



COMPANY PRESENTATION

Intermonte

Milan

December 04th, 2025





Member of
**Euronext
Tech Leaders**



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.



- 
1. **Overview**
 2. **Markets and Growth Drivers**
 3. **Our Strategy and Market Approach**
 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 Euronext STAR Milan of Italian Stock Exchange since year 2000 and member of Euronext Tech Leaders



Within Worldwide leaders in its space

Active worldwide on several laser application segments and markets...



...progressively widening its globalwide presence achieving continuous growth over the years



OUR APPROACH



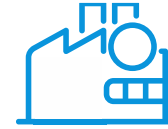
>40

YEARS OF EXPERIENCE



>25

SUBSIDIARIES



9

COUNTRIES WITH
DIRECT PRESENCE



9

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.



INDUSTRIAL

Our **LASER CUTTING** and **MARKING SYSTEMS** Improve the productivity of our customers manufacturing plants also limiting the environmental impact of manufacturing processes minimizing waste, fumes generated by the process, use of chemical additives, and allowing to eliminate the need for inks, solvents or glues within the process.



CONSERVATION

Our **LASER SYSTEMS PRESERVE** artworks of the universal heritage of our communities.



OUR APPROACH



MSCI
ESG RATINGS



Sustainalytics

OUR STRATEGY FOR A SUSTAINABLE FUTURE:

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

R&D



PRODUCTS



ISO 9001 e ISO 13485

Certifications



ISO 14064

El.En., Dekamela and Quanta



PEOPLE



~18% under 30 years

>1.400 employees

33% of employees have a university degree and
over 90% hold either a degree or a high school diploma.



WELFARE at the heart of business projects.

Workspaces were renewed for several Group companies:
employees well-being was increased and plants' energy
efficiency as well



**>24.000
HOURS**

Training

ENVIRONMENT



7 Photovoltaic systems active in 2024

2 Photovoltaic plants in progress



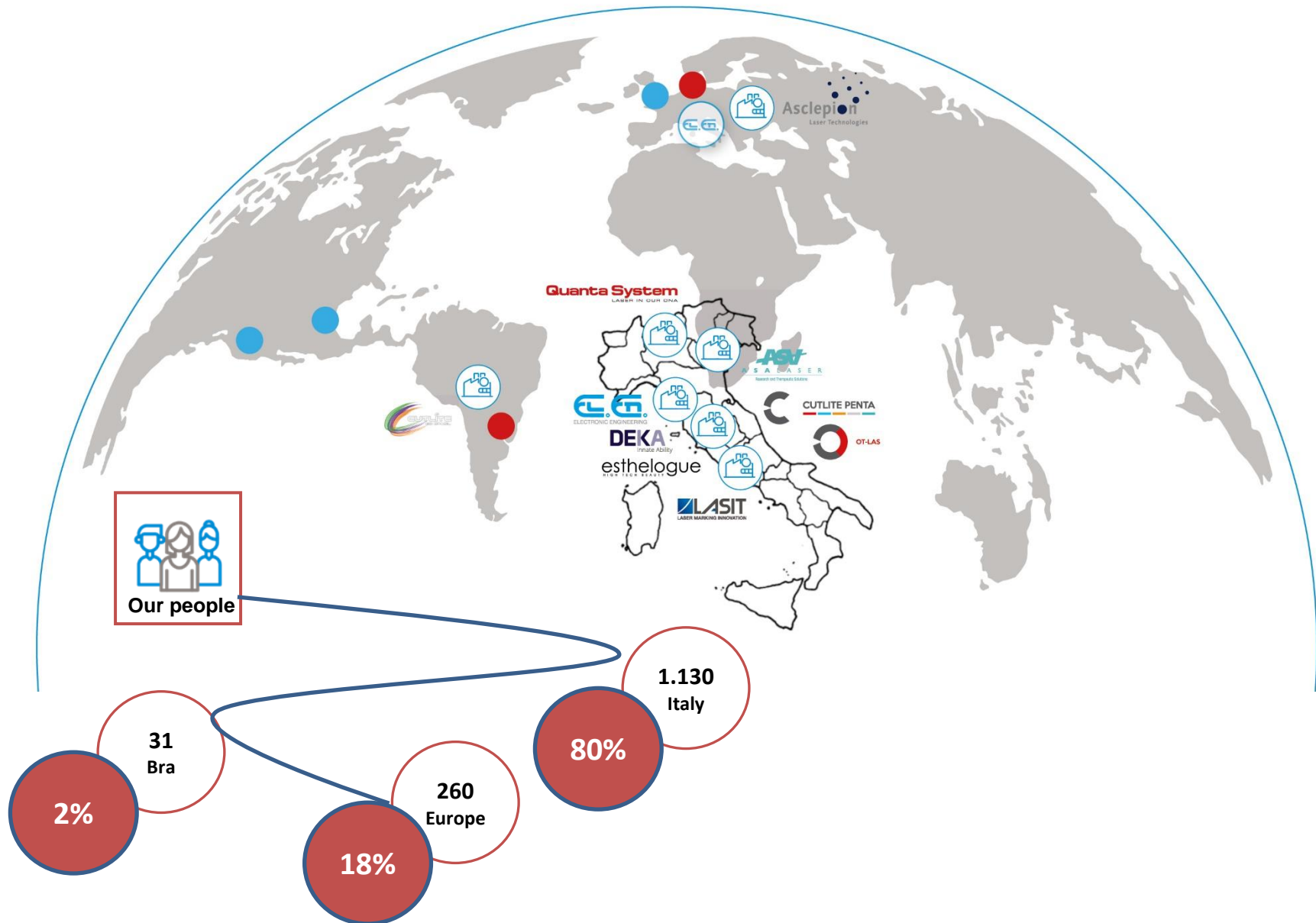
16%

Self-produced electrical
energy share of the annual
total consumption



39%

Annual electricity
consumption comes from
renewable sources



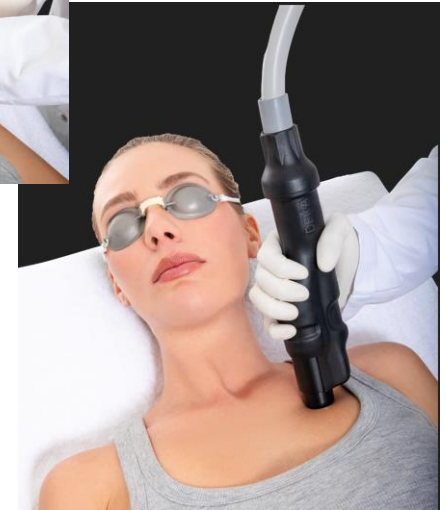


UNMATCHED INNOVATION PIPELINE



Pigmented lesions

Antiaging/Pigmented lesions



Compact sheet metal cutting system



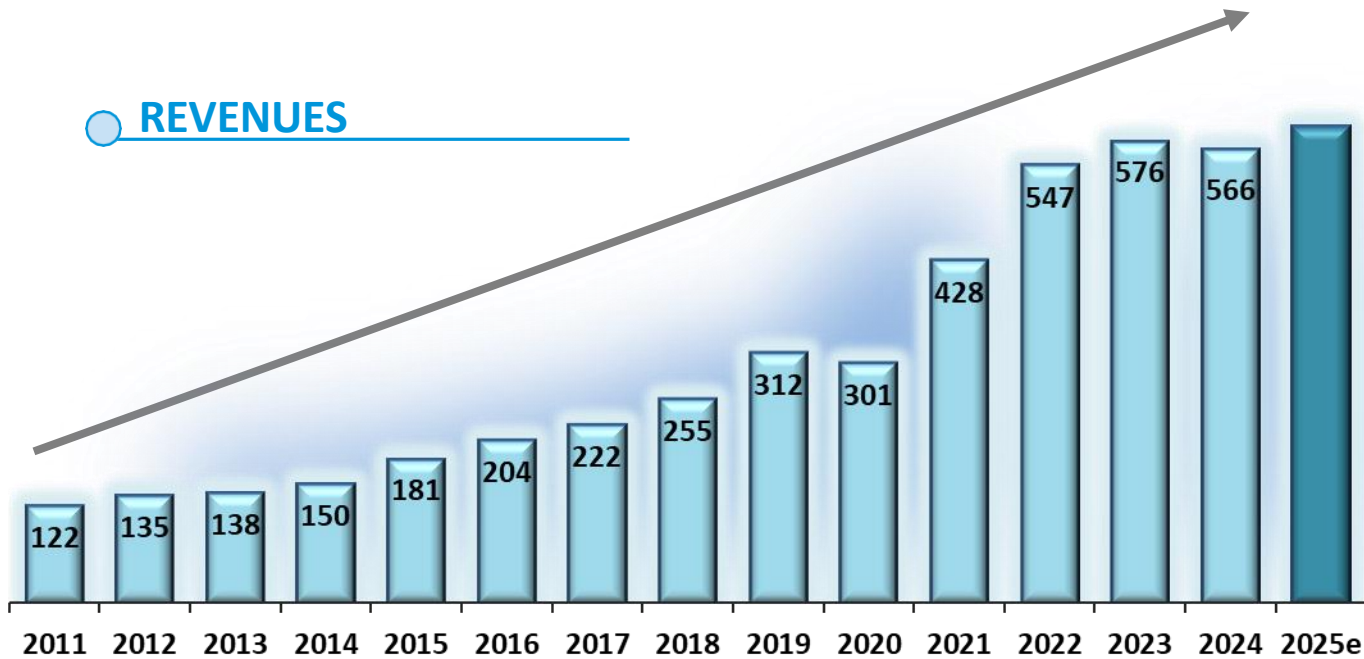
Body contouring and tightening



GROWTH HISTORY (w/o Chinese division)



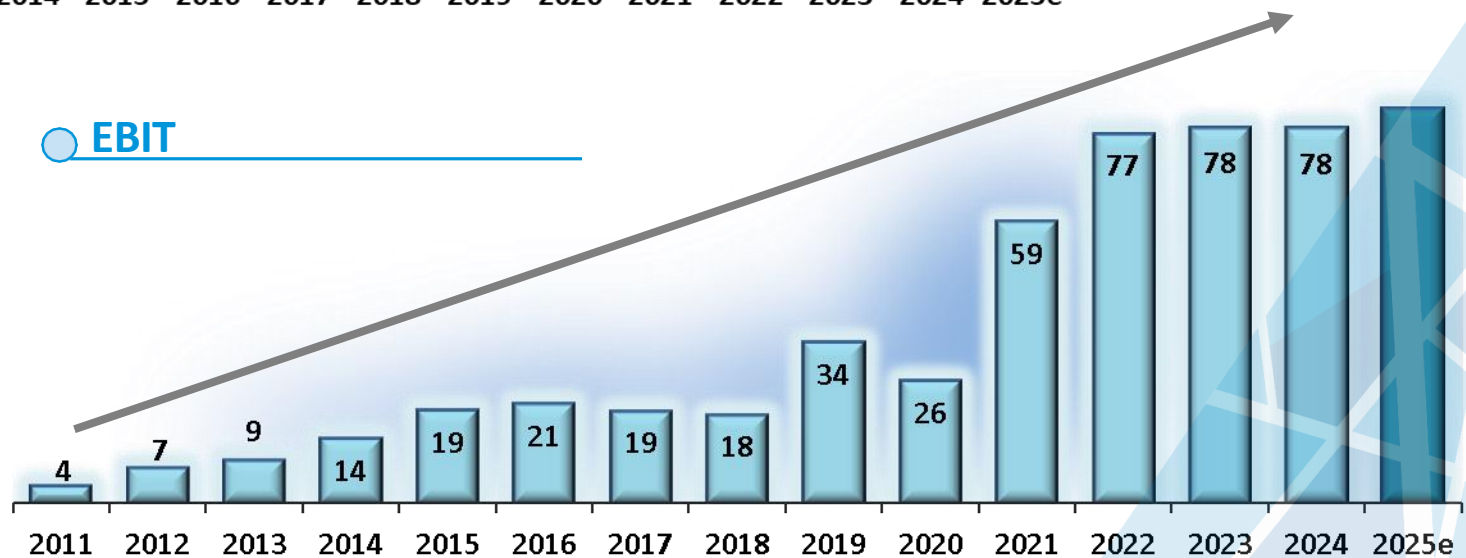
REVENUES



Cagr 11/24:
+12%

in Euro million

EBIT



Cagr 11/24:
+26%

MARKETS AND GROWTH DRIVERS

MINIMALLY INVASIVE SURGERIES:

- Lower risks and side effects
- Faster recovery /Shorter hospital stays
- Savings by Private & National Health Systems
- Attractive ROI for surgical services providers
- Rapidly Growing Urology laser market
- Consumables revenue stream in Urology

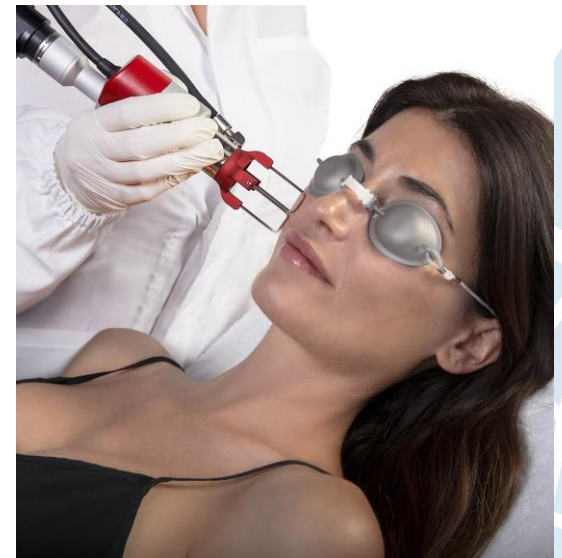




MEDICAL AESTHETICS MARKET TRENDS



- Aging demographics and increasing focus on improving appearance and youthfulness
- Cosmetic procedures as preventive measures for and to slow down the aging process
- Growing interest in non-invasive or minimally invasive procedures and awareness of energy-based aesthetic treatments
- Reduction in procedure costs, attracting a broader patient base
- Aesthetic procedures becoming part of lifestyle and increasingly part of people's wellbeing
- Rapid growth expected



GLOBAL MEDICAL LASER MARKET

- Mordor Intelligence CAGR 13,4% to 2028
- Fortune business insights CAGR 13,1% to 2030
- Global Market Insights CAGR 14,5% to 2032
- Research and Markets CAGR 13,2% to 2030

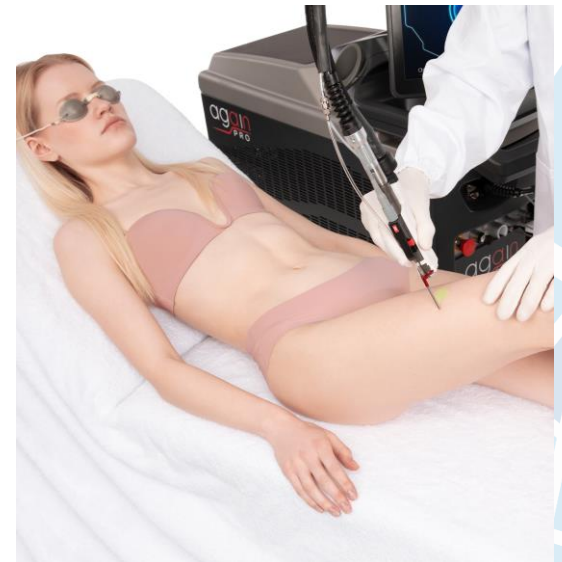
With an estimated market size of \approx \$5 Bln in 2021 including:

- Ophthalmology - Dermatology – Aesthetics- Dentistry
- Surgical -Gynecology – Urology - Cardiovascular



AESTHETIC LASER AND ENERGY DEVICES MARKET

- Research and Markets CAGR 9,45% 2023- 2028
\$ 3,7Bn 2023 Market Size
- Tecnavio CAGR 10,9% 2023- 2028
\$ 3,9Bn 2023 Market Size





INDUSTRIAL LASER MARKET TREND

Laser cutting applications:

- Laser power increase + Cost reduction: enhanced flexibility, productivity and quality standards in manufacturing processes.
- Automation for increased productivity
- New application verticals
- Building and construction



Laser marking:

- Products identification and traceability
- Minimal environmental impact



Laser processing market:

- Size: \$17,48 billion in 2021
- Expected CAGR to 2030: 9,1%

Source: Grand view research

OUR STRATEGY AND MARKET APPROACH



Technical Knowledge



Electronics



Optics

Photonics

Mechanics



Fluid dynamics



Power electronics



Software



LASER



Application Expertise

Aesthetics



Surgery



Dermatology



Physiotherapy



Cutting

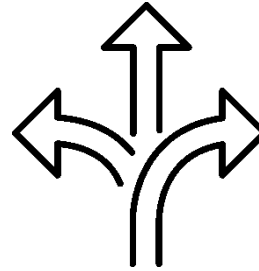
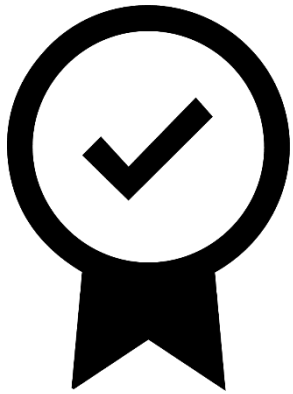


Marking



Art Conservation





- Flexibility
- Speed
- Power
- Precision
- Selectivity
- Effectiveness





MID-TERM STRATEGIC VISION BASED ON:

- Continuous investment in R&D: maintaining the unmatched wideness of our product range by innovating existing technologies and developing new ones
- Cooperation with primary research institutions and KOL'S
- Excellent coverage of the target markets based on the widespread and loyal distribution network created over the years
- Focus on innovative products release, technical support and continuous training to our customers
- Unique Multi brand approach



WIDE RANGE OF PRODUCTS IN MEDICAL SECTOR



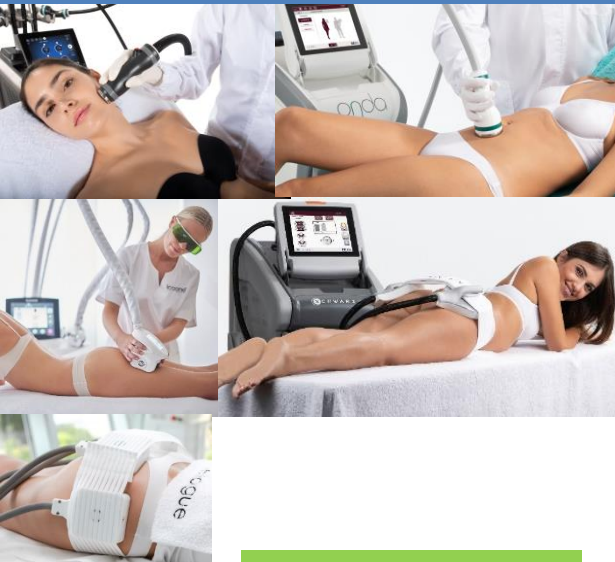
Hair removal



Tattoo removal & Pigmented lesions



Body Contouring



Skin Rejuvenation



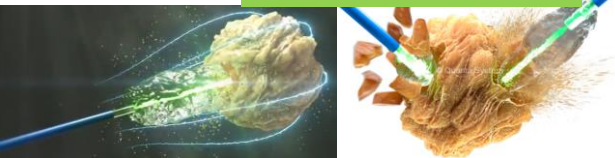
Physiotherapy



Surgery



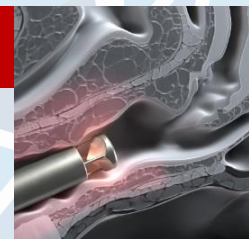
Urology



Dermatology



Gynecology



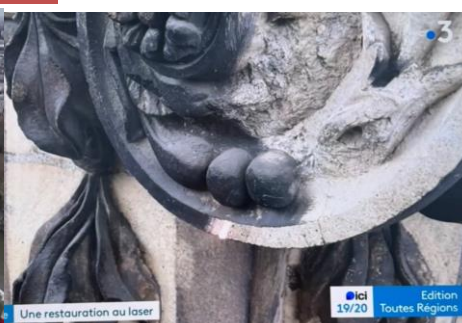
Cutting



Marking



Art Conservation





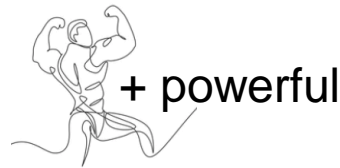
OUR PRODUCTS



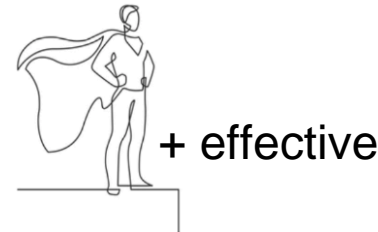
Innovative



Safe



+ gentle and
- painful



Attractive ROI for our customers



User friendly

FINANCIAL HIGHLIGHTS



INCOME STATEMENT – 9M 2025



	Euro '000	30/09/2024	%	30/09/2025	%	Var. %
		unaudited		unaudited		
Medical		294.013	72,4%	307.537	72,9%	4,6%
Industrial		112.219	27,6%	114.394	27,1%	1,9%
Revenues		406.232	100,0%	421.931	100,0%	3,9%
Gross margin		176.928	43,6%	188.342	44,6%	6,5%
Operating Expenses		39.445	9,7%	44.550	10,6%	12,9%
Staff expenses		71.561	17,6%	78.155	18,5%	9,2%
EBITDA		65.922	16,2%	65.637	15,6%	-0,4%
Depr., amort., accruals		9.025	2,2%	10.602	2,5%	17,5%
EBIT		56.896	14,0%	55.035	13,0%	-3,3%
Net financ.income(charges)		(693)	-0,2%	(1.778)	-0,4%	156,5%
Other income (expense) net		5.024	1,2%	(1.078)	-0,3%	
EBT		61.228	15,1%	52.180	12,4%	-14,8%

	31/12/24	30/09/25
		unaudited
Net financial position	110.559	137.399



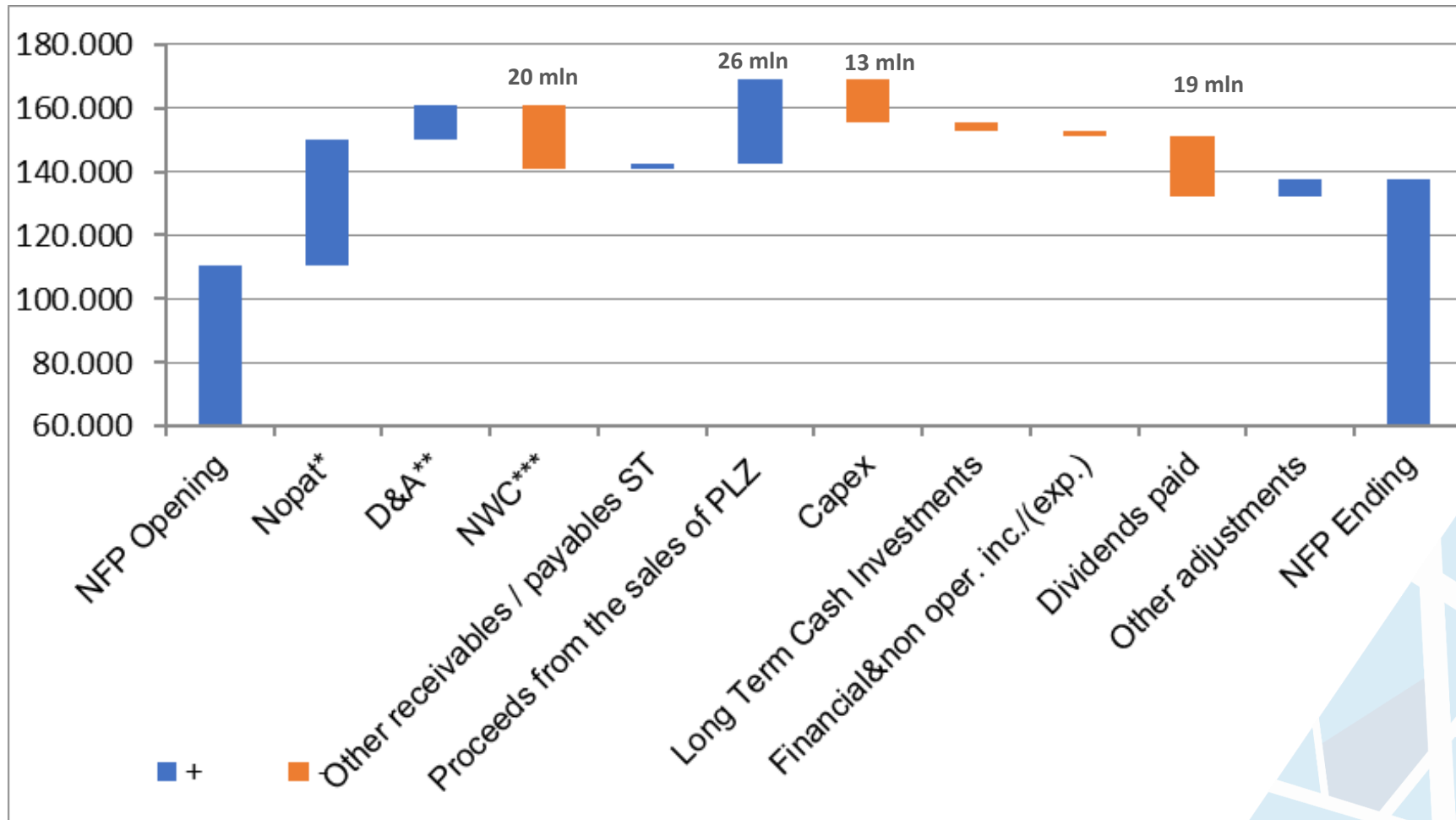
INCOME STATEMENT – Q3 2025



Euro '000	2024-Q3	%	2025-Q3	%	Var. %
	unaudited		unaudited		
Revenues	134.761	100,0%	136.595	100,0%	1,4%
Gross margin	57.097	42,4%	62.131	45,5%	8,8%
Operating Expenses	11.327	8,4%	13.607	10,0%	20,1%
Staff expenses	23.227	17,2%	25.110	18,4%	8,1%
EBITDA	22.543	16,7%	23.414	17,1%	3,9%
Depr., amort., accruals	2.910	2,2%	3.027	2,2%	4,0%
EBIT	19.632	14,6%	20.387	14,9%	3,8%
Net financ.income(charges)	(723)	-0,5%	884	0,6%	
Other income (expense) net	24	0,0%	(817)	-0,6%	
EBT	18.933	14,0%	20.454	15,0%	8,0%



Cash Flow – 9M 2025



* Nopat = Ebit - Income tax

** D&A = Depreciation, Accruals and Devaluation

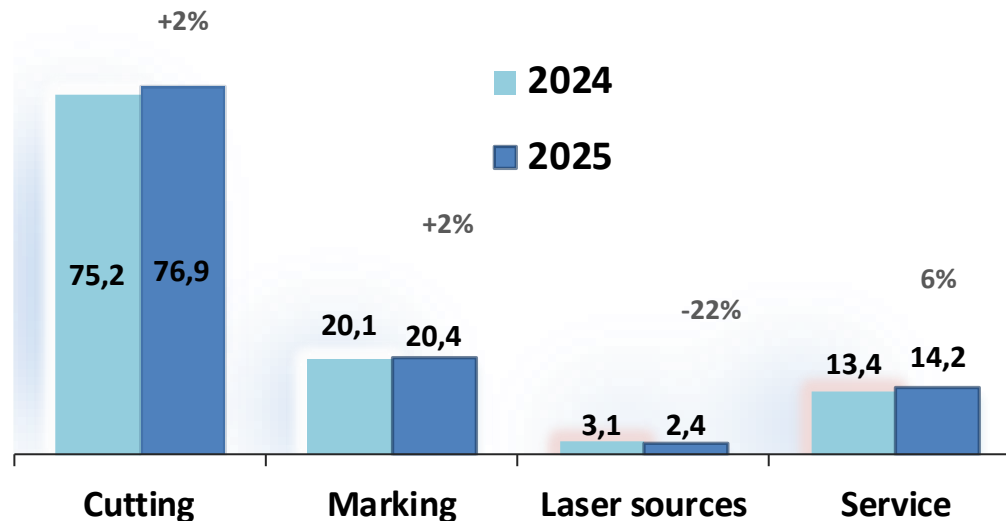
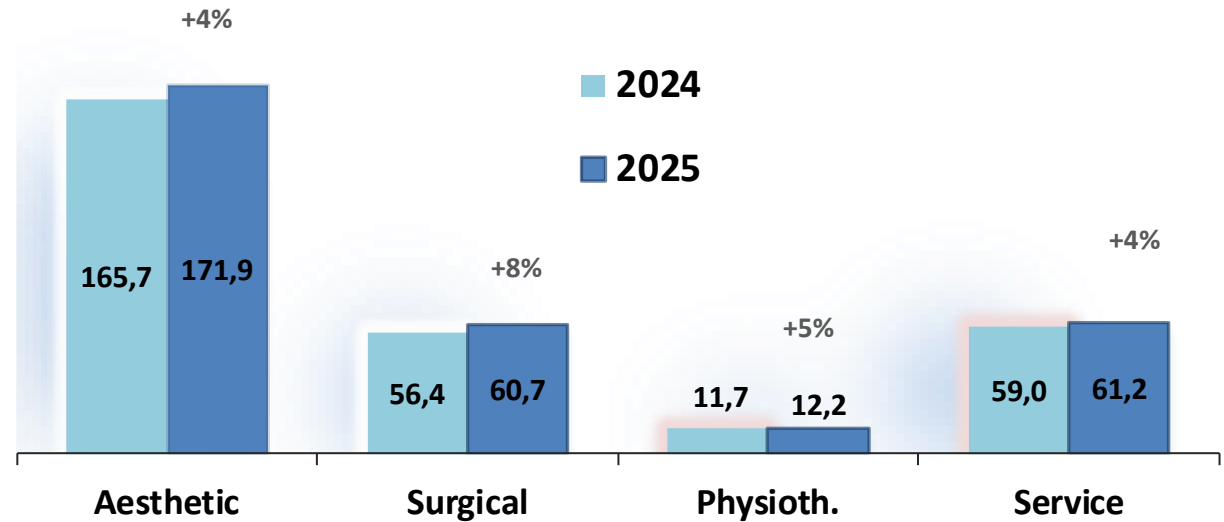
*** NWC = Net Working Capital



Revenue Breakdown by Business



Medical: +5%



in Euro million

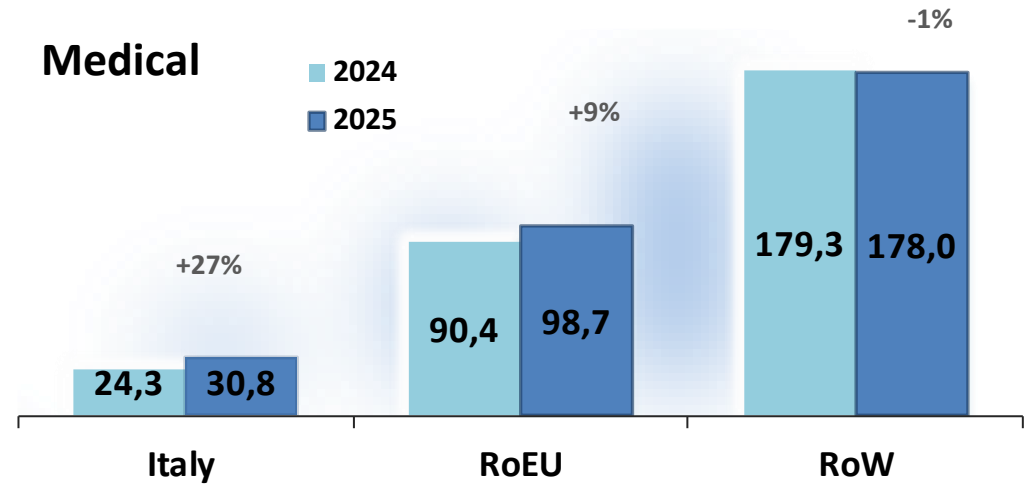
Industrial: +2%

Revenue Breakdown by Area

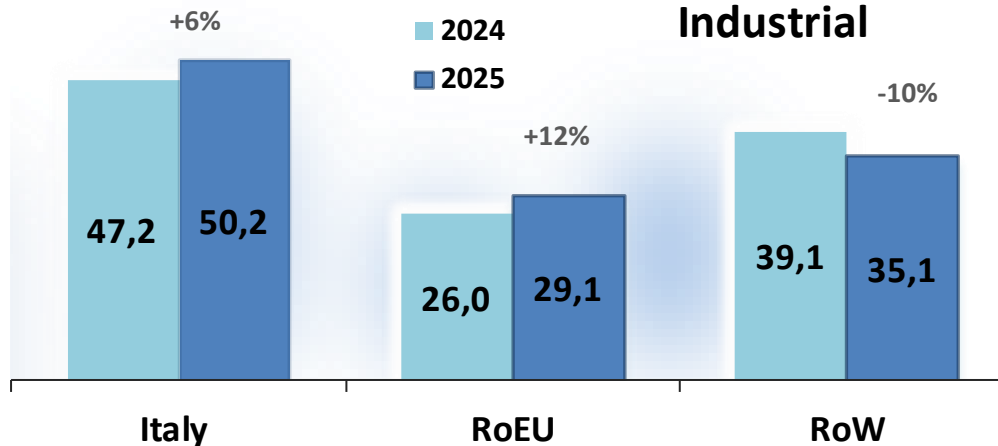
Medical: +5%

in Euro million

Medical



Industrial



Industrial: +2%

CURRENT OUTLOOK

Revenues 2025 > Revenues 2024

EBIT 2025 > EBIT 2024



MULTIPLES & COMPARABLES





MULTIPLES



Stockholder's Equity per share	5,2
---------------------------------------	------------

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

EV / EBIT (95% EBIT)	12,5
-----------------------------	-------------

EV / Sales (95% Sales)	1,6
-------------------------------	------------

El.En. Market Cap.	1.018,7 @ € 12,68
---------------------------	--------------------------

Net financial position	137,4 @ 30/09/2025
-------------------------------	---------------------------

Financial investments m/l term	10,7 @ 30/09/2025
---------------------------------------	--------------------------

Enterprise Value	870,6
-------------------------	--------------



MULTIPLES



Sept 30th, 2025

Medical/Aesthetic	Price on Dec.1, 2025	Revenue	Var.% Rev.	EBIT	EBIT %	MK.Cap.	EV	EV/Sales (*)	EV/EBIT (*)	P/Book Value
InMode	\$14,25	\$267	-10%	\$59	22%	\$901	\$373	1,1	4,7	1,4
Beauty Health	\$1,47	\$218	-13%	\$(21)	-10%	\$189	\$348	1,2	n.a.	2,9
Venus	\$1,98	\$43	-12%	\$(28)	-65%	\$4	\$5	0,1	n.a.	1,4
Sisram Medical (2)	\$0,53	\$165	-2%	\$13	8%	\$251	\$235	0,7	8,9	0,5
Sofwave	\$913,50	\$59	42%	\$3	5%	\$325	\$299	3,8	83,0	11,6
Wontech	\$4,39	\$70	31%	\$25	36%	\$395	\$344	3,7	10,4	4,1
Classys	€ 34,65	€ 154	35%	€ 76	49%	€ 2.271	€ 2.217	10,8	22,0	7,2

Industrial

IPG Photonics Co.	\$79,64	\$729	-2%	\$10	1%	\$3.350	\$2.512	2,6	193,0	1,6
Han's Laser	¥37,13	¥12.713	27%	¥557	4%	¥37.860	¥39.813	2,4	53,7	2,2
Bystronic (2)	CHF 253	CHF 305	-8%	-CHF 8	-3%	CHF 462	CHF 80	0,1	n.a.	0,8
Amada	1.866 JPY	306.119 JPY	1%	34.597 JPY	11%	612.370 JPY	543.616 JPY	1,3	11,8	1,2
Yamazaki	316 JPY	2.070 JPY	-10%	-90 JPY	-4%	1.450 JPY	2.538 JPY	0,9	n.a.	1,2
HuaGong Tech	¥73,62	¥11.038	23%	¥1.065	10%	¥73.230	¥75.836	5,2	53,5	6,7
El.En. (1)	€ 12,68	€ 422	4%	€ 55	13%	€ 1.019	€ 871	1,6	12,5	2,4

(1) EV and multiples as for previous slide

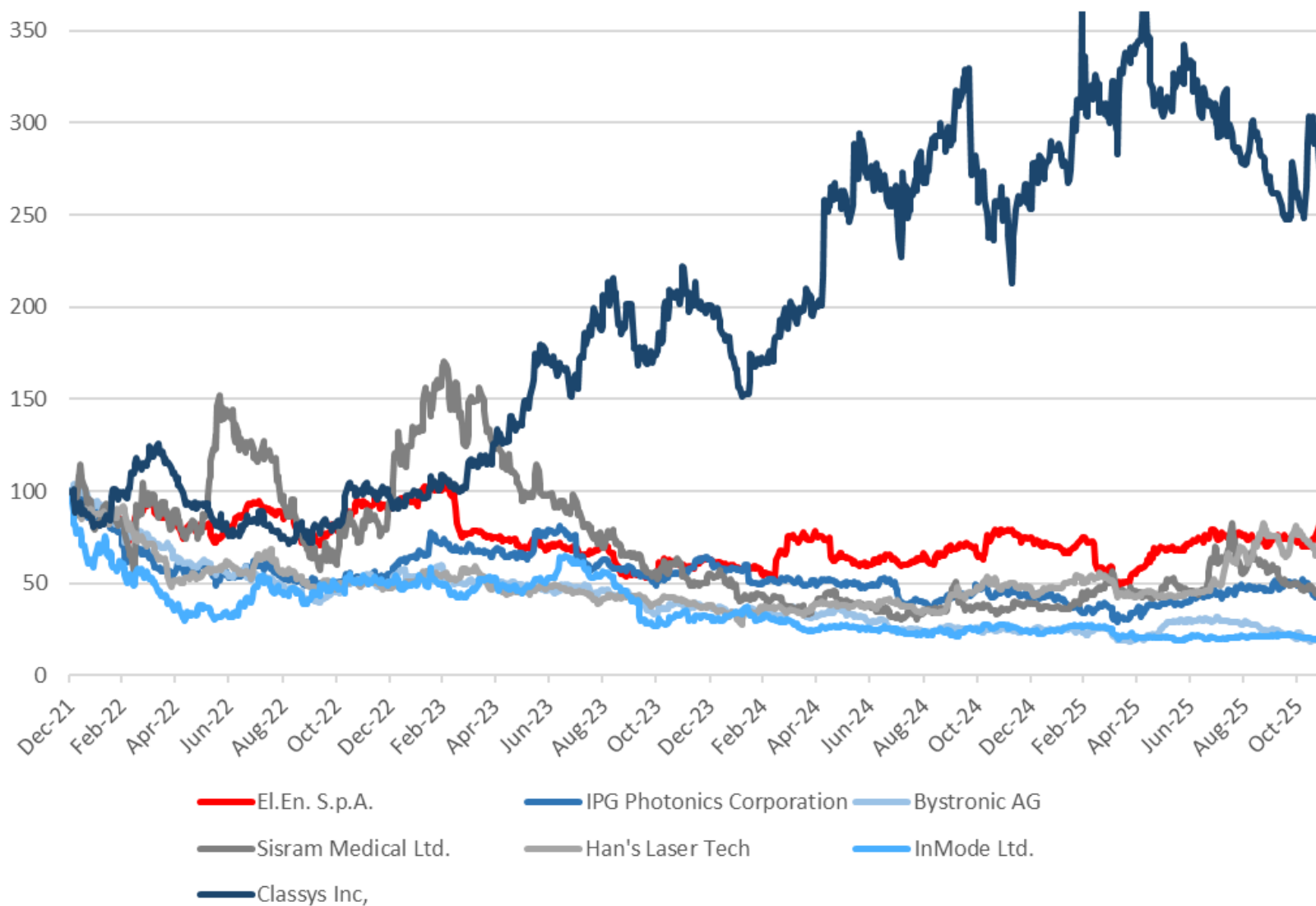
(2) Financials @ 30.06.25

(*) Revenue, Ebit and earnings annualized



El.En. vs. FTSE Star Italy







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