

# Case Study: Private Equity Investment in Medical Devices

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## About the Company

Establishment Labs is a global, high-tech medical device and aesthetics company that designs, develops, manufactures and markets an innovative product portfolio consisting of advanced silicone-filled breast and body shaping implants

- Investment year: 2013
- Status: Realized (2015)

## Investment Merits

- Exciting company with proprietary technology in the medical devices industry
- Strong trademark and presence in over 30 countries
- Strong pipeline of new products and technical capacity to enter segments within the healthcare industry
- Opportunity to expand to new geographies & clients

## Added Value of Sierra Capital Partners

Provided debt and equity financing in order to meet working capital requirements to fulfill demand and increase commercial presence

- Helped founders gain financial discipline and strategic focus, reorganize the treasury department and optimize working capital

