

INTERNATIONAL MASTER COURSE ON AGING SCIENCE

IMCAS

21ST ANNUAL WORLD CONGRESS • JAN 31 to FEB 2, 2019 • PARIS

GLOBAL MARKET SUMMIT

PLASTIC SURGERY - DERMATOLOGY - AESTHETIC SCIENCE

FRIDAY FEBRUARY 1, 2019

AMPHI HAVANE - PALAIS DES CONGRÈS • PARIS

1

9 AM – 12:30 PM
**THE INNOVATION
SHARK TANK**
START-UP CONTEST

2

2 PM – 4 PM
**THE INVESTORS'
FORUM**

3

4:30 PM – 6:30 PM
**THE ECONOMIC
TRIBUNE**

IMCAS.COM

GLOBAL MARKET SUMMIT

AMPHI HAVANE (LEVEL 3)

Welcome to the first edition of **IMCAS Global Market Summit**, a full day including three main events for all the various players from the dermatology, plastic surgery and aesthetic market. From physicians, industry leaders, entrepreneurs to start-ups and investors, you get access to a range of sessions in order to understand the main elements and activities of our market: mergers & acquisitions, future innovations, deployed strategies and investments, and many more.

[The Innovation Shark Tank](#) starts the day, presenting some of the most promising international start-ups that compete for the Innovation of the Year award.

After a well-deserved lunch, [The Investors' Forum](#) unites analysts, physicians, industry players and investors including venture-capitalists from all over the world to discuss the challenges, opportunities and related emerging technologies in order to achieve higher returns in the medical aesthetic market.

[The Economic Tribune](#) concludes the Global Market Summit with an analysis of the various market segment figures including the latest mergers and acquisitions. During the following round tables, CEO of the industry leaders acknowledge their company's latest strategies. Exchange with them and discover their vision of the market.

You are then most welcome to join the Networking Cocktail and discuss with all the players of our market around a drink.

Benjamin ASCHER & Laurent BRONES

CHAIRS



ASCHER Benjamin
Plastic Surgeon
France



BRONES Laurent
Business Development
Symatase
France



1 INNOVATION SHARK TANK

9 AM – 12:30 PM

A Shark Tank is an opportunity for up-and-coming start-ups to pitch their unique ideas to a jury of leaders in the industry. After a successful inaugural Shark Tank that took place in February 2018, this 2nd edition gives entrepreneurs the chance to showcase their innovations of tomorrow.

Emerging aesthetic companies are applying to take part to the event, each attempting to demonstrate how their innovation will uniquely solve a problem in the dermatology, plastic surgery or aesthetic science field. Among all the applications received, and through a difficult decision process, only 13 of the best disruptive companies have been chosen to present live.

Each company has 6 minutes to showcase its solution, explain what makes it stand out from others on the market, and demonstrate its value. The jury and audience have the chance to question the start-ups before voting for their favorites.

One worthy company will be voted the 'IMCAS Innovation of the Year' and two additional start-ups will be voted 'Promising innovations'.

Join this exceptional event, discover tomorrow's world innovations and vote for your favourites!

Organised with the collaboration of



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Hubert ZAJICEK
CEO & Co-Founder of
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United States

SHARK TANK

DISCOVER TOMORROW'S INNOVATIONS

The IMCAS Innovation Shark Tank is a contest of start-ups presenting their promising innovations that will revolutionize the market in the coming years. The most convincing start-up will be elected by the jury of experts as "IMCAS Innovation of the Year 2019". Discover and follow the competition LIVE on Friday, between 9 am and 12:30 pm. Focus on the 13 participating start-ups in the 2019 edition.



Biochange

www.biochange.life

BioChange is an innovator in the field of tissue engineering. Over the past 4 years, the company have developed a biodegradable injectable tissue scaffold, aimed to stimulate collagen production and provide long term tissue regeneration. The lab and animal clinical studies showed safety and significantly superior efficacy compared to any other filler in the market. On approval, this product will be a game changer in aesthetic dermatology.



Cherry Imaging

www.cherryimaging.com

Cherry Imaging's cutting edge camera and technology, brings long-awaited scientific data to the hands of physicians for accurate, objective, and traceable treatments on both face and body. This imaging platform combines a powerful, easy-to-use 3D camera with innovative Trace™ software that together can objectively measure changes in skin — from scars, fillers and botox, to skin rejuvenation and full body scans. The lightweight, handheld camera captures thousands of three-dimensional images from multiple field views and multiple angles, all within a single, one-click scan. The images can be captured from wherever the physician is with the patient — no lighting adjustments or angling necessary for easy, portable scanning. Cherry provides doctors and patient with accurate feedback for comparable analyses over time. Whether the data is being used immediately or for traceability, doctors and their patients and the industry can now see pre- and post-treatment results with a purely objective lens.



Datum Aesthetics

www.datumaesthetics.com

This innovation provides an answer to one of the most desired aesthetic treatments – skin refinement and improvement that is not involved in long downtime, potential adverse events or painful and cumbersome treatments. Datum Aesthetics brings its unique collagen technology into the world of skin boosters, providing an immediate hydrating and softening effect together with a long-term fine-lines reduction and skin rejuvenation. The company is built by the people who developed, manufactured and marketed the EVOLENCE brand in 2004, which was sold to J&J in 2007 for \$160M. All senior managers, highly experienced in the aesthetic market, the company's management team encompasses all the expertise that is required to bring the EVOLENCE collagen back to the market, and further expand the product portfolio based on the proprietary and improved Glymatrix technology.



D-Lab Nutricosmetics

www.dlabparis.com

Nutricosmetics is a growing market. D-Lab Nutricosmetics' study on skin explants shows that dietary supplements are more effective than topical care on different parameters, including anti-aging. This proves that the fight against aging begins primarily from the inside. Gummies are the perfect «support» for technical anti-aging active ingredients, as long as they do not contain glucose. Clinical studies prove the bioactivity and effectiveness of the active ingredients with results both in the anti-aging prevention and in the repair of aged tissues.



Genoskin

www.genoskin.com

Genoskin has developed a proprietary technology to maintain human skin biopsies alive in testing wells. The skin is donated by patients after common plastic surgery procedures, such as tummy tucks. At the end of these procedures, any excess skin is generally discarded by the surgical staff and hospital. The Genoskin team has now setup strong win-win collaborations with clinics and hospitals both in France and in the US to use donated skin samples in a patented testing model for cosmetic, pharmaceutical and chemical companies as well as research institutions. The retrieved skin is placed in a testing well that contains a special biological gel-like matrix that provides support and nutrition to the tissue. The sample remains alive and functional for several days. Unlike animal skin, bioprinted skin or skin that is grown in laboratories, Genoskin's models are made with healthy functional and live human skin. Genoskin ex vivo skin models help obtain more relevant human results, saving both time and money.



Hallura

www.hallura.com (opening soon)

Hallura develops a radically new technological platform for the crosslinking of HA under physiological conditions. The first products in the pipeline compose a range of dermal fillers for facial aesthetic applications. Next objectives of Hallura is to apply the technology to the field of regenerative medicine for bioimprinting and regenerative aesthetics for controlled delivery of bioactive factors.

Orlight Laserwww.orldlightlaser.com

ORskin Blue™ a new generation high power diode Laser handheld, battery powered, ergonomic and cost effective for the treatment of telangiectasia (spider veins) in face and legs.

**Penguin Games**

Penguin Games is an eczema management app designed for children. This augmented-reality app helps patients to track and learn about their own unique eczema and allows dermatologists to understand eczema objectively for personalized treatment. Penguin Games AR app fills the missing gap between patients and clinicians to improve compliance.

**Sebana Medical**www.sebanamed.com (opening soon)

Established in 2015, Sebana Medical is a privately-held biopharmaceutical company whose aim is to develop a pharmaceutical product for preventing the absorption of a fat graft in soft tissue augmentation. The safety and efficacy of Sebana's unique formulation has been proven in animals, and the final product is currently under development for clinical trials. The use of autologous fat is a method with many advantages over the use of foreign materials that are currently popular (silicone for breasts, Hyaluronic Acid (HA)-based injections for the face, etc.). The major limitation to the use of autologous fat for dermal filling is the phenomenon of fat cell resorption into the injected tissue. The injected fat tissue loses volume and weight in a relatively short time (weeks). This issue is the Achilles heel of this technology and prevents significant penetration of autologous fat injection technology into the aesthetics field.

**Seevix Material Sciences**www.seevix.com

Seevix produces SVX™, the first true man-made spidersilk, which combines excellent mechanical properties with high biocompatibility, non-immunogenicity, and micrometric architecture, yielding a unique biomaterial for cosmetics and dermatology applications. SVX is a protein based biomaterial enabling various modifications and modulations for custom made engineered scaffolds. SVX has been demonstrated to support true 3D cell growth providing mechanical support, improving cell viability, conserving cell function over time and delaying cell death. Thus, it is an excellent scaffold for skin regeneration and tissue engineering. Additionally, SVX's exceptional strength, unique adhesive properties, elasticity, stability and biocompatibility make it an ideal topical smoothing agent for advanced skin products. SVX can be applied for coating or soaking with slow-release bio-active molecules, such as nutrients, oils and pigments, to maintain skin health and stimulate repair as well as to retain hydration and protect skin from light, oxidation and degradation.

**Skingen International**www.skingenuity.com

SkinGen International has recently launched an innovative range of growth factor based products under the brand name SkinGenuity. The medical aesthetic market around the world is showing clear trends towards regenerating skin and skin conditions. This concept has been proven by numerous peer reviewed articles.

SkinGenuity is a range of indication focussed products that use human derived, focussed and targeted growth factors to regenerate the skin to improve the relevant condition. The transformational technology has been developed from research in stem cell technology and commercialised by the SkinGenuity team, with collectively over 200 years of experience in the aesthetic and dermatology market.



SKINGENUITY
CLEVER & INNOVATIVE DERMATOLOGIC SOLUTIONS

Soltégowww.soltego.com

Soltégo is a bio-pharmaceutical company which has developed a disruptive patented technology: a Salt Inducible Kinase inhibitor. When applied topically, this inhibitor triggers the melanin production pathway, and causes a natural tan and darkening of the skin – without exposure to UV light. In preliminary studies, Soltégo's technology has been shown to be safe and effective. Soltégo is currently developing 2 parallel products: a cosmetic directed towards consumers seeking sun protection/natural tanning of their skin, and an RX product indicated for pigmentation disorders/patients with high sensitivity to UV light.

**Synthebio**www.synthebio.com

While the treatment of fat excess, the body contouring market is huge (1.4 billion person - 3 billion in 2030 - \$4 billion), very few non-invasive devices are effective. Ten years of development in France with experts of the CNRS have led Synthebio to create the Convergent Ultrasound technology. The clinical study confirmed the effectiveness of Synthebio's Slimiser: patients have lost up to 5 cm (2") of waist circumference after a 20 minutes session with no pain and no side effects. The Slimiser will be launched on the market in 2019.



2 INVESTORS' FORUM

2 – 4 PM

COORDINATORS



Humberto ANTUNES
Partner
Gore Range Capital
USA & Switzerland



Shimon ECKHOUSE
Chairman
Alon MedTech Ventures
Israel



ACHIEVING HIGHER RETURNS THROUGH AESTHETICS

HOW AESTHETIC IS AESTHETIC MEDICINE SCIENCE

Shimon ECKHOUSE (83273 / 10 min)

INDUSTRY CYCLES, INNOVATION AND INVESTMENT OPPORTUNITIES

Antunes HUMBERTO (83277 / 10 min)

RIDING THE WAVE OF DEMOGRAPHIC AND TECHNOLOGY MEGATRENDS

Mathias MANGELS (83279 / 10 min)

VALUE CREATION THROUGH PRIVATE INVESTMENT

Vincent-Gaël BAUDET & Fabrice TURCQ (83283 / 10 min)

FIRESIDE CHAT ON PRIVATE EQUITY AND INVESTMENT BANKING

Moderator: Shimon ECKHOUSE

Experts: Steven DYSON & Douglas SOLOMON (83287 / 20 min)

FINANCING HEALTH STARTUPS: ACCELERATORS & INCUBATORS

Hubert ZAJICEK (81809 / 10 min)

THE PERSPECTIVE OF A SKIN HEALTH VENTURE CAPITAL FUND

Ethan RIGEL (83291 / 10 min)

ROUND TABLE DISCUSSION (3:25 PM)

Moderators: Humberto ANTUNES & Viviane MONGES

Panelists: Vincent-Gaël BAUDET, Mathias MANGELS, Ethan RIGEL, Fabrice TURCQ, Hubert ZAJICEK

SPEAKERS



Vincent-Gaël BAUDET
Partner
Bridgepoint
France



Steven DYSON
Partner
APAX Healthcare
United Kingdom



Mathias MANGELS
Managing Partner
Tantum
Germany



Viviane MONGES
Board Director
of numerous companies
France



Ethan RIGEL
Founding Partner
Gore Range Capital
United States



Douglas SOLOMON
Global Head Medical
Technology
Barclays
United States



Fabrice TURCQ
Director,
Bridgepoint Healthcare,
France



Hubert ZAJICEK
CEO & Co-Founder
HealthWildCatters
United States

3 ECONOMIC TRIBUNE

4:30 – 6:30 PM



COORDINATORS



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 Plastic Surgeon
France



Laurent BRONES
 Business Development
 Symatase
France



Thierry CHIGNON
 Senior Partner,
 Merieux Développement
France

PART 1 – MARKET ANALYSIS (4.30 PM)

Moderator: Thierry CHIGNON

MARKETING TRENDS & COMPETITIVE STRATEGIES IN FACIAL AESTHETICS

Ken MCLAREN (78197 / 15 min)

MEDICAL AESTHETIC SECTOR CONSOLIDATION

Jean-Yves COSTE (78199 / 15 min)

PART 2 – INDUSTRY STRATEGY - US MARKET (5:10 PM)

Moderators: Humberto ANTUNES & Mark NESTOR

PANELISTS

Alexandre BRENNAN, VP Aesthetics, Nestlé Skin Health

Philip BURCHARD, CEO, Merz Pharma

Jeffrey NUGENT, CEO, Sientra

Valérie TAUPIN, CEO, Teoxane Laboratories

Kevin THORNAL, Cynosure Division President, Hologic

PART 3 – INDUSTRY STRATEGY - ASIAN MARKET (5:35 PM)

Moderators: Michael GOLD & Hsien Li Peter PENG

PANELISTS

Lorenzo CASALINO, CTO, Lumenis

Lior DAYAN, CEO, Alma Laser

Attilio DI GAUDIO, Global Operations Director, Relife, Menarini Group

Leslie HARRIS, Global General Manager, Skinceuticals

Gerhard MUHLE, VP of International Strategic Marketing, Allergan

PART 4 – INDUSTRY STRATEGY - EUROPEAN MARKET (6 PM)

Moderators: Benjamin ASCHER & Laurent BRONES

PANELISTS

Juan José CHACON QUIROS, CEO, Establishment Labs

Michel CHERON, CEO, Laboratoires Vivacy

Geoffrey CROUSE, CEO, Candela

Christophe FOUCHER, CEO, Fillmed by Filorga

Nikolaus HOFER, Marketing Director, Croma Pharma

Wolfgang STEIMEL, CEO, Polytech

GET IT. TWEAK IT. ENJOY IT.

—
ASK
QUESTIONS
&
VOTE
FOR THE BEST
START-UP
INNOVATION!
—

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