global market. The lecture was conducted by Dr. Kuylhee Kim, and about 400 foreign doctors joined to attend the lecture about safe anatomical approach, a comparison of Eastern and Western injection, and live demonstration of filler injection. In addition, Dr. Georgios Angelos Sarpetsas and Dr. Rudy Ekofitranto participated to deliver user tips of e.p.t.q.



How to combine syringe with needle correctly

For those who experience a pop-up (breakage between luer lock and syringe) when injecting a filler, we have filmed a guideline video of how to combine syringe with needle correctly. It is always important to hold the luer lock while screwing the needle, instead of holding the syringe and screwing the needle to prevent a pop-up.

https://youtu.be/Qg9SBat__WA



Jetema entering cosmeceuticals with Nexmos

Jetema has signed a MOU with DNA bio-company Nexmos to strengthen the cosmeceutical business field. Through cooperation with Nexmos, Jetema plans to target the anti-aging and atopic treatment market by using antioxidant DNA. The two companies plan to promote the development of fillers using DNA in the mid to long term.



Jetema gains patents for botulinum toxin

Jetema, THE TOXIN, obtained patents on medium compositions and culturing. The medium excludes animal-origin and allergic ingredients and induces the botulinum toxin to achieve maximum growth in a short time, reducing time and costs in the production.



e.p.t.q. Real Story

Watch the real story of Hazel who shares her honest and exciting experience of e.p.t.q. with us at <https://youtu.be/Z-TIEDnxt8o>



Jetema CEO interview video

Jaeyoung Kim, CEO of Jetema, has talked about his vision of the company. Listen to the story of Mr. Kim at https://youtu.be/Ch7_mPzTibo



