



COMPANY PRESENTATION

8th Annual Polytems Hir Italian Day in Frankfurt

January 24th, 2024



Member of
**Euronext
Tech Leaders**



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.





- 1. Overview
- 2. Markets and Growth drivers
- 3. Our strategy and market approach
- 4. Financial Highlights
- 5. Current Outlook
- 6. Multiples & Comparables

OVERVIEW





A PRIMARY PLAYER PROVIDING MEDICAL, INDUSTRIAL AND CONSERVATION LASER SOLUTIONS WORLDWIDE



World Class Hi-Tech company

Hi-Tech industrial group providing laser solutions with proprietary technologies and know how developed over 40 years



Listed on Euronext STAR Milan of Italian Stock Exchange since year 2000 and member of Euronext Tech Leaders



Within Worldwide leaders in its space

Active worldwide on several laser application segments and markets...



...progressively widening its worldwide presence achieving continuous growth over the years

ELEN™

OUR BUSINESSES



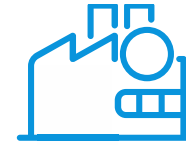
>40

YEARS OF EXPERIENCE



>20

SUBSIDIARIES



8

COUNTRIES WITH
DIRECT PRESENCE

13

PLANTS

WE CREATE LIGHT, ENERGY, WAVES



MEDICAL

Our energy based systems improve people's well-being and life quality.

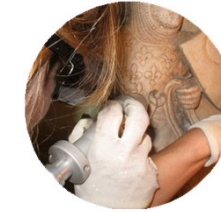
In the **SURGICAL SECTOR**, our minimally invasive technology systems minimize pain, side effects and risks of surgical procedures and hospitalization days.

In the **AESTHETIC SECTOR**, our systems satisfy the growing desire of individuals to improve their appearance also reducing pathological or painful imperfections.



INDUSTRIAL

Our **LASER CUTTING** and **MARKING SYSTEMS** Improve the productivity of our customers manufacturing plants also limiting the environmental impact of manufacturing processes minimizing waste, fumes generated by the process, use of chemical additives, and allowing to eliminate the need for inks, solvents or glues within the process.



CONSERVATION

Our **LASER SYSTEMS PRESERVE** artworks of the universal heritage of our communities.

**MSCI**
ESG RATINGS

Sustainalytics

OUR STRATEGY FOR A SUSTAINABLE FUTURE:

Create value over time and be ready to successfully meet the future challenges

R&D

**8**
R&D dept.**>19 MLN**
Yearly R&D investments**> 280**
Patents**> 180**
R&D specialists

PRODUCTS

**> 50.000**
Laser sources produced**ISO 9001 e ISO 13485**
Certifications**> 70**
Quality & Regulatory specialists

PEOPLE

**~25%** under 30 years
~ +11% 2021 headcount
>2.100 employees**WELFARE** at the heart of business projects.
Workspaces were renewed for several Group companies: employees well-being was increased and plants' energy efficiency as well**>39,000**
HOURS
Training

ENVIRONMENT

**2** Photovoltaic systems active in 21
4 New plants installed in 22**19%**
Self-generated energy or from renewable sources



80s

Production of CO₂ lasers for dermatology, surgery and therapy

1981

Incorporation of **El.En.S.n.c**

90s

Development of short pulse Nd:YAG lasers for dentistry and minimally invasive surgery treatments

1990 - 1993

Incorporation of **Deka MELA S.r.l.**, **Lasit S.p.A.** e **Cutlite Penta S.r.l.**

1998

Smartepil (Deka Mela S.r.l.) - first long pulse Nd:Yag laser for dermatology and hair removal

2000

El.En.S.p.A. listed on the italian stock market

2002

Smartlipo (Deka Mela S.r.l. **laserlipolisi**®: localized removal of adipose deposits with minimally invasive treatment

Acquisition of **Cynosure Inc.**

2003

Smartxide DOT® Therapy (Deka Mela S.r.l.) dermatological surgery, anti-aging treatments, removal of pigmented lesions and scars

Acquisition of **Asclepion GmbH**

2004

Acquisition of **Quanta System**

2005

Acquisition of **Asa**

Cynosure IPO on Nasdaq

2007

Incorporation of a JV in China: **Wuhan Penta Chutian Co.Ltd**

Incorporation of **Cutlite Do Brasil Alta Tecnologia Ltda**

2008

Mediostar XT (Asclepion GmbH) esthetics and hair removal.

Industrial sector El.En. – creation of the **BLADE RF CO₂ BLADE RF** laser sources family

Litho (Quanta System S.p.A.) surgical, treatment of kidney stones

2009

Plus RF (Cutlite Penta S.r.l.) with RF El.En. sources for metacrilate and wood cutting systems

Incorporation of **Esthelogue S.r.l.**

2010

Smartxide² (Deka Mela S.r.l.) laser system with CO₂ radio frequency (RF) laser sources for dermatological surgery and aesthetics

2011

Mediostar Next (Asclepion GmbH) aesthetics, hair removal

2012

Monna Lisa Touch™ (Deka Mela S.r.l.) for the treatment of vaginal atrophy

Cyber (Quanta System S.p.A.) surgery, Lithotripsy and BPH

2013

Incorporation of second JV **Penta Laser Equipment (Wenzhou) Co. Ltd**

2015

Bolt (Penta Chutian e Wenzhou - China) enhanced system for laser metal cutting

Discovery Pico (Quanta System S.p.A.) tattoo and pigmented lesions removal and dermatological treatments

HIRO TT (ASA S.r.l.) painful pathologies of the muscle and skeleton

Fiber Plus (Cutlite Penta S.r.l.) first metal cutting laser system equipped with fiber laser source

2016

Motus AX with Moveo (Deka Mela S.r.l.) hair removal, removal of pigmented lesions

Juliet® (Asclepion GmbH) for the treatment of vaginal atrophy

Deka M.E.L.A.S.r.l. and Quanta System S.p.A. join their commercial brand names into **Reinassance®** for the Italian market

2017

Industrial sector **RF 1222** CO₂ RF laser source "The Big Boy"

2018

ONDA Coolwaves® (Deka Mela S.r.l.) the first microwaves technology system for body contouring

2019

The Chinese subsidiary Penta Laser Equipment (Wenzhou) Co. Ltd incorporates **Penta Laser Technology (Shangdong) Co. Ltd**

Acquisition by Quanta System of **Galli S.r.l.** a precision mechanical components manufacturing facility.

2020

Schwarzly (magnetotherapy) **Red Touch** (dermatology) **Again** (hair removal)
Dr. Arnold (magnetotherapy)

2021

Lasit Laser Polska incorporated by Lasit in Poland

Glide (dermatology)
Chrome Laser Station (dermatology)

2022

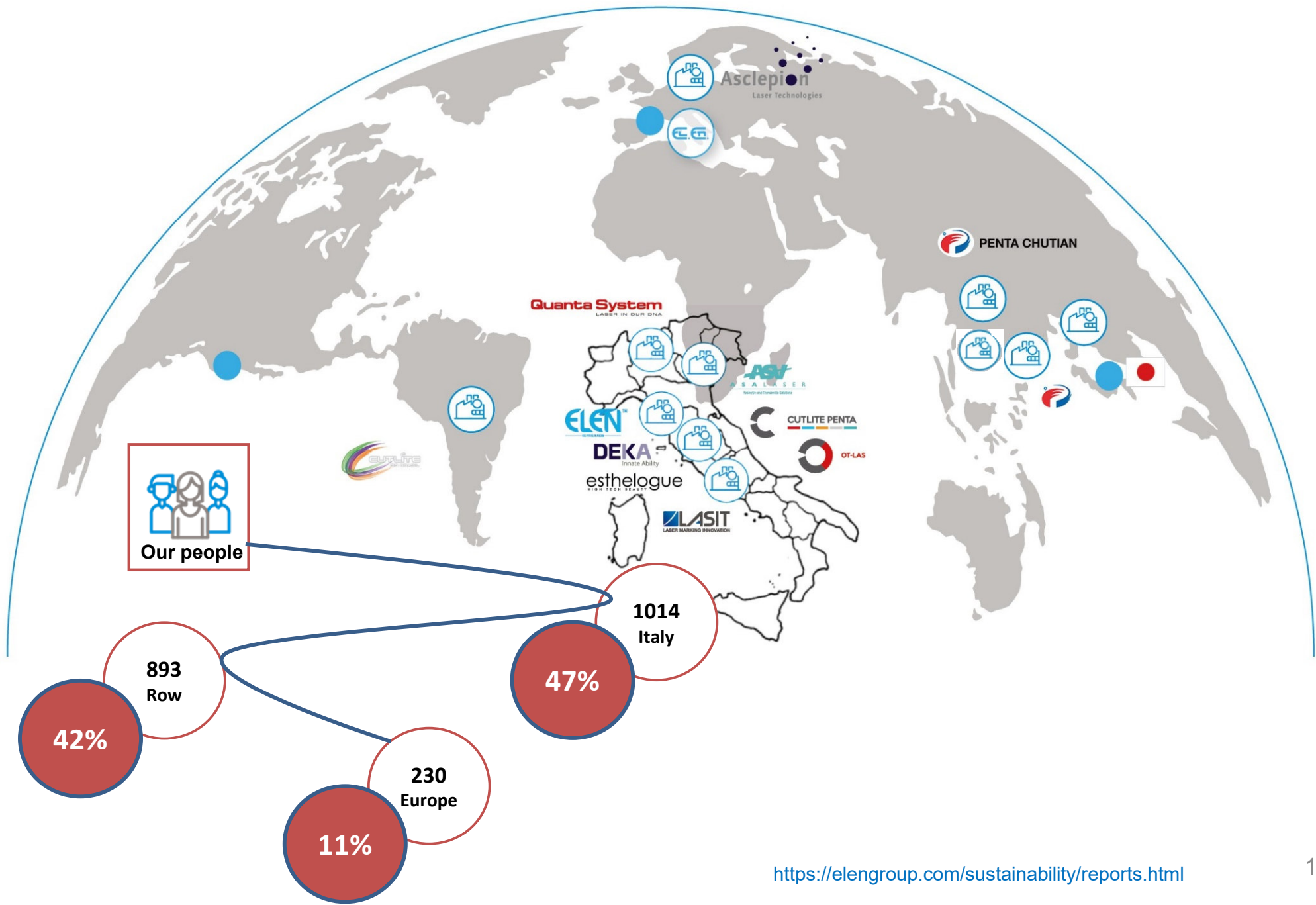
Lasit Laser Iberica incorporated by Lasit in Spain

Acquisition by Penta Laser Zhejiang of **Shenzhen KBF Laser Tech Co. Ltd**

2023

Lasit Laser Deutschland GmbH incorporated by Lasit in Germany

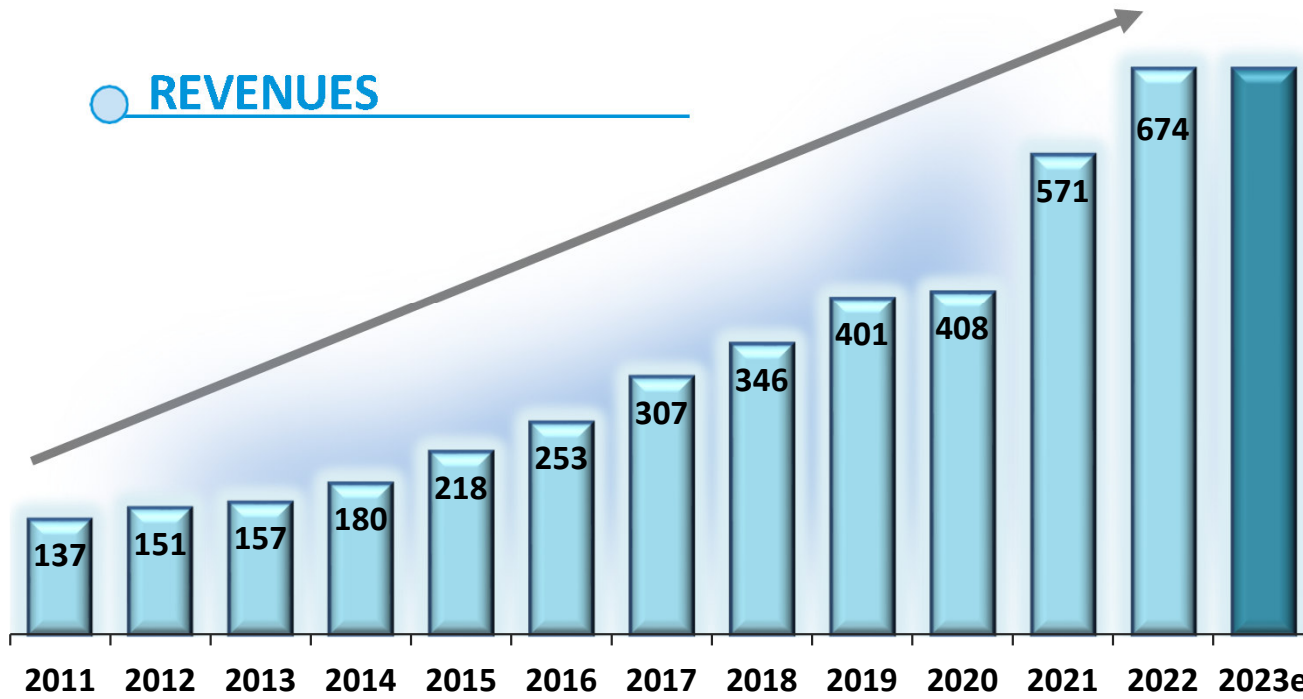
Lasit Laser UK Ltd incorporated by Lasit in UK



GROWTH HISTORY



REVENUES

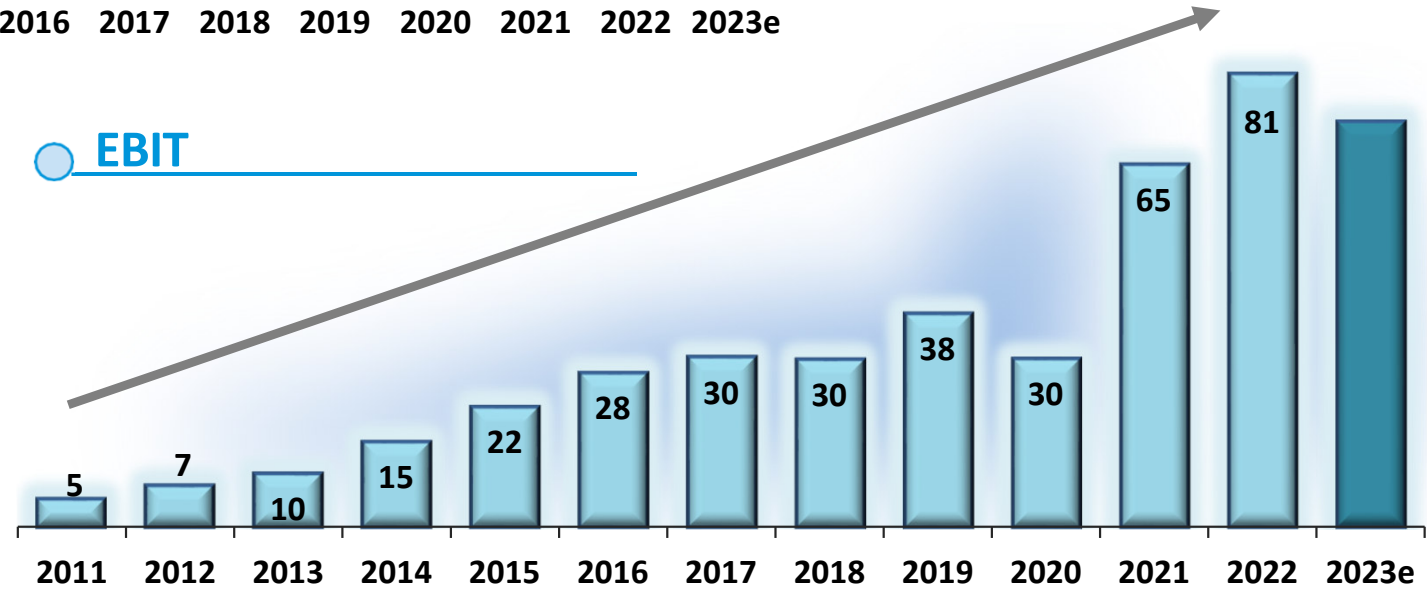


Cagr 11/22:
+14%

in Euro million

EBIT

Cagr 11/22:
+26%



MARKETS AND GROWTH DRIVERS



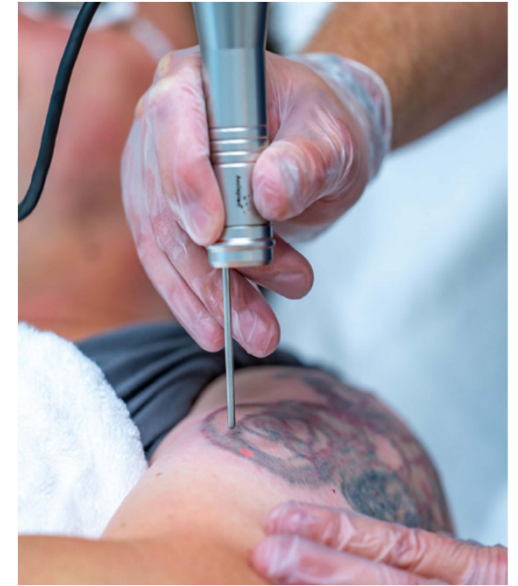
MINIMALLY INVASIVE SURGERIES:

- ❖ Painless procedures
- ❖ Lower risks and side effects
- ❖ Shorter hospital stays/Faster recovery
- ❖ Savings by Private & National Health Systems
- ❖ Attractive ROI for surgical services providers
- ❖ Rapidly Growing Urology laser market





- ❖ Aging demographics and increasing focus on improving appearance and youthfulness;
- ❖ Growing interest in non-invasive or minimally invasive procedures and awareness of energybased aesthetic treatments
- ❖ Growing global obesity rate
- ❖ Reductions in procedure costs, attracting a broader patient base
- ❖ Normalization and social acceptance of cosmetic procedures
- ❖ Rapid growth expected



GLOBAL MEDICAL LASER MARKET

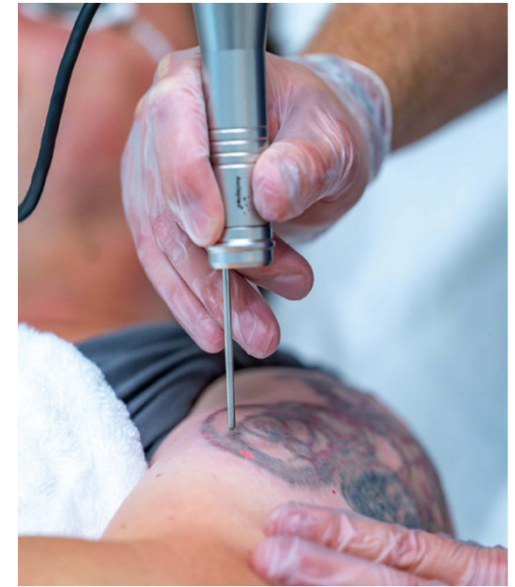
- | | |
|-----------------------------|--------------------|
| ❖ Mordor Intelligence | CAGR 13,4% to 2028 |
| ❖ Fortune business insights | CAGR 13,1% to 2030 |
| ❖ Global Market Insights | CAGR 14,5% to 2032 |
| ❖ Research and Markets | CAGR 13,2% to 2030 |

With an estimated market size of \approx \$5 Bln in 2021 including:

- ❖ Ophthalmology
- ❖ Dermatology
- ❖ Aesthetics
- ❖ Surgical
- ❖ Gynecology - Urology
- ❖ Cardiovascular
- ❖ Dentistry

EXPECTED GROWTH IN COSMETIC MARKET

- | | |
|---------------------------------|--------------------|
| ❖ Research and Markets | CAGR 15,2% to 2027 |
| ❖ The business research company | CAGR 19,1% to 2027 |





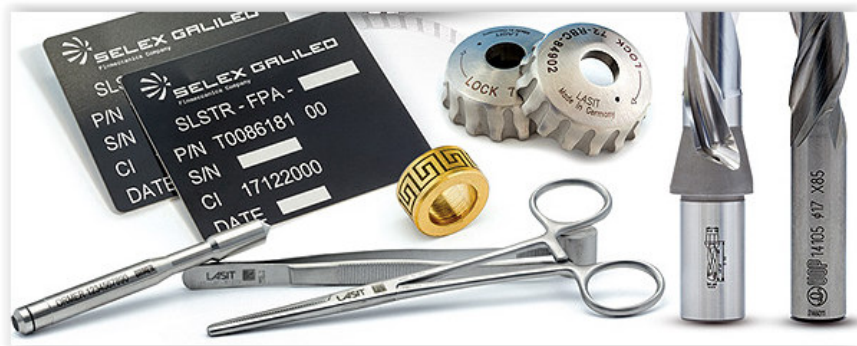
Laser cutting applications:

- Laser power increase + Cost reduction: enhanced flexibility, productivity and quality standards in manufacturing processes
- New application verticals
- Building and construction



Laser marking:

- Products identification and traceability
- Minimal environmental impact



Laser processing market:

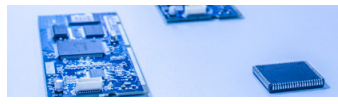
- Size: \$17,48 billion in 2021
- Expected CAGR to 2030: 9,1%

OUR STRATEGY AND MARKET APPROACH





Technical Knowledge



Electronics



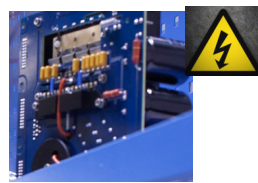
Optics

Photonics

Mechanics



Fluid dynamics



Power electronics



Software

LASER



Application Expertise

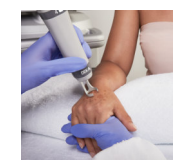
Aesthetics



Surgery



Dermatology



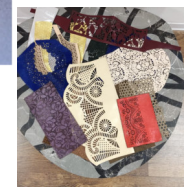
Physiotherapy



Cutting

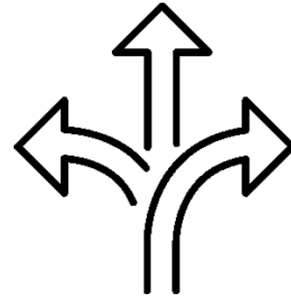
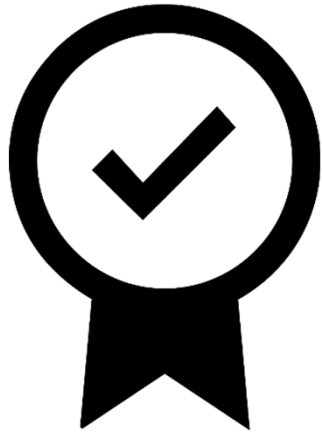


Marking



Art Conservation





- Flexibility
- Speed
- Power
- Precision
- Selectivity
- Effectiveness





Continuous investment in R&D: maintaining the unmatched wideness of our product range by innovating existing technologies and developing new ones

Cooperation with primary research institutions and KOL'S

Excellent knowledge of the target markets based on the widespread and loyal distribution network created over the years

Ability to continuously update the laser technology of our wide product range

Focus on innovative products release, technical support and continuous training to our customers

Multi brand approach



ELEN™ WIDE RANGE OF PRODUCTS IN MEDICAL SECTOR



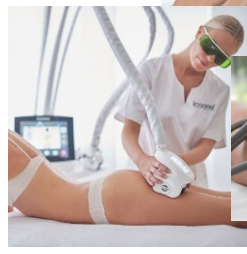
Hair removal



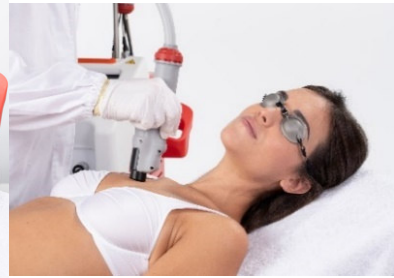
Tattoo removal & Pigmented lesions



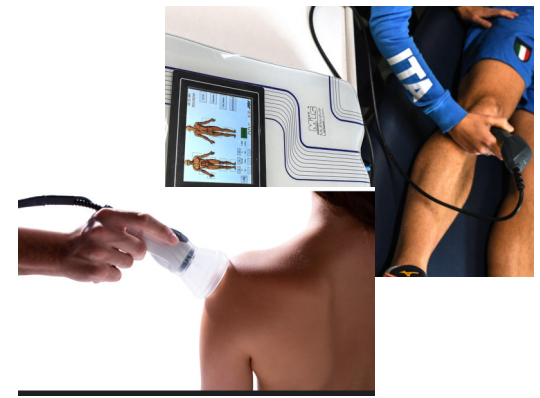
Body Contouring



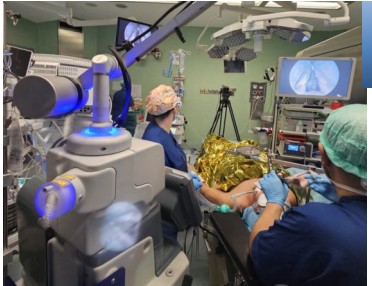
Skin Rejuvenation



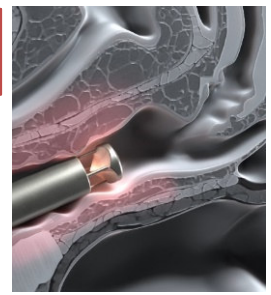
Physiotherapy



Surgery



Gynecology



Urology

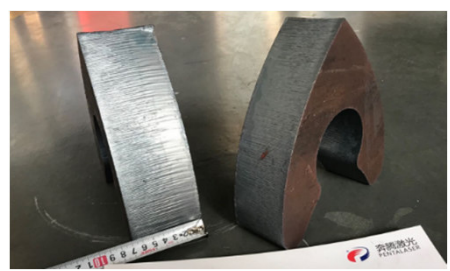


Dermatology





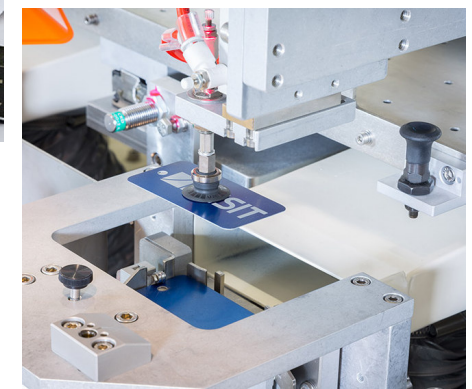
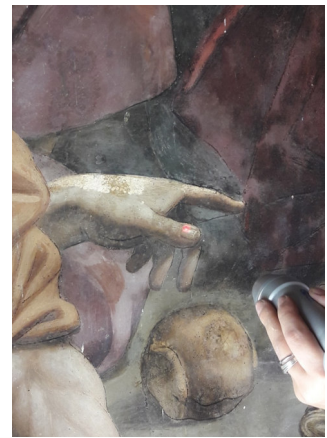
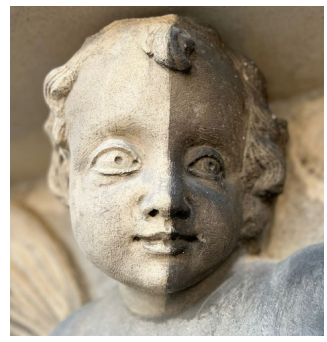
Cutting



Marking



Art Conservation

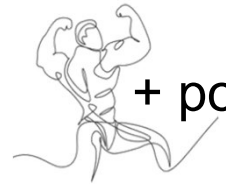




Innovative



Safe



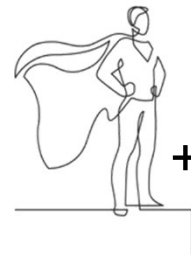
+ powerful



+ gentle and
- painful



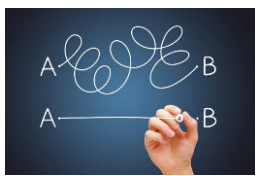
+ fast



+ effective



Attractive ROI for our customers



User friendly

FINANCIAL HIGHLIGHTS



INCOME STATEMENT – FY 2022



	Euro '000	31/12/21	%	31/12/22	%	Var. %
Medical		311.290	54,5%	382.063	56,7%	22,7%
Industrial		260.112	45,5%	291.518	43,3%	12,1%
Revenues		571.402	100,0%	673.581	100,0%	17,9%
Gross margin		212.073	37,1%	249.695	37,1%	17,7%
Operating Expenses		47.812	8,4%	56.250	8,4%	17,6%
Staff expenses		84.170	14,7%	98.194	14,6%	16,7%
EBITDA		80.091	14,0%	95.251	14,1%	18,9%
Depr., amort., accruals		15.234	2,7%	14.250	2,1%	-6,5%
EBIT		64.858	11,4%	81.001	12,0%	24,9%
Net financ.income(charges)		1.752	0,3%	(1.934)	-0,3%	
Other income (expense) net		(185)	0,0%	(79)	0,0%	-57,5%
EBT		66.424	11,6%	78.988	11,7%	18,9%
Income taxes		17.300	3,0%	19.953	3,0%	15,3%
Minorities		3.688	0,6%	3.925	0,6%	6,4%
NET INCOME		45.436	8,0%	55.111	8,2%	21,3%

Euro '000	31/12/21	31/12/22 restated	Var.%
Total non current assets	136.648	165.786	21,3%
Net Working Capital	144.641	200.536	38,6%
Other receivables/payables ST	(91.278)	(80.154)	-12,2%
Net financial position	115.766	75.363	-34,9%
Long term liabilities	18.076	18.077	0,0%
Net Equity	287.701	343.455	19,4%
Net capital employed	171.935	268.092	55,9%
Net Working Capital on sales	25,3%	29,8%	
ROCE (EBIT/Net capital employed)	37,7%	30,2%	
Operating Capex	23.150	28.514	

Income Statement – 9M 2023

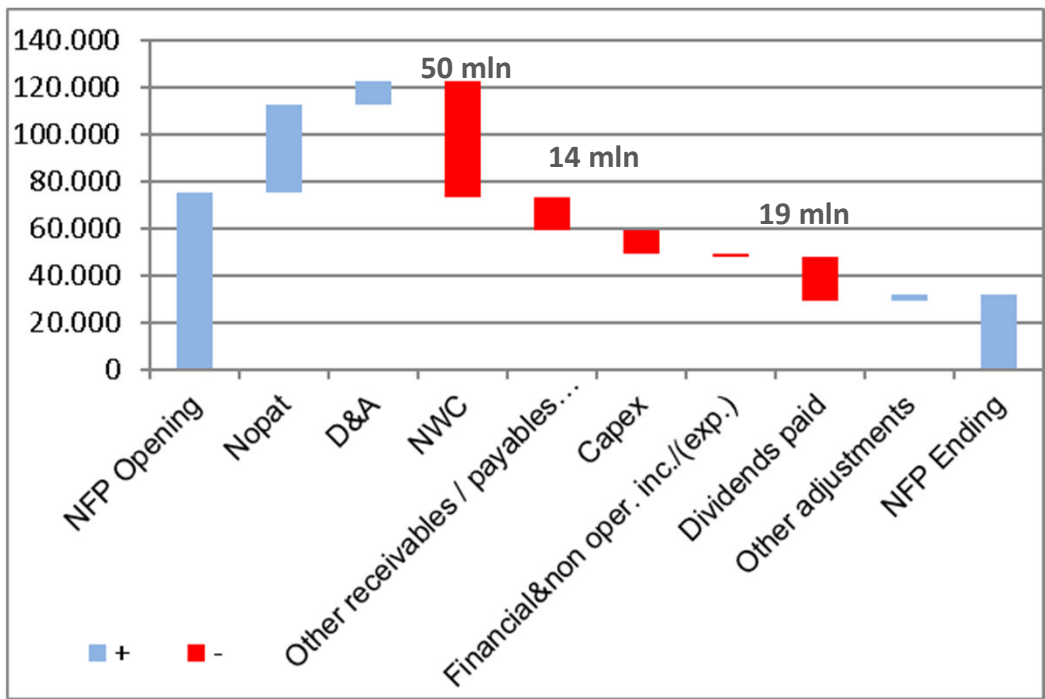


	Euro '000	30/09/22	%	30/09/23	%	Var. %
		unaudited		unaudited		
Medical		270.529	55,9%	287.954	58,4%	6,4%
Industrial		213.820	44,1%	205.057	41,6%	-4,1%
Revenues		484.348	100,0%	493.011	100,0%	1,8%
Gross margin		179.496	37,1%	187.211	38,0%	4,3%
Operating Expenses		41.511	8,6%	44.393	9,0%	6,9%
Staff expenses		70.421	14,5%	80.938	16,4%	14,9%
EBITDA		67.564	13,9%	61.880	12,6%	-8,4%
Depr., amort., accruals		9.640	2,0%	10.102	2,0%	4,8%
EBIT		57.924	12,0%	51.778	10,5%	-10,6%
Net financ.income(charges)		(7)	0,0%	(866)	-0,2%	13078,8%
Other income (expense) net		3	0,0%	(42)	0,0%	
EBT		57.920	12,0%	50.870	10,3%	-12,2%
		31/12/22		30/09/23		
				unaudited		
Net financial position		75.363		32.089		

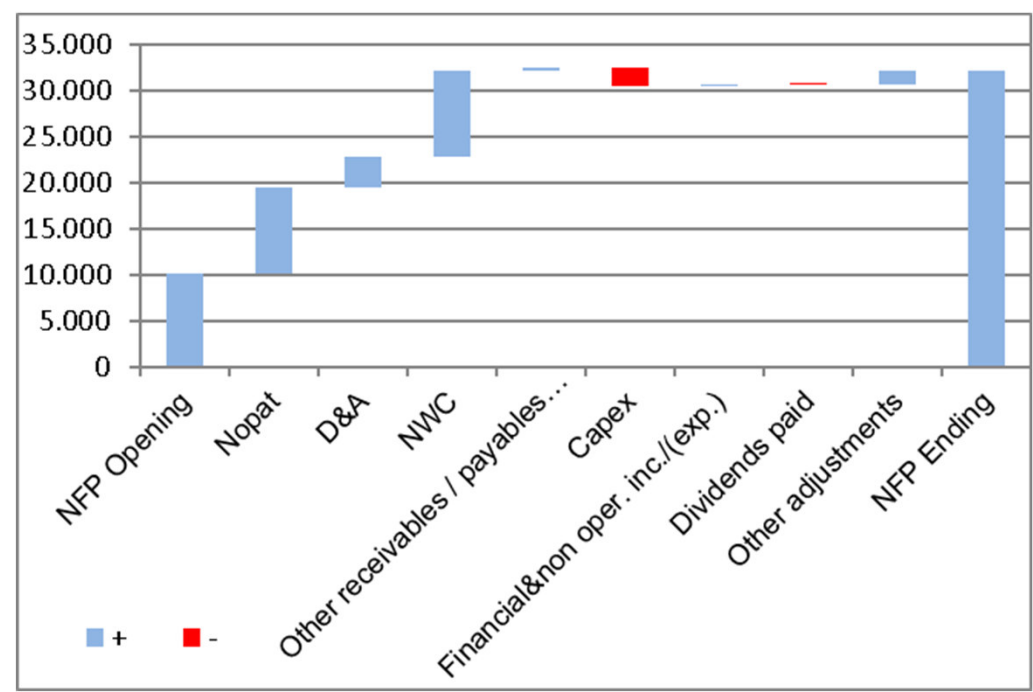
Cash Flow



9 months



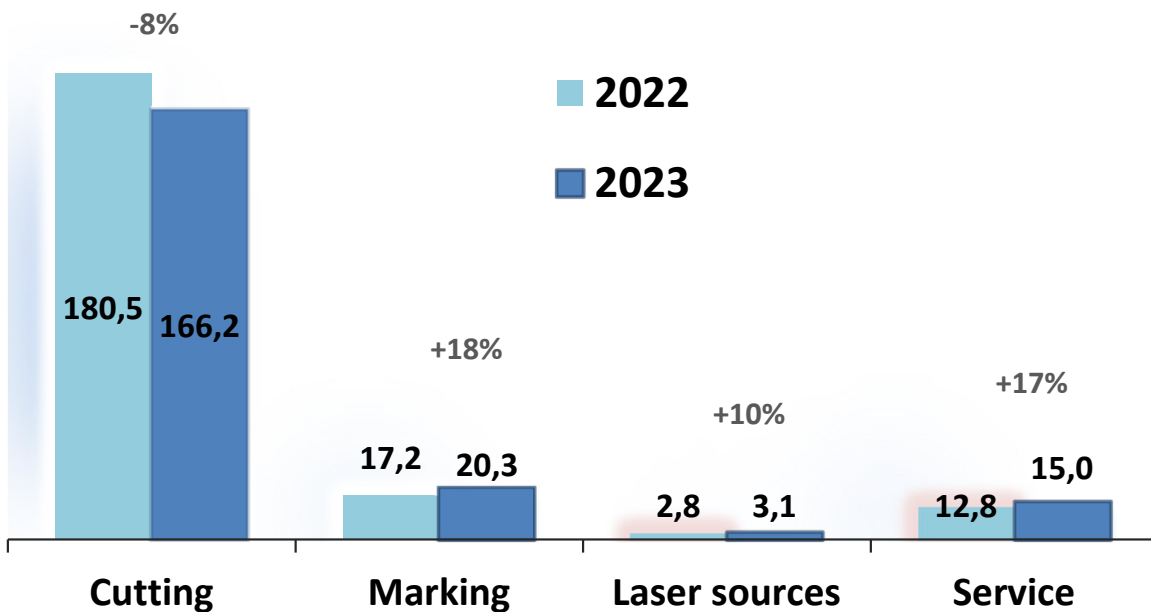
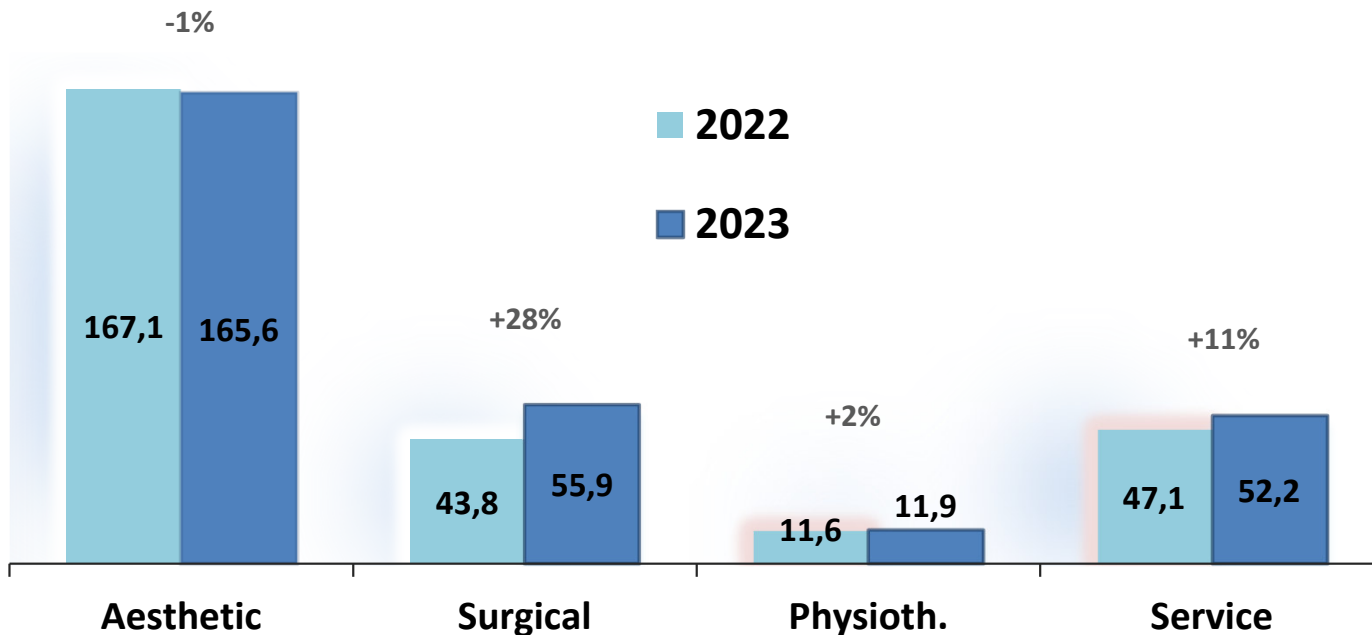
Q3



ELEN™ Revenue breakdown by business



Medical: +6%



in Euro million

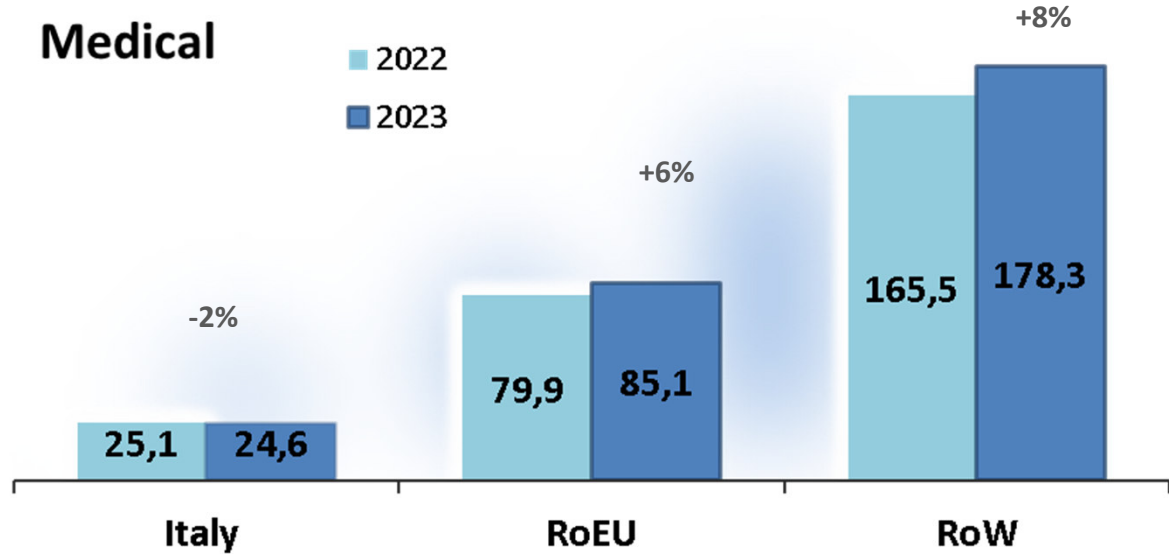
Industrial: -4%

Revenue breakdown by area

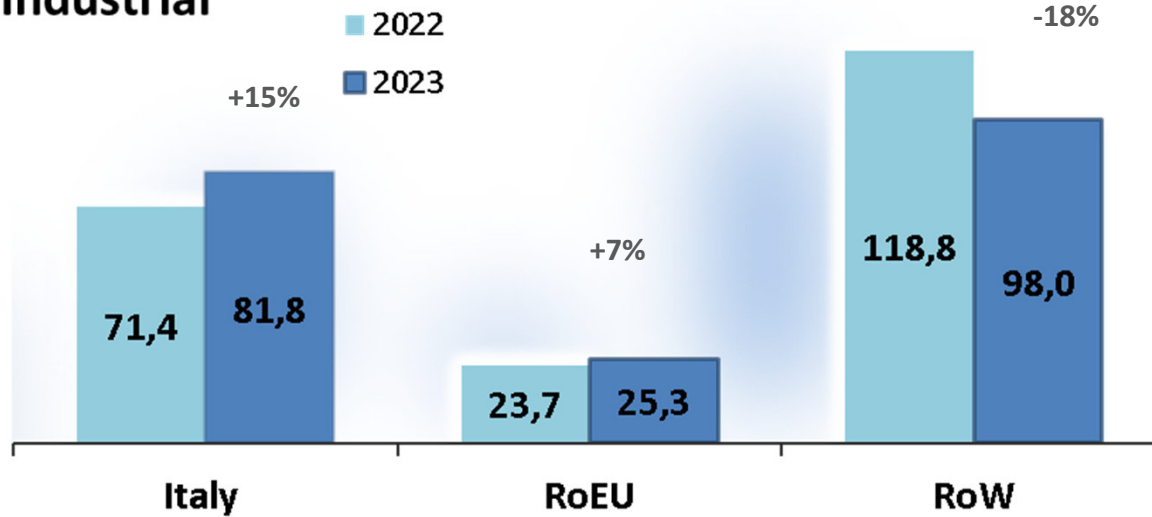


in Euro million

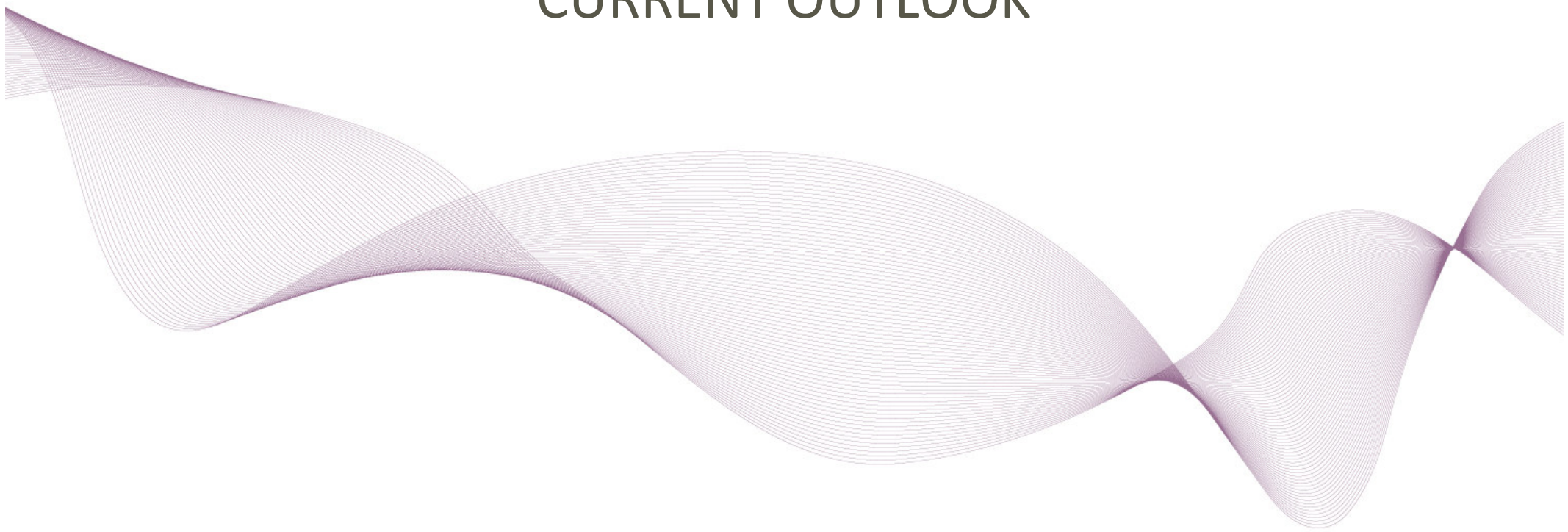
Medical



Industrial



CURRENT OUTLOOK





Revenue 2023 > Revenue 2022



EBIT 2023



EBIT 2022

MULTIPLES & COMPARABLES





Stockholder's Equity per share	4,5
---------------------------------------	------------

Price / Book Value Adj.	2,1
--------------------------------	------------

EV / EBIT (90% EBIT)	11,2
-----------------------------	-------------

EV / Sales (90% Sales)	1,2
-------------------------------	------------

El.En. Market Cap.	748,5 @ € 9,36
---------------------------	-----------------------

Net financial position	32,1 @ 30/09/23
-------------------------------	------------------------

Financial investments m/l term	23,6 @ 30/09/23
---------------------------------------	------------------------

Enterprise Value	692,7
-------------------------	--------------



Sept. 30th , 2023

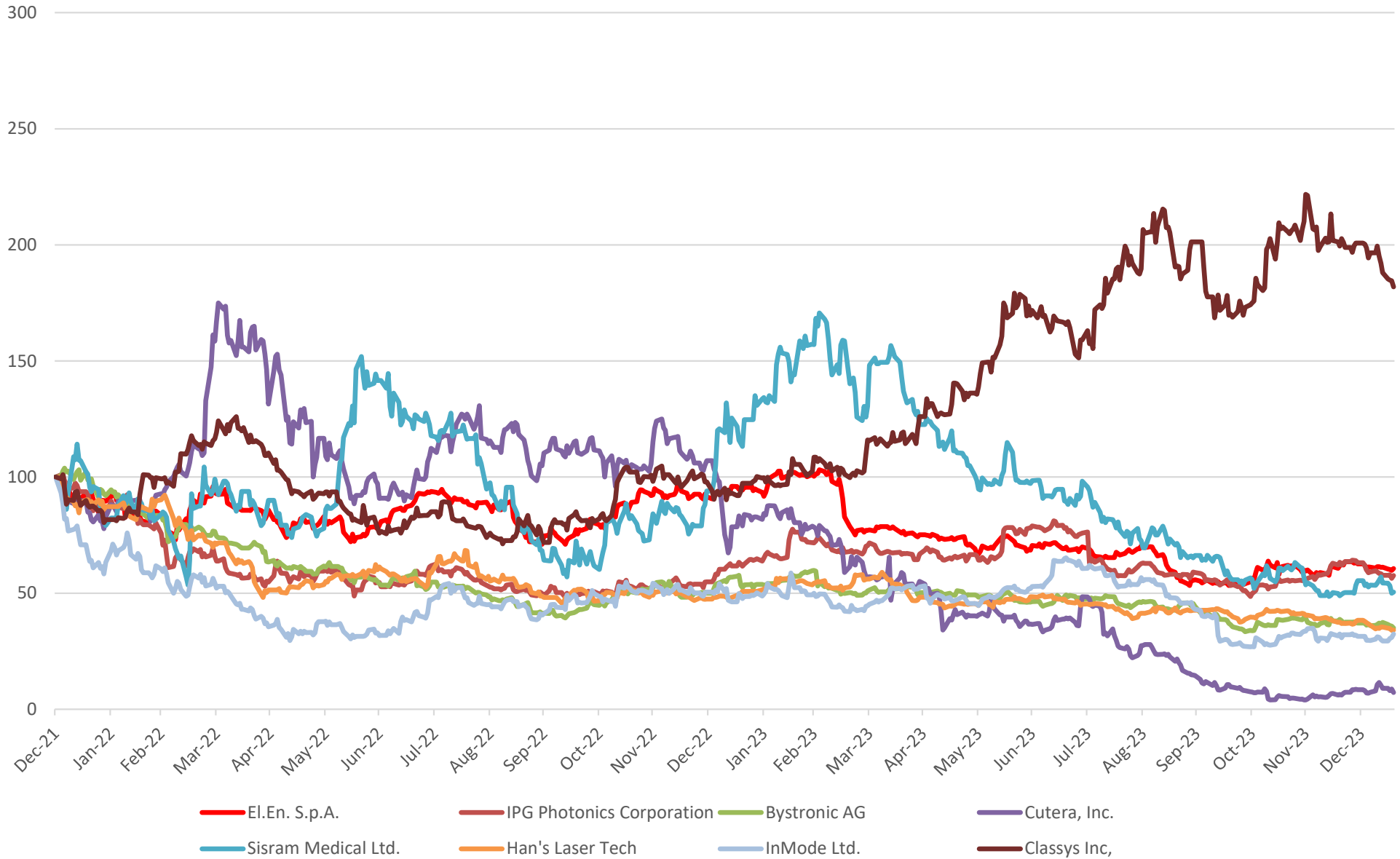
	Price on Jan.19, 2024	Revenue	Var.% Rev.	EBIT	EBIT %	MK.Cap.	EV	EV/Sales (*)	EV/EBIT (*)	P/Book Value
Medical/Aesthetic										
Cutera (2)	\$3,03	\$116	-5%	\$(53)	-46%	\$60	\$267	1,1	n.a.	n.a.
InMode	\$22,90	\$365	14%	\$144	40%	\$1.900	\$1.227	2,5	6,4	2,6
Beauty Health	\$2,39	\$301	13%	\$(113)	-37%	\$314	\$506	1,3	n.a.	3,5
Venus	\$1,35	\$58	-23%	\$(21)	-36%	\$7	\$86	1,1	n.a.	n.a.
Sisram Medical (2)	\$0,61	\$172	-2%	\$22	13%	\$285	\$271	0,8	6,2	0,6
Classys	€ 23,66	€ 94	25%	€ 48	51%	€ 1.532	€ 1.492	11,9	23,4	8,1
Industrial										
IPG Photonics Co.	\$99,31	\$989	-10%	\$203	21%	\$4.660	\$3.596	2,7	13,3	2,0
Han's Laser	¥18,15	¥9.344	-11%	¥599	6%	¥19.350	¥19.036	1,5	23,9	1,2
Bystronic (2)	CHF 437	CHF 468	3%	CHF 25	5%	CHF 797	CHF 410	0,4	8,1	1,1
El.En. (1)	€ 9,36	€ 493	2%	€ 52	11%	€ 748	€ 693	1,2	11,2	2,1

(1) EV and multiplies as for previous slide

(2) Financials on June 30th, 2023

(*) Revenue,Ebit and earnings annualized

COMPARABLES





CONTACTS

El.En. S.P.A.

Enrico Romagnoli

Investor Relations Manager

tel. +39 055-8826807

E-mail: finance@elen.it

POLYTEMS HIR

Financial Communication, IR and Press Office

Bianca Fersini Mastelloni - b.fersini@polytemshir.it

Silvia Marongiu - s.marongiu@polytemshir.it

Tel. +39 06-69923324