



**Overview of Normatec<sup>®</sup>  
compression technology  
for recovery and health**

# Normatec<sup>®</sup> 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 is indicated to treat a number of conditions and an absolute favorite amongst your patients. Our systems incorporate 3 unique forms of biomimicry delivering a safe and effective treatment for acute injuries, vascular conditions, lymphedema, neuropathy, balance + vestibular, geriatric and pre-/post-op, just to name a few.

## 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

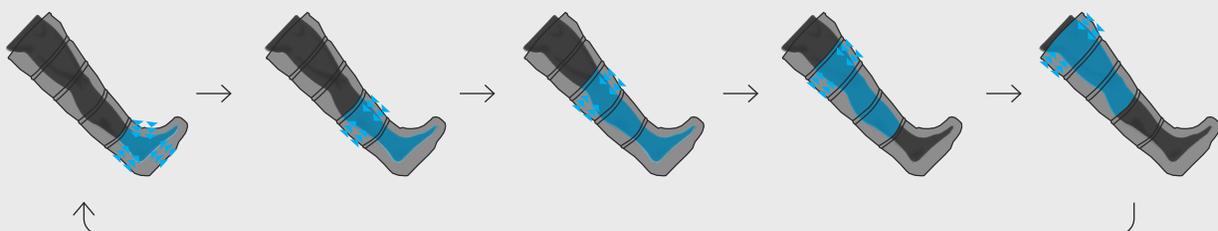
**Distal release:** allows normal circulation

## The Normatec massage pattern

The Normatec pulse massage is patented and proven technology that:

- Increases circulation
- Reduces pain and soreness
- Rejuvenates muscles
- Accelerates recovery

### Pulse & hold sequence



Pulse: Zone 1  
Hold: n/a

Pulse: Zone 2  
Hold: Zone 1

Pulse: Zone 3  
Hold: Zone 1 & 2

Pulse: Zone 4  
Hold: Zone 2 & 3

Pulse: Zone 5  
Hold: Zone 3 & 4

# The Normatec<sup>®</sup> recovery system



## Features

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

## Versatile

- Single control unit is compatible with legs, arms, and hip attachments
- Calibration phase ensures a personalized fit for all body types
- Option to deactivate proximal zones
- ZoneBoost™ 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)

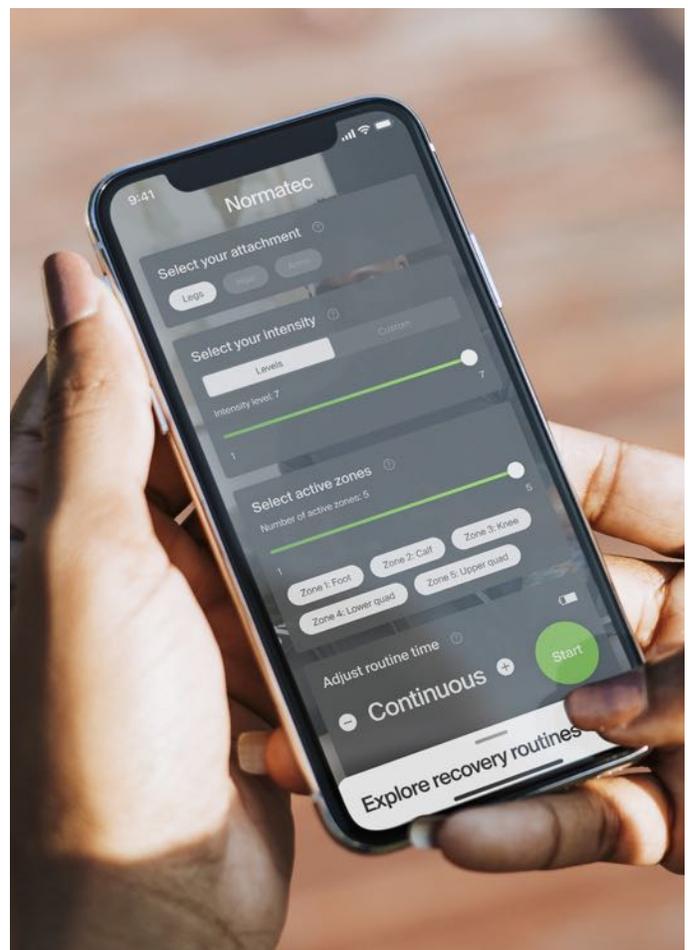
## Durable

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

## Hyperice App

Pair your Normatec device with your smartphone to unlock the ultimate athlete recovery experience

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

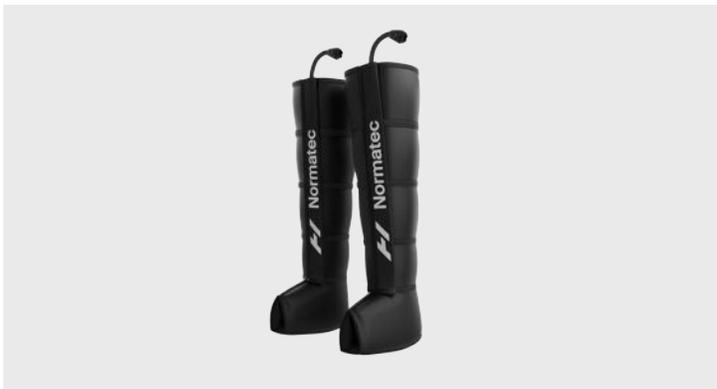


# Normatec® attachments



## All attachments feature

- Overlapping zones for gapless compression
- Industrail-grade zippers
- Integrated hosing
- Durable, lightweight, high-quality 200 denier nylon



## Leg attachments

Treats feet, ankles calves, knees, hamstrings, and quads



## Arm attachments

Treats hands/wrists, biceps, triceps, rotator cuffs, lats, and base of neck



## Hip attachment

Treats quads, hamstrings, IT bands, glutes, and lower back

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**

The effect of cryotherapy vs dynamic compression on pain and range of motion in acute low back pain patients following short-term Physical Therapy?

Journal of Physical Therapy and Sports Medicine 2022 July

### **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

# Strategic partnerships



We're proud to partner with some of the world's most recognizable leagues, team doctors/therapists and federations who are also committed to driving the performance and wellness space forward.



# Normatec<sup>®</sup> leg attachments sizing



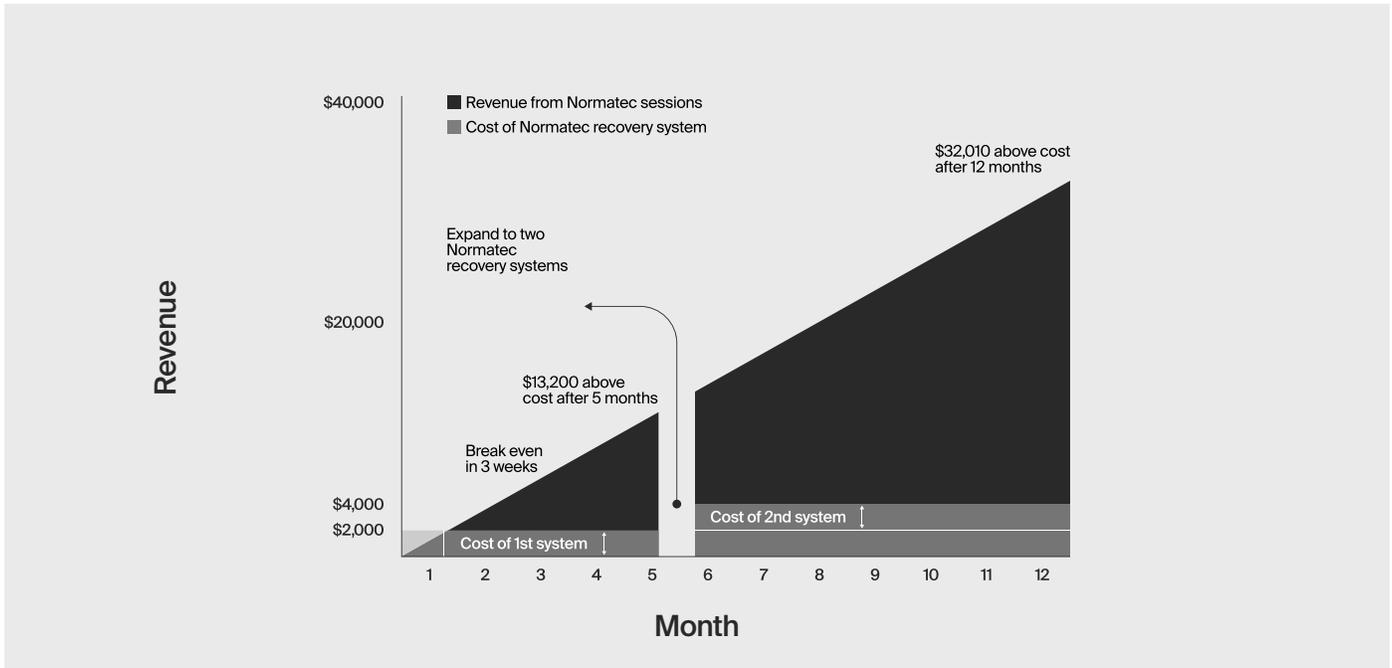
There are two widths of leg attachments, regular and power.

Power sizes are wider to provide a roomier fit for larger athletes. The regular width standard leg attachment is ideal for 85% of patients.



Item	Height / inseam	Thigh width (circumference)
<b>Regular width</b>		
Short leg attachments	Less than 5'3" / Less than 28" inseam	Less than 26" thigh
Standard leg attachments	5'3" to 6'3" / 28-34" inseam	Less than 29" thigh
Tall leg attachments	Greater than 6'3" / Greater than 34" inseam	Less than 30" thigh
<b>Power width</b>		
Short leg attachments	Less than 5'6" / Less than 30" inseam	Greater than 26" thigh
Standard leg attachments	5'3" to 6'3" / 28-34" inseam	Greater than 29" thigh
Tall leg attachments	Greater than 6'3" / Greater than 34" inseam	Greater than 30" 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

Insurance Billable 97016 - untimed & unattended code

Helps with new patient 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 visits

Questions?  
We're here to help.



## Contact

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