

IROS01

Press release

EI.En. acquires 19,5% of the American distributor Quanta Aesthetic Lasers USA, LLC

- ***Acquired 19,5% of Quanta Aesthetic Lasers USA LLC***
- ***Overall consideration of \$2,4 USA dollars million***
- ***The investment strengthens the group's position in North America***

Florence, August 1st 2014 — EI.En. S.p.A., leader on the laser market and listed on the STAR segment of the Italian Stock Exchange, announces today that the Group has acquired 19,5% of Quanta Aesthetic Lasers USA, LLC (Quanta USA) with a \$2,4 million of dollars investment, including 21.148 shares of EI.En. SpA and \$500.000 as capital contribution.

Within the agreement EI.En. obtained the right, as of March 2017, to increase its Quanta USA ownership up to 51%, with a price level to be adjusted based on the financial results of the company.

Quanta USA is an independent company that, as the exclusive distributor for the medical aesthetic product line of Quanta System in North America, was allowed to use its name. After three years of very productive cooperation, in 2013 it reached \$6,8 million of dollars in revenues with a \$450 thousand dollars EBIT, and is now rapidly growing in sales and profitability with \$4,9 million of Revenues in the first half of 2014.

Quanta System, SpA, a wholly-owned subsidiary of EI.En., and Quanta USA, together have become among the fastest growing companies in the energy-based aesthetic device market in North America. This strategic investment in Quanta Aesthetic Lasers is further evidence of EI.En.'s commitment to market leadership in the largest laser markets in the world, including Europe, China, Japan and now North America.

The strategy of the Group has been to create competitive advantage through technological innovation. The various companies of the Group's medical sector (DEKA, Asclepion, ASA, and Quanta System) also benefit from an innovative and focused approach to the market. Today's announced investment is focused on fueling the success we are enjoying with Quanta in North America and provides a platform for sustained growth. Importantly, it does so without disrupting the success of our other Group companies in North America.

We moreover report that the Quanta USA acquisition will not have any impact on the financial guidance previously released by EI.En. .



El.En., an Italian company, is the parent of a high-tech industrial group operating in the optoelectronics sector. Based on proprietary technology and multidisciplinary know-how, the El.En Group manufactures laser sources (gas, semiconductor, solid-state and liquid) and innovative laser systems for medical and industrial applications. The El.En. Group is the laser market leader in Italy and among the top operators in Europe. It designs, manufactures and sells worldwide:

- Medical laser equipment used in dermatology, cosmetics, physiotherapy, dentistry and gynecology;
- Industrial laser systems for applications ranging from cutting, marking and welding metals, wood, plastic and glass to decorating leather and textiles and restoring/conserving artwork;
- Laser systems for scientific research

EL.EN has been listed on the Star (MTA) of Borsa Italiana. Its market floatation is approximately 42% and its market capitalization amounts to €110 million.

Cod. ISIN: IT0001481867

Code: ELN

Listed on MTA

Mkt capt.: 110 mln/Euro

Cod. Reuters: ELN.MI

Cod. Bloomberg: ELN IM

For further information:

El.En. SpA

Enrico ROMAGNOLI

Investor Relations

Tel. +39-055-8826807

finance@elen.it

Polytems HIR

Veronica ADRIANI

Press Office

Tel. +39/06 6797849 – 06 69923324

v.adriani@polytemshir.it

Polytems HIR

Bianca FERSINI MASTELLONI

Financial Communication

Tel. +39/066797849–0669923324

b.fersini@polytemshir.it