

We laser your world



COMPANY PRESENTATION

June 18th, 2015

www.elengroup.com



Disclaimer



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Summary



1. LASERS AND LASER APPLICATIONS
2. THE GLOBAL LASER MARKET
3. EL.EN. GROUP
4. Q1 - 2015 FINANCIAL RESULTS
5. 2015 GUIDANCE





Lasers and Laser Applications



LASER

Light **A**mplification by **S**timulated **E**mission of
Radiation



MEDICAL LASER Systems



INDUSTRIAL LASER Systems



Medical Applications



MEDICAL

MEDICAL

Aesthetic Applications



AESTHETICS

AESTHETICS

Industrial Applications



INDUSTRIAL

INDUSTRIAL

Conservation



CONSERVATION

CONSERVATION



The Global Laser Market



The MEDICAL Laser Market



Market CAGR 2013-2018

Market segment	North America	Europe	Asia	Latin America	Total
Energy Devices	6,9%	3,2%	15,3%	9,0%	7,8%
Skin Rejuvenation	7,3%	5,8%	13,0%	11,8%	8,2%
Body Contouring	11,3%	6,4%	18,3%	15,7%	12,4%

Source: Medical Insight, Inc.



The INDUSTRIAL Laser Market

Global market and forecast for high power laser systems by application (by value)

By Value	Global Market (EUR Million)			CAGR (%)	
	2013	2016	2020	2013-2016	2016-2020
Cutting	2.408	3.014	3.965	7,8	7,1
Welding and Brazing	1.249	1.605	2.231	8,7	8,6
Surface treatment and Other	50	63	86	8,3	8,1
Total	3.707	4.682	6.282	8,1	7,6

Source: Optech Consulting





El.En. Group



Group Overview



High –Tech laser photonics Group

Develops, manufactures and distributes laser sources and laser systems for medical and industrial applications

Know-how based on 30 years stratification of multidisciplinary experience

FY 2014: Consolidated Revenues of €180 mln, up 14% YoY

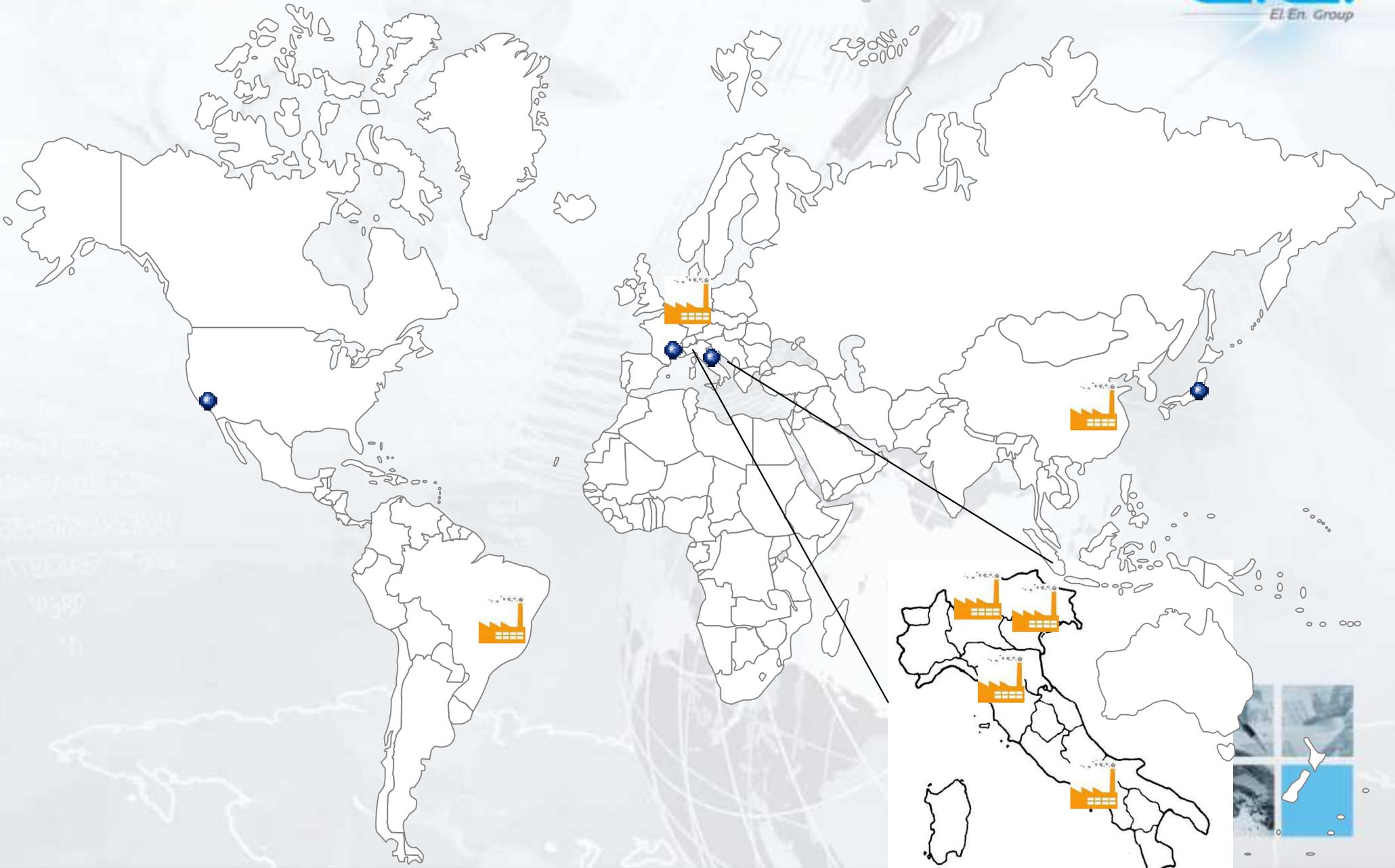
Q1 2015: Consolidated Revenues of €48 mln, up 29% YoY

976 employees

Global positioning



El.En. Group



Strategic Strengths



Multidisciplinary and multifacility R&D activity:
sources, systems, applications

Industrial

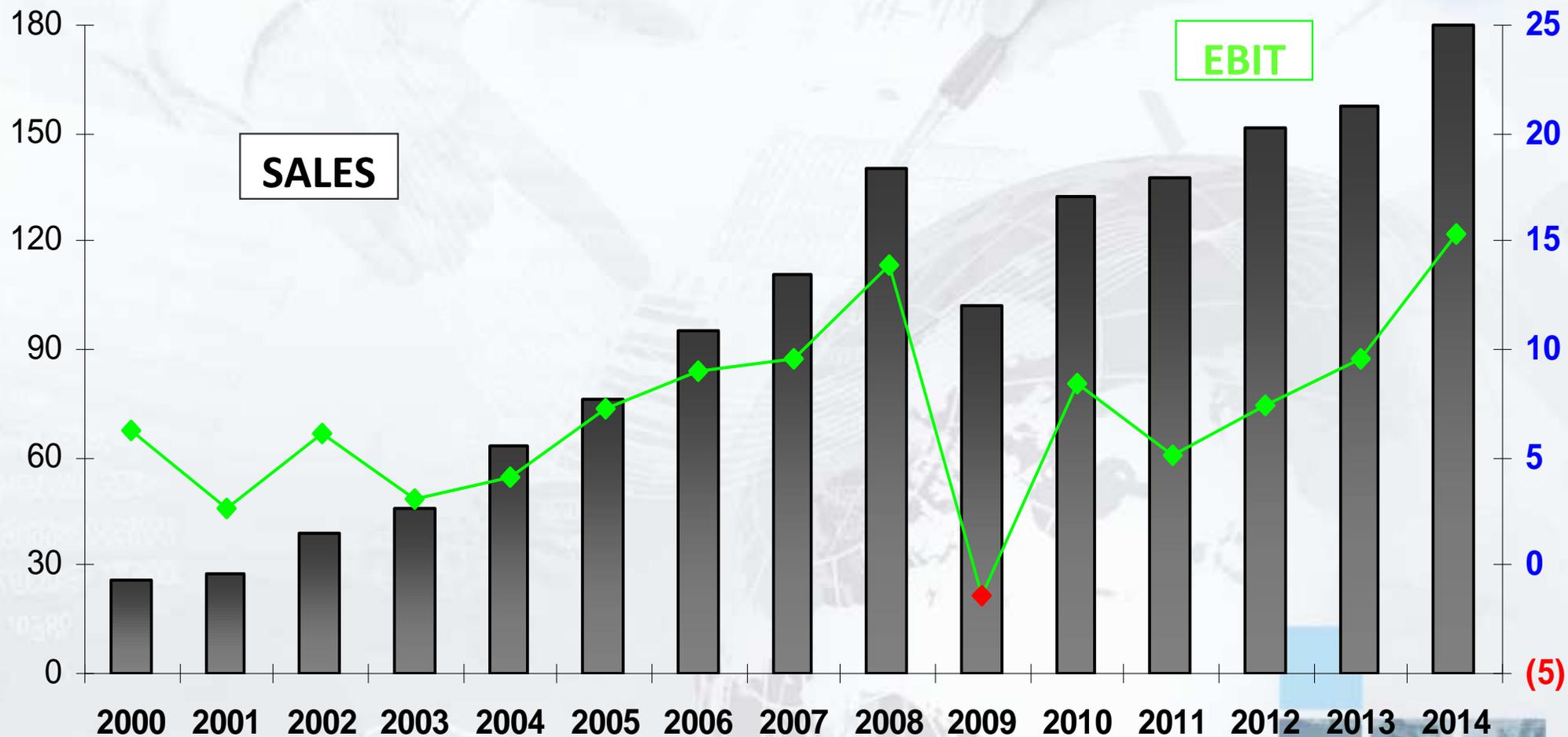
- ✓ Combine High tech laser source development with flexible production facilities in high growth areas

Medical

- ✓ Technological and clinical innovation improving performance and broadening the application scope of our laser systems
- ✓ Maximize market penetration by multi brand approach
- ✓ Open new market segments by developing innovative applications
- ✓ Leverage worldwide distribution with multi brand approach



Consolidated Revenues and EBIT



R&D Activity



Clinical trials and validations of new therapeutic laser treatments
and research on new applications of laser- tissue interaction

Broadening Mona Lisa Touch Clinical studies

Central role of PHOTOBIO LAB

Clinical studies on cutaneous ulcers

New Pico second laser platform

New dermatological applications

Patents development

Increased power of RF laser sources

Innovative beam delivery and focusing systems





2015 Financial Results



Consolidated P&L



Euro/000	31/03/14		31/03/15		Var.%
	unaudited		unaudited		
Revenues	37.570	100,0%	48.511	100,0%	29,1%
Gross margin	18.301	48,7%	22.242	45,8%	21,5%
EBITDA	3.446	9,2%	5.301	10,9%	53,8%
EBIT (*)	3.628	9,7%	4.456	9,2%	22,8%
Pretax Income (**)	7.954	21,2%	6.305	13,0%	-20,7%

	31/12/14	31/03/15
Net financial position	47.116	34.636

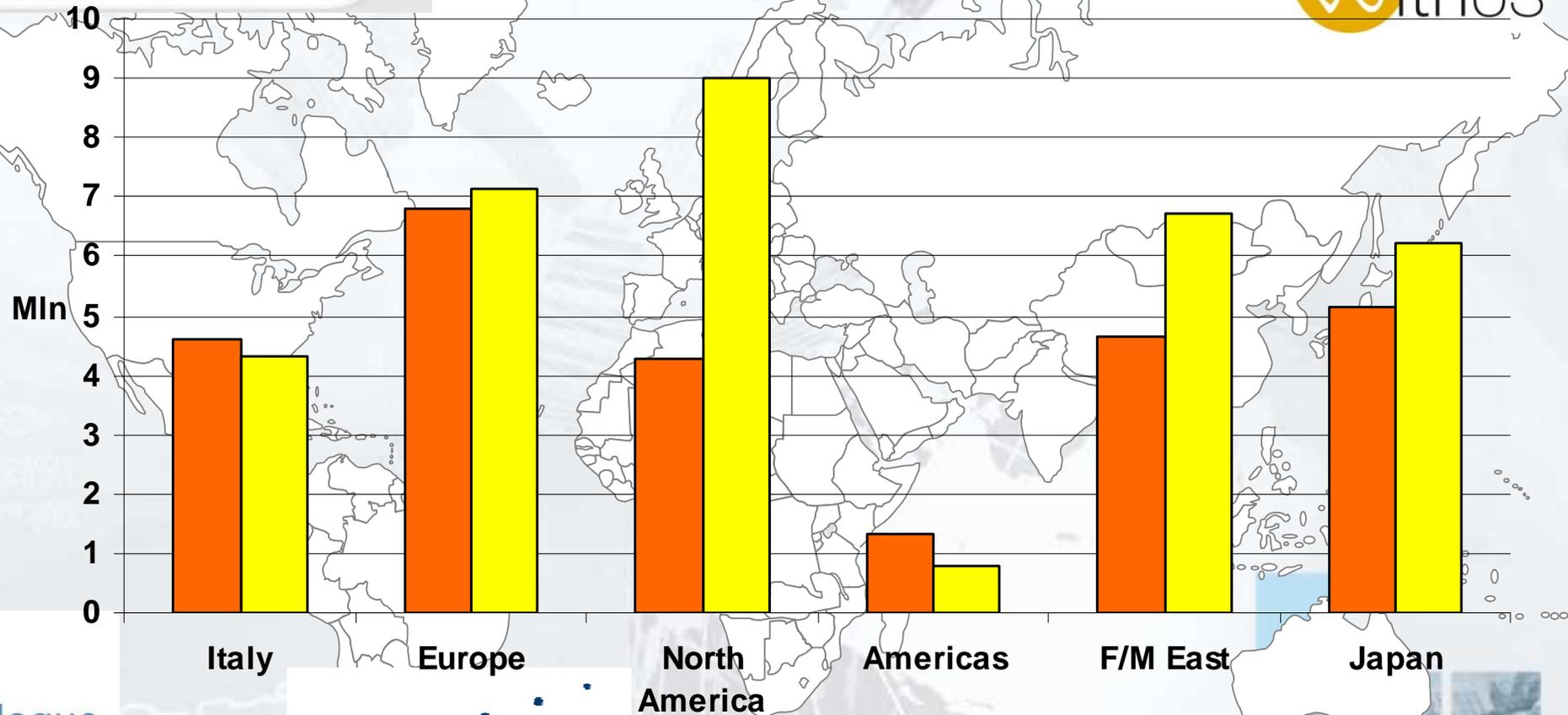
(*) 2014 Non recurring: + 1,5 mln of euros. 2014 EBIT% excluding non recurring: 5,7%

(**) 2014 Total one time and non recurring: +6,0mln of euros on pretax income

Medical Laser: Breakdown by Area



Quanta System
DNA Laser Technology



Q1/14 Q1/15

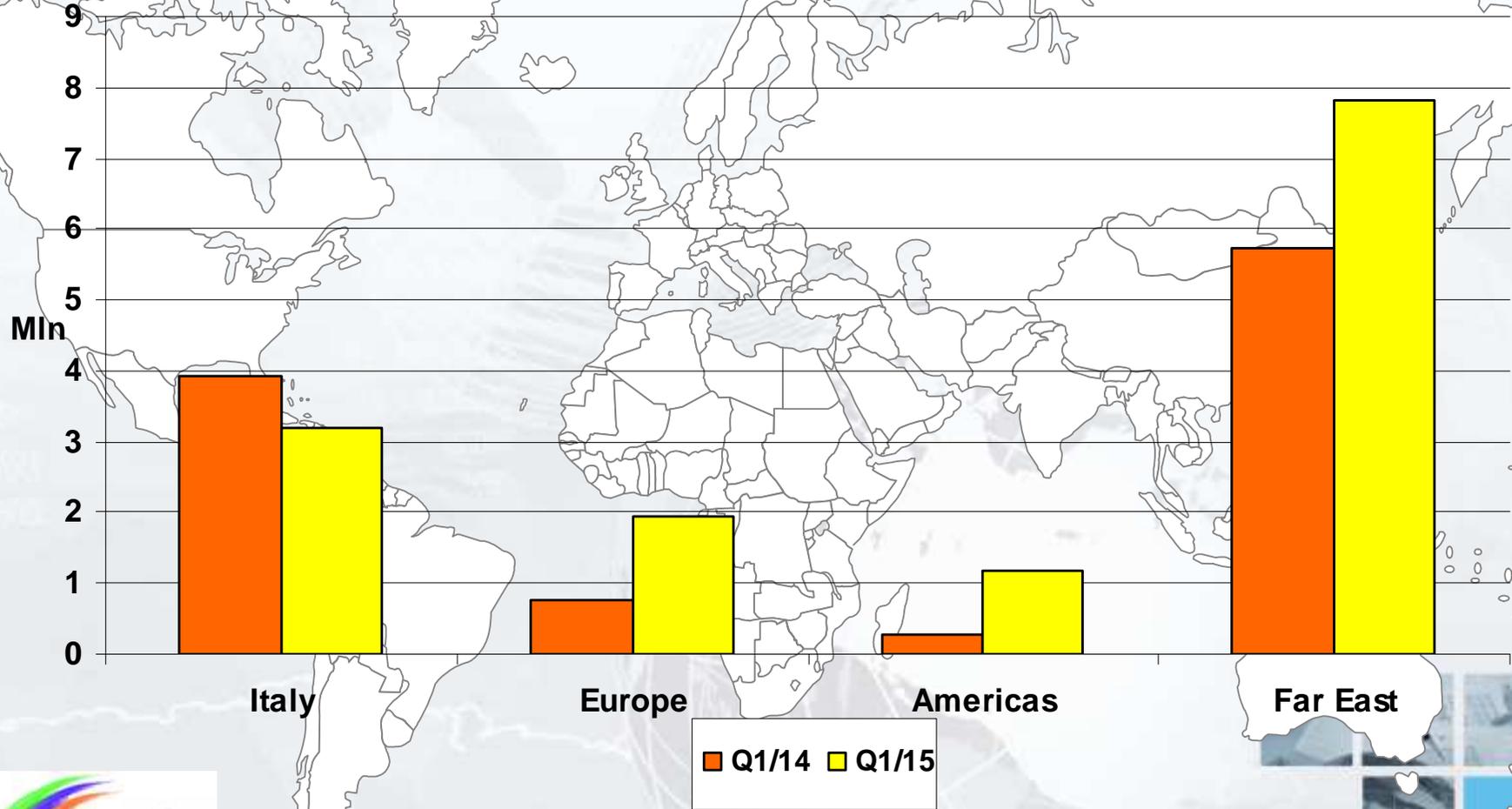
+28%



Industrial Laser: Breakdown by Area



PENTA CHUTIAN



+33%





2015 Guidance



2015 forecast



Sales: 200 mln +11%

**EBIT: % on Sales and amount
to improve on 2014**



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