



Cukierman & Co. Life Sciences Medical Aesthetics Portfolio

December 2024

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Dedicated team at the forefront of Life Sciences



Dr. Laurent Choppe

Managing Partner

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- DVM, MBA
- 30 years of experience, with expertise in:
- Ophthalmology
- Animal Health
- Pharmaceuticals
- Medical Devices
- Nutraceuticals



Daniel Cohen

Partner

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- BSc, MBA
- 17 years of experience, with expertise in:
- Biotech
- MedTech
- Strategy Consulting
- Due Diligence

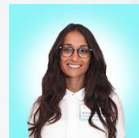


Shy Zyman

Partner

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- MBA
- 30 years of experience, with expertise in:
- Medical Devices
- Medical Aesthetics
- Digital Health
- Telemedicine

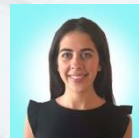


Sephora Sackmann

Vice President

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- MSc
- 10 years experience, with expertise in:
- Financial Analysis
- Fundraising
- M&A



Julia Bismuth

Senior Associate

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- BSc
- 5 years experience, with expertise in:
- Financial Analysis
- Fundraising
- M&A

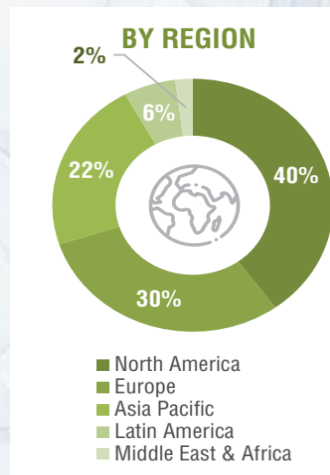
Cukierman & Co. Life Sciences in Medical Aesthetics

- CLS is probably the most involved Investment Bank worldwide in the industry
- Main focus on M&A and mid-size financing
- CLS team is composed of industry veterans
- Ongoing interactions with most of the market leaders

Medical Aesthetics Market Facts:

- Annual Revenue represents \$13.9 Billion, with a CAGR of 11% from 2022 to 2027
- Global Distribution Market Share:

- NA: 40%
- EU: 30%
- APAC: 22%
- LATAM: 6%
- MENA: 2%



Israel and the Medical Aesthetics Market

- The founding source for Medical Aesthetics Energy-Based Devices (EBD) originated from Laser Industries.
- Aesthetic Lasers, Radio-Frequency and UltraSound technologies evolved in the Israeli ecosystem.
- 5 of the world's top 10 companies in medical aesthetics EBD originated in Israel, with revenues between 100-600M USD per annum:

- **Lumenis**  Lumenis®
Energy to Healthcare

- **Alma Lasers**  Alma®
For You. For Life.

- **InMode**  INMODE

- **Candela (Currently US - formerly Syneron-Candela)**



- **Venus Concept (Currently Canadian)**  VENUSCONCEPT



Innovate. Create. Lead.

COMPANY DESCRIPTION

Acclaro is dedicated to creating and providing innovative solutions that tackle the most complex requirements in the medical aesthetics and surgical domains. Their mission is to develop and introduce products that revolutionize various fields, including skin rejuvenation, body contouring, ophthalmology, and robotic surgery. With each innovation, their objective is to provide outcomes that improve the lives of individuals globally.

KEY FACTS

Sector	Medical Aesthetics
Country	USA
Founded	2018
Deal Type	Fundraising
Deal Size	\$30M
Past Funding	\$15M Serie A
Revenue	2024: \$10.3M

STAGE

- Commercial Stage

USE OF PROCEEDS

- Secured \$15 Million of funding during its Series A in July 2021, then obtained FDA clearance in December 2021. Currently seeking to raise \$30 Million during Series B. Has generated more than \$6 Million from May 2022 to June 2023, and is on track to receive \$11 Million in 2023

Chairman, Co-Founder, CTO
SHLOMO ASSA

Shlomo, a renowned laser expert with 30+ years of experience in healthcare and industrial sectors, served as CTO at Syneron-Candela. Shlomo holds BSc degrees in mechanical and electrical engineering, an MSc in lasers and optics, and holds 20+ patents in medical and industrial lasers.

Co-Founder, CEO
HELEN FANG

Helen brings 20+ years of consumer goods marketing and sales experience across various industries. She held leadership roles at Fidelity Investments, co- founded Evergreen Investments LLC, and leads Wellesley Chinese Language School. Helen holds master's degrees in economics and engineering from the University of Colorado at Boulder.



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COMPANY DESCRIPTION

BioHarvest Sciences, a leader in plant cell biology, produces potent botanical compositions with high concentrations and hydrophilic formulations for significant skincare benefits. BioHarvest Botanical Synthesis Open Platform (BSOP), developed over 16 years aligns seamlessly with BioHarvest and its global core brands. This groundbreaking technology enables consistent industrial-scale production of unique and patentable botanical compositions, setting BioHarvest apart as the only company worldwide with such capabilities. Having successfully marketed botanical products directly to consumers and doctors, BioHarvest plans to continue its ventures in Nutraceuticals and Cosmeceuticals. As a CDMO (Contract Development and Manufacturing Organization), BioHarvest aims to develop and manufacture proprietary compositions under exclusive partnerships, focusing on proven functional skincare ingredients like piceid resveratrol, verbacoside, punicalagin, and PGG.

KEY FACTS

Sector	Biofarming / biotechnology
Country	Israel/Canada
Founded	2007
CSE Ticket	BHSC
Deal Type	Partnership
Deal Size	\$6M
Past Funding Revenue	\$18M
	\$13M

STAGE

- Producing consistent industrial-scale production of unique and patentable botanical compositions

FOUNDING ROUNDS

- Market Cap as of January 2024: \$100M

CEO ILAN SOBEL

Experience in General Management, International Sales and Marketing, Manufacturing and Operations. COO and transitioned to CCO of Weissberger, Major leadership role in building a disruptive BIG Data, IOT & Software Company servicing major Beverage players, key senior leadership positions at Coca-Cola).

President and Chairman of the Board DR. ZAKI RAKIB

Extensive experience within the software, telecommunications hardware, semiconductors, cellular operations and bioscience categories. Co-founded Terayon Communication Systems, invented the first cable modem, and S-CDMA technology. BSc, MSc and of Ph.D. degree in Engineering from Ben-Gurion University in Israel.



Cell Lipo

COMPANY DESCRIPTION

Cell-Lipo specializes in laser-assisted liposuction and stem cell isolation for improved fat grafting and non-aesthetic clinical uses. They have developed an integrated closed system featuring advanced laser liposuction technology to minimize tissue damage for both patients' skin and collected cells, along with a proprietary mechanical stem cell separation technology.

KEY FACTS

Sector	Regenerative Medicine - Medical Aesthetics
Country	Israel
Year of Inception	2022
Deal Type	Fundraising
Deal Size	USD 10M
Past Funding	-

STAGE

- R&D

USE OF PROCEEDS

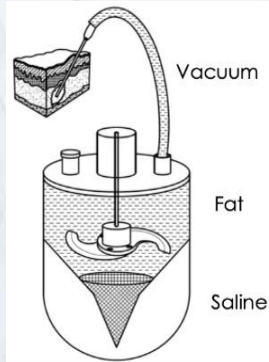
- \$10 M Round A to enhance company scale up, marketing, clinical trials, external manufacturing

CEO OFER BARSHEM

With more than 20 years of experience in medical device sales, marketing, and executive leadership, Ofer began his career with an 8-year tenure at J&J, focusing on orthopedics and cardiovascular. Over the past 15 years, he has successfully led the growth of business departments for multiple MedTech startups, including one that achieved a \$220 million exit.

CTO DR. ZIV KARNI

As the founder and former CEO of Alma Lasers, Dr. Karni is recognized as a pioneer in the Medical Aesthetics Industry, known for his rapid and creative development of innovative devices. He earned a Ph.D. in Chemical Physics from Tel Aviv University and completed post-doctoral studies in physics and chemistry at Columbia University and Stanford University, respectively.



 KEY FACTS

Sector	Medical Aesthetics
Country	USA
Year of Inception	2000
Deal Type	Fundraising
Deal Size	\$10M
Past Funding	-

 COMPANY DESCRIPTION

Carbon wave is a revolutionary non-invasive effective treatment for the untapped market of cellulitis. Delivering X4 more energy than any other solution by a Q-Switch laser and patented Carbon-based patches, we manage to develop a safe, comfortable, swift and mainly effective solution for cellulitis, one of the largest indication in Medical Aesthetics with no gold standard solution yet. The company is a spin-off from Focus medical, a US based laser technology company with more than 20 years of successful experience. Raising funds for clinical, marketing, and business infrastructure to support a commercial launch.

 USE OF PROCEEDS

- **Marketing:** Initial collateral design, website / social media launch, DTC material design, trade show/event costs, digital marketing, enhanced collateral, micro DTC for customers
- **KOL Facilities:** Study fees, speaker sponsorship
- **Working Capital:** Inventory ramp up, overhead, legal, accounting, inside sales, regulatory
- **R&D / Laser Development:** Engineering, prototyping, standards testing

 CEO JOHN LEE

Previously worked at Van Eck as an Associate Product Manager. Is the creator of NaturaLase QS Laser, and other popular Focus Medical products for hair removal, skin rejuvenation, pigmented lesions, vascular lesions, leg veins, and skin resurfacing.

 VP JAMES LEE

Extensive history at Focus Medical, starting right after college and culminating in a prosperous technology launch and exit. Possess practical expertise across various facets of the medical device field, including sales, marketing, technical service, clinical support, regulatory affairs, finance, business development, and product launch. Holds a Bachelor of Arts (B.A.) degree in Economics from The University of Connecticut.





COMPANY DESCRIPTION

SIS-Shulov Innovative Science Ltd- is an advanced clinical-stage biopharmaceutical that has developed ZEP-3, a synthetic peptide (NCE) with anti-inflammatory, antiviral and pain relief properties for a wide range of topical indications: Herpes Labialis, Atopic Dermatitis, Burns... Based on decades of research on animal Venom, SIS has already shown efficacy in Herpes Labialis (phase 2) and is currently in phase 2 in atopic dermatitis.

KEY FACTS

Sector	BioPharmaceutical / Dermatology
Country	Israel
Year of Inception	2000
Deal Type	Partnership
Deal Size	-
Past Funding	-

STAGE

- Advanced clinical stage

USE OF PROCEEDS

- SIS is currently seeking pharmaceutical partners (licensing / co-development) to complete clinical development of its lead compound and commercialization.
- Execution of Phase IIb / III - Herpes Labialis (Eur. / US) → **Regulatory approvals (FDA / CE)**
- Execution of Phase IIb /III - Atopic Dermatitis (Eur. /US) → **Regulatory approvals (FDA / CE)**

CEO AVIV MARX

Founder, manager, and owner of companies in the construction and real-estate industries. Founded SIS with the late Prof. Aharon Shulov.

VP R&D Dr NAFTALI PRIMOR, PhD

Vast experience in the development and characterization of natural occurring substances. Principal Investigator at the US Office of Naval Research developing anti-shark substances.

Deputy CEO RACHELI DANIELI

Manager of the Institute's Immunological lab under GLP requirements at the Israel Institute for Biological Research (IIBR). Project Manager of pre-clinical and clinical studies at SIS.



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Medical Aesthetics Portfolio



Shy Zymann

Partner, specialized in Medical Aesthetics

Cukierman & Co. Life Sciences

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