

We laser your world



CONFERENCE CALL

**9 MONTHS 2016
FINANCIAL RESULTS**

Nov. 14th , 2016

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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.



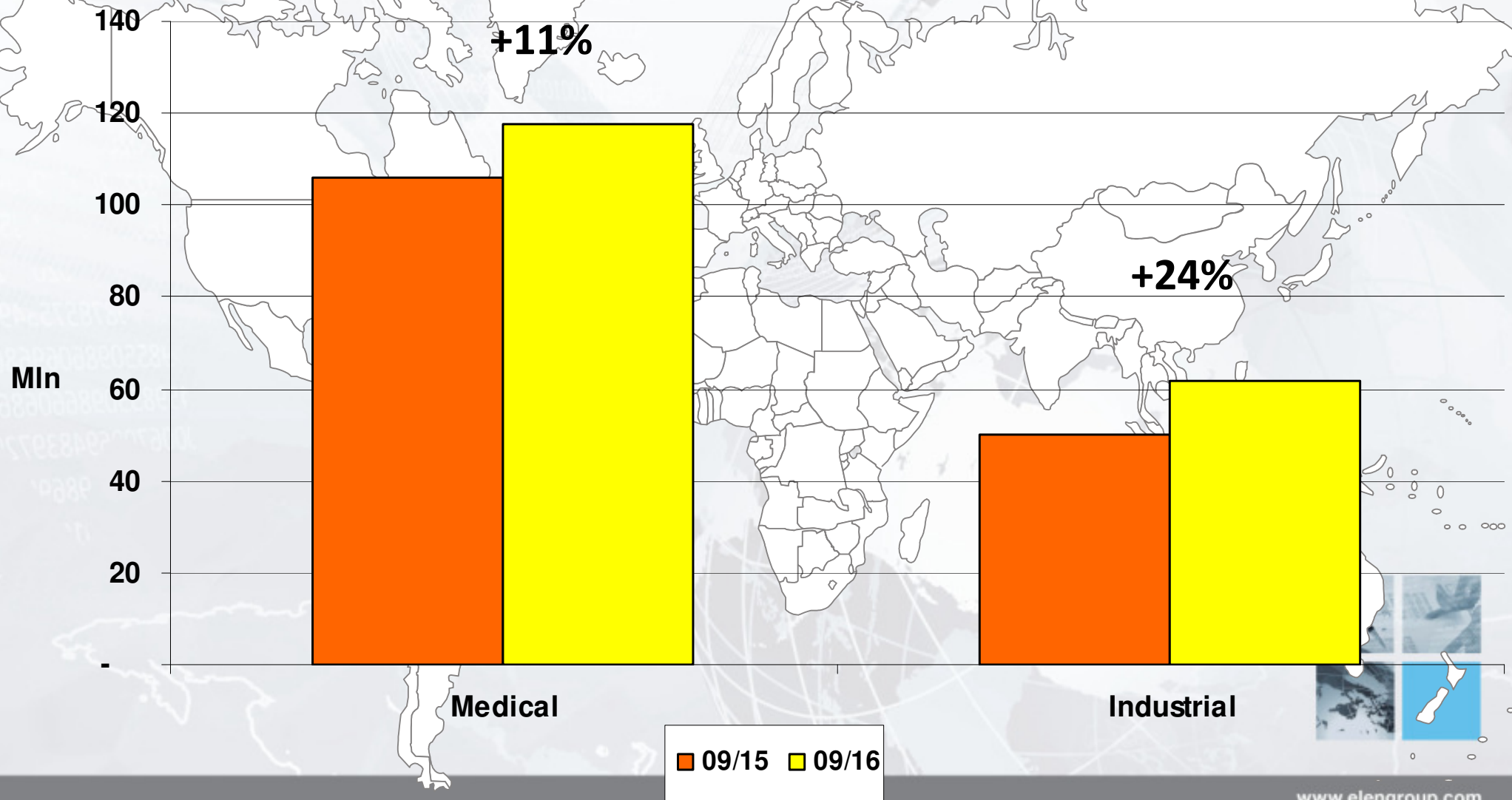
2016 Highlights – 9 MONTHS



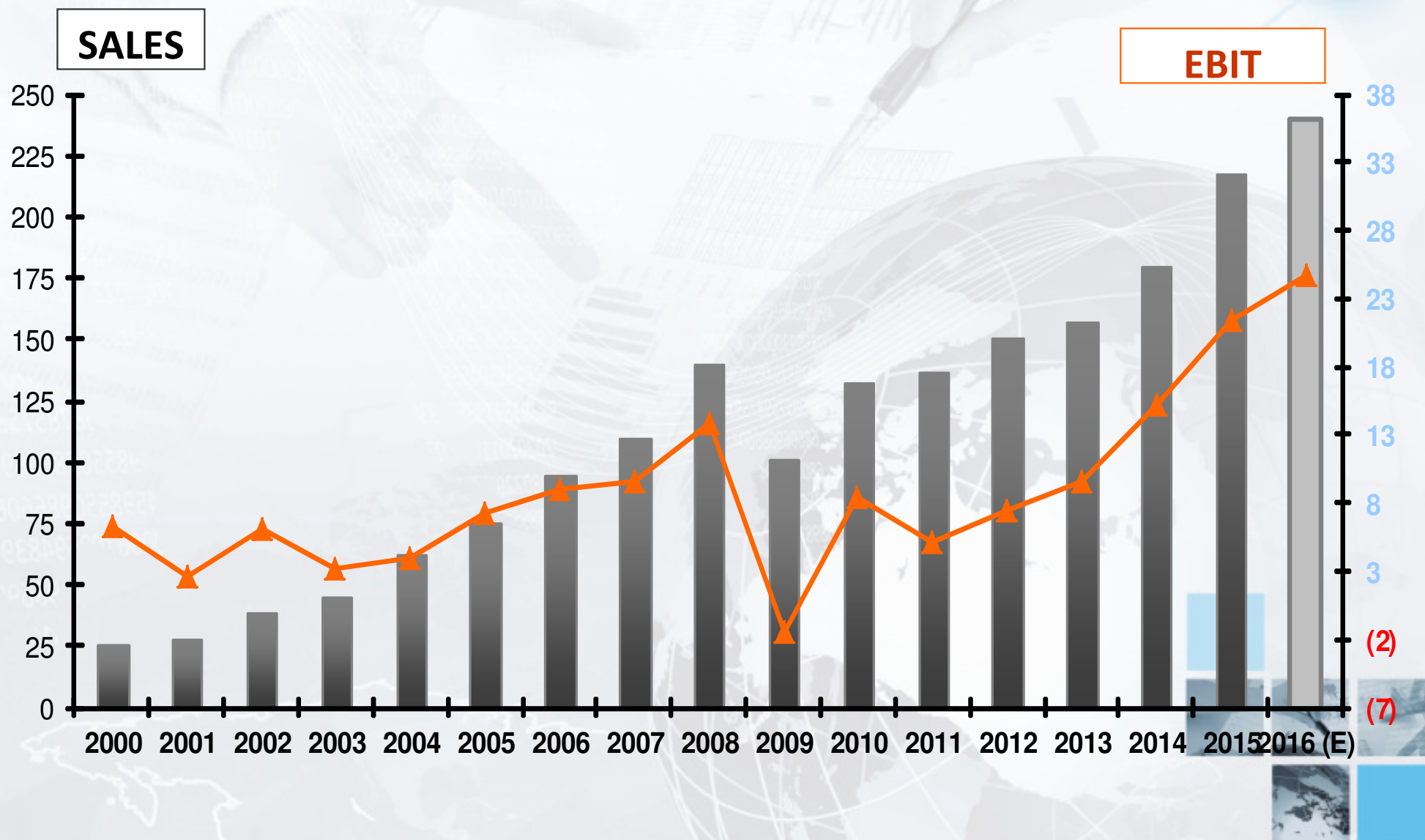
Euro/000	30/09/15		30/09/16		Var.%
Revenues	156.006	100,0%	179.565	100,0%	15,1%
EBITDA	19.310	12,4%	22.962	12,8%	18,9%
EBIT	16.193	10,4%	19.769	11,0%	22,1%



Breakdown by Business



Consolidated Revenues and EBIT





9 MONTHS 2016 Financial Results



Consolidated P&L – 9 MONTHS



Euro/000	30/09/15		30/09/16		Var.%
Revenues	156.006	100,0%	179.565	100,0%	15,1%
Gross margin	70.236	45,0%	78.623	43,8%	11,9%
Operating Expenses	20.789	13,3%	22.875	12,7%	10,0%
Staff expenses	30.136	19,3%	32.785	18,3%	8,8%
EBITDA	19.310	12,4%	22.962	12,8%	18,9%
Depr., amort., accruals	3.117	2,0%	3.193	1,8%	2,4%
EBIT	16.193	10,4%	19.769	11,0%	22,1%
Net financ.income(charges)	881	0,6%	(675)	-0,4%	
Other income (expense) net	117	0,1%	22.933	12,8%	19444,0%
EBT	17.191	11,0%	42.027	23,4%	144,5%

Consolidated P&L – Q3



Euro/000	Q3-15		Q3-16		Var.%
Revenues	49.122	100,0%	59.389	100,0%	20,9%
Gross margin	22.159	45,1%	25.358	42,7%	14,4%
Operating Expenses	6.147	12,5%	7.429	12,5%	20,9%
Staff expenses	9.231	18,8%	10.534	17,7%	14,1%
EBITDA	6.781	13,8%	7.395	12,5%	9,1%
Depr., amort., accruals	962	2,0%	1.150	1,9%	19,5%
EBIT	5.819	11,8%	6.246	10,5%	7,3%
Net financ.income(charges)	(341)	-0,7%	(211)	-0,4%	-38,1%
Other income (expense) net	18	0,0%	13	0,0%	-27,4%
EBT	5.496	11,2%	6.048	10,2%	10,0%

Net financial position and Capex



Euro '000 31/12/15 30/09/16

Net financial position : 29.815 72.222

Financial invest. m/l term: 10.643 10.798

Dividend paid

Proceeds from Cyno shares sale

6.384
39.880

Euro '000 30/09/15 30/09/16 Q3/16

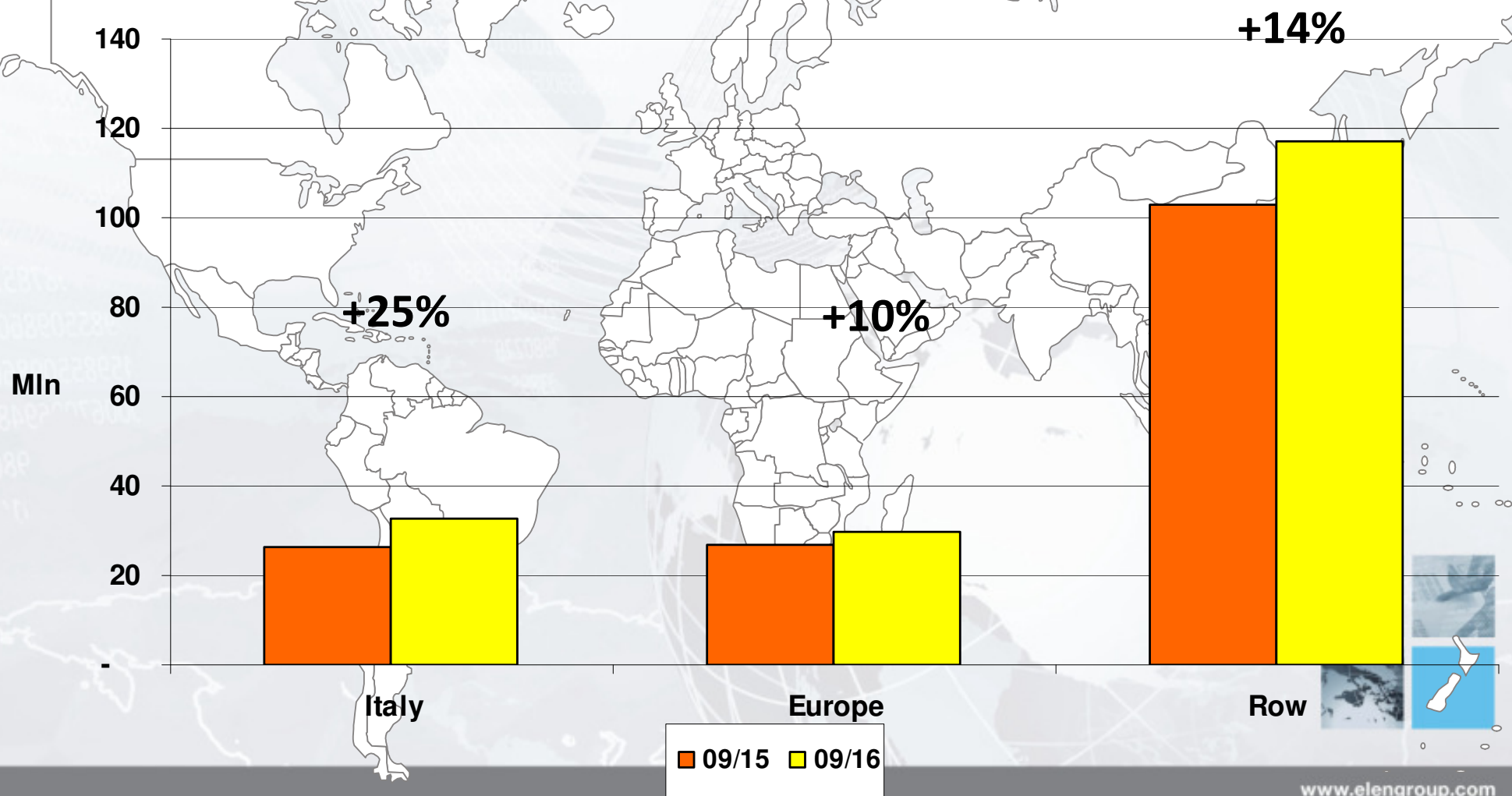
Capex 4.934 9.552 5.042

Buildings, lands & plants 3.100 8.100 4.600

Others 1.834 1.452 442



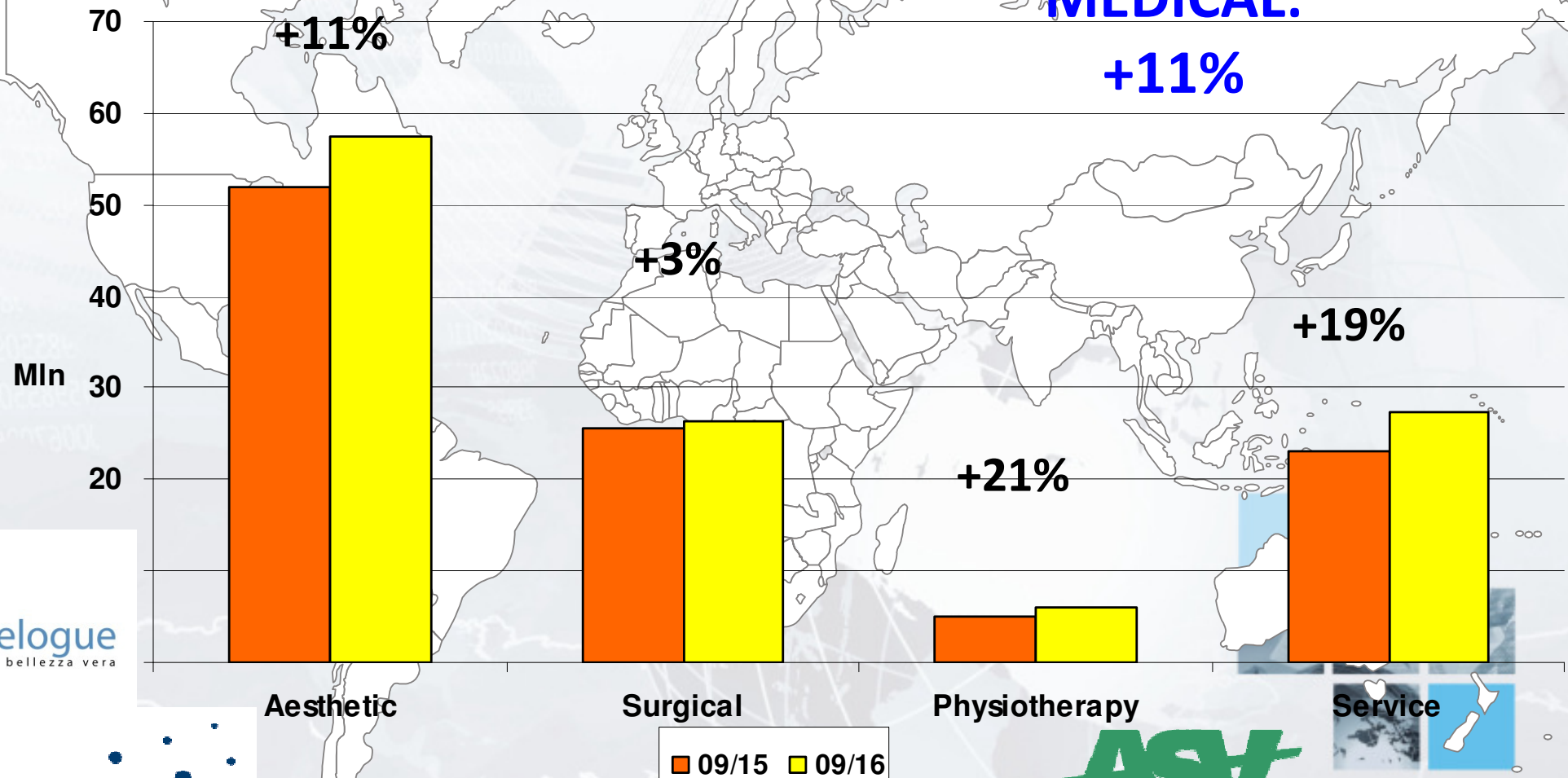
Breakdown by Area



Medical Lasers Business



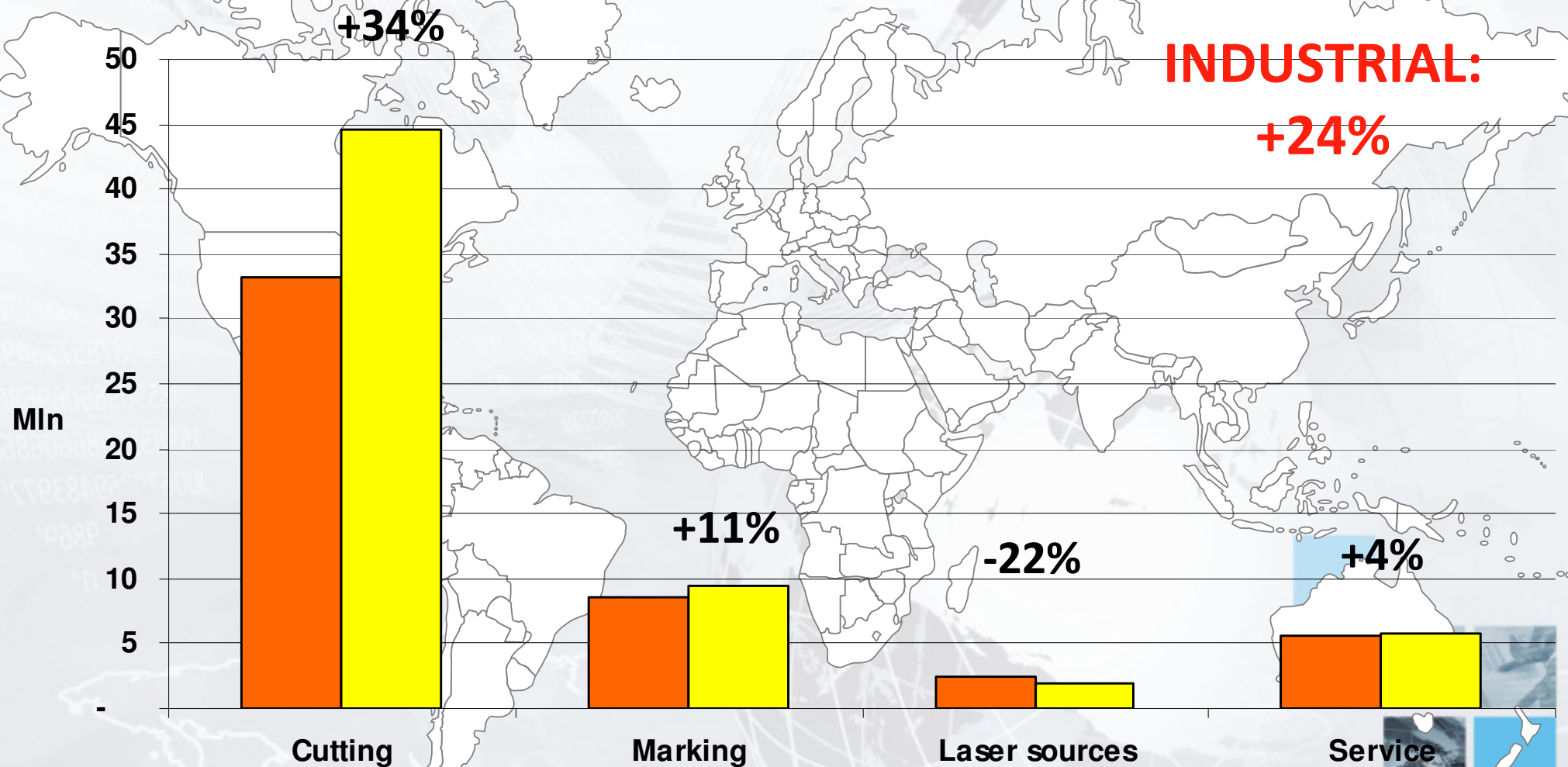
Quanta System
DNA Laser Technology



Industrial Lasers Business



PENTA CHUTIAN



Mln



09/15 09/16



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2016 Guidance

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

EBIT 2016 = EBIT 2015 +15% -> €25 mln



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