

DermLite – Press Release (05.03.2024)

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EMZ PARTNERS SUPPORTS THE MANAGEMENT TEAMS OF FOTOFINDER SYSTEMS AND DERMLITE IN BUILDING A LEADING PLAYER IN DERMOSCOPY

EMZ Partners' portfolio company FotoFinder Systems, a global leader in skin imaging solutions, has entered into a definitive agreement to acquire DermLite, a renowned provider of handheld dermatoscopes. This strategic merger marks a major milestone in dermoscopy, uniting two companies that share a track record of setting industry standards through groundbreaking achievements and a commitment to advancing dermatological care through innovation. The acquisition marks EMZ's first investment in the United States.

By merging DermLite's expertise in dermatoscope technology with FotoFinder's state-of-the-art imaging systems, the newly formed group offers a comprehensive range of products and services for modern dermatological diagnostics and research. Clients will have access to a complete range of skin visualization tools, from handheld devices to Total Body Dermoscopy systems, on-premise or in the cloud, and powered by cutting-edge AI technology.

"We are excited to welcome DermLite to the FotoFinder family", said Andreas Mayer, CEO at FotoFinder Systems. "This merger represents a significant step in our mission to facilitate early detection and accurate diagnosis of skin cancer worldwide. Our shared vision is to provide our customers with a seamless experience, offering everything they need for skin imaging under one roof. By combining DermLite's renowned dermatoscope technology with our AI-powered imaging systems, we are forging a unified ecosystem that empowers clinicians with unmatched insights and capabilities."

John Bottjer, President of DermLite, also looks forward to the new chapter: "Joining forces with FotoFinder aligns with our goals and values, promising to amplify our capabilities significantly. We're excited for the opportunities this acquisition creates for innovation, growth, and learning, enabling us to provide clinicians with even more powerful tools for the discoveries of tomorrow."

FotoFinder and DermLite share a vision of building the future of skin imaging together, reaffirming their commitment to innovation and excellence. This ambitious merger of two strong brands is set to enhance the existing product offerings and accelerate the development of new technologies and educational resources in dermatology and aesthetics.

"Building upon our joint successful growth path with FotoFinder since early 2022, we are excited to announce our investment in DermLite. This move establishes a leading player in dermoscopy, boasting a strong financial profile with clear double-digit EBITDA and an international presence in Germany and the United States. As shareholders and partners of the management teams, we look forward to jointly leveraging the substantial synergies between FotoFinder and DermLite," says Klaus Maurer, Senior Partner at EMZ.

EMZ was advised by Venable, Lupp + Partner, and Taxess (Legal, Corporate, & Structure), ISP Healthcare (Commercial), RSM Ebner Stolz (Financial & Tax), Houlihan Lokey (M&A & Debt Advisory) as well as Goodwin Procter (Legal, Financing).

ABOUT DERMLITE

Launched in 1999, DermLite has emerged as a leading brand in the global dermatoscope market. It revolutionized dermoscopy by unveiling the first-ever polarized handheld dermatoscope in 2001 and set a new gold standard with the hybrid scope in 2006. Renowned for its outstanding quality, dedication to user-centered design, and relentless innovation, DermLite is committed to empowering the dermatology community with sophisticated, yet intuitive, solutions that effortlessly integrate into the daily practices of healthcare professionals across the globe. The headquarters of DermLite is nestled in Aliso Viejo, California.

More information at: www.dermlite.com

ABOUT FOTOFINDER SYSTEMS

Established in 1991 and headquartered in Bavaria, Germany, the pioneering manufacturer is an industry leader in cutting-edge skin imaging solutions. Their comprehensive range of systems facilitates early skin cancer detection through Automated Total Body Mapping (ATBM), artificial intelligence (AI), and digital dermoscopy, and FotoFinder provides tailor-made workflows in trichoscopy, psoriasis documentation, aesthetics, and clinical research. With subsidiaries in Italy, the United Kingdom, and the United States, alongside a robust global partner network, the company maintains a presence in over 90 countries, catering to clients worldwide.

More information at: www.fotofinder.de

ABOUT EMZ PARTNERS

EMZ is a leading European investment firm with offices in Paris and Munich. The firm focuses on small-to-medium-sized companies and offers flexible capital solutions in strong partnerships with founders, family shareholders, and managers. EMZ is majority-owned by its own employees and has a base of European institutional investors. The current fund has a volume of 1.4 billion euros, and its investment size ranges from 10 to 200 million euros.

More information at: www.emzpartners.com