



First Quarter 2008 Results Presentation

Turin, 15 May 2008



Agenda

- 1. The Group at a Glance**
- 2. First Quarter 2008 Results**
- 3. Appendix**



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Key Highlights

▣ Sales CAGR 2005 – 2007 > 25%

▣ Leading global player in laser and sheet metal machinery

▣ 2007 Pro forma sales: ~ EUR 417.8m

▣ 2007 Pro forma EBITDA* : ~ EUR 49.6m (~ 12%)

▣ Comprehensive product range in laser systems and sources, punching, shearing, bending and automation

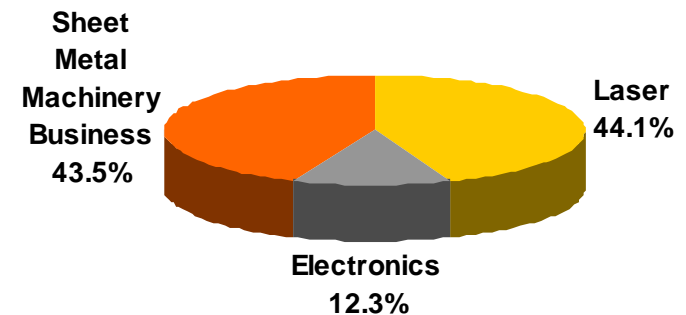
▣ Average yearly 2005 – 2007 R&D expenses: 6%

▣ Over 1,600 employees (210 in R&D)

▣ 10 Manufacturing facilities (Italy, Finland, USA, China)

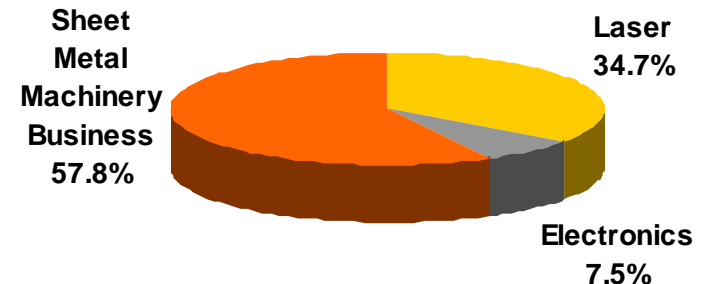
Breakdown of Sales by Product

1Q 2008**



Breakdown of Sales by Product

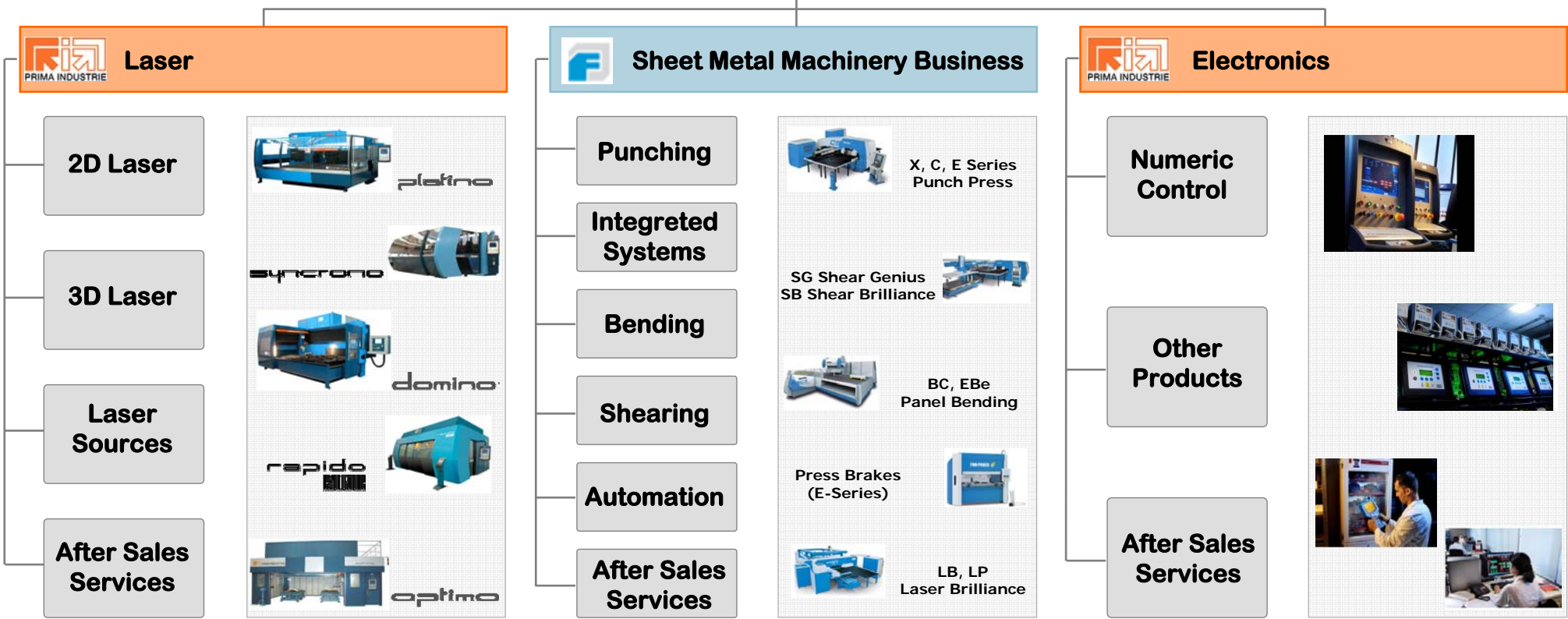
2007 Pro forma





A World Leader in Laser and Sheet Metal Machinery

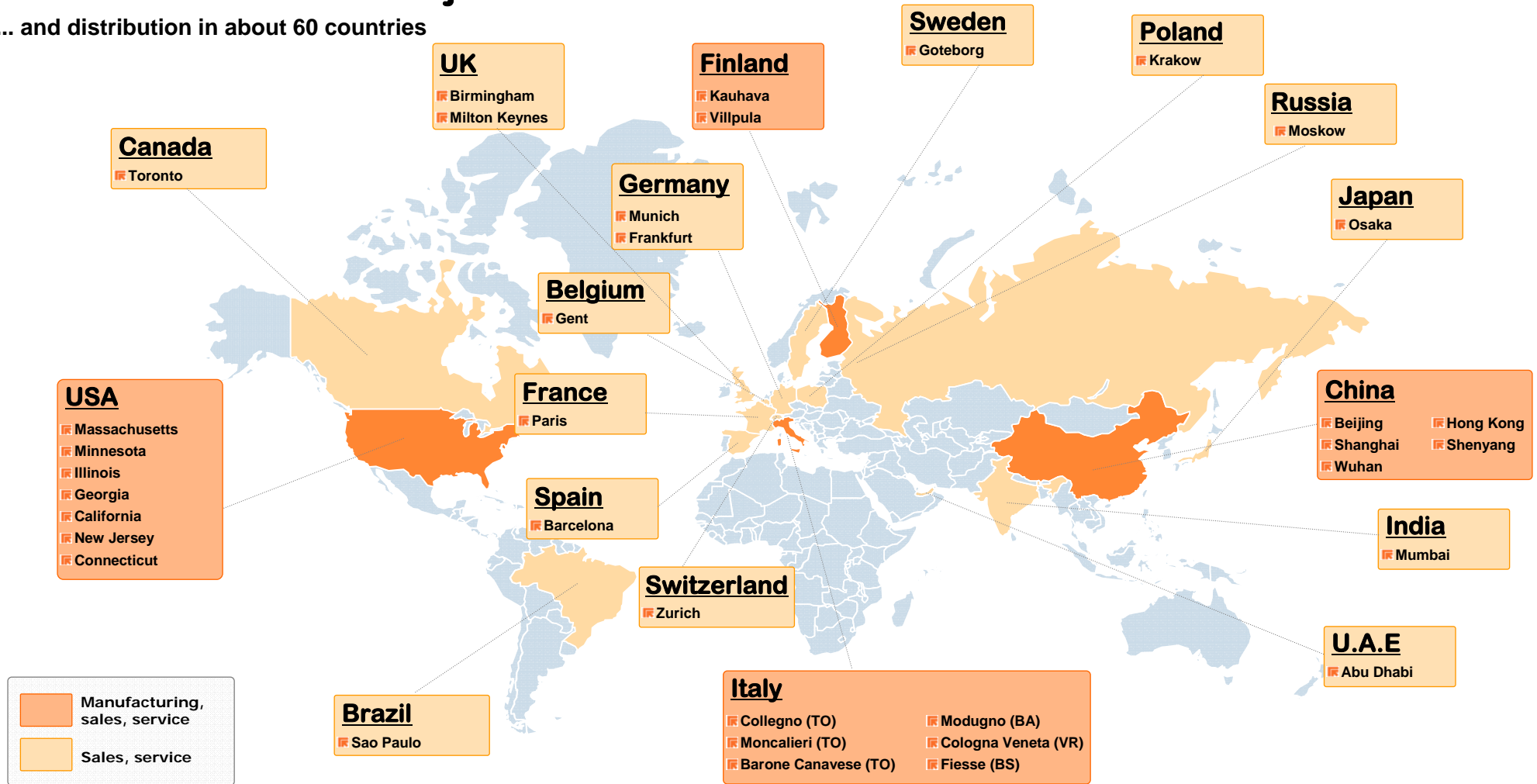
...with a Highly Diversified Product Range





Direct Presence in 18 Major Markets

... and distribution in about 60 countries





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Introduction to Prima Industrie Group Pro forma and 1Q Results

2007 Pro forma Results

2007 Pro forma income statement includes:

- consolidation with line by line method of Finn-Power Group income statement (12 months) as if the acquisition had occurred on 1st January 2007
- impact on group net interest deriving from the new debt assumed by Prima Industrie to finance the acquisition and from the refinancing of Finn-Power Group existing debt
- positive impact on group taxation

1Q 2008 Results

1Q 2008 income statement includes:

- consolidation with line by line method of Finn-Power Group income statement (2 months) considering the acquisition occurred on 4th February 2008
- consolidation with line by line method of OSAI Spa income statement acquired on 2nd July 2007



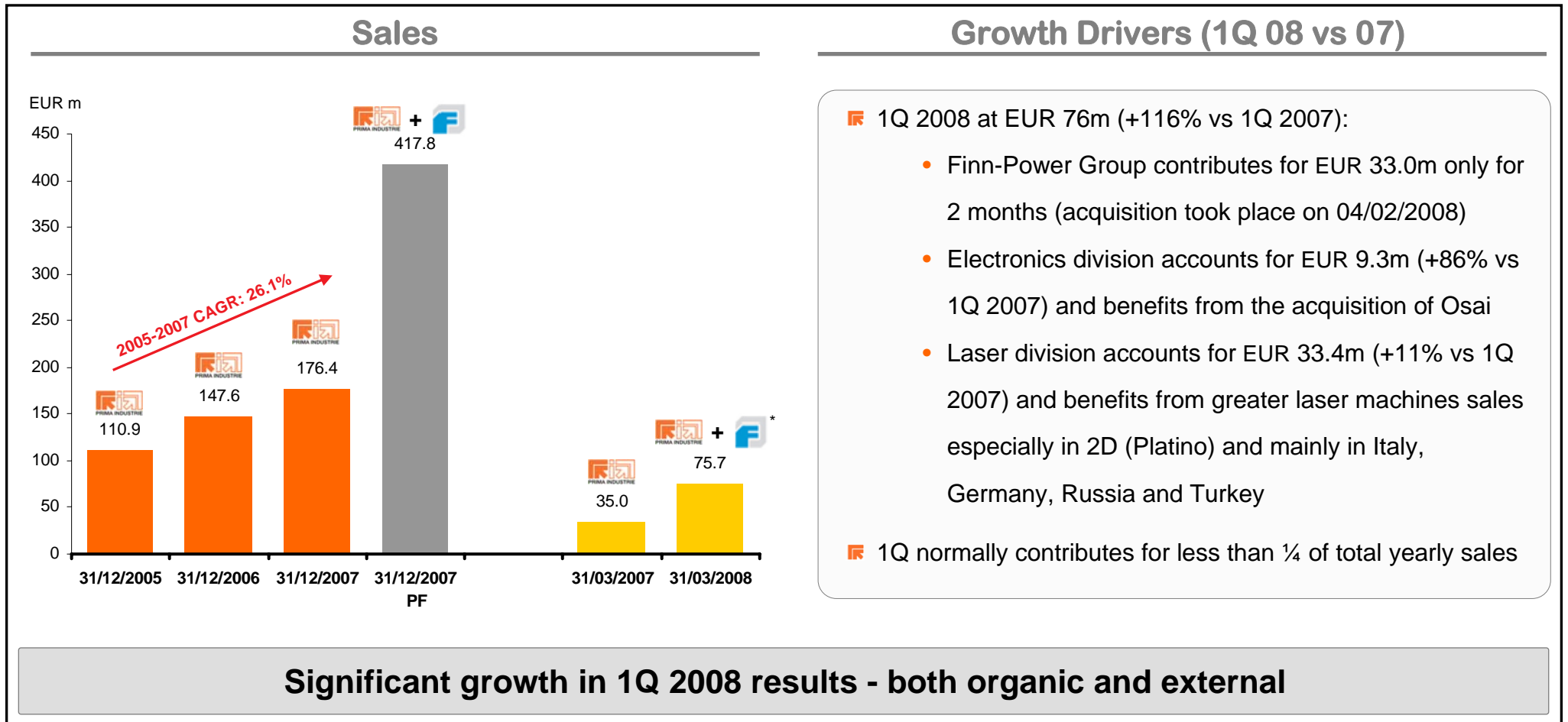
Summary Income Statement

EUR '000 (IFRS Data)	<u>31/12/2005</u>	<u>31/12/2006</u>	<u>31/12/2007</u>	<u>31/12/2007 PF</u>	<u>31/03/2007</u>	<u>31/03/2008*</u>
Net Sales	110,885	147,569	176,391	417,767	35,026	75,706
<i>Y-o-Y Growth</i>	-	33.1%	19.5%	183.1%	-	116.1%
EBITDA	9,125	19,797	25,108	49,648	4,824	8,220
<i>EBITDA Margin</i>	8.2%	13.4%	14.2%	11.9%	13.8%	10.9%
EBIT	7,917	18,467	23,584	41,686	4,498	7,210
<i>EBIT Margin</i>	7.1%	12.5%	13.4%	10.0%	12.8%	9.5%
Profit/ (Loss) before Tax	7,113	17,577	22,901	31,495	4,096	4,459
- Taxes	(2,005)	(3,857)	(9,154)	(8,865)	(1,960)	(1,103)
- Tax Rate	-28.2%	-21.9%	-40.0%	-28.1%	-47.9%	-24.7%
Net Income	5,108	13,720	13,747	22,630	2,136	3,356
<i>Net Income Margin</i>	4.6%	9.3%	7.8%	5.4%	6.1%	4.4%
Earning per share - EUR	1.11	2.98	2.99	4.92	0.46	0.73

15 May 2008 * Finn-Power Group contributes only for 2 months (acquisition took place on 04/02/2008)

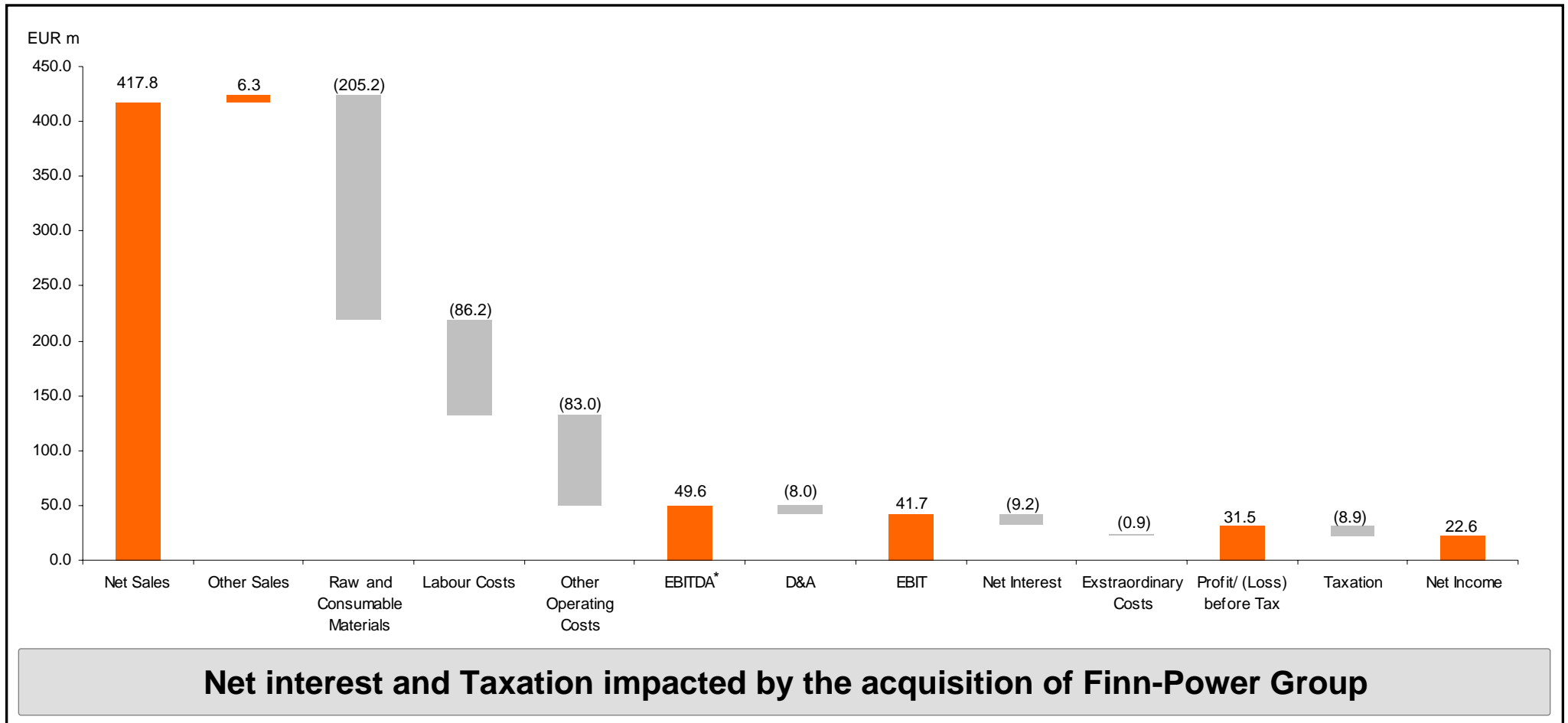


Sales Growth and Drivers





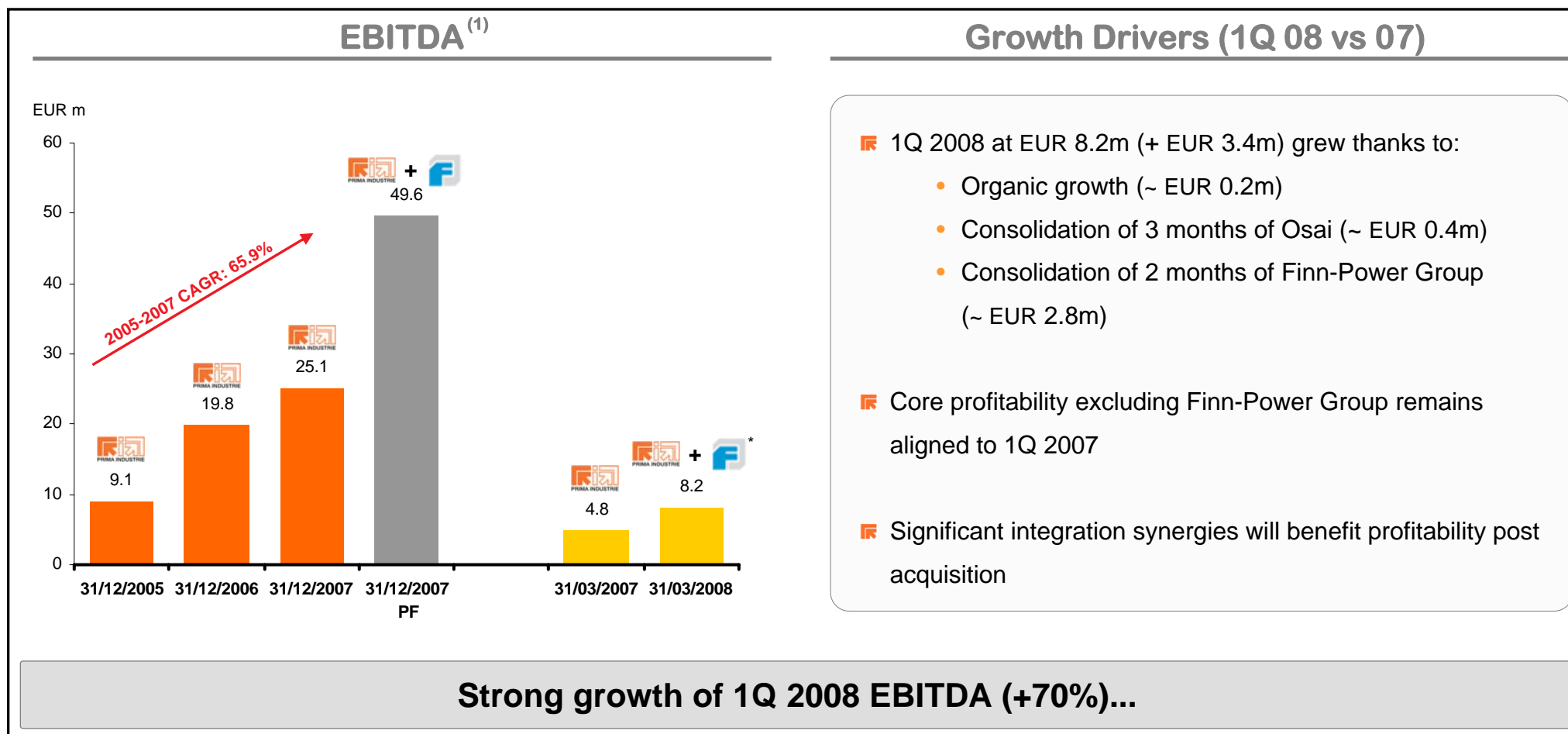
2007 Pro forma Cost Structure Analysis



15 May 2008 * EBITDA adjusted for impact of impairment and net of result of associates and joint ventures

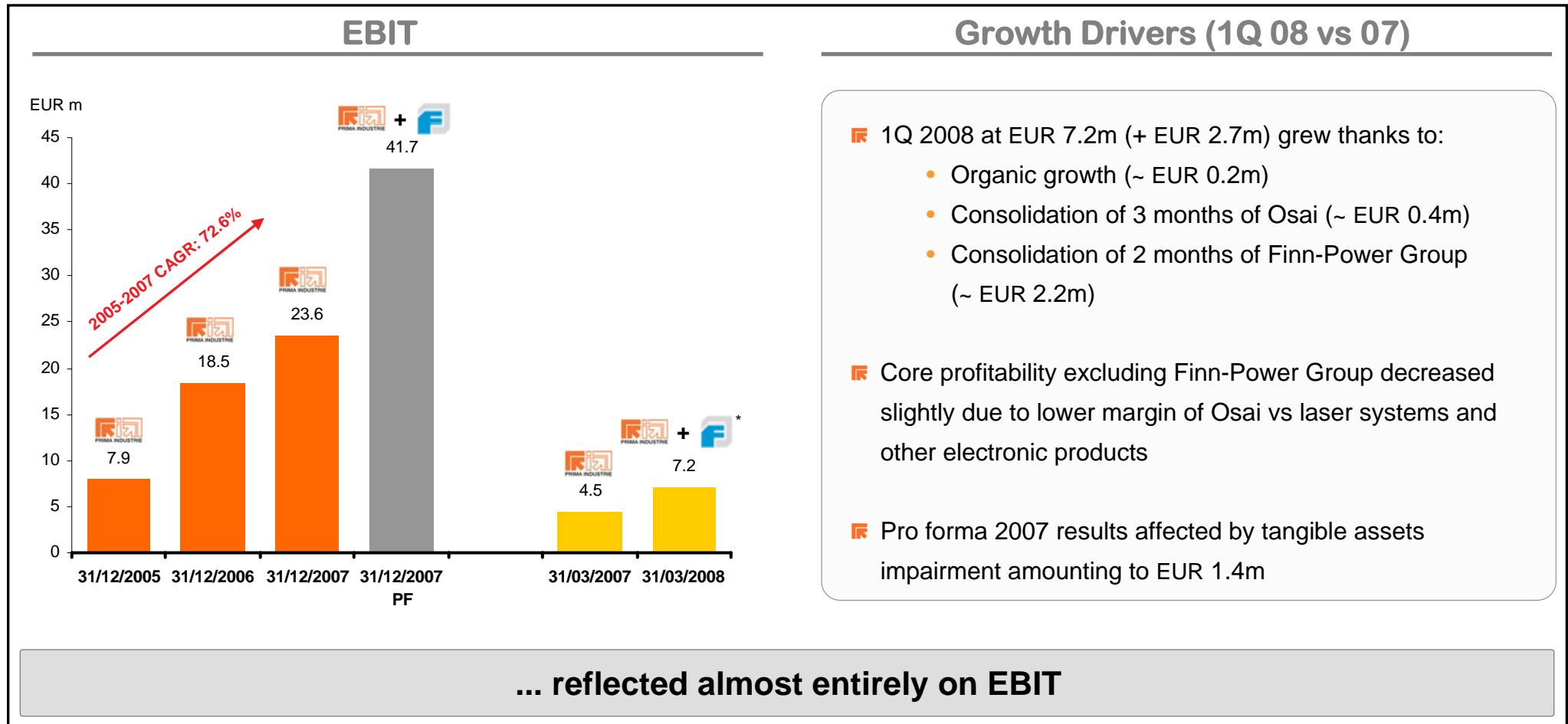


EBITDA Growth and Drivers



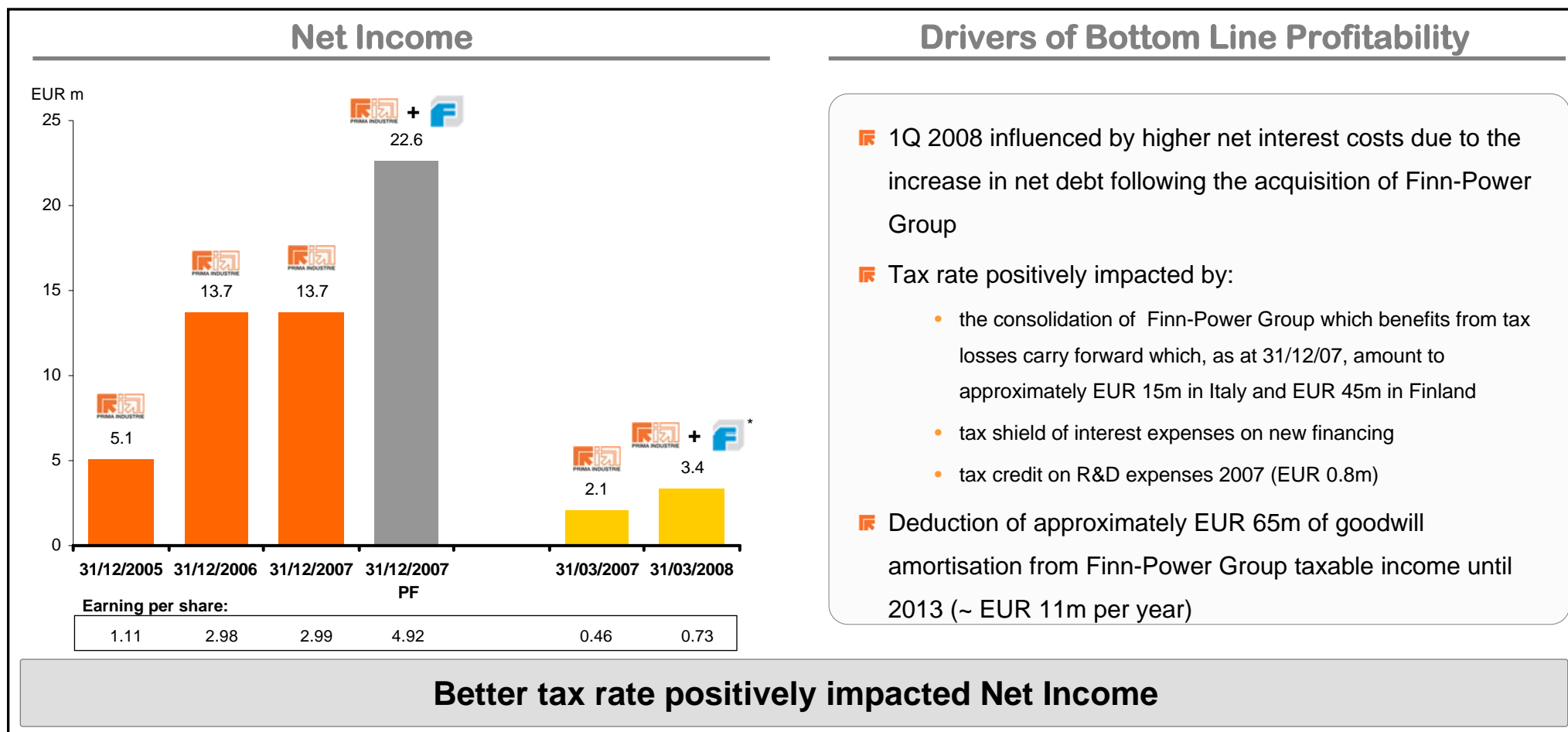


EBIT Growth and Drivers



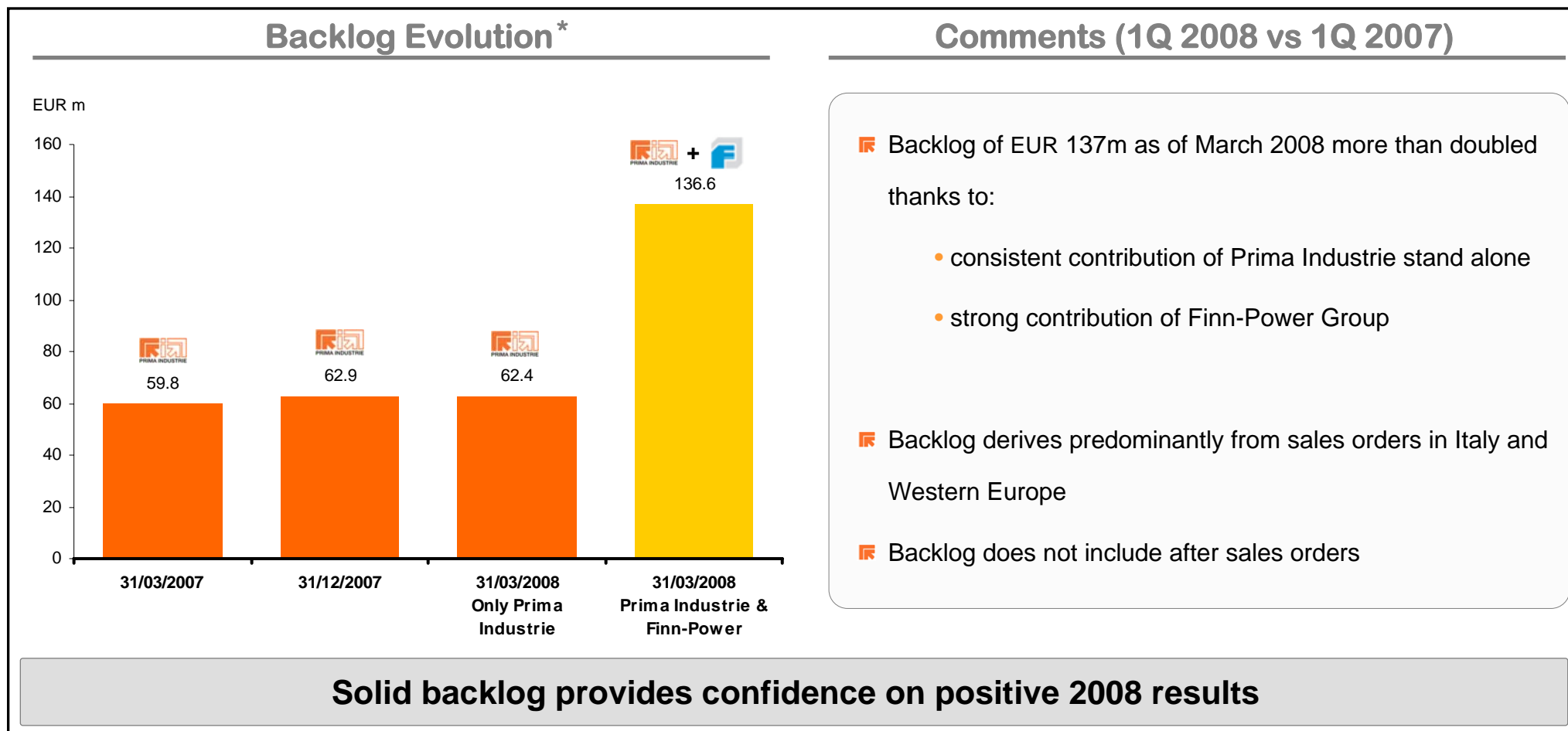


Net Income and Drivers





Backlog as of 31st March 2008





Common Macroeconomic Concerns

Raw Materials:

- ▣ negligible impact from hike in raw material prices for steel and other metals due to:
 - low contribution of raw material components on production costs
 - long term sourcing contracts with subcontractors allow to smooth raw material prices fluctuations

Exchange Rates:

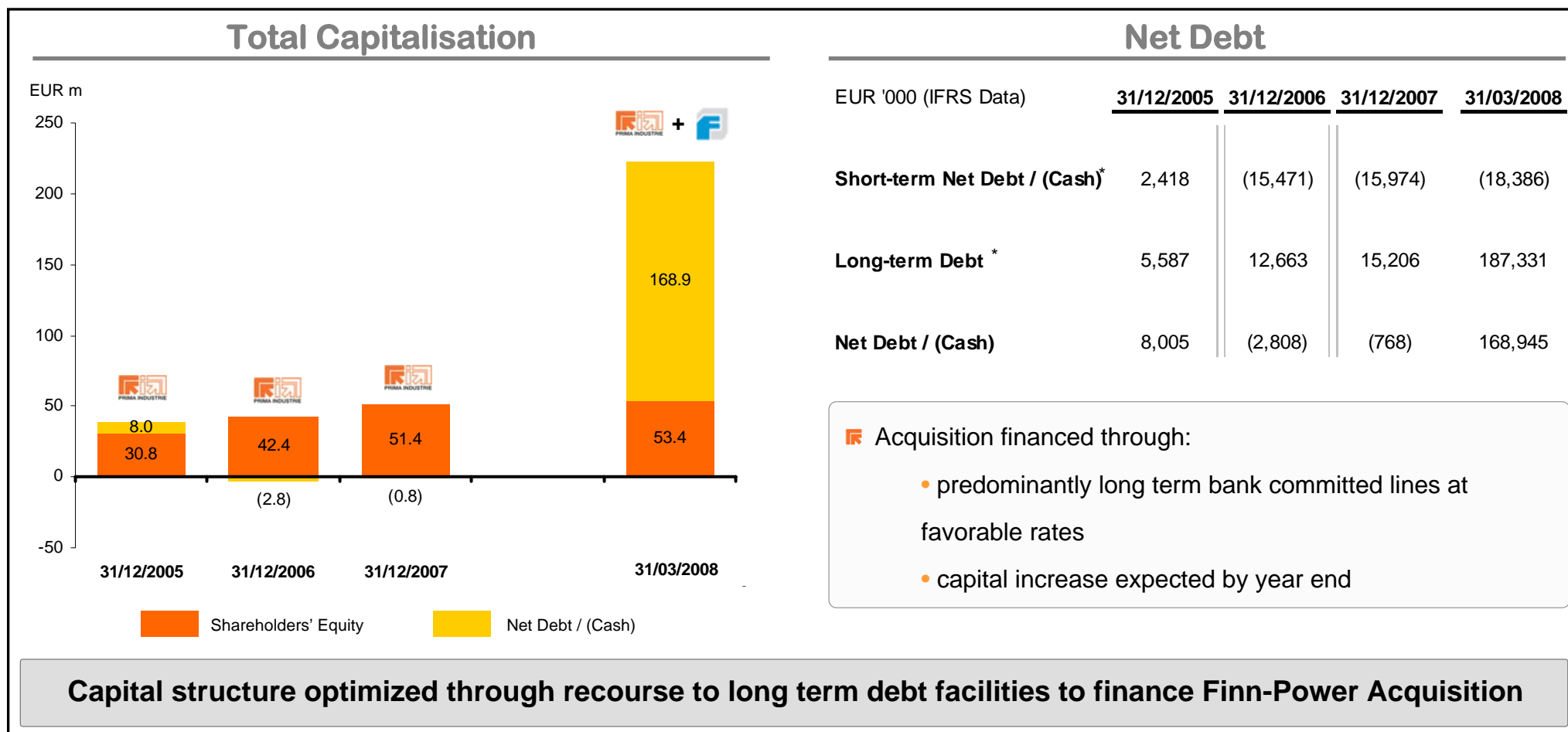
- ▣ net sales predominantly in EUR
- ▣ impact of US dollar depreciation mitigated by natural hedge
 - translation effect in EUR of revenues in US dollars partially counterbalanced by costs sustained in US dollars
- ▣ hedging contracts to be arranged in the near future

Interest rates:

- ▣ financing predominantly at variable rates
 - spread to Euribor achieved at convenient rates (average spread of c. 110 b.p.)
 - interest rate hedging contracts to be signed



Capital Structure





Q&A and Contacts

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Summary Balance Sheet

EUR '000 (IFRS Data)	31/12/2005	31/12/2006	31/12/2007	31/03/2008
Fixed Assets	10,650	11,796	21,049	178,059
-Property, plant and equipment	5,778	6,427	10,166	31,677
-Intangible Assets	2,739	2,511	6,713	142,066
-Investments	2,133	2,858	4,170	4,316
Net Working Capital	36,936	38,043	42,699	62,292
Provisions	8,742	10,288	13,075	17,998
-Provisions for employee benefits	4,937	5,544	7,561	8,739
-Other funds	3,805	4,744	5,514	9,259
Shareholders' Equity	30,839	42,359	51,441	53,408
Net Debt / (Cash)	8,005	(2,808)	(768)	168,945



Summary Cash Flow Statement

EUR '000 (IFRS Data)	<u>31/12/2005</u>	<u>31/12/2006</u>	<u>31/12/2007</u>
Cash Flows from Operating Activities	9,838	15,393	13,634
Cash Flows from Investing Activities	(2,246)	(1,759)	(9,823)
Cash Flows from Financing Activities	(2,545)	(4,426)	(2,963)
Increase/(Decrease) in Cash and Cash Equiv.	5,047	9,208	848