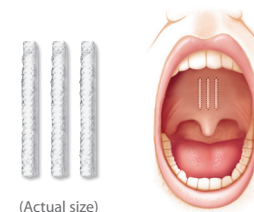


The Pillar® Procedure Compared to Other Common Treatments

Less invasive than other palatal surgical procedures, the Pillar® Procedure involves inserting three tiny woven implants into the muscle of the soft palate. The body's natural fibrotic response to the implants causes tissue to grow into and around the implants over the course of 8 to 12 weeks. The implants, together with the fibrotic tissue, add structural support and stiffen the soft palate. The stiffening and support help reduce the tissue vibration that can cause snoring as well as the tissue collapse that can obstruct the upper airway and cause obstructive sleep apnea. The Pillar Procedure has a very low reported complication rate and is performed in a doctor's office in approximately 30 minutes using only local anesthetic. Patients typically resume normal diet and regular activities the same day.



	Pillar Procedure	CPAP	LAUP	UPPP	RF Ablation	Sclerotherapy
PATIENT EXPERIENCE						
Pain or discomfort	Low	Low/Medium	Very High	Very High	Low/Medium	Low/Medium
Potential side effect, most reported complication	Partial extrusion (<1%) ¹	Nocturnal awakenings (46%), nasal congestion and dryness (44%) ²	Transient VPI* (27%) ³	Transient VPI* (20%+) ⁴	Mucosal ulceration and breakdown (22%) ⁵	Mucosal ulceration and breakdown (18%) ⁶
Sedation	Local	None	Local/general	General	Local	Local
Recovery time	24 hours or less	N/A	7 days	Up to 2 weeks	24 hours or less	24 hours or less
Reversible treatment	Yes	Yes	No	No	No	No
Reimbursement (OSA)	In process	Yes	No	Yes	No	No
FDA CLEARANCE						
OSA	Yes	Yes	N/A ⁷	N/A ⁷	No ⁸	No
Snoring	Yes	No	N/A ⁷	N/A ⁷	Yes	Yes
PHYSICIAN EXPERIENCE						
Physician specialist	ENT	Pulmonologist	ENT	ENT	ENT	ENT
Patient visits	One	Multiple	Multiple	One	Multiple	Multiple
Physician time	Low	Low	High	High	Medium	Medium
Specialized capital equipment	No	No	Yes	No	Yes	No

For further information, please call Medtronic ENT at 800-874-5797 or 904-296-9600. You may also consult our website at www.MedtronicENT.com and www.PillarProcedure.com.

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France 33-470-679-800	Poland 48-22-465-6942
Germany 49-211-5293-209	Singapore 65-6776-6255
Hong Kong 852-2919-1312	Spain 34-91-625-05-40
India 91-22-26836733	UK 44-1923-212-213
Italy 39-02-24137-324	USA 1-904-296-9600
Japan 81-6-4795-1506	

These comparisons are based on currently published information. For full documentation and clinical study results, ask your Medtronic ENT representative or visit www.MedtronicENT.com.

* VPI: velopharyngeal insufficiency (a poor seal between the pharynx and the soft palate thereby causing regurgitation of food and water when swallowing and adversely affecting speech).

- Reported commercial complication rate; does not include the complication rates from our early clinical studies.
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- FDA clearance is not required for surgical procedures.
- Cleared for treatment of tongue-based OSA only.