



COMPANY PRESENTATION

Berenberg Innovation Conference 2023 Zurich

June 6th , 2023



Member of
**Euronext
Tech Leaders**

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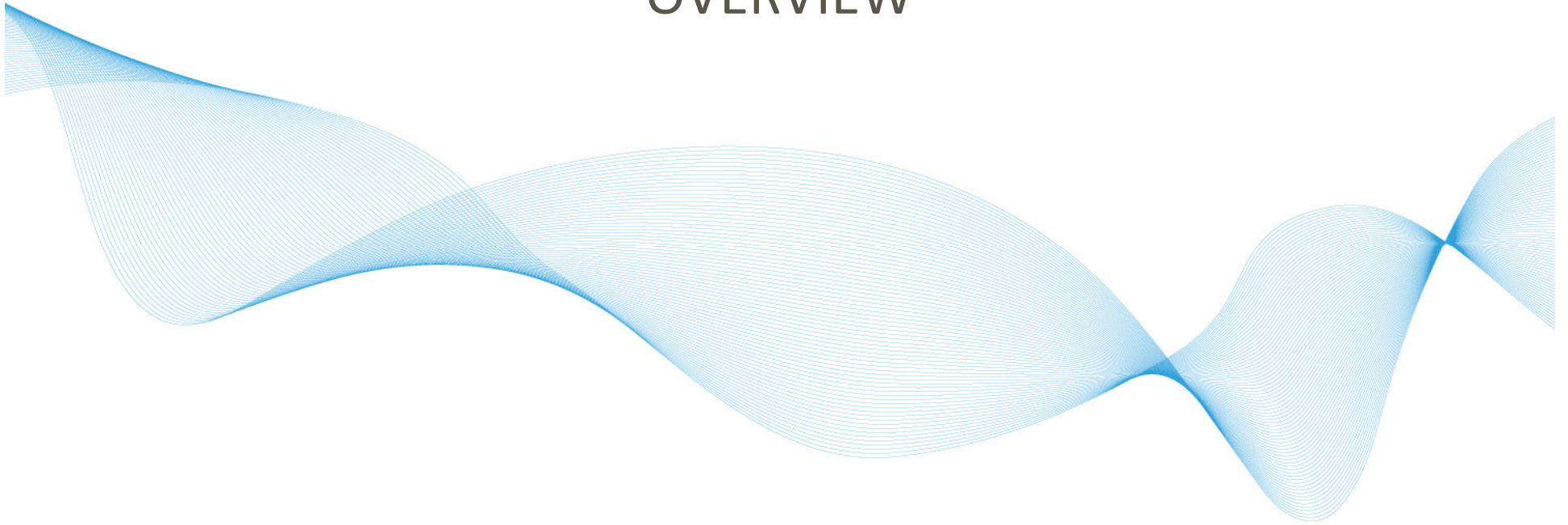
Certain statements in this slide show, including those addressing the Company's beliefs, plans, objectives, estimates or expectations of possible future results or events, are forward-looking statements. Forward-looking statements involve known or unknown risks, including general economic and business 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. Innovation: products & applications
- 4. FDA clearance for Accure laser
- 5. Financial Highlights
- 6. Current Outlook
- 7. 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 Milan's Stock Exchange Star segment 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



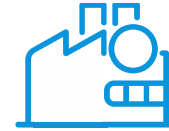
>40

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.



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



> 60

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



9%

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.

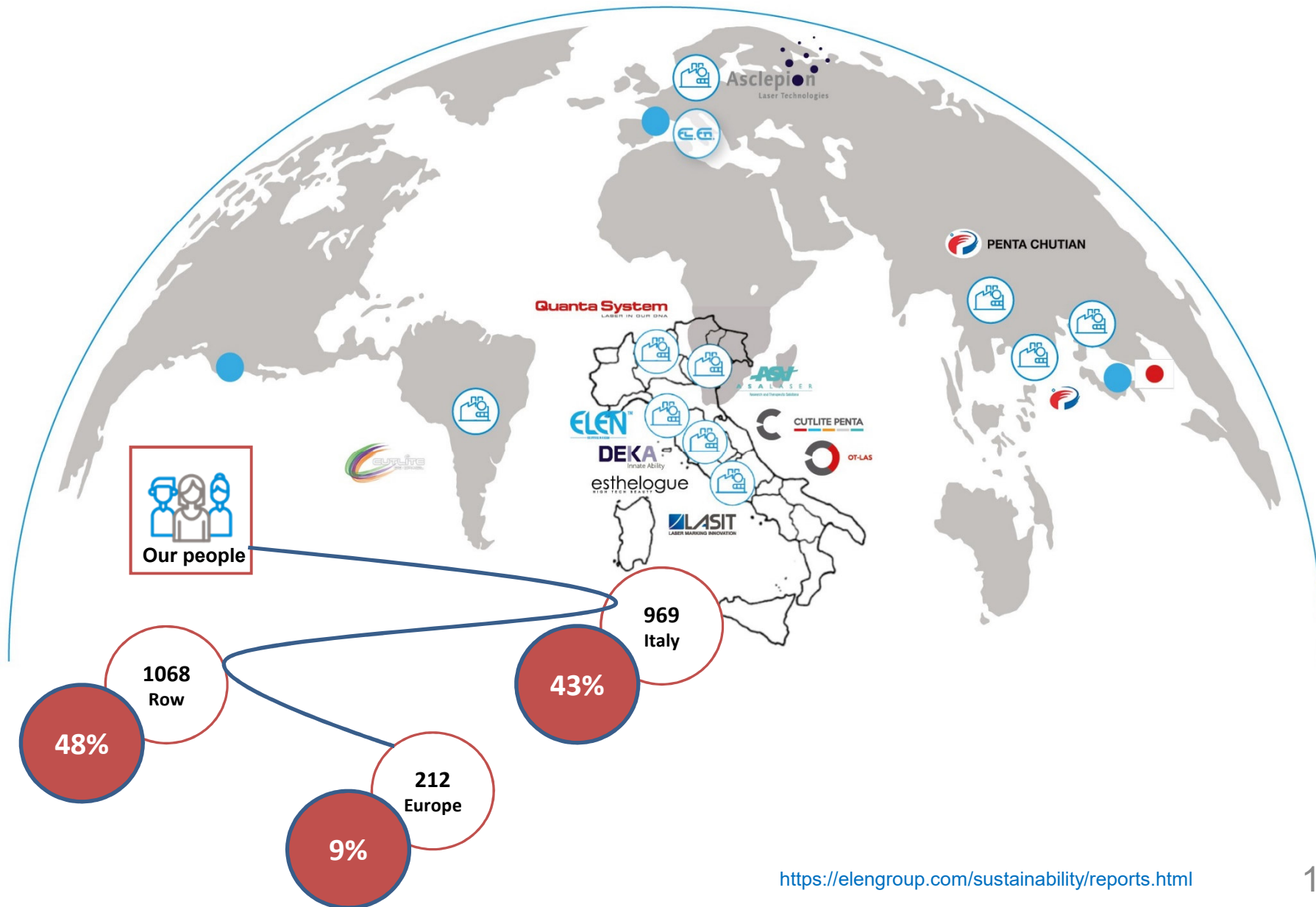
2020

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

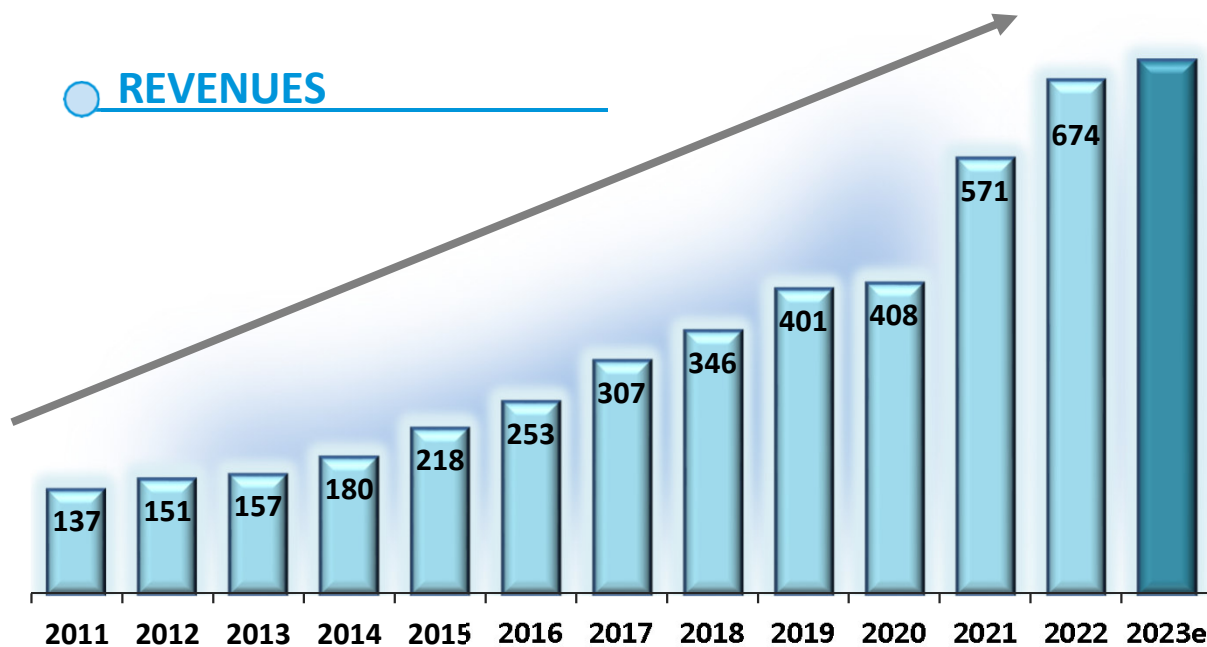
2021

Lasit Laser Polska incorporated by Lasit in Poland

Glide (dermatology) **Chrome Laser Station** (dermatology)



REVENUES

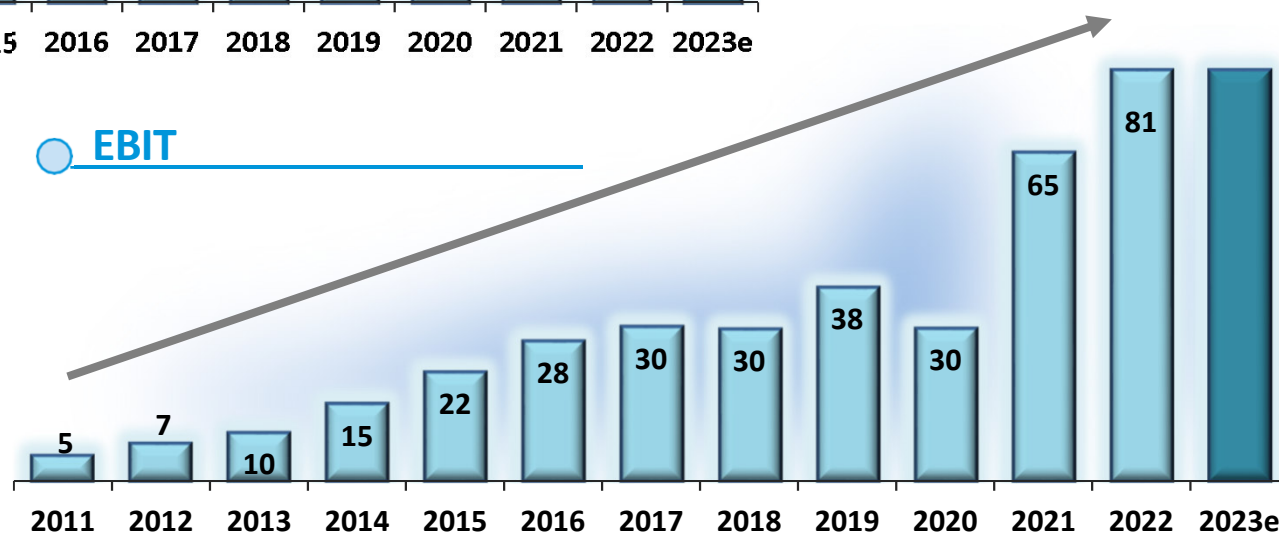


Cagr 11/22:
+14%

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

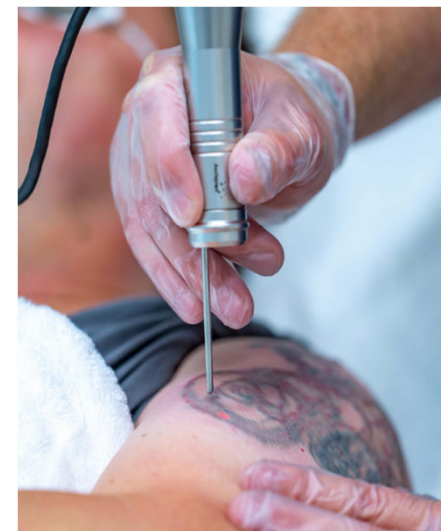


GLOBAL MEDICAL LASER MARKET

- | | |
|----------------------------|--------------------|
| ❖ Mordor Intelligence | CAGR 13,4% to 2028 |
| ❖ Fortune business insight | CAGR 16,8% to 2029 |
| ❖ 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 |





DEKA
Innate Ability


Asclepion
Laser Technologies

Quanta System
LASER IN OUR DNA

 **RENAISSANCE**®
The laser excellence

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%

INNOVATION: PRODUCTS & APPLICATIONS

DEKA
Innate Ability

Asclepion
Laser Technologies

ASL
A S A L A S E R
Research and Therapeutic Solutions

esthelogue
HIGH TECH BEAUTY

Quanta System
LASER IN OUR DNA

 **PENTA CHUTIAN**

 **LASIT**
LASER MARKING INNOVATION

 **EUTLITE**
DO BRASIL

 **CUTLITE PENTA**

 **OT-LAS**



Again



Motus



Thunder



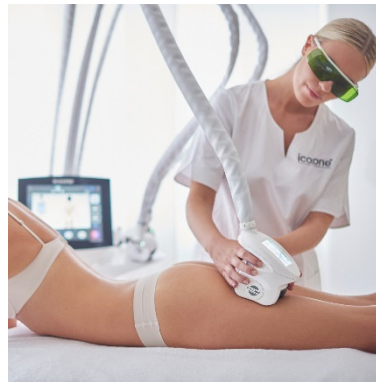
Mediostar



DEKA
Innate Ability



esthelogue
HIGH TECH BEAUTY

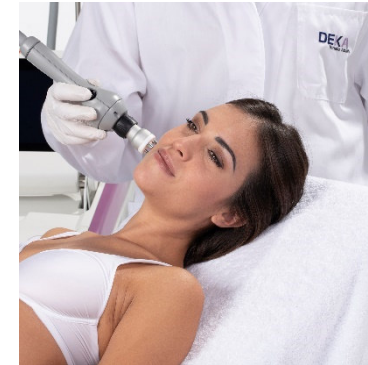


Asclepion
Laser Technologies



Discovery Pico Smart Pico

Unique high end system for laser tattoo removal



Luxea

The ultimate multi application and multi technology platform



RED Touch

The system for neocollagenesis and tissue regeneration



A complete line of Holmium lasers from 25 W to 155 W

FIBER DUST

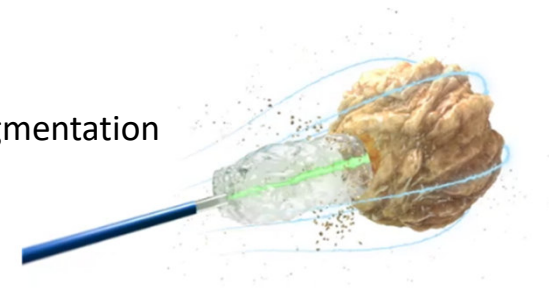
One of the main worldwide players in high power medical fiber lasers

fiber
DUST



New UHPTDL

Our novel disruptive technology for the most effective stones micro fragmentation





Novel CO₂ device for dermatology and gynecology featuring an additional 1540nm laser source



MiS (MLS Family)

For degenerative neuropathies

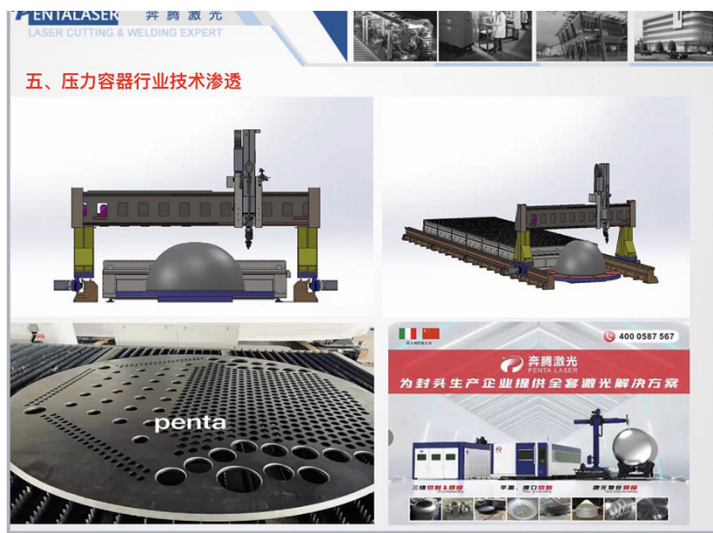
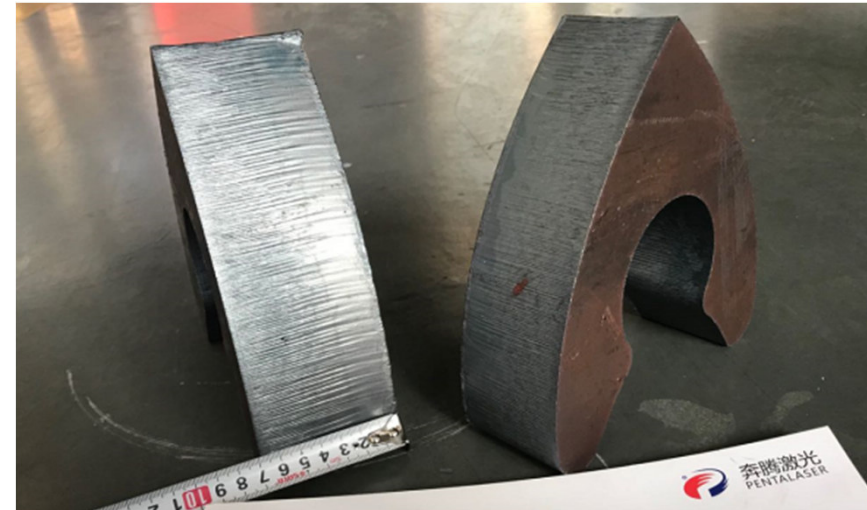


STEEL CUTTING

>12 kW Average power in 2022 sales

40 kW systems installed in 2022

Testing 60kw systems



一、高功率激光切割机床的技术创新

Technical innovation of high power laser cutting machine tools



飞越6 (SwingVI) 的技术创新 Tech. innovation on Swing VI

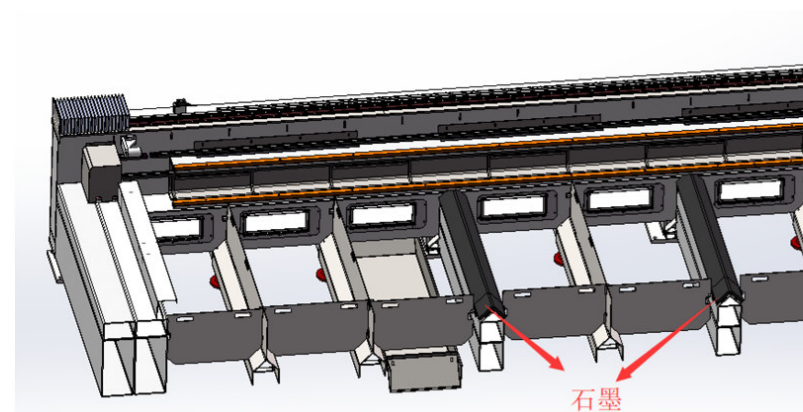
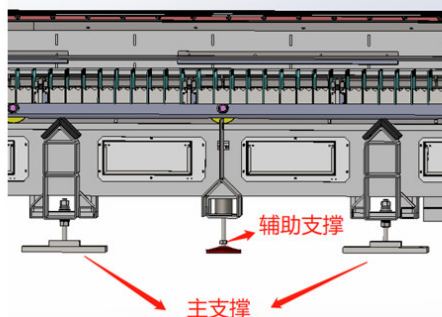
特点: feature

设计定位 Design orientation:

1. 最经济可靠的高功率激光机床;
1.The most economical and reliable high-power laser machine tools
2. 意大利CNC, 德国普雷切割头;
2. Italy CNC, Germany cutting head;
3. 独一无二的高功率切割工艺;
3. Unique high power cutting technology;
4. 大众定价: 130-320万元 (12-30kW)
4.Pricing: 1.3 million to 3.2 million yuan (12-30kW).

经济实用,
Economical and practical,

牛年热销!
hot sale



FDA CLEARANCE FOR ACCURE LASER





- Disruptive technology with active IP portfolio in the vast, global acne market
- Positive safety profile & clinical results; non-drug based with expected durable outcomes
- World-class team: Dr. Rox Anderson: Co-Founder; Chief Scientific & Medical Officer
- CE Marked



Targeting Sebaceous Glands: "the key to a durable solution"¹



Sebaceous Glands: Central to Pathogenesis of Acne

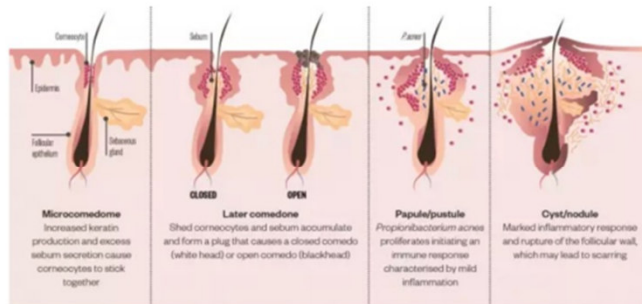

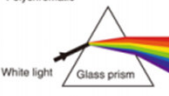






Figure 1: Acne pathogenesis²

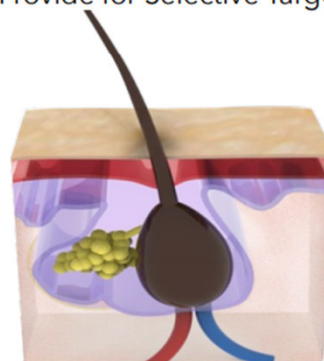
"In particular, the sebaceous gland plays an exquisite role in the initiation of the disease (acne) as it possesses all the enzyme machinery for the production of hormones and cytokines."³

Unique Properties of Laser

	Laser light	Non-laser light(e.g., flashlight)
①	Monochromatic 	Polychromatic 
②	Coherent 	Incoherent 
③	Collimated 	Divergent 
④	High intensity	Low intensity

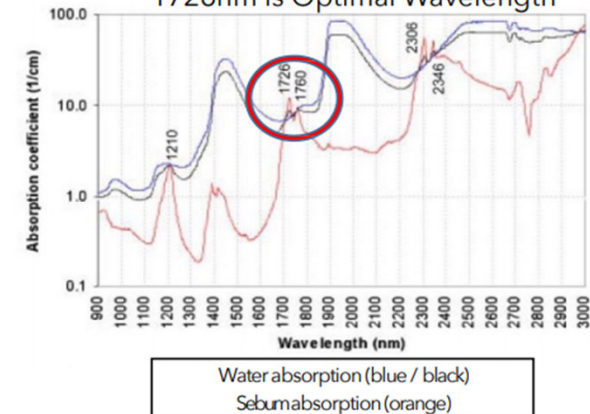
4

Provide for Selective Targeting



11

1726nm is Optimal Wavelength



*"Unlike other existing laser and light options for acne treatment, however, **Accure** is the first light-based platform to selectively target and injure sebaceous glands, the main source of sebum production and the key to a durable solution for acne."¹*

Treatment with novel laser in acne studies targets sebaceous glands

Published October 27, 2021

By Deep Brunk

Dermatology News



1. <https://www.mdedge.com/dermatology/article/247967/acne/treatment-novel-laser-acne-studies-targets-sebaceous-glands>
 2. <https://pharmaceutical-journal.com/article/feature/innovation-in-acne-treatment-is-long-overdue-but-the-treatment-pipeline-looks-promising>
 3. <https://www.mdedge.com/dermatology/article/247967/acne/treatment-novel-laser-acne-studies-targets-sebaceous-glands>
 4. <https://link.springer.com/book/10.1007/978-981-15-6556-4>

Durability

24 Months



Images courtesy Dr. Tanghetti

18

FINANCIAL HIGHLIGHTS



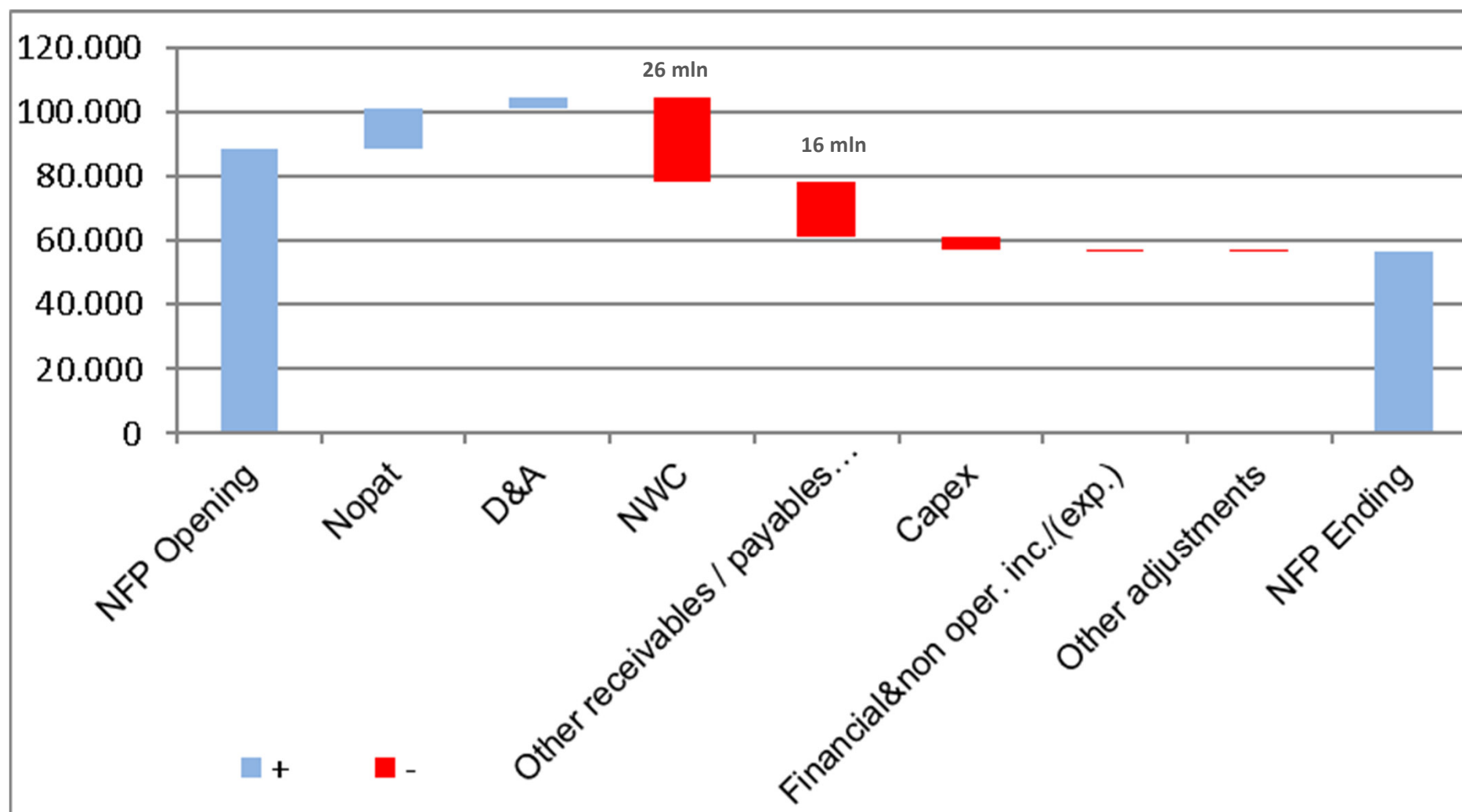


	Euro '000	31/12/21	%	31/12/22	%	Var. %
Medical		311.290	54,5%	382.063	56,7%	22,7%
Industrial		260.112	45,5%	291.518	43,3%	12,1%
Revenues		571.402	100,0%	673.581	100,0%	17,9%
Gross margin		212.073	37,1%	249.695	37,1%	17,7%
Operating Expenses		47.812	8,4%	56.250	8,4%	17,6%
Staff expenses		84.170	14,7%	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	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	88.546	-23,5%
Long term liabilities	18.076	18.077	0,0%
Net Equity	287.701	356.637	24,0%
Net capital employed	171.935	268.092	55,9%
Net Working Capital on sales	25,3%	29,8%	
ROCE	37,7%	30,2%	
(EBIT/Net capital employed)			
Capex	23.150	28.514	

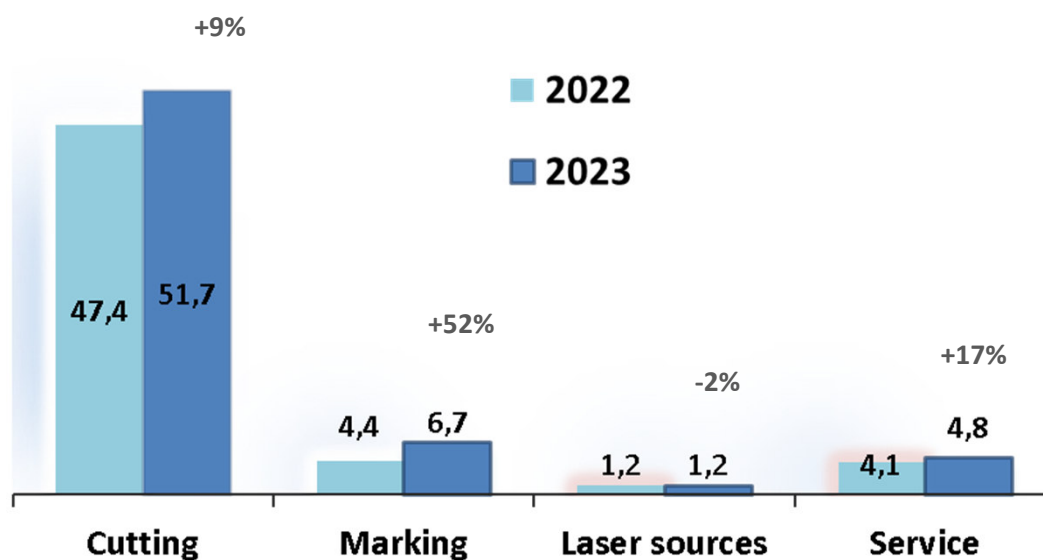
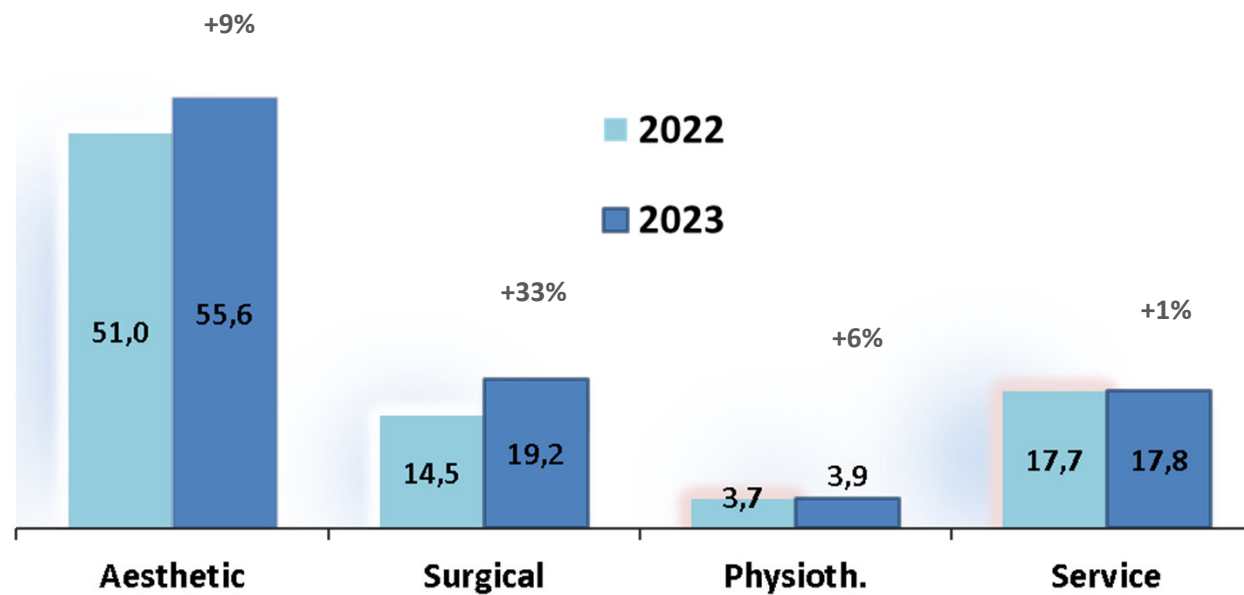


	Euro '000	31/03/22 unaudited	%	31/03/23 unaudited	%	Var. %
Medical		87.179	60,4%	96.812	60,0%	11,1%
Industrial		57.205	39,6%	64.543	40,0%	12,8%
Revenues		144.384	100,0%	161.355	100,0%	11,8%
Gross margin		55.013	38,1%	61.123	37,9%	11,1%
Operating Expenses		11.841	8,2%	14.066	8,7%	18,8%
Staff expenses		23.097	16,0%	26.123	16,2%	13,1%
EBITDA		20.075	13,9%	20.934	13,0%	4,3%
Depr., amort., accruals		2.996	2,1%	3.902	2,4%	30,2%
EBIT		17.079	11,8%	17.032	10,6%	-0,3%
Net financ.income(charges)		473	0,3%	(459)	-0,3%	
Other income (expense) net		(7)	0,0%	36	0,0%	
EBT		17.545	12,2%	16.608	10,3%	-5,3%
		31/12/22		31/03/23 unaudited		
Net financial position		88.546		56.702		





Medical: +11%



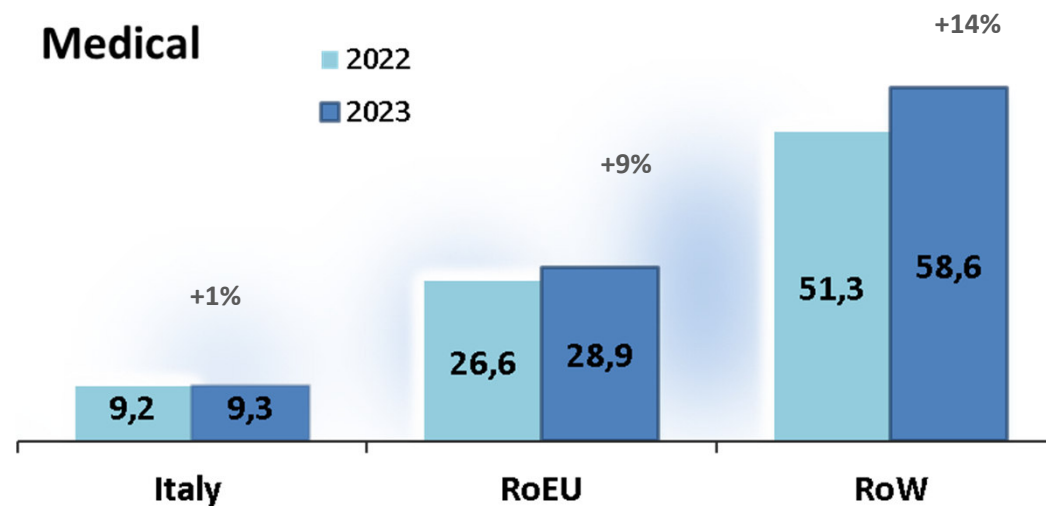
in Euro million

Industrial: +13%

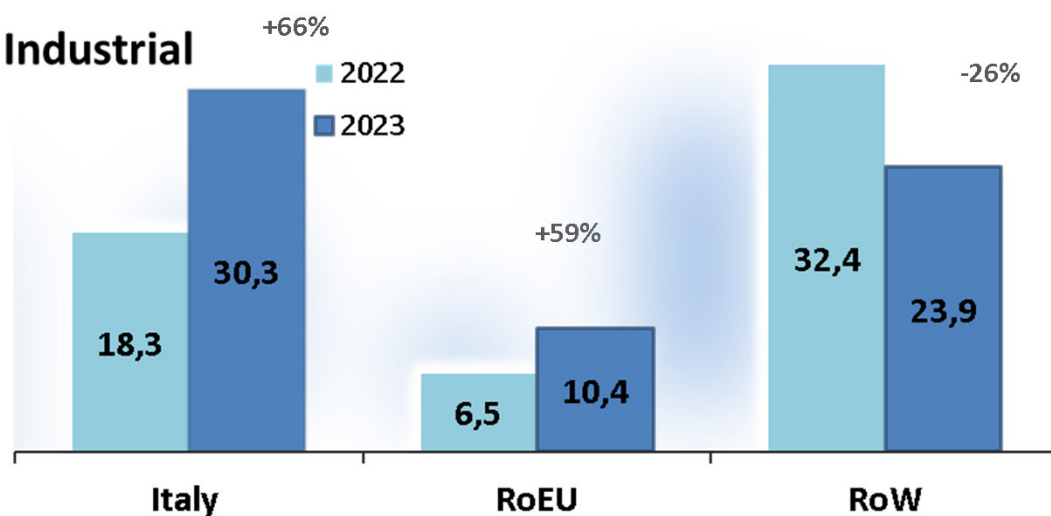


in Euro million

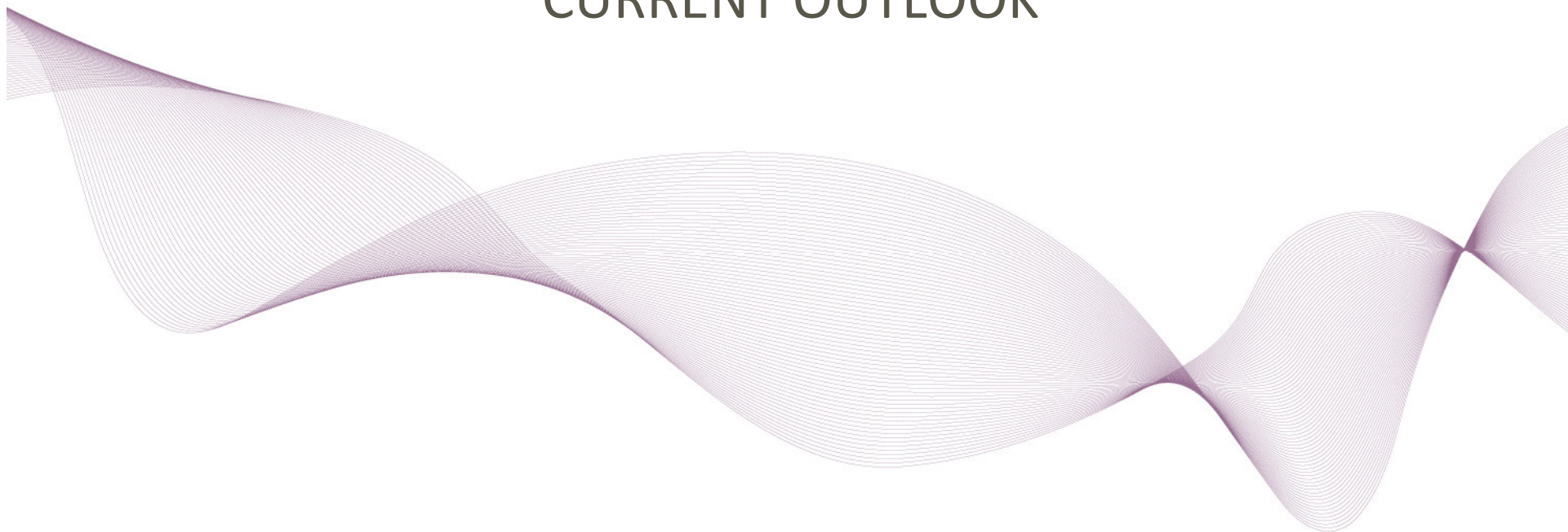
Medical



Industrial



CURRENT OUTLOOK



Revenue 2023 > Revenue 2022



EBIT 2023

EBIT 2022

MULTIPLES & COMPARABLES



Stockholder's Equity per share	4,6
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Price / Book Value Adj.	2,3
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EV / EBIT (90% EBIT)	12,5
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EV / Sales (90% Sales)	1,3
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El.En. Market Cap.	845,3 @ € 10,58
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Net financial position	56,7 @ 31/03/23
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Financial investments m/l term	23,5 @ 31/03/23
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Enterprise Value	765,1
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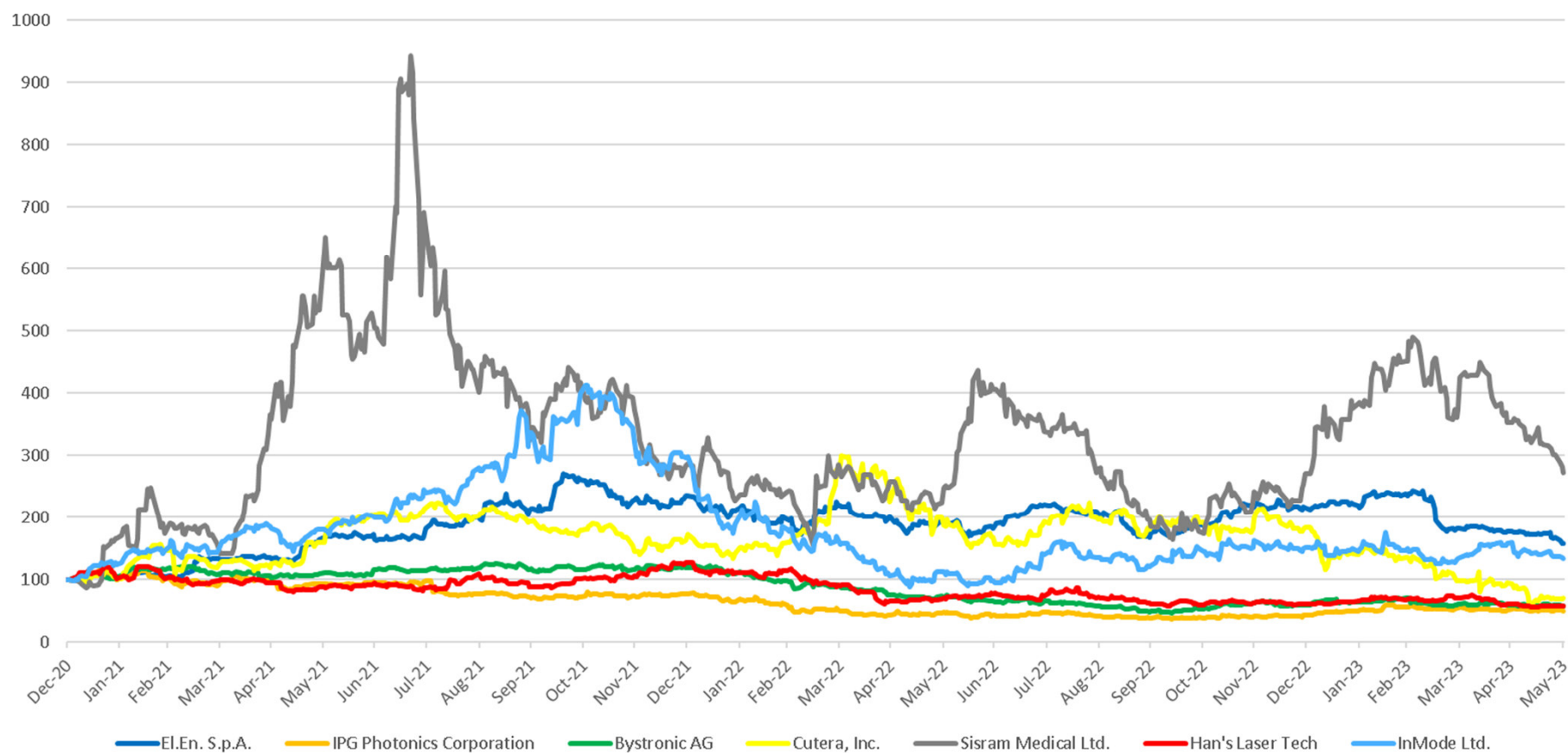
March 31st , 2023

	Price on June 1, 2023	Revenue	Var.% Rev.	EBIT	EBIT %	MK.Cap.	EV	EV/Sales (*)	EV/EBIT (*)	P/Book Value
Medical/Aesthetic										
Cutera	\$16,81	\$55	-5%	\$(24)	-43%	\$333	\$495	2,3	n.a.	n.a.
InMode	\$31,57	\$106	23%	\$41	39%	\$2.620	\$2.048	4,8	12,5	4,3
Beauty Health	\$8,04	\$86	14%	\$(25)	-29%	\$1.070	\$1.290	3,7	n.a.	7,2
Venus	\$2,21	\$21	-22%	\$(8)	-38%	\$12	\$89	1,1	n.a.	n.a.
Sisram Medical (2)	\$1,14	\$354	20%	\$46	13%	\$535	\$496	1,4	10,7	1,2
Lutronic	€ 19,63	€ 46	8%	€ 7	16%	€ 524	€ 464	2,5	15,9	4,4
Industrial										
IPG Photonics Co.	\$110,47	\$347	-6%	\$76	22%	\$5.230	\$4.259	3,1	14,1	2,2
Han's Laser	¥24,86	¥2.425	-28%	¥126	5%	¥25.690	¥24.855	2,6	49,3	1,8
Bystronic (2)	CHF 625	CHF 1.016	8%	CHF 48	5%	CHF 1.140	CHF 688	0,7	14,3	1,6
El.En. (1)	€ 10,58	€ 161	12%	€ 17	11%	€ 845	€ 765	1,3	12,5	2,3

(1) EV and multiplies as for previous slide

(2) Financials on Dec 31st, 2022

(*) Revenue,Ebit and earnings annualized





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