



California BioTech Product Manufacturer
ACT Client #201407
Available for Acquisition
FAST GROWING / HIGHLY PROFITABLE

Overview

ACT Capital Advisors is pleased to offer a highly profitable medical technology company for acquisition. The Company's core business is advancing the art of aesthetic and regenerative injectables. The Company designs, patents, and manufactures proprietary medical products for the harvesting, processing, and deployment of FDA 361 compliant autologous soft tissue. Over 300 Doctors are using the value products in the fields of aesthetics and cosmetic surgery applications, regenerative medicine including orthopedic surgery, pain management, and anti-aging procedures. The company has experienced tremendous acceptance of its products in the local California market. These proven products have unlimited growth potential with the development or adoption of a channel for distribution.

Key Value Drivers

Proven Products: The company has been able to produce some of the most innovative technologies that can transfer the patient's own adipose tissue under local anesthesia with little to no recovery time for the patient. The company produces the full stack of medical products needed to perform varying types of fat transfer and plastic surgery procedures.

Intellectual Property: The company is an intellectual property think tank and development company specializing in the fields of regenerative aesthetics and medicine. From concept to validation, then manufacturing, they are meticulous in how and why they develop the products they do. The company's products are patented and have several patents pending.

Clinical Support: The company has an expert team of physician advisors and consultants. They provide advice and support to physicians long after the initial sale of their products and are committed to ensuring favorable outcomes.

Accelerating Revenue and Profit Growth: In 2020 the company saw record revenue which grew over 30% and profits which were up 500%. Factors included a new laser sculpting product line, new patented micro cannula products, new Chief Science Officer, expansion of sales force, and a multi-year engineering design and product provisioning contract with a national multi-site body contouring company.

Highlights



Leader in liposuction, adipose tissue collection, fat grafting, and autologous cell isolation and transfer



Robust research and development team committed to producing the latest and most effective medical equipment



Strong reputation and relationships with leading doctors and surgeons in the California market

Facts & Figures

300 Plus Doctors Using Products

Innovative New Products:

2017: 1st Fully Reusable and Disposable Plastic Systems

2019: 1st Fat Grafting Kit To Transfer Patients Own Adipose Tissue Under Local Anesthetic

2020: Patent Awarded for Super® G Micro Cannula: Online Store Launched

**EBITDA Up Almost 500% Y/Y
Exceptional Year for Rev. & Profits in 2020
Revenue Tracking to 100% Growth for 2021**

All With Limited Channel & Distribution

Technologies Intellectual Property Clinical Support

Financial Information

(In \$USD)	2018	2019	2020	2021E ¹
Revenue	\$2,114,666	\$1,874,551	\$2,388,714	\$4,540,000
Gross Profit	\$1,350,141	\$1,141,940	\$1,580,332	\$2,937,000
Adj. EBITDA	\$93,180	\$160,860	\$740,644	\$1,300,000

1. Pro-Forma revenue estimates based on company's sales pipeline and agreed upon contracts for future sales and service.

Contact Information and Next Steps

Interested parties should execute the attached Non-Disclosure Agreement (“NDA”) and return to ACT Capital Advisors with a written request to receive the Confidential Information Memorandum (“CIM”).

NDA's and CIM requests should be submitted to Jeff Zanardi, ACT Managing Director:

Email: jzanardi@actcapitaladvisors.com
 Direct: 408.832.7241