



# 2024 COMPANY PROFILE



# Vision, mission and values

## Vision

To create a complete product ecosystem for **gynecologists** in line with the general trend of the outpatient surgery and more particularly with the "See & Treat" concepts.

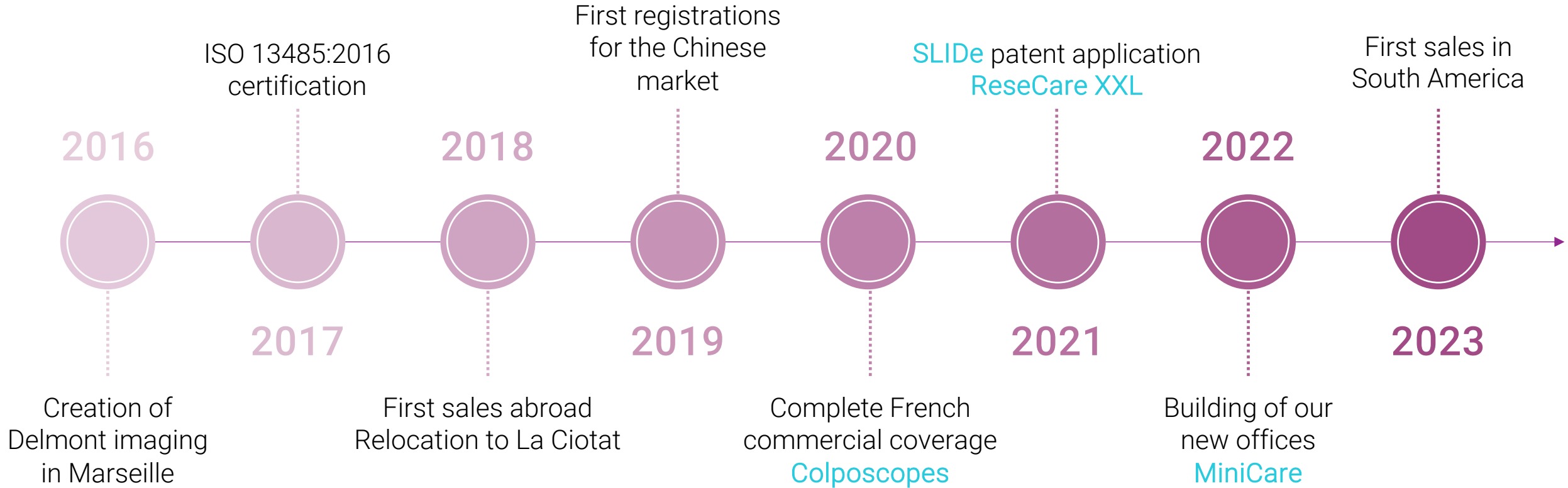
## Values

- Patient well-being
- Customer satisfaction
- Innovation
- Excellence
- Collective spirit
- Willing to commit

## Mission

To improve the care and management of **all patients**, regardless of age and future, by providing innovative, effective and less traumatic solutions.

# Timeline



# Financial indicators

R&D expenses



5%

Net debt



< 0

Stock



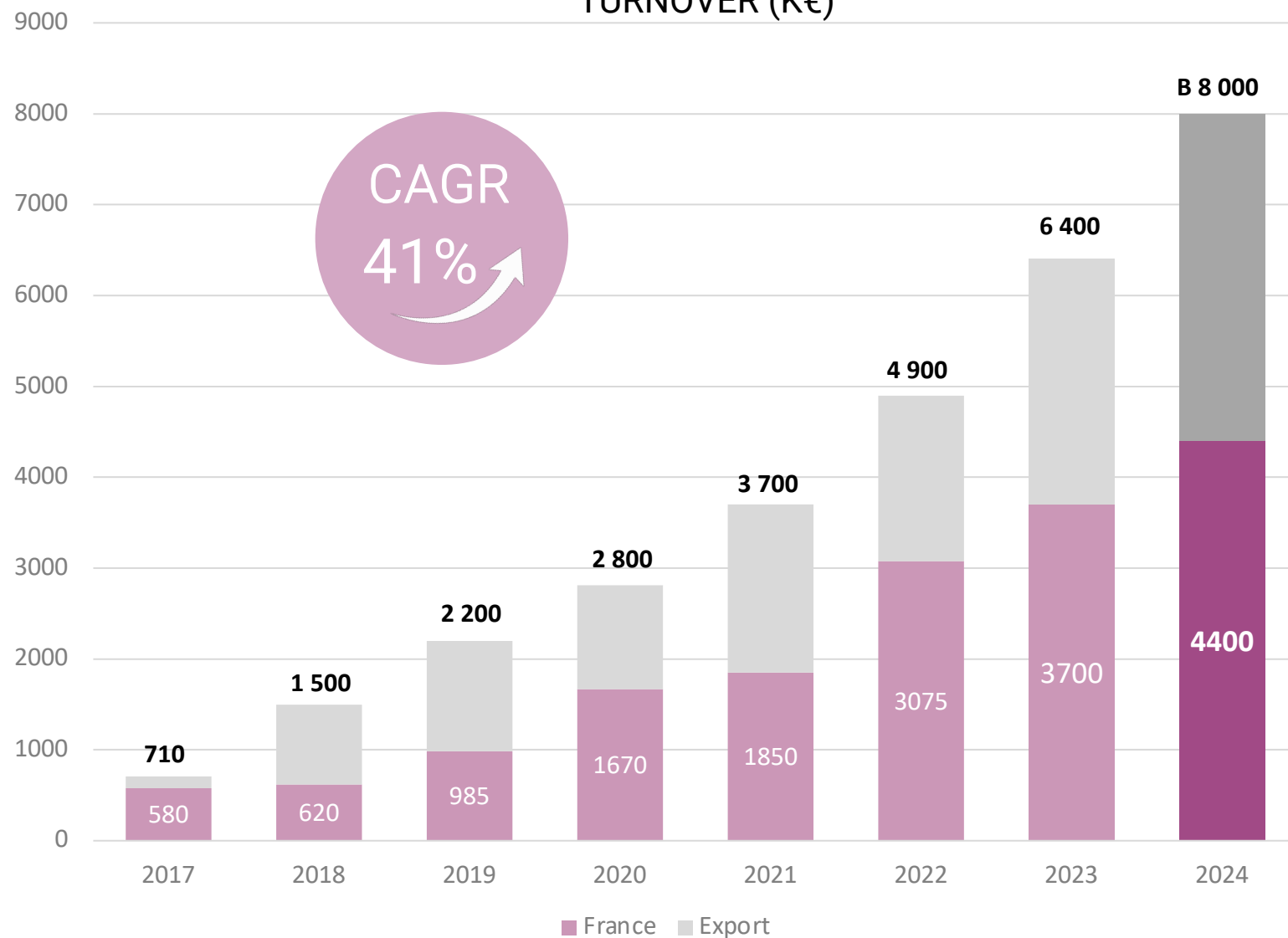
+ 1,7M €

Cash



+ 1M €

TURNOVER (K€)



# Delmont in France

## HOSPITALS

50%

Kremlin-Bicêtre, Paris  
Cochin - Port-Royal, Paris  
Saint-Philibert Lomme, Lille  
University Hospital of Rennes  
APHM, Marseille

## CLINICS

25%

Muette Clinic, Paris  
HPP, Aix-en-Provence  
Pasteur Clinic, Toulouse  
Bezannes Polyclinic, Reims  
Mathilde Clinic, Rouen

## OFFICES

25%

Centre médical du Château, Paris  
Pointgyn centers, Ile-de-France

Some references



### SALES OFFICES

228 rue de la Convention  
75015 Paris, FRANCE

### MAIN OFFICES

Athélia IV  
297 avenue du Mistral  
13600 La Ciotat, FRANCE



# Delmont abroad

40 Distributors



SALES OFFICES  
RenHe Town, ShunYi  
District  
Beijing, CHINA



WAREHOUSE\*  
YanJiang District,  
SiChuan Province  
Ziyang City, CHINA

 7 Export sales rep.

*\*Warehouse and factory for the Chinese market only*

# Key opinion leaders



Pr. Agostini  
Marseille



Dr. Bourdon  
Paris



Pr. Grimbizis  
Thessalonique



Pr. Cicinelli  
Bari



Dr. Palmø  
Holbaek



Pr. Kostov  
Sofia



Pr. Haimovich  
Spain



Pr. Brătilă  
Bucarest

## EUROPE



Dr. Usenov &  
Dr. Chupin  
Almaty



Pr. Fikri  
Rabat



Pr. Aquino-Aquino  
Philippines



Dr. Cabrera  
Lima



Dr. Snaifer  
Beirut



Dr. Shawki  
Cairo



Dr. Lakabi  
Tizi Ouzou  
Pr. Benmoumen  
Oran



Pr. Nguyễn Việt Tiến  
NHOG, Ha Noi  
Pr. Tô Minh Hương  
Ha Noi

## WORLD



Pr. Fernandez  
President of the scientific council

“

*I was looking for teams to work with to develop certain products nonexistent on the market. I was having difficulties with companies on the market, but with Delmont, we quickly found common ideas that we were then able to develop.*

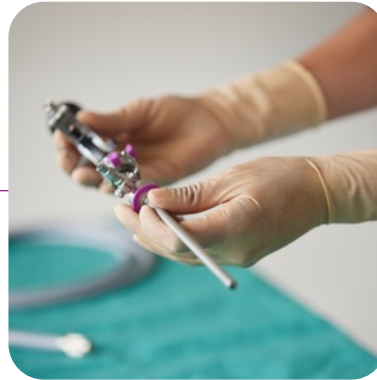
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# Departments

## Quality & Regulatory

CE and ISO 13485:2016  
**certifications**

More than 50 registrations worldwide



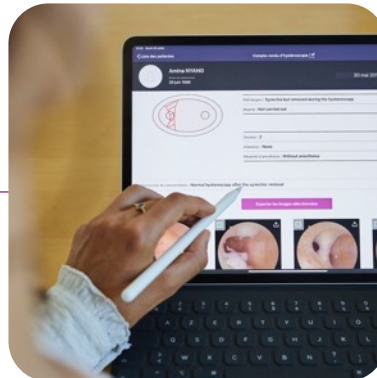
## Production

Delivery within 5 days  
Repair within 48 hours  
Hotline assistance



## Marketing

Presence on social networks  
Numerous congresses and workshops  
Clinical and technical trainings



## R&D

Registration of **several patents**  
(surgical instrumentation,  
applications, imaging equipments...)





# CSR commitments



Environmental protection



Environmental certification



Packaging recyclability



Medical progress



Organization support



Collective spirit



Trustful relationships



Fairness and respect



Controls and transparency



# Flagship products: iCare+

**Complete** imaging station, dedicated to hysteroscopy in consulting or ambulatory rooms. OR-like image quality!



2in1

HD camera +  
LED light source



Interoperability



Intuitive interface



**Diagnostic Hysteroscopy**  
21 March 2017

Dr. A. Veronne Dauvat  
06.06.06.06.06  
University diploma

Monique Balin\*  
Born 26 December 1980

LMP: 09/03/2017  
 Gestity: G0  
 Parity: P0  
 Treatment: None  
 Liaison physician: Dr Machout\*  
 Pelvic ultrasound: Polyp  
 Indication: Infertility report

Position of the uterus: Anteverted  
 Cervix: Normal aspect  
 Cervical canal: Normal  
 Cervical path: Straight  
 Isthmus: Normal  
 Hysterometry: 7 cm  
 Right ostium: Seen  
 Left ostium: Seen  
 Uterine cavity: Standard sizes and shapes  
 Endometrium: Normal aspect in relation to the cycle

Pathologies: Polyp  
 Biopsy: Not carried out

Pain: 1  
 Dilatation: None  
 Method of anesthesia: Without anesthesia

Conclusion and comments: One polyp to resect in operative hysteroscopy.

Delmont Imaging  
Zone Athélla V  
390, Avenue du Mistral  
13600 La Ciotat

**Diagnostic Hysteroscopy**  
21 March 2017

Dr. A. Veronne Dauvat  
06.06.06.06.06  
University diploma of hysteroscopy

Monique Balin\*  
Born 26 December 1980

Right ostium

Left ostium

Polyp

Uterine cavity

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# Flagship products: colposcopy



« Rediscover colposcopy  
with iCare<sup>mini</sup> »



Top of the range

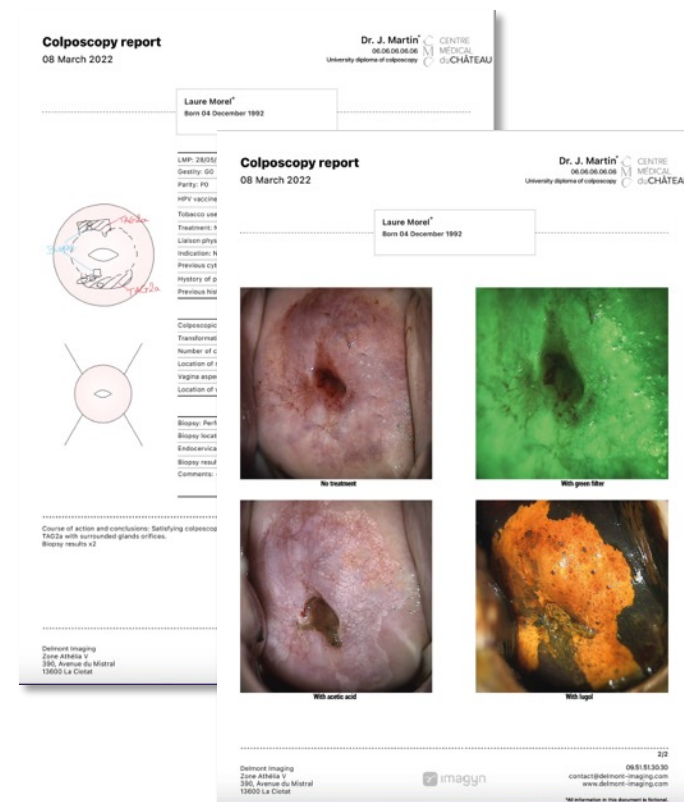


Several configurations assuring  
working comfort



Numerous accessories for a  
product adapted to your needs

A full range of colposcopes guaranteeing  
high-precision examinations and an extra-  
sharp image.

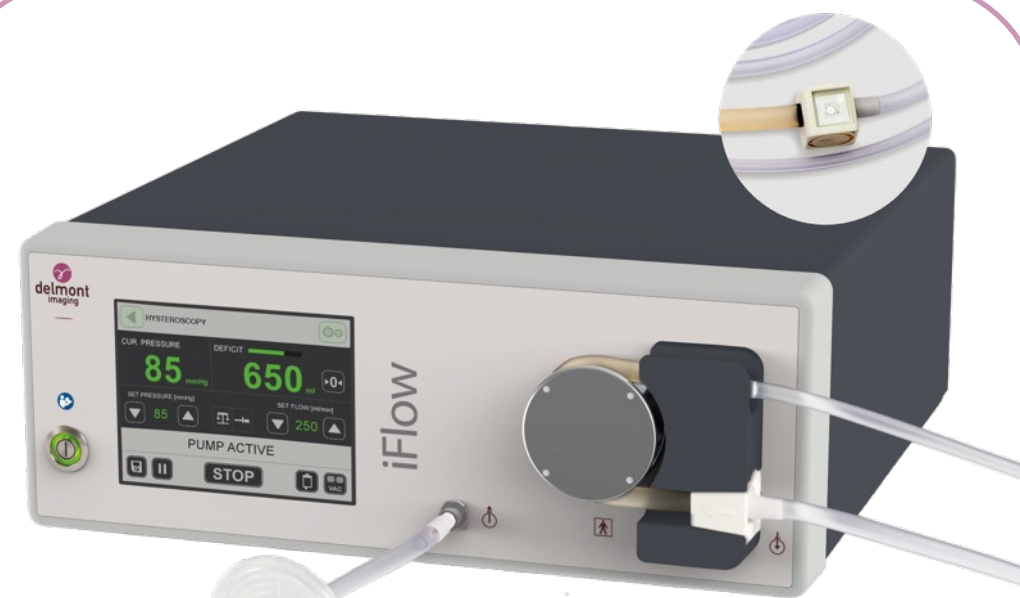


# Other products : equipments



## HF generator - iSpark

A reliable, versatile and powerful **high frequency electrosurgery unit**, iSpark is suitable for both outpatient rooms and operating rooms.



## Irrigation pump - iFlow

An indispensable complement to **safe** and **clear** operative hysteroscopies. iFlow can also be used in Urology, Laparoscopy and Arthroscopy procedures.

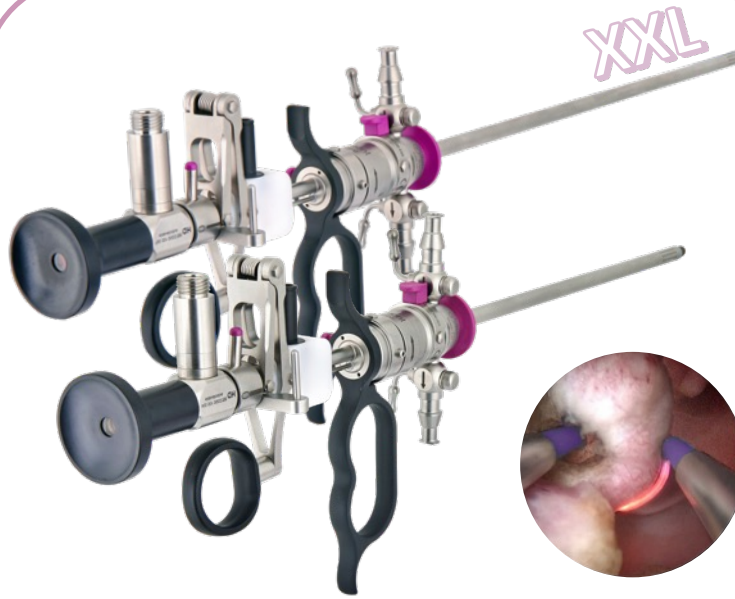


# Flagship products :



**EasyCare**

**Without energy**, it combines 7Fr. performances and small diameter. Perfectly suited for nulliparous patients and infertile couples.



**ReseCare**

**6mm** hybrid resectoscopes: the low or no dilatation makes it ideal for nulliparous, menopausal patients or those with a stenotic cervix.



**MiniCare**

**3mm** cold instruments and a reduced 6mm outer diameter: it is the perfect combination of endometrial preservation and performances.



# Innovation: iFlow mini

iFlow mini is an irrigation and suction pump.  
The constant pressure is ideal for an **optimal visualization**.

- A comprehensive gynecologic tool: hysteroscopy and laparoscopy.
- Displays all the information in real time.
- Compact and easy to use.



Combined to iCare+ for a complete hysteroscopic in-office solution.  
Also fully matched the needs of your gynecologic operating room!



# Innovation: Clearview



**Easy chips extraction** for an empty and clean uterine cavity in no time!



Combination of a single use handle and a reusable sheath compatible with our **resectoscopes**.



**Unique** on the market. This innovative concept was designed with and for gynecological surgeons.

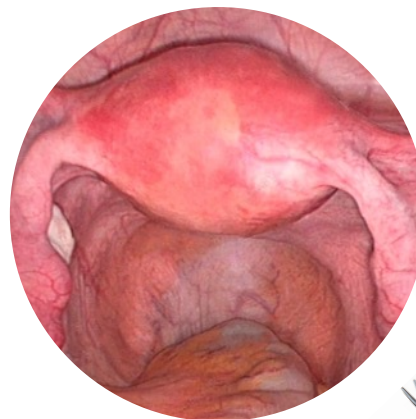


**Patent** granted. Project supported by BPI.

# Other products: laparoscopy

Our laparoscopic range includes more than **150 references**. Below some product families of the range:

- Laparoscopes
- Trocars
- Grasping and dissecting forceps
- Scissors and biopsy forceps
- Suture and ligation
- Accessories
- Uterine manipulators





## FOR MORE INFORMATION



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