*Buckminster* Lux

Lux - Blind Profile

**Lux - Blind Profile**

**A successful provider of medical devices for the fast-growing aesthetics market**

Lux develops, produces and distributes two ranges of medical devices, using state-of-the-art

Intense Pulsed Light technology, targeting the fast growing global aesthetics market.

**Technology of the future**

Intense Pulsed Light is a recent, but proven and widely accepted technology. It is rapidly

replacing existing laser, electrolysis and traditional treatments. Lux's intellectual property is

protected by international patents.

**Certified product range giving access to most international markets**

Access to international markets is subject to stringent medical certification. Lux's products have

been approved to the highest international standards: Health Canada, Food & Drugs

Administration (USA) and CE Medical (EU).

**A profitable business with attractive prices and pricing models**

Lux has revenues of around € 2 million, is highly profitable and is growing rapidly. Recurring

revenue is a significant portion of total sales.

**Production is well-established and scalable**

Lux has focussed on creating robust device assembly, maintenance and distribution capabilities

with well-documented processes, reliable component supplier partners and high quality standards.

This solid infrastructure can now support rapid expansion.

**The company is better structured than most companies of the same size**

The whole company is structured around an ISO Quality Management System which would be

the envy of companies many times its size, and which is a solid base for future expansion.

**With distributors more than 30 countries, Lux has access to significant potential**

In a market where medical certification is of the essence, Lux has the ability to sell in more than

30 countries where it has established a network of distributors, with significant untapped

potential.

**Sales effectiveness can be improved to accelerate growth**

Lux can accelerate commercial development through increasing effectiveness of direct and

indirect sales channels, particularly in high potential export markets.

**Lux is launching a third product range targeting body remodelling**

Lux has developed a third product range in the area of body remodelling and targeted fat removal.

Full benefits of this new launch will be reaped by the Company's acquirer.

**Opportunity**

With cutting edge products and proven pricing models, Lux offers an acquirer with a strong

commercial focus, or a complementary range of products with existing distribution channels, the

opportunity to drive significant additional value from the business.

*Buckminster* Lux *Buckminster* Lux

**Lux - Blind ProfiLux - Profil aveugles**

**A successful provider of medical devices for the fast-growing aesthetics market** **Un fournisseur de succès des dispositifs médicaux pour le marché de l'esthétique à forte croissance**
Lux develops, produces and distributes two ranges of medical devices, using state-of-the-art Lux développe, produit et distribue deux gammes d'appareils médicaux, utilisant state-of-the-artIntense Pulsed Light technology, targeting the fast growing global aesthetics market. Intense Pulsed Light technologies, en ciblant les marchés mondiaux en croissance rapide esthétique.
**Technology of the futuTechnologie du futur**
Intense Pulsed Light is a recent, but proven and widely accepted technology. Intense Pulsed Light est une technologie récente, mais éprouvées et largement accepté. It is rapidlyIl est rapidementreplacing existing laser, electrolysis and traditional treatments. remplaçant au laser existantes, l'électrolyse et les traitements traditionnels. Lux's intellectual property is Lux propriété intellectuelle estprotected by international patents. protégés par des brevets internationaux.
**Certified product range giving access to most international marketGamme de produits certifiés donnant accès à la plupart des marchés internationaux** Access to international markets is subject to stringent medical certificatiL'accès aux marchés internationaux est soumise à un certificat médical rigoureux. Lux's products have Lux produits ontbeen approved to the highest international standards: Health Canada, Food & Drugs été approuvées aux plus hauts standards internationaux: Santé Canada, les aliments et drogues Administration (Etats-Unis) et CE Médical (UE).
**A profitable business with attractive prices and pricing modeUne entreprise rentable avec des prix attractifs et des modèles de tarification**
Lux has revenues of around € 2 million, is highly profitable and is growing rapidly. Lux a des revenus d'environ 2 millions €, est très rentable et se développe rapidement. Recurring Récurrentsrevenue is a significant portion of total sales. chiffre d'affaires est une partie importante des ventes totales.
**Production is well-established and scalablLa production est bien établie et évolutive** Lux has focussed on creating robust device assembly, maintenance and distribution capabilitie

Lux a mis l'accent sur ​​la création de solides capacités d'assemblage périphérique, l'entretien et la distribution with well-documented processes, reliable component supplier partners and high quality standardavec des processus bien documenté, fiable partenaires fournisseurs de composants et les normes de haute qualité. Cette infrastructure solide peut maintenant soutenir l'expansion rapide.
**The company is better structured than most companies of the same sizLa société est mieux structurée que la plupart des entreprises de même taille** The whole company is structured around an ISO Quality Management System which would be
Toute l'entreprise est structurée autour d'un système de gestion de qualité ISO qui seraitthe envy of companies many times its size, and which is a solid base for future expansion. la convoitise des entreprises de nombreuses fois sa taille, et qui est une base solide pour une future expansion.
**With distributors more than 30 countries, Lux has access to significant potentialAvec des distributeurs de plus de 30 pays, Lux a accès à un potentiel significatif** In a market where medical certification is of the essence, Lux has the ability to sell in more thaDans un marché où un certificat médical est de l'essence, Lux a la possibilité de vendre dans plus de 30 countries where it has established a network of distributors, with significant untapp30 pays où il a établi un réseau de distributeurs, avec inexploitées considérables potentialpotentiel. **Sales effectiveness can be improved to accelerate growtL'efficacité des ventes peuvent être améliorées pour accélérer la croissance**
Lux can accelerate commercial development through increasing effectiveness of direct andLux peut accélérer le développement commercial grâce à l'efficacité croissante des directs et indirect sales channels, particularly in high potential export markets. réseaux de vente indirects, notamment dans les marchés à fort potentiel d'exportation.
**Lux is launching a third product range targeting body remodellinLux lance une troisième gamme de produits du corps remodelage ciblant**
Lux has developed a third product range in the area of body remodelling and targeted fat removaLux a développé une gamme de produits tiers dans le domaine du remodelage du corps et ciblées élimination de la graisse. Full benefits of this new launch will be reaped by the Company's acquirerAvantages de ce nouveau lancement sera récolté par l'acquéreur de la Société. **Opportunity**
**Opportunité**
With cutting edge products and proven pricing models, Lux offers an acquirer with a stronAvec des produits de pointe et des modèles de tarification éprouvées, Lux offre un acquéreur avec une forte commercial focus, or a complementary range of products with existing distribution channels, orientation commerciale, ou une gamme complémentaire de produits avec des canaux de distribution existants, leopportunity to drive significant additional value from the business opportunité de conduire une importante valeur supplémentaire de l'entreprise.





























**Texte anglais original:**

A successful provider of medical devices for the fast-growing aesthetics market

Proposer une meilleure traduction