



# **OVERVIEW OF NORMATEC COMPRESSION TECHNOLOGY FOR ATHLETE RECOVERY AND HEALTH**

# NORMATEC OVERVIEW

NormaTec Recovery Systems are cutting-edge, commercial-grade compression devices that enhance the body's natural ability to recover. Using NormaTec's full-length leg, arm, or hip compression attachments rejuvenates muscle tissue and dramatically reduces tightness and soreness. When used as part of a rehab protocol, NormaTec helps to speed recovery, improve outcomes, and increase patient satisfaction.

NormaTec Recovery Systems are Durable Medical Equipment with over-the-counter FDA Clearance, CE Marks, and TGA Registration. They are easy-to-use and effective. NormaTec is heavily utilized in professional sports facilities, fitness clubs, and gyms as well as by chiropractors and physical therapists. Invented by an MD-PhD and perfected by professional athletes, NormaTec systems are the go-to equipment for the world's best.



# NORMATEC TECHNOLOGY OVERVIEW

NormaTec pioneered dynamic compression technology for recovery and continues to be the market leader.

NormaTec is at the forefront of the recovery movement and works with athletes and teams across Olympic, collegiate, and pro sports to improve recovery and performance.

## HOW IT WORKS

NormaTec utilizes a patented technology that massages the legs, arms, or hips with pneumatic compression to enhance circulation and reduce soreness.

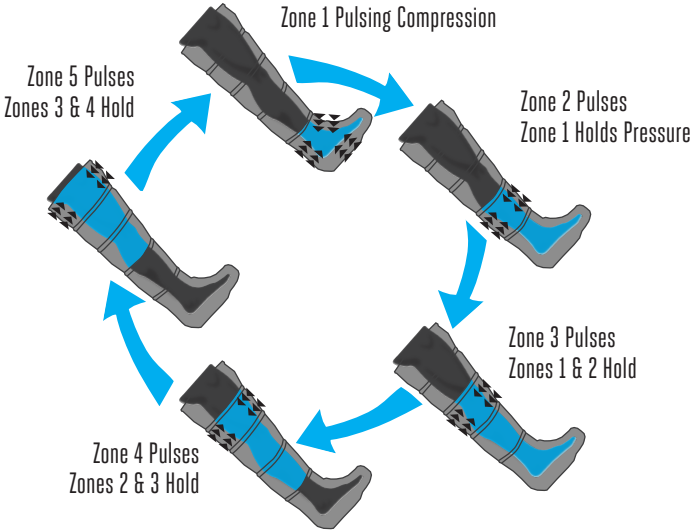
NormaTec employs three forms of biomimicry to expedite recovery:

- Pulsing—dynamic compression mobilizes fluid
- Gradient Hold—prevents fluid backflow
- Distal Release—allows normal circulation

## THE NORMATEC MASSAGE PATTERN

The NormaTec Pulse massage is patented and proven technology that:

- increases circulation
- reduces pain and soreness
- rejuvenates muscles
- accelerates athlete recovery



# PULSE 2.0 vs PULSE PRO 2.0

## NORMATEC PULSE 2.0



7 intensity levels  
Color display  
Price friendly

## NORMATEC PULSE PRO 2.0



Dual modality  
10 intensity levels  
Preprogrammed rehab modes  
Touch screen  
Fully customizable

## ALL SYSTEMS FEATURE



Fully connected mobile app



Zone Boost for targeted attention where you need it most



Patented Normatec Pulse Technology massage pattern



Internal battery



Dual hose with quick connectors



Calibration phase for a personalized fit every session



Two-year warranty



Durable premium materials



Recovery Flush with 30-110 mmHg range



World voltage compatible power adapter (100-240V)



Whisper quiet



Lightweight and small (≈3.5 lbs, 4"x4.5"x8")



Overlapping zones for maximum recovery



Precise, digital control and accuracy



Boots with zippers and attachments with integrated tubing

# THE NORMATEC RECOVERY SYSTEM

## FEATURES

- Battery powered, can be setup anywhere
- Portable
- World voltage capable
- Lightweight

## VERSATILE

- Single control unit is compatible with leg, arm, and hip attachments
- Calibration phase ensures a personalized fit for all body types
- Option to deactivate proximal zones
- Zone Boost allows extra attention where needed
- Use for recovery, performance, and rehab

## EASY TO USE

- Sets up in less than 60 seconds
- Pressure can be adjusted for each session

## SAFE

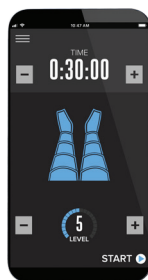
- FDA Cleared, CE Marked, TGA Registered (risks considered same as massage)
- Max pressure of 110 mmHg (less than 2.5 PSI)

## DURABLE

- Stands up to heavy commercial use
- Maintenance free
- Two-year warranty on all parts

## THE NORMATEC MOBILE APP

Pair your NormaTec PULSE 2.0 Series device with your smartphone to unlock the ultimate athlete recovery experience.



- Customize time and pressure settings
- Activate Zone Boost
- Save and restore favorite settings
- Track and share your recovery stats
- Upload recovery data to your other training and tracking apps

# NORMATEC ATTACHMENTS

## ALL ATTACHMENTS FEATURE

Overlapping zones for gapless compression

Industrial-grade zippers

Integrated hosing

Durable, lightweight, high-quality 200 denier nylon



## LEG ATTACHMENT TREATS

feet  
ankles  
calves  
knees  
hamstrings  
quads



## ARM ATTACHMENT TREATS

hands/wrists  
biceps  
triceps  
rotator cuffs  
lats  
base of neck



## HIP ATTACHMENT TREATS

quads  
hamstrings  
IT bands  
glutes  
lower back

# NORMATEC SCIENCE

NormaTec's patented technology combines dynamic pneumatic compression with a sophisticated massage pattern that studies show results in reduced muscle soreness, enhanced blood flow to the treated areas, decreased inflammation, and increased range of motion.

## LESSEN PAIN SENSITIVITY

Peristaltic pulse dynamic compression is a promising means of accelerating and enhancing recovery by reducing muscle tenderness from pressure stimuli.

*Journal of Strength and Conditioning 2015*

## INCREASE RANGE OF MOTION

Peristaltic pulse dynamic compression rapidly enhances acute range-of-motion with less discomfort and time.

*Journal of Strength and Conditioning 2014*

## PULSE COMPRESSION AS A TREATMENT FOR DOMS

A 30-minute treatment of Pulse compression increases blood flow in the lower extremity, possibly making Pulse compression a viable option in the management of exercise-induced muscle damage (DOMS).

*Journal of Athletic Training 2016*

## DECREASE MUSCLE FATIGUE AFTER ACUTE EXERCISE

External pneumatic compression increases flexibility and reduces select skeletal muscle oxidative stress and proteolysis markers during recovery from heavy resistance exercise.

*PLOS One Medical Journal 2017*

## CLEAR METABOLITES PASSIVELY

Intermittent pneumatic compression significantly lowers blood lactate concentrations when compared to a passive recovery group.

*Journal of Athletic Enhancement 2013*

## IMPROVE ENDOTHELIAL FUNCTION

A single bout of peristaltic pulse compression improves conduit artery endothelial function systemically and improves RH blood flow in the compressed limbs.

*European Journal of Applied Physiology 2015*

## GENE EXPRESSION IN HUMAN MUSCLE TISSUE

A 60-minute bout of whole-leg, peristaltic pulse compression transiently upregulates PGC-1 $\alpha$  mRNA, while also upregulating eNOS protein and NOx concentrations in biopsy samples.

*Journal of Experimental Physiology 2015*

Peristaltic pulse compression appears to upregulate rps6 and downregulate Stat1, which may facilitate positive adaptive responses to exercise.

*Clinical Physiology & Functional Imaging 2016*

# PRIORITIZE RECOVERY, INCREASE AVAILABILITY

*NormaTec is the recovery and rehab modality used by 97% of US pro teams.*

Athletes are increasingly dependent on strong recovery in conjunction with their training, coaching, and diet to be competitive. Teams are recognizing this need by creating dedicated recovery spaces alongside their traditional cardio and weight training spaces.

On the following pages are just a few of many examples of teams and athletes who brought NormaTec into their training program.





# PRIORITIZE RECOVERY, INCREASE AVAILABILITY

Athletes are increasingly dependent on strong recovery alongside their training, coaching, and diet to be competitive. Teams are recognizing this need by increasingly deploying dedicated recovery spaces alongside their traditional cardio and weight training spaces.

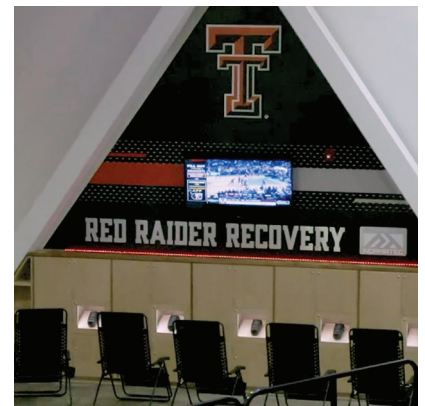
Attached are just a few of many examples of teams bringing NormaTec on-board to deploy recovery to their athletes.



University of Alabama

"We feel like the recovery zone is one of the best investments we have made at Alabama in terms of how we manage our athletes. Our goal with our athletes is to do everything we can to help them be at their best.... I think the NormaTec unit is a critical component to that process."

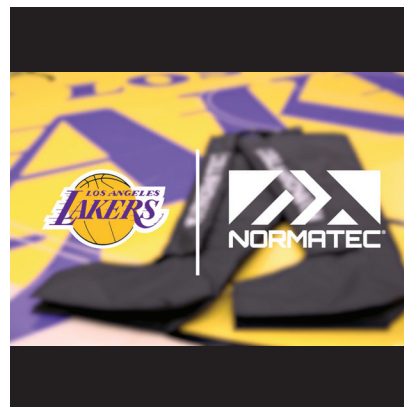
—Jeff Allen  
Director of Sports Medicine,  
University of Alabama



Texas Tech University



Baltimore Ravens



Los Angeles Lakers



Chicago Bears

# PRIORITIZE RECOVERY, INCREASE AVAILABILITY



Los Angeles Rams

"One of the key components in football is recovery and return to play and getting the guys back as fast as possible so having this room and having NormaTec technology part of our organization really allows the guys to recover a lot faster."

—Reggie Scott

Director of Sports Medicine and Performance,  
LA Rams



Brooklyn Nets



Los Angeles Chargers



Tampa Bay Rays



Kansas City Chiefs



Boston Red Sox

"With our 162-game season, including long road trips, the team that shows up to the ballpark the most rejuvenated has a real advantage. We feel NormaTec systems are a critical tool to give our athletes that edge."

—Brad Pearson

Director of Sports Medicine Services / Head Athletic Trainer,  
Boston Red Sox



Florida Panthers

# PRIORITIZE RECOVERY, INCREASE AVAILABILITY



Clemson University - One Unit/Player

"They love those things. We've always had them...but can we just not get everybody one? Kind of like we give everyone an iPad. What's the difference? It's the little things that are important to the players. We believe in those things, and the main thing is they believe in them. They really feel like Normatec is a huge part of their recovery. We are just always trying to get better. It's just what we do in every area."

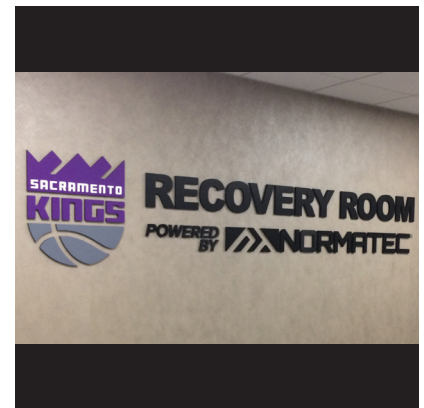
—Dabo Swinney  
Head Football Coach,  
Clemson University



Philadelphia Flyers



Boston Celtics



Sacramento Kings



Las Vegas Golden Knights

"NormaTecs go where our players go. We have our Recovery Station here at our home rink, and then we also use Normatec at T-Mobile arena where we play our games. They go with us on our airplanes, players take them home, they use them in their hotel rooms and they use them in the away arenas. Everywhere we go, Normatecs are with our players.... One thing I know about players is that they don't continue to do something they don't believe benefits them and what we see is our players continuously using the Normatec to support their recovery and performance."

—Jay Mellette  
Director of Sports Performance and Head Athletic Trainer,  
Las Vegas Golden Knights

# NORMATEC LEG ATTACHMENT SIZES



There are two widths of leg attachments, regular and power.  
 Power sizes are wider to provide a roomier fit for larger athletes.  
 The regular width standard leg attachment is ideal for 85% of athletes.

ITEM	HEIGHT/INSEAM	THIGH WIDTH (CIRCUMFERENCE)
<b>REGULAR WIDTH</b>		
Short Leg Attachment	Less than 160 cm / Less than 71 cm inseam	Less than 66 cm thigh
Standard Leg Attachment <b>MOST COMMON</b>	160 cm to 190 cm / 71 cm–86 cm inseam	Less than 73 cm thigh
Tall Leg Attachment	Greater than 190 cm / Greater 86 cm inseam	Less than 76 cm thigh
<b>POWER WIDTH</b>		
Short Leg Attachment	Less than 160 cm / Less than 71 cm inseam	Greater than 66 cm thigh
Standard Leg Attachment	160 cm to 190 cm / 71 cm–86 cm inseam	Greater than 73 cm thigh
Tall Leg Attachment	Greater than 190 cm / Greater 86 cm inseam	Greater than 76 cm thigh

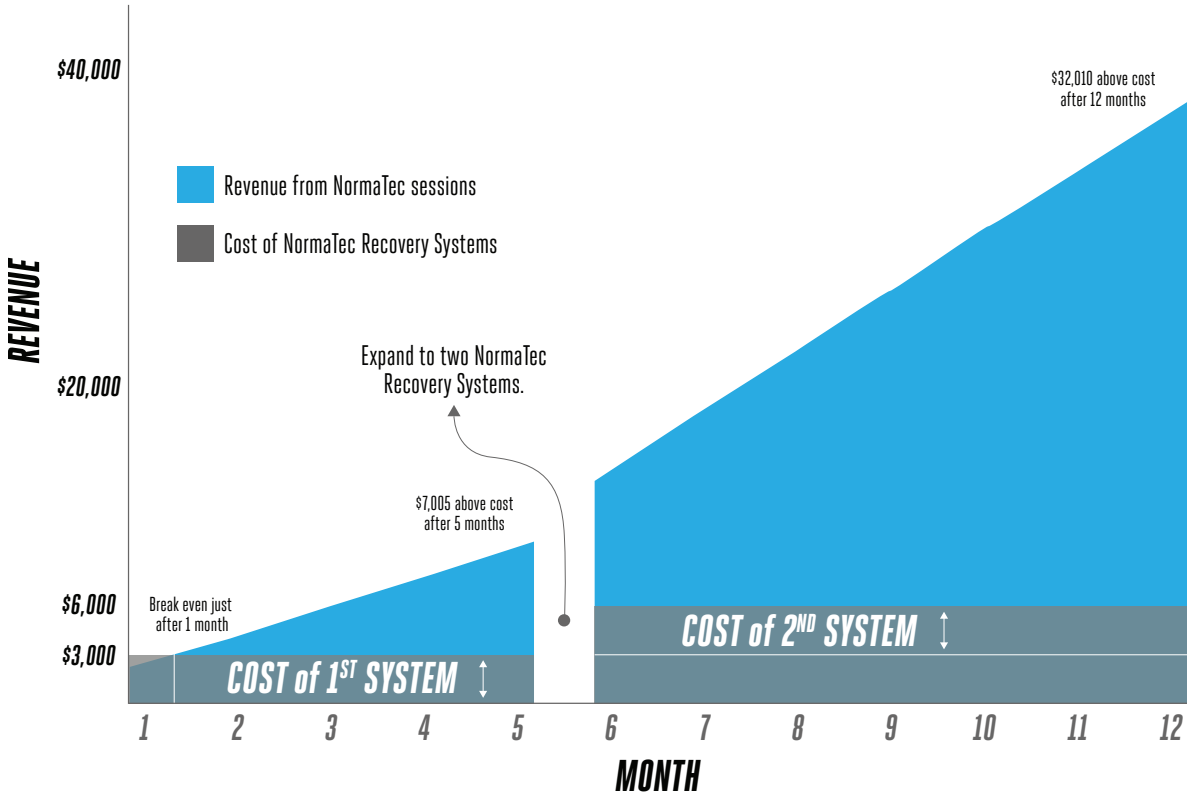
# BENEFITS TO YOUR FACILITY

## REVENUE GENERATOR

- Facility typically charge \$15-\$30 per 30-minute treatment  
*(and offer discounted 10-packs of treatments or unlimited premier monthly memberships)*
- Break even in just over one month at 5 sessions per day per unit
- Creates positive cash flow for 4+ years
- Helps with both member acquisition and retention

## EXAMPLE REVENUE

5 sessions/day, average revenue \$20/session, across one year



## GROW YOUR FACILITY

- Attract new clients by marketing NormaTec to local teams/clubs/athletes
- Great for use at events (races, games, open houses)
- Self-sufficient — acts as an extra set of hands while you work with other clients
- Make your business stand out, be the first to offer pro-level technology
- Keep clients coming back and feeling better after grueling workouts

# QUESTIONS? WE'RE HERE TO HELP.

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