



Ei. En. Group

LIGHT FOR ART



la luce
"La luce è energia
che crea le forme"
le forme

Leonardo Da Vinci

SPACEVET



Industrial Laser Systems

Medical Laser Systems



High-tech lasers for all types of industrial and medical applications

El.En. Group is the Italian leader and the European pioneer in the production of laser systems.

El.En. is the parent company of a high-tech industrial group operating in the optoelectronic sector which, thanks to its proprietary technology and know-how, develops, produces and constantly updates multidisciplinary laser sources and innovative laser systems for medical and industrial applications.

Our Mission

To be a high-tech company committed to excellence in daily research, and to provide original innovations for laser applications in new fields.

The objective of our research is to improve the quality of work for laser technology users for medical and industrial applications.

Our task is to overcome the challenges presented by other highly competitive companies on a worldwide basis. It is our aim to create sophisticated new products at attractive prices with anticipation of market demands.

Group History and Development of the Business

1981

El.En., acronym of **Electronic Engineering**, is established in Florence (Italy). It has as its object the design, manufacturing and sale of electronic and mechanical equipment for industrial and research applications.

1982

El.En. enters into its first cooperation agreements with Italian Research Institutes (**CNR** and **ENEA**), for the development of *switching high voltage power supplies* to be used in experimental set-ups.

Development of the first CO₂ laser sources, as well as of *switching mode power supplies* for lasers.

1983

El.En. designs and manufactures the first *kits for therapeutic lasers*.

1984

Kits are sold to manufacturers of biomedical systems for physiotherapy applications.

Group History and Development of the Business

1986
1989

El.En. develops and manufactures complete laser systems and manufactures the first CO₂ dental lasers, as well as CO₂ laser equipment for gynaecology. Moreover it designs an excimer laser for angioplasty, and develops its first laser cutting prototype system.

1990

Establishment of **DEKA M.E.L.A.**, for the distribution of medical equipment manufactured by El.En., in the domestic and international market.

Establishment of **Lasit S.r.l.**, for design and production of CO₂ laser marking systems for industrial applications.

1992

Establishment of **Cutlite Penta S.r.l.**, manufacturer of industrial laser cutting and marking systems powered by El.En.'s lasers sources.

Group History and Development of the Business

1993

Acquisition of **Laser Valvivre Sorgenti e Sistemi**'s assets, the Valvivre brand of the European pioneer in laser manufacturing.

EI.En. purchases a 50% stake in **Quanta System S.r.l.**, a company which designs and manufactures laser systems for scientific applications.

1996

Establishment in France of **DEKA S.a.r.l.**, distributor of DEKA medical and aesthetical lasers on the strategic French market.

The company's subsidiary Cutlite Penta acquires control of **OT-LAS S.r.l.** and **Neuma Laser S.r.l.**, strengthening its position in the CO₂ laser marking systems market.

Group History and Development of the Business

2000

*IPO on the “**Nuovo Mercato**” of the Italian Stock Exchange*

2001

Establishment in Germany of **DEKA – LMS GmbH**, distributor of medical and aesthetical lasers. LMS is the former DEKA distributor of medical and aesthetical lasers in Germany.

2002

El.En. purchases a 60% stake in **Cynosure Inc.**, an U.S. company which develops and manufactures laser systems for dermatological and aesthetical applications.

Cynosure also distributes selected DEKA medical and aesthetical products in the U.S. market, under its own brand name.

Establishment of **DEKA – DLS GmbH**, for the distribution of DEKA dental lasers in Germany.

Group History and Development of the Business

2003

Acquisition of **Asclepion Laser Technologies GmbH**, a German company renowned for development and production of surgical, dental and dermatological laser systems.

El.En. purchases a 70% stake in **Lasercut Inc.**, an U.S. company which develops and manufactures industrial cutting and marking systems.

Establishment of **DEKA Laser Technologies LLC**, for the distribution of DEKA dental lasers in U.S.A..

The company's subsidiary DEKA M.E.L.A. purchases a 20% stake in **Asa S.r.l.**, an Italian company which develops and manufactures medical devices for Lasertherapy and Magnetotherapy.

2004

El.En. acquires control (60%) of **Quanta System S.p.A.**

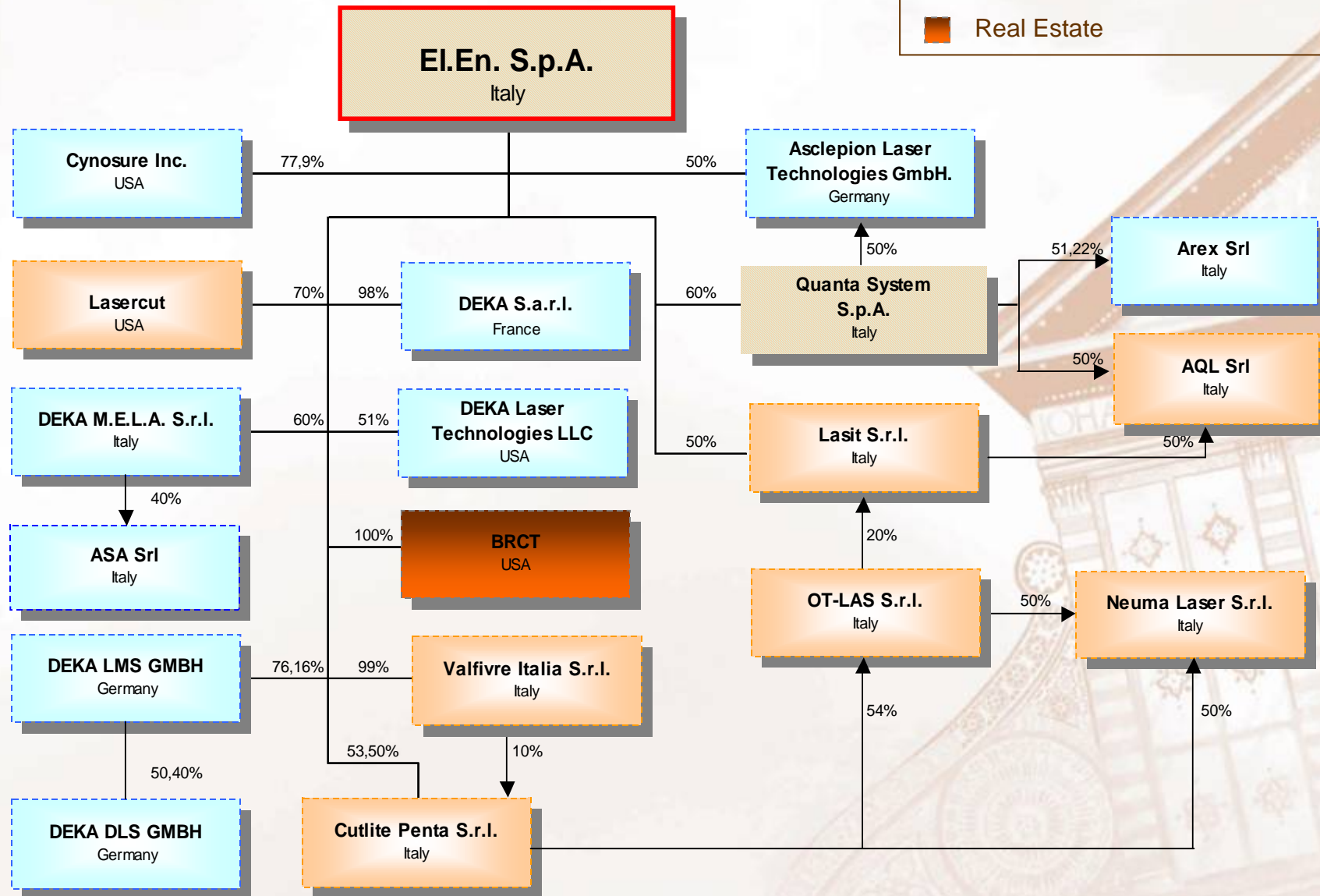
El.En. acquires an additional 20% of **Cynosure Inc.**

El.En. Group Today

- ✓ Industrial High-Tech Group operating in Optoelectronics with proprietary technology
- ✓ Know-how developed through 20 years' experience
- ✓ 19 companies operating worldwide applicative and complementary market and application segments.
- ✓ Consolidated Revenues of € 52 mln in first half 2005 (15% up to 2004)
- ✓ International Distributors Network
- ✓ Competitive R&D on the global market
- ✓ 514 employees worldwide
- ✓ Active after sale Service network

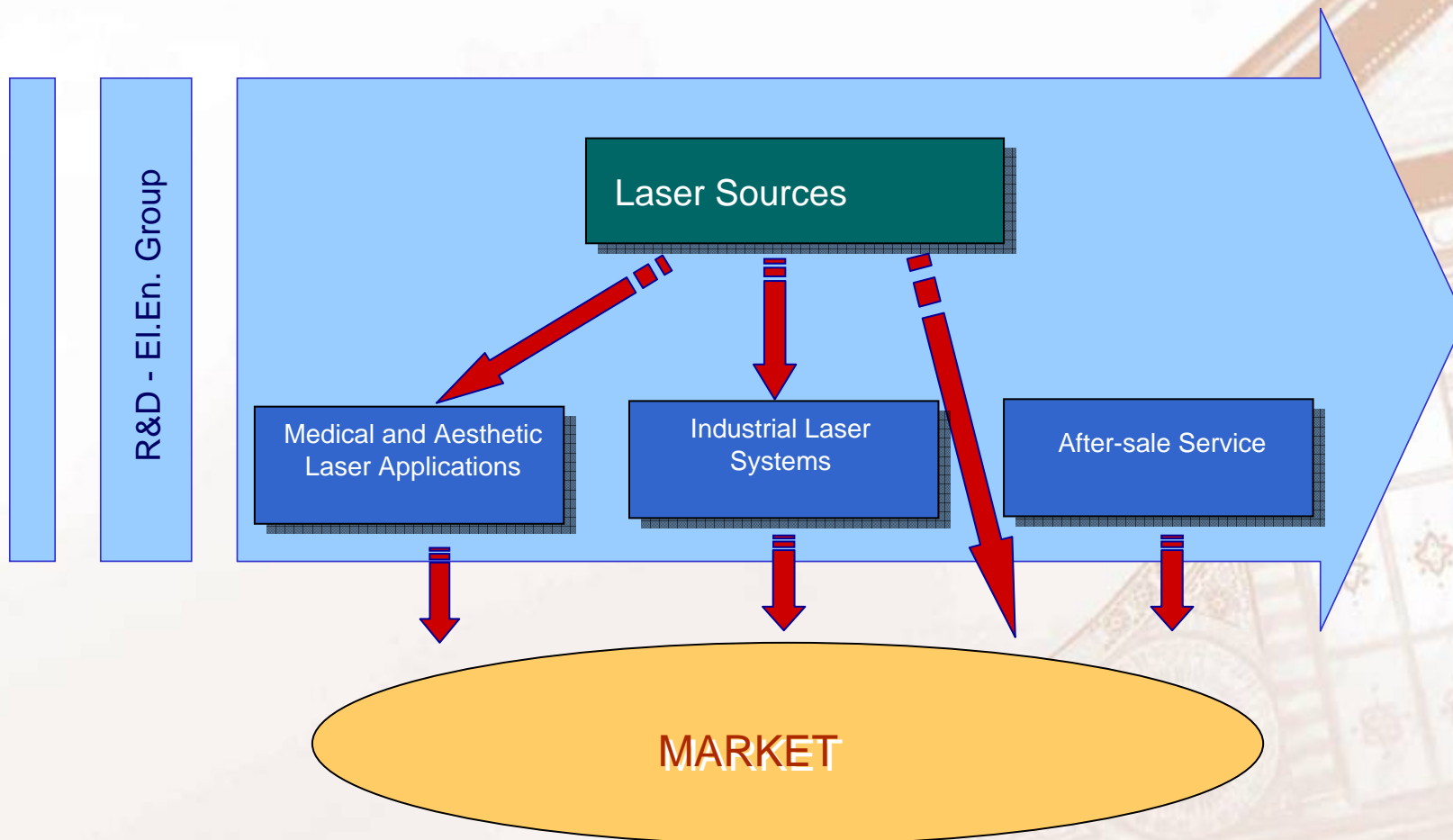
Structure of the EI.En. Group:

- Medical
- Industrial
- Medical & industrial
- Real Estate



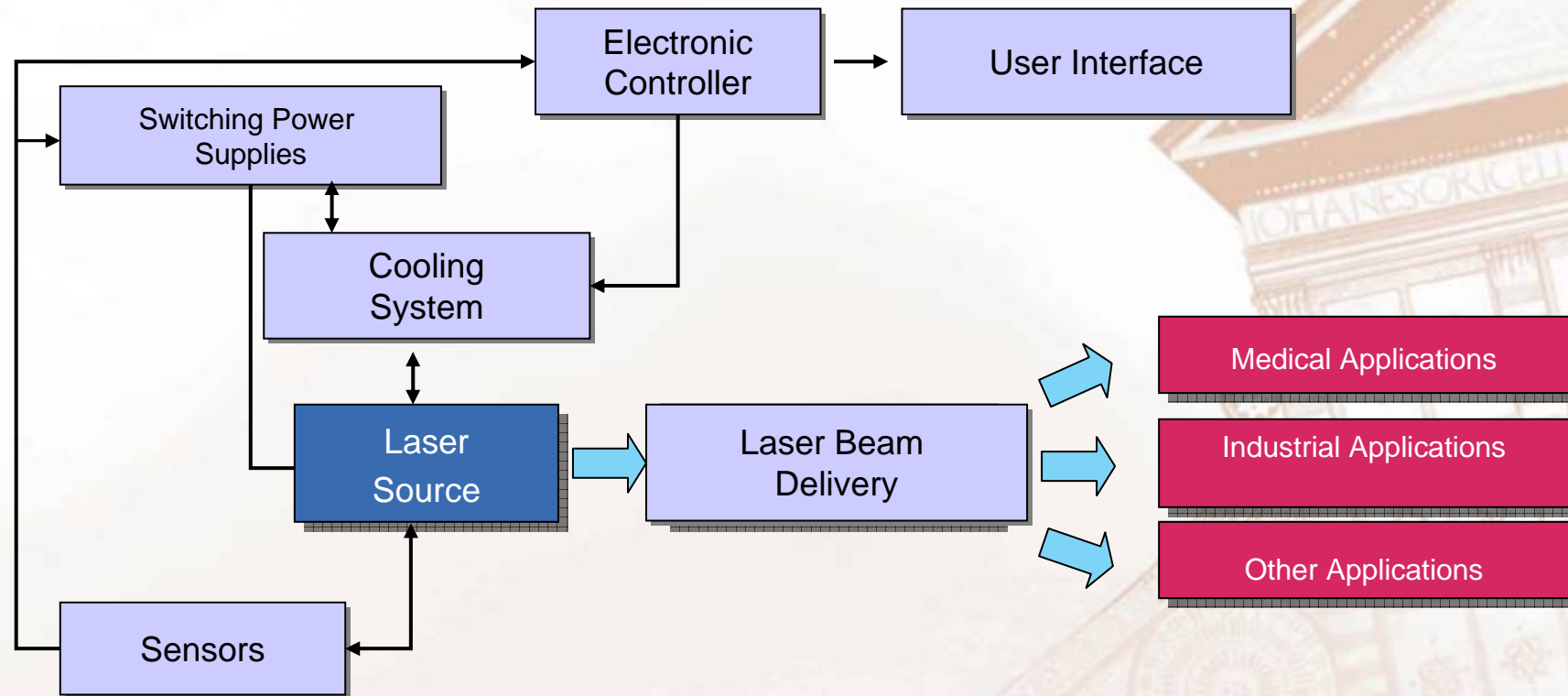
Business Area

Design and production of laser sources, medical & aesthetical laser equipment and industrial laser systems; marketing and after-sale service.



Production

El.En. manufactures most of the sub-assemblies used in its laser systems production



Laser Applications: Medical & Aesthetical

PRODUCT RANGE:

**the Group covers all major segments, but
ophthalmology**

DERMATOLOGY

AESTHETICAL
MEDICINE & SURGERY

GENERAL SURGERY

ENDOSCOPIC SURGERY

GYNAECOLOGY

DENTISTRY

UROLOGY

PHLEBOLOGY

ENT

SPORT MEDICINE

ORTHOPAEDICS

Laser Applications: Medical & Aesthetical

DEKA



Asclepion
Laser Technologies



ASL



QUANTA SYSTEM
Laser Technologies



CYNOSURE

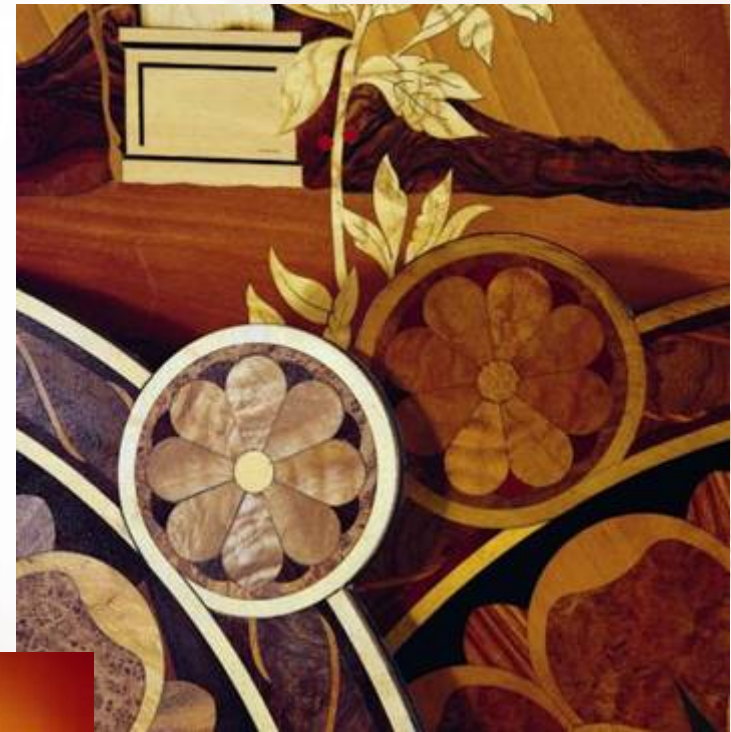
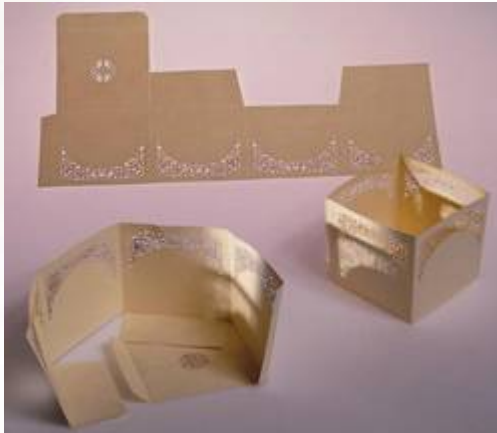


Laser Applications: Industrial Systems

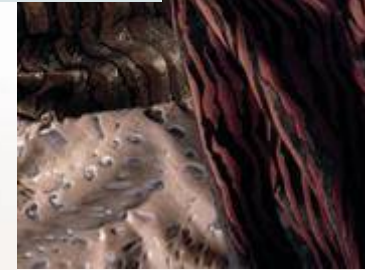
MAIN APPLICATIONS

- **Cutting and marking** : no tool wear and tear, loss of sharpness, or vibration; no momentum; very high productivity
- **Marking on large surfaces** : high resolution engraving, unattainable with mechanical tools, in a single pass on areas up to 1.6m x 1.6m
- **Die board cutting** : top quality cutting for die boards
- **Welding** : high speed, high precision, limited heat affected zone, limited oxidation, compared to std. technologies
- **Conservation of artwork**: selective and conservative cleaning of artwork
- **Other applications** : drilling and scribing

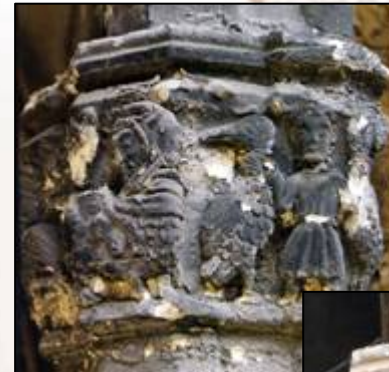
Laser Applications: Industrial Systems



Laser Applications: Industrial Systems



Laser Applications: Light for Art



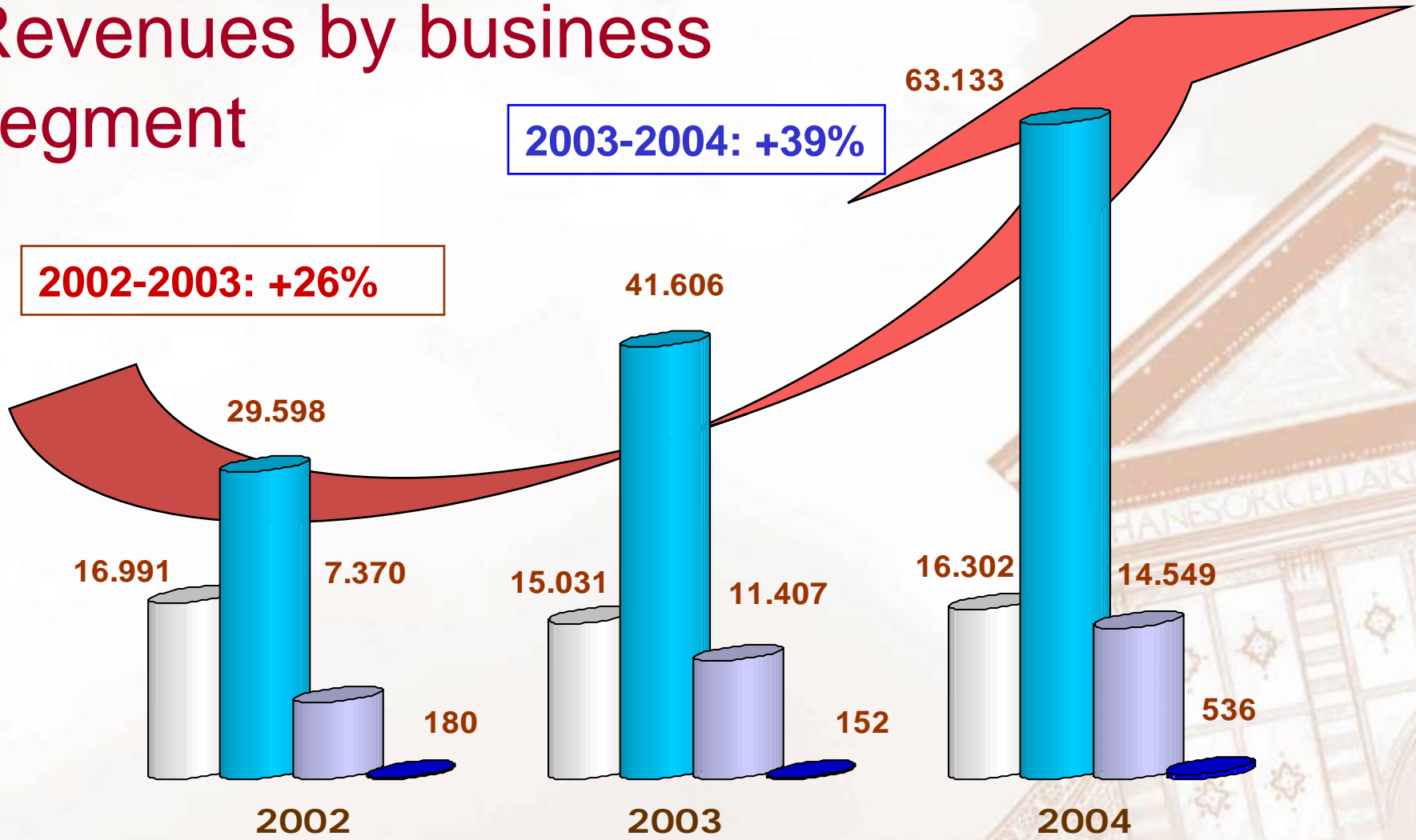
Laser Applications: Veterinary



SPACEVET

LASER SYSTEMS

Revenues by business segment



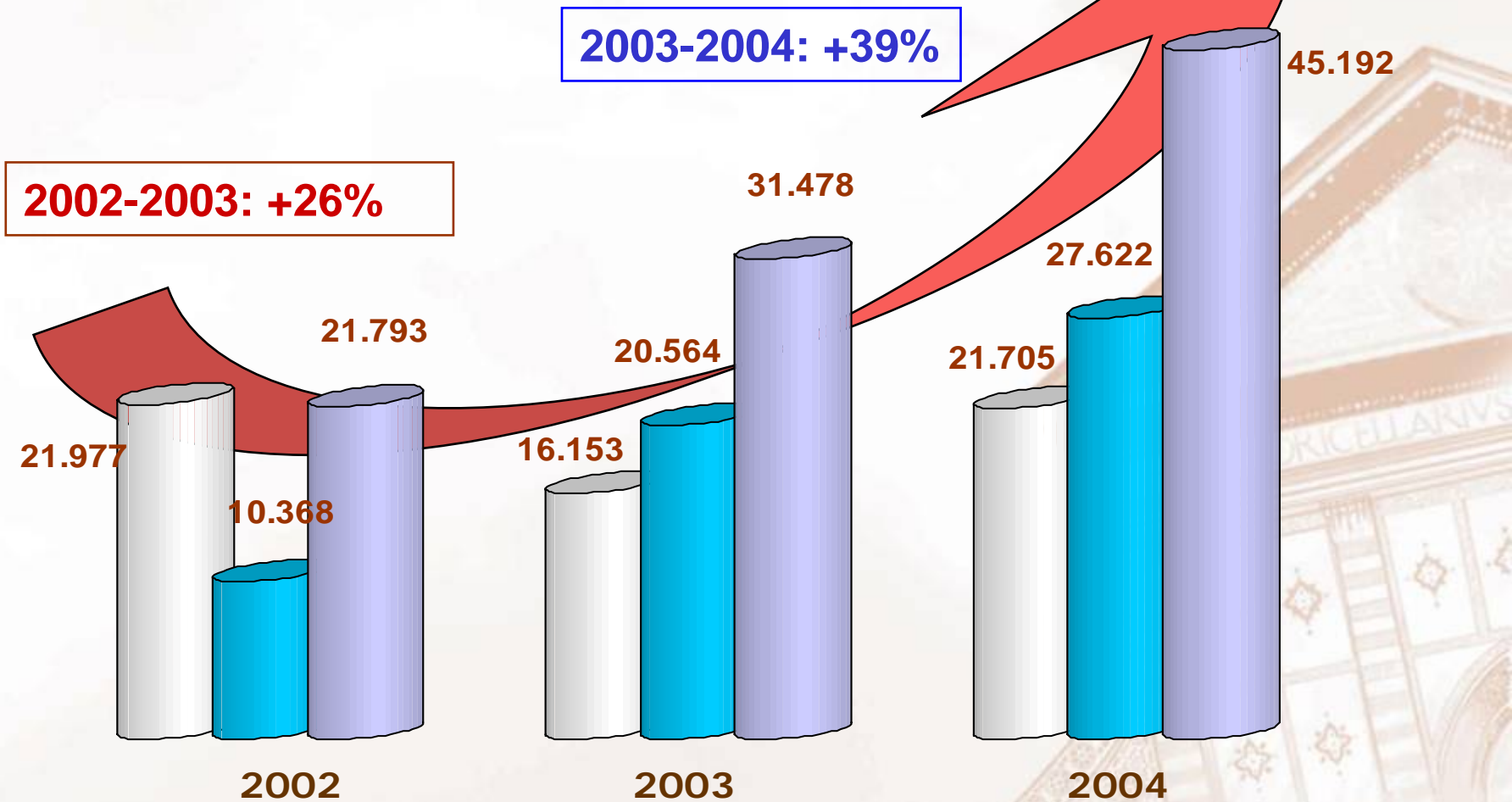
2002-2003: +26%

2003-2004: +39%

Industrial laser systems -12%
 Medical lasers +41%
 Service +55%
 R&D -16%

Industrial laser systems +8%
 Medical lasers +52%
 Service +28%
 R&D +253%

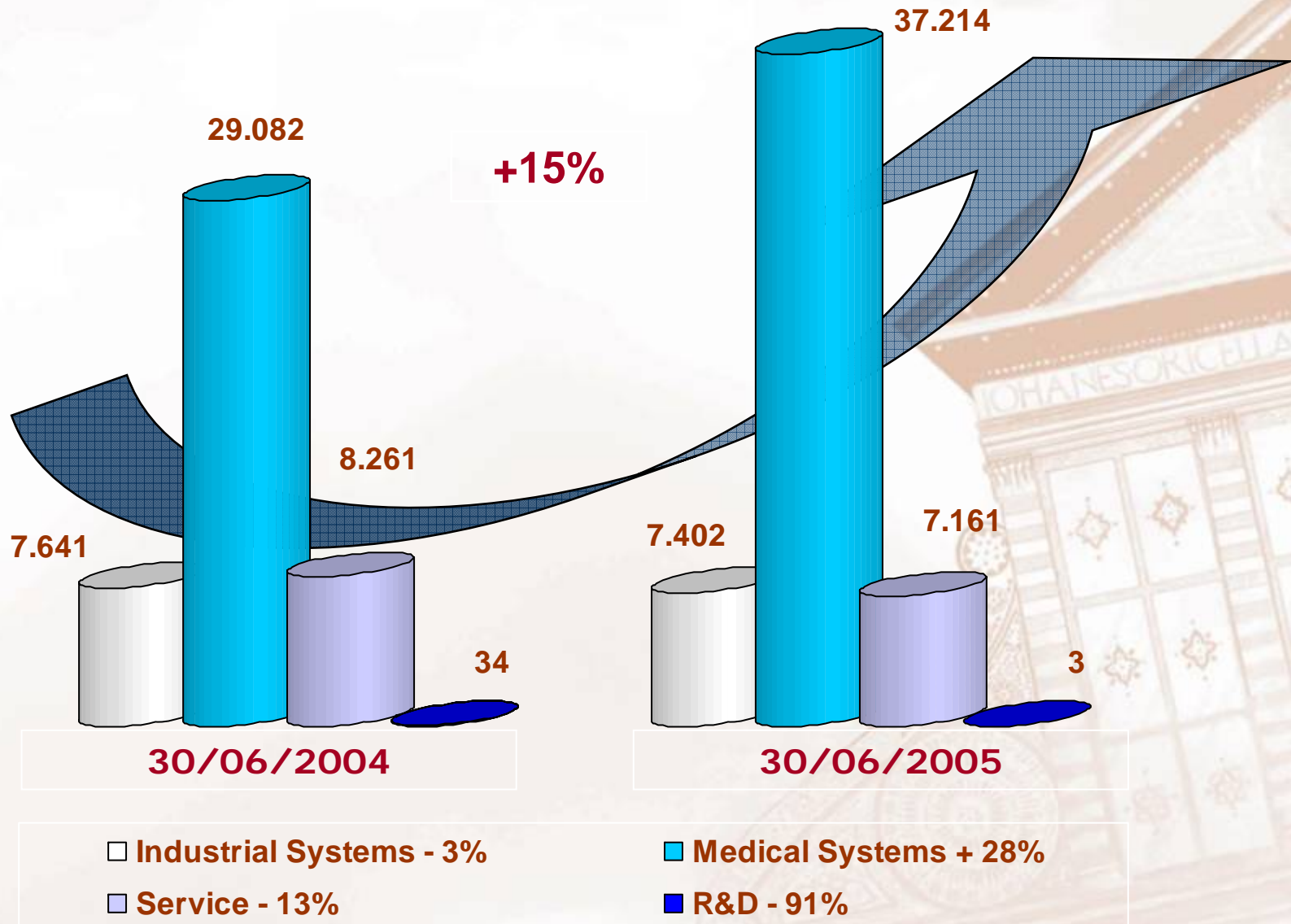
Revenues by Area



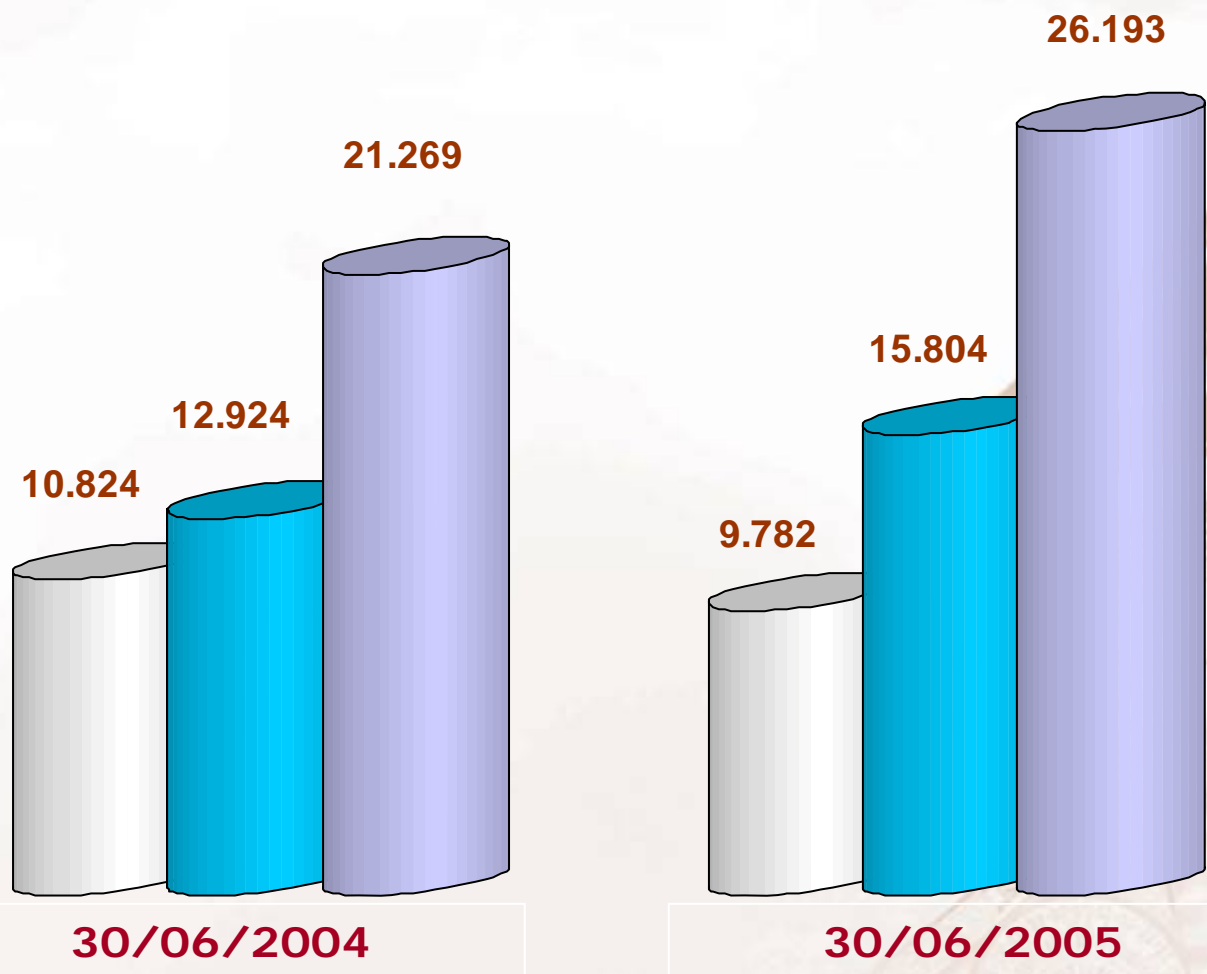
Italy -27%
 Europe +98%
 Row +44%

Italy +34%
 Europe +34%
 Row +44%

Revenues by business segment Six months 2005/2004



Revenues by Area Six months 2005/2004



□ Italy - 10%

■ Europe + 22%

■ Row + 23%

Consolidated Financials

IAS/IFRS GAAP

	30/06/04	Inc.%	30/06/05	Inc.%	Var.%
Revenues	45.018	100,0%	51.779	100,0%	+15,0%
Gross Profit	24.451	54,3%	28.575	55,2 %	+16,9%
EBITDA	4.946	11,0%	4.902	9,5 %	-0,9%
EBIT	2.333	5,2%	3.222	6,2 %	+38,1%
EBT	5.439	12,1%	3.283	6,3%	-39,6%
Net Profit	2.459	5,5%	1.382	2,7%	-43,8%

Consolidated Financials ITA GAAP

	30/06/04	Inc.%	30/06/05	Inc.%	Var.%
Revenues	45.018	100,0%	51.779	100,0%	+15,0%
Gross Profit	24.719	54,9%	28.593	55,2 %	+15,7%
EBITDA	4.806	10,7%	5.358	10,3 %	+11,5%
EBIT	1.494	3,3%	3.077	5,9 %	+106,0%

CYNOSURE

Change has made a difference!

- ***New Personnel***
- ***New Image***
- ***New marketing***
- ***New product look***
- ***New products (Elite!!)***
- ***New North American distribution***
- ***New Sales Admin Dept***
- ***New Business opportunities (Sona/Pentax/Solx/Spa)***
- ***Restructuring Operations***
- ***Restructuring Cust. Service***
- ***Restructuring Finance***
- ***Restructuring International Bus.***
- ***Improved vendor relations***
- ***Improved financials***
- ***Strengthen Engineering Dept***
- ***Revitalized R&D***
- ***Increased Communications***
- ***New Team Approach***
- ***New Culture & Attitude***

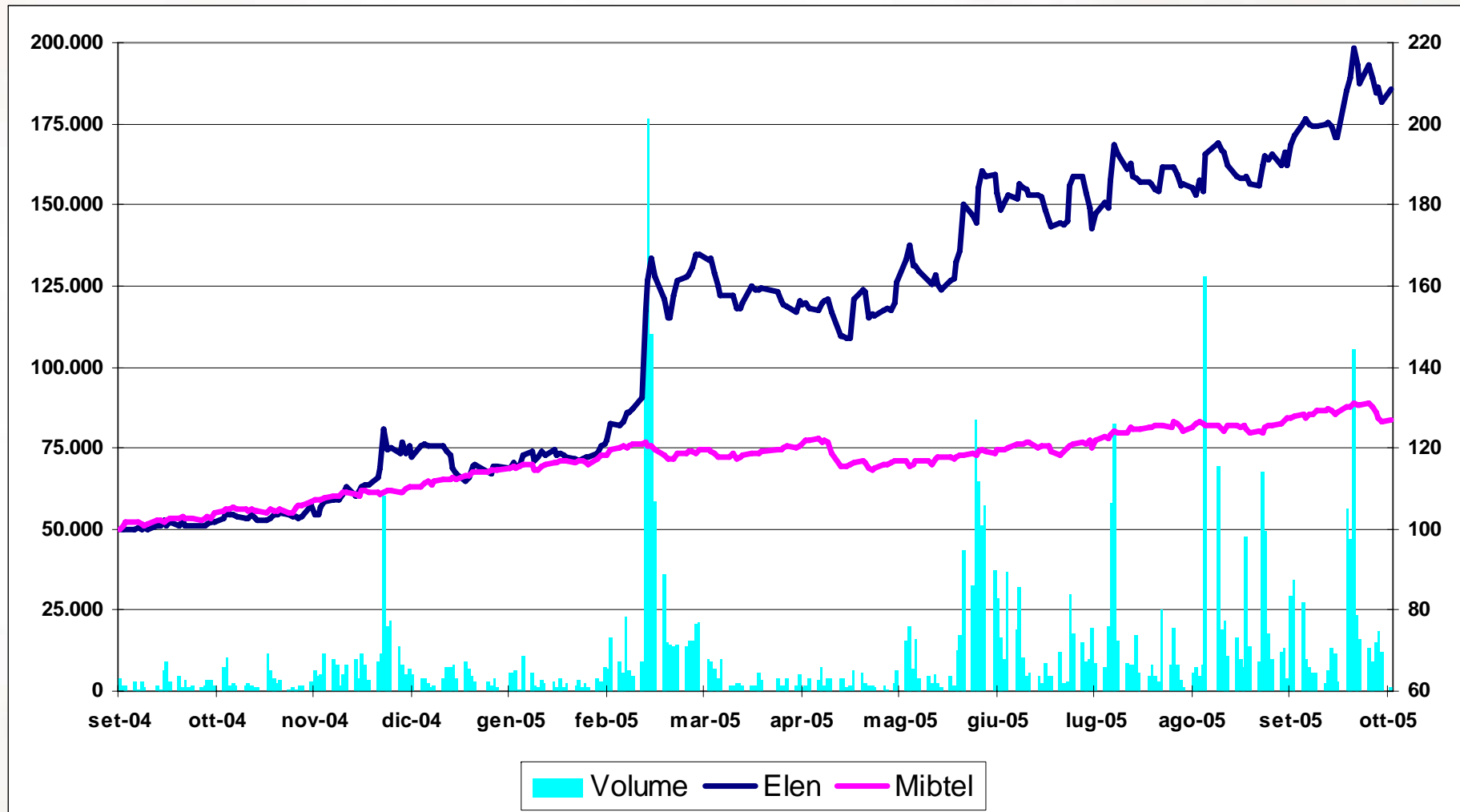
Balance Sheet

	31/12/2004	30/06/2005
Net Fixed Assets	22.618	22.917
Net Working Capital	31.459	35.054
Net Financial position	8.714	7.136
Shareholder's Equity	48.293	49.884
Minority Interest in Equity	5.610	6.680

Net financial position

	31/12/2004	30/06/2005
Financial mid and long term liabilities	2.580	2.766
Financial short term liabilities	4.044	2.013
Cash in banks and on hand	15.338	11.916
Net Financial position	8.714	7.136

El.En. stock



NASDAQ comparables

COMPANY

TICKER

CUTERA

CUTR

CANDELA

CLZR

LASERSCOPE

LSCP

PALOMAR

PMTI

LUMENIS

LUME

BIOLASE

BLTI

SYNERON

ELOS

ROFIN SINAR

RSTI

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