

# We laser your world



## CONFERENCE CALL

Q1 2017  
FINANCIAL RESULTS

May 17<sup>th</sup> , 2017

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# 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.



# 2017 Highlights



Euro Million

P&L - Main Financial Data	31/03/2016	%	31/03/2017	%	Var.%
<b>Revenues</b>	55.231	100,0%	65.107	100,0%	17,9%
<b>EBITDA</b>	7.669	13,9%	6.539	10,0%	-14,7%
<b>EBIT</b>	6.721	12,2%	5.532	8,5%	-17,7%

Revenues	31/03/2016	%	31/03/2017	%	Var.%
<b>Medical</b>	38.139	69,1%	39.053	60,0%	2,4%
<b>Industrial</b>	17.092	30,9%	26.055	40,0%	52,4%

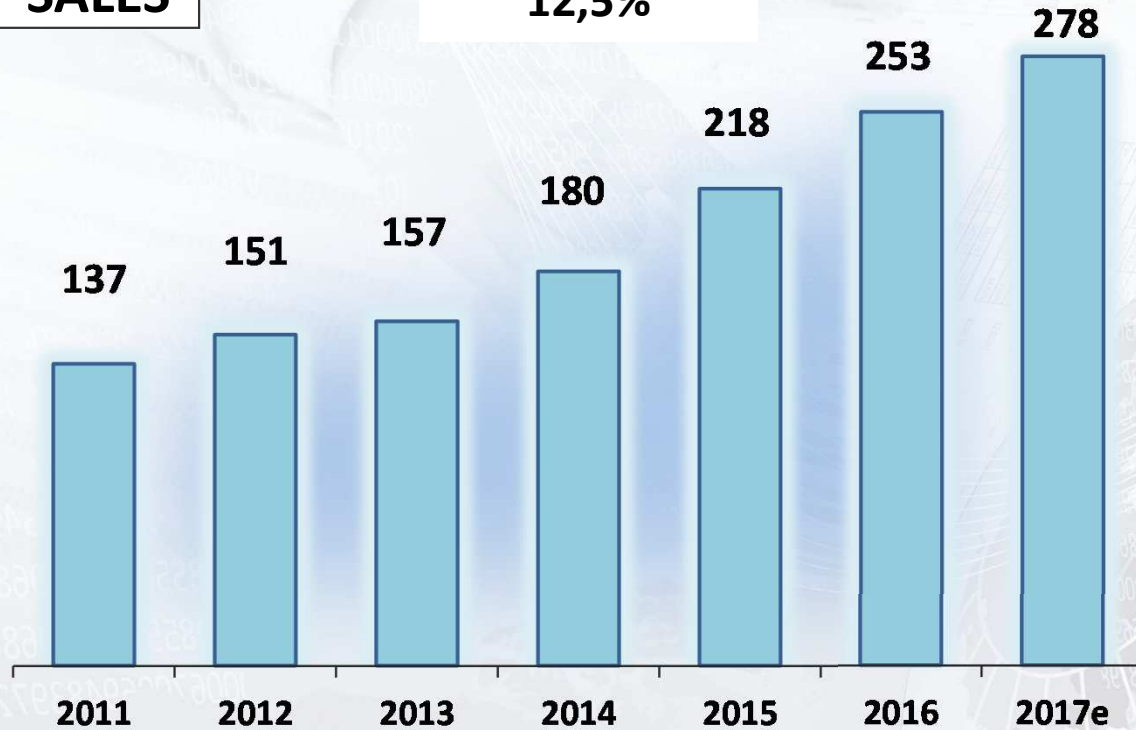


# Consolidated Revenues and EBIT

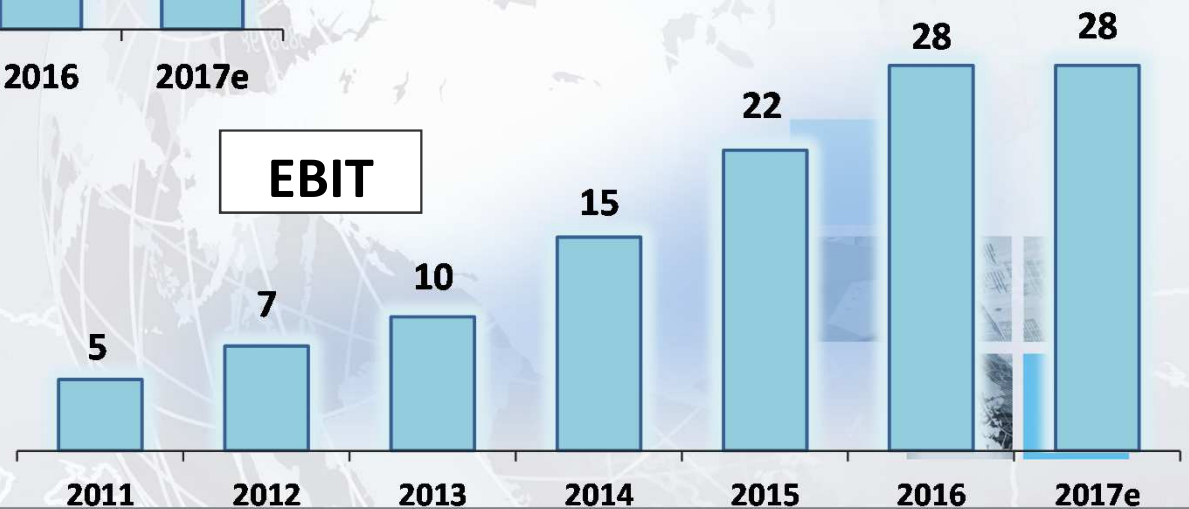


## SALES

CAGR 11-17:  
12,5%



CAGR 11-17:  
32,5%



## EBIT



# Q1 - 2017 Financial Results



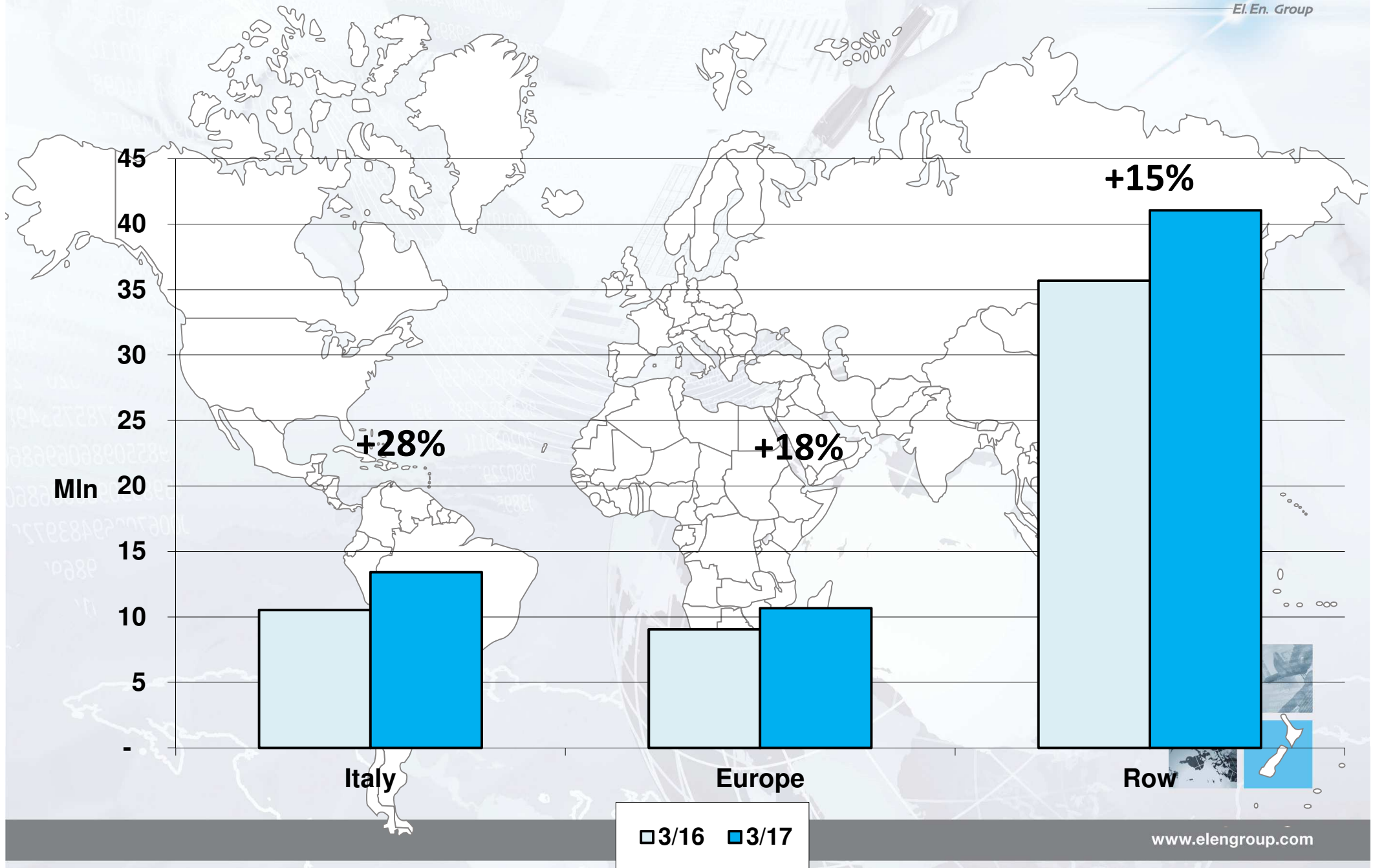
# Consolidated P&L



Euro/000	31/03/2016 unaudited	%	31/03/2017 unaudited	%	Var.%
Revenues	55.231	100,0%	65.107	100,0%	17,9%
<b>Gross margin</b>	<b>25.400</b>	<b>46,0%</b>	<b>26.923</b>	<b>41,4%</b>	<b>6,0%</b>
Operating Expenses	7.296	13,2%	8.122	12,5%	11,3%
Staff expenses	10.434	18,9%	12.261	18,8%	17,5%
<b>EBITDA</b>	<b>7.669</b>	<b>13,9%</b>	<b>6.539</b>	<b>10,0%</b>	<b>-14,7%</b>
Depr., amort., accruals	949	1,7%	1.008	1,5%	6,3%
<b>EBIT</b>	<b>6.721</b>	<b>12,2%</b>	<b>5.532</b>	<b>8,5%</b>	<b>-17,7%</b>
Net financ.income(charges)	(811)	-1,5%	(345)	-0,5%	-57,5%
Other income (expense) net	(96)	-0,2%	(17)	0,0%	-82,3%
<b>EBT</b>	<b>5.813</b>	<b>10,5%</b>	<b>5.170</b>	<b>7,9%</b>	<b>-11,1%</b>

	31/12/2016	31/03/2017
<b>Net financial position</b>	<b>82.784</b>	<b>79.172</b>

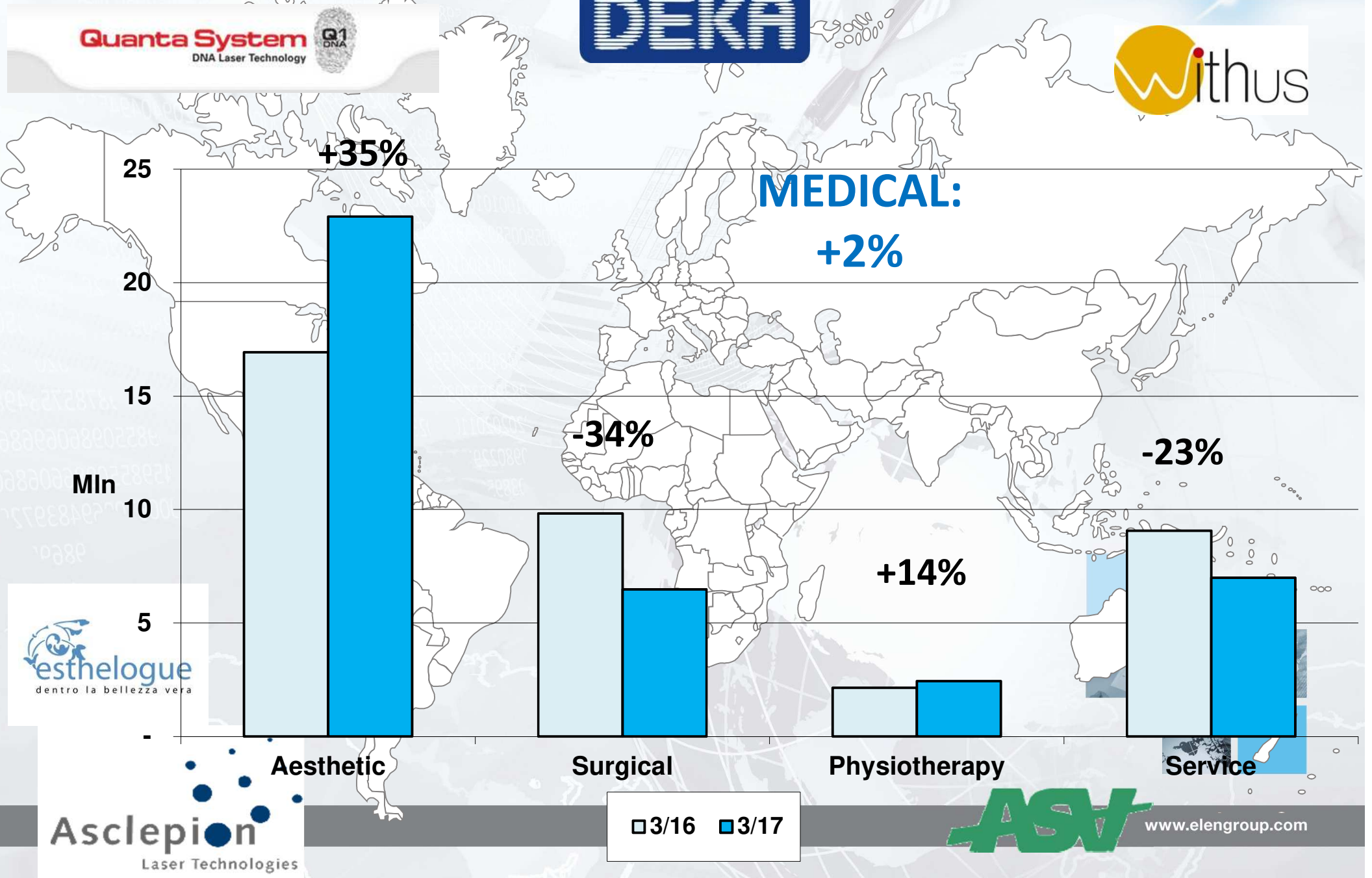
# Breakdown by Area



# Medical Lasers Business



**Quanta System**  
DNA Laser Technology

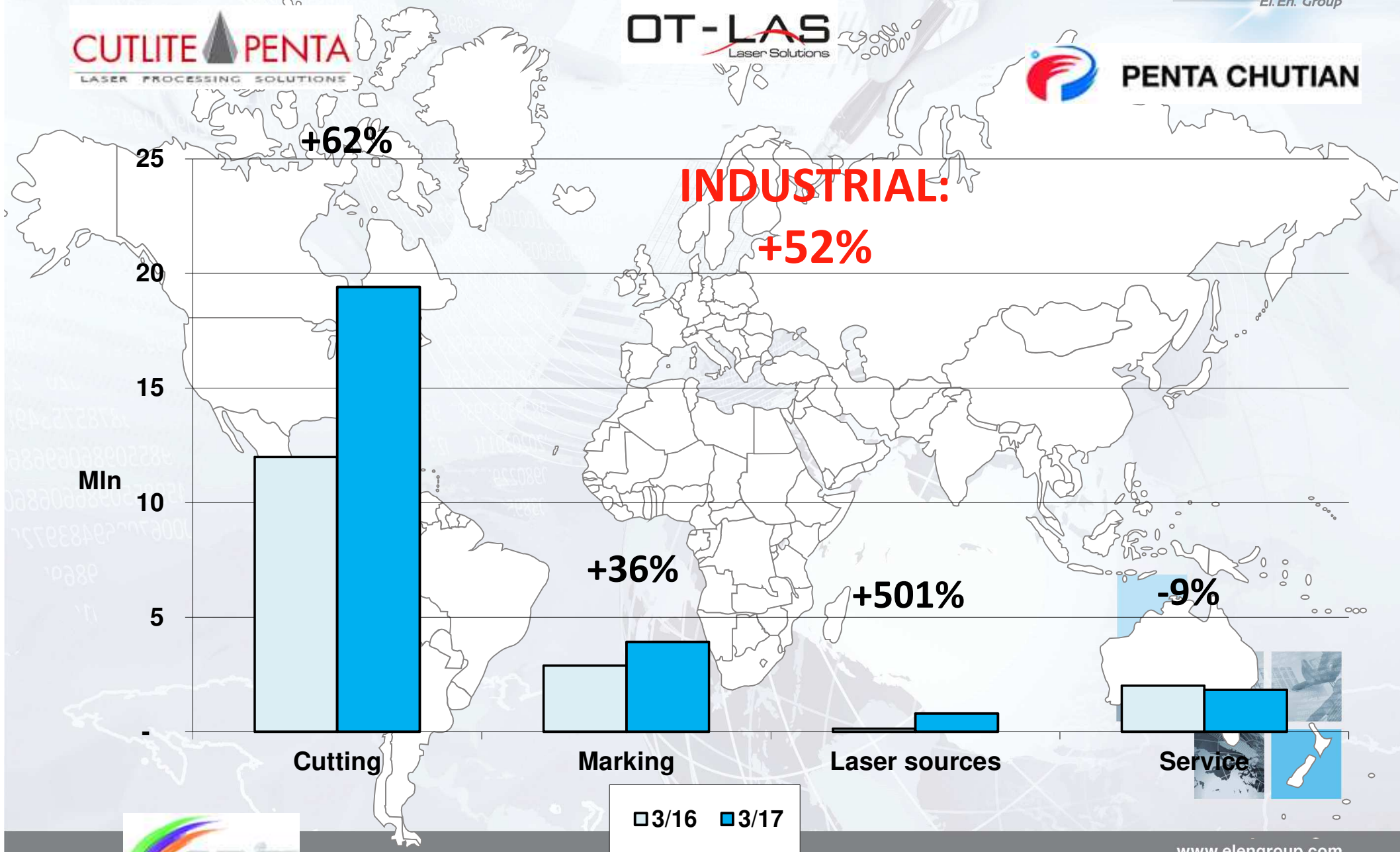




# Industrial Lasers Business



PENTA CHUTIAN



# DIVIDEND



**0,40 per share**



# 2017 Guidance

**Sales**

**2016**

**+10%**

**EBIT**

**2016**

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