

We are Alma, and this is what

is what we are about.

## PEOPLE ARE LIVING LONGER. WE CAN HELP THEM LIVE BETTER!

Lifetime expectancy is rising every year. People across the globe are enjoying higher available income, while increasingly embracing effective aging interventional solutions. As lives are getting longer, so is the desire for a better quality of life.

Men and women want to look better, feel better – and live better lives. In a world driven by continuously improving technologies, and with an exponential growth in global customer buying power, the demand for innovative, people-focused and result-driven wellness solutions is higher than ever before. And of course, they better be outstanding.

## OUR MARKET IS CONSTANTLY CHANGING. THE NEEDS ARE AS DYNAMIC AND DIVERSE AS PEOPLE ARE.

We provide comprehensive, wide-ranging and specialized solutions for the dynamic global demands.





#### SKIN TONE & TEXTURE

Skin cells start aging as early as 18 years of age. Nearly 40% of the U.S. population is susceptible to pigmentary concerns, and based on a recent survey by the ASDS, 71% of consumers are seeking tone and texture improvement. In Asia, laser toning has become the top procedure for the removal of pigmentary concerns and overall whitening.

#### SCAR TREATMENTS

The global scar treatment industry is developing rapidly, and its market value is expected to reach USD 34.5 billion by 2025. The appearance of different types of scars poses a huge negative impact on people's daily lives, with acne scars being one of the most common concerns for women in particular.

SCAR TREATMENT MARKET: \$34.5B BY 2025

\*Technavio, Global Scar Treatment Market 2016-2020, July 2016

#### FAT GRAFTING

According to the International Society of Aesthetic Plastic Surgery (ISAPS), approx. 600,000 fat grafting procedures were conducted in 2019. The demand for this diverse procedure is growing rapidly, from facial enhancement and body contouring to breast cancer reconstruction, there is a great demand for effective procedures with minimal side effects.

OVER 600,000 FAT GRAFTING PROCEDURES PER YEAR

#### HEMORRHOID TREATMENTS

More than half of men and women aged 50 years and older will develop hemorrhoid symptoms during their lifetime. In the U.S. three-quarter of individuals suffer from hemorrhoids at some point in their lives, and about half of them over age 50 required treatment.

MORE THAN **50%** OF OVER 50 WILL DEVELOP HEMORRHOIDS

\*Rivero, S (August 2009). "Hemorrhoids: diagnosis and current management".

#### TATTOO REMOVAL

The popularity of tattoos worldwide has grown by more than 15% since 2007. The trend of getting tattooed is very common in developed countries such as the US, the UK, Australia and Canada. The rise in the number of people getting tattooed has consequently increased the demand for tattoo removal procedures. The global tattoo removal market is expected to grow to USD 39.1 billion by 2026, achieving a CAGR of nearly 12%.



## VAGINAL REJUVENATION

In a survey conducted by OB/GYNs, more than 48% of women expressed concern about vaginal laxity - decreased sensitivity and tightness of the vagina. Lasers have gained widespread acceptance as an effective method for tissue rejuvenation and restoration in the field of plastic surgery and are now being examined in the treatment of vaginal laxity.

A new trend gaining momentum is the rise of energy-based devices for vaginal rejuvenation that apply thermal energy to the various layers of the vaginal tissue, stimulating collagen regeneration contracture of elastin fibers, neovascularization, and improved vaginal lubrication.

OF WOMEN OVER THE AGE
OF 40 YEARS SUFFER FROM
FEMININE ISSUES

50º0

OF MENOUPAUSAL WOMEN FACE GSM PROBLEMS



## ABOUT US

From our early days, we have been at the forefront of medical and aesthetics technologies, carrying the torch of revolution in various arenas around the world, determined to become a market leader.

Today, we are a world-leading provider of energy-based solutions for the surgical, medical aesthetics and beauty markets, delivering cutting-edge technologies to our partners and customers.

We are firm believers in the power of science, redefining the industry through an endless desire to innovate and drive the global industry forward.

Since 2017 Alma is owned by Sisram Medical, an Israeli company, incorporated in April 2013 for the acquisition of Alma by Fosun Pharma, a leading health & medical industry group in the People's Republic of China (PRC), and a subsidiary of Fosun International, an international Chinese conglomerate.

Alma is one of the top 5 global industry leaders and № 1 in the PEOPLE'S REPUBLIC **OF CHINA!** 

#### LEADING IN EMERGING MARKETS WITH UNIQUE PATENTS

Alma is one of the few companies in the industry with organic patents that were not acquired through M&A processes, including 55 registered patents and 25 patents applications. Throughout 20 years of operation, our products and technologies have become globally recognized brand names and are considered the gold standard around the world. As one of the top five global leaders in the industry and number one in the People's Republic of China, we proudly feature an organic growth based on our inhouse (genuine) innovative core:

- 50 different product platforms
- Over 100 different applicators
- Worldwide recognized technologies and brand names: UniPolar, SHR, ClearLift, FemiLift, Soprano

#### R&D – SOLID PILLARS FOR OUR SUCCESS

Research and Development have always been our core base and DNA. 16% of our employees are R&D specialists, 24% of which holds PhD and advanced degrees. This approach has served as a solid base from which we lead the industry with the shortest time to market: 1-2 years vs. the 3-4 year industry standard.

OF WHICH HOLDS

## A JOURNEY OF INGENUITY & EXCELLENCE

Over 19 years, we have become a game-changing global leader. With operations offices, R&D centers and manufacturing facilities spanning three different continents, and delivering products and solutions through numerous distributors across the globe, our journey has been one of integrity, innovation and inspiration.



Launch of Accent and Aria products

#### 2004

Alma is the second company in the world to harness Radiofrequency technology for aesthetics treatment with our innovative Unipolar technology



PICO CLEAR for deep pigments shattering, offering the shortest Picosecond laser in the market



#### 2006 Launch of our

2006

2020

Launch of

platform

DermaClear, Alma's

Hydradermabrasion

Launch of the first-in-the-world Fractional Ablative laser with the Erbium Pixel

groundbreaking In-Motion SHR technology



Launch of our patented cold Ultrasound shear wave technology for body contouring treatments



2011

Development of the first truly effective method of Trans **Epidermal Delivery** 



2021

Launch of Alma PrimeX, a revolutionary US & RF body contouring & skin tightening platform



Launch of Harmony XL PRO Special Edition & ClearSkin PRO, a remarkable breakthrough in skin rejuvenation



Launch of Alma Hybrid, the first of its kind combined laser



**2013** 

**2003** 

Introduction of a

first-of-its-kind,

multi-application

aesthetics treatment

Alma's patented AFT

platform based on

technology

Launch of Diode Alex and ClearLift 4D for skin rejuvenation

2019

Launch of Soprano Titanium, a game changer in hair removal treatments



treatments



2002

Launch of the first

removal platform,

diode laser hair

Mythos 500

1999

Foundation of

Alma Lasers

## EXTENSIVE GLOBAL PRESENCE

GLOBAL POSITIONING ACROSS

90 COUNTRIES WORLDWIDE

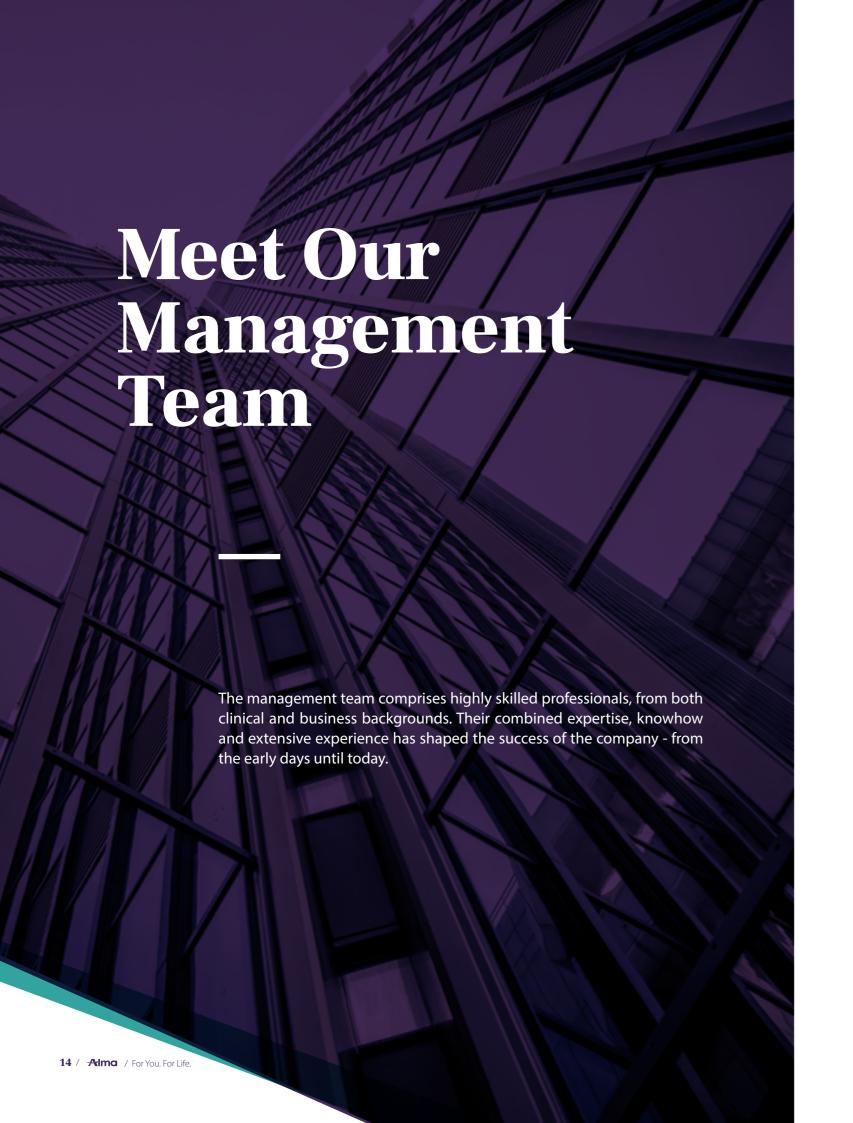


**OPERATION FACILITIES & SUBSIDIARIES** 



We are focused on delivering breakthrough products considered the gold standart in markets around the world, for the benefit of all.

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**Lior Dayan** Chief Executive Officer



Eyal Ben David
Executive Vice
President Global
Sales



Alexander Britva Chief Technology Officer



**Keith Adams**President, Alma Inc.



Avi Farbstein Alma Lasers North America Chief Executive Officer



Doron Yannai A
Chief Finance Officer Vi



Anat Kenan Vice President Human Resources



**Avi Hirshnzon** Executive Vice President Quality & Regulatory



Karin Apotheker VP Product & Project Management



Ran Ezioni Chief Operating Officer



**Itay Meir** Vice President R&D



the Experts



## Soprano

"The revolutionary Soprano Platinum Trio handpiece offers coverage and efficacy levels that have never before been achieved. Having the three most effective wavelengths operating simultaneously is groundbreaking for the laser hair removal industry."

Prof. Dr. Uwe Paasch University Clinic of Leipzig, Germany





"The combination of the two technologies in Alma PrimeX have shown unprecedented results in body contouring and skin tightening, and in a very short time. The various protocols allow me to treat each patient according to their precise needs, budget, and desire for fast results. It's great for the clinic, because we have something to offer every patient."

Dr. Ines Verner MD, Dermatologist, Verner Clinic, Israel



## ClearSkin

"Treating patients with acne vulgaris using the unique Er:Glass 1540 laser supported with vacuum and cooling, proved to be effective - showing significant improvement with no side effects."

Prof. Moshe Lapidoth, Dermatologist Head of the Laser Unit, Dermatology Dep., Rabin Medical Center



## **FemiLift**

"FemiLift represents a novel approach for outpatient medical treatments, with excellent treatment results, paving the way for new, safe and efficacious outpatient surgical treatment options that are free from side effects and completely asymptomatic."

Prof. Paolo Scollo, President S.I.G.O. Rome, Italy



## 😡 Beauti**Fill**

"Fat viability is the #1 factor in autologous fat transfer. BeautiFill is the only allin-one solution in the market that offers the highest and the most consistent fat viability. BeautiFill gives me the confidence that I am offering the best care and best outcome for my patients."

Dr. Jeffrey Hsu MD, Dermatologist, Oak Dermatology, IL, USA

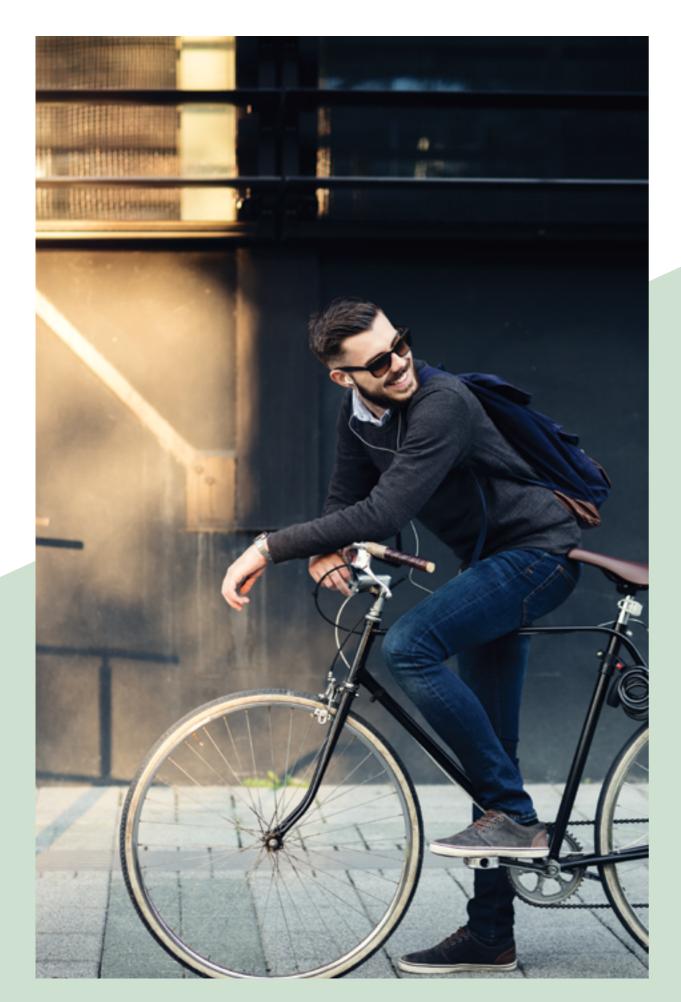


### ▲ Alma **Hybrid**

"The revolutionary HyGrid mode allows me to customize the optimal ratio between ablative and non-ablative treatments and to maximize the effect of each laser. This unique feature ensures that my treatments are tailored to each patient's individual needs, leading to improved results. I find this to be a substantial step forward in terms of the personalization of laser treatments for skin."

Dr. Ofir Artzi, Dermatologist and Laser Expert, Head of the Center of Aesthetic Dermatology, Sourasky Medical Center, Tel Aviv, Israel

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# Anywhere, Anytime

Change is a natural process, but it doesn't always go according to our plans. That's where Alma's technology comes in and places the control back in our hands.

As a leading company in the field of medical aesthetics we enable thousands of physicians to help millions of patients experience truly remarkable transformations. Alma enables you to provide the most effective, quick and safe treatment possible to each person that walks into your clinic.

Clinical expertise, dedicated service and marketing support, as well as innovative technological developments: all these work together to create a comprehensive support system that benefits you.

In a world that is constantly changing, one thing remains constant: patients need to know they are getting the best care possible – before, during and after their treatment. When our solution is in your hands - that promise becomes a reality.

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