

We laser your world



CONFERENCE CALL

H1 2016 FINANCIAL RESULTS

Sept. 14th , 2016

www.elengroup.com

Disclaimer



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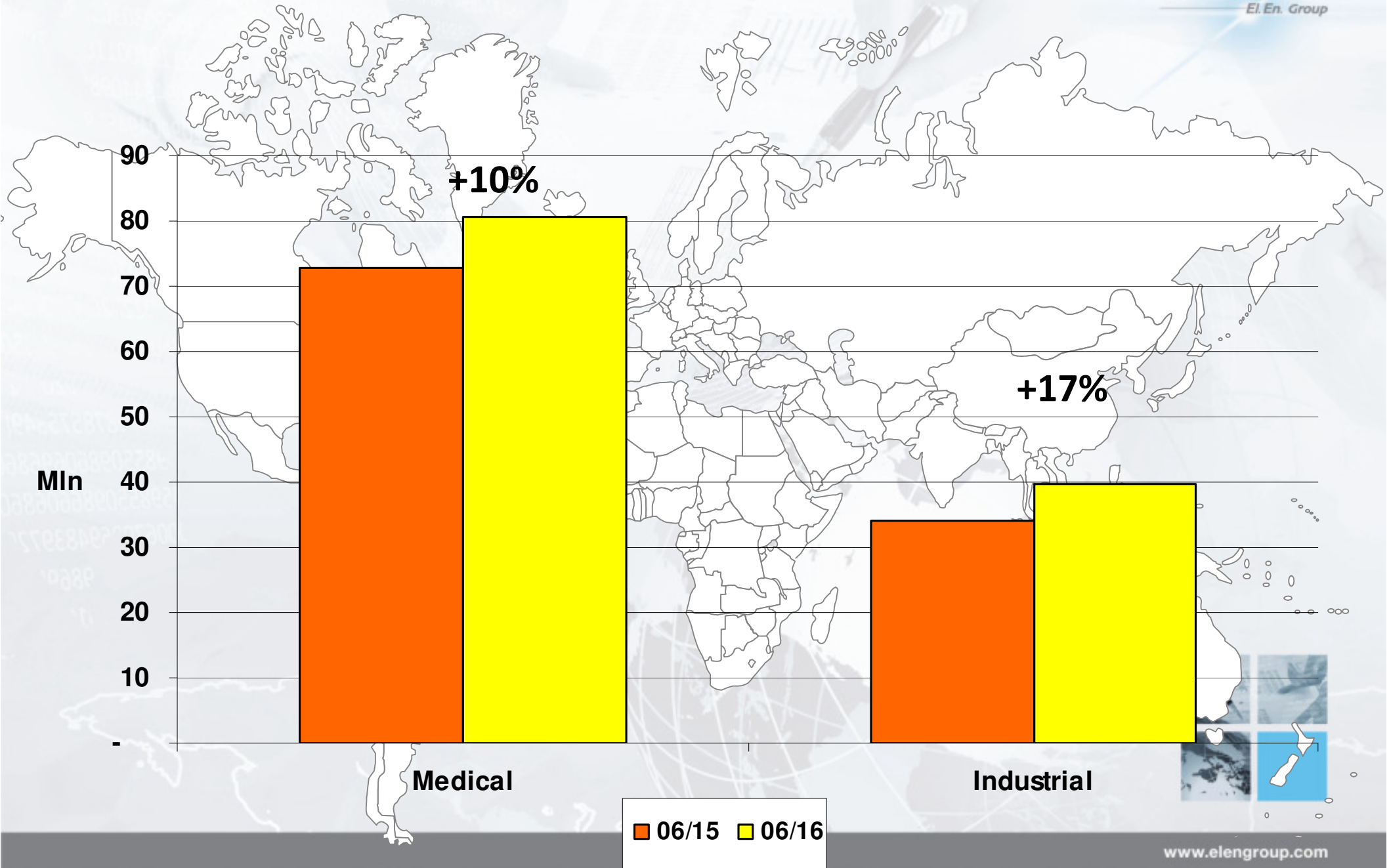
H1 2016 Highlights



Euro/000	30/06/15		30/06/16		Var.%
Revenues	106.884	100,0%	120.176	100,0%	12,4%
EBITDA	12.529	11,7%	15.567	13,0%	24,2%
EBIT	10.374	9,7%	13.524	11,3%	30,4%



Breakdown by Business



Surgical Laser systems

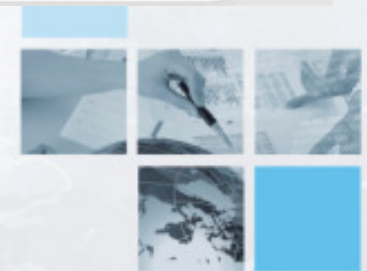


Monna
Lisa
Touch



Litho

Quanta System
DNA Laser Technology



Aesthetic Laser systems

Discovery Pico



Motus AX

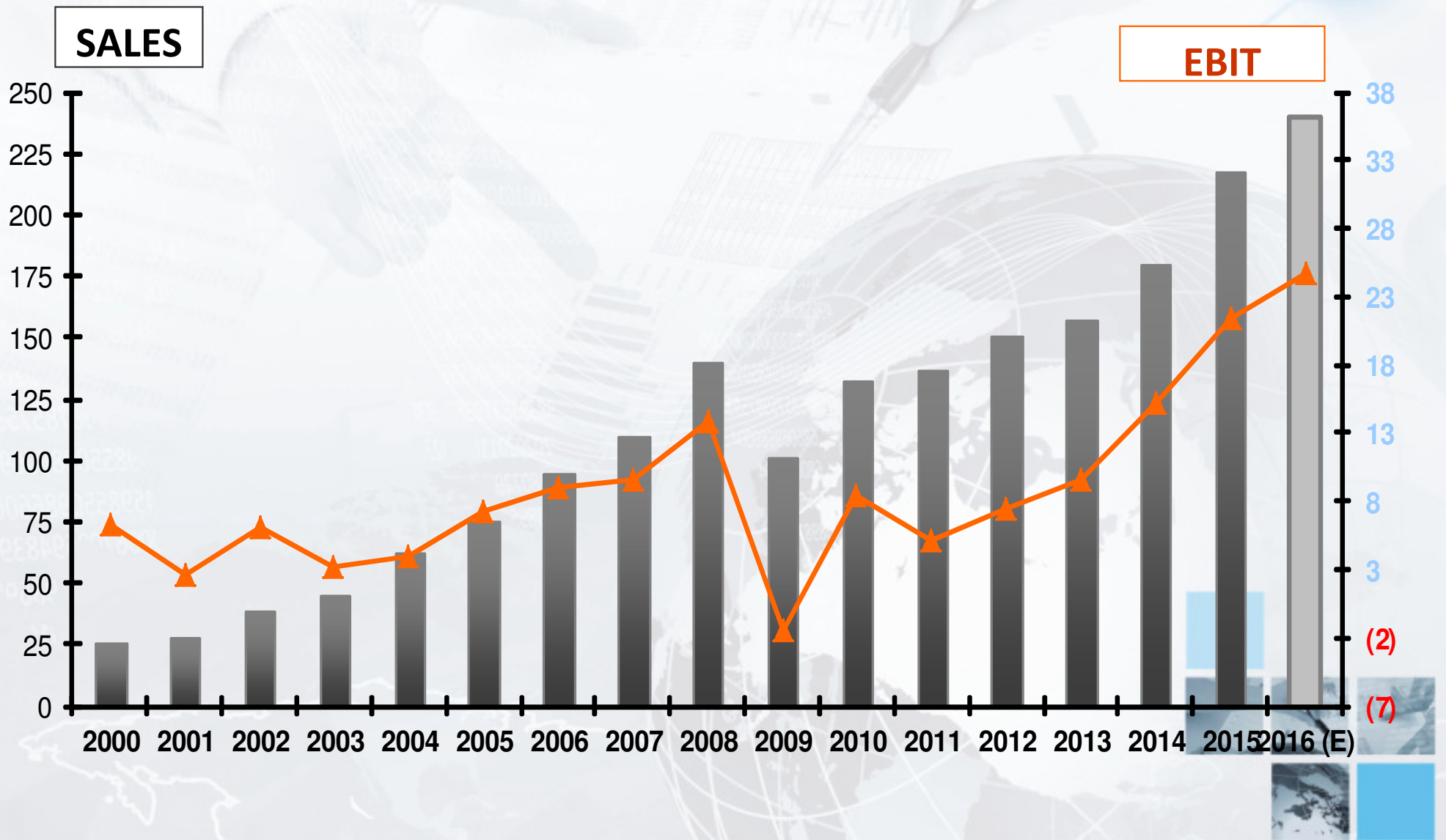
Mediostar



Industrial lasers applications



Consolidated Revenues and EBIT





H1 - 2016 Financial Results



H1 2016 Consolidated P&L



Euro/000	30/06/15		30/06/16		Var.%
Revenues	106.884	100,0%	120.176	100,0%	12,4%
Gross margin	48.077	45,0%	53.264	44,3%	10,8%
Operating Expenses	14.643	13,7%	15.446	12,9%	5,5%
Staff expenses	20.905	19,6%	22.251	18,5%	6,4%
EBITDA	12.529	11,7%	15.567	13,0%	24,2%
Depr., amort., accruals	2.155	2,0%	2.043	1,7%	-5,2%
EBIT	10.374	9,7%	13.524	11,3%	30,4%
Net financ.income(charges)	1.221	1,1%	(464)	-0,4%	
Other income (expense) net	99	0,1%	22.920	19,1%	22970,4%
EBT	11.694	10,9%	35.979	29,9%	207,7%
Income taxes	3.235	3,0%	4.656	3,9%	43,9%
Minorities	836	0,8%	1.029	0,9%	23,1%
NET INCOME	7.623	7,1%	30.293	25,2%	297,4%

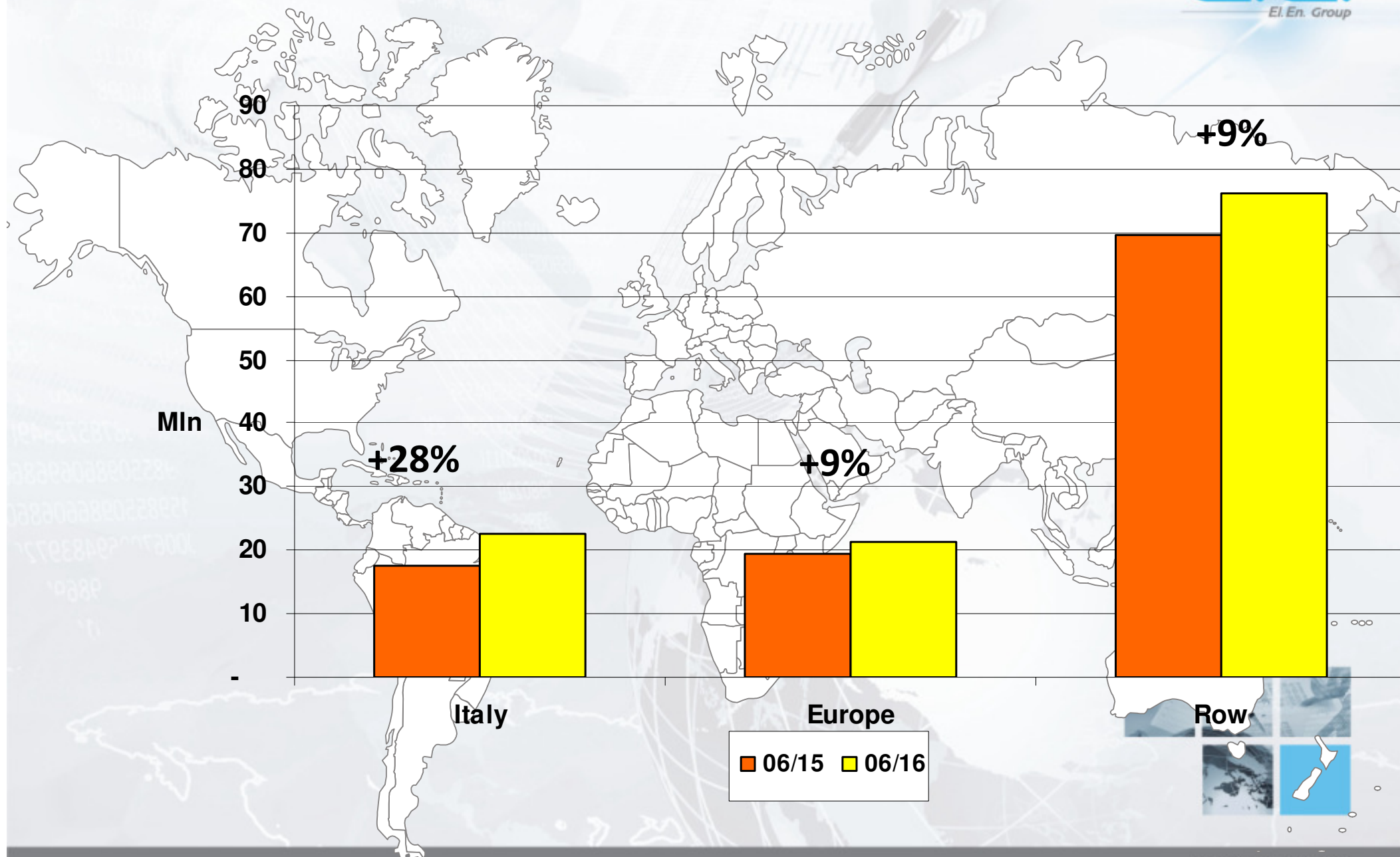
H1 2016 Balance Sheet



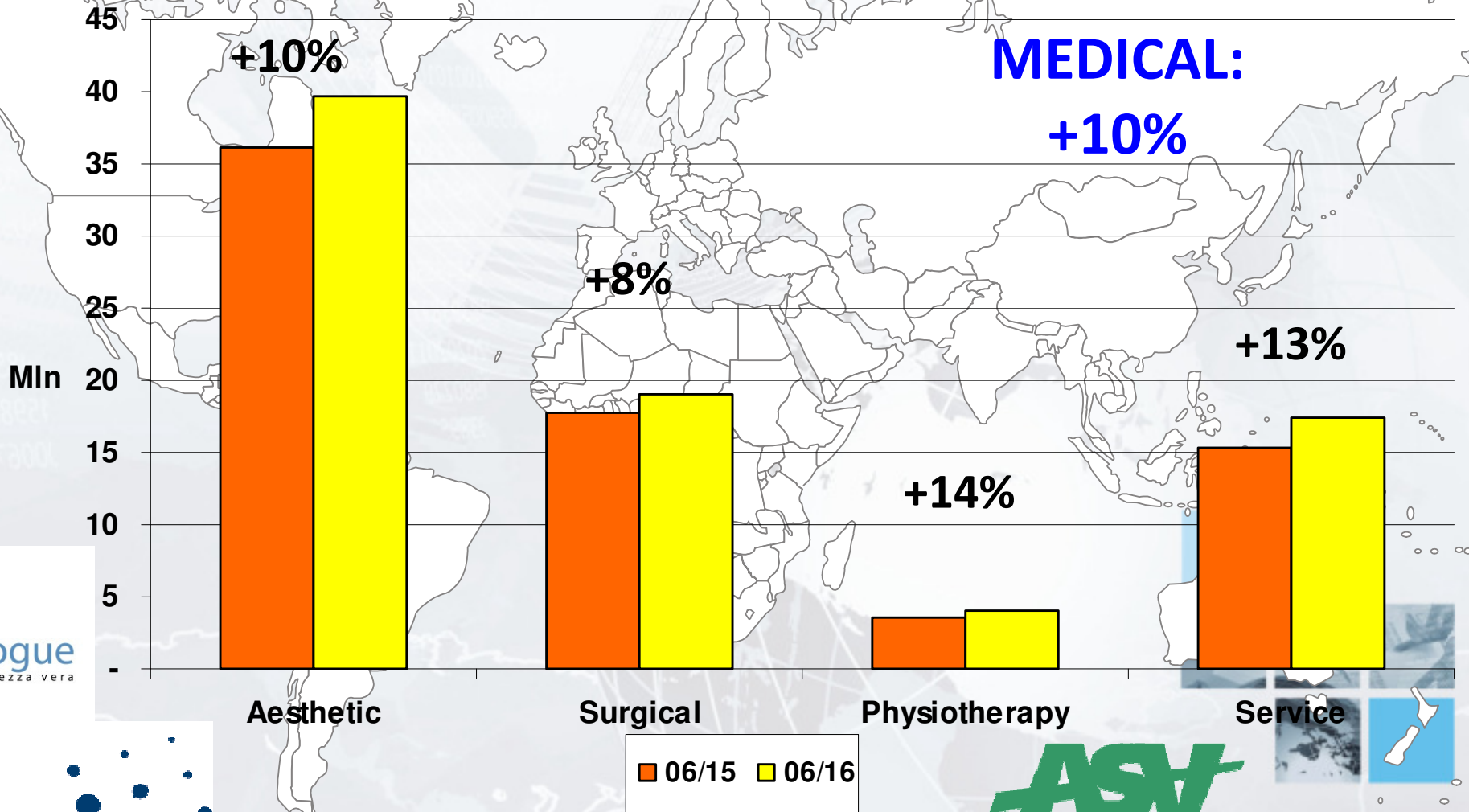
Euro/000	31/12/15	30/06/16	Var.%
Total non current assets	97.766	60.034	-39%
Net Working Capital	59.861	59.323	-1%
Net financial position	29.815	70.801	137%
Long term liabilities	7.904	8.708	10%
Net Equity	179.539	181.451	1%
Net capital employed	149.724	110.650	-26%
Net Working Capital on sales	28%	25%	
ROCE (EBIT/Net capital employed)	14%	24%	
Capex	8.243	4.511	



Breakdown by Area



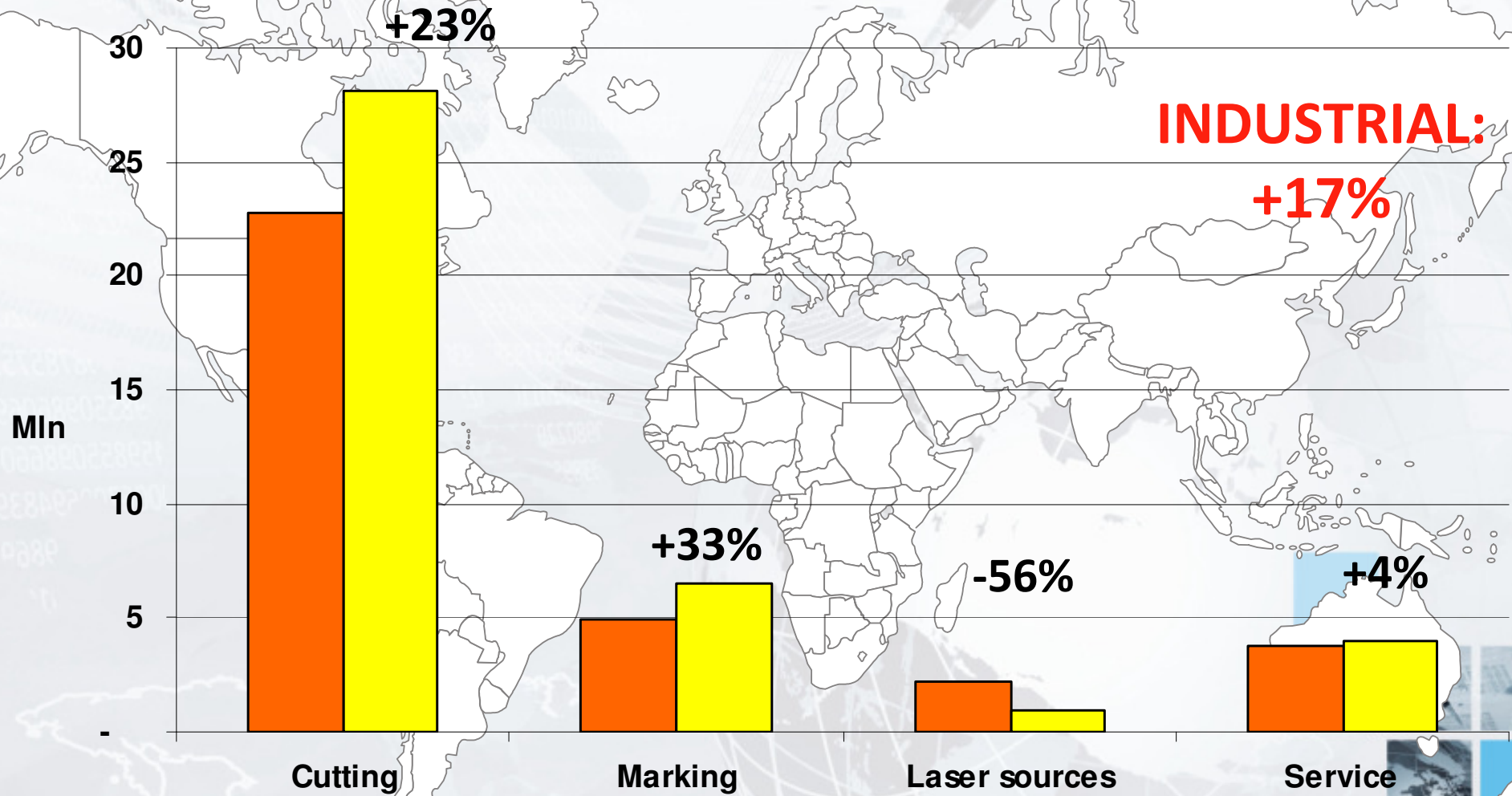
Medical Lasers Business



Industrial Lasers Business



PENTA CHUTIAN



Mln

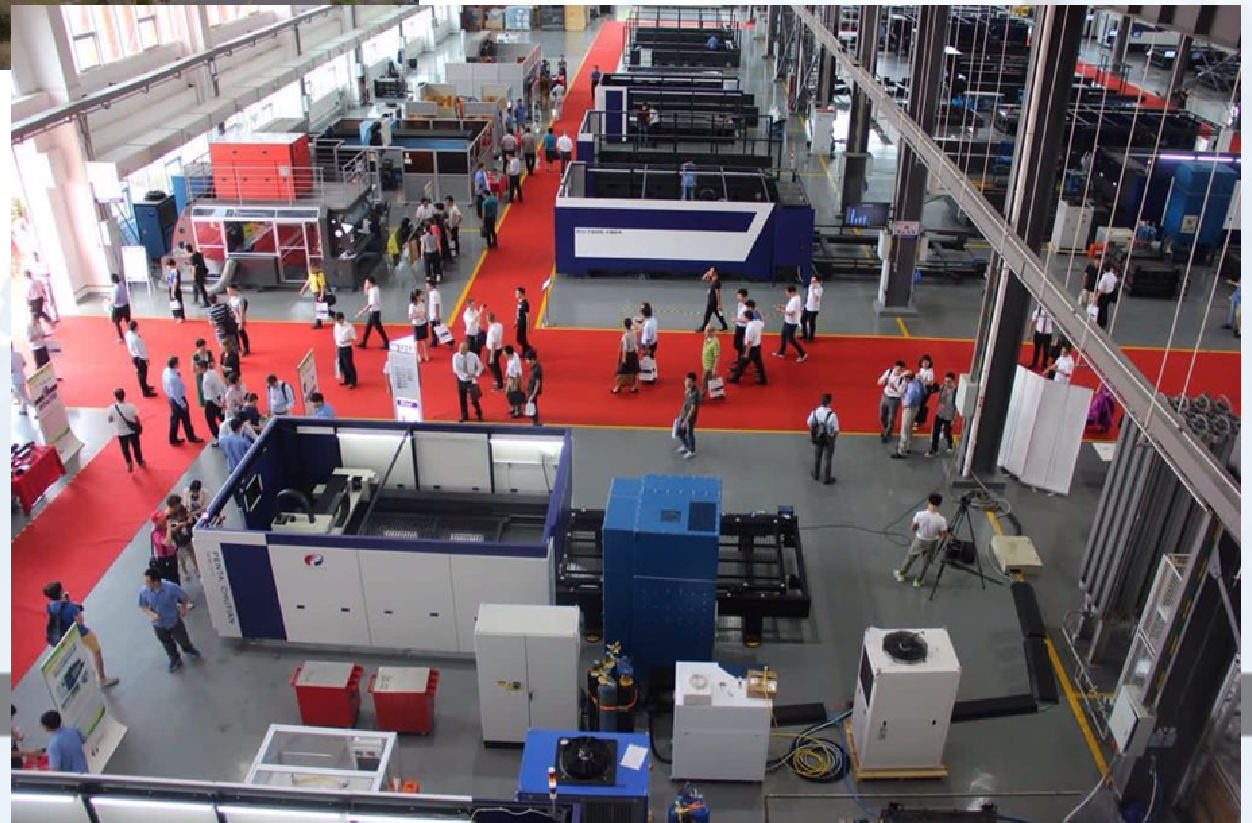
06/15 06/16



New factory in Samarate.....



...and in Wenzhou (PRC)



2016 Guidance - update

OLD

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

EBIT 2016 = EBIT 2015 -> €22 mln

NEW

Sales 2016 = Sales 2015 **+10%** -> €239 mln

EBIT 2016 = EBIT 2015 **+15%** -> €25 mln

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