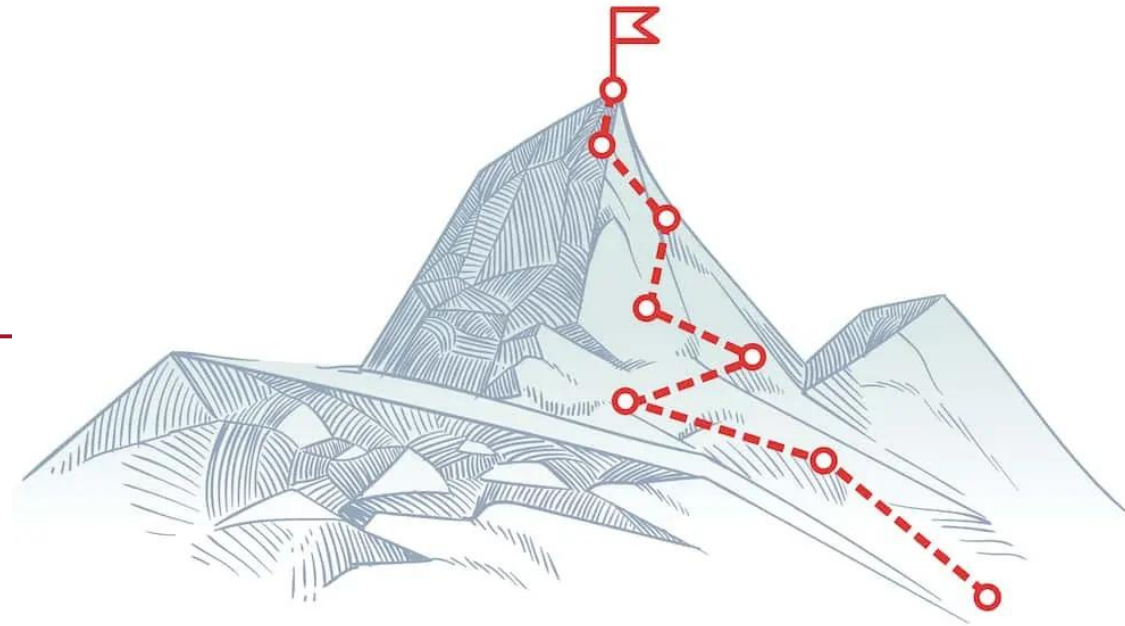


# Why Weight?

---

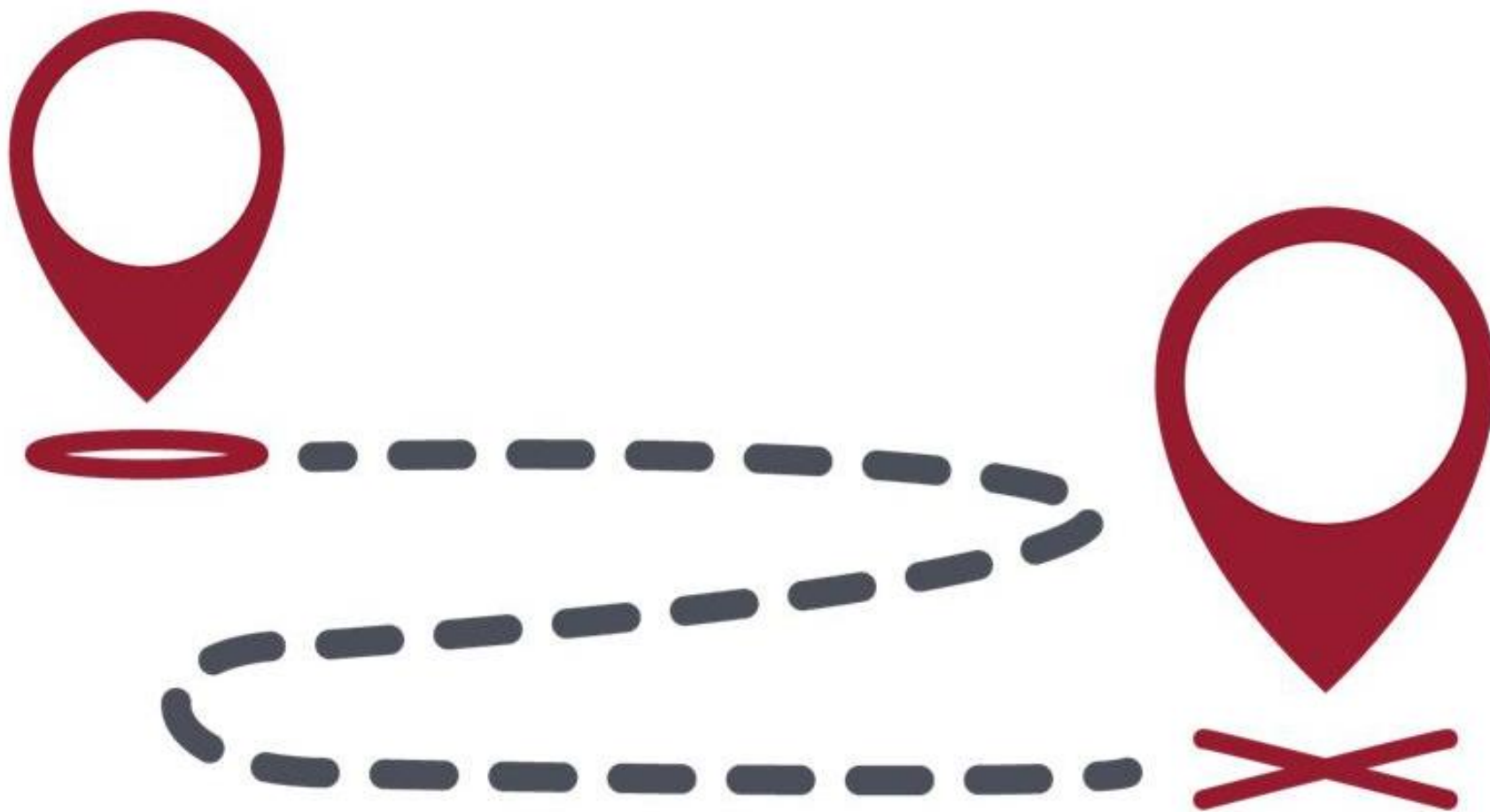
Understanding Obesity with Body Composition & Grip Strength



- Objective 1: Learn how to **enhance precision in obesity evaluation and treatment beyond traditional BMI measurements** by assessing fat mass, muscle mass, water balance, and other key metrics like grip strength.
- Objective 2: Learn how to **monitor patient progress pre- and post-intervention** to track progress, optimize provider plans, and detect early signs of other health risks such as sarcopenia.
- Objective 3: Learn how to **improve patient engagement and compliance** with visual and numerical feedback to educate and motivate patients.

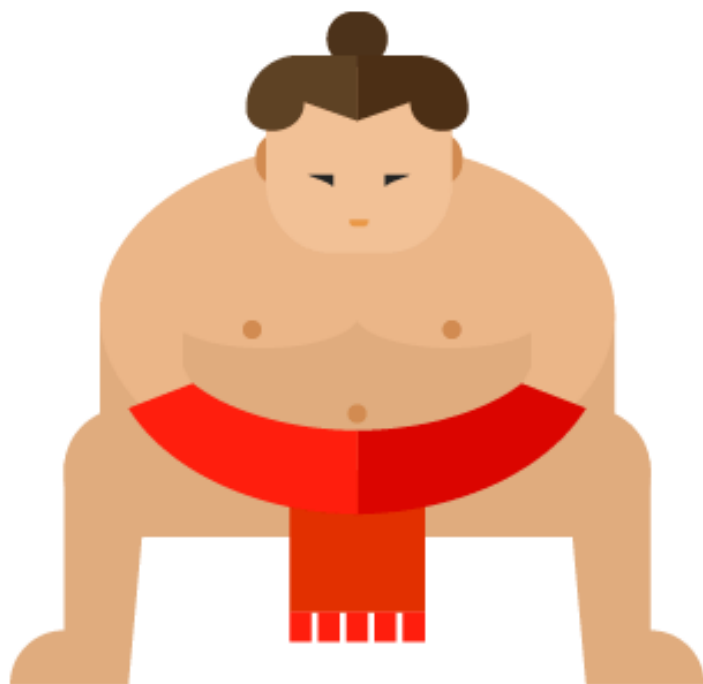


Taylor Florentino, MS  
Product Training Assist. Manager





$$BMI = \frac{weight (kg)}{height^2 (m^2)}$$



*Designed by Katemangostar / Freepik*

**HEIGHT**

0	6	0	0
---	---	---	---

FEET INCHES

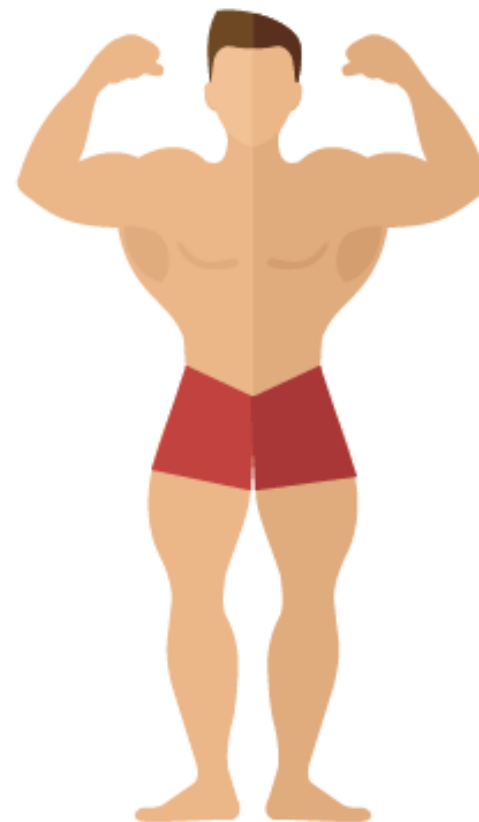
**WEIGHT**

2	5	0	.	0
---	---	---	---	---

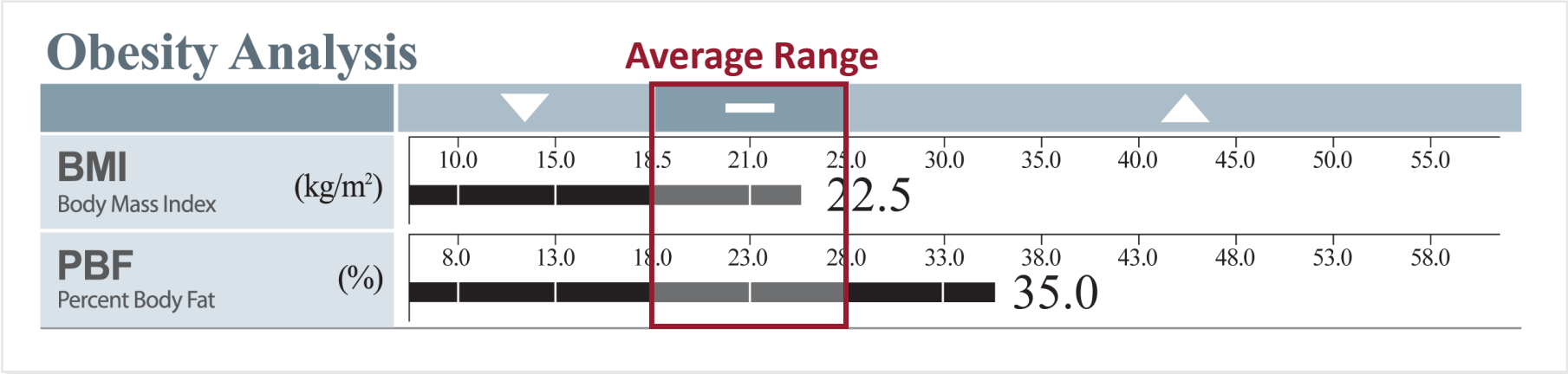
POUNDS

**BMI**

3	3	.	9
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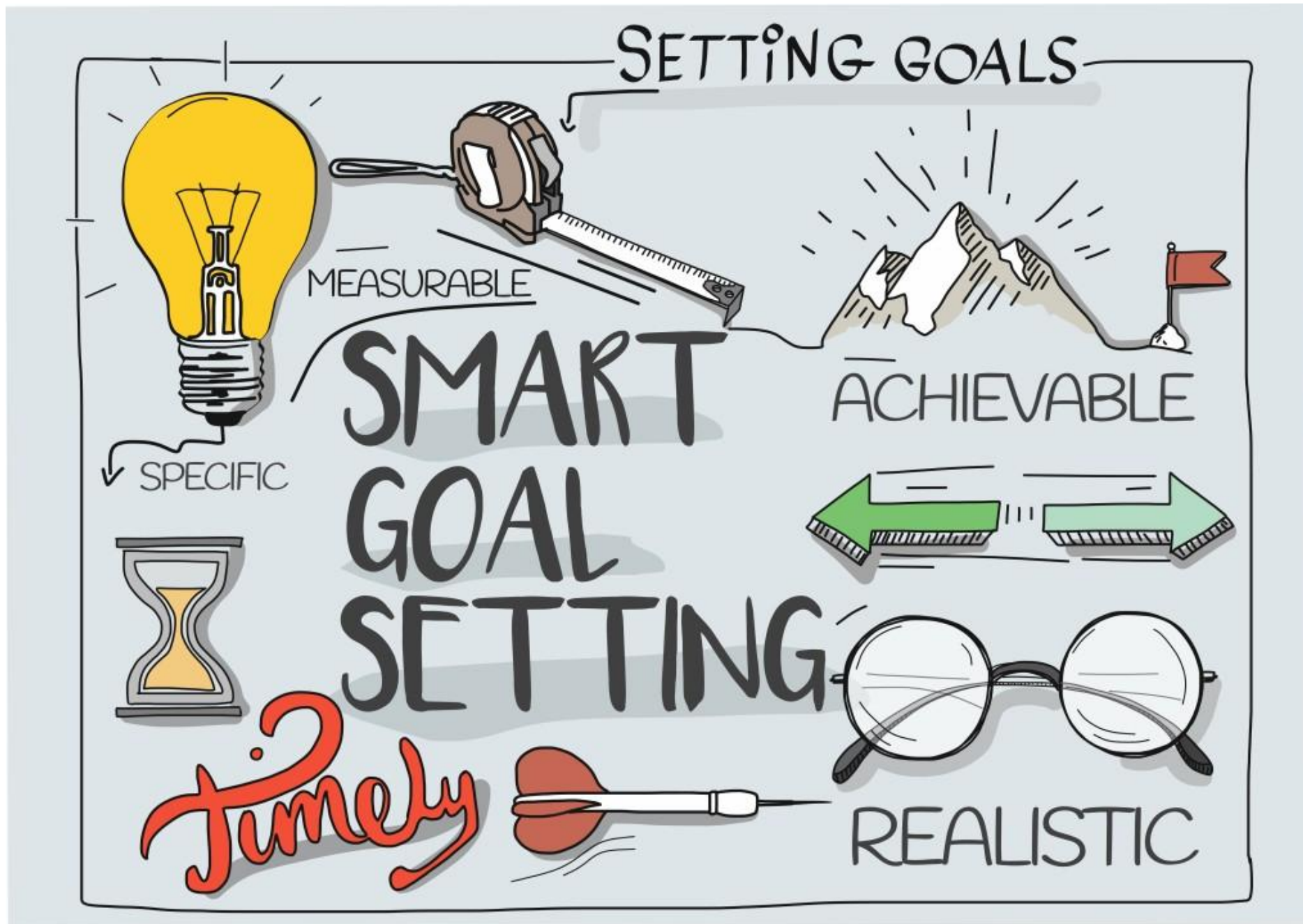


*Designed by macrovector / Freepik*



More accurate than BMI, the PBF output **helps identify a high body fat percentage** (for females, over 28%; for males, over 20%).

*\*Result Sheet may vary depending on the unit.*



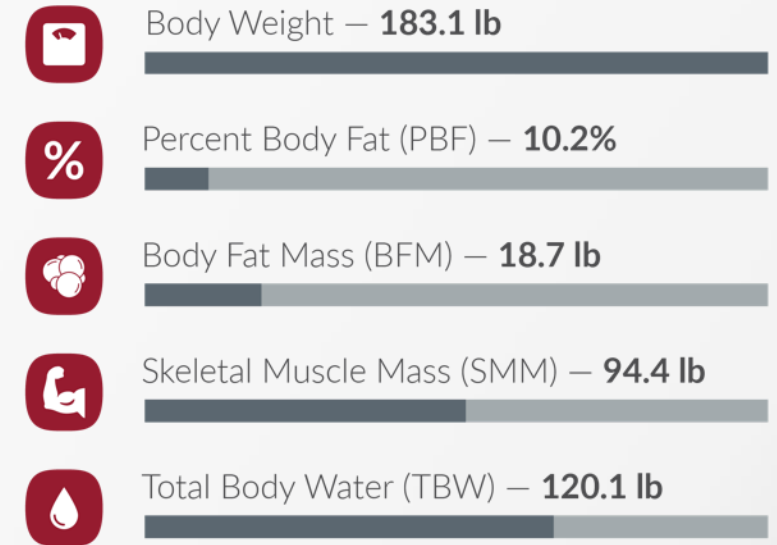


## What is Body Composition Analysis?

Body composition analysis is a breakdown of your weight by its core components: fat, protein, minerals, and body water.

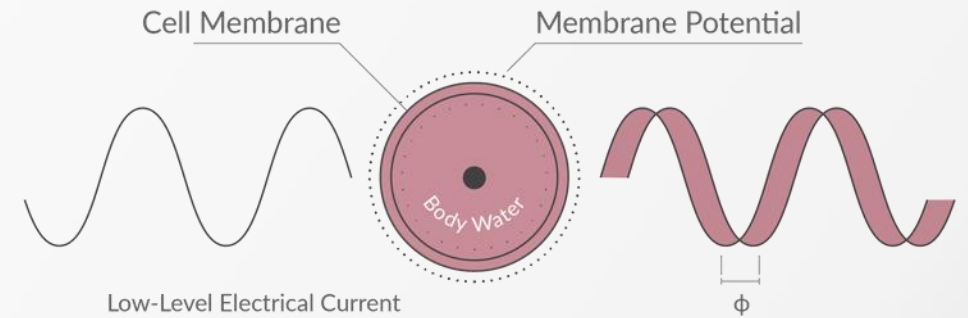
It describes your weight more precisely and provides a better glimpse into your overall health than traditional methods, such as BMI and body weight scales.

With regular testing, body composition analysis can accurately show changes in fat mass, muscle mass, and body fat percentage.



## What is Bioelectrical Impedance Analysis?

Bioelectrical Impedance Analysis (BIA) is an easy-to-use, noninvasive method of measuring body composition using low-level electrical currents.

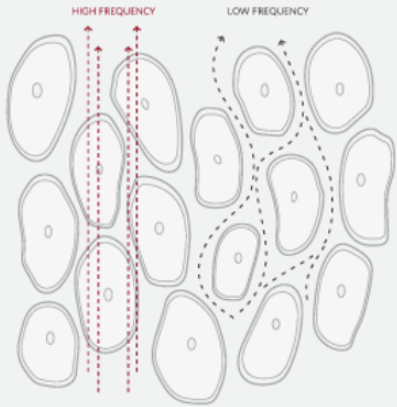


# InBody

See what you're made of

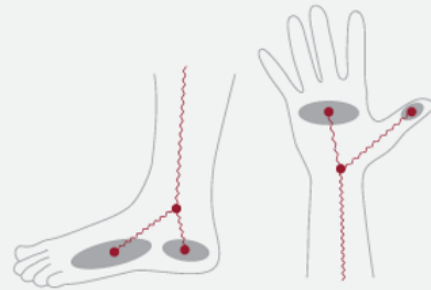


InBody's professional body composition analyzers have 4 key technologies that make them stand out:



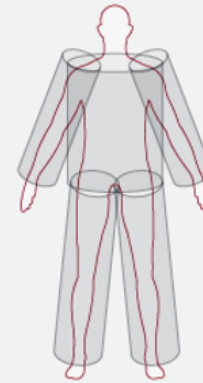
**Multiple Frequencies**

Accurate Results



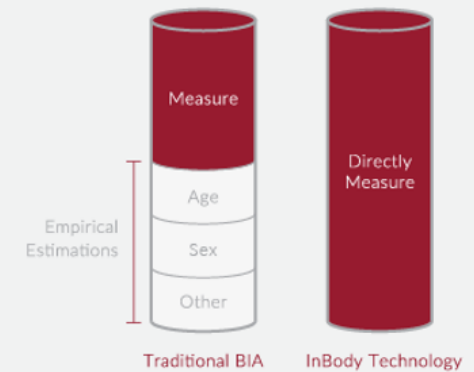
**8-Point Tactile Electrodes**

99% Reproducibility



**Direct Segmental Measurement**

Accurate Results



**No Empirical Estimations**

True Representation

\*InBody does not utilize empirical estimations in its measured values. For more information, please refer to this link: <https://inbodyusa.com/general/technology/>



*\*Result Sheet may vary depending on the unit.*

## Body Composition Analysis

	Values	Total Body Water	Lean Body Mass	Weight
Intracellular Water (lbs)	39.9	64.2	88.0	135.4
Extracellular Water (lbs)	24.3			
Dry Lean Mass (lbs)	23.8			
Body Fat Mass (lbs)	47.4			

Overall **body weight can be broken down** into different compartments.

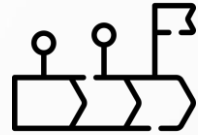
*\*Result Sheet may vary depending on the unit.*



## Expert Consultation

### Establish goals.

- Streamline intake and consultations with personalized data.



## Precise Programming

### Monitor adherence.

- Measurable improvements to health and specialized approach.



## Growth & Development

### Develop opportunities.

- Continued optimization of clinic services, programs, and operations.



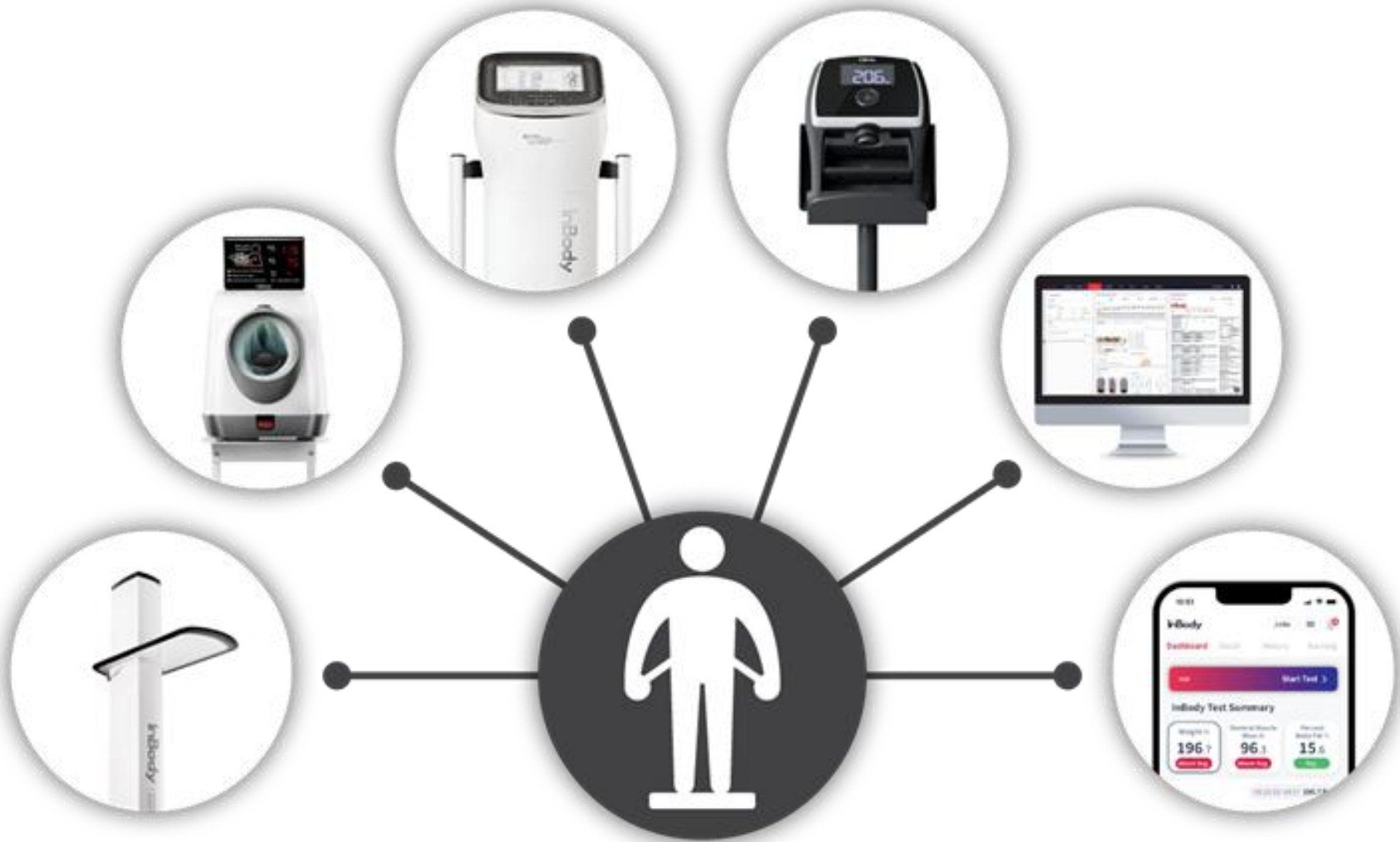
## Body Composition History

<b>Weight</b> (lbs)	135.5	134.9	135.4	136.1	137.6	135.2	134.6	135.3
<b>SMM</b> Skeletal Muscle Mass (lbs)	42.8	43.2	44.0	44.7	45.6	45.3	45.7	47.6
<b>PBF</b> Percent Body Fat (%)	40.3	39.5	38.6	37.9	37.4	36.7	35.9	35.0
<b>ECW/TBW</b>	0.376	0.378	0.376	0.374	0.376	0.376	0.378	0.376
<input checked="" type="checkbox"/> Recent <input type="checkbox"/> Total	11.12.17 07:13	11.25.17 07:15	12.02.17 07:05	12.16.17 07:01	12.25.17 06:58	01.02.18 06:45	01.15.18 07:11	01.28.18 07:13

\*Result Sheet may vary depending on the unit.

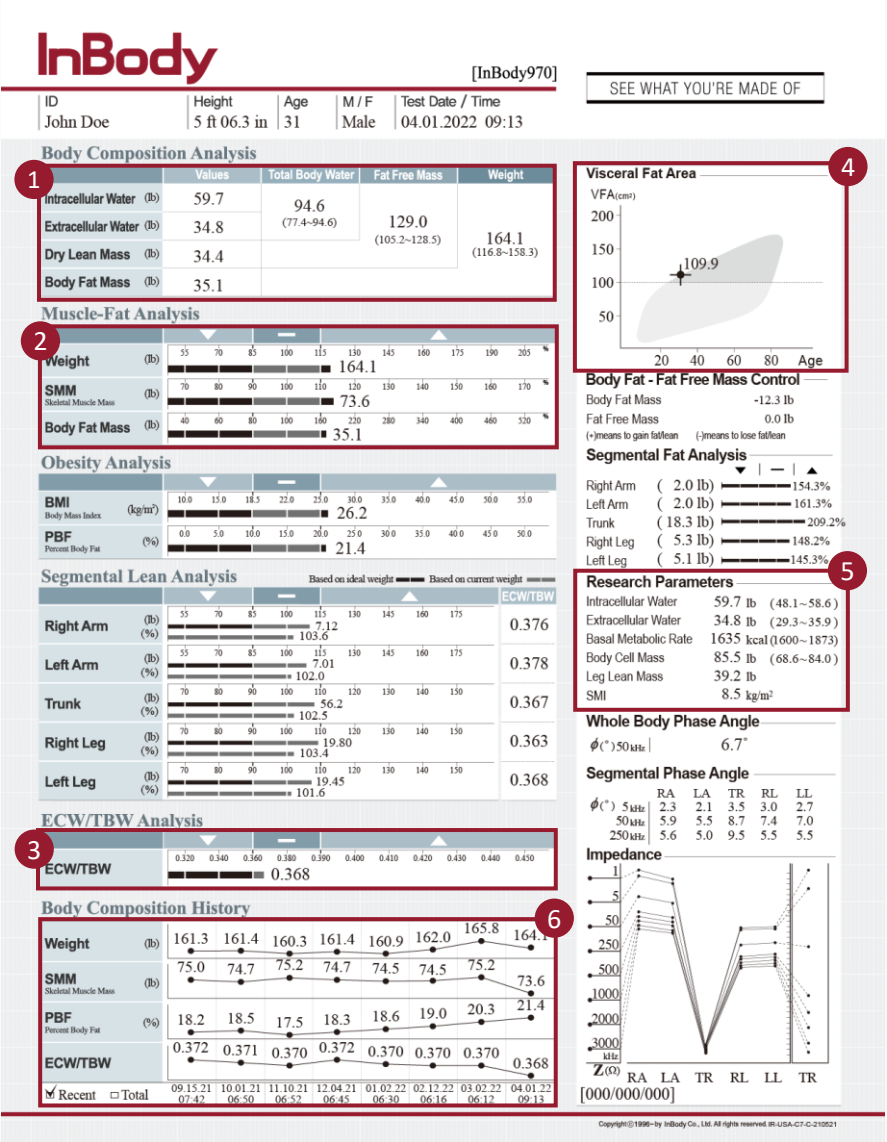






Result Sheet Key Elements

- 1. Educate patients on aspects that make up their weight.
- 2. Easily identify health risk comparing muscle and fat.
- 3. As your body adapts, you will see hydration changes.



- 4. As you progress, you will see improvements to health risk and visceral fat.
- 5. You will see motivational changes to research parameters.
- 6. Monitor and track your personalized program.

\*Result Sheet may vary depending on the unit.

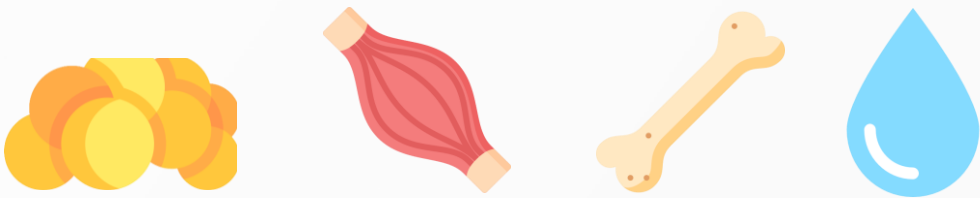
# Personalized Consultation

---

For precise programming with InBody.

# 1. Effects to Lean Body Mass

Overall **body weight can be broken down** into different compartments:



## Body Composition Analysis

	Values	Total Body Water	Lean Body Mass	Weight
Intracellular Water (lbs)	39.9	64.2	88.0	135.4
Extracellular Water (lbs)	24.3			
Dry Lean Mass (lbs)	23.8			
Body Fat Mass (lbs)	47.4			

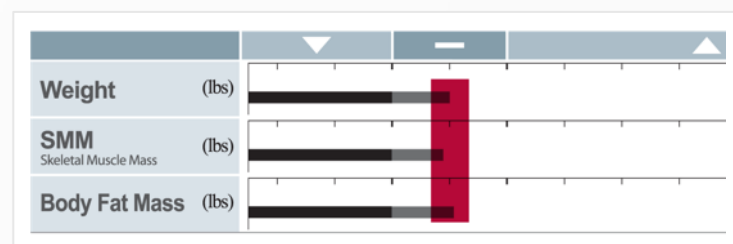
*\*Result Sheet may vary depending on the unit.*

## Body Composition Types



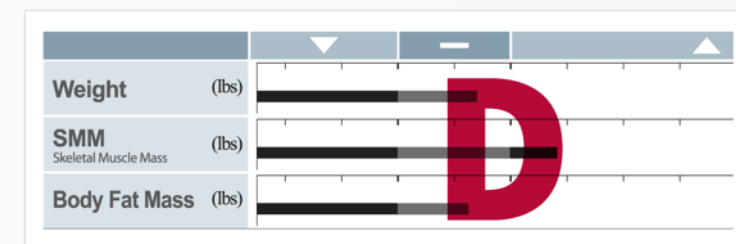
### C-Shape

Indicates a Weak Body Type because the Skeletal Muscle Mass is lower than Body Fat Mass.



### I-Shape

Indicates a Balanced Body Type as Weight, Skeletal Muscle Mass, and Body Fat Mass are proportionally even.

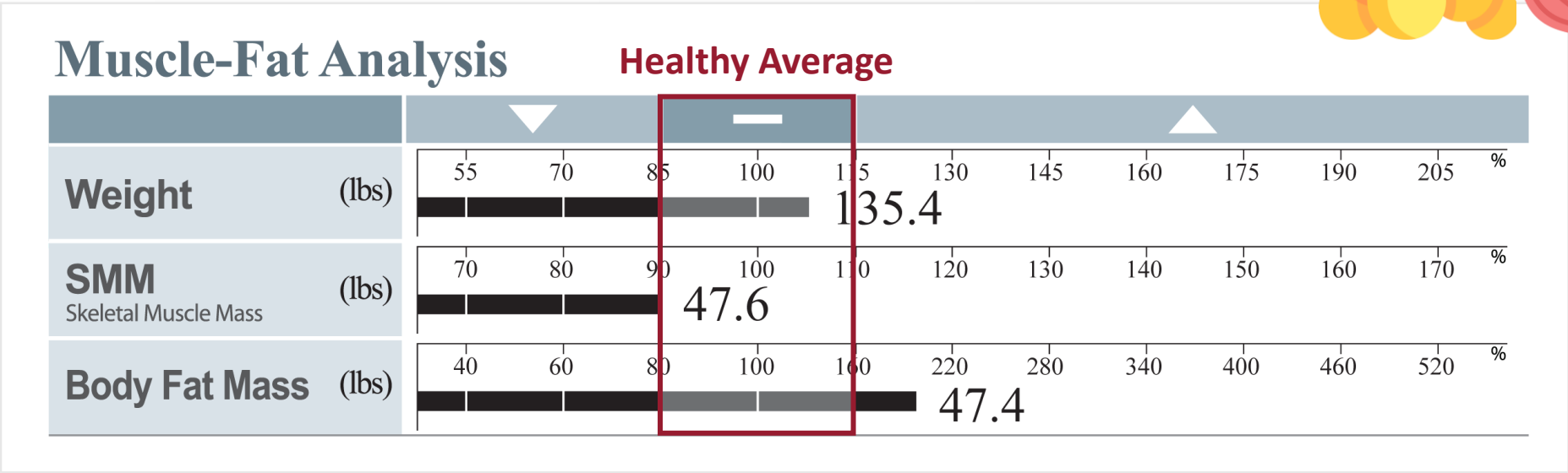
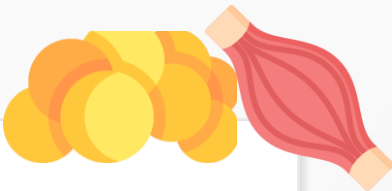


### D-Shape

Indicates a Strong Body Type as Skeletal Muscle Mass is high compared to Weight and Body Fat Mass.

## 2. Proper Programming

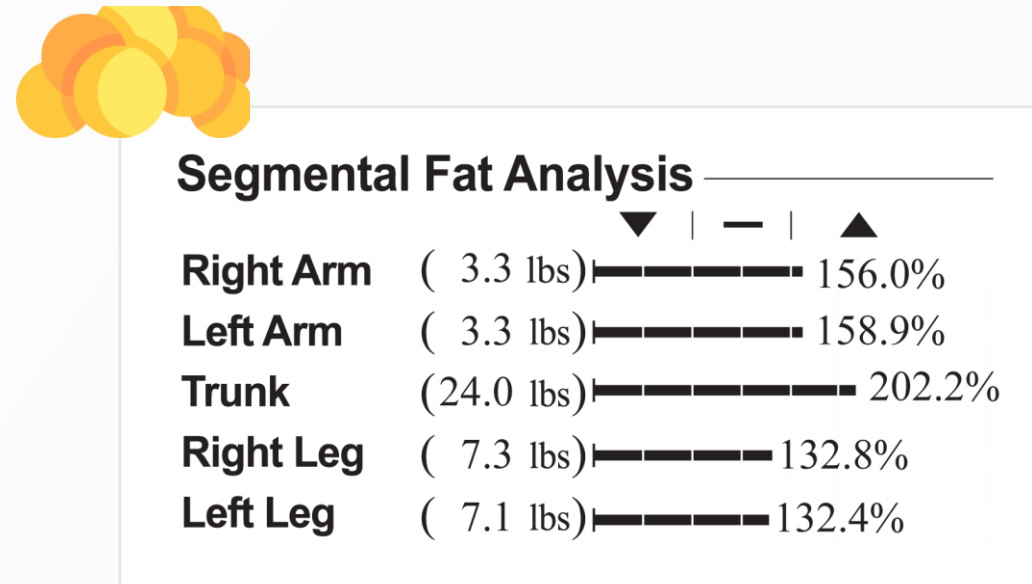
Assess the **balance of muscle and fat** stores to help identify and predict certain disease risks, such as sarcopenia, metabolic syndrome, and diabetes.



*\*Result Sheet may vary depending on the unit.*

## 2. Proper Programming

Segmental Fat Analysis shows **how fat is distributed** throughout the body.

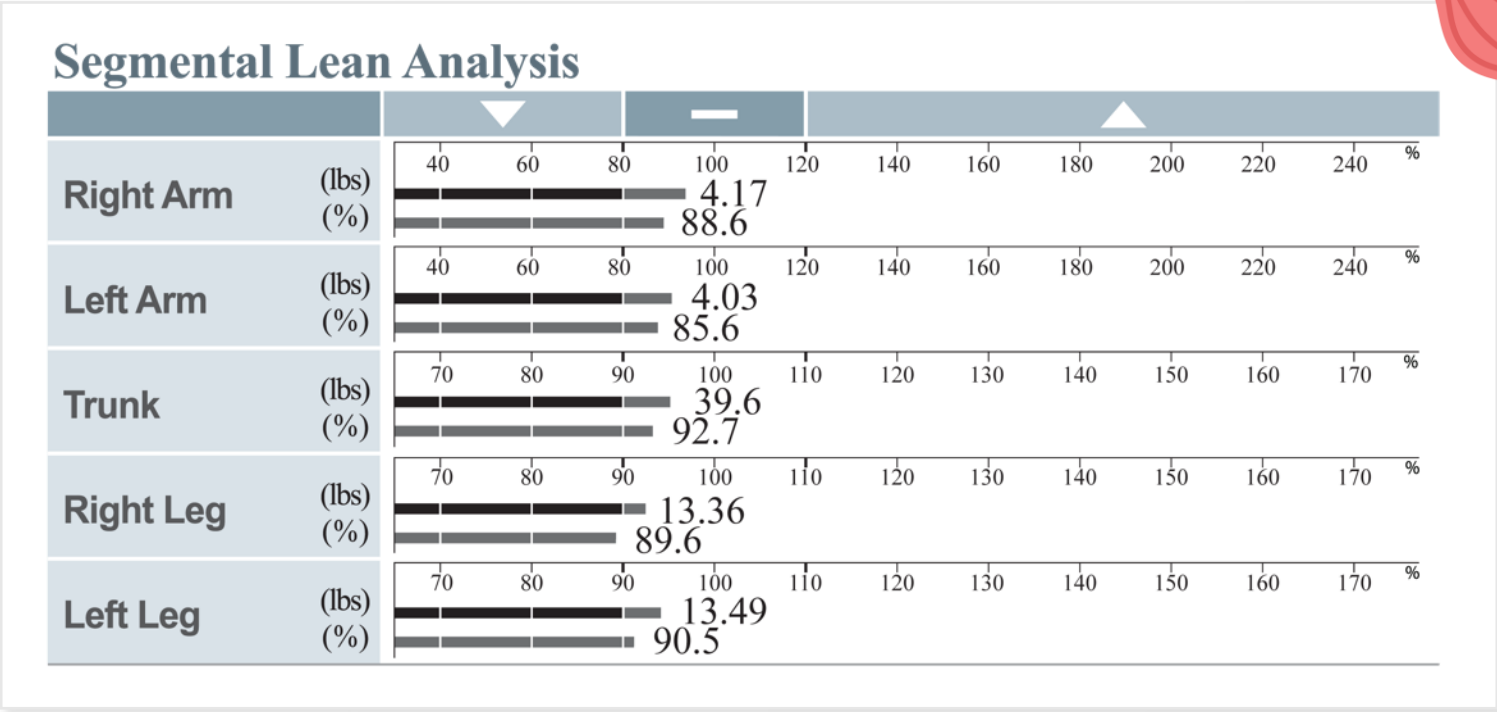


*\*Result Sheet may vary depending on the unit.*



## 2. Proper Programming

Segmental Lean Analysis is an effective and informative assessment of Fat-Free Mass distribution within the five segments of a user's body. **Use this graph to closely monitor changes and make adjustments as necessary.**



*\*Result Sheet may vary depending on the unit.*

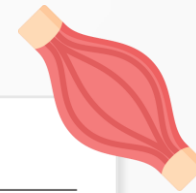
## 2. Proper Programming

Basal Metabolic Rate

Basal Metabolic Rate represents the minimum amount of energy needed to keep your body functioning used for the **basis of a diet plan**.

**Basal Metabolic Rate** \_\_\_\_\_

1231 kcal



*\*Result Sheet may vary depending on the unit.*

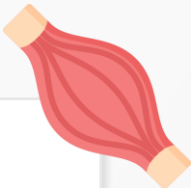
# Advanced Monitoring

---

For preserving protein during program adaptations.

### 3. Hydration Adaptions

The Body Composition History **shows changes in the user’s body composition and suggests the most optimal dietary-exercise modifications.**



Body Composition History

<b>Weight</b> (lbs)	135.5	134.9	135.4	136.1	137.6	135.2	134.6	135.3
<b>SMM</b> Skeletal Muscle Mass (lbs)	42.8	43.2	44.0	44.7	45.6	45.3	45.7	47.6
<b>PBF</b> Percent Body Fat (%)	40.3	39.5	38.6	37.9	37.4	36.7	35.9	35.0
<b>ECW/TBW</b>	0.376	0.378	0.376	0.374	0.376	0.376	0.378	0.376
<input checked="" type="checkbox"/> Recent <input type="checkbox"/> Total	11.12.17 07:13	11.25.17 07:15	12.02.17 07:05	12.16.17 07:01	12.25.17 06:58	01.02.18 06:45	01.15.18 07:11	01.28.18 07:13

\*Result Sheet may vary depending on the unit.

### 3. Hydration Adaptions

The Body Water Composition History output can be used to see if **body water levels have** returned to their typical range.



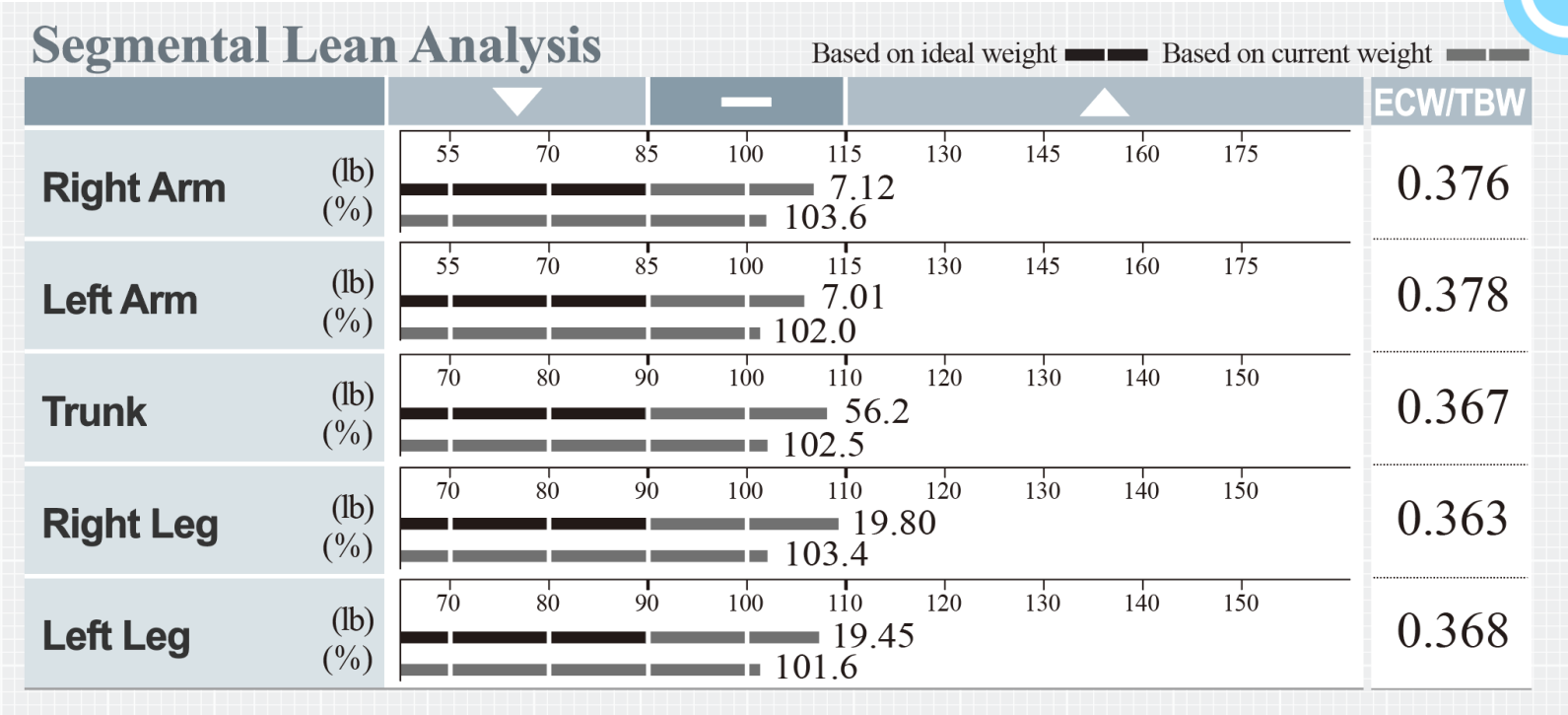
Body Water Composition History

Weight (lbs)	110.0	104.4						
Total Body Water (lbs)	55.3	50.2						
Intracellular Water (lbs)	33.0	30.8						
Extracellular Water (lbs)	22.2	19.4						
ECW/TBW	0.402	0.386						
<input checked="" type="checkbox"/> Recent <input type="checkbox"/> Total	10.10.18 09:15	10.10.18 13:45						

\*Result Sheet may vary depending on the unit.

## 2. Proper Programming

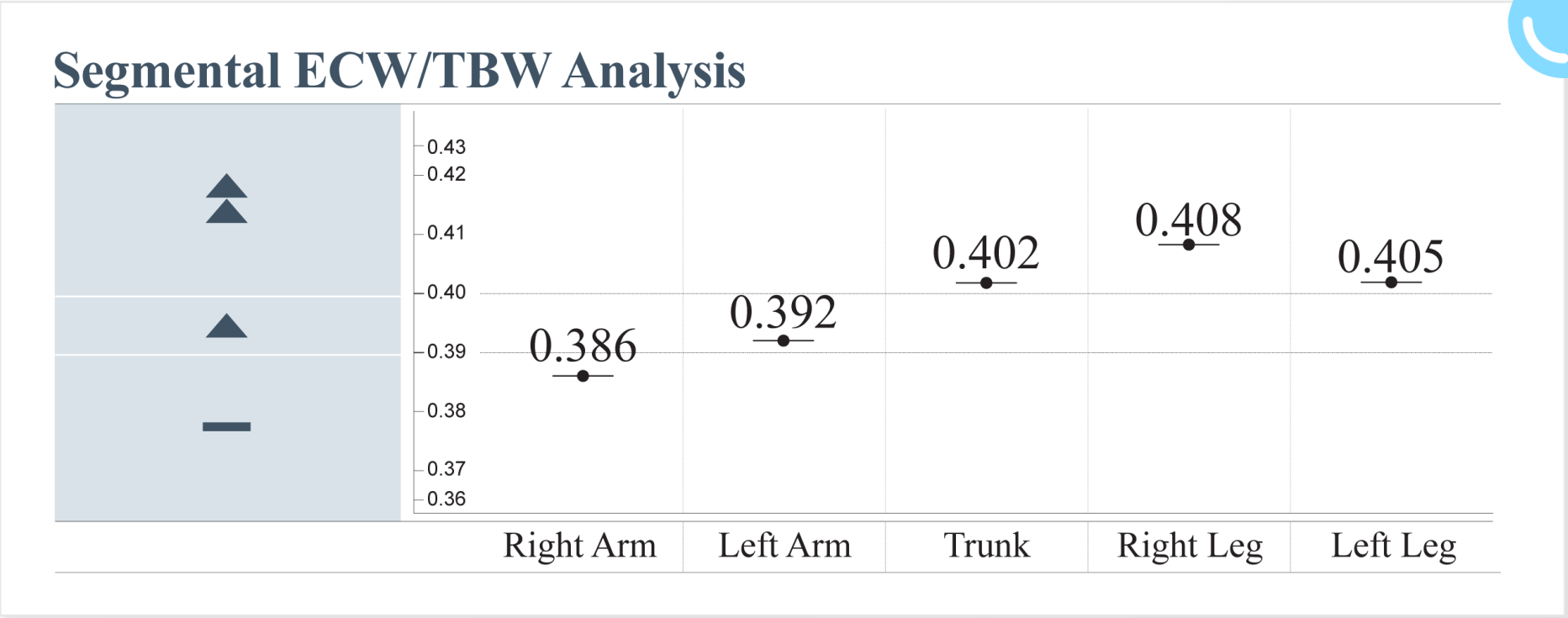
Segmental Lean Analysis is helpful to identify Fat-Free Mass distribution in relation to inflammation or water retention. **Use this to closely monitor localized changes and make adjustments as necessary.**



\*Result Sheet may vary depending on the unit.

### 3. Hydration Adaptions

This output provides **a clearer indication of fluid overload per segment**, which a professional may identify as related to injury or disease.



*\*Result Sheet may vary depending on the unit.*

# 3. Hydration Adaptions

Segmental ICW and Segmental ECW Analysis allow you to monitor **fluid water weight** for **improved assessment** of patient status and **treatment outcomes**.

## Segmental ICW Analysis

Right Arm	4.43 lbs
Left Arm	4.37 lbs
Trunk	33.5 lbs
Right Leg	11.24 lbs
Left Leg	11.24 lbs

## Segmental ECW Analysis

Right Arm	2.58 lbs
Left Arm	2.54 lbs
Trunk	18.5 lbs
Right Leg	6.11 lbs
Left Leg	6.20 lbs



*\*Result Sheet may vary depending on the unit.*



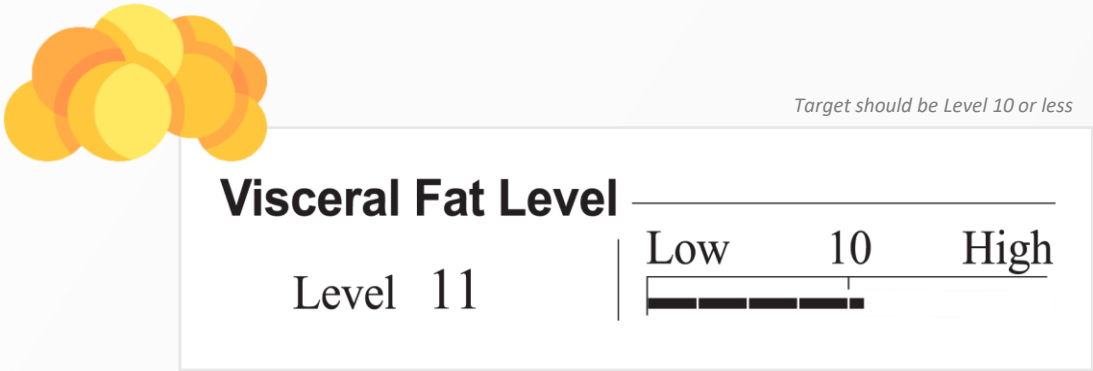
# Motivating Measurements

---

For instilling longevity and creating new goals.

# 4. Improvements to Health Risk

Clinical research has shown high levels of visceral fat as a precursor to **cardiovascular disease, diabetes, and cancer**. The goal should be a Visceral Fat Level of **10 or lower**.



*\*Result Sheet may vary depending on the unit.*


# 4. Improvements to Health Risk

Phase angle represents the integrity, or **strength, of cell membranes**. Ideal values fall between 4 and 6 degrees for women and 5 and 7 degrees for men, with a higher phase angle indicating higher cellular integrity.

Whole Body Phase Angle

$\phi (^{\circ})$  50 kHz| 4.0°


4.3	4.4	4.2	4.1	4.0
01.04.24 15:23	01.11.24 15:00	01.18.24 14:52	01.25.24 15:12	02.01.24 14:51



*\*Result Sheet may vary depending on the unit.*

# 5. Improvements to Research Parameters

General understanding about the mineral amount of bones, composed of calcium, sodium, and potassium.

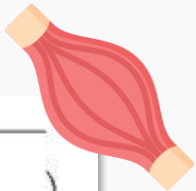


Protein	28.4 lb	( 20.7 ~ 25.1 )
Minerals	9.88 lb	( 7.17 ~ 8.75 )
Bone Mineral Content	8.18 lb	( 5.89 ~ 7.21 )

*\*Result Sheet may vary depending on the unit.*

# 5. Improvements to Research Parameters

Skeletal Muscle Index (SMI) shows how much **muscle an individual has for functional movement** according to their size. Hand Grip Strength (HGS) shows the amount of force your hand and arm muscles can exert to quantify your strength.



Sarcopenia Parameters			
SMI	7.6 kg/m <sup>2</sup>	( < 7.0 )	
HGS	116.6 lb	( < 59.5 )	

*\*Result Sheet may vary depending on the unit.*

## 6. Precision in Program Parameters

InBody Ecosystem



**BODY  
COMPOSITION  
ANALYZER**



**BLOOD  
PRESSURE  
MONITOR**



**HEIGHT  
STADIOMETER**



**HANDHELD  
DYNAMOMETER**



**MOBILE  
APPLICATION**



**DATA  
MANAGEMENT**

 LookinBody Web



Products



System





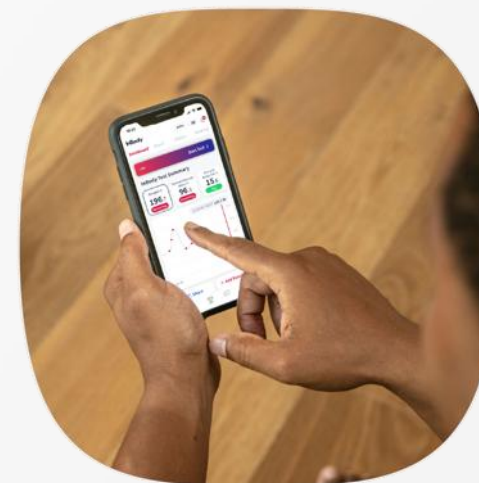
## InBody Test

Test your users. Find their starting point, set goals, and track their progress over time as they go through your program.



## LookinBody Web

Manage and analyze test data with our cloud-based data management platform.



## InBody App

Stay connected to your users by sharing test results and advice over our mobile app.

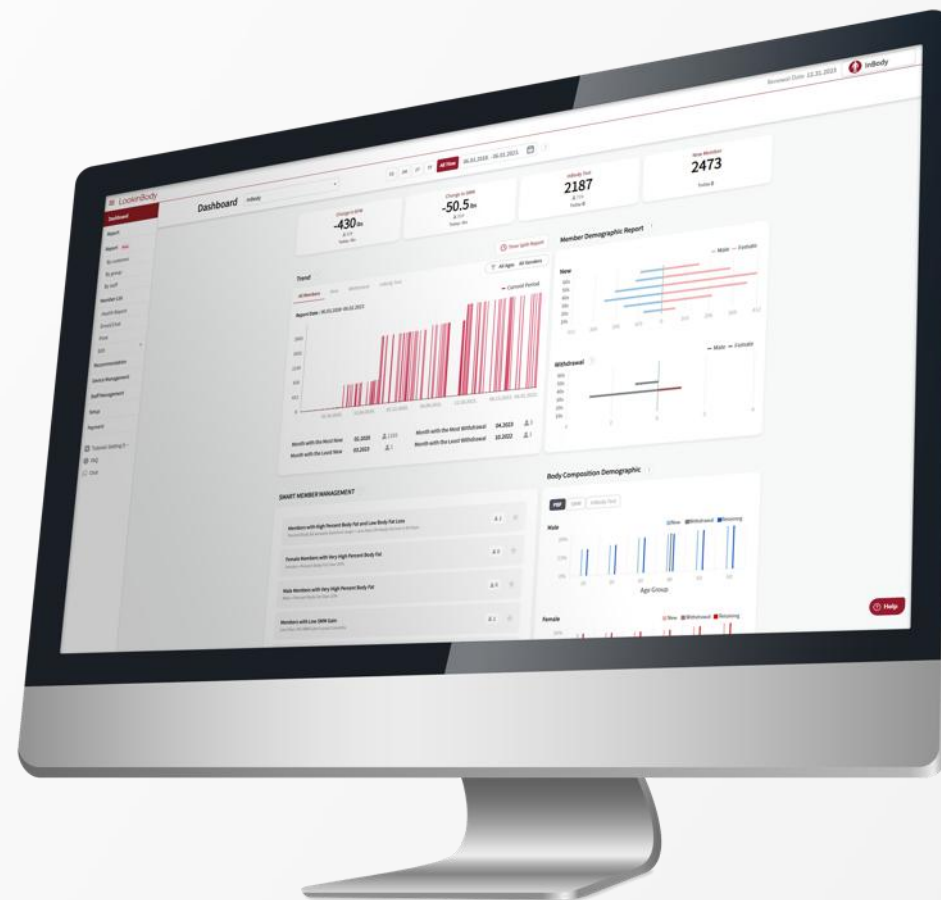




Powered by Microsoft Azure, LookinBody Web integrates with medical records software and other types of platforms.

**Use LookinBody Web to:**

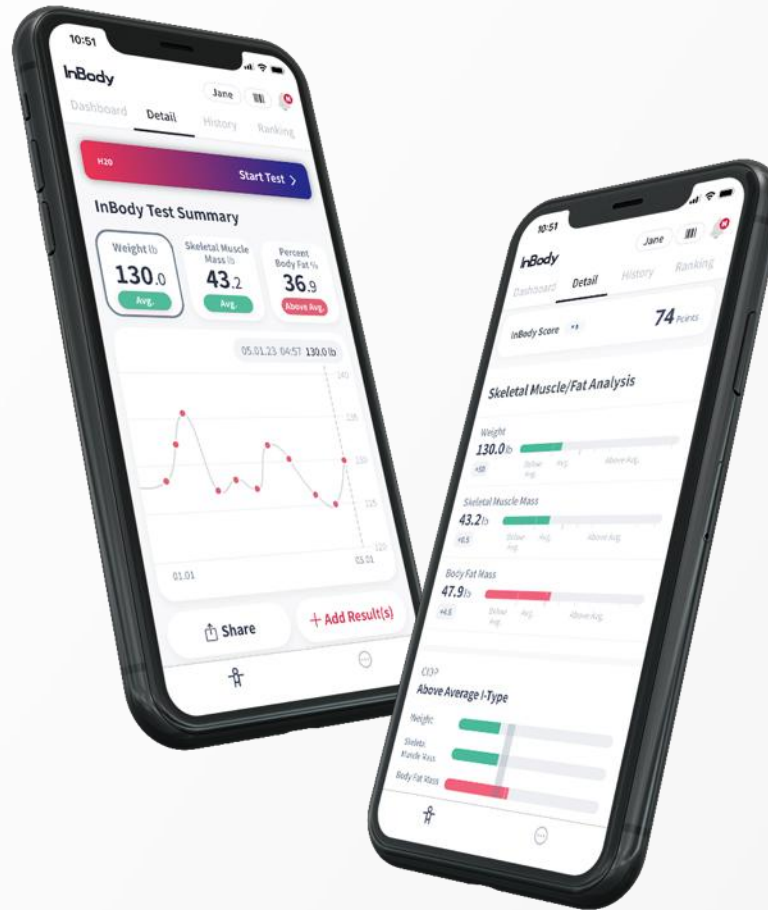
- Expand your programs and services
- Increase memberships and retention
- Manage multiple locations, staff, and user records
- Remotely connect with users
- Track your users' InBody Tests, including those taken on consumer devices
- Consolidate health data from other services



# InBody App

InBody's professional body composition analyzers, blood pressure monitors, stadiometer, and consumer products are integrated with the powerful InBody App, so users can effortlessly track their health data on their phones and share that information with their doctors and trainers.

The best part — the app is free!



A full-service app, the InBody App connects to Apple Health, Samsung Health, and Google Health so users can see the true impact of their daily habits on their bodies.

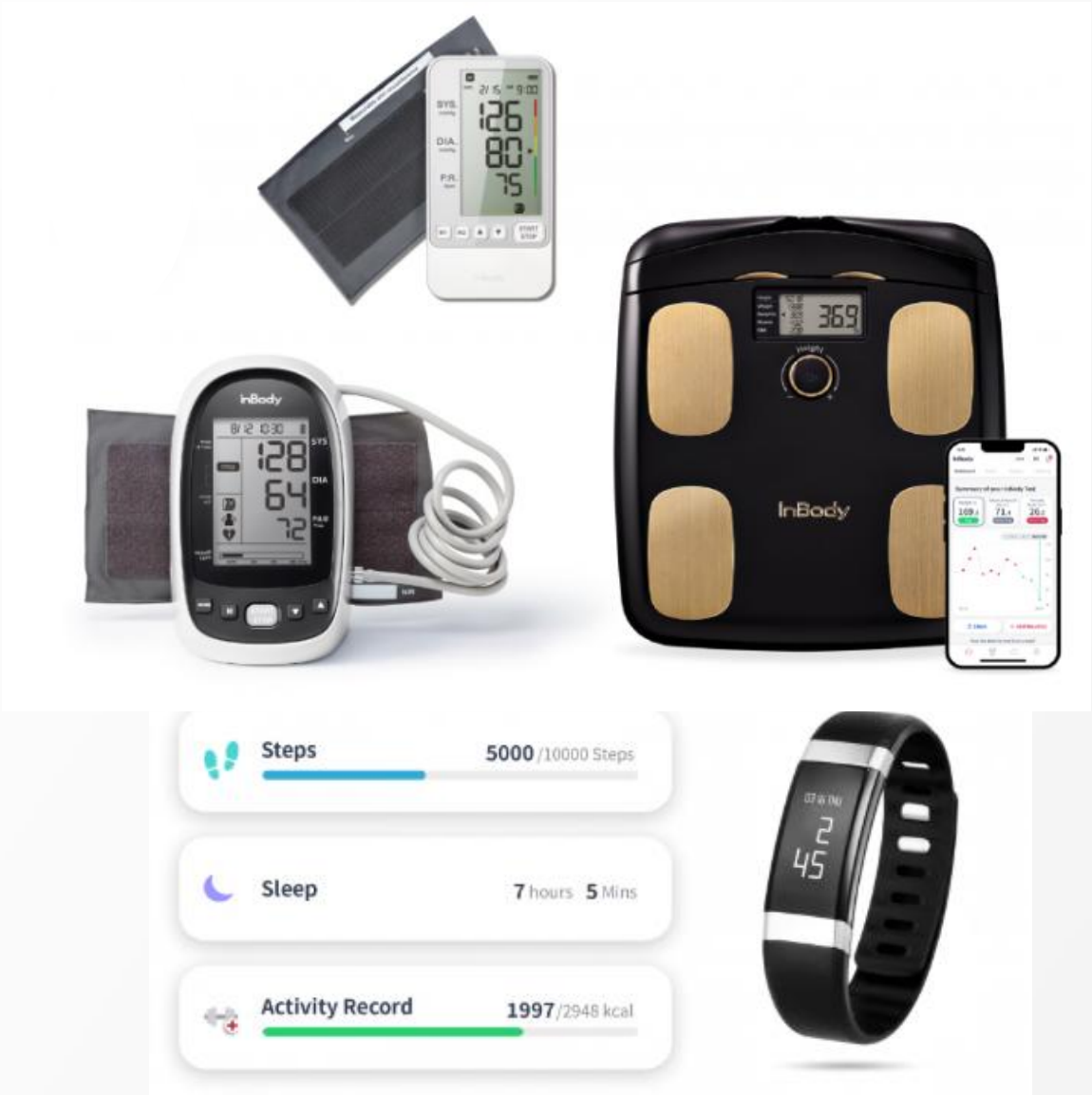
With the help of this data, users can set more realistic goals, speed up their progress, and feel a greater sense of achievement.



# InBody App



# InBody At-Home



## Our Mission

To provide biomedical technology that simplifies your understanding of your health and wellness.



By making body composition data more accessible, we believe we can inspire positive change. Through providing tools that empower people to make educated decisions about their well-being, we can promote better health in all communities.

Trusted by the top medical, fitness, and nutrition professionals worldwide and used in over 5,500 studies, InBody provides reliable body composition data that helps people set, track, and achieve health and fitness goals.

**We are InBody, proud partner in successful health journeys across the world.**



Over 5,500 Research Studies Utilizing the InBody Globally

InBody is a global enterprise with subsidiaries and distributors in over **100 countries**.

Headquartered in South Korea, InBody has subsidiaries and sister companies in the United States, China, Japan, Mexico, India, the European Union, and Malaysia. Through our global network, we help millions around the world better understand their health and wellness.





## Industry Applications

- Anesthesiology
- Anti-Aging and Geriatrics/Gerontology
- Bariatrics/Medical Weight Loss
- Cardiology
- Chiropractic
- Corporate Wellness
- Critical Care
- Endocrinology
- Fitness
- Gastroenterology/Hepatology
- General Practice Care
- Government
- Hospitality
- Lymphology
- Maternity
- Military Training
- Nephrology
- Nutrition/Clinical Nutrition
- Occupational Therapy
- Oncology
- Pediatrics
- Pharmacy
- Podiatry
- Professional Sports
- Sleep Medicine
- Sports Medicine
- Sports Performance Research
- Pulmonology
- Rheumatology
- Rehab/Physical Therapy
- University Research



InBody owners say their devices have helped them improve their business processes, increase revenue, and design new programming.



### **Attract New Members**

Encourage clients to share their Result Sheet on social media, providing proof that your program works.



### **Improve Conversion**

Offer new leads a free InBody Test and then use their results as a segue to your services.



### **Increase Retention**

Validate your services to build trust and loyalty with your clients.



### **Charge Per Test**

Add an additional stream of revenue for your business by charging per test.



### **Offer Bundles**

Package multiple tests or offer a monthly test subscription to maximize revenue per client.



### **Add Value**

Increase the value of your membership or program by incorporating the InBody Test.



### **Wellness Challenges**

Engage new and existing clients by creating a challenge based on muscle mass gain and fat loss instead of just weight loss.



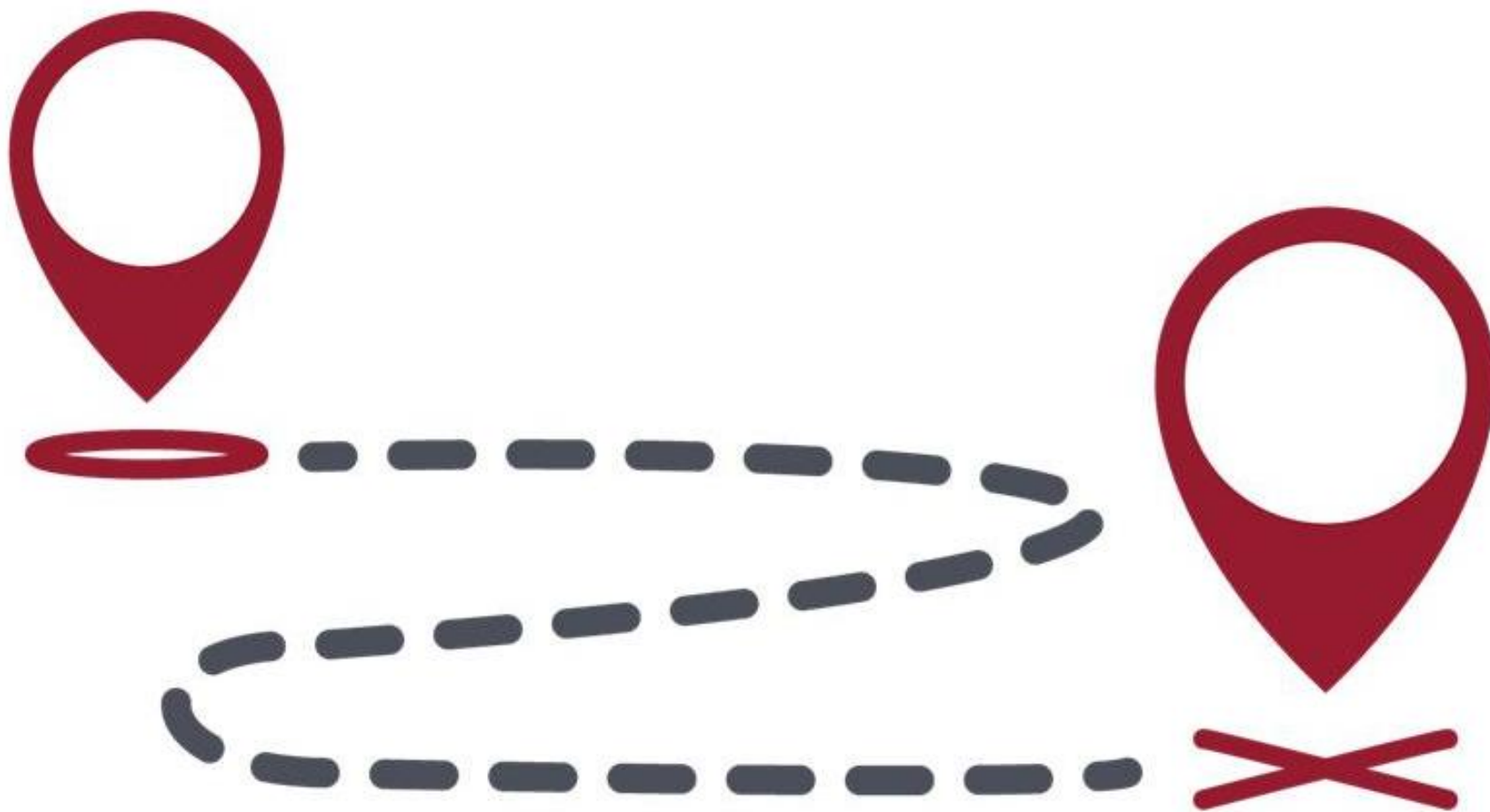
### **Educational Seminars**

Offer seminars on the importance of improving body composition and how you can help.



### **Community Outreach**

Provide free InBody Tests at community health and fitness events to spread awareness about your services.



# Let's Keep in Touch!

Message or visit us at [www.inbody.com](http://www.inbody.com)

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**Taylor Florentino**

562.399.5021

[Taylor.Florentino@inbody.com](mailto:Taylor.Florentino@inbody.com)

# InBody USA

(Biospace, Inc.)

13850 Cerritos Corporate Dr.  
Suite C  
Cerritos, CA 90703

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