

2018 ANNUAL RESULTS

Sisram Med
復銳醫療科技
(1696.HK)

Sisram Medical
(Incorporated in Israel with limited liability)

Enhancing **Quality of Life**



Disclaimer

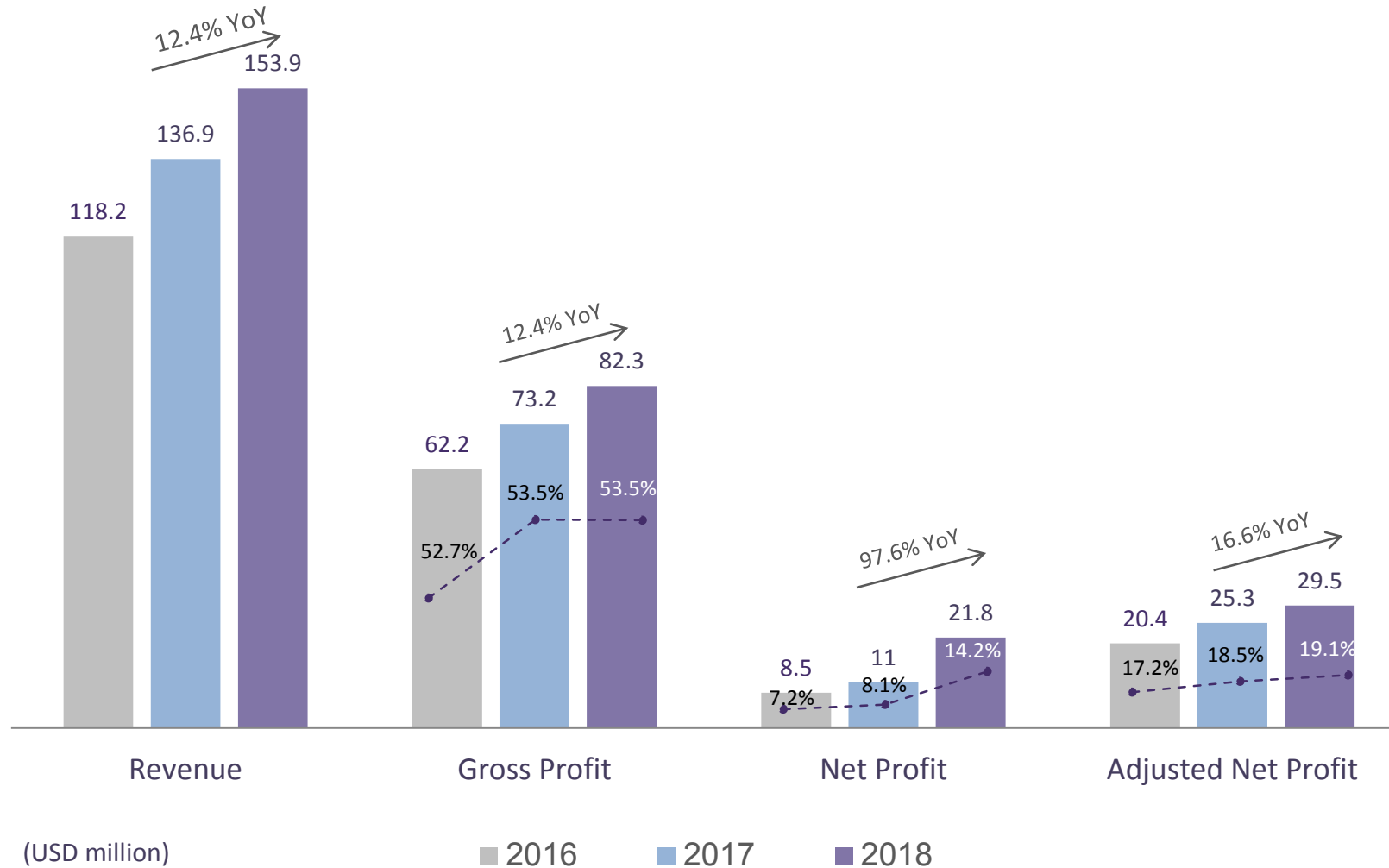
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- **2018 Annual Results**
- Business Performance Highlights
- Sisram – a MedTech Group
- Business Environment



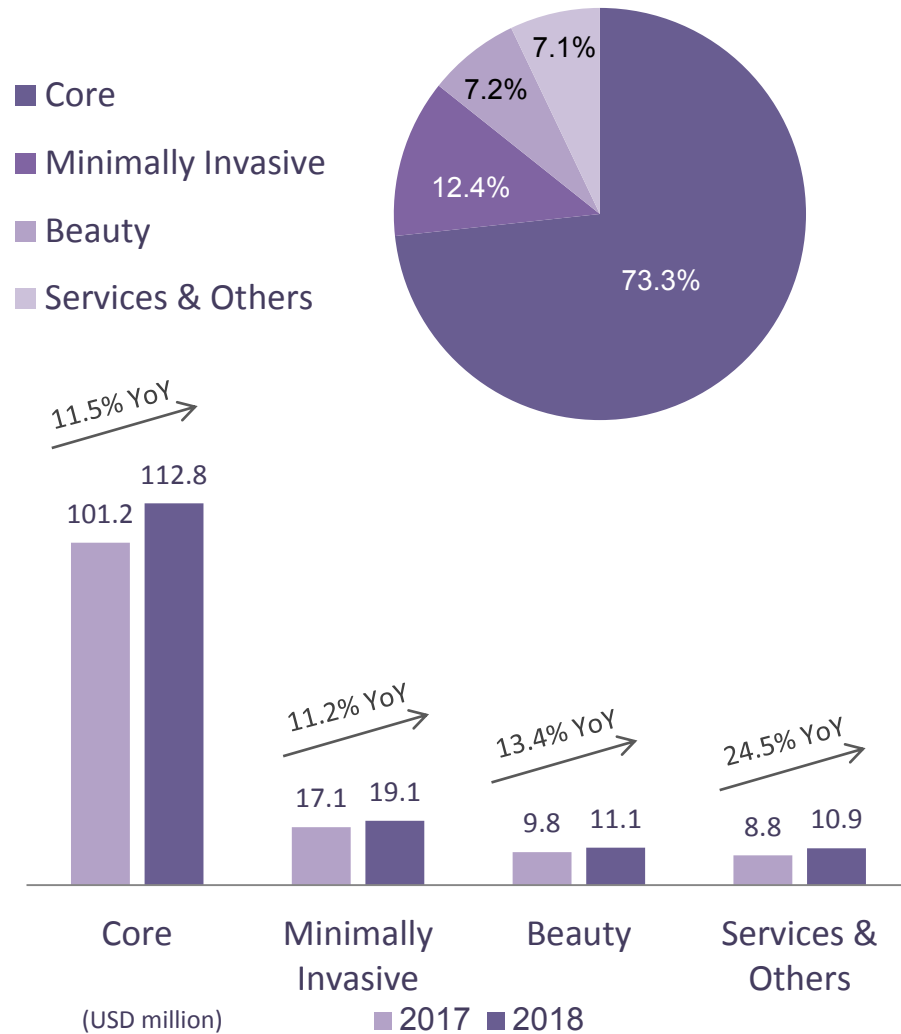
Our annual results demonstrate a year over year top-line revenue growth of **12.4%**, exceeding the industry CAGR*



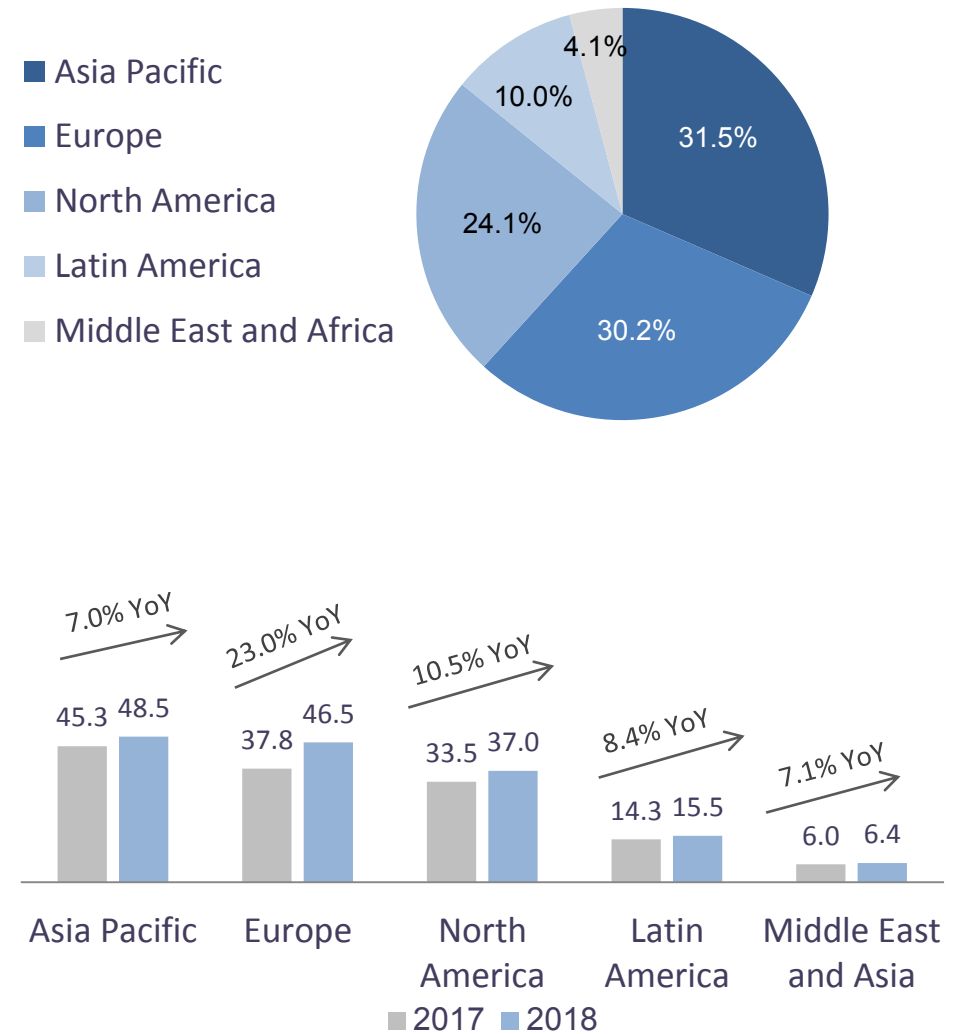
* Ranging between 9.7%-10.8% according to multiple research sources

Double digit year over year growth across product pillars

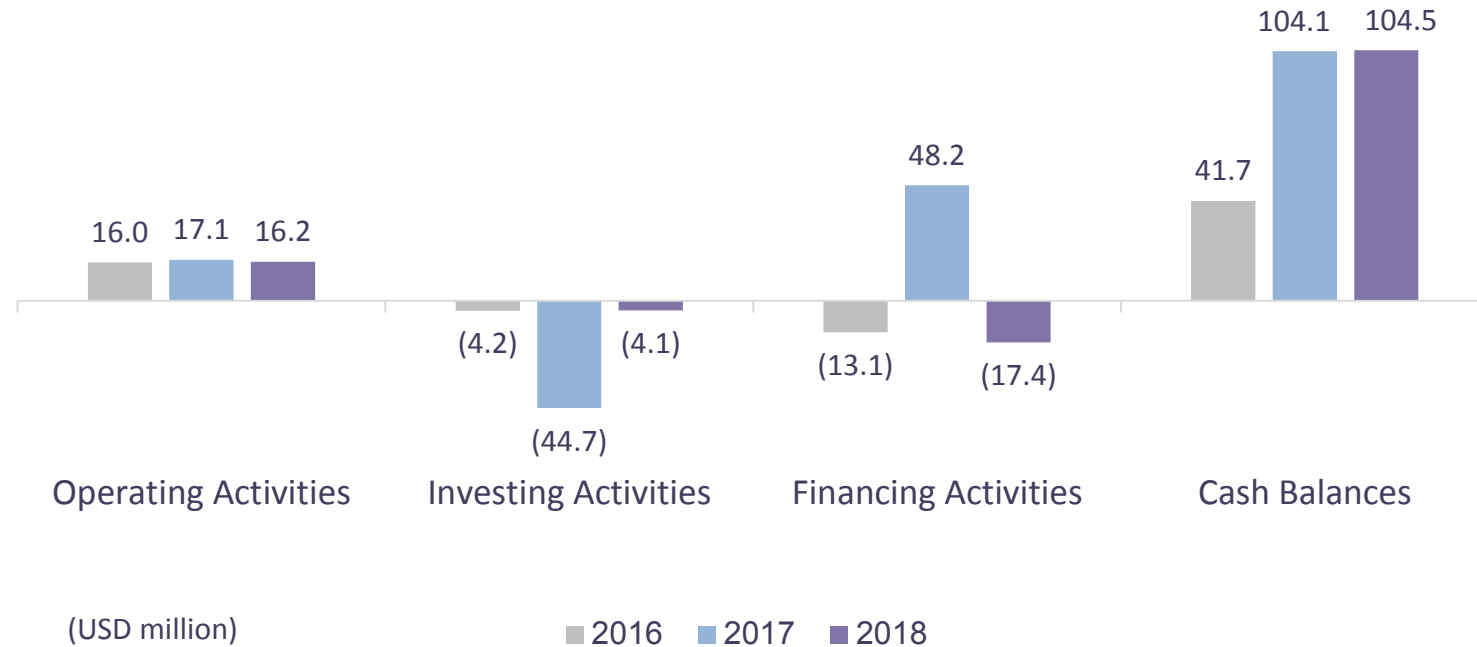
By Product Categories



By Geographic Areas



Cash flow & turnover



- Investing activities – in 2017 the company invested IPO proceeds in term deposits with original maturity of more than three months
- Financing activities - during 2017 the company repaid bank loans at the amount of US\$38.2 million and related party loan and interest at the amount of US\$10.1 million

Net profit adjustments

	2016	2017	2018
PROFIT FOR THE YEAR	8,501	11,049	21,831
Adjusted for:			
Amortization of other intangible assets	4,885	4,827	4,951
Capital Notes imputed interest expenses	4,176	3,079	-
Listing expenses	3,559	2,975	-
Bonus to management and employees relating to IPO	-	3,884	3,992
Interest expense from a related party loan	155	248	-
Due diligence	-	-	616
One-off impact on opening deferred tax from changes in tax rate*	-	114	-
Deduct: deferred tax arising from other intangible assets	(923)	(912)	(596)
One-off VAT adjustment	-	-	1,010
One-off income tax due to encouragement true up	-	-	(2,343)
Total Adjustments	11,852	14,215	7,629
Adjusted Net Profit	20,353	25,264	29,461
Adjusted Net Profit Margin	17.2%	18.5%	19.1%

*Represents the re-evaluation of the deferred tax in the US as a result of Dec 2017 US tax reform legislation.

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NEW

New product launches

4 / 2018

1

Body contouring

Accentuate

Hands-free body contouring



1 / 2018

2

Body contouring

Small areas treatment kit



11 / 2018

3

Body contouring

RESHAPE

Ultrasound &
Radiofrequency
Beauty platform



8 / 2018

4

Anti-aging

PICO CLEAR

The shortest
picosecond laser





**Alma, a Sisram Medical Company, Announces the Opening of a Direct Operation in Israel
Following the Acquisition of its Israeli Distributor**

November 20th 2018, Hong Kong, China - Alma, one of the top five global leaders of energy-based medical and aesthetic solutions, today announced it has completed the first step of acquiring its Israeli distributor Nova Medical, extending its business outreach and establishing a direct operation in Israel.

Nova Medical, established in 2003 is one of the largest distributors of Medical Aesthetic technology-based devices in Israel, with net profit before taxation and extraordinary items of approximately HK\$22 million in 2017. Nova Medical serves the widest customer base, from plastic surgeons, dermatologists, general practitioners and beauticians to Medical & Aesthetics clinic chains, SPA and fitness centers.

Upon completion of the acquisition, Alma will hold a 60% stake in Nova Medical. The acquisition is part of Alma's Direct-to-Consumer strategy, outlined in 2017, aimed at maintaining Alma's leading position in the market and strengthening its brand awareness among consumers.



Sisram Med (1696.HK)

**Alma, a Sisram Medical Company, Awarded MDSAP Certification, Acknowledging
the Highest Quality Standards in the Medical Device Industry**

November 30, 2018, Hong Kong, China -- Alma, one of the top five global leaders of energy-based medical and aesthetic solutions, today announced it has received the Medical Device Single Audit Program (MDSAP) certification, following an audit process to upgrade its quality management system certifications.

New venture

Unique and strategic partnership in the Medical Aesthetics market between **IBSA**, a leading pharmaceutical company and – **Alma**, one of the top 5 global leaders in the energy-based medical aesthetic devices industry.

A synergic cooperation with added value on top of extending product distribution in Hong-Kong, India and China.



The flyer features the logos of Alma (For You. For Life.) and IBSA (Caring Innovation) at the top. The main headline reads 'WHEN TWO GIANTS MEET, THE OUTCOME IS REMARKABLE' followed by 'Alma and Ibsa invite you to learn from the best!'. Below this, it says 'Please join Profhilo's workshop & hands-on by Dr. Eyal Kramer, and learn about the revolutionary thermally stabilized natural HA for skin remodeling.' The event title 'PROPHILO®' is prominently displayed in a large, bold font. The date and time are 'Thursday Nov 15th 10:00-16:00'. The location is 'Salon Room I & II, Lobby Floor, Hyatt Regency Hong Kong, 18 Hanoi Road, Tsim Sha Tsui, Kowloon, Hong Kong'. The agenda is listed with diamond bullet points.

Alma
For You. For Life.

IBSA
Caring Innovation

**WHEN TWO GIANTS MEET,
THE OUTCOME IS REMARKABLE**
Alma and Ibsa invite you to learn from the best!

Please join Profhilo's workshop & hands-on by Dr. Eyal Kramer,
and learn about the revolutionary thermally stabilized natural
HA for skin remodeling.

PROPHILO®

Thursday **Nov 15th** 10:00-16:00

Salon Room I & II, Lobby Floor
Hyatt Regency Hong Kong
18 Hanoi Road, Tsim Sha Tsui
Kowloon, Hong Kong

Agenda:

- ◆ Introduction
- ◆ Company background & Hydrolift concept
- ◆ NAHYCO Technology
- ◆ Science behind PROPHILO
- ◆ Treatment Protocol
- ◆ Bioremodeling & Patient outcomes
- ◆ Preliminary experience before launch
- ◆ Hands-on session



Sisram Medical Expands its Europe Operation, Opening a New Continental Service Facility in Germany

HONG KONG, January 7th, 2019 -- Sisram Medical Ltd ("Sisram" or "the Company") (Hong Kong: 1696), an investment holding company specializing in medical technology for healthcare, today announced the expansion of its business within the medical technology industry at its premises in Nuremberg, Germany.

The new Europe-based holistic service center joins the two existing ones in USA and Israel and will cater all European countries' medical equipment needs including: repair, maintenance and refurbishment.



Alm's New Campus - Project Initiation

Consolidate three existing facilities into one state-of-the-art, advanced and efficient research, development and production site - an increase of:

- 68% in total floor space
- 92% in production floor

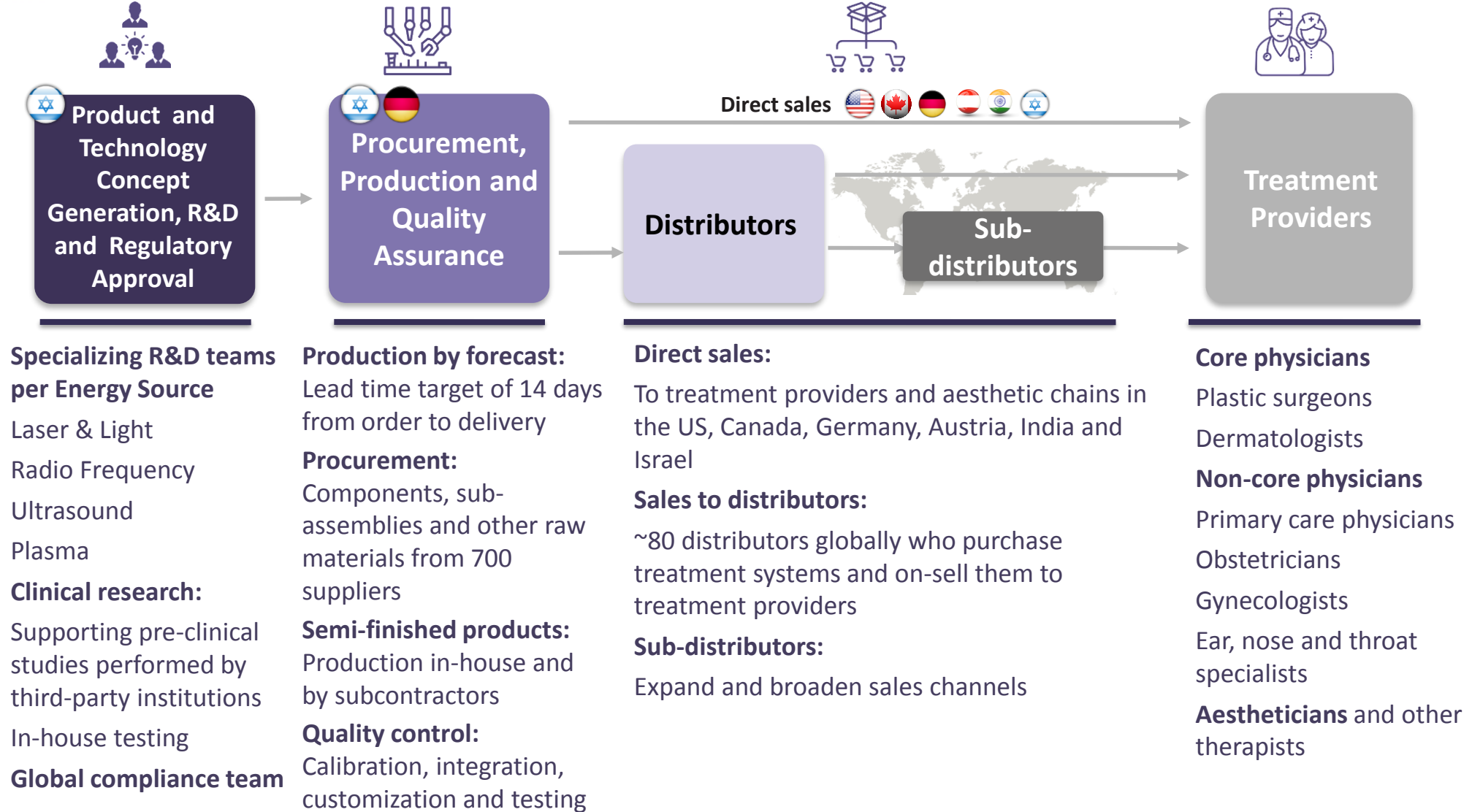
Expected to double the production capacity!



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From R&D to production & commercialization



Specializing R&D teams per Energy Source
 Laser & Light
 Radio Frequency
 Ultrasound
 Plasma

Clinical research:
 Supporting pre-clinical studies performed by third-party institutions
 In-house testing

Global compliance team

Production by forecast:
 Lead time target of 14 days from order to delivery

Procurement:
 Components, sub-assemblies and other raw materials from 700 suppliers

Semi-finished products:
 Production in-house and by subcontractors

Quality control:
 Calibration, integration, customization and testing

Direct sales:
 To treatment providers and aesthetic chains in the US, Canada, Germany, Austria, India and Israel

Sales to distributors:
 ~80 distributors globally who purchase treatment systems and on-sell them to treatment providers

Sub-distributors:
 Expand and broaden sales channels

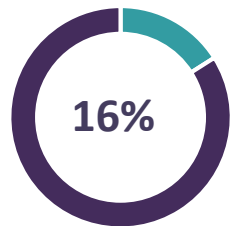
Core physicians
 Plastic surgeons
 Dermatologists

Non-core physicians
 Primary care physicians
 Obstetricians
 Gynecologists
 Ear, nose and throat specialists

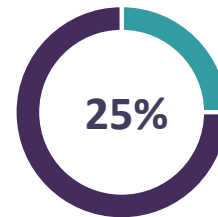
Aestheticians and other therapists

R&D – solid pillar of our success

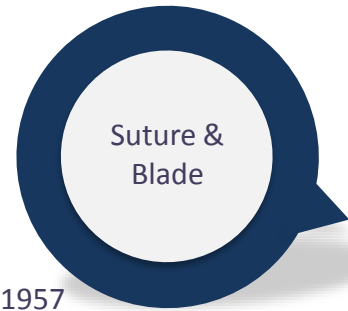
- Solid base of Research and Development
- Leading the industry with the shortest time to market: 1-2 years vs. 3-4 years industry standard
- Revolutionizing the industry:
 - **50+** different models of treatment systems
 - **100+** different models of applicators
 - **55** registered patents and **25** patent applications



**OF ALMA EMPLOYEES
ARE R&D SPECIALISTS**

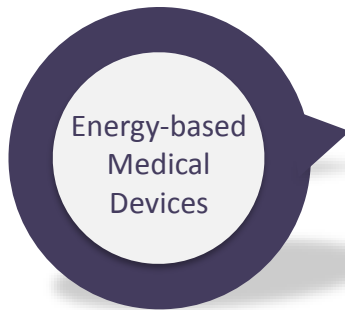


**OF WHICH HOLDS PhDs
& ADVANCED DEGREES**



Suture &
Blade

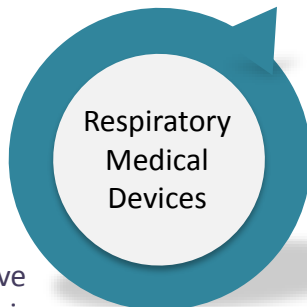
- Founded in 1957
- The largest manufacturer and exporter of surgical blades and surgical sutures with needles in China



Energy-based
Medical
Devices

- Founded in Israel in 1999
- A global innovator of laser, light-based, radio-frequency and ultrasound solutions for the aesthetic and surgical markets

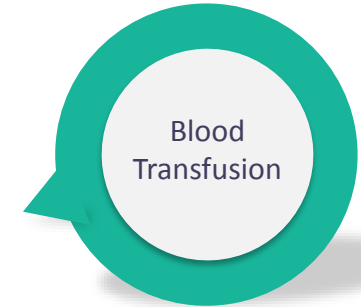
BREAS



Respiratory
Medical
Devices

- Founded in Sweden in 1991
- A complete and comprehensive line of respiratory medical device
- Powered by Boston engineering

FOSUN PHARMA 复星医药

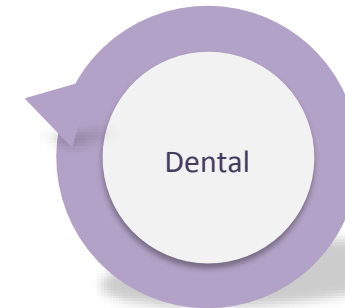


Blood
Transfusion



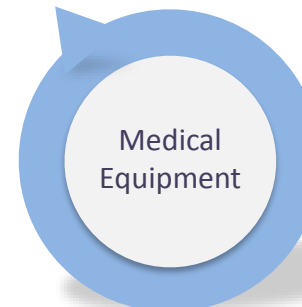
Specializing in R&D, production & distribution of transfusion-related supplies

FOSHION



Dental

- Founded in 2002, advanced dental products & technologies
- One of the leading suppliers of dental equipment and consumables in China



Medical
Equipment

- A leading medical equipment provider
- China Business focusing on surgery, Imaging, oncology, aesthetics & dermatology

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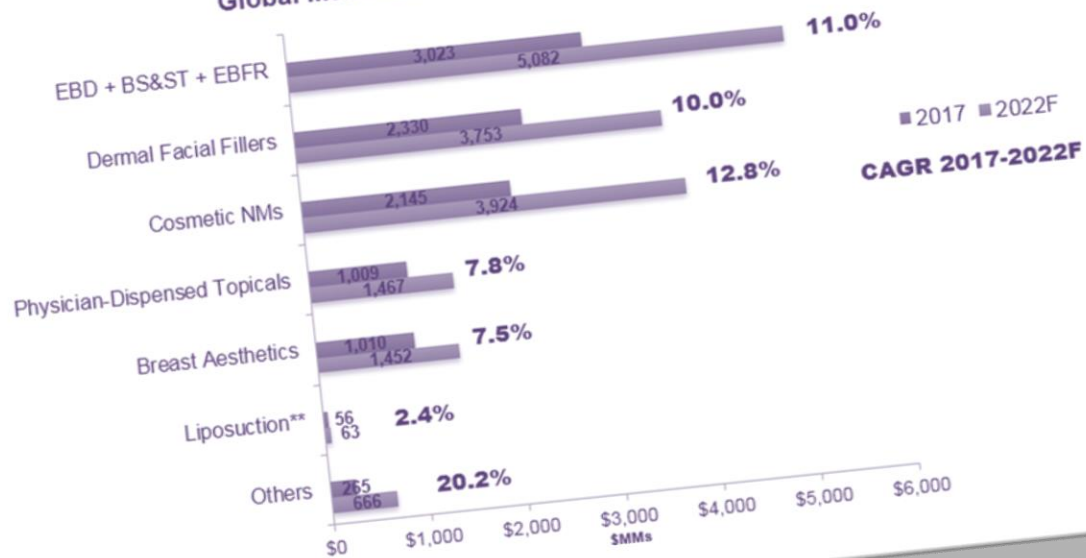


The B2B Global Medical Aesthetic Market was ~\$9.8B in 2017 and is expected to grow to \$16.4B, with 10.8% CAGR

The **Energy-Based devices** category is the **largest** overall category and will show the **greatest absolute growth**

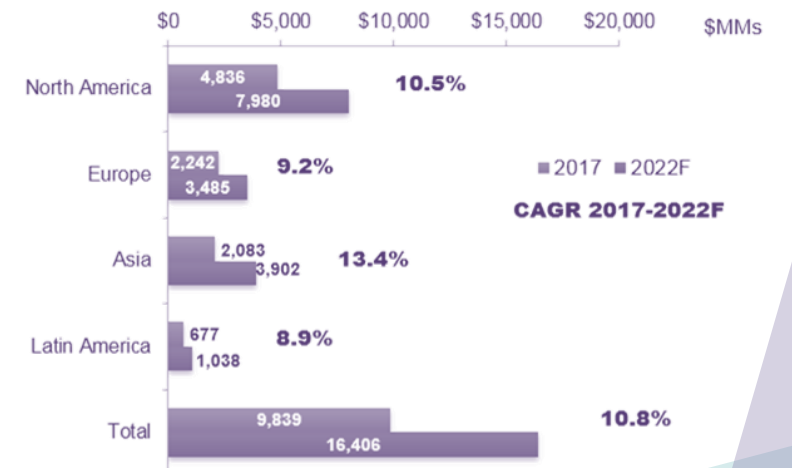
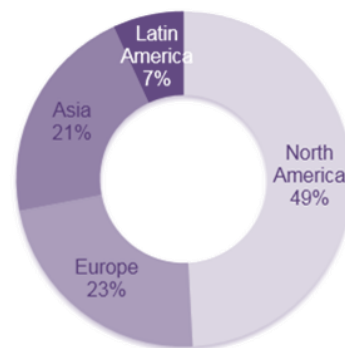
It is expected that **Asia** will outperform the other regions in terms of growth over the forecast period and will surpass Europe by that time.

Global Medical Aesthetic Market 2017 and 2022F



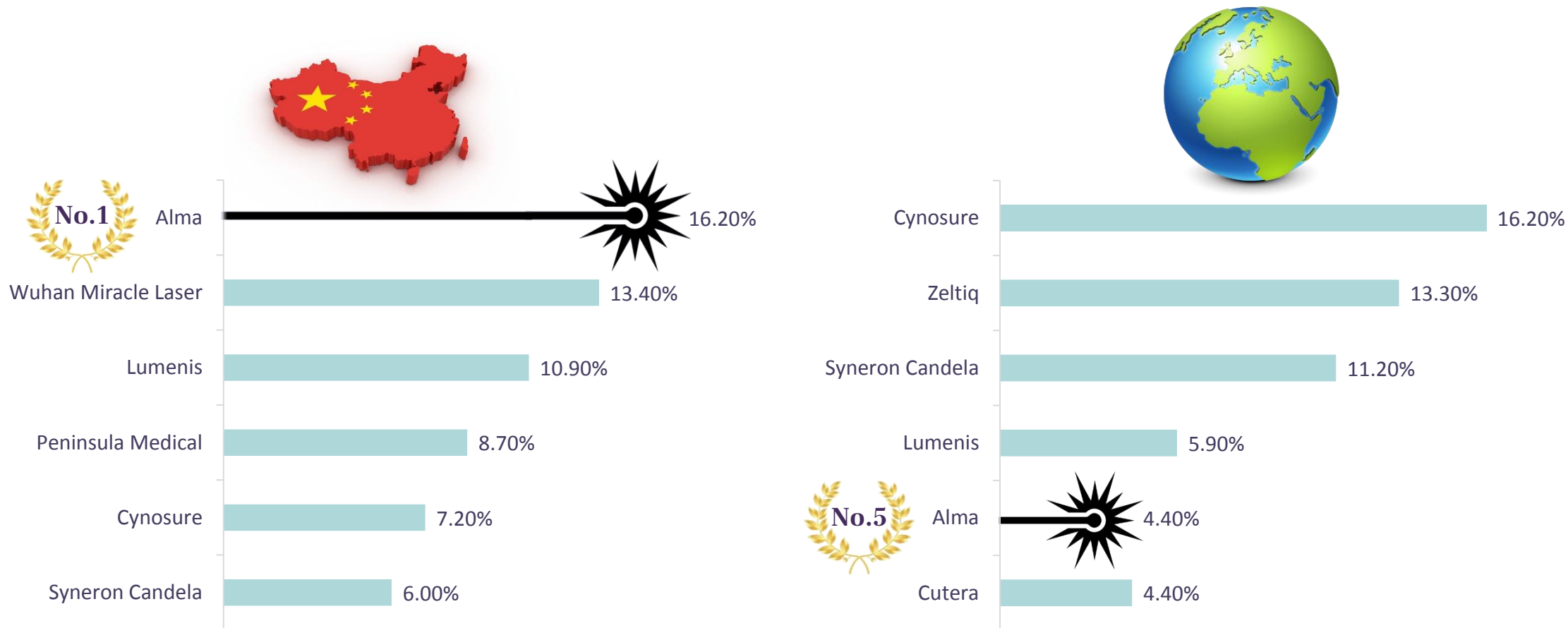
Total Medical Aesthetic Market 2017 and 2022 by Region

2017 Regional Share



Well-positioned in the global market

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



* In terms of revenues, source: Medical Insight, 2017

Thank You !

