

Sales Release Document

Gymna Acure 250



Contents

Introduction	3
UltraSound-guided Galvanic Electrolysis Therapy (USGET)	4
Patients & pathologies	4
Positioning	5
The Device	5
Ordering info	7
Pricing	7
Target groups	7
<i>Gymna Acure 250</i>	7
Marketing tools	9
<i>Online</i>	9
<i>Offline</i>	9
Distribution Channels	9

Introduction

The first ideas for a percutaneous electrolysis product go back a long time. In June 2017 the product development process started with a technical meeting of internal experts and Dr. Ferran Abat (MD PhD), a Spanish sports orthopaedic doctor, specialised in tendon and muscle injuries and expert in percutaneous electrolysis.

The launch of Gymna Acure 250 was planned at the Gymna International Training scheduled end of April at the Antwerp Zoo. The outbreak of the COVID-19 pandemic forced us to cancel the event. Nevertheless, the preparations continued as planned in order to launch the product in time. Our world has changed enormously and might never be the same again. At Gymna we believe people are longing for normality. As a company we want to show that we are ready to take a risk by investing in a new product launch and make the restart happening. We hope you can agree to the fact that we want to bring a positive message to the market and will join us in doing so.

We are therefore proud to present a new Gymna product category:

Electrolysis and *Gymna Acure 250*



UltraSound-guided Galvanic Electrolysis Therapy (USGET)

Percutaneous electrolysis is a general term. Within Gymna we have chosen to use the term Ultrasound-guided Galvanic Electrolysis Therapy, in short USGET. The clinical publications supporting the product from Dr. Abat are also using this terminology. USGET is a technique most commonly used on chronically affected tissue. A galvanic current flows through an acupuncture needle, producing an inflammatory reaction in the affected tissue. The inflammatory reaction will trigger a host of biological processes in the body. These will ultimately start the generation of new immature collagen fibres. The fibres become mature by means of eccentric stimulus.

The technique shows good results on tendons in the chronic phase, and may also be used for injuries, such as long-standing muscle injury and treatment of myofascial pain syndrome and trigger points.

Important to know that this minimally invasive treatment should be performed by trained professionals and only under ultrasound guidance¹ in order to guarantee that the needle puncture is performed in the exact spot. An exception can be made for the treatment of trigger points as these are clearly identifiable.

¹Abat F, et al. Current trends in tendinopathy: consensus of the ESSKA basic science committee. Part II: treatment options. J Exp Orthop. 2018 Sep 24;5(1):38.

Patients & pathologies

There are patients that have been suffering for months or even years, in which cases other forms of physical therapy have not produced the required results. Minimally invasive electrolysis therapy in combination with eccentric exercise may finally give these patients the cure they need without surgery.

Some pathologies that are currently treated with USGET are already supported by convincing clinical evidence. Others show encouraging results, however need additional clinical evidence.

<p><i>Tendon:</i></p> <ul style="list-style-type: none"> • Lateral elbow tendinopathy • Medial elbow tendinopathy • Quadriceps tendinopathy • Hamstring tendinopathy • Patellar tendinopathy • Achilles tendinopathy • Rotator cuff tendinopathy <p><i>Muscle:</i></p> <ul style="list-style-type: none"> • Quadriceps • Hamstrings • Neck and shoulder muscles • Calf muscles • <p><i>Myofascial pathologies – trigger points:</i></p> <ul style="list-style-type: none"> • Neck and shoulder • Elbow • Hamstrings • Soleus/ Gastrocnemius 	<p><i>Bursa:</i></p> <ul style="list-style-type: none"> • Shoulder bursitis • Retrocalcaneal bursitis <p><i>Ligaments:</i></p> <ul style="list-style-type: none"> • Lateral knee ligament • Lateral foot/ ankle ligaments <p><i>Other:</i></p> <ul style="list-style-type: none"> • Baker’s cyst • Haglund’s syndrome • Plantar fasciitis
---	--

Positioning

Gymna Acure 250 is positioned as the high quality solution in electrolysis. We have given every part of the product maximum attention. The software intelligence inside is Qt as used in the car industry to design virtual dashboards. The specific design, the innovative handpiece and the packaging have been chosen with eye for quality and ease of use. Every single piece of the puzzle gives a feeling of high quality and that is the part of the market we aim at.

Gymna Acure 250

The quality solution for electrolysis

The device has been developed under MDD regulation; however, in collaboration with our notified and certification body (DEKRA) we have already used the stricter MDR guidelines. The product has received both TÜV (on manufacturing side) and DEKRA approval.



We believe the device has enough innovative features to apply for patents, a patent application has therefore been filed.

The Device

The Gymna Acure 250 consists of a table-top unit and a wired handpiece.

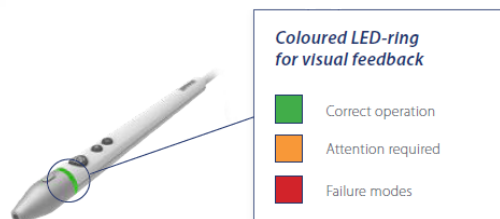


- The intuitive user interface (touchscreen) makes working with the device easy and uncomplicated.
- The Gymna Acure is powered with external medical-grade power supply and works on mains power and rechargeable li-ion operation.

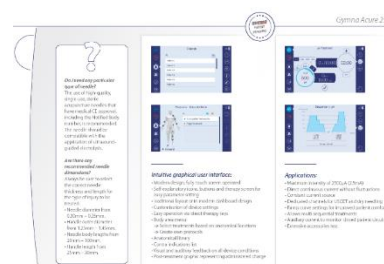
- The handpiece holder that can be used by right- and left hand users has been designed to avoid accidental punctures. The needle always needs to be taken off before placing the handpiece on the holder.



- The handpiece, with its ergonomic design, is easy to operate and has ingenious features, such as an LED ring display indicating that it is ready for operation.



- The handpiece has an ingenious and safe needle grip mechanism.
- The treatment start/stop button and increase/ decrease intensity buttons on the handpiece give full control during treatment.
- No need to look at the device or to use foot switches like in competitive devices.
- Once the required settings have been chosen and confirmed on the device, the needle may be inserted into the Gymna Acure smart handpiece and the device is ready for operation.
- The magnets in the mountable handpiece holder allow secure storage.



We would like to refer to the datasheet or page 14 and 15 of the brochure for all unique selling points.

Ordering info


Device	
370300	Gymna Acure 250 incl. Acure handpiece, Acure handpiece holder, 1-pole patient cable; 4mm M to 2mm F, rubber electrode brace, size 6cm x 8cm ; 2 mm, sponge for electrode brace, size 6cm x 8cm (2pcs), fixation strap, elastic, size 60 cm, Acure circuit test adaptor, external medical grade power supply, rechargeable battery pack 7,4V 5200mAh (li-ion).
Accessories	
370601	Acure handpiece
329967	1-Pole patient cable; 4mm M to 2 mm F
340703	Rubber electrode brace, size 6cm x 8cm ; 2 mm
340714	Rubber electrode brace, size 8cm x 12cm ; 2 mm
340681	Sponge for electrode brace, size 6cm x 8cm (2pcs)
340692	Sponge for electrode brace, size 8cm x 12cm (2pcs)
108934	Fixation strap, elastic, size 30 cm
108935	Fixation strap, elastic, size 60 cm
108936	Fixation strap, elastic, size 120 cm
320804	Gymna Mobile



Pricing

Please go to pricing information on Gymna Library.

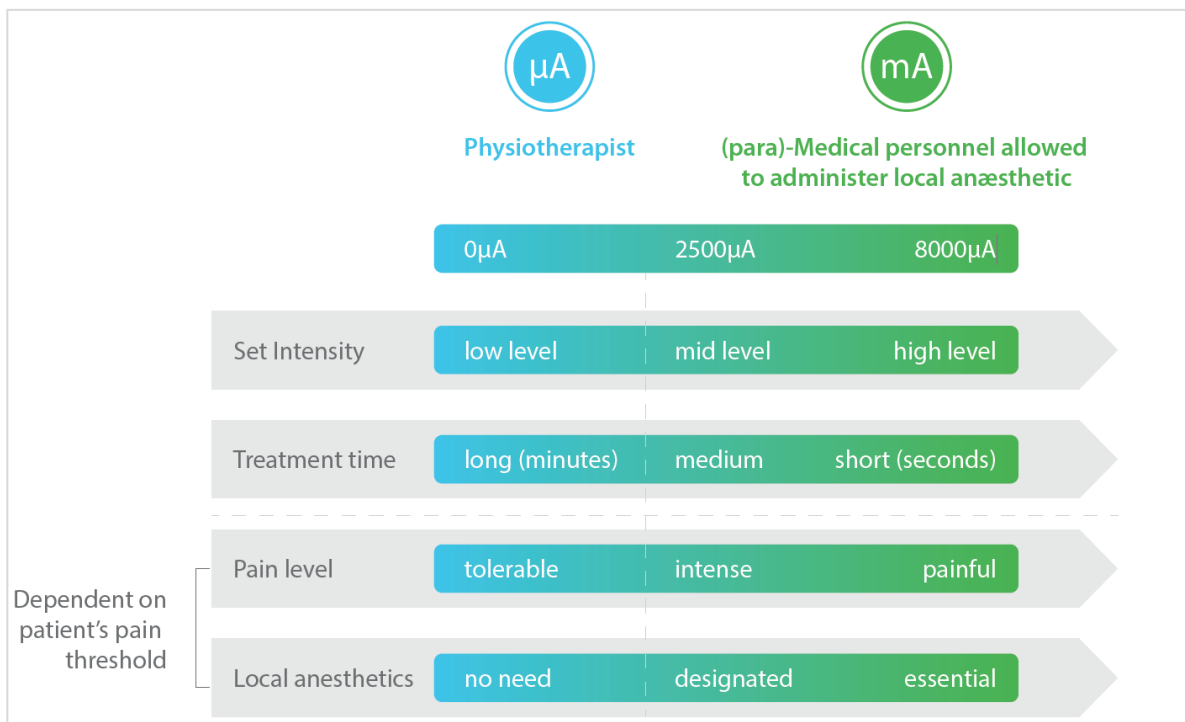
Target groups

The Gymna Acure 250 has specifically been developed with the physiotherapist in mind. Besides physical therapy, however, there is another segment in the overall medical market that can benefit from the advantages of the use of this minimally invasive technique. For this target group we have developed a separate device: Acure Electrolysis 8000.

<i>Gymna Acure 250</i>	<i>Electrolysis 8000</i>
Physiotherapist  <p>The image shows the Gymna Acure 250 device, a white tablet with a screen displaying settings, and a white handpiece with a green tip. The background is blue with white text: 'Gymna Acure 250' and 'The quality solution for electrolysis'. The gymna logo is in the top right corner.</p>	Orthopaedic surgeons Sports orthopaedics Podiatrists  <p>The image shows the Acure Electrolysis 8000 device, a white tablet with a screen displaying settings, and a white handpiece with a green tip. The background is white with blue text: 'Acure Electrolysis 8000'. The gymna logo is in the bottom left corner.</p>

Device operates in μA	Device operates in mA
	
Maximum intensity 2 500 μA (2.5mA)	Maximum intensity 8mA
Lower intensity \rightarrow Longer treatment time	Higher intensity \rightarrow Shorter treatment time
Does not require local anaesthesia	Requires local anaesthesia
370300	370310
www.gymna.com	www.electrolysistherapy.org

The below graph explains the relationship between intensities, treatment time, pain levels and the need for local anaesthesia.



Important Note:

Physiotherapists are not allowed to administer local anaesthesia, it is also important to investigate and understand if physiotherapists may use dry needling techniques in your country and if they are allowed to use ultrasonography devices. (Echography) Please check your local regulation thoroughly.

Marketing tools

Online

Gymna.com landing page Electrolysis in [English](#), [French](#), [German](#), [Spanish](#), [Italian](#) and [Dutch](#)
Acure Electrolysis 8000 [website](#)

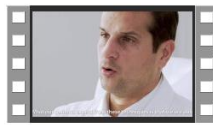
Registration and activation [Gymna Club](#)

5 educational videos with Dr. Ferran Abat:

- [USGET: The Patient](#)
- [USGET: The Practice 1](#)
- [USGET: The Practice 2](#)
- [USGET: The Requirements](#)
- [USGET: The Theory](#)



GYMNA ACURE - THE THEORY - 1.mp4



PATIENT.mp4



PRACTICE 1-.mp4



PRACTICE 2.mp4



REQUIREMENTS.mp4

Offline

Gymna Acure brochure in [English](#), [French](#), [German](#), [Spanish](#), [Italian](#) and [Dutch](#)

Gymna Acure 250 [datasheet](#)

Acure Electrolysis 8000 [selling sheet](#)

Distribution Channels

Gymna will offer both products for sales through the following distribution channels:

- Distributor network (Please contact your area manager to plan the product launch)
- www.gymna.com - webshop
- www.electrolysistherapy.org - webshop (linking to gymna.com webshop)