

EL.EN.

Price (Eu):

OUTPERFORM

37.42

Target Price (Eu): 46.00

SECTOR: Industrials

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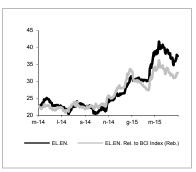
Very Strong 1Q Results Support Management Guidance

- Quarterly results beat our estimates. El.En posted a 29.1% YoY increase in sales to Eu48.5mn, 18.3% above our forecast. By region, sales outside Europe grew by 48.8% YoY as a result of El.En's strong product offer and positive FOREX contribution. By division, sales of medical and aesthetic laser systems increased by 27.6% YoY driven by surgical applications (+122.5% YoY), while industrial laser system sales were up 33% YoY due to buoyant Chinese demand for cutting lasers (+42.1%); after-sales services also went up by 38% YoY. EBITDA came to Eu5.3mn, 17.8% higher than forecast and up 53.8% YoY. The margin soared 170bps YoY to 10.9%, even though the a less profitable sales mix (higher turnover in China) drew a YoY deterioration in gross margin. Adjusted EBIT stood at Eu4.5mn: the net operating margin went YoY from 5.7% to 9.2%. Pre-tax profit (net of the Eu4.5mn capital gain on the sale of Cynosure shares) jumped from Eu2.0mn in 1Q14 to Eu6.3mn in 1Q15, 80.1% above our forecast. Finally, the net cash position decreased QoQ from Eu47.1mn as at December 2014 to Eu34.6mn as at March 2015 (our estimate was Eu44mn) due to typical working capital seasonality.
- Upbeat 2015 outlook reaffirmed, estimates unchanged. Management stated: "the results are on schedule with the plan that meets the yearly guidance of Eu200mn in revenue....Our positioning on our markets is currently highly competitive and distinguished by the innovation featured in our products. The goal of a Eu20mn margin on sales is an ambitious aspiration, achievable only under the assumption of a constantly favourable business environment, with the USD steadily below the 1.1x EUR level". We have left our estimates, which are consistent with company guidance, unchanged. For FY15, we forecast sales growth of 10.4% (from 6.3% previously) to Eu198.7mn, an EBIT margin of 10.0% (from 8.0%), and adjusted net profit of Eu12.0mn (from Eu8.9mn previously).
- OUTPFERFORM reiterated, target price increased to Eu46.0. Our positive view is based on El.En's: 1) exposure to the structurally growing medical and aesthetic treatment sectors, where it enjoys a very competitive product and technology offer; and 2) direct manufacturing presence in China and Brazil, where the industrial laser systems business is expected to benefit from an ongoing industrialisation process. El.En is a translational and transactional beneficiary of a weak euro. Our valuation yields a target price of Eu46.0 per share (from Eu45.0 previously) as a result of a slightly higher market valuation for Cynosure. Strategic use of cash and/or active management of the residual stake in Cynosure might lead to a further re-rating of the stock.

Key Figures	2013A	2014A	2015E	2016E	2017E
Sales (Eu mn)	157	180	199	211	221
Ebitda (Eu mn)	14	18	24	26	28
Net profit (Eu mn)	6	17	12	13	14
EPS - New (Eu)	1.260	3.424	2.481	2.724	2.942
EPS - Old (Eu)		3.424	2.481	2.724	2.942
DPS (Eu)	0.500	1.000	0.819	0.899	0.971
Ratios & Multiples	2013A	2014A	2015E	2016E	2017E
P/E	29.7	10.9	15.1	13.7	12.7
Div. Yield	1.3%	2.7%	2.2%	2.4%	2.6%
EV/Ebitda	9.3	6.1	4.5	3.8	3.3
ROCE	8.8%	14.2%	18.6%	19.3%	20.3%

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EL.EN. - 12m Performance



Eu/USD: 1.33 2014; 1.10 2015/16

RATING: Unchanged									
TARGET PRICE (Eu): from 45.00 to 46.00									
Change in EPS est:	2015E	2016E							
	0.0%	0.0%							

STOCK DATA

Reuters code:		1	ELEN.M
Bloomberg code	::		ELN IM
Performance	1m	3m	12m
Absolute	-4.0%	23.1%	59.4%
Relative	-3.2%	15.2%	45.9%
12 months H/L:		41.7	0/20.32

SHAREHOLDER DATA	
No. of Ord. shares (mn):	Ę
Total No. of shares (mn):	5
Mkt Cap Ord (Eu mn):	181
Total Mkt Cap (Eu mn):	181
Mkt Float - ord (Eu mn):	87
Mkt Float (in %):	48.2%
Main shareholder:	
Cangioli Andrea	13.5%
DALANCE CUEET DATA	2041
BALANCE SHEET DATA	2015
Book value (Eu mn):	150

 BALANCE SHEET DATA
 2015

 Book value (Eu mn):
 150

 BVPS (Eu):
 31.11

 P/BV:
 1.2

 Net Financial Position (Eu mn):
 48

 Enterprise value (Eu mn):
 109

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N KEY FIGURES		2013A	2014A	2015E	2016E	201
	Fiscal year end	31/12/2013	31/12/2014	31/12/2015	31/12/2016	31/12/20
PROFIT & LOSS (Eu mn)	Sales	157	180	199	211	2
	EBITDA	14	18	24	26	
	EBIT	10	15	20	22	
	Financial income (charges)	(1)	5	0	1	
	Associates & Others	2	4	0	0	
	Pre-tax profit (Loss)	11	24	20	22	
	Taxes Tax rate (%)	(4) -40.0%	(6) -26.3%	(7) -36.3%	(8) -36.0%	-35.
	Minorities & discontinue activities	-40.0%	-20.5%	-30.3%	-30.0%	-33.
	Net profit	(0)	17	12	13	
	Total extraordinary items			12		
	Ebitda excl. extraordinary items	14	18	24	26	
	Ebit excl. extraordinary items	10	14	20	22	
	Net profit restated	4	11	12	13	
PER SHARE DATA (Eu)	Total shares out (mn) - average fd	5	5	5	5	
TER STIARE DATA (EU)	EPS stated fd	1.260	3.424	2.481	2.724	2.9
	EPS restated fd	1.260	3.424	2.481	2.724	2.9
	BVPS fd	26.588	29.632	31.113	33.019	35.0
	Dividend per share (ord)	0.500	1.000	0.819	0.899	0.0
	Dividend per share (sav)					
	Dividend pay out ratio (%)	39.7%	29.2%	33.0%	33.0%	33
CASH FLOW (Eu mn)	Gross cash flow	9	21	17	19	
,	Change in NWC	4	(1)	(4)	(2)	
	Capital expenditure	(0)	(11)	(10)	(5)	
	Other cash items	0	0	0	0	
	Free cash flow (FCF)	10	9	4	12	
	Acquisitions, divestments & others	(21)	19	2	0	
	Dividend	(4)	(3)	(5)	(4)	
	Equity financing/Buy-back Change in Net Financial Position	(4)	0 25	0	0	
	-	67	56			
BALANCE SHEET (Eu mn)	Total fixed assets Net working capital	48	50 50	61 54	61 56	
	Long term liabilities	(3)	(2)	(4)	(4)	
	Net capital employed	112	103	111	113	
	Net financial position	22	47	48	55	
	Group equity	134	151	159	169	
	Minorities	6	8	9	10	
	Net equity	128	143	150	159	
NTERPRISE VALUE (Eu mn)	Average mkt cap - current	181	181	181	181	
TIEN NOE TREOE (EU IIII)	Adjustments (associate & minorities)	30	24	24	24	
	Net financial position	22	47	48	55	
	Enterprise value	128	110	109	101	
RATIOS(%)	EBITDA margin*	8.7%	10.0%	12.3%	12.5%	12
	EBIT margin*	6.1%	7.7%	10.0%	10.3%	10
	Gearing - Debt/equity	-16.2%	-31.3%	-30.1%	-32.8%	-35
	Interest cover on EBIT	8.1	nm	nm	nm	
	Debt/Ebitda	nm	nm	nm	nm	
	ROCE*	8.8%	14.2%	18.6%	19.3%	20
	ROE*	5.1%	12.2%	8.2%	8.5%	8.
	EV/CE	1.2	1.0	1.0	0.9	
	EV/Sales	0.8	0.6	0.5	0.5	
	EV/Ebit	13.4	8.0 5.0%	5.5	4.7 7.5%	0
	Free Cash Flow Yield	6.9%	5.8%	2.5%	7.5%	8
GROWTH RATES (%)	Sales	4.1% 9.8%	14.4%	10.4%	6.0%	5.
	EBITDA*		30.7%	35.8%	8.2%	6
	EDIT*	20 20/	4 A \(\O(1)\)	A A 10/		7
	EBIT* Net profit	28.2% -73.8%	44.0% 171.7%	44.2% -27.5%	9.0% 9.8%	7. 8.

^{*} Excluding extraordinary items

Source: Intermonte SIM estimates

Results

El.En. Results

	(€ mn)	1Q14A	1Q15A	1Q15E	AvE	FY14A	FY15E
Sales		37.6	48.5	41.0	18.3%	180.0	198.7
	YoY growth %		29.1%	9.1%			10.4%
EBITDA		3.4	5.3	4.5	17.8%	18.0	24.4
	Ebitda margin %	9.2%	10.9%	11.0%	17.070	10.0%	12.3%
	YoY growth %	7.270	53.8%	30.6%		10.070	35.8%
	101 glowth %		33.070	30.070			33.070
Total D&A		0.2	(8.0)	(1.0)		(2.7)	(4.5)
EBIT Adjusted		2.1	4.5	3.5	27.3%	13.8	19.9
EBIT		3.6	4.5	3.5	27.3%	15.3	19.9
	Ebit margin %	9.7%	9.2%	8.5%		8.5%	10.0%
	YoY growth %		22.8%	-3.5%			30.0%
Net financials & Pa	articipations	4.3	1.8	0.0		9.1	0.4
Pretax Profit Adjus	ted	2.0	6.3	3.5	80.1%	18.4	20.3
Pretax Profit		8.0	6.3	3.5	80.1%	24.4	20.3
	Pretax margin %	21.2%	13.0%	8.5%		13.6%	10.2%
	YoY growth %		-20.7%	-56.0%			-16.8%
Taxes						(6.4)	(7.4)
taxrate						-26.3%	-36.3%
Minorities and disc	Operations					(1.5)	(1.0)
William ties and disc	. operations					(1.5)	(1.0)
Adjusted Group ne	et profit					11.1	12.0
Group net profit						16.5	12.0
of whi	ch non-recurrent						

Source: Company data and Intermonte Sim





Estimates

El.En. Income statement estimates

(€ mn)	2012A	2013A	2014A	2015E	2016E	2017E	CAGR14-17E
Sales	151.2	157.4	180.0	198.7	210.6	221.1	7.1%
YoY growth %	10.1%	4.1%	14.4%	10.4%	6.0%	5.0%	
Gross profit	72.1	74.6	81.8	92.6	99.0	104.7	
	47.6%	47.4%	45.5%	46.6%	47.0%	47.3%	
FRITDA	10.5	10.7	10.0	24.4	27.4	20.2	17.207
EBITDA Ebitda margin %	12.5 8.3%	13.7 8.7%	18.0 10.0%	24.4 12.3%	26.4 12.5%	28.2 12.8%	16.2%
YoY growth %	15.7%	9.8%	30.7%	35.8%	8.2%	6.8%	
101 growth //	13.770	7.070	30.770	33.070	0.270	0.070	
Total D&A	(5.0)	(4.2)	(2.7)	(4.5)	(4.7)	(4.9)	
of which non-recurrent			1.5				
EBIT Reported	7.5	9.6	1 5.3	19.9	21.7	23.3	
Ebit margin %	4.9%	6.1%	8.5%	10.0%	10.3%	10.5%	
EBIT Adjusted	7.5	9.6	13.8	19.9	21.7	23.3	19.1%
Ebit margin %	4.9%	6.1%	7.7%	10.0%	10.3%	10.5%	
YoY growth %	46.7%	28.2%	44.0%	44.2%	9.0%	7.4%	
Net financial charges	(1.4)	(1.7)	4.6	0.4	0.5	0.6	
Other income	()	2.8	4.5	0.1	0.0	0.0	
of which non-recurrent		2.5	4.5				
B B	, ,	40.7	04.4	00.0	00.0	00.0	0.704
Pretax Profit	6.1	10.7	24.4	20.3	22.2	23.9	-0.7%
Taxes tax rate	(3.0) -48.5%	(4.3) -40.0%	(6.4) -26.3%	(7.4) -36.3%	(8.0) -36.0%	(8.6) -35.8%	
Income from continued op.	3.1	6.4	-20.3%	-30.3%	-30.0%	-33.6%	
Income from discontinued op.	26.7	0.0					
Net Profit before minority interest	29.8	6.4	18.0	12.9	14.2	15.3	-5.2%
Net From Belore millorty interest	27.0	0.4	10.0	12.7	14.2	13.3	-5.270
Minority interest from continued op.	(1.0)	(0.3)	(1.5)	(1.0)	(1.1)	(1.2)	
Minority interest from discontinued op.	(5.6)	0.0					
Reported Group Net Profit	23.2	6.1	16.5	12.0	13.1	14.2	
·	n.m.	-73.8%	171.7%	-27.5%	9.8%	8.0%	
Adjusted Group Net Profit*	2.1	3.6	11.1	12.0	13.1	14.2	8.7%
Net margin %	1.4%	2.3%	6.1%	6.0%	6.2%	6.4%	0.770
YoY growth %	n.m.	68.1%	208.7%	8.3%	9.8%	8.0%	

Source: Company data and Intermonte SIM estimates

Valuation

El.En. - Valuation summary

	-· <i>J</i>				
	Method	€mn	€ per share	previous (18/03/15)	change
El.En	DCF, net of minorities	189.9	39.4	39.4	-0.1%
Stake in Cynosure	market value	31.3	6.5	5.6	15.7%
Total Equity Value		221.1	46.0	45.0	2.2%
El.En Share Price			38.5	38.3	0.5%
potential upside			19.5%	17.6%	

Source: Intermonte Sim

EL.EN. Peer Group - Absolute Performances

Stock	Price	Ссу	Mkt cap	1M	3M	6M	YTD	1Y	2Y
EL.EN.	37.4	EUR	180.5	-4.0%	23.1%	52.7%	41.0%	59.4%	138.2%
AMADA CO.	1,287.0	JPY	480,641.3	10.8%	22.9%	20.7%	24.1%	33.6%	56.2%
COHERENT INC.	64.1	USD	1,526.6	-4.9%	-0.7%	11.9%	5.5%	11.2%	9.8%
CYMER		USD							
FIDIA	7.6	EUR	39.1	1.1%	132.9%	154.7%	164.0%	158.1%	205.8%
GSI GROUP	14.8	USD	507.8	8.8%	7.8%	19.9%	0.3%	21.9%	79.6%
PRIMA INDUSTRIE	17.0	EUR	177.8	-4.3%	3.4%	28.6%	25.7%	30.5%	72.4%
ROFIN-SINAR TECH	29.2	USD	821.8	16.1%	22.4%	6.8%	1.4%	28.2%	12.9%
Mean performance				3.4%	30.3%	42.2%	37.4%	49.0%	82.1%
Italy Fixed	23,198.1	EUR	313,363	0.7%	7.1%	19.9%	22.0%	12.3%	31.8%

Source: FactSet

EL.EN. Peer Group - Multiple Comparison

Stock	Price	Ссу	Mkt cap	EV/Sales	EV/Sales	EV/Ebitda	EV/Ebitda	EV/Ebit	EV/Ebit	P/E	P/E	Div Yield	Div Yield
SIUCK	FIICE	ССУ	wiki cap	2015	2016	2015	2016	2015	2016	2015	2016	2015	2016
EL.EN.	37.4	EUR	180.5	0.5	0.5	4.5	3.8	5.5	4.7	15.1	13.7	2.2%	2.4%
AMADA CO.	1,287.0	JPY	480,641.3	1.5	1.5	11.1	10.6	13.8	12.9	22.1	20.0	2.3%	2.5%
COHERENT INC.	64.1	USD	1,526.6	1.5	1.3	8.1	6.5	10.2	8.1	16.9	14.6		
CYMER		USD											
FIDIA	7.6	EUR	39.1	0.6	0.6	8.3	6.9	11.5	9.2	24.6	20.1	0.0%	0.0%
GSI GROUP	14.8	USD	507.8							16.8	14.5		
PRIMA INDUSTRIE	17.0	EUR	177.8	0.7	0.6	6.4	5.3	9.0	7.1	12.5	9.3	0.0%	0.0%
ROFIN-SINAR TECH	29.2	USD	821.8	1.3	1.2	8.8	6.9	11.7	8.5	20.0	16.1	0.0%	0.0%
Median				1.0	0.9	8.2	6.7	10.8	8.3	16.9	14.6	0.0%	0.0%

Source: Intermonte SIM estimates for covered companies, FactSet consensus estimates for peer group

El.En. Peer Group - Absolute Performances

Stock	Price	Ссу	Mkt cap	1M	3M	6M	YTD	1Y	2Y
Cynosure	40.5	USD	897.7	7.8%	12.8%	39.4%	37.5%	98.4%	65.5%
El.En	38.4	Euro	185.1	-1.6%	27.6%	60.4%	44.6%	63.4%	144.2%
Syneron Medical Ltd	10.3	USD	377.9	-7.9%	13.0%	28.0%	33.3%	33.3%	47.9%
Cutera, Inc.	12.5	USD	180.4	-3.9%	19.4%	46.2%	41.1%	73.8%	73.6%
BIOLASE, Inc.	1.8	USD	105.7	-21.6%	-6.2%	-4.4%	-16.4%	32.5%	-50.5%
ZELTIQ Aesthetics, Inc.	25.3	USD	975.9	-18.7%	-16.0%	15.5%	9.6%	119.4%	554.9%
Lumenis Ltd. Class B	9.7	USD	351.1	-6.3%	-4.6%	14.0%	26.3%	48.2%	
Medical avg				-11.7%	1.1%	19.9%	18.8%	61.4%	156.5%
Italy FTSE Mib				1.8%	9.4%	21.2%	24.2%	11.3%	29.6%

Source: Factset

El.En. Peer Group - Multiple Comparison

Stock	Price	Ссу	Mkt cap	EV/Sales 2015	EV/Sales 2016	P/E 2015	P/E 2016
El.En	38.4	EUR - Euro	185.1	0.57	0.50	12.8	11.6
Syneron Medical Ltd	10.3	USD	377.9	1.1	1.0	32.7	19.2
Cynosure	40.5	USD	897.7	2.1	1.8	32.2	20.6
Cutera, Inc.	12.5	USD	180.4	1.4	1.2		
BIOLASE, Inc.	1.8	USD	105.7	1.9	1.6		
ZELTIQ Aesthetics, Inc.	25.3	USD	975.9	4.5	3.7		
Lumenis Ltd. Class B	9.7	USD	351.1	3.3	2.6	17.4	13.3
Medical avg				1.7	1.4	32.5	19.9

Source: Factset consensus estimates for peer group, Intermonte estimates for El.En





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NEUIRAL: stock performance expected at between +10% and -10% compared to the market over a 12 month period:

UNDERPERFORM: stock expected to underperform the market by between -10% and -25% over a 12 month period:

SEL: stock expected to underperform the market by over 25% over a 12 month period.

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UNDERPERFORM: 0.00% SELL: 0.00%

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- Networks, Barita ins, Balita angly, Barita Popolared is Solitoria, Castoliada Masculazioni, Cetevita, Pittalianer, Gerentaryi, Nirs, Salimi inipegiio, Technicivestinenti, induo viecua. Intermonte SIM is Specialist and/or Corporate Broker and/or Broker in charge of the share buy back activity of the following Companies Ascopiave, Banca Erturia, Banca Iffs, Be, B&C Speakers, Bolzoni, Carraro, Cattolica Assicurazioni, Cementir, Credito Valtellinese, Datalogic, DeA capital, DigiTouch, Digital bros, ELEn, Emak, ERG, Ferrovie Nord Milano, Milano, Filera Milano, Fintel Energia Group, Gefran, Greentialyi, Go Internet, IGD, Industrial Stars of Italy, Innovatec, IWB, Kinexia, Lucisano, Mondo TV, Primi sui Motori, OF Alpha Immobiliare, OF Beta Immobiliare, Recordati, Reno de Medici, Reply, Saes Getters, Servizi Italia, Sesa, Snai, Tamburi Investment Partners, TBS Group, Tecnoinvestimenti, Tesmec, Ternienergia, TXT e-solutions, Vittoria Assicurazioni, VRWay Communication.
- Intermonte SIM acted as Global Coordinator in the GreenItaly1 IPO on the AIM Italia market and will receive a success fee if a business combination is approved by the shareholders
- Intermonte SIM SpA and its subsidiaries do not hold a stake equal to or over 1% of common equity securities and/or warrants of any of the aforementioned subject companies, with the exception of: GreenItaly1.
- Intermonte SIM SpA has provided in the last 12 months / provides / may provide investment banking services to the following companies: Atlantia, Carraro, Kinexia, RCS Media, Saes

DETAILS ON STOCKS RECOMMENDATION

Stock NAME	EL.EN.		
Current Recomm:	OUTPERFORM	Previous Recomm:	OUTPERFORM
Current Target (Eu):	46.00	Previous Target (Eu):	45.00
Current Price (Eu):	37.42	Previous Price (Eu):	37.91
Date of report:	19/05/2015	Date of last report:	18/03/2015

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