

# CONFERENCE CALL

## Q3 2018 FINANCIAL RESULTS



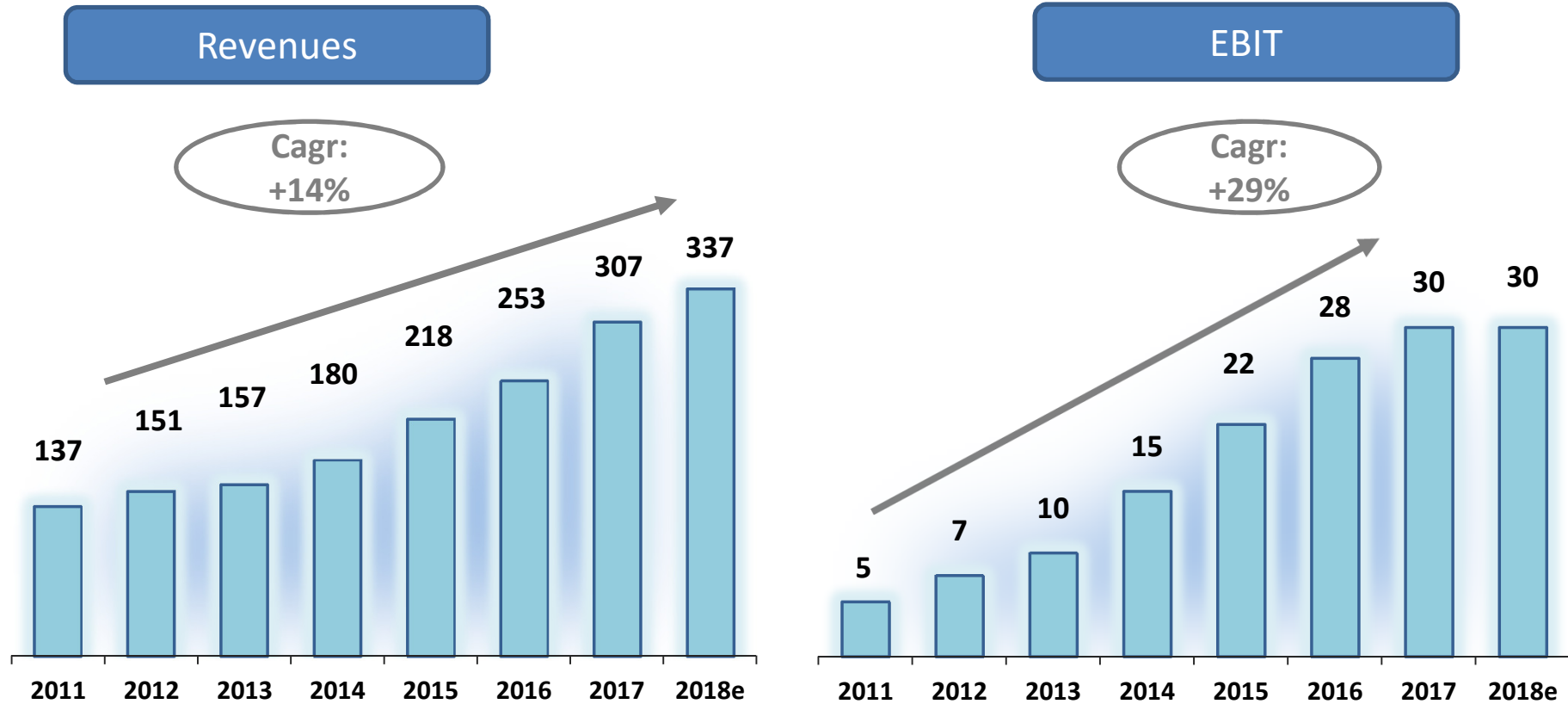
Industrial and Medical Laser Solutions

*Nov. 15th, 2018*

# 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.*

# A PATH OF GROWTH



*in Euro million*

# 2018 HIGHLIGHTS

Euro '000

P&L - Main Financial Data	30/09/17 unaudited	%	30/09/18 unaudited	%	Var.%
Revenues	218.412		243.437		11,5%
EBIT	22.160	10,1%	20.007	8,2%	-9,7%

Revenues	30/09/17	%	30/09/18	%	Var.%
Medical	124.007	56,8%	138.837	57,0%	12,0%
Industrial	94.405	43,2%	104.600	43,0%	10,8%



# Financial Highlights

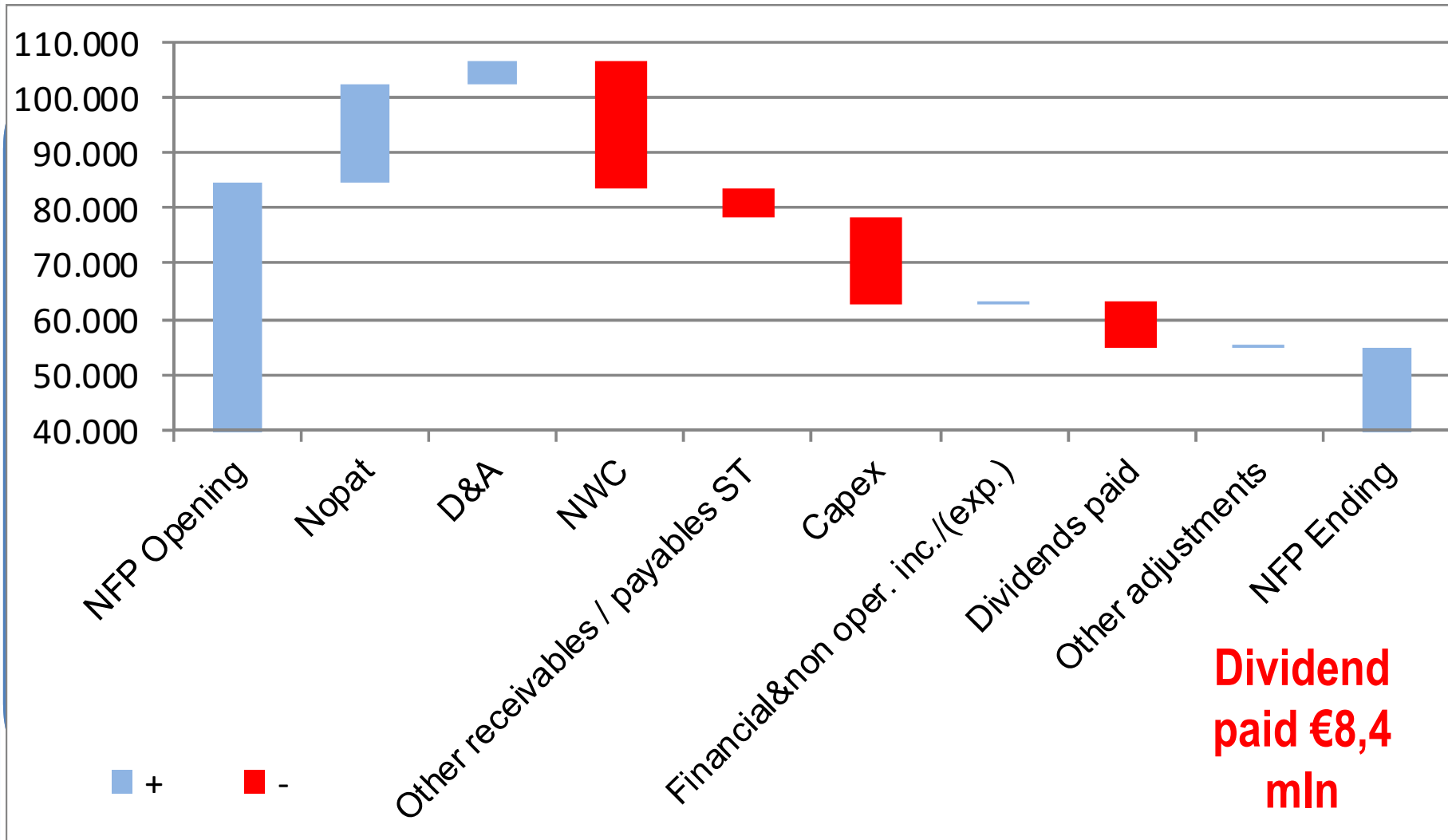
# INCOME STATEMENT 9M, 2018

Euro '000	30/09/17	%	30/09/18	%	Var.%
	unaudited		unaudited		
Revenues	218.412	100,0%	243.437	100,0%	11,5%
<b>Gross margin</b>	<b>90.899</b>	<b>41,6%</b>	<b>96.306</b>	<b>39,6%</b>	<b>5,9%</b>
Operating Expenses	25.887	11,9%	30.418	12,5%	17,5%
Staff expenses	38.464	17,6%	41.852	17,2%	8,8%
<b>EBITDA</b>	<b>26.548</b>	<b>12,2%</b>	<b>24.036</b>	<b>9,9%</b>	<b>-9,5%</b>
Depr., amort., accruals	4.387	2,0%	4.029	1,7%	-8,2%
<b>EBIT</b>	<b>22.160</b>	<b>10,1%</b>	<b>20.007</b>	<b>8,2%</b>	<b>-9,7%</b>
Net financ.income(charges)	(3.041)	-1,4%	522	0,2%	
Other income (expense) net	(11)	0,0%	(621)	-0,3%	5533,3%
<b>EBT</b>	<b>19.108</b>	<b>8,7%</b>	<b>19.908</b>	<b>8,2%</b>	<b>4,2%</b>
	31/12/17		30/09/18		
			unaudited		
<b>Net financial position</b>	<b>84.506</b>		<b>54.810</b>		

# INCOME STATEMENT Q3, 2018

Euro '000	Q3-2017 unaudited	%	Q3-2018 unaudited	%	Var.%
Revenues	75.535	100,0%	82.800	100,0%	9,6%
<b>Gross margin</b>	<b>31.390</b>	<b>41,6%</b>	<b>31.605</b>	<b>38,2%</b>	<b>0,7%</b>
Operating Expenses	7.910	10,5%	9.175	11,1%	16,0%
Staff expenses	12.402	16,4%	13.743	16,6%	10,8%
<b>EBITDA</b>	<b>11.078</b>	<b>14,7%</b>	<b>8.687</b>	<b>10,5%</b>	<b>-21,6%</b>
Depr., amort., accruals	2.052	2,7%	1.411	1,7%	-31,3%
<b>EBIT</b>	<b>9.026</b>	<b>11,9%</b>	<b>7.276</b>	<b>8,8%</b>	<b>-19,4%</b>
Net financ.income(charges)	(837)	-1,1%	48	0,1%	
Other income (expense) net	38	0,1%	(506)	-0,6%	
<b>EBT</b>	<b>8.227</b>	<b>10,9%</b>	<b>6.818</b>	<b>8,2%</b>	<b>-17,1%</b>

# CASH FLOW 9M, 2018

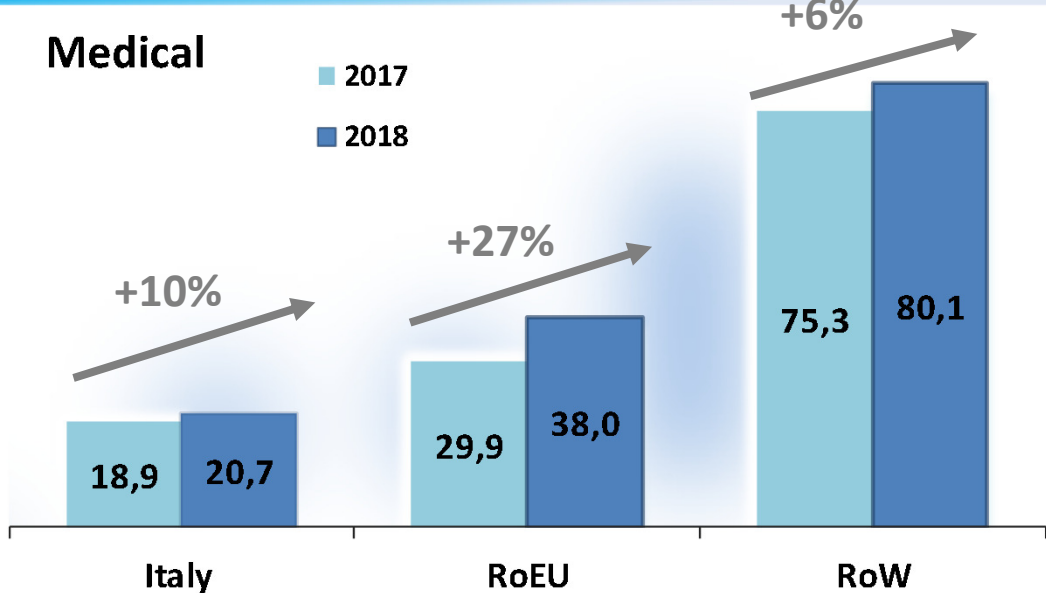




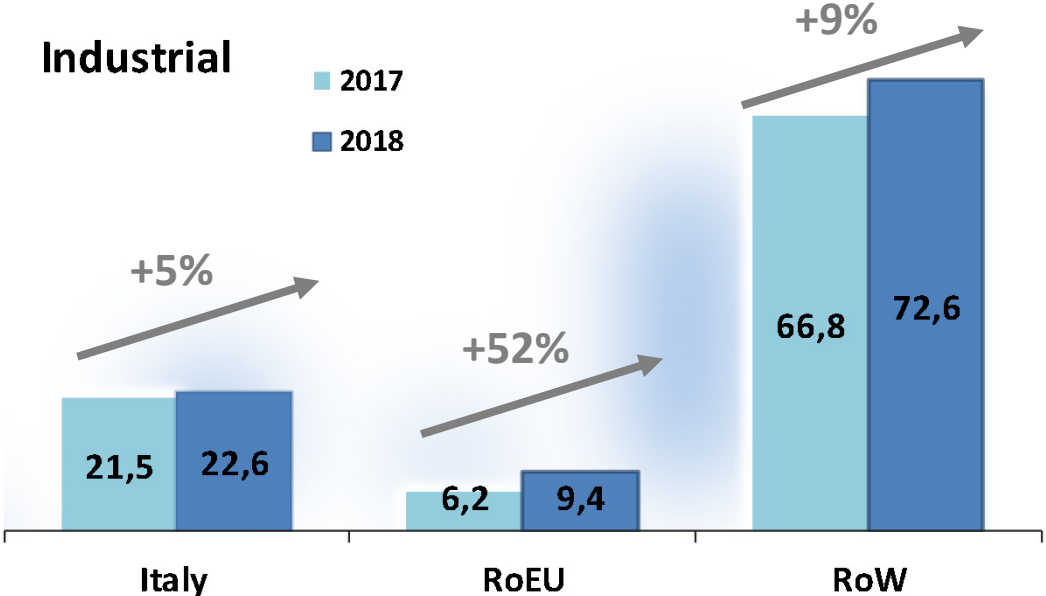
# REVENUE BREAKDOWN BY AREA 9M-2018

*in Euro million*

## Medical

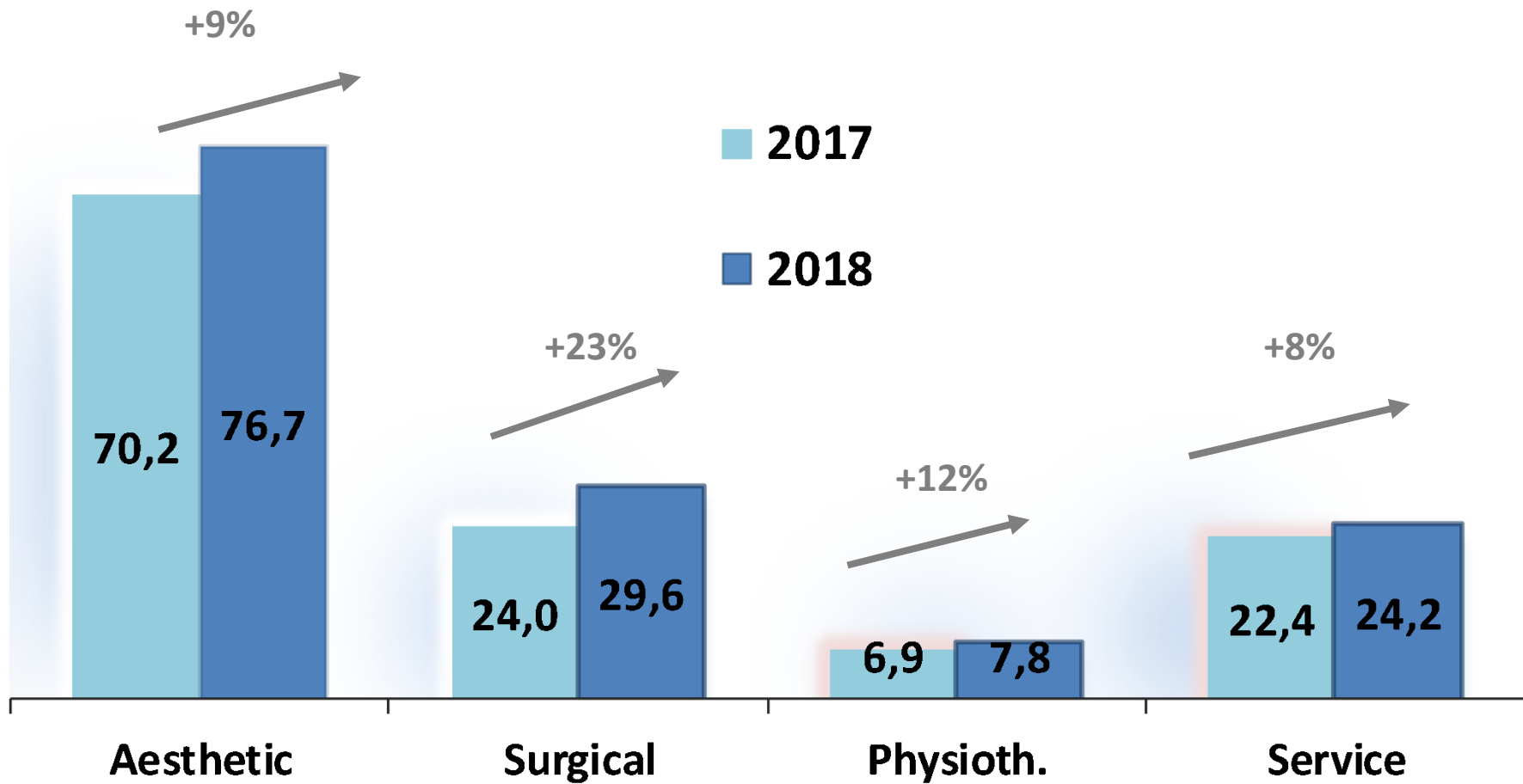


## Industrial



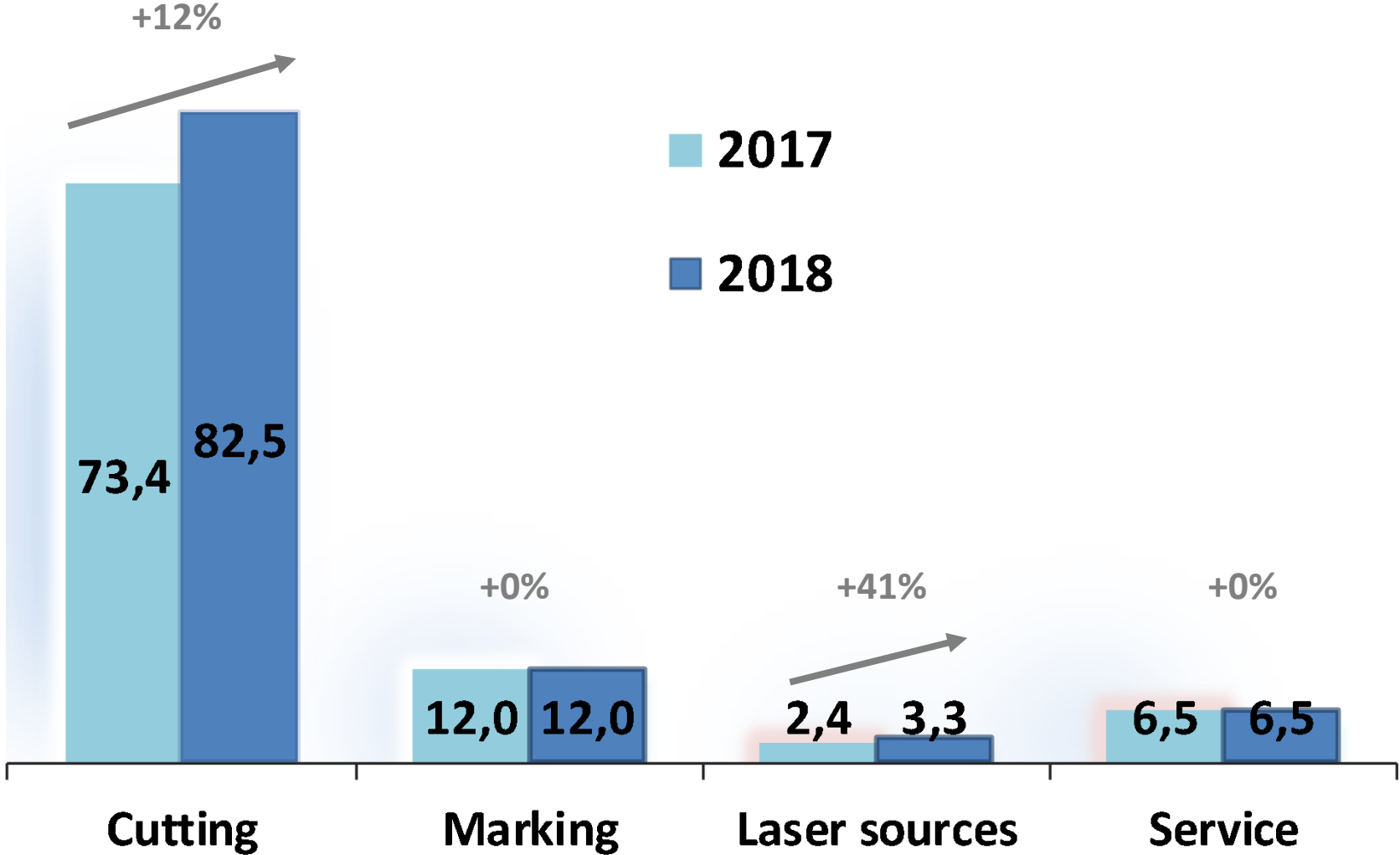
# MEDICAL REVENUE BREAKDOWN 9M-2018

*in Euro million*



# INDUSTRIAL REVENUE BREAKDOWN 9M-2018

*in Euro million*



# Guidance

**2018 vs 2017:**

**Revenue:  $\geq +10\%$**

**EBIT 18  $\geq$  EBIT 17**



# CONTACTS

## El.En. SPA

Enrico ROMAGNOLI  
*Investor Relations Manager*  
tel. +39 055-8826807  
E-mail: [finance@elen.it](mailto:finance@elen.it)

## POLYTEMS HIR

*Financial Communication, IR and Press Office*  
Bianca FERSINI MASTELLONI - [b.fersini@polytemshir.it](mailto:b.fersini@polytemshir.it) ;  
[s.marongiu@polytemshir.it](mailto:s.marongiu@polytemshir.it)  
Tel. +39 06-69923324