

LATERA absorbable nasal implant system

New real-world evidence shows
Payers save ~\$2,200 per patient¹

All-cause costs and resource utilization compared to surgical repair of nasal valve collapse (NVC)

5,032 LATERA patients **vs.** **26,553** Surgical repair patients

Subgroup analysis shows **\$100 PPPM savings** in patients who underwent LATERA concomitantly with septoplasty and IT reduction.



Minimally invasive



Available in-office

Total cost on index date:

LATERA: **\$9,612**
 Compared to surgical repair: **\$11,846**

Benefits of LATERA

- ➔ **8 clinical publications including RCT²⁻⁹**
 Results demonstrate significant improvement in nasal obstruction symptoms
- ➔ **24-month durability²⁻⁴**
- ➔ **Non-inferior to functional rhinoplasty techniques⁹**
 LATERA patients experienced an average NOSE score improvement of **40.5** compared to 40.1 for rhinoplasty group
- ➔ **Positive clinical effect on sleep quality⁴**
 Patients exhibiting daytime sleepiness prior to LATERA demonstrated significant improvement in Epworth Sleepiness Score



AAO position statement¹⁰

The nasal valve may be stabilized using office-based treatments, such as implants.

Failure to perform nasal valve repair, when indicated, is a common cause of incomplete symptom resolution for patients with nasal obstruction and nasal valve dysfunction.

Requiring septoplasty and/or turbinate surgery prior to nasal valve surgery is not recommended, as this may lead to unnecessary increases in surgical encounters.



ARS position statement¹¹

The American Rhinologic Society (ARS) supports the use of a bioabsorbable nasal implant to treat nasal obstruction. This procedure should not be considered experimental but should be considered as an effective option in treating nasal valve collapse and improving patient quality of life.

Treatment of NVC with the LATERA absorbable nasal implant is a cost-saving, minimally-invasive procedure that supports the cartilage of both the internal and external valve to help increase airflow and reduce symptoms of nasal airway obstruction (NAO).



New diagnosis codes effective October 1, 2024¹²

| Code | Description |
|----------|--|
| J34.8200 | Internal nasal valve collapse, unspecified |
| J34.8201 | Internal nasal valve collapse, static |
| J34.8202 | Internal nasal valve collapse, dynamic |
| J34.8210 | External nasal valve collapse, unspecified |
| J34.8211 | External nasal valve collapse, static |
| J34.8212 | External nasal valve collapse, dynamic |
| J34.829 | Nasal valve collapse, unspecified |

Category I CPT® code effective Jan 1, 2021

- 30468: Repair of nasal valve collapse with subcutaneous/submucosal lateral wall implant(s)
- Reports bilateral NVC treatment

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