



COMPANY PRESENTATION

5th Annual Polytems Hir Italian Day in Frankfurt
January, 26th, 2021



DISCLAIMER

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.

AGENDA

1. Overview
2. Markets and Growth drivers
3. Innovation: products & applications
4. Financial Highlights
5. Current Outlook
6. 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



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



Our businesses



40

years of experience



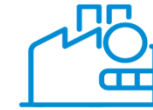
20

subsidiaries



7

Countries with direct presence



12

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



Conservation

Our **laser systems preserve** artworks of the universal heritage of our communities.



Industrial

Our **laser cutting** and **marking systems** reduce the environmental impact of manufacturing processes minimizing waste, fumes generated by the process, use of chemical additives, also allowing to eliminate the need for inks, solvents or glues within the process.



Our approach

OUR STRATEGY FOR A SUSTAINABLE FUTURE:

Create value over time and be ready to successfully meet the future challenges

R&D



6
R&D dept.



>15 mln
yearly R&D investments



> 130
patents



> 120
R&D specialists

PRODUCTS



> 50.000
Laser sources produced



ISO 9001 e ISO 13485
Certifications



> 60
Quality specialists

PEOPLE

~25%
under 30
years



~ +10%
2020
headcount

>1.600
employees



Welfare at the heart of business projects.
Workspaces were renewed for several Group companies: employees well-being increase and improvement of plants' energy efficiency



>21,800 hours
training

ENVIROMENT



-8%
CO₂ emission for each
product sold



+5%
Self-produced and consumed
electrical supply

Our History



80s

Production of CO₂ lasers for dermatology, surgery and therapy



1981

Incorporation of **El.En. S.n.c**

2005

Acquisition of **ASA S.r.l.**

Cynosure Inc. listed on the Nasdaq



2019

Incorporation of **Penta Laser Technology (Shangdong) Co. Ltd**

1990 - 1993

Incorporation of:
Deka MELA S.r.l.,
Lasit S.r.l.
Cutlite Penta S.r.l.



2004

Acquisition of **Quanta System**

2007

Incorporation of chinese JV
Wuhan Penta Chutian Co. Ltd

Incorporation of **Cutlite Do Brasil**
Alta Tecnologia Ltda

Acquisition of **With Us**

2000

El.En. S.p.A. listed on the Italian stock market

2002

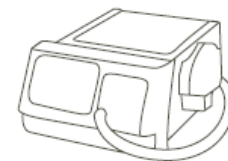
Acquisition of **Cynosure Inc.**

2003

Acquisition of **Asclepion GmbH**

2009

Incorporation of **Esthelogue S.r.l.**

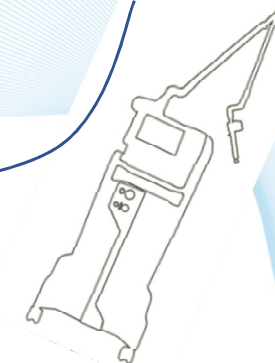


2016

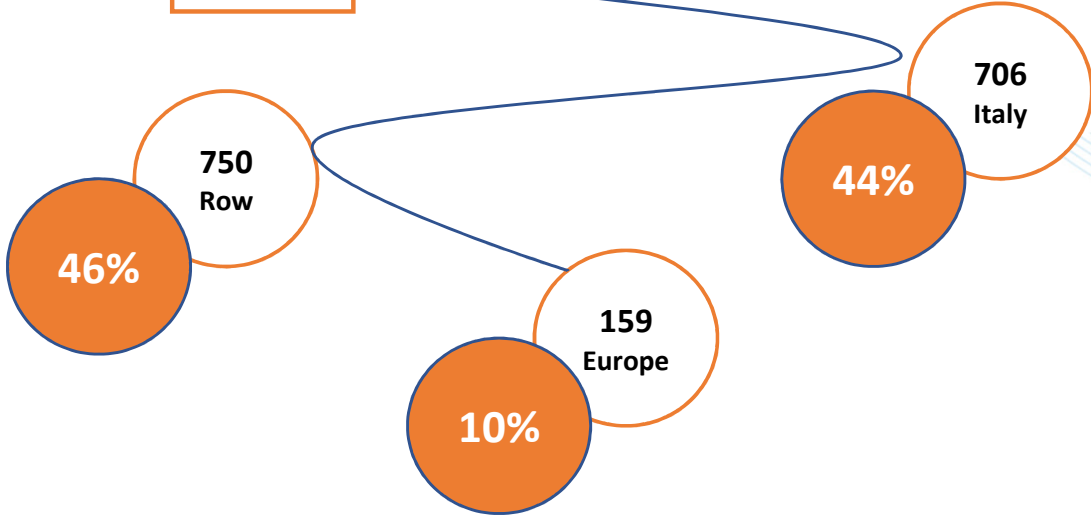
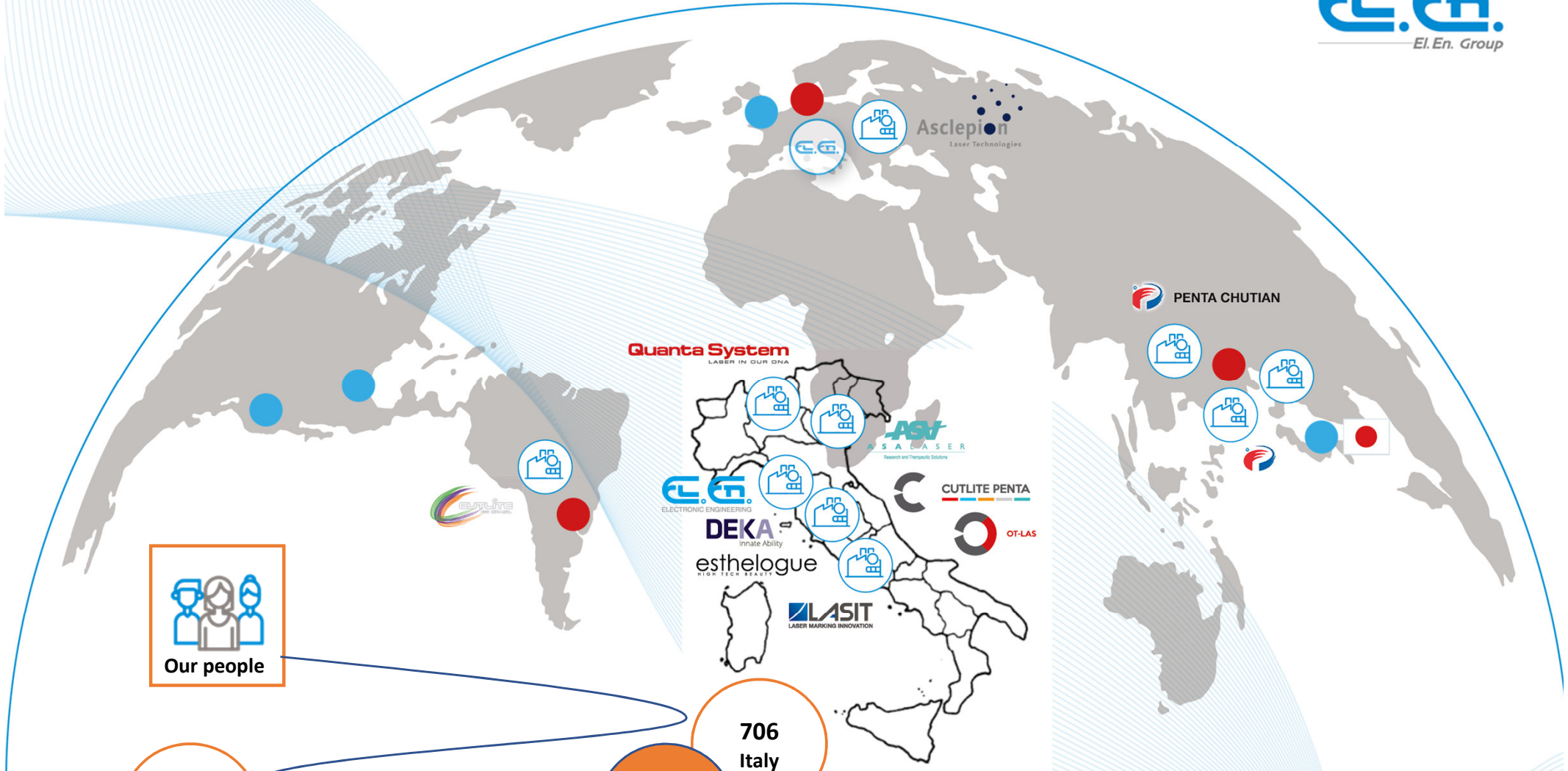
Deka M.E.L.A. and **Quanta System** merge their commercial brand names into **Renaissance®** for the Italian market

2013

Incorporation of second chinese JV
Penta Laser Equipment (Wenzhou) Co. Ltd



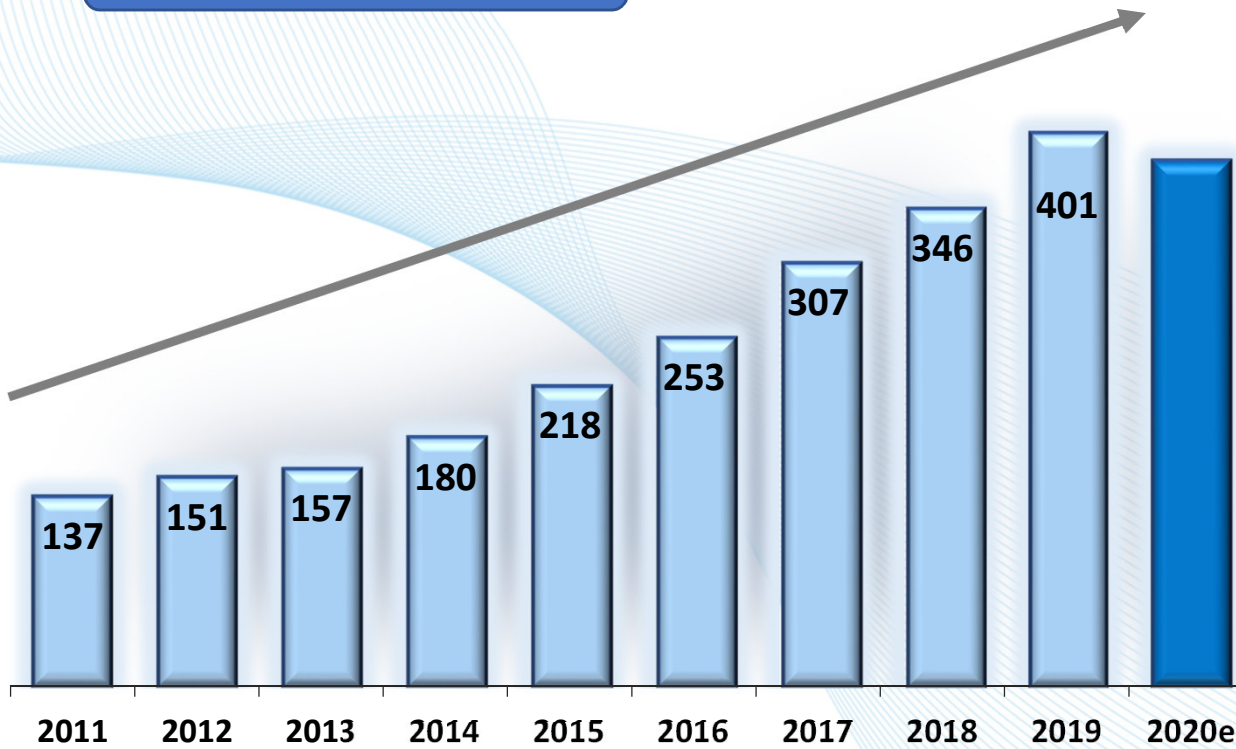
El.En. Worldwide



Growth history

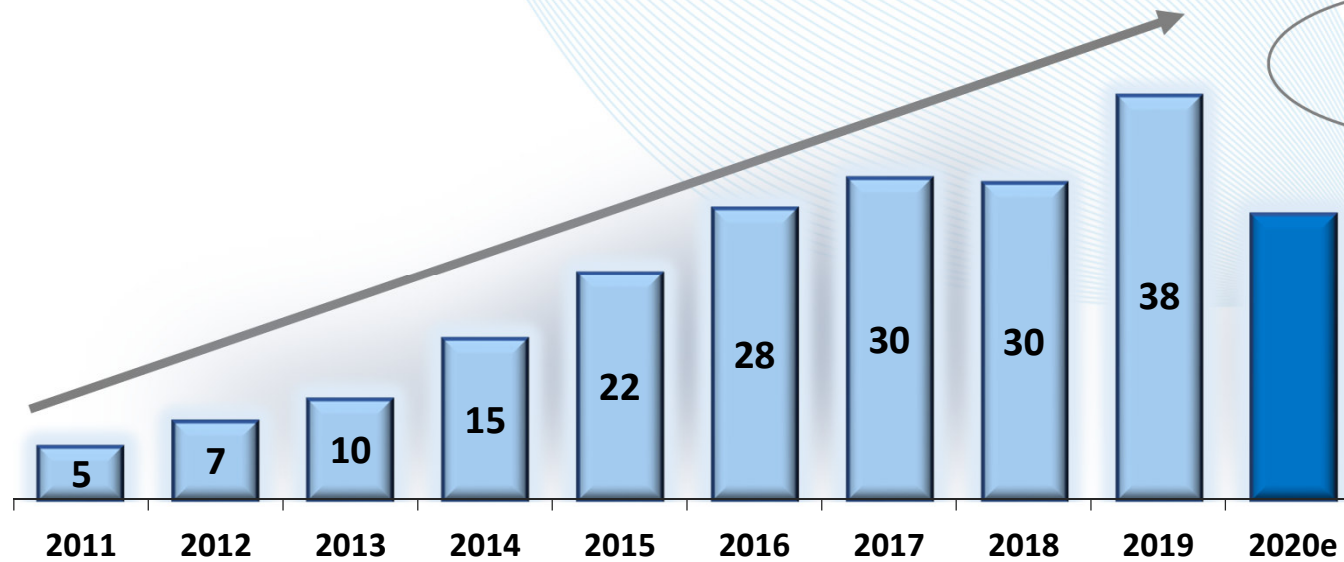


Revenues



Cagr 11/19:
+14%

EBIT



Cagr 11/19:
+28%

in Euro million



Markets and Growth drivers

Aesthetics:

- Aging population
- Growing global obesity rate
- Increasing desire of individuals to improve their appearance
- Lower procedure cost, attracting a broader consumer base

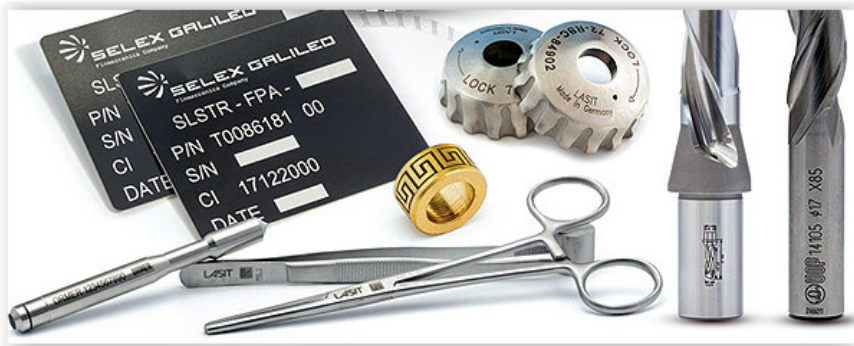


Minimally invasive surgeries:

- Painless procedures
- Side effects and risks reduction
- Hospitalization days reduction
- Savings by Private & National Health Systems
- Attractive ROI for surgical services providers

Laser cutting applications:

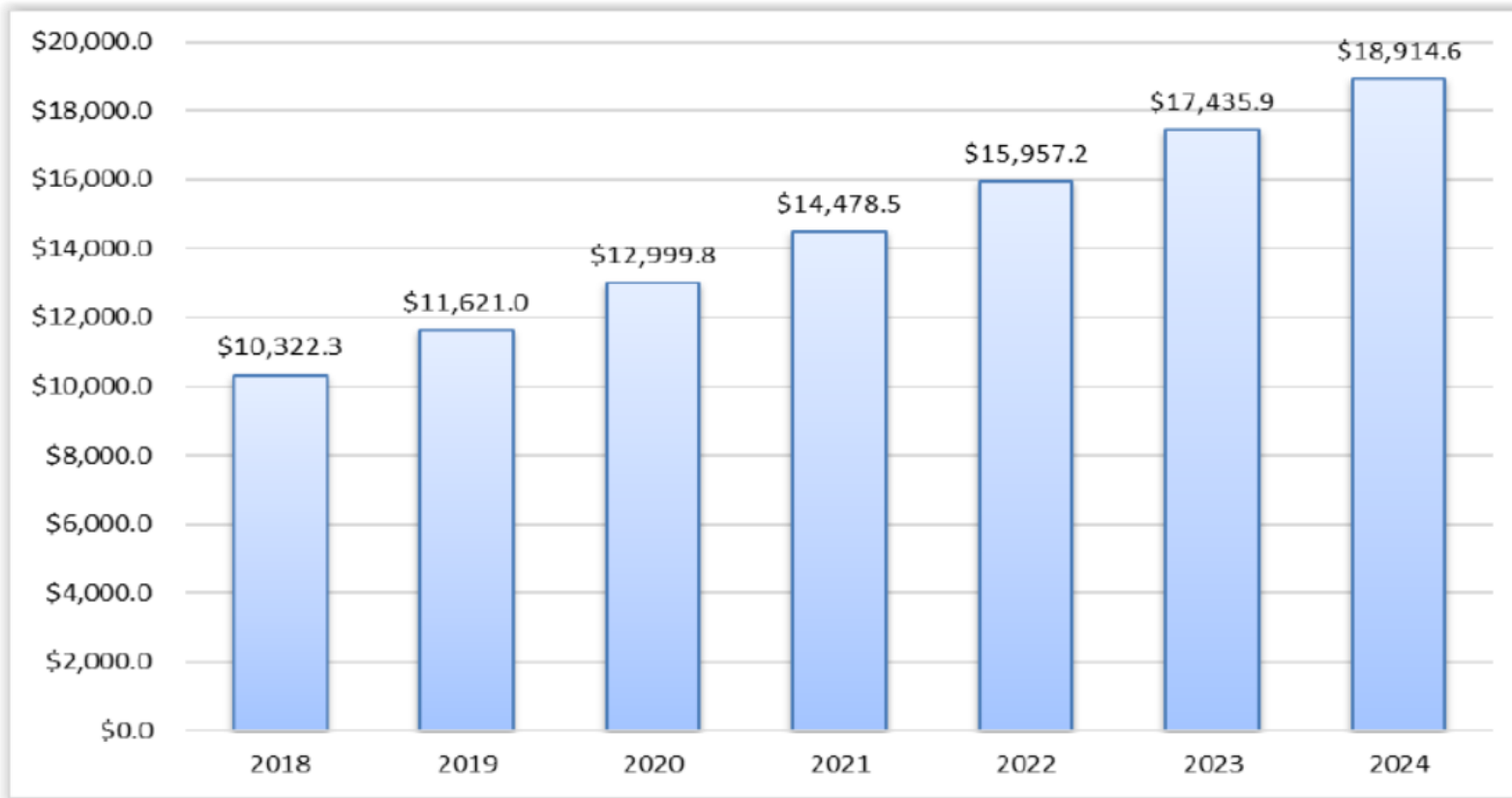
- Laser power increase + Cost reduction: Enhanced flexibility, productivity and quality standards in manufacturing processes
- New application verticals
- Building and construction



Laser marking:

- Products identification and traceability
- Minimal environmental impact

Medical Aesthetics: Market Overview (pre-Covid)



Source: Daniel Associates

Daniel Associates:
Medical aesthetics
market 2018 to 2023
10.23% CAGR

Key growth drivers:

- Aging population
- Desire to achieve and maintain youthful appearance
- Increase in healthcare spending
- Requirements for fast and minimally invasive surgical procedures

Medical Aesthetics: Market Overview

	2018	2024	Cagr
Facial Aesthetics Products	1.831	3.638	10,7%
Body Contouring Devices	1.708	3.172	10,3%
Cosmetic Implants	1.321	2.415	10,0%
Physician-dispensed cosmoceuticals and skin	1.104	1.903	10,2%
Skin Aesthetic Devices	938	1.762	10,2%
Physician-dispensed eyelash products	910	1.551	10,0%
Hair removal devices	783	1.432	10,0%
Tattoo removal devices	87	153	9,9%
Thread lift products	73	125	9,8%
Nail treatment laser devices	61	110	9,5%
	8.816	16.261	

Source: Daniel Associates



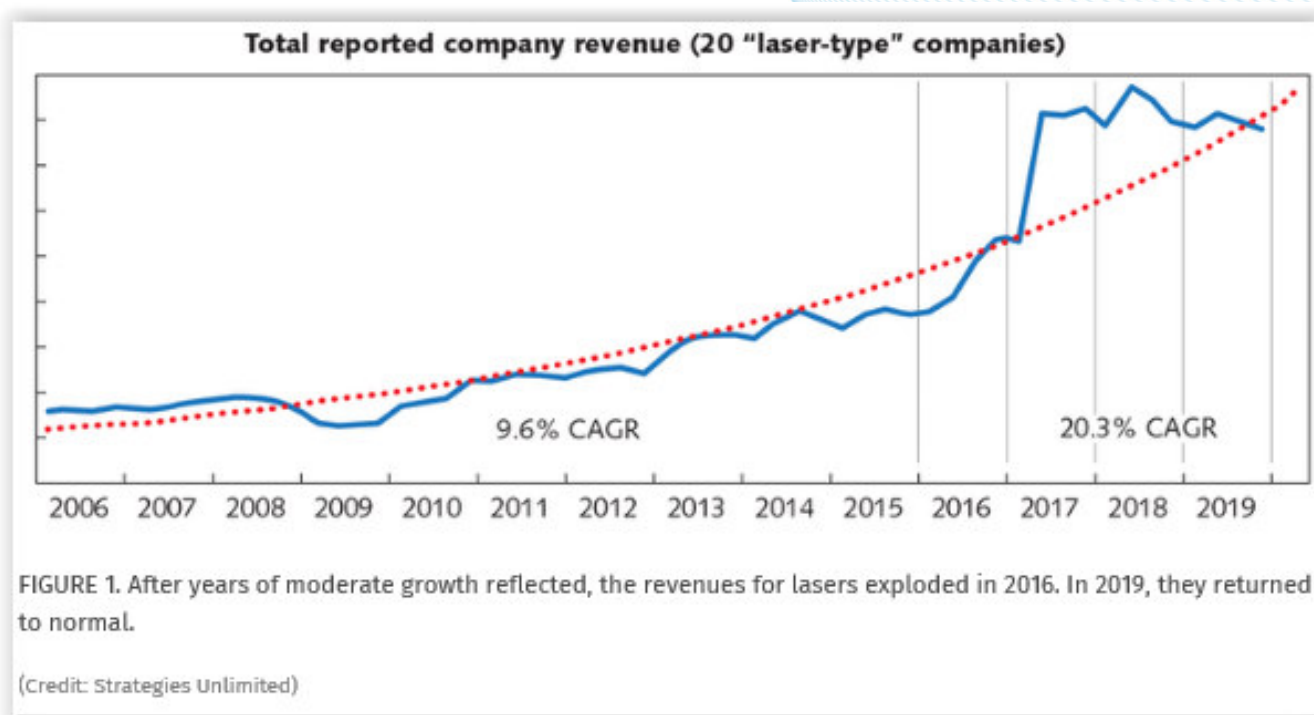
	2018	2024	Cagr
North America	3.147	5.689	9,9%
Europe	1.958	3.480	9,4%
Asia Pacific	2.343	4.635	11,6%
Middle East&Africa	822	1.492	9,8%
Latin America	547	965	9,4%
	8.816	16.261	

Industrial laser market

Laser systems increasingly adopted in high quality manufacturing for uniqueness, flexibility, environment friendliness, productivity

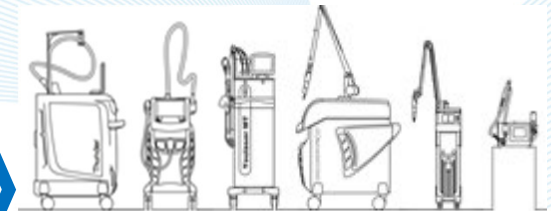
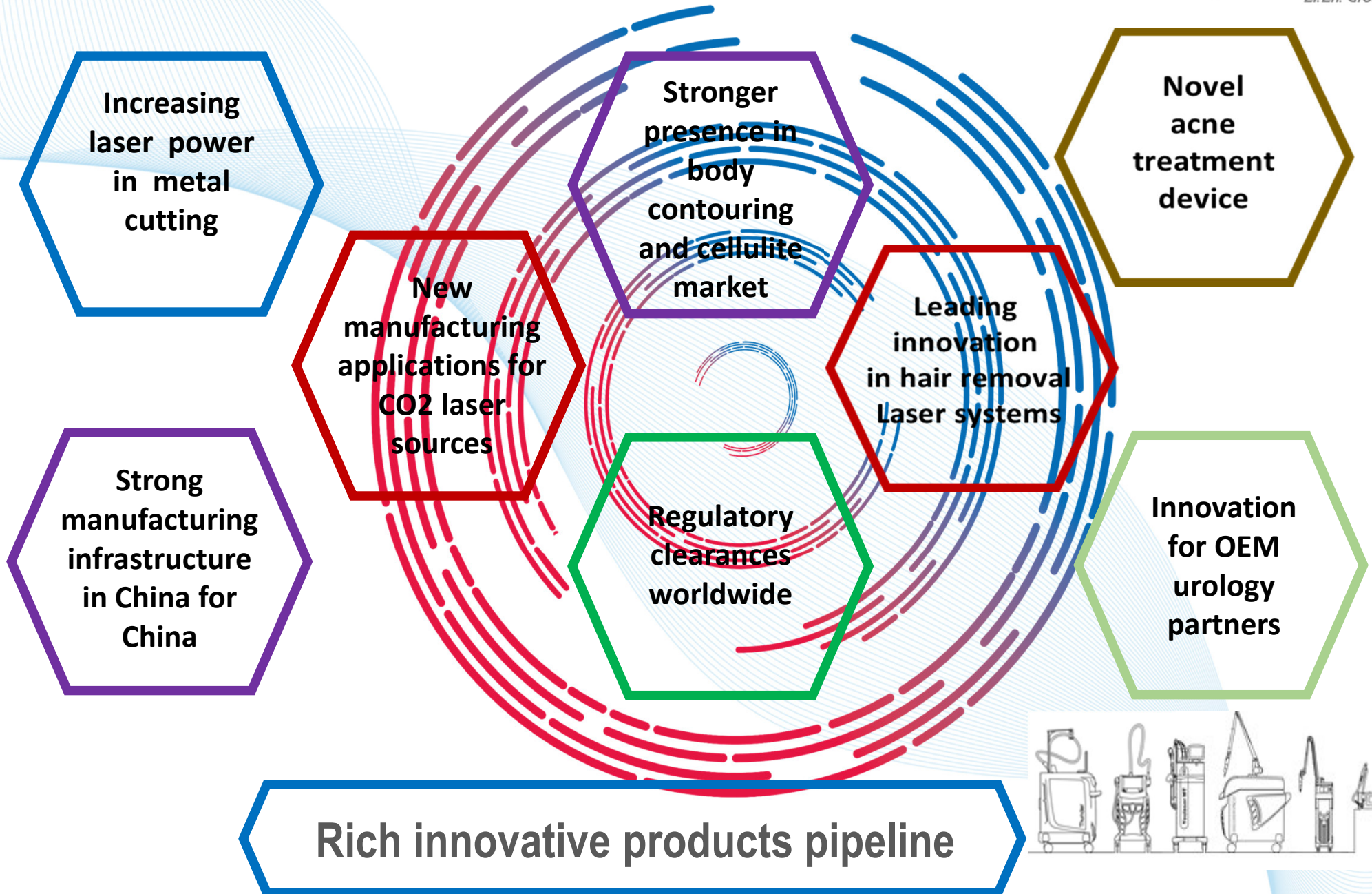
- Sheet metal cutting: technology breakthroughs leading to strong demand expansion
- Laser marking for identification: traceability as a quality standard

MARKET STUDIES:



ResearchAndMarkets's analysts forecast :
"The global industrial lasers systems market size was valued at \$20,120.2 million in 2018, and is projected to reach \$36,510.6 million by 2026, growing at a CAGR of 7.5% from 2019 to 2026"

Growth drivers



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

 **CUTLITE**
LASER SOLUTIONS

 **CUTLITE PENTA**

 **OT-LAS**

Innovation: products & applications

Expanded product portfolio for body contouring, cellulite treatments



New ONDA (microwaves)

Unique high end system for cellulite, localized adiposities, fat removal, submental treatments



Physiq, Delinea, B-Star

A family of unique combinations of superluminescent led matrices with Tens and EMS



Schwarzzy , B-Strong

High intensity magnetic fields for muscles stimulation



New Icoone Laser

Micro alveolar stimulation



Expanded product portfolio for epilation, skin firming



Again

Unique high end system for laser hair removal



Luxea

The ultimate multi application and multi technology platform



RED Touch

The system for neocollagenesis and tissue regeneration



Tattoo and Toning

Discovery Pico Derm
Designed for Asian skins



PicoStar

The most powerful picosecond laser in the marketplace

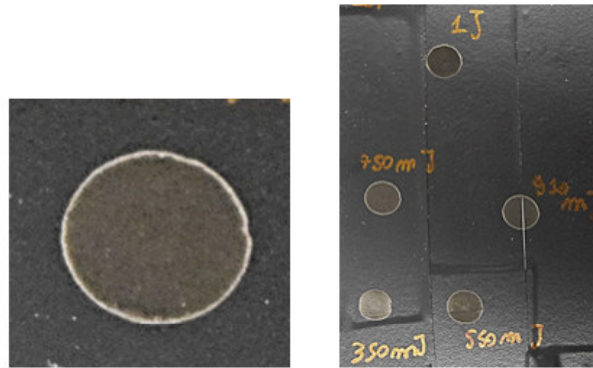


Chrome Station
Three wavelengths multi platform

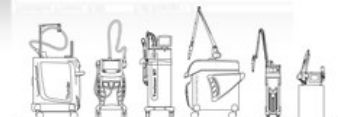
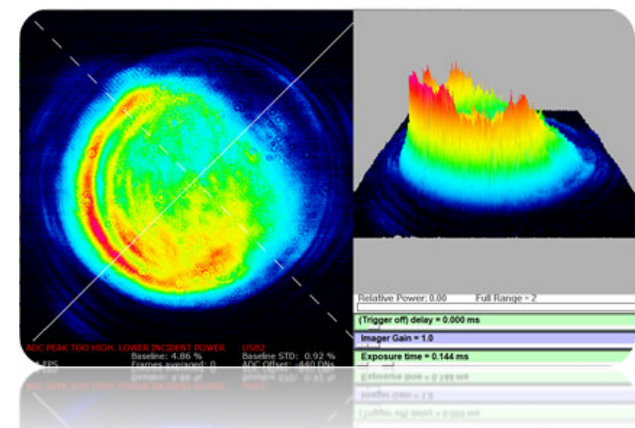
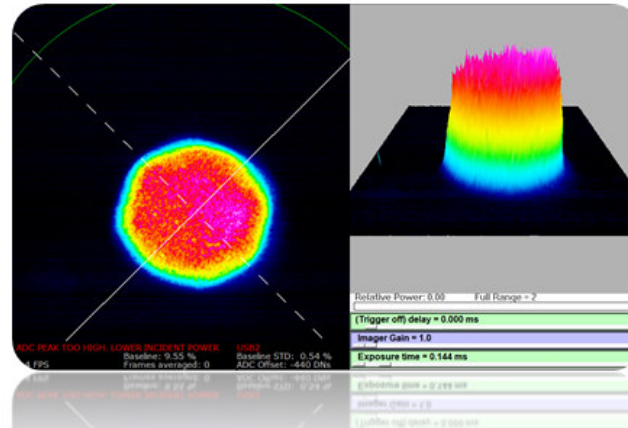
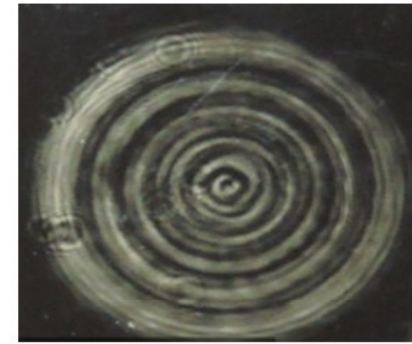


Tattoo and Toning

Chrome LASE-STATION



Competition



Italian market: launched in
September 2020



The Accure Advantage



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

New FIBER DUST

One of two worldwide players in high power medical fiber lasers



fiber
D U S T



New UHPTDL

Our novel disruptive technology for the most effective stones micro fragmentation

MiS (MLS Family)

For degenerative neuropathies

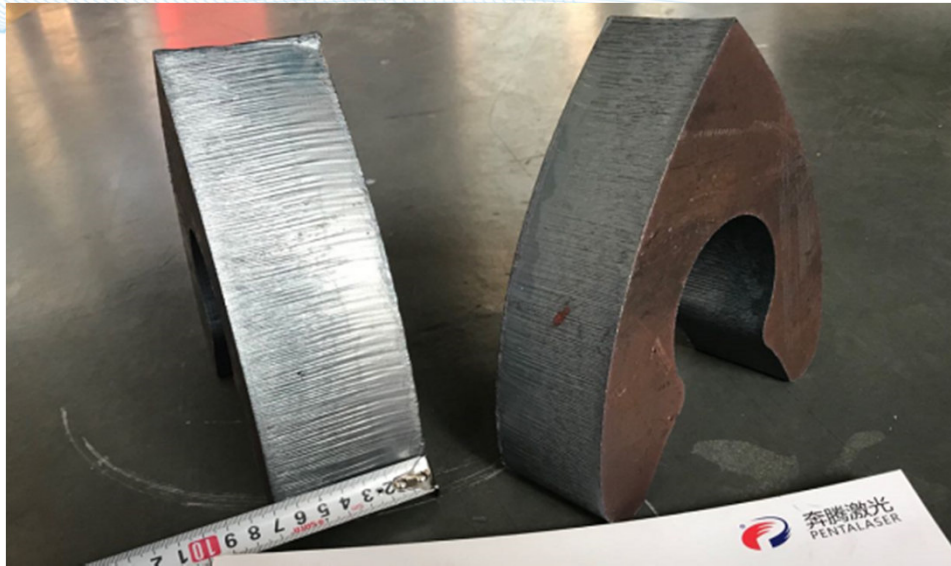


Industrial lasers systems

STEEL CUTTING

10 kW Average power in 2020 sales bookings

30 kW systems sold in 2020



A stylized world map in white and light blue, overlaid with a network of glowing blue lines and nodes, suggesting global connectivity and technology. The background is a gradient of light blue.

Financial Highlights

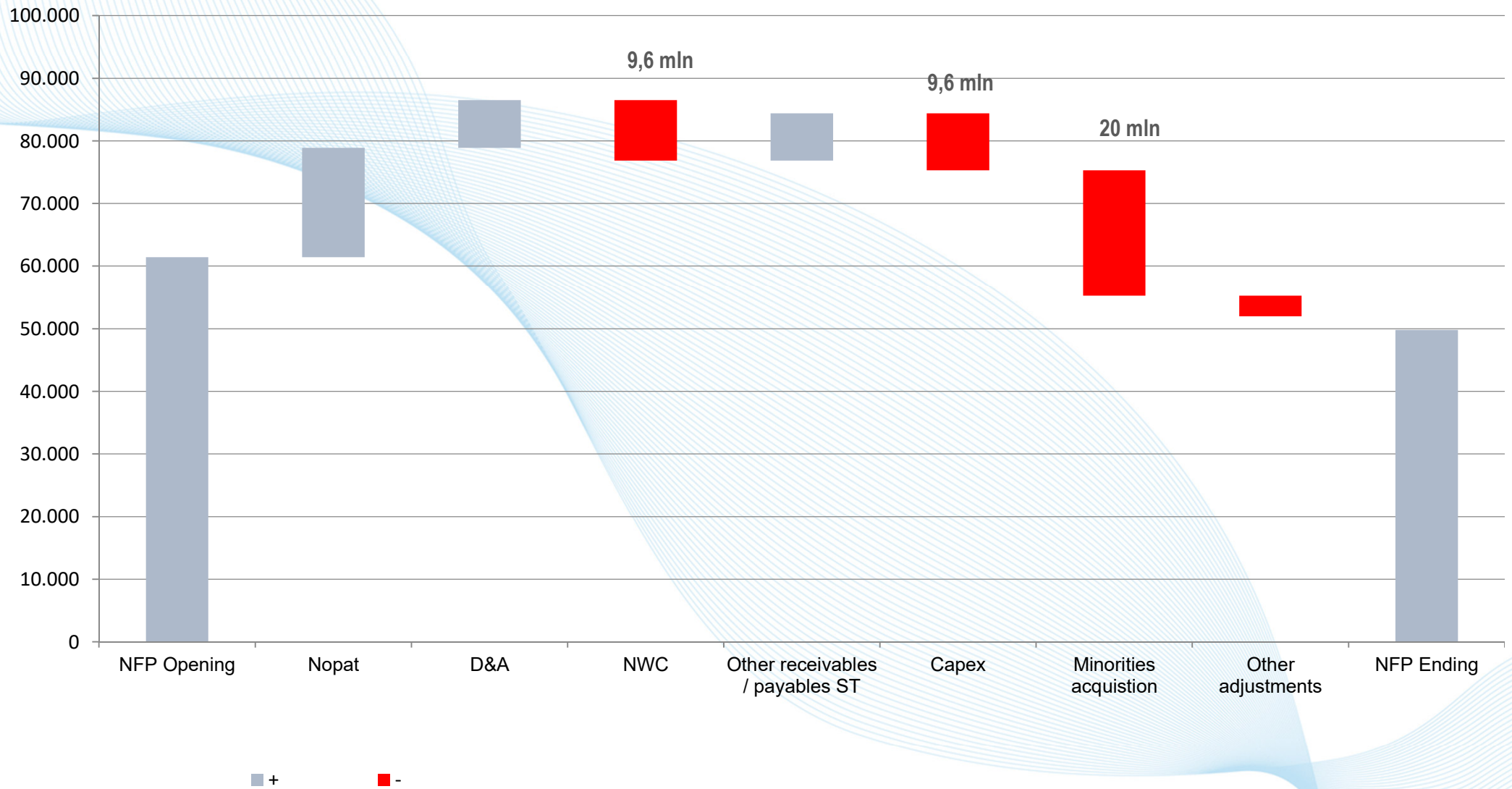
Income Statement 9M-2020



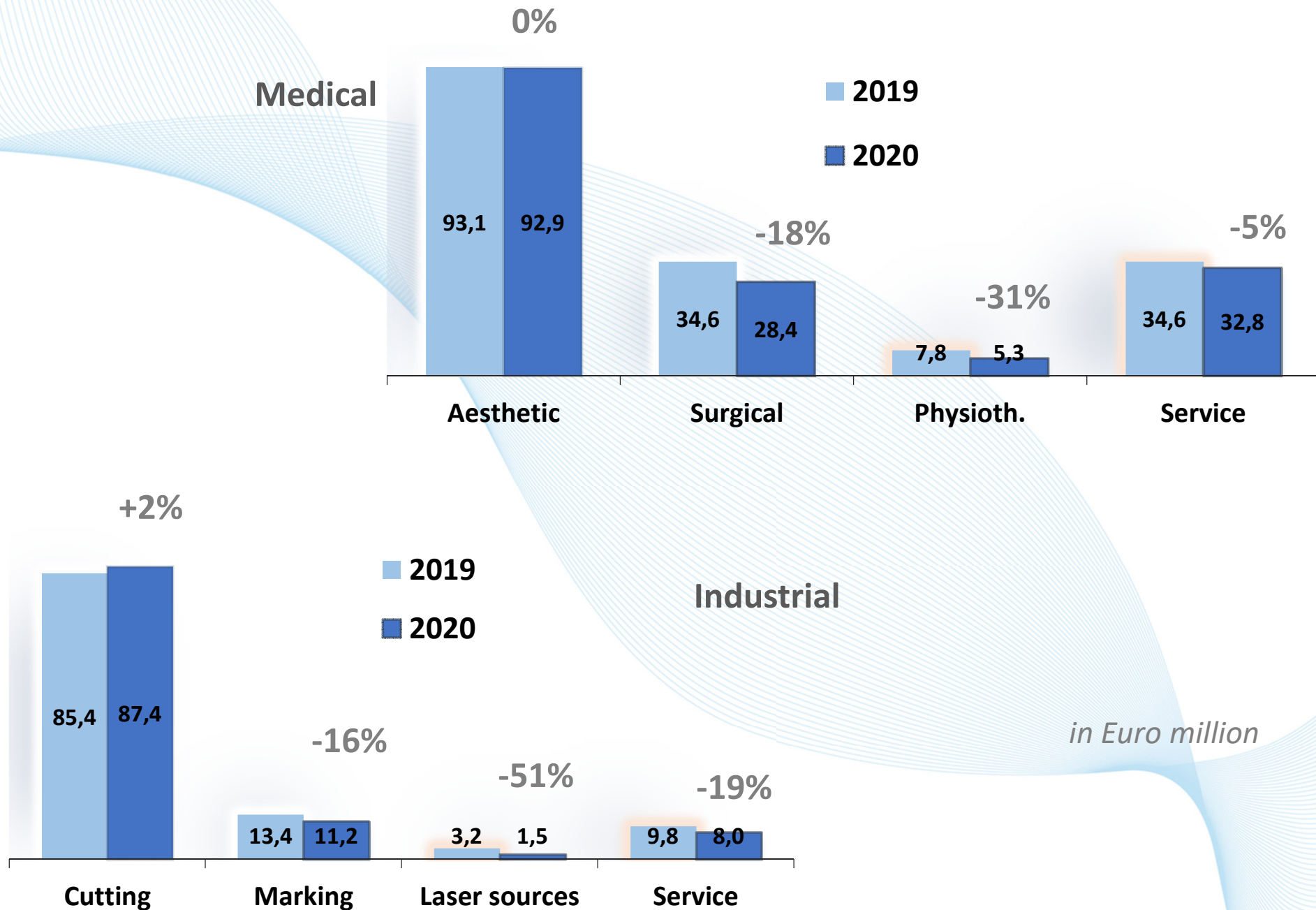
Euro '000	30/09/19 unaudited	%	30/09/20 unaudited	%	Var.%
Medical	170.761	60,4%	159.742	59,6%	-6,5%
Industrial	112.187	39,6%	108.425	40,4%	-3,4%
Total Revenues	282.948	100,0%	268.168	100,0%	-5,2%
Gross margin	111.145	39,3%	94.407	35,2%	-15,1%
EBITDA	32.616	11,5%	25.770	9,6%	-21,0%
EBIT	26.445	9,3%	18.135	6,8%	-31,4%
Pretax Income	27.621	9,8%	16.875	6,3%	-38,9%

	31/12/19	30/09/20 unaudited
Net financial position	61.419	49.805

Cash Flow



Revenue breakdown by business

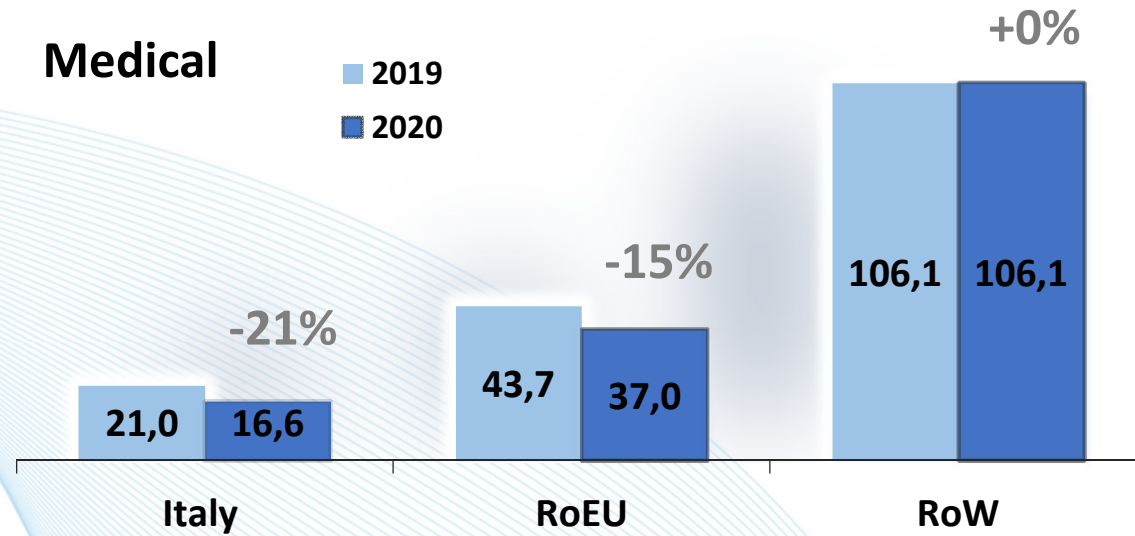


Revenue breakdown by area

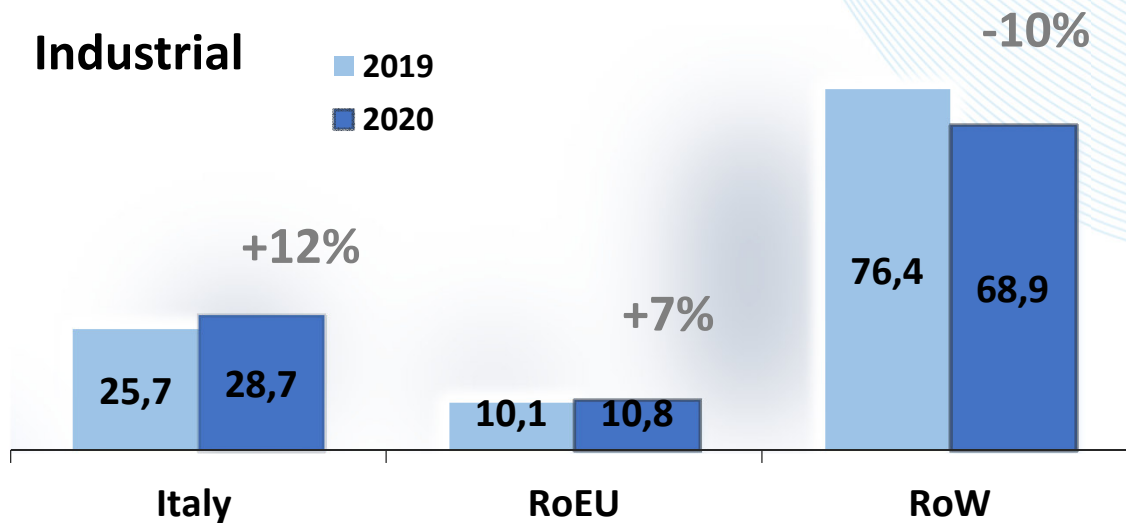


in Euro million

Medical



Industrial





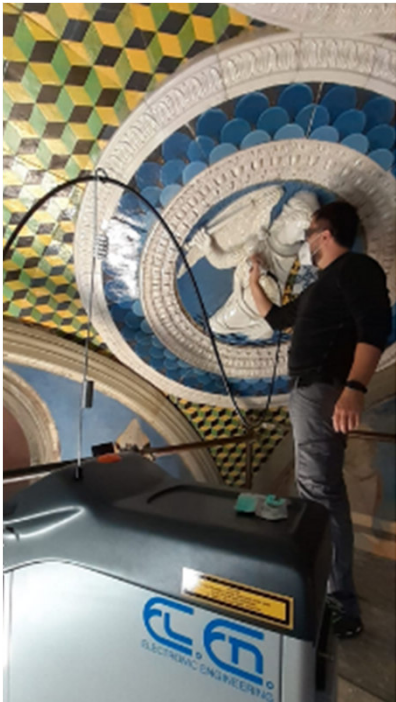
Current Outlook

2020 Guidance



Revenue decrease <10%

EBIT% FY20 > EBIT% H1 20





Multiples & Comparables

Multiples



Stockholder's Equity per share **11,8**

Price / Book Value Adj. **2,4**

EV /EBIT (90% EBIT) **22,3**

EV / Sales (90% Sales) **1,5**

El.En. Market Cap. **549,6 @ € 28,00**

Net financial position **49,8 @ 30/09/20**

Financial investments m/l term **15,1 @ 30/09/20**

Enterprise Value **484,7**

Comparables



Amounts in mln

Sept. 30th, 2020

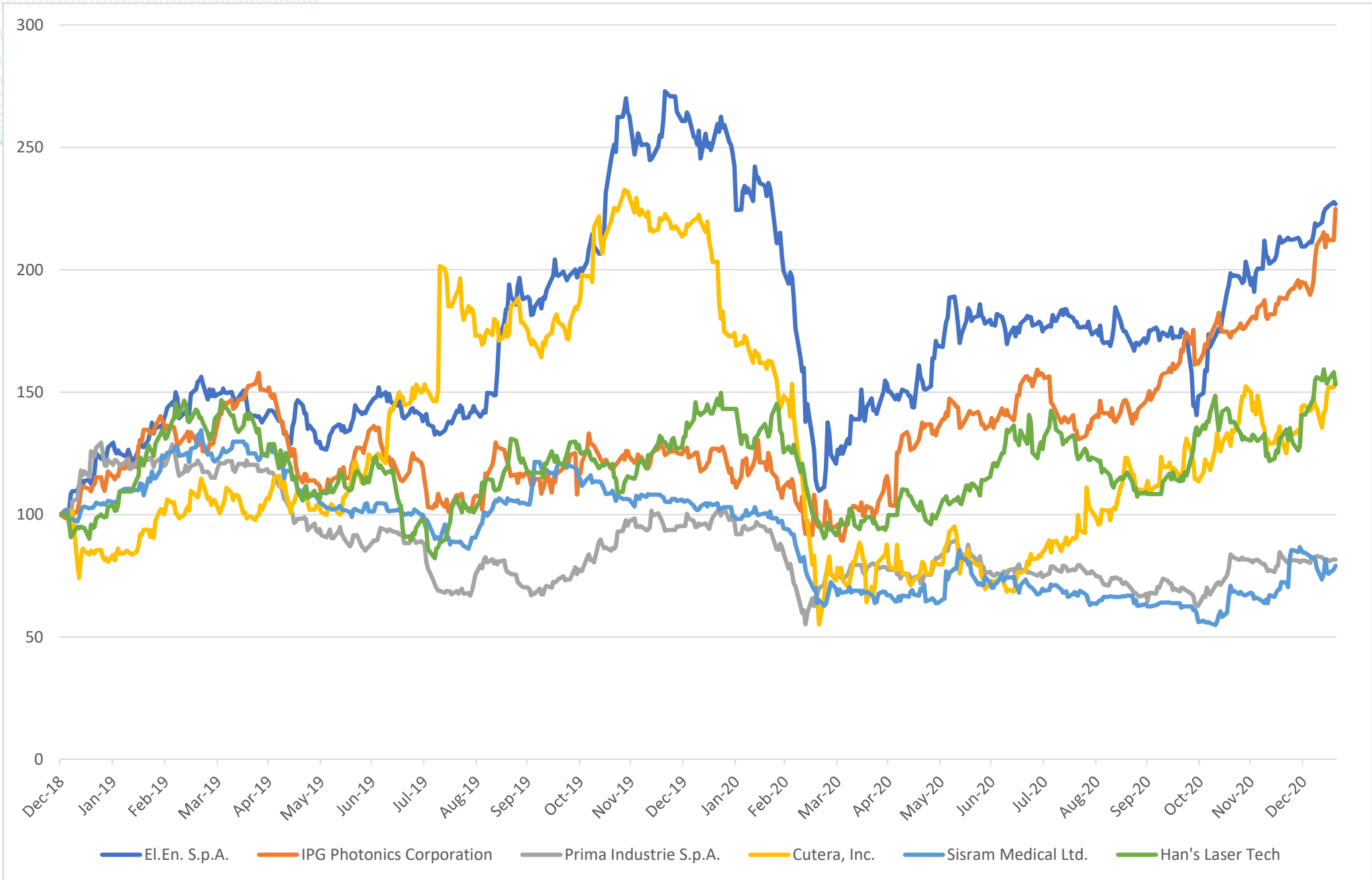
	Price	Revenue	Var.% Rev.	EBIT	EBIT %	MK.Cap.	EV	EV/Sales (*)	EV/EBIT (*)	P/Book Value
Medical/Aesthetic										
Cutera	\$25,80	\$98	-25%	\$(24)	-25%	\$449	\$432	3,3	n.a.	8,6
InMode	\$59,12	\$131	20%	\$37	29%	\$2.080	\$1.846	10,6	37,1	9,0
Venus	\$2,32	\$52	-34%	\$(58)	-111%	\$119	\$176	2,5	n.a.	3,3
Sisram Medical (2)	\$0,64	\$72	-16%	\$6	9%	\$281	\$191	1,3	14,9	0,9
Lutronic	€ 8,41	€ 56	-10%	€ 0	0%	€ 234	€ 213	2,9	n.a.	2,9
Industrial										
IPG Photonics Co.	\$252,60	\$864	-14%	\$133	15%	\$13.440	\$12.142	10,6	68,4	5,4
Prima Industrie	€ 14,00	€ 233	-24%	-€ 2	-1%	€ 147	€ 274	0,9	n.a.	0,9
Han's Laser	¥51,60	¥8.813	27%	¥894	10%	¥55.060	¥56.381	4,8	47,4	5,7
El.En. (1)	€ 28,00	€ 268	-5%	€ 18	7%	€ 550	€ 485	1,5	22,3	2,4

(1) EV and multiplies as for previous slide

(2) Sisram: data on June 30, 2020

(*) Revenue, Ebit and earnings annualized

Comparables



Contacts

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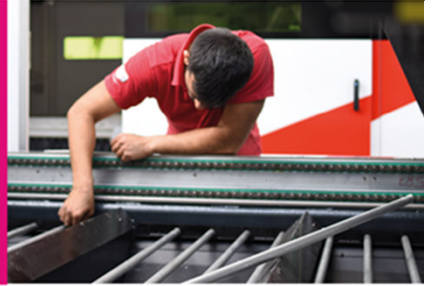
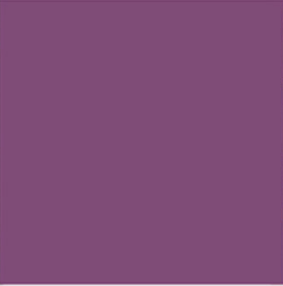
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Industrial and Medical Laser Solutions

