

TheraLight

OFFICIAL COMPANY STATEMENT LETTER

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TO: COMPANY REPRESENTATIVES

SUBJECT: OFFICIAL COMPANY STATEMENT ON COMPANY AND COMPETITOR MANUFACTURING

Dear Team,

It has been brought to our attention that several of our competitors are making false statements about TheraLight, our specifications, and our manufacturing to prospective customers in an effort to halt our amazing growth. These “dirty games” have existed since our inception but have been more frequent of late. It is unfortunate our competitors go to such great lengths to discredit TheraLight and all the positive work we are doing to provide patients and owners with the BEST photobiomodulation treatments on the market. In hopes to set the record straight, I wanted to share with each of you how the TheraLight system is manufactured and how we compare to our competitors manufacturing.

The TheraLight team has been manufacturing products for nearly 15 years, with experience distributing medical products far exceeding that. We have found the best ways to successfully manufacturer is by partnering with an overseas factory to dramatically lower the labor costs, which becomes a direct cost savings to the customer. This means we can take a \$100,000+ product and make it more affordable ie. \$75,000. Even though our factory is overseas, TheraLight employees several people directory working at the factory, including managers. We pay them a salary to oversee the factory, operating under strict US standards.

Let's set the record straight.

TheraLight components are sourced from all over the world

Our beds are assembled in China, however, the components are handpicked and sourced by TheraLight from the best suppliers in the world. The TheraLight was designed by our team of PBM experts, including individuals with more than 20 years of experience in PBM and a separate achieving a PhD in light therapy.

A list of some of our components and where they are sourced:

LED diodes: Germany

Software: US

Internal components and power supplies/drivers: France, Germany, China, and the US

Shell casing: China

The TheraLight is designed top to bottom by our team here in the US. We have our hands on the entire manufacturing and assembly process. Each unit is built with US standards of operations and best practice, meeting all FDA requirements and safety tests.

It would be truthful to say:

*Designed by TheraLight in Utah
Assembled in China*

This is the same as what Apple, Inc. prints on every one of their products, and we are considering adding this to every one of our devices.

Light beds on the internet that “look” like the TheraLight are NOT anywhere close to the same

The chase shell casing we currently use was formerly used elsewhere from our supplier, which is why you may see various photos circulate the web that “look” like our product. We have since purchased exclusivity of this chase. We understand there may be confusion because of this but please clear up any confusion with customers to look at the specifications of these “look alike”. Often these look alike use florescent red light bulbs, which is far less superior that a medical grade LED diode that we use. Again, cost is a factor here. You get what you pay for.

Competitor chasis can be purchased for other purposes

Below are two pictures of the chase of a competitor. As you can see, this chase is also sold as a tanning bed. Despite the competitor’s claims that they *build* their unit unique from the bottom up, this is not true. Anyone can purchase this chase and add therapeutic technology in replace of the tanning bulbs. It is standard practice in the light bed world to use chasis once used for other purposes.



Sources:

<http://www.tropical-rayz-tanning-beds.com/big-frame.html>

<http://www.redlighttherapylamps.com/tanning-beds.html>

<http://www.tropical-rayz-tanning-beds.com/commercial.html>

The TheraLight produces 100 mw/cm², not “7 mw/cm²” as some of our competitors claim

TheraLight has ran 2 separate tests from 2 separate agencies to confirm the validity of our power density. Our version one units were tested at 80 mw/cm². We implemented a slight higher quality diodes to all version two units which increased the irradiance to 100 mw/cm², which is now the highest power density on the

market. TheraLight will continue to improve specifications and overall usability of each of our products. For reference, the TheraLight FIT was tested at 80 mw/cm². Below is a picture of an independent test run on the TheraLight 360.



The TheraLight is the ONLY light bed available offering separate control of wavelengths and irradiance

TheraLight has a patent pending on our light spectrum and specifications. Patents take on average 18 months to be successfully file with the US Patent and Trademark Office. We filed our first patent in January of 2019, so we have a few more months to go before we can claim our patent and remove the *pending*.

The TheraLight is the ONLY light bed to offer 810 nanometer wavelength

The reason that we are the only ones to offer the 810nm wavelength is pretty simple. The 810nm LED diode is the most expensive diode you can buy. It is likely other light bed manufacturers do not want to incur the cost of this diode but TheraLight feels it is an imperative wavelength to combine with the other three wavelengths we provide. The 810nm provides optimal outcomes that other light beds are lacking because they do not want to spend the extra money to provide the best specifications for their users.

TheraLight is FDA registered and compliant

TheraLight is currently registered with the FDA, each product being listed. TheraLight is currently in compliance with all GMP requirements with the FDA and does not have any warnings or adverse events reports to the FDA. We also have multiple FDA 510K clearances, along with one 510K clearance pending. Each of our products have undergone rigorous testing that includes numerous electrical and safety testing evaluations.

National corporate operations

TheraLight maintains a national corporate headquarters office and warehouse located in Lindon, Utah, that includes a product showroom and training classroom (over 6,000 sq. feet). The company also maintains a separate office and warehouse located in Port Saint Lucie, FL. Each office is staffed with full time employees that manage all aspects of the operations, including product management, shipping, and quality control. TheraLight manages all aspects of shipping, delivery, installation, and follow up customer service. We maintain an inventory of all components and provide all repairs on a direct basis.

We are neither a “fly by night” company or an “internet only” company, but a true operating manufacturing company. Some of our competitors have no operation, nor are they FDA compliant. Almost all “internet only” companies are not compliant with any regulatory requirements, as they do not have a full time office and/or

warehouse, inventory (which is why most of our competitors are *build to order*), and do not have a solid track record of sales. TheraLight has inventory for same day shipment upon receipt of order. We offer three and five year warranties and will have no problems honoring the entirety of each warranty, as we are built to be in business for years to come.

We hope this clears up any confusions in the marketplace. We always say, “let the product do the talking” and we are supremely confident that every patient and owner of the TheraLight will experience the best outcomes available. The TheraLight is built on science and proven outcomes. We now have thousands of testimonials from patients all over the world who have experienced life changing benefits.

If you have further queries, as well as, insightful suggestions, please do not hesitate to personally visit me in my office or contact me at 385-505-6355.

Sincerely yours,

Justin Vorwaller

Justin Vorwaller
Chief Operating Officer
TheraLight, Inc.