LEB World

# NAIL SOLUTION

LEB

FOR THE WORLD



# 01 /

# PROBLEMA

## IL PENNELLO CATTURA E INOCULA IN BOCCETTA **PATOGENI***



FONTE
*Hi-Tech DERMO – Ottobre 2018 pag 25-29;

# 01 /
# SOLUZIONE

## PACKAGING IN TUBE PE GREEN



# 02 /

# PROBLEMA

RIPARARE UN’UNGHIA SCHEGGIATA
**OVUNQUE**



# 02 / SOLUZIONE

## DEVICE ALL-IN-ONE
**RICARICABILE**




Europäisches Patentamt
European Patent Office
Office européen des brevets

# FORMULAZIONE BIOTECH

## PROBIOTICI CONTRO LE INFEZIONI

75% VEGETALE



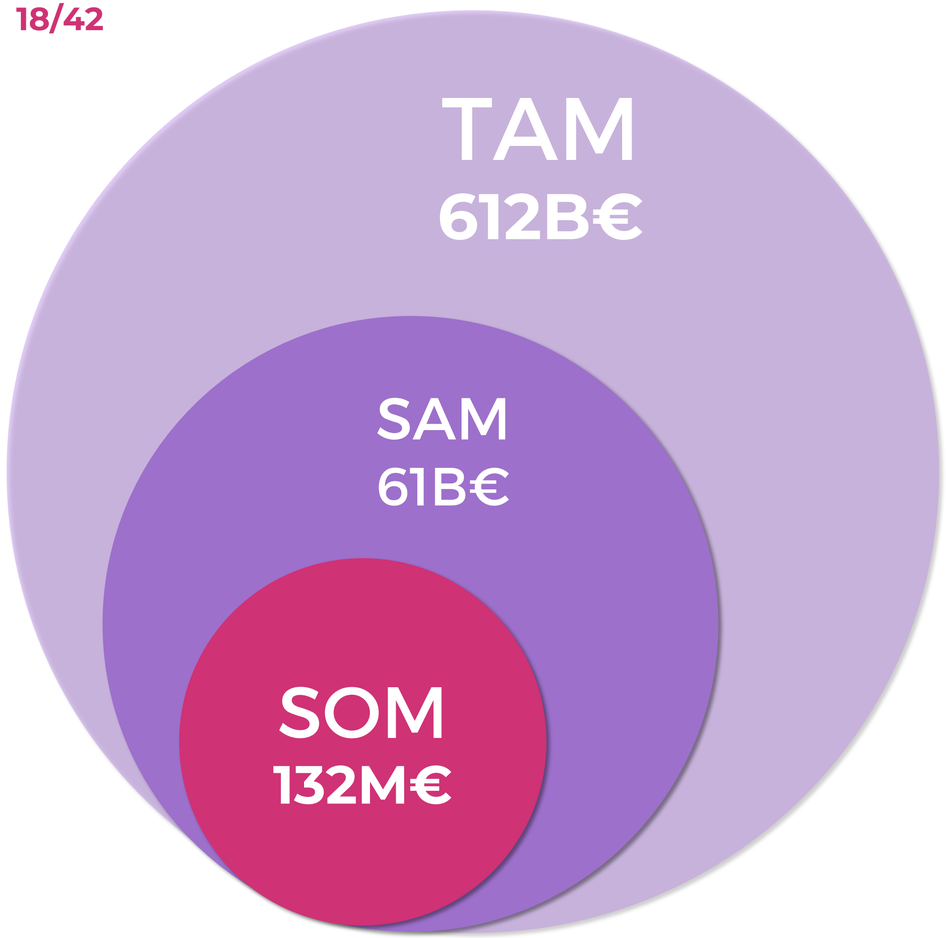
# SMALTO CONNESSO

NUMERO APPLICAZIONI RESIDUE
NEW COLLECTION
ORDINI IN APP

# MERCATO

2024 + 9.5% CAGR

**Età donne 16/64**
**Età uomini 18/42**






# COMPETITOR


AFFORDABLE
MANIKO
essie
FABY
LEB
NO SMART
SMART POLISH
ibd
O·P·I
CND
EXPENSIVE

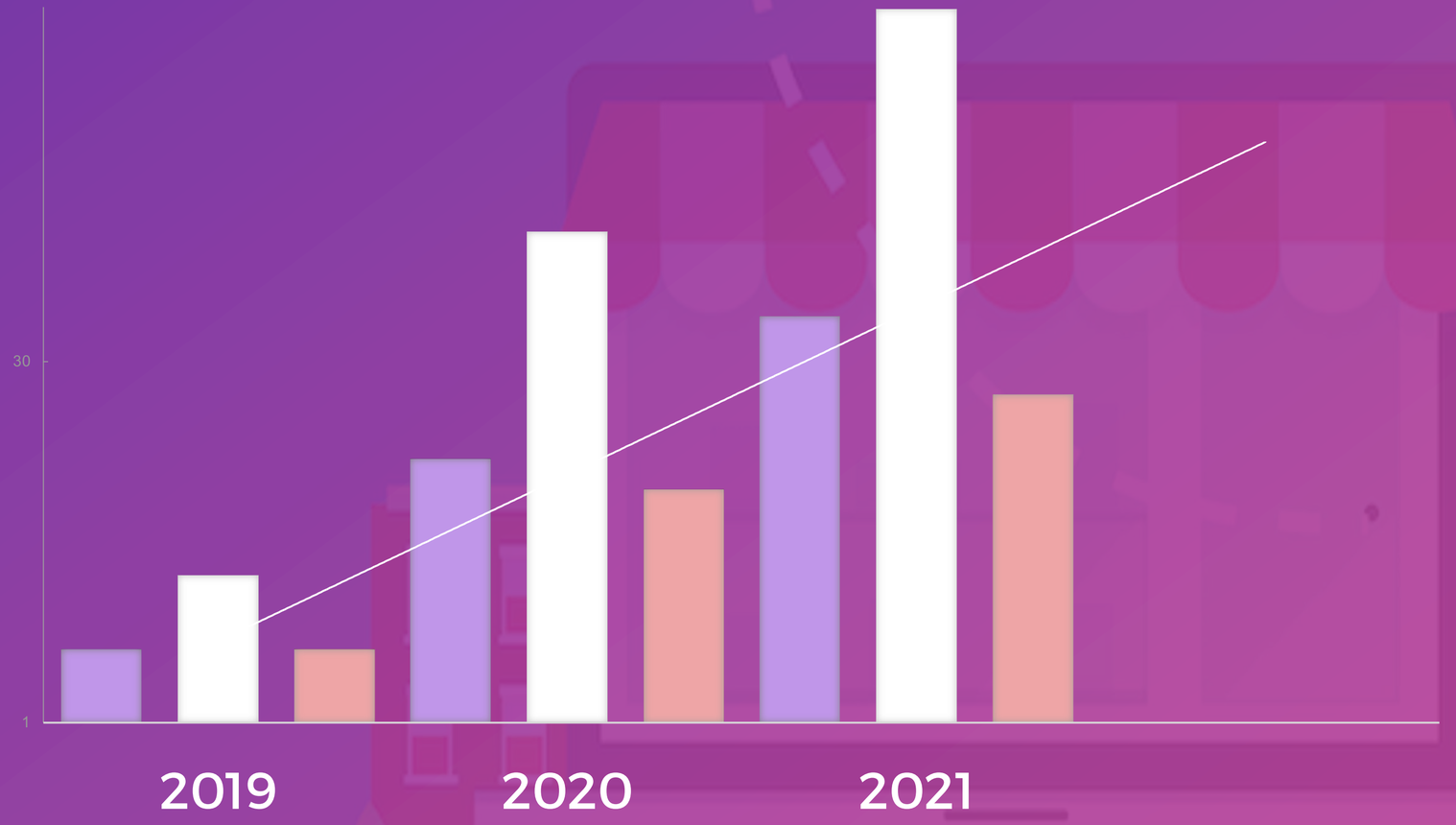


# METRICHE

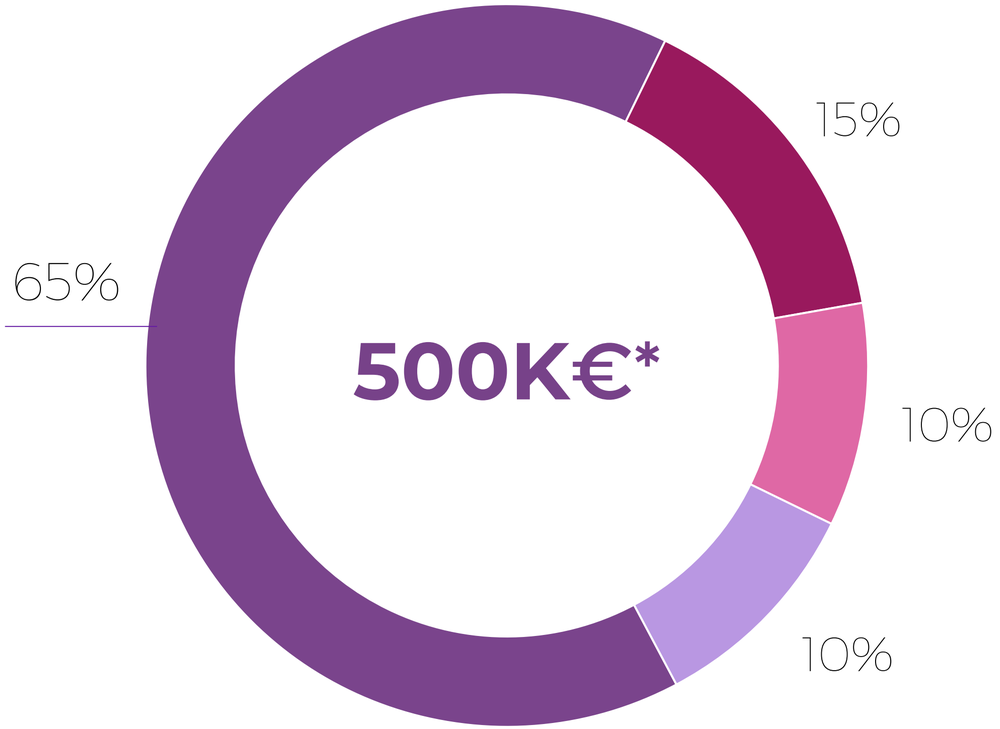
WHOLESALERS | D2C | RETAILER

SEPHORA

ESTĒE LAUDER COMPANIES



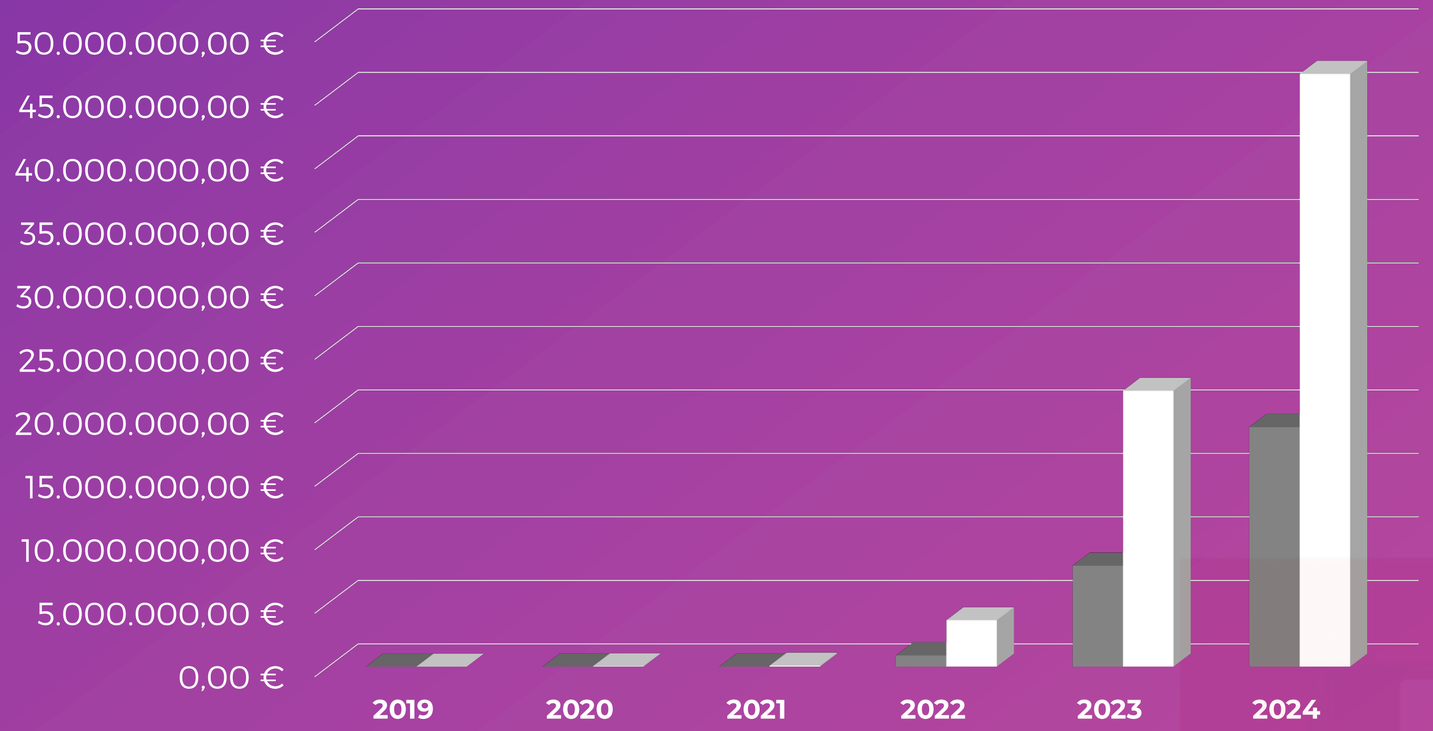
# FUNDING NEEDS



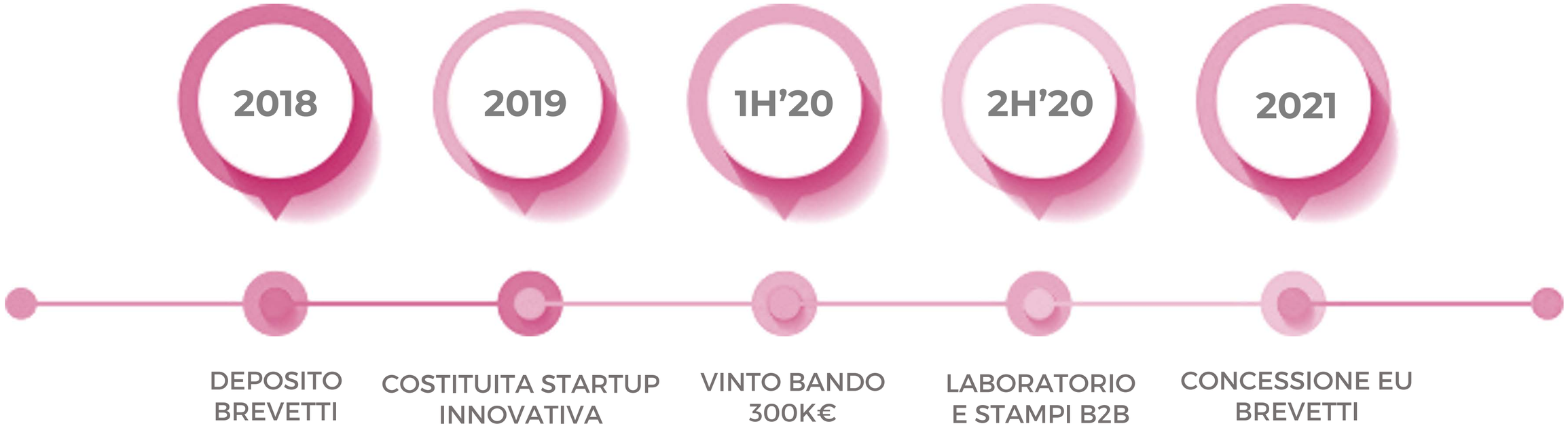

- MKTG
- PATENTS
- STAMPI B2C
- HR

*CDP 2M€ | 500K€ di co-investimento con Partner Industriale/Investitore Istituzionale

# FINANCIALS

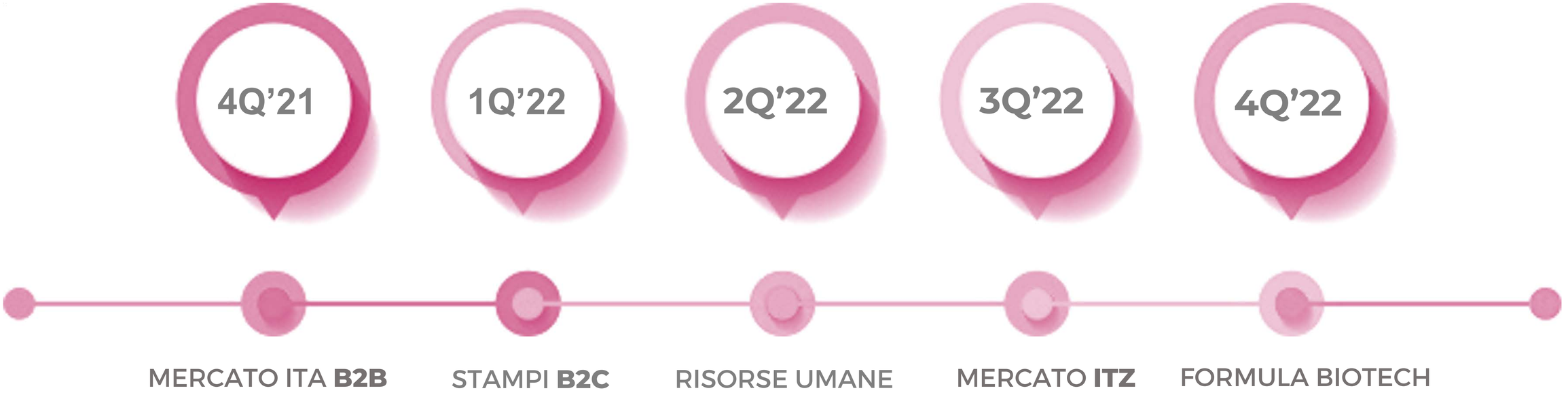

50.000.000,00 €
45.000.000,00 €
40.000.000,00 €
35.000.000,00 €
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25.000.000,00 €
20.000.000,00 €
15.000.000,00 €
10.000.000,00 €
5.000.000,00 €
0,00 €
2019
2020
2021
2022
2023
2024
EBITDA
REVENUES

# TRACK RECORD




LEB

# ROAD MAP


4Q'21
1Q'22
2Q'22
3Q'22
4Q'22
MERCATO ITA **B2B**
STAMPI **B2C**
RISORSE UMANE
MERCATO **ITZ**
FORMULA BIOTECH

# TEAM



CEO & Founder
MANUELA DELLI CARRI



Legal & Co-Founder
CRISTINA COLAFRANCESCO



Scientific Manager
GABRIELLA MARTINO



Mentor
SILVIA PEDONI



Advisor
FRANCESCO MANTEGAZZINI

# I VALORI DI LEB



**CRITERI ESG**

AMBIENTALE | SOCIALE | GOVERNANCE



**PROPRIETA' INTELLETTUALE**

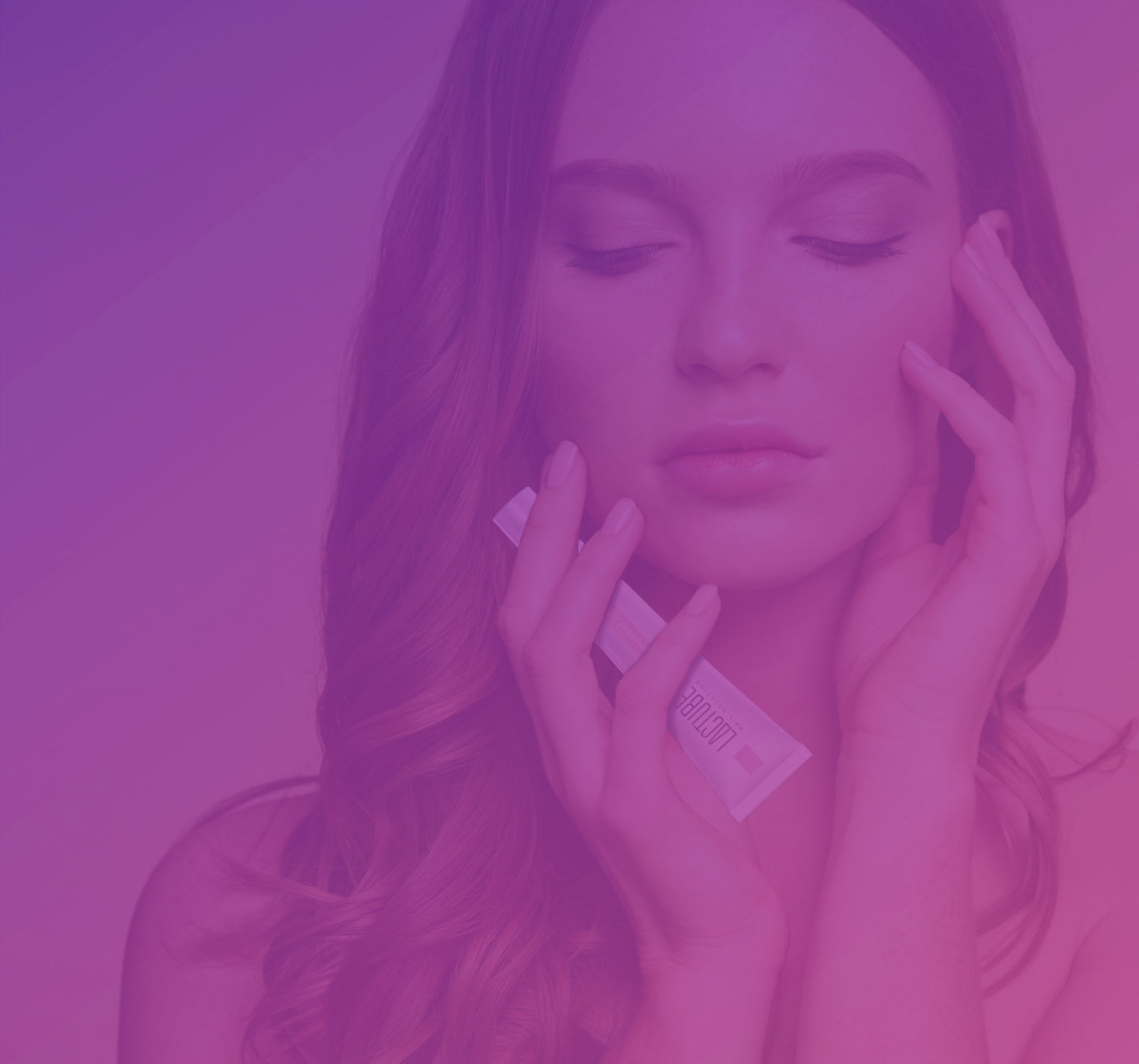
9 BREVETTI ITZ




**MADE IN ITALY**

IDEAZIONE | DESIGN | PRODUZIONE

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