

COMPANY PRESENTATION



Intesa Sanpaolo
Italian Stock Market Opportunities 2020
Dec. 10th , 2020

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 world map in shades of blue and white, overlaid with a network of white lines and dots representing global connectivity. The map is centered on the Atlantic Ocean. The background features abstract geometric shapes in various shades of blue and white.

AGENDA

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



Overview

Overview

A Primary Player Providing Medical, Industrial and Conservation Laser Solutions Worldwide



Hi-Tech company

Hi-Tech industrial group providing laser solutions with proprietary technologies and know how developed over 35 years

Listed on Milan's Stock Exchange Star segment since year 2000



Global Group

Over 20 companies active worldwide on several laser application segments and markets



Among the Worldwide leaders

Progressively widening its worldwide presence achieving continuous growth over the years

Over 50,000 laser sources sold and 5% of revenue invested in R&D

Over 125 patents

Over 115 R&D specialists



Our History

80s

Production of CO₂ lasers for dermatology, surgery and therapy

1981

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

1990 - 1993

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



2000

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

2002

Acquisition of **Cynosure Inc.**

2003

Acquisition of **Asclepion GmbH**

2004

Acquisition of **Quanta System**

2005

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

Cynosure Inc. listed on the Nasdaq

2007

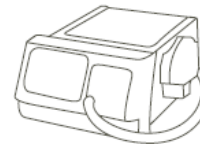
Incorporation of chinese JV
Wuhan Penta Chutian Co. Ltd

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

Acquisition of **With Us**

2009

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



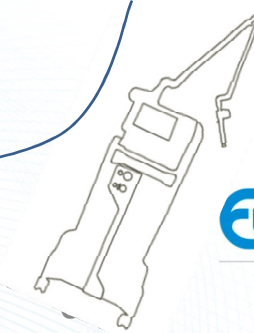
2013

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

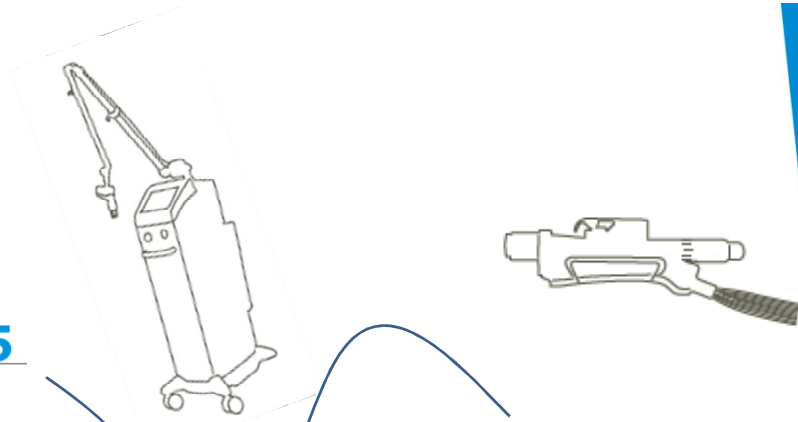
2016

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

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



El.En.
El.En. Group



El.En. Worldwide

 **8 COUNTRIES**
IN THE WORLD

 **12 MANUFACTURING**
SITES

 **6 RESEARCH**
AND
DEVELOPMENT
CENTERS

 **20**
SUBSIDIARIES
COMPANIES

1.498
PEOPLE

26%
ARE
UNDER 30

+130
GROWTH IN NUMBER
OF EMPLOYEES IN 2019

653
REST OF
THE WORLD

44%

680
ITALY

45%

165
REST OF
EUROPE

11%

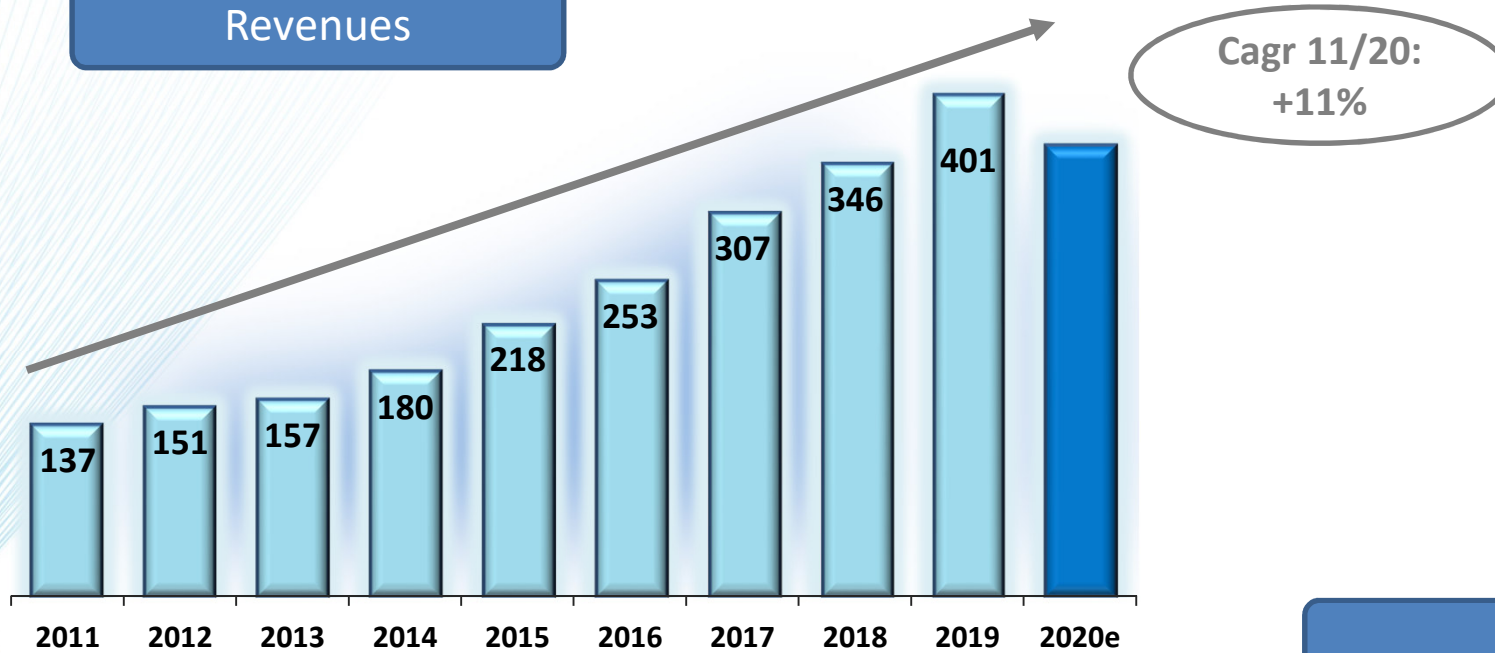
In 2019 El.En. was **ranked second** among corporations listed on the stock market in the **Integrated Governance Index** presented on June 13th at the ESG Business Conference.

This index was drawn up by ETICNews and Top Legal with the scientific support of numerous associations in the sector and measures **the adoption of ESG** (Environmental, Social, and Governance) **topics in the company strategy.**

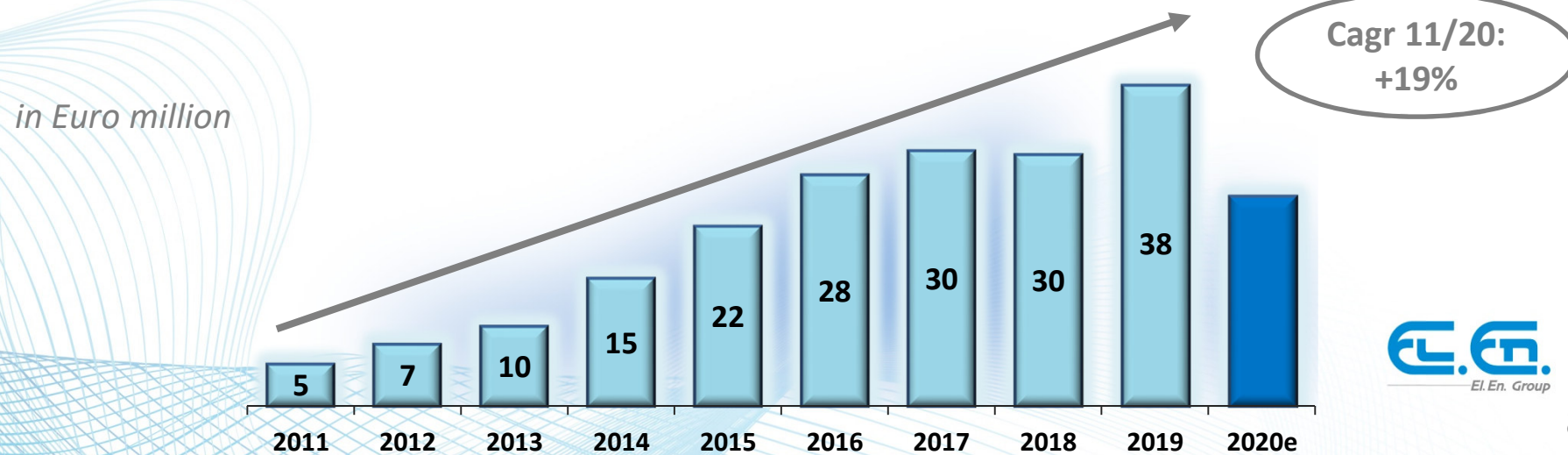


Growth history

Revenues



EBIT



The background features a complex geometric pattern of overlapping triangles and polygons in various shades of blue (from light to dark) and white. The pattern is most dense on the left side and fades into a lighter blue gradient towards the right. A solid light blue horizontal bar is positioned in the lower third of the image, containing the text.

Markets and Growth drivers

Long term market trends

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:

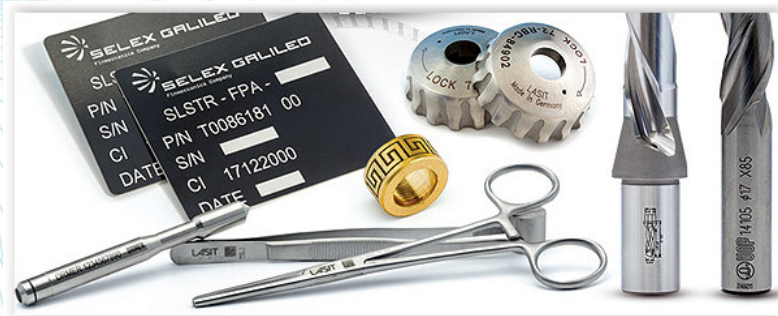
- Painless procedures
- Reduced side effects and risks
- Hospitalization days reduction
- Savings by Private & National Health Systems
- Attractive ROI for surgical services providers



Long term market trends

Laser cutting applications:

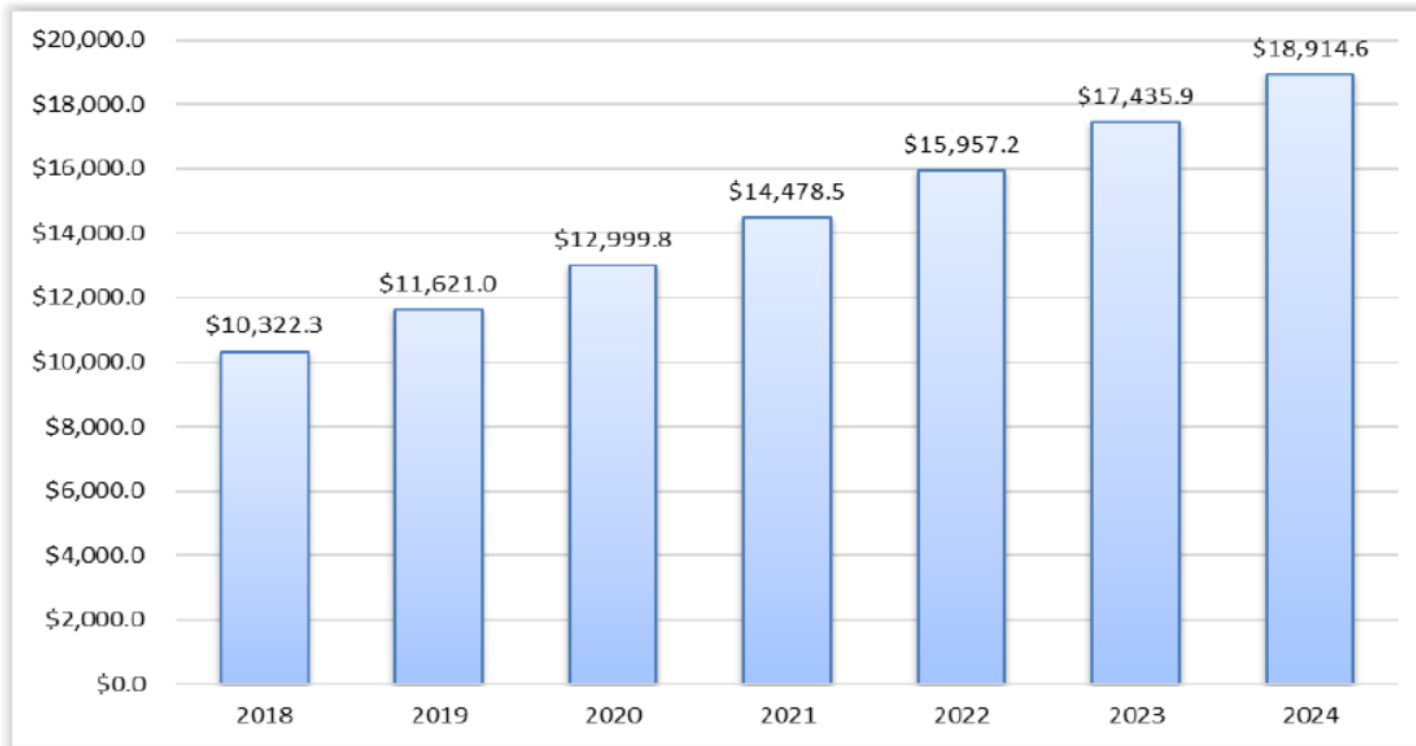
- Laser power increase + Cost reduction: Enhanced flexibility, productivity and quality standards in manufacturing processes
- New application verticals
- Building and construction
- Minimal environmental impact



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



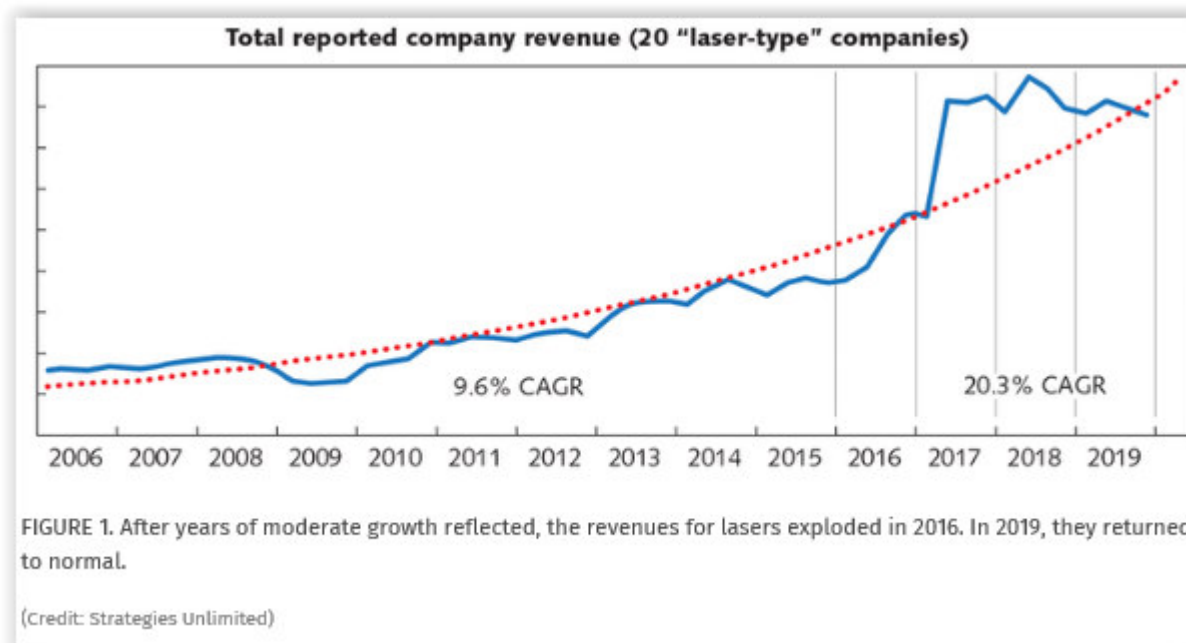
| | 2018 | 2024 | Cagr |
|--------------------|--------------|---------------|-------|
| North America | 3.147 | 5.689 | 9,9% |
| Europe | 1.958 | 3.480 | 9,4% |
| Asia Pacific | 2.343 | 4.635 | 11,6% |
| Middle East&Africa | 822 | 1.492 | 9,8% |
| Latin America | 547 | 965 | 9,4% |
| | 8.816 | 16.261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

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

Increasing laser power in metal cutting

Stronger presence in body contouring and cellulite market

Novel acne treatment device

New manufacturing applications for CO2 laser sources

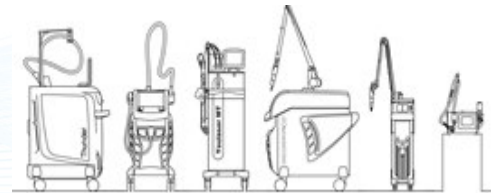
Leading innovation in hair removal Laser systems

Strong manufacturing infrastructure in China for China

Regulatory clearances worldwide

Innovation for OEM urology partners

Rich innovative products pipeline



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 TECHNOLOGIES

 **CUTLITE PENTA**

 **OT-LAS**

Innovation: Products & applications

Complete product portfolio for body contouring, cellulite treatments, skin firming

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 matrices with Tens and EMS



Schwarzy , B-Strong

High intensity magnetic fields for muscles stimulation



New Icoone Laser

Micro alveolar stimulation



RED TOUCH

Unique system for neocollagenesis and tiussue regeneration



Tattoo and Toning

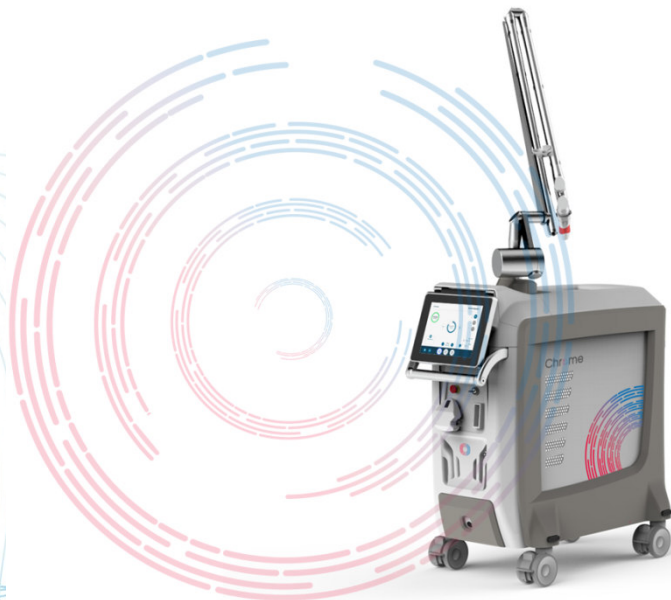
Discovery Pico Derm
Designed for asian skins



PicoStar
The most powerful picosecond laser in the marketplace



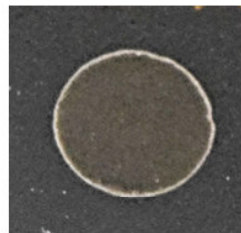
Chrome Station
Three wavelengths
multi platform



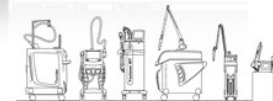
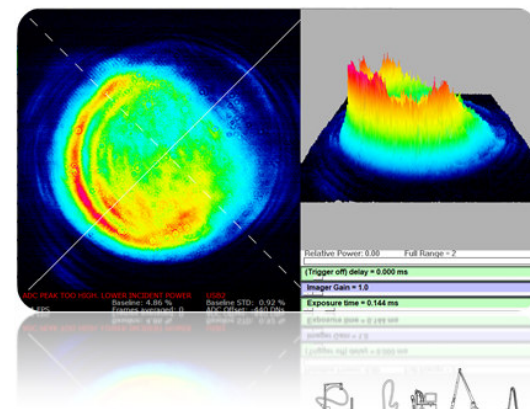
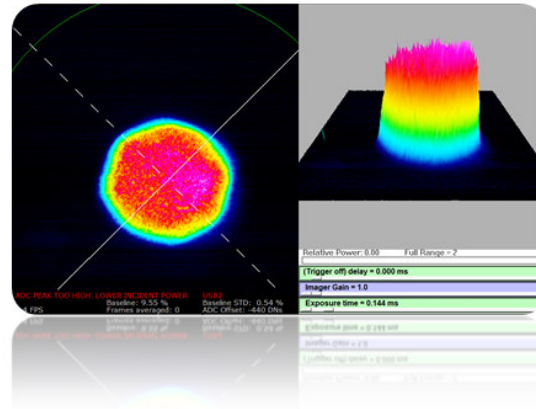
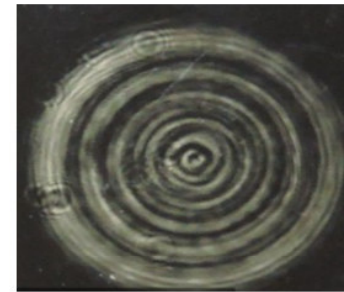
Tattoo and Toning



Chrome
LASE-STATION



Competition



Acne

Italian market: launch in
September 2020



ACCURE



The Accure Advantage



Before Treatment



After Treatment 12 weeks post-Treatment 4



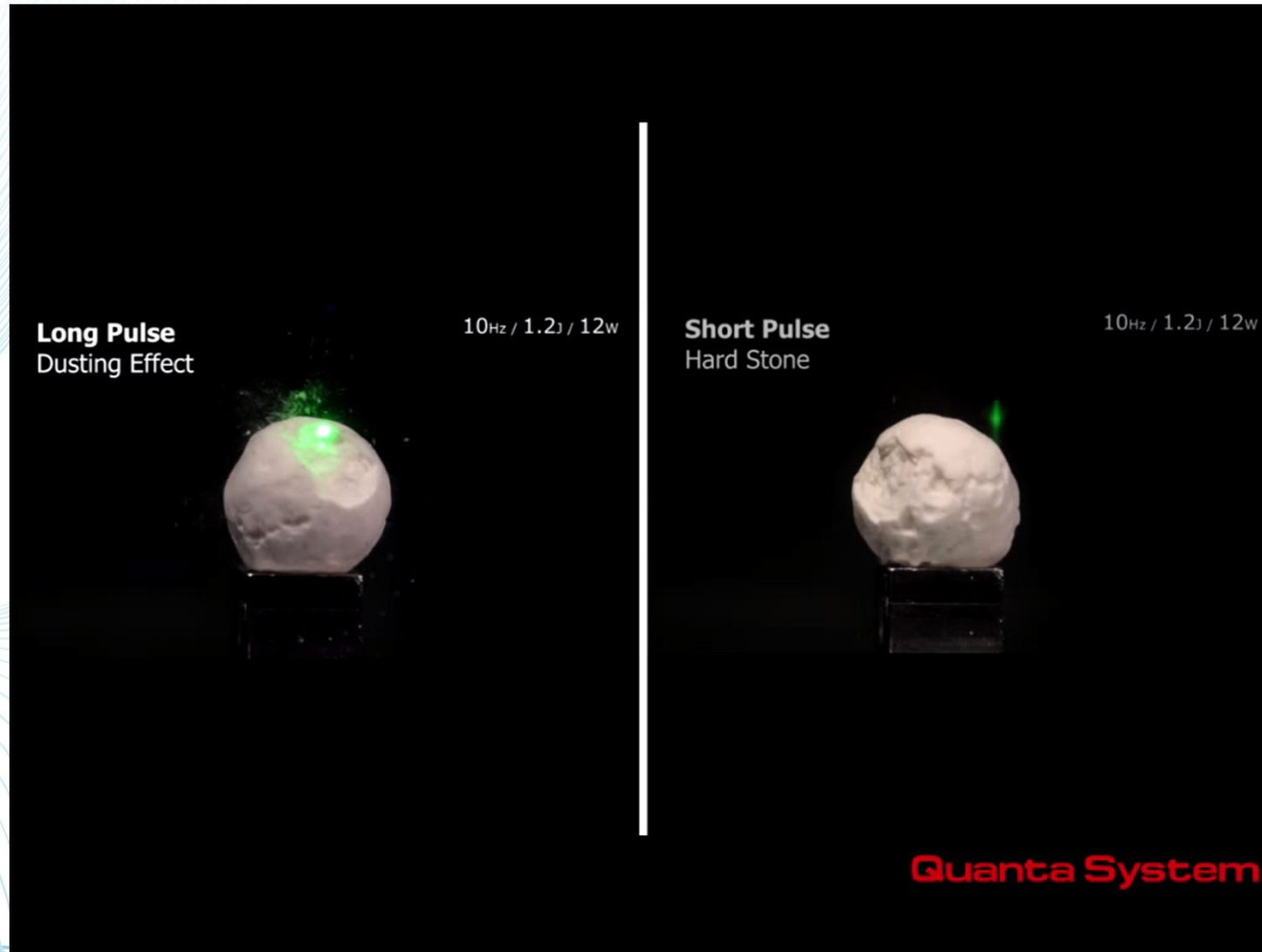
Courtesy: Emil Tanghetti, MD

June 29, 2019

January 14, 2020

Surgery (urology)

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



Surgery (urology)

New FIBER DUST

One of two worldwide players in high power medical fiber lasers

fiber
D U S T

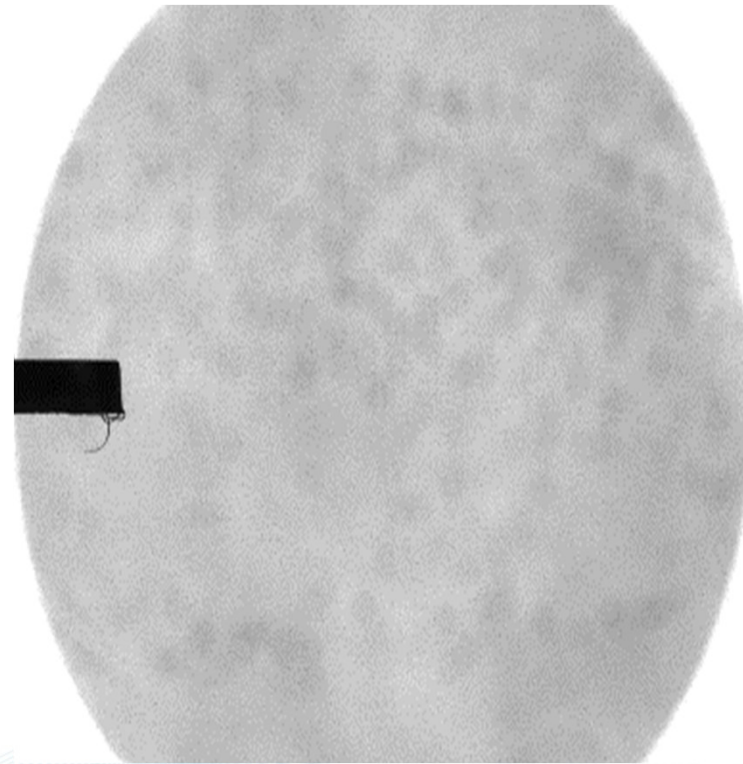
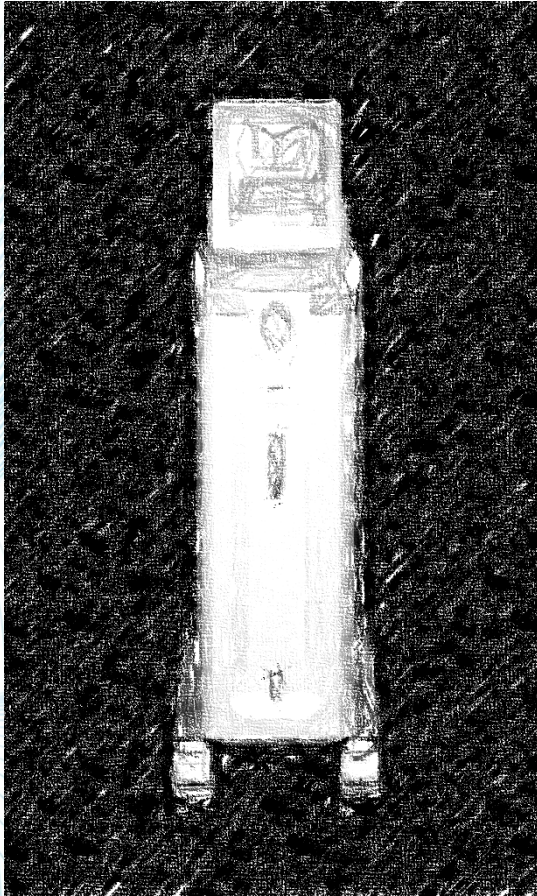


Our novel disruptive technology for the most effective stones micro fragmentation

New UHPTDL

New UHPTDL - Q4 2020

Physics Research



Physiotherapy

MiS (MLS Family)

For degenerative neuropathies

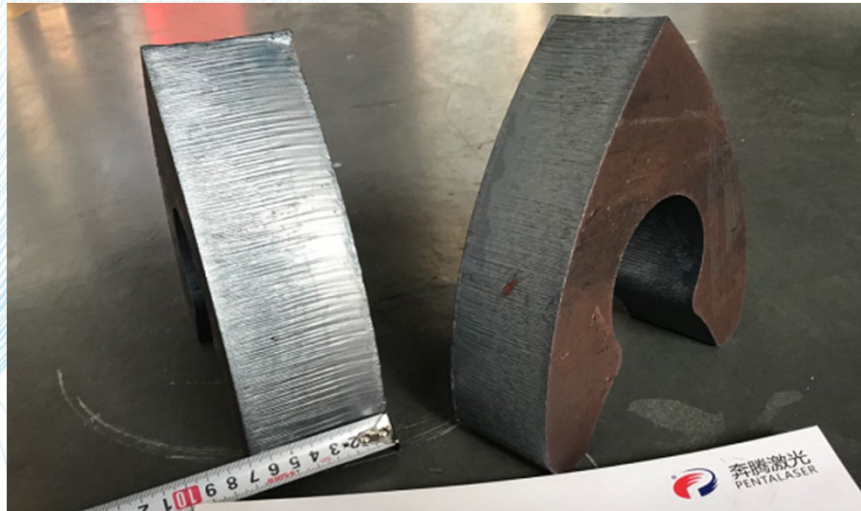


Industrial lasers systems

STEEL CUTTING

10 kW Average power in 2020 sales bookings

30 kW systems to come in 2020



The background features a complex geometric pattern of overlapping triangles and lines in various shades of blue (from light to dark) and white. The pattern is most dense on the left side and fades into a lighter blue gradient towards the right. A solid light blue horizontal bar is positioned in the lower right quadrant, containing the text.

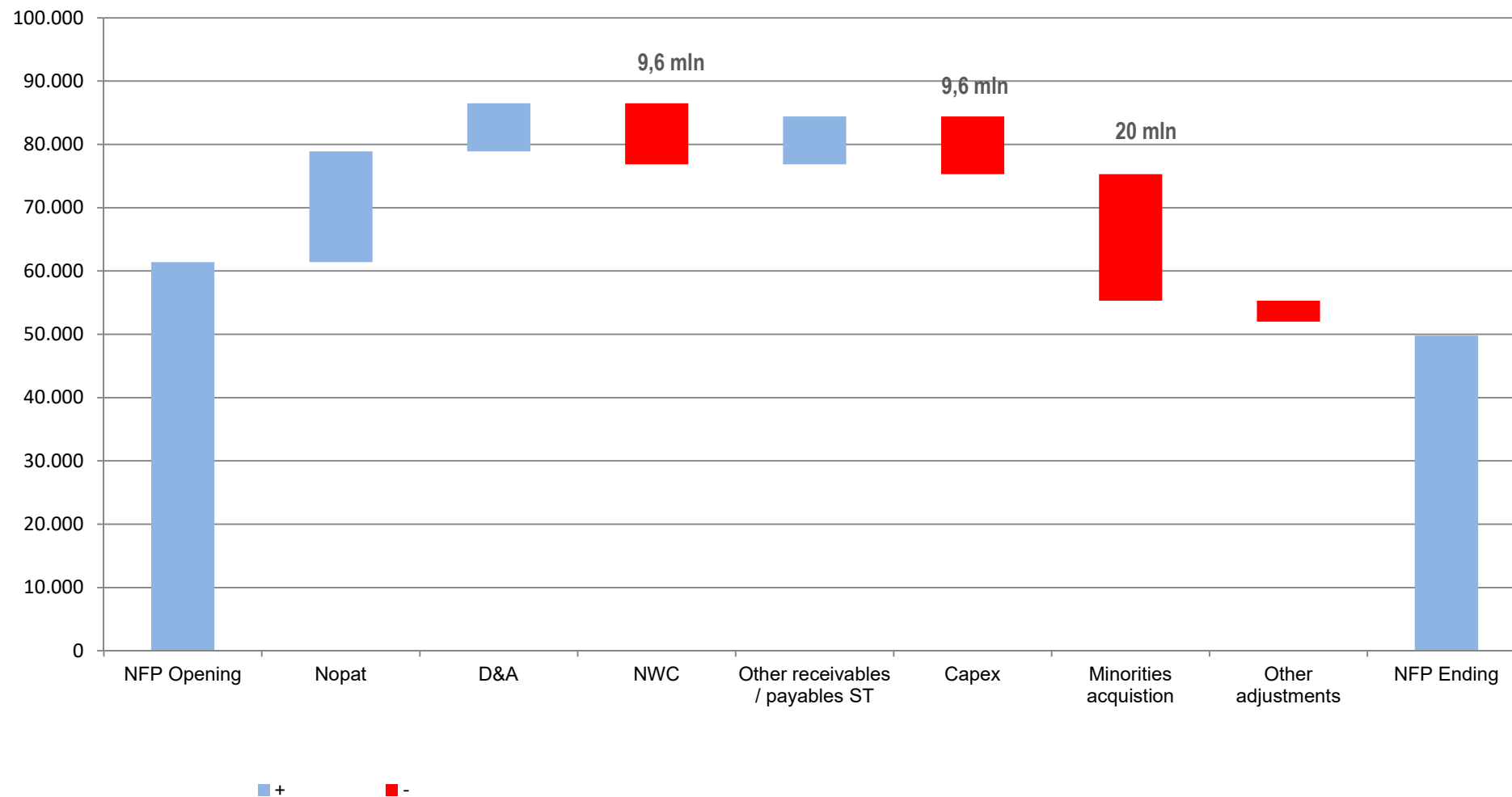
Financial Highlights

Income Statement 9M-2020

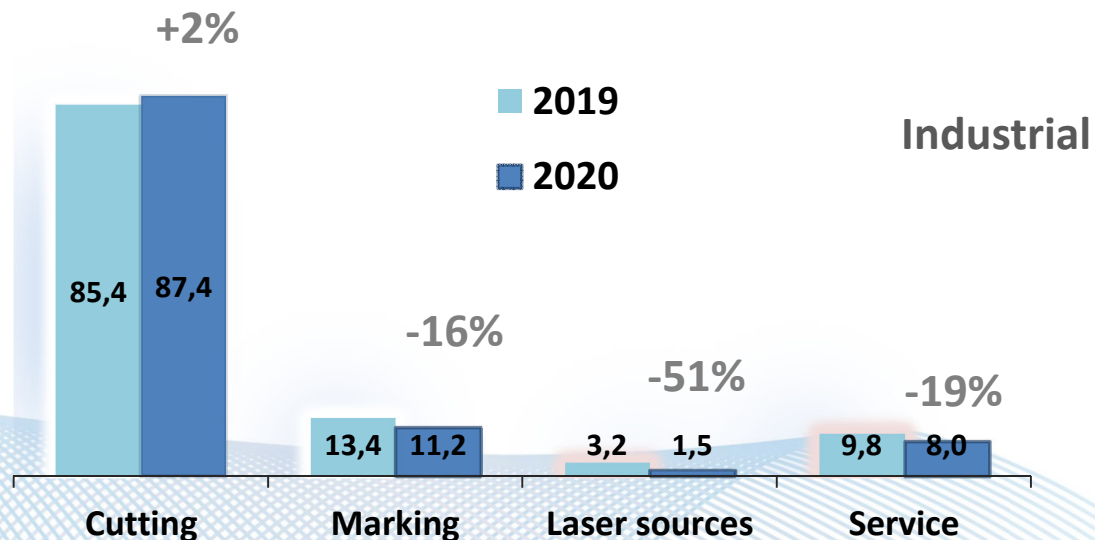
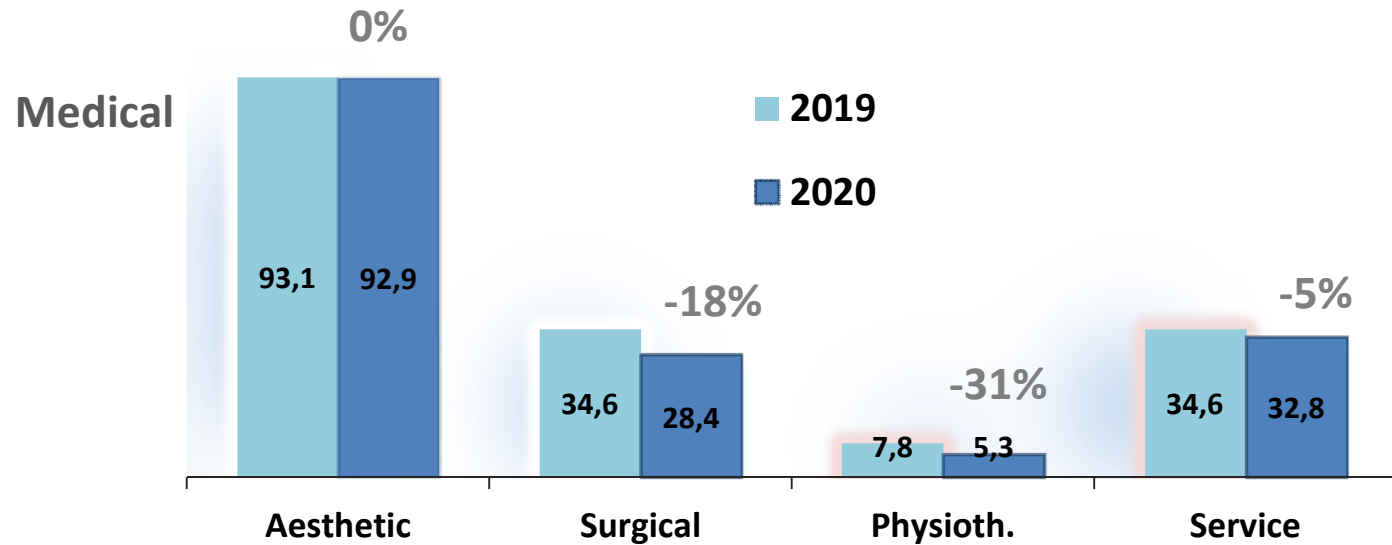
| Euro '000 | 30/09/19 unaudited | % | 30/09/20 unaudited | % | Var.% |
|----------------|-----------------------|--------|-----------------------|--------|--------|
| Medical | 170.761 | 60,4% | 159.742 | 59,6% | -6,5% |
| Industrial | 112.187 | 39,6% | 108.425 | 40,4% | -3,4% |
| Total Revenues | 282.948 | 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



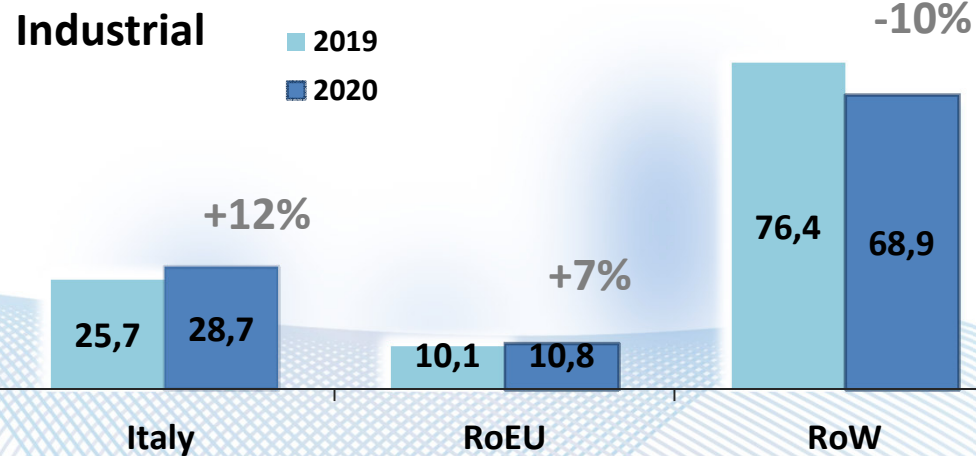
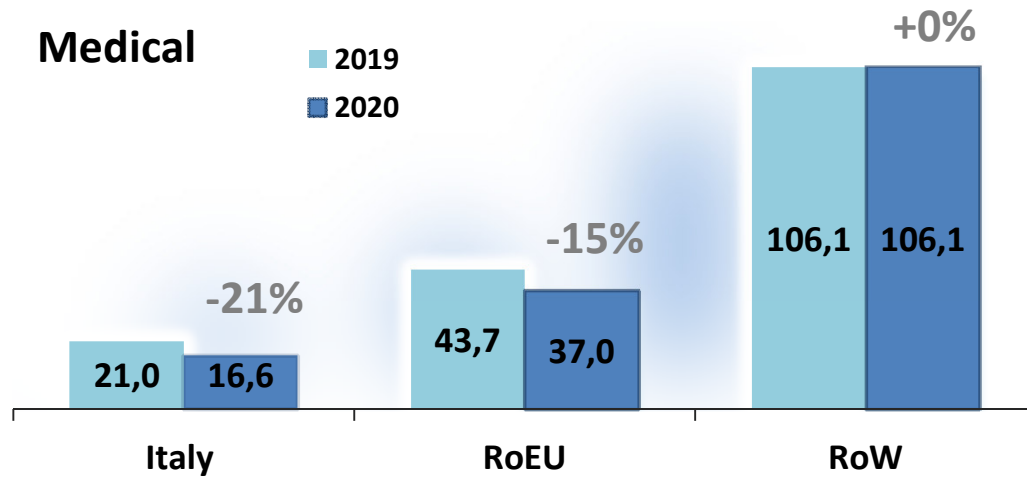
Revenue breakdown by business



in Euro million

Revenue breakdown by area

in Euro million





Current Outlook

2020 Guidance



Revenue decrease <10%

EBIT% FY20 > EBIT% H1 20



The background features a complex geometric pattern of overlapping triangles and polygons in various shades of blue (from light sky blue to dark navy) and white. The shapes are arranged in a way that creates a sense of depth and movement, with some elements appearing to recede into the distance while others are in the foreground.

Multiples & Comparables

Multiples

Stockholder's Equity per share **11,9**

Price / Book Value Adj. **2,1**

EV / EBIT (90% EBIT) **20,0**

EV / Sales (90% Sales) **1,4**

El.En. Market Cap. **498,8 @ € 25,45**

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

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

Enterprise Value **433,9**

Comparables

Amounts in mln

Sept. 30th, 2020

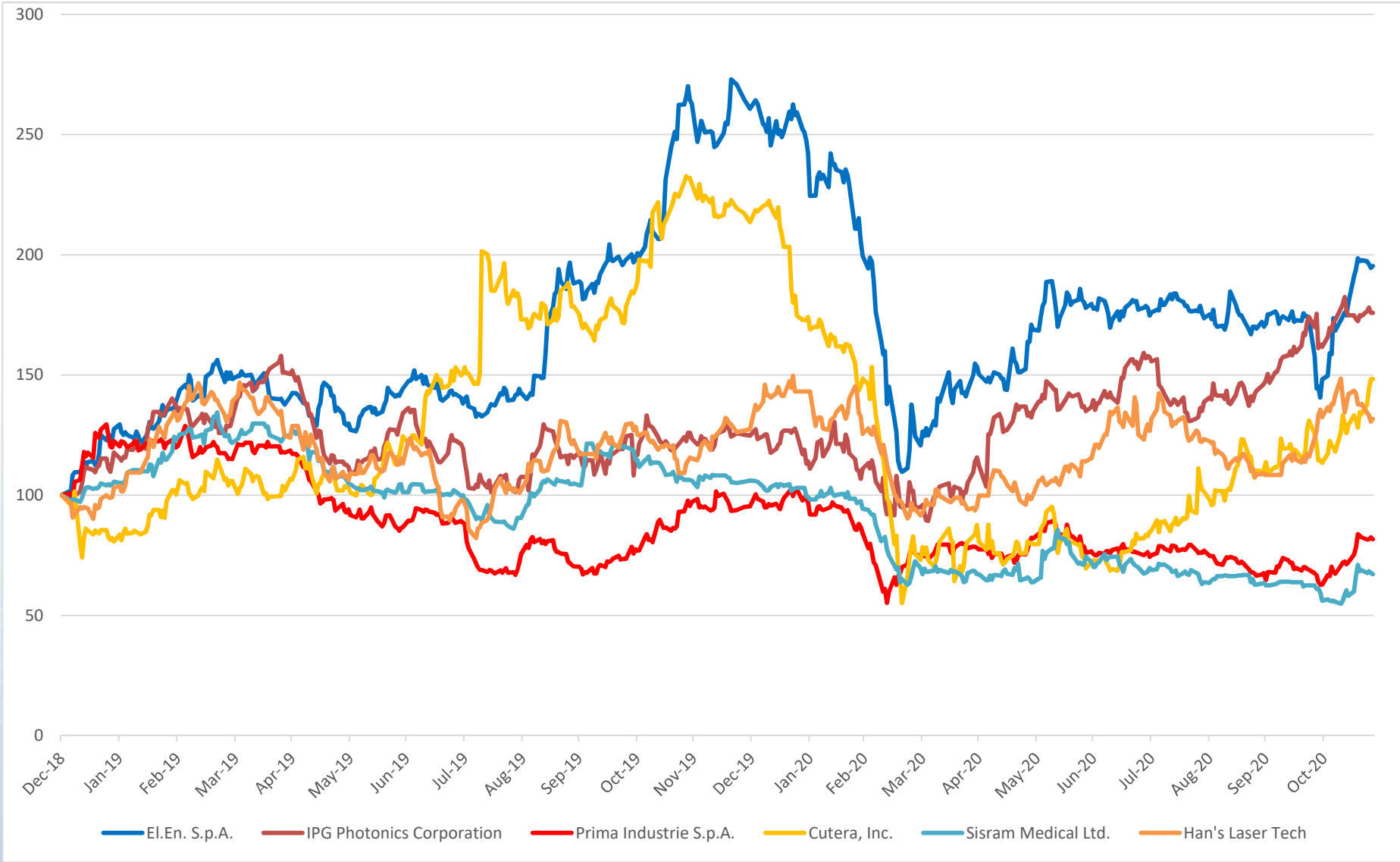
| | Price | Revenue | Var.% Rev. | EBIT | EBIT % | MK.Cap. | EV | EV/Sales (*) | EV/EBIT (*) | P/Book Value |
|--------------------------|----------|---------|---------------|--------|--------|----------|---------|-----------------|-------------|-----------------|
| Medical/Aesthetic | | | | | | | | | | |
| Cutera | \$24,74 | \$98 | -25% | \$(24) | -25% | \$436 | \$419 | 3,2 | n.a. | 8,4 |
| InMode | \$43,59 | \$131 | 20% | \$37 | 29% | \$1.550 | \$1.316 | 7,6 | 26,4 | 6,7 |
| Venus | \$2,29 | \$52 | -34% | \$(58) | -111% | \$94 | \$151 | 2,2 | n.a. | 2,6 |
| Sisram Medical (2) | \$0,34 | \$72 | -16% | \$6 | 9% | \$150 | \$59 | 0,4 | 4,6 | 0,5 |
| Lutronic | € 5,84 | € 56 | -10% | € 0 | 0% | € 155 | € 134 | 1,8 | n.a. | 1,9 |
| Industrial | | | | | | | | | | |
| IPG Photonics Co. | \$202,25 | \$864 | -14% | \$133 | 15% | \$10.780 | \$9.482 | 8,3 | 53,4 | 4,4 |
| Prima Industrie | € 14,10 | € 233 | -24% | -€ 2 | -1% | € 148 | € 276 | 0,9 | n.a. | 0,9 |
| Han's Laser | ¥39,73 | ¥8.813 | 27% | ¥894 | 10% | ¥42.670 | ¥43.991 | 3,8 | 37,0 | 4,4 |
| El.En. (1) | € 25,45 | € 268 | -5% | € 18 | 7% | € 499 | € 434 | 1,4 | 20,0 | 2,1 |

(1) EV and multiples as for previous slide

(2) Sisram: data on June 30, 2020

(*) Revenue, Ebit and earnings annualized

Comparables



Contacts

El.En. S.P.A.

Enrico ROMAGNOLI
Investor Relations Manager
tel. +39 055-8826807
E-mail: finance@elen.it

POLYTEMS HIR

Financial Communication, IR and Press Office
Bianca FERSINI MASTELLONI - b.fersini@polytemshir.it
Silvia MARONGIU - s.marongiu@polytemshir.it
Tel. +39 06-69923324