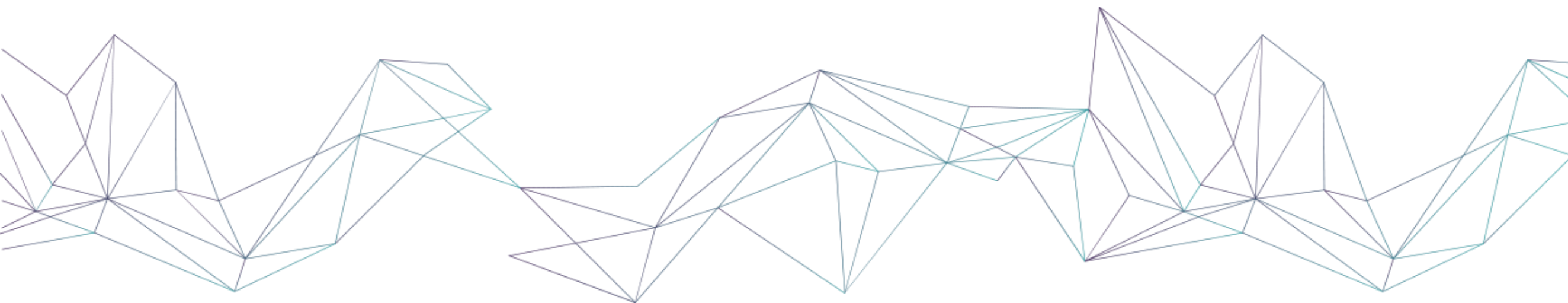


2019 Annual Results

Sisram Med
Stock Code: 1696.HK



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**2019
Annual Results**



**Business Performance
Highlights**



Outlook & Strategy



About Us



**2019
Annual Results**



Business Performance
Highlights



Outlook & Strategy



About Us

2019 Results Outlook

Revenue increase **12.7% YOY**

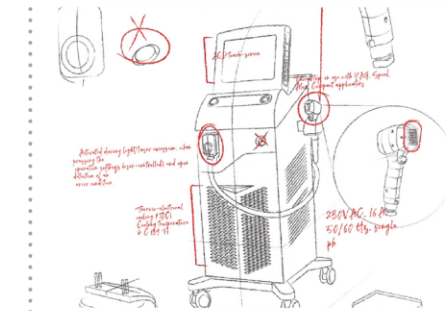
25.6%
of corporate
employees are R&D
specialists



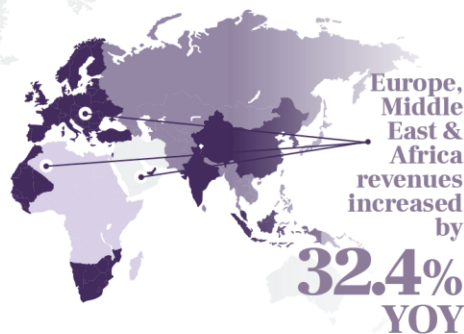
Active
across
90
countries

North
America
revenue
increased by

**28.2%
YOY**

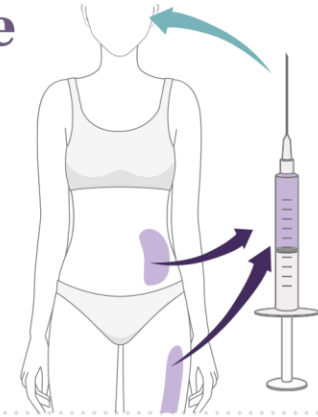


R&D investments
increased by
13.9%YOY



Minimally-invasive
product line
revenue
increased by

16% YOY



Core product
line revenue
increased by

10.2% YOY



**Award
Winning
Products**

MY FACE } MY BODY
AWARDS

ClearLift™
“Best Anti-Ageing
Treatment
of the Year”



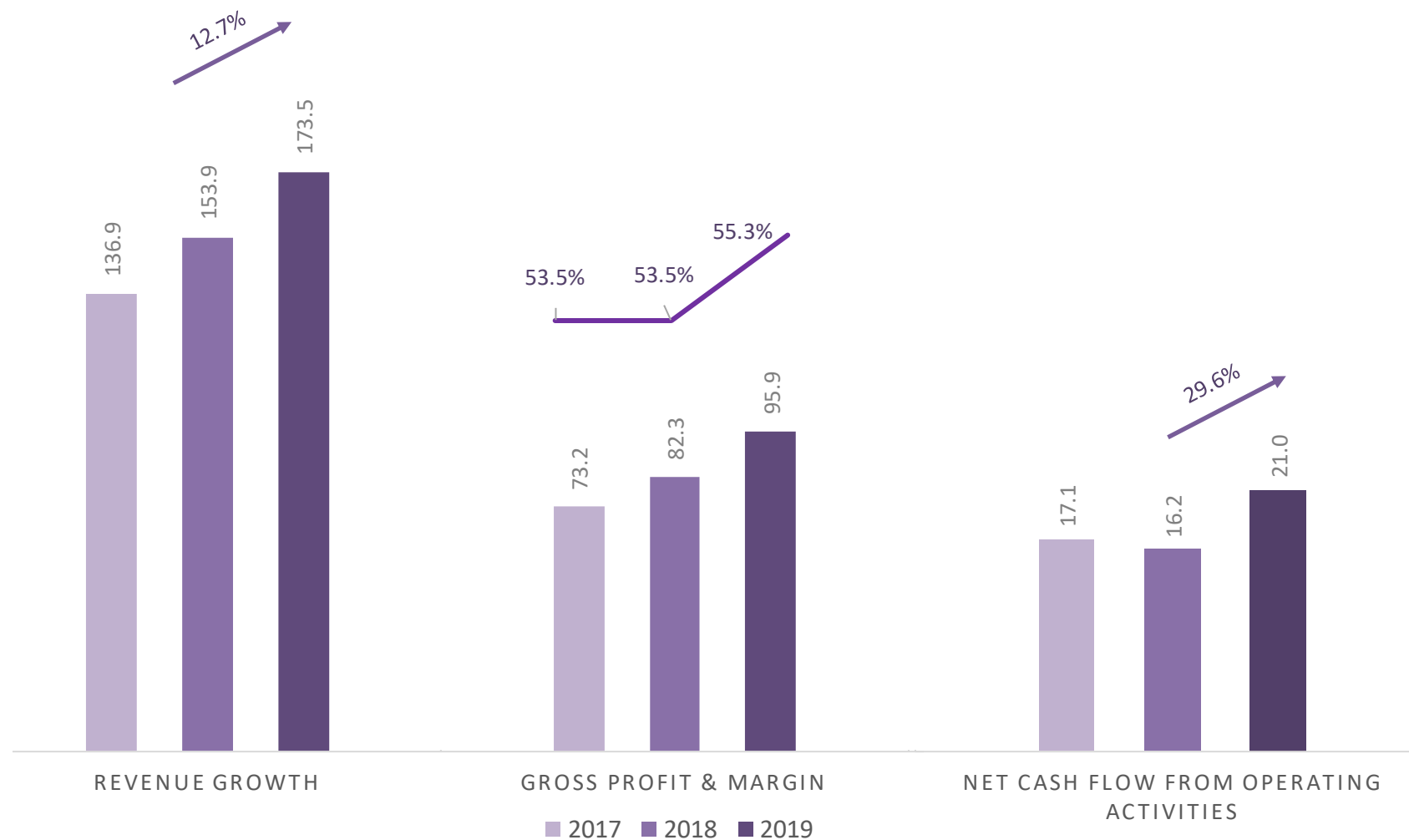
**Soprano
Titanium**

“Best New
Product
of the Year”



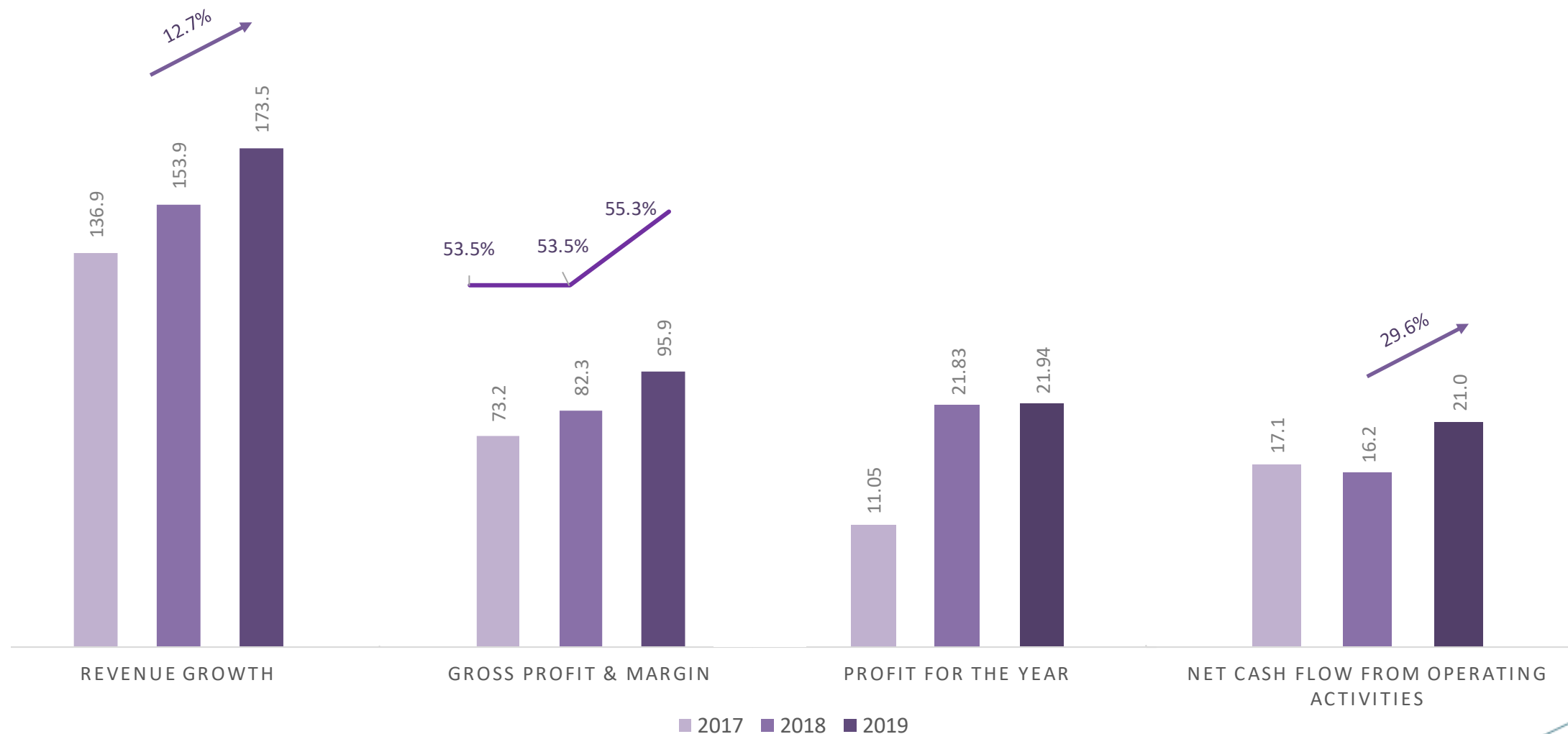
Key Financial Data 2019

(USD million)



Key Financial Data 2019

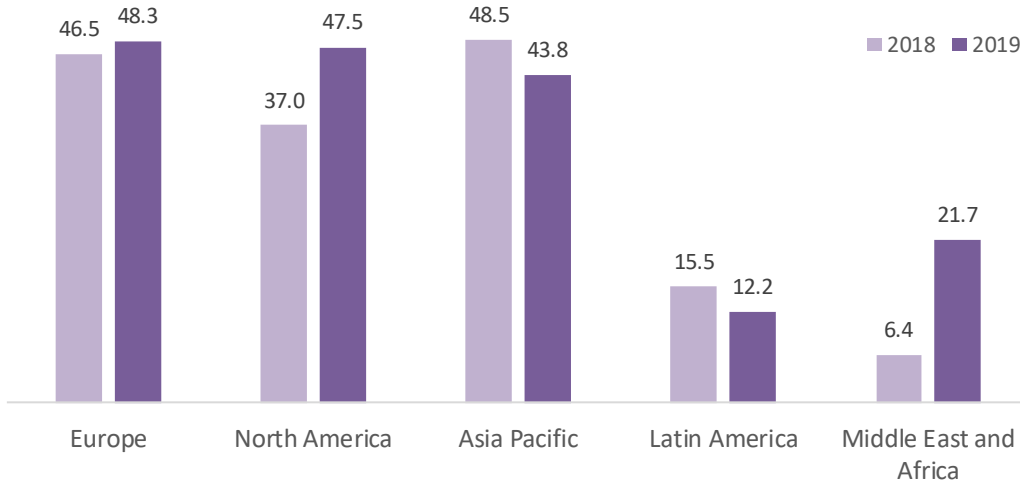
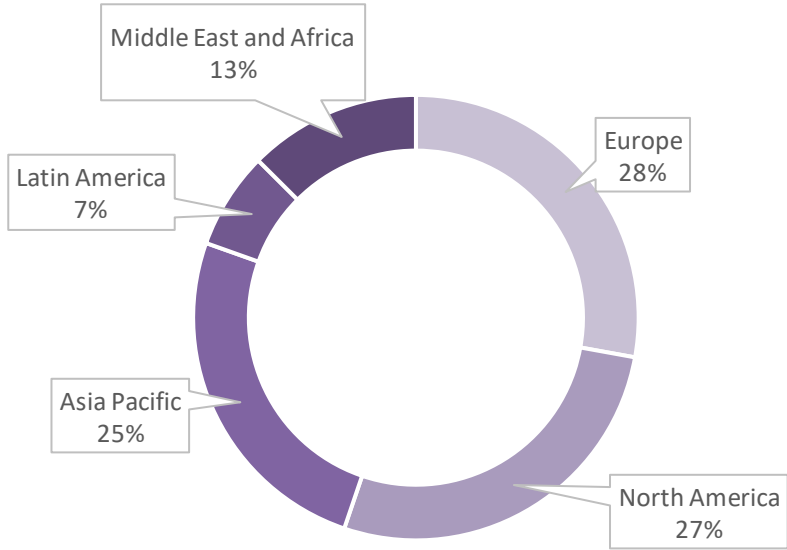
(USD million)



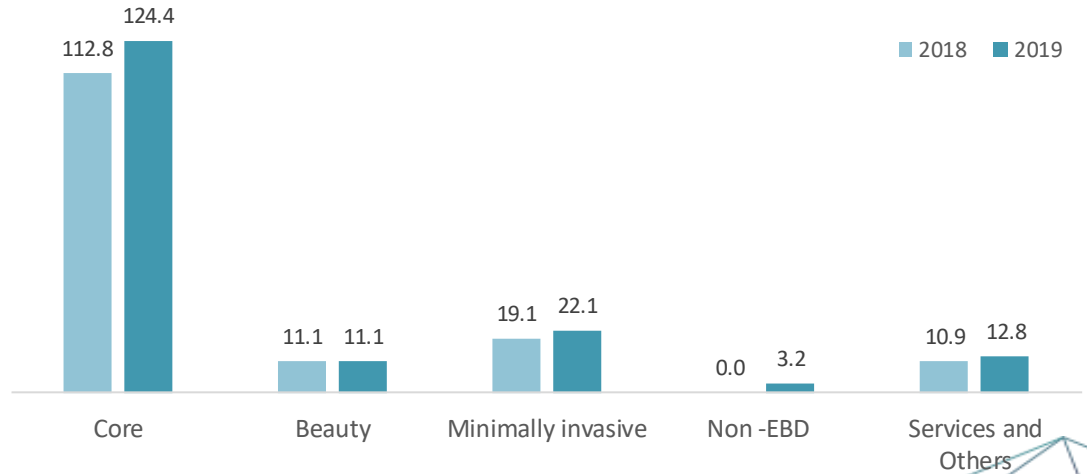
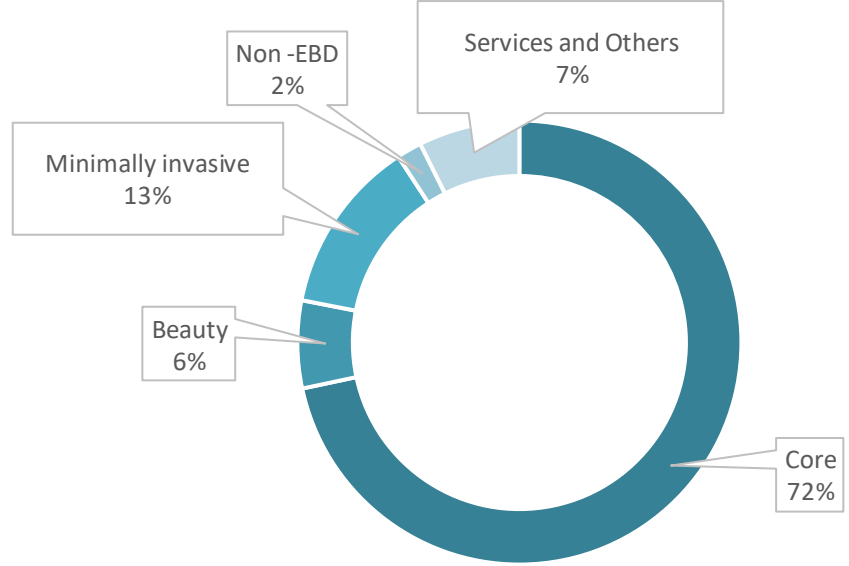
Revenue Breakdown

(USD million)

Geographic Areas

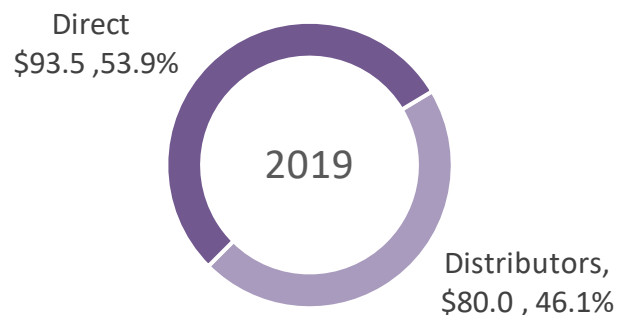
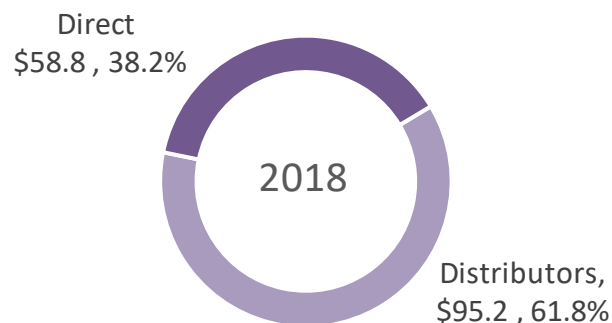


Product Categories

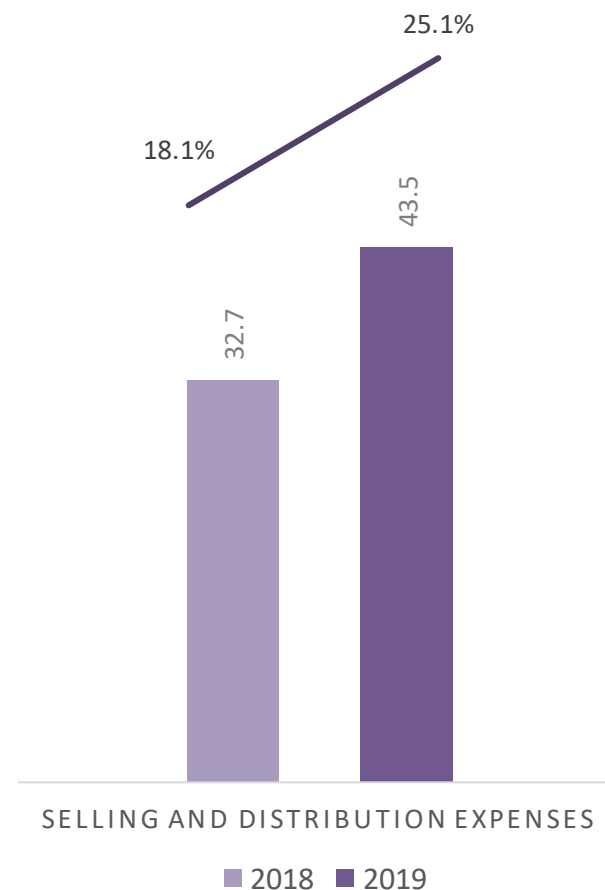


Selling and Distribution

(USD million)



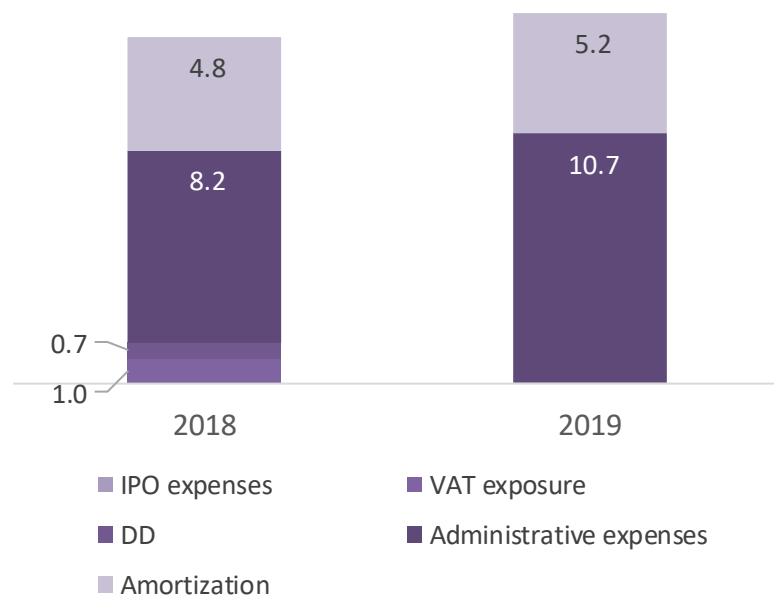
- Direct Sales operation in the **United States, Canada, Germany, Austria, Swiss, India, Israel, Hong Kong, Australia and South Korea**
- Distributors in the rest of the world selling treatment systems to treatment providers
- Selling and distribution expenses increased mainly due to sales force expansion in direct sales territories (USA, Israel)



Operating Expenses

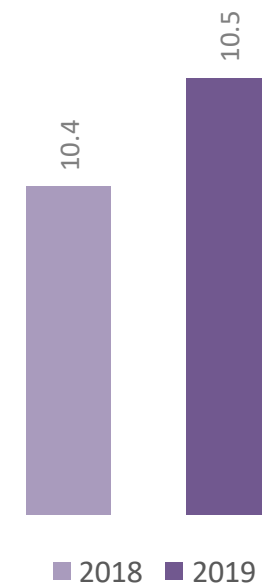
(USD million)

Administrative Expenses



- Administrative expenses of the Group increased by 7.2% to US\$15.8M from US\$14.8M for the corresponding period
- Excluding amortization expenses and one-off listing related items, the increase is mainly attributed to the consolidation of Nova's expenses and the re-evaluation of contingent consideration related to Nova's acquisition.

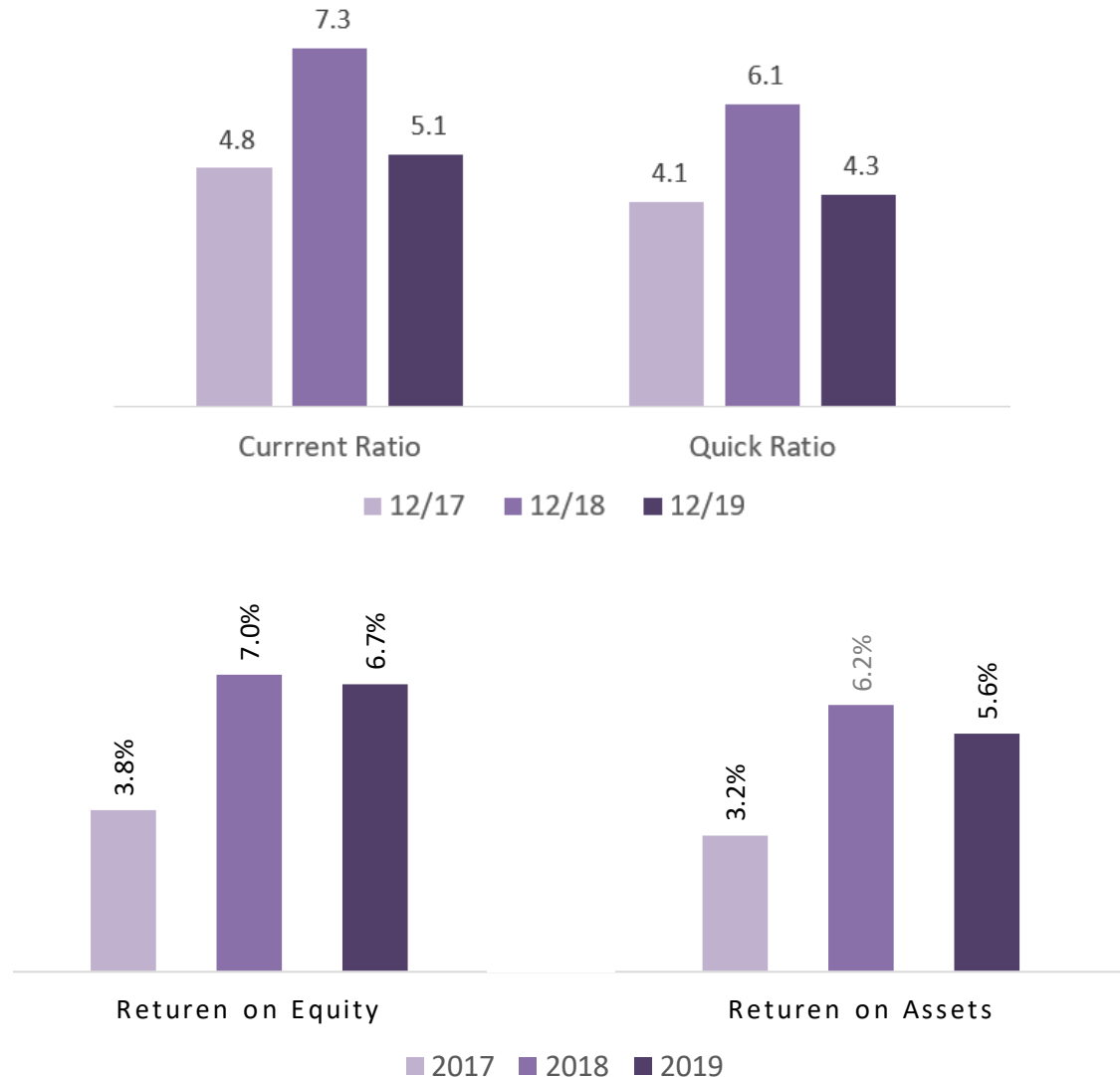
Research & Development Expenses



- R&D expenses increased by 0.9% to US\$10.5 million from US\$10.4 million for the corresponding period
- The expenses increased by 13.9% YOY, excluding one-off IPO bonus expenses incurred in 2018

Liquidity and Capital Structure

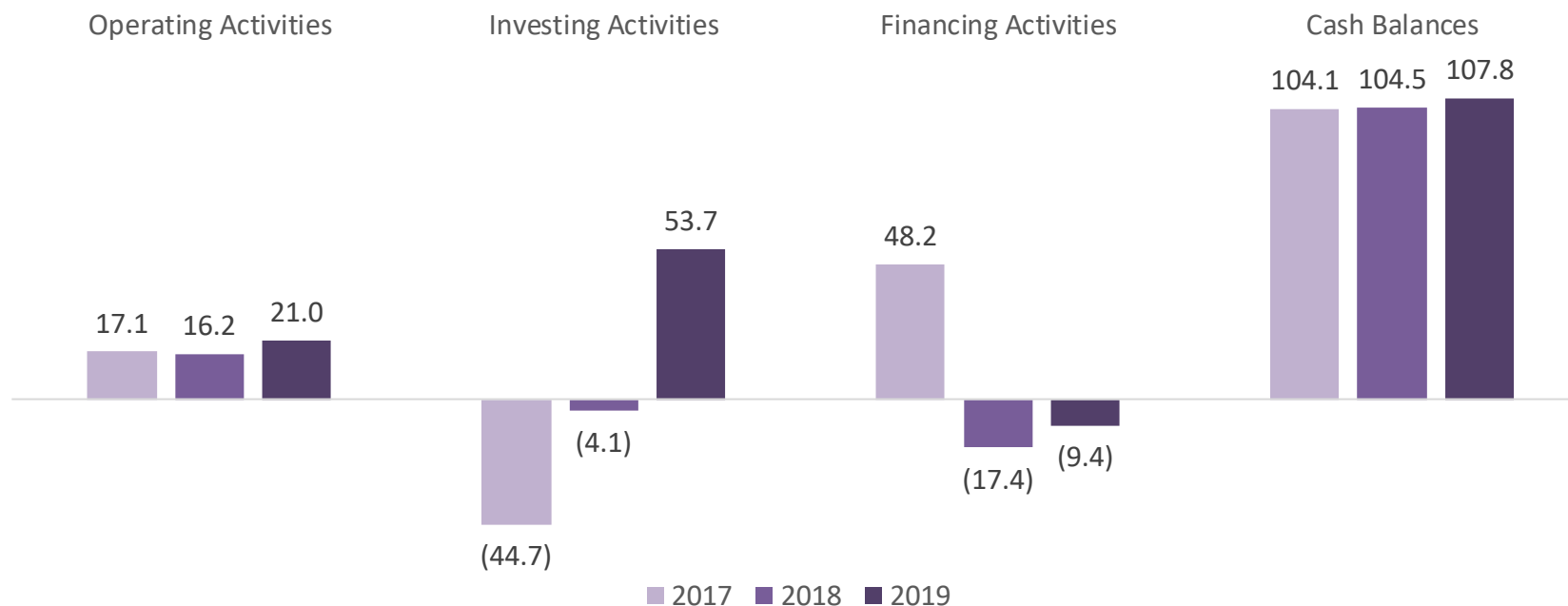
(USD million)



- The company raised US\$97.92M from IPO in September 2017
- In 2017 the company repaid bank loans of US\$38.2M; together with related party loan and interest of US\$10.1M
- In 2018 the company repaid bank loans of US\$9.3M; together with an interest of US\$0.5M
- In 2019 the company repaid bank loans of US\$1.5M; together with an interest of US\$0.3M
- In 2019 the company declared a dividend of US\$5.6M

Cash Flow & Turnover

(USD million)



Investing activities

In the first half of 2019 the company completed the acquisition of 60% of Nova (the former Israeli distributor) for UD\$7.9M. This has been offset by the release of Short-term Deposits at the sum of UD\$62.6M.

Net Profit Adjustments

(USD million)

	2019	2018
PROFIT FOR THE YEAR	21,935	21,831
Adjusted for:		
Amortization of other intangible assets arising from acquisitions	5,171	4,827
Contingent consideration arising from acquisition	552	-
IPO bonus	-	3,992
Due diligence	-	739
Deduct: deferred tax arising from other intangible assets	(704)	(596)
One-off VAT adjustment	-	1,010
One-off income tax due to encouragement law true up	-	(2,343)
Total Adjustments	5,019	7,629
Adjusted Net Profit	26,954	29,460
Adjusted Net Profit Margin	15.5%	19.1%



2019
Interim Results



**Business Performance
Highlights**



Outlook & Strategy



About Us

Research & Development

- Research and development investments increased by 13.9% YOY (excluding one-off IPO bonus expenses incurred in 2018)
- 25.6% of corporate employees are research and development specialists
- We have launched 2 new products:
 - **Soprano Titanium**, the most advanced laser hair removal platform on the market today, demonstrating 31.5% growth in the laser hair removal product line revenues YOY
 - **Colibri technology**, a needle-thin Microplasma applicator designed for non-surgical blepharoplasty and wrinkles reduction, creating significant market traction
- We have recently filed a provisional application in the USA for a patent on harvesting high quality stromal vascular fraction (SVF) cells and adipose-derived stromal cells (ASCs) from lipoaspirate fat. This patent and technology are expected to further expand our surgical and regenerative medicine applications





Soprano™ Titanium

Stronger. Faster. Smarter.
Featuring extra large 3 lasers
wavelengths applicator, ICE⁺
cooling, Smart Clinic (IoT)
and more...

Hair Removal, **Reinvented.**



Non-surgical Skin Lift

The highest peak power
solution on the market for
non-surgical eyelid lift,
Xanthelasma, periorbital and
perioral fine lines & wrinkles.



Products

**Two highly successful product
launches in the fields of hair
removal and skin rejuvenation**

Sales and Marketing

- The infrastructure work and investment in developing and excelling our North America sales operation has already registered success with 28.2% revenues growth YOY
- Alma triumphed two Global Aesthetic Awards by MyFaceMyBody, the largest, most respected and highly recognized awards in the aesthetic industry, celebrating excellence all over the world:
 - “Best New Product of the Year” for its recently launched Soprano Titanium™, the most advanced laser hair removal platform on the market
 - “Best Anti-Ageing Treatment of the Year” for its ClearLift™ – Harmony XL PRO™, a leading fractional non-ablative Q-Switched laser primarily used for skin rejuvenation treatments



Operations

- Global ERP project, designed to accelerate the company's growth, is in implementation phase, go live on Q1 2020
- Alma's new campus project is in execution phase with 65% of plan accomplished. The campus will consolidate five operation sites into one with future expansion capacity of 50%. Facility transition is planned for August 2020
- Competitive procurement project, including advanced suppliers' control structural methods, has been designed and is in implementation process

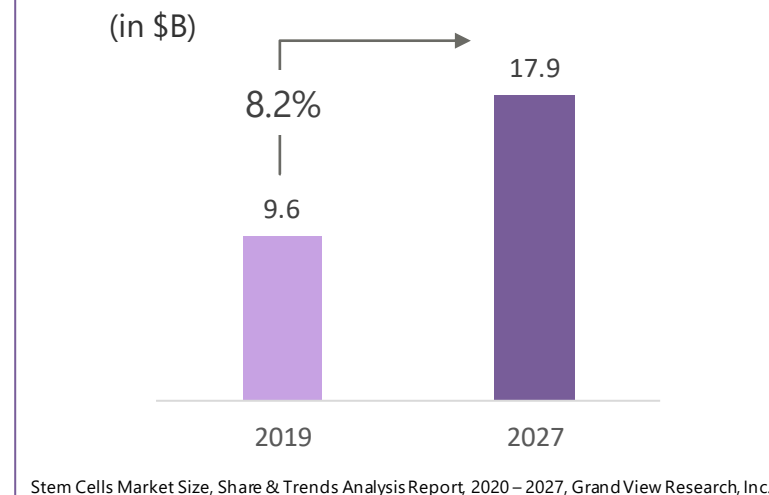


Autologous Fat Grafting Market - The Future of Stem Cells

Overview

- Regenerative medicine and cellular therapies are considered to transform the healthcare industry in a few years
- Adult stem cells (ASCs) segment occupied the largest share of the products in 2019 and is expected to maintain its dominance across the analysis period
- Factors such as long-term renewal property, low rejection rates, and minimal ethical concerns associated with the utility of ASCs are attributive towards larger market share

Market Forecast



Our Solutions

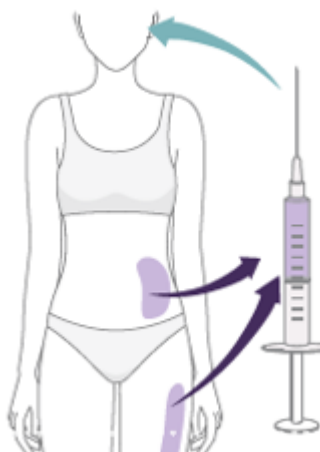
- Optimal fat harvesting to preserve the vitality of stem cells
- Autologous fat grafting - Reimplantation of harvested fat for multiple indications such as facial dermal enhancement and breast augmentation
- Stem cells processing automation

Proprietary Technology -

- BeautiFill by LipoFlow is the first and only energy-based device cleared by the FDA for autologous fat grafting
- Alma is one of the top 4 companies in the industry, which together hold 80% of the market share for fat grafting
- The adipocyte yield from BeautiFill presents over 95% fat cells viability and an increase of 40% in reimplantation-suitable fat over mechanical liposuction

Business Performance

BeautiFill by LipoFlow revenue increased by **374% YOY**



Patent Application

We have recently filed a **provisional application** in the **United States** for a **patent** on harvesting high quality stromal vascular fraction (SVF) cells and adipose-derived stromal cells (ASCs) from lipoaspirate fat.

This pending patent and the underlying harvesting technology are expected to further expand our surgical and regenerative medicine applications.



2019
Interim Results



Business Performance
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Outlook & Strategy



About Us

Outlook for 2020

- In 2020, we intend to practice a constructive disruption strategy, evaluating and implementing near-future technologies, ventures and synergies to bolster our global position
- Our efforts throughout the coming year will focus on:
 - Digitalization
 - Eco-system's brand building
 - Lean innovation
 - Organic growth facilitators
 - Non-organic growth facilitators
 - Addressing the Corona Virus impact



Outlook for 2020

We plan to focus on the following targets:

- Develop our market share in the new subsidiaries' territories (Australia and South Korea)
- Explore untapped direct operation opportunities worldwide
- Allocate research and development resources to explore the combination of energy sources and pharmaceuticals, develop technologies, products and protocols that will best utilize the findings of the Company's research
- Conduct additional clinical studies, including FDA focused trials
- Distribute affiliating products and technologies in a private label / ODM model
- Leverage Fosun's channels in the PRC to capture larger market share (for surgical, injectables, beauty and cosmeceuticals segments)
- Follow our eco-system strategic planning by searching, evaluating and executing relevant M&A's initiatives





2019
Interim Results



Business Performance
Highlights

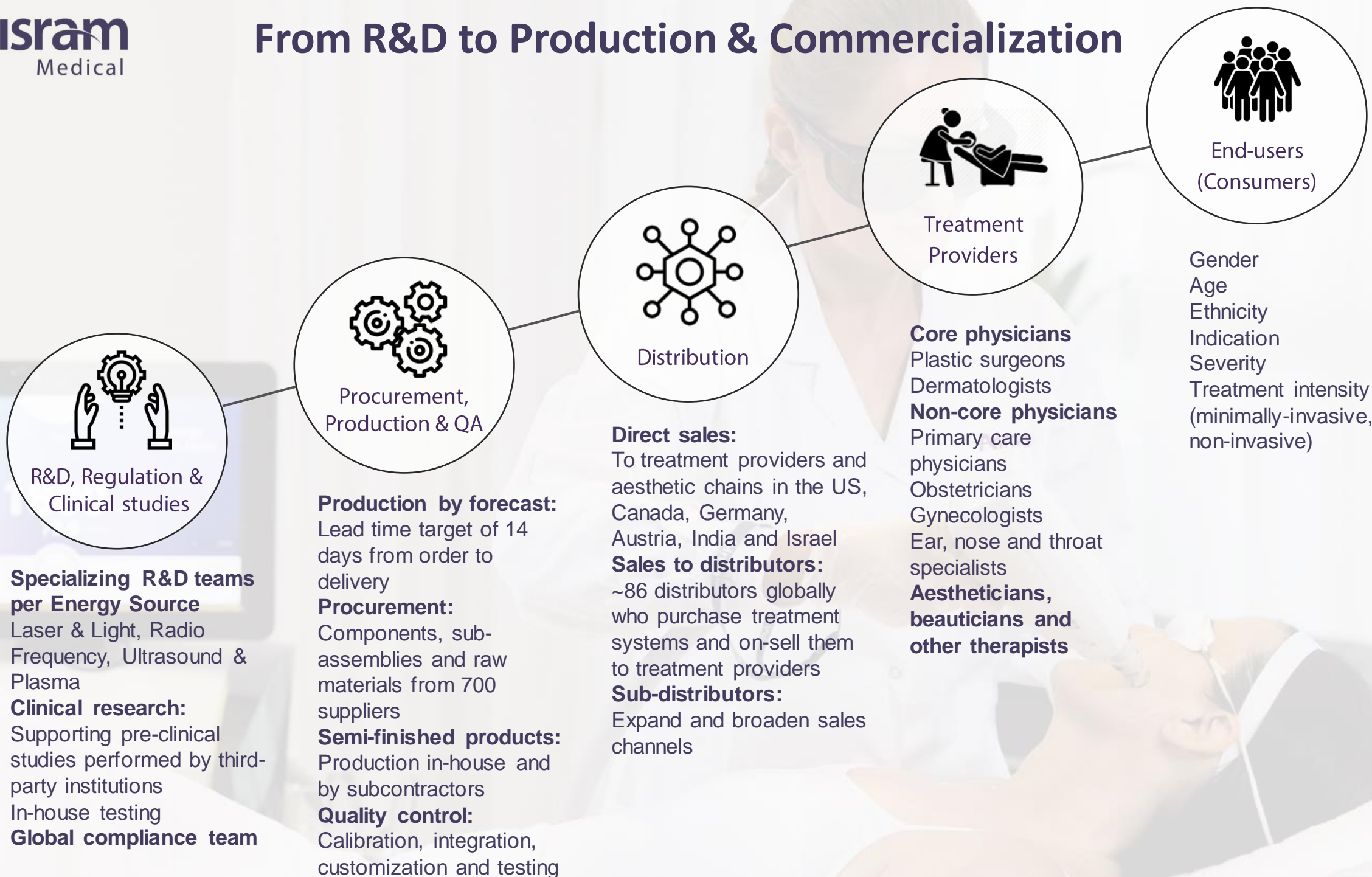


Outlook & Strategy



About Us

From R&D to Production & Commercialization



Sales and Distribution Network

Positioning

Efficient mix of global sales and distribution channels adapting to different market dynamics

Location

Worldwide sales network across
~90 countries / jurisdictions

Strength

Well-diversified and balanced
geographic coverage



Sisram Medical, A Prominent Member of Fosun Pharma Med-Tech Eco-system



- Joint venture with Fosun Pharma since 2018
- Strong R&D team focus on early minimally invasive radical surgery solutions



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



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



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



- Founded in 2010
- Specialized in foreign imported and domestically modified high-end medical ambulances and mobile emergency surgical vehicles



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



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



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

Thank You !

