

# We laser your world



## COMPANY PRESENTATION

June 21<sup>th</sup>, 2016

[www.elengroup.com](http://www.elengroup.com)



# Disclaimer



Certain statements in this slide show, including those addressing the Company's beliefs, plans, objectives, estimates or expectations of possible future results or events, are forward-looking statements. Forward-looking statements involve known or unknown risks, including general economic and business conditions, and conditions in the industry we operate and may be affected should our assumptions turn out to be inaccurate. Consequently, no forward-looking statement can be guaranteed and actual future results, performance, or achievements may vary materially from those expressed or implied by such forward-looking statements. The Company undertakes no obligation about the contents nor to update the forward-looking statements to reflect events or circumstances that may arise after the date hereof.



# Summary

1. LASERS AND LASER APPLICATIONS
2. THE GLOBAL LASER MARKET
3. EL.EN. GROUP
4. Q1 - 2016 FINANCIAL RESULTS
5. 2016 GUIDANCE



# Lasers and Laser Applications



# LASER

Light **A**mplification by **S**timulated **E**mission of  
**R**adiation



## MEDICAL LASER Systems



## INDUSTRIAL LASER Systems



# Surgical Laser systems

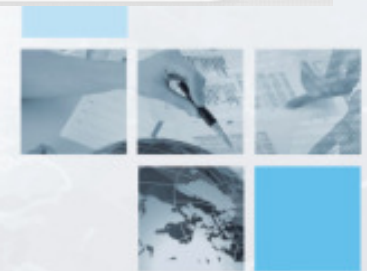


Monna  
Lisa  
Touch



Litho

**Quanta System**  
DNA Laser Technology



# Aesthetic Laser systems

Discovery Pico



Quanta System DNA Laser Technology



Motus AX

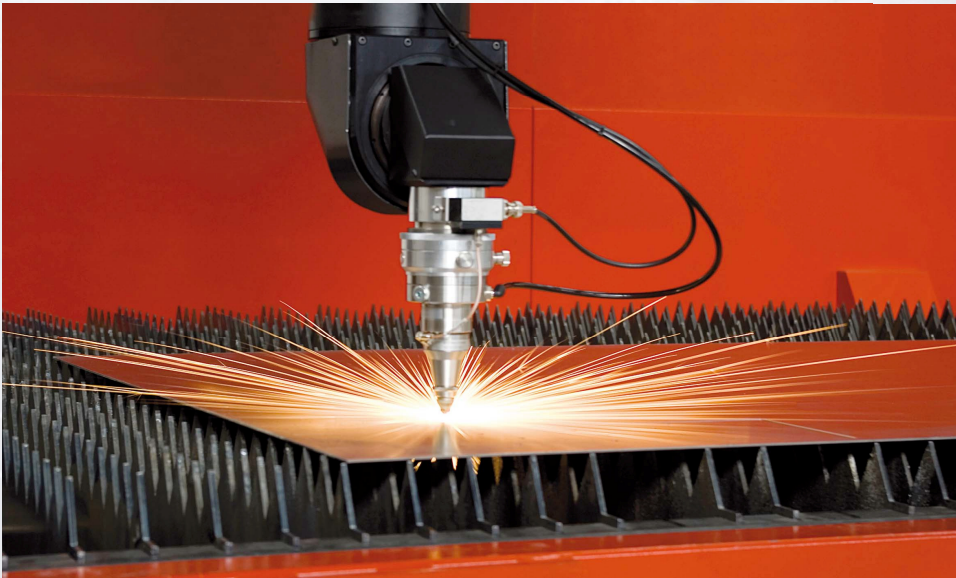
Mediostar



# Industrial lasers applications



**LASIT**







# The Global Laser Market



# The MEDICAL Laser Market



**Global market for medical lasers by end use, through 2019 (\$ millions)**

Market Segment	2013	2014	2019	CAGR%
				2014-2019
Surgical	758	813	1.219	8,4%
Cosmetic	895	1.024	2.097	15,4%
Dental	209	244	623	20,7%
Veterinary	99	115	247	16,5%
<b>Total</b>	<b>1.961</b>	<b>2.195</b>	<b>4.185</b>	<b>13,8%</b>

**Global market for medical lasers by region, through 2019 (\$ millions)**

Market Segment	2013	2014	2019	CAGR%
				2014-2019
US and Canada	902	1.008	1.870	13,2%
Europe	579	647	1.208	13,3%
Asia Pacific	352	399	849	16,3%
Other	128	141	258	12,8%
<b>Total</b>	<b>1.961</b>	<b>2.195</b>	<b>4.185</b>	<b>13,8%</b>



# The INDUSTRIAL Laser Market

## Global market and forecast for high power laser systems by application (by value)

By Value	Global Market (EUR Million)			CAGR (%)	
	2013	2016	2020	2013-2016	2016-2020
Cutting	2.408	3.014	3.965	7,8	7,1
Welding and Brazing	1.249	1.605	2.231	8,7	8,6
Surface treatment and Other	50	63	86	8,3	8,1
<b>Total</b>	<b>3.707</b>	<b>4.682</b>	<b>6.282</b>	<b>8,1</b>	<b>7,6</b>

Source: Optech Consulting





**El.En. Group**



# Group Overview



## High –Tech laser photonics Group

Develops, manufactures and distributes laser sources and laser systems for medical and industrial applications

Know-how based on 35 years stratification of multidisciplinary experience

FY 2015: Consolidated Revenues of €218 mln, up 21% YoY

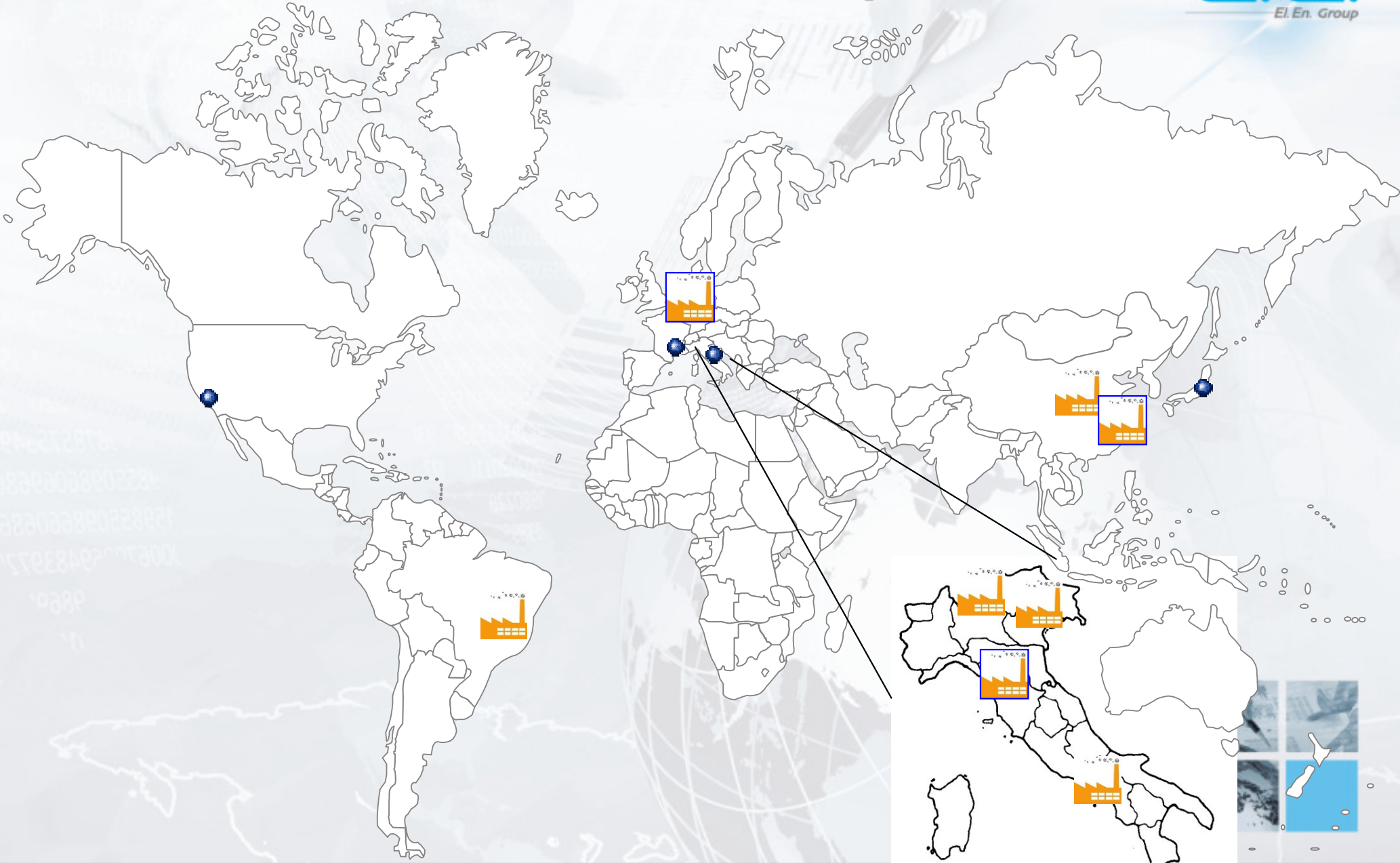
Q1 2016: Consolidated Revenues of €55 mln, up 14% YoY

980 employees

Global positioning



# El.En. Group



# Strategic Strengths



Multidisciplinary and multifacility R&D activity:  
sources, systems, applications

## Industrial

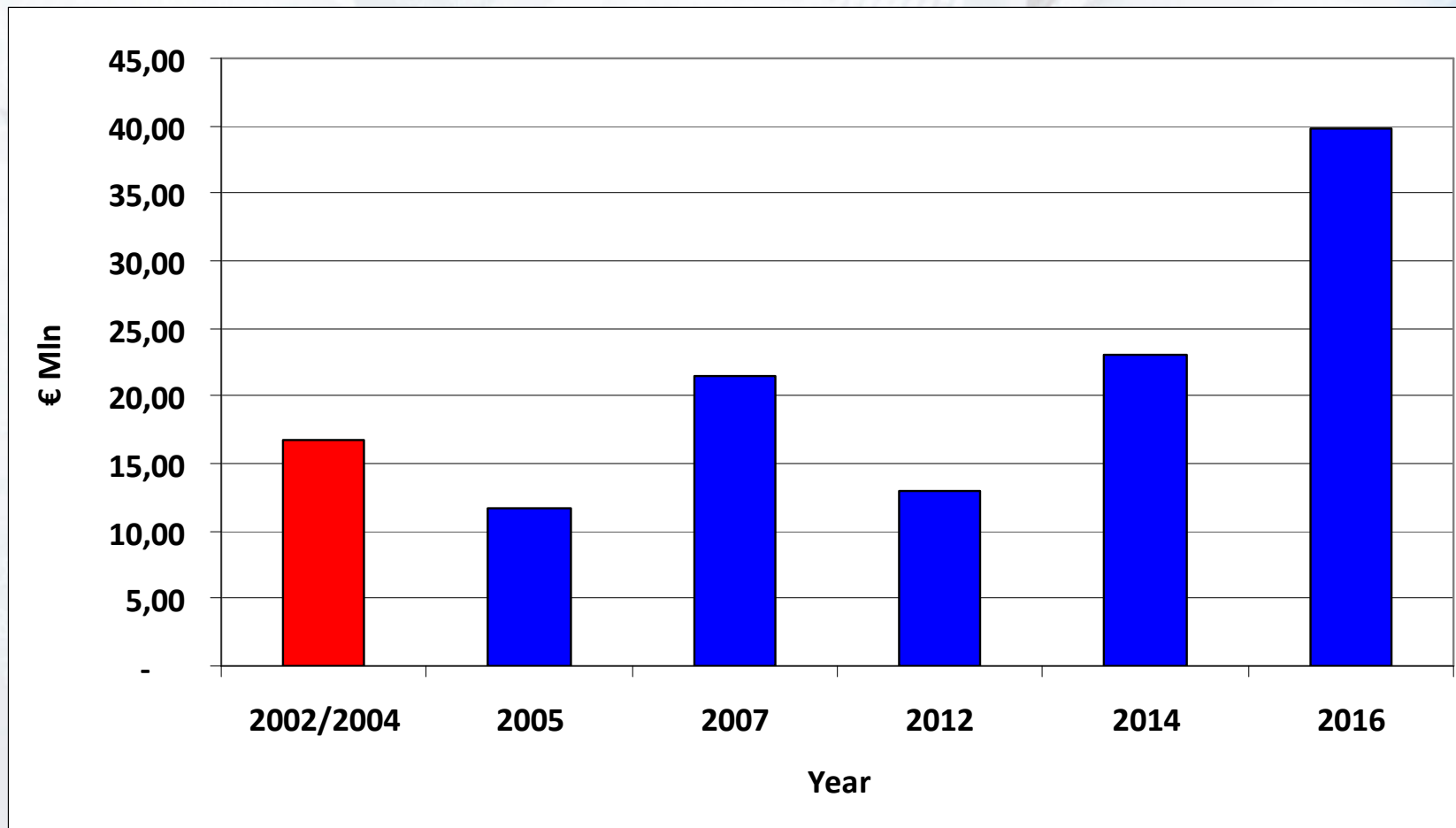
- ✓ Combine High tech laser source development with flexible production facilities in high growth areas

## Medical

- ✓ Technological and clinical innovation improving performance and broadening the application scope of our laser systems
- ✓ Maximize market penetration by multi brand approach
- ✓ Open new market segments by developing innovative applications
- ✓ Leverage worldwide distribution with multi brand approach



# Cynosure



**IRR= 32,50%**

**Capital Gain = €92 mln**

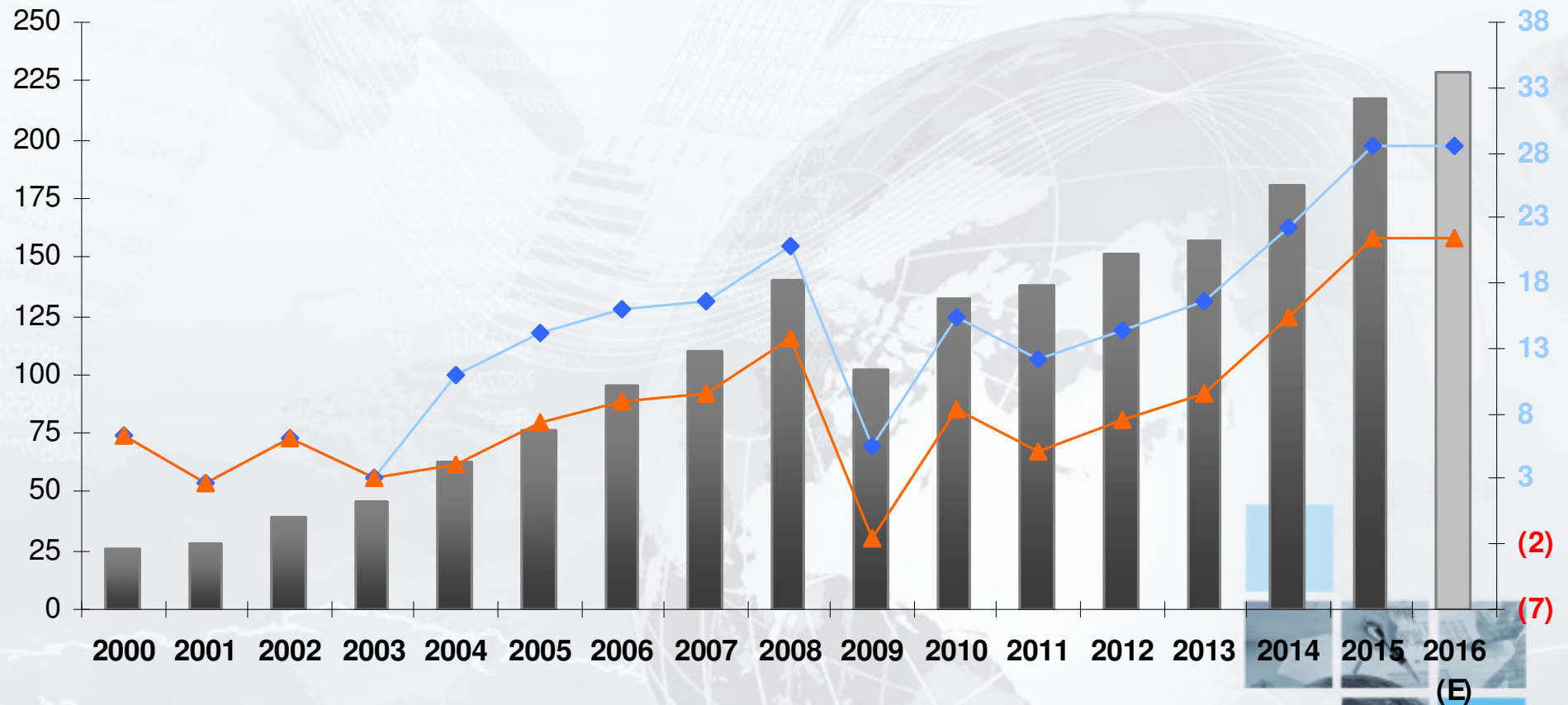


# Consolidated Revenues and EBIT

**SALES**

**EBIT**

**EBIT''(\*)**



(\*) EBIT + Cyno Capital Gain per year

# R&D Activity



Clinical trials and validations of new therapeutic laser treatments  
and research on new applications of laser- tissue interaction

Broadening Mona Lisa Touch Clinical studies

New Pico second laser platform

Clinical studies on cutaneous ulcers

Painless laser hair removal

Patents development

Increased power of RF laser sources

Innovative applications for mid power laser systems





# Q1 - 2016 Financial Results



# Q1 2016 Consolidated P&L



Euro/000	31/03/15 unaudited		31/03/16 unaudited		Var.%
<b>Revenues</b>	48.511	100,0%	55.231	100,0%	13,9%
<b>Gross margin</b>	22.242	45,8%	25.400	46,0%	14,2%
<b>EBITDA</b>	5.301	10,9%	7.669	13,9%	44,7%
<b>EBIT</b>	4.456	9,2%	6.721	12,2%	50,8%
<b>Pretax Income</b>	6.305	13,0%	5.813	10,5%	-7,8%



# Net financial position and Capex



Euro '000 31/12/15 31/03/16 30/04/16 (\*)

**Net financial position :** 29.815 27.560 67.410

**Financial invest. m/l**

**term:** 10.643 10.701 10.701

(\*) including \$45,1 mln of Cyno's shares sale

Euro '000 31/03/15 31/03/16

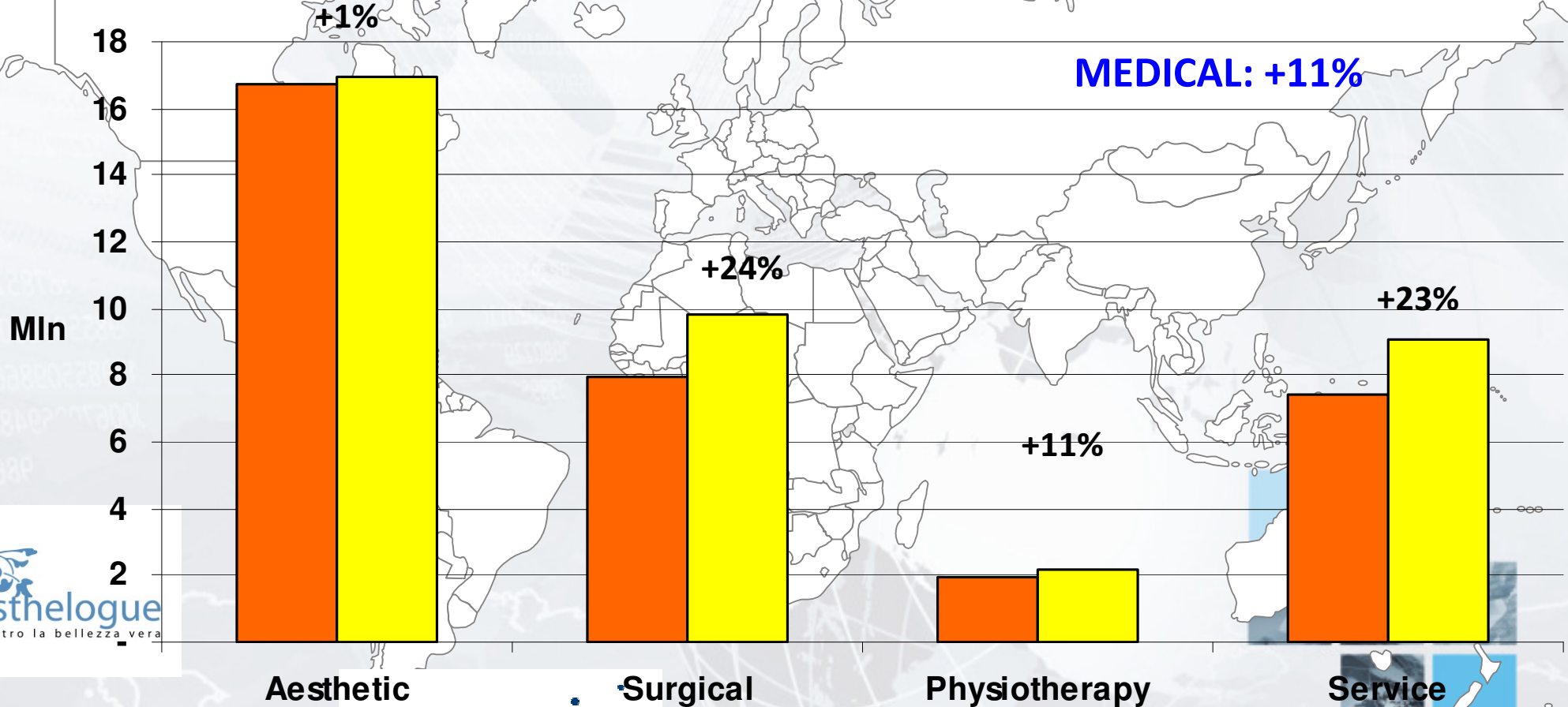
**Capex** 635 2.854



# Medical Lasers Business



**Quanta System**  
DNA Laser Technology



Aesthetic

Surgical

Physiotherapy

Service

03/15 03/16

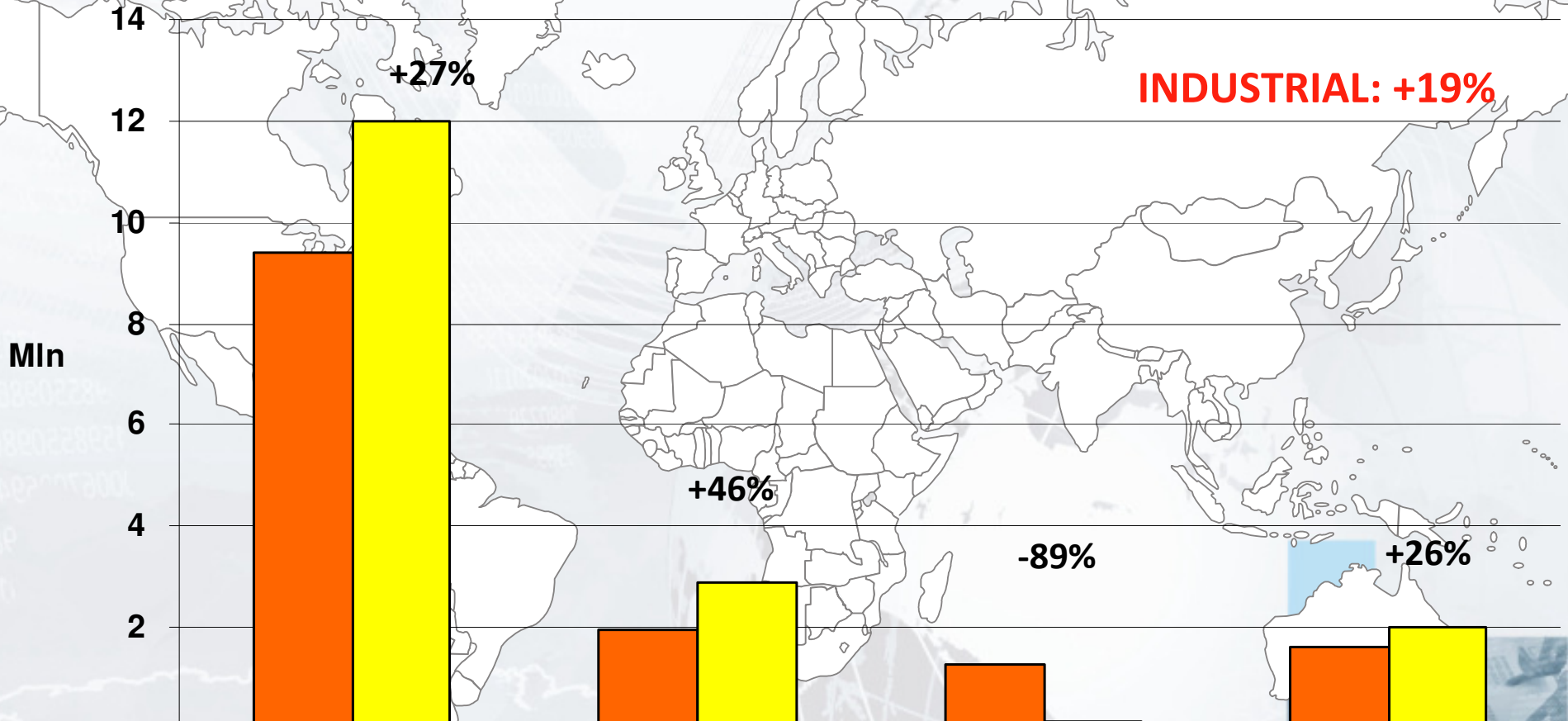


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# Industrial Lasers Business



**PENTA CHUTIAN**



**Cutting**

**Marking**

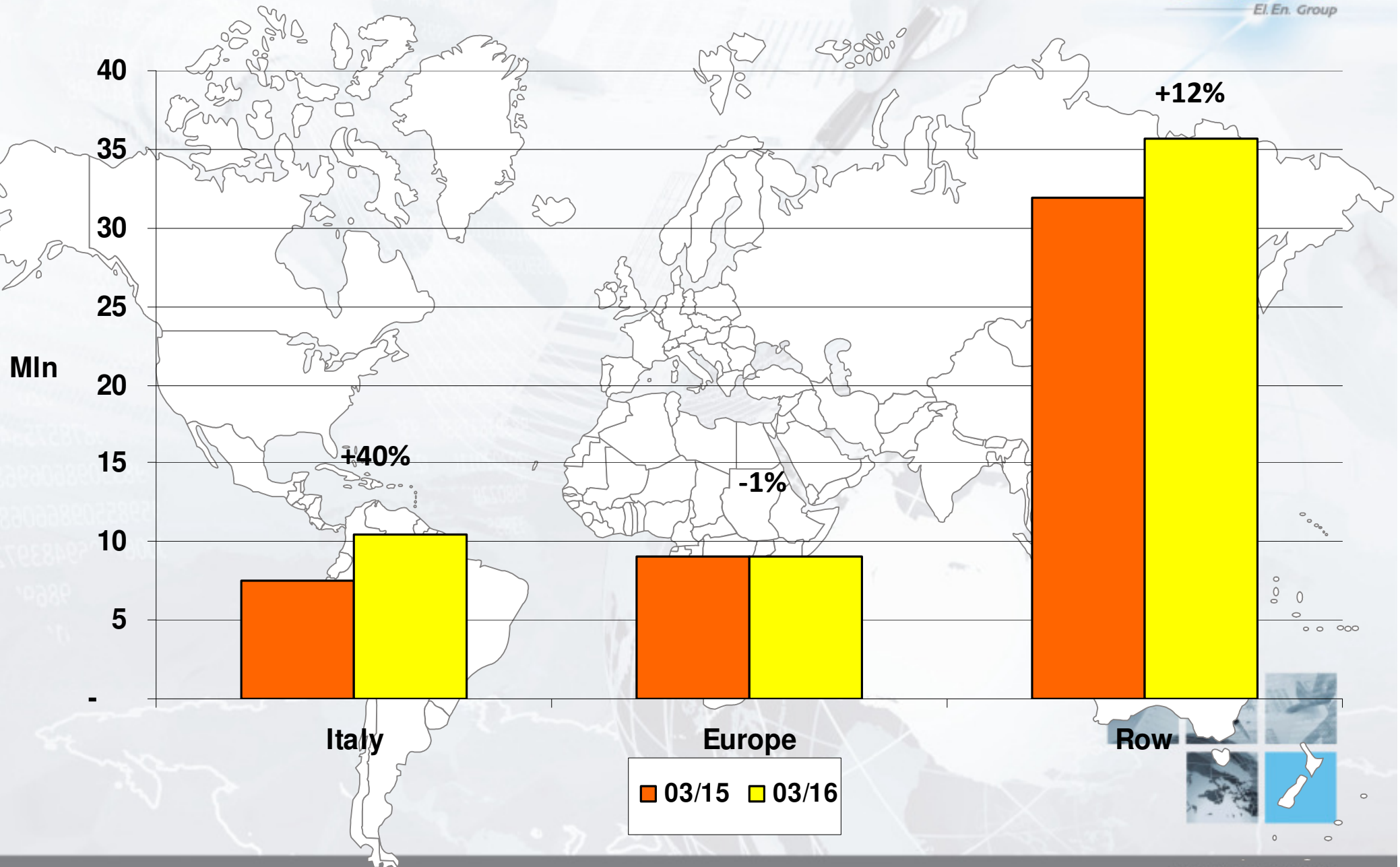
**Laser sources**

**Service**

■ 03/15 ■ 03/16



# Breakdown by Area







# 2016 Guidance



# 2016 Guidance

**Sales 2016 = Sales 2015 +5% -> €229  
mln**

**EBIT 2016 = EBIT 2015 -> €22  
mln**



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