



Assemblea ordinaria degli azionisti

Collegno (TO), 24 aprile 2013



Our Group: business sectors

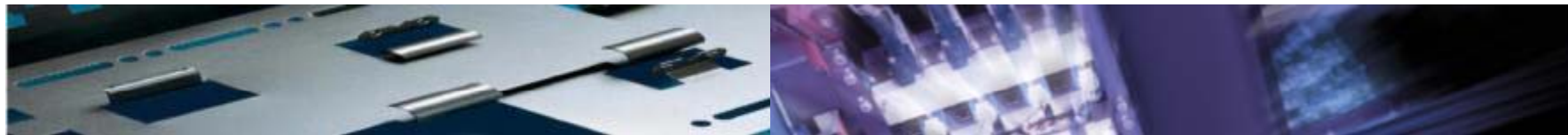


Machinery Division

Laser and sheet metal fabrication machinery: 2D and 3D laser cutting, welding and drilling, punching, combined punching/laser or punching/shearing, bending, automation and FMS.

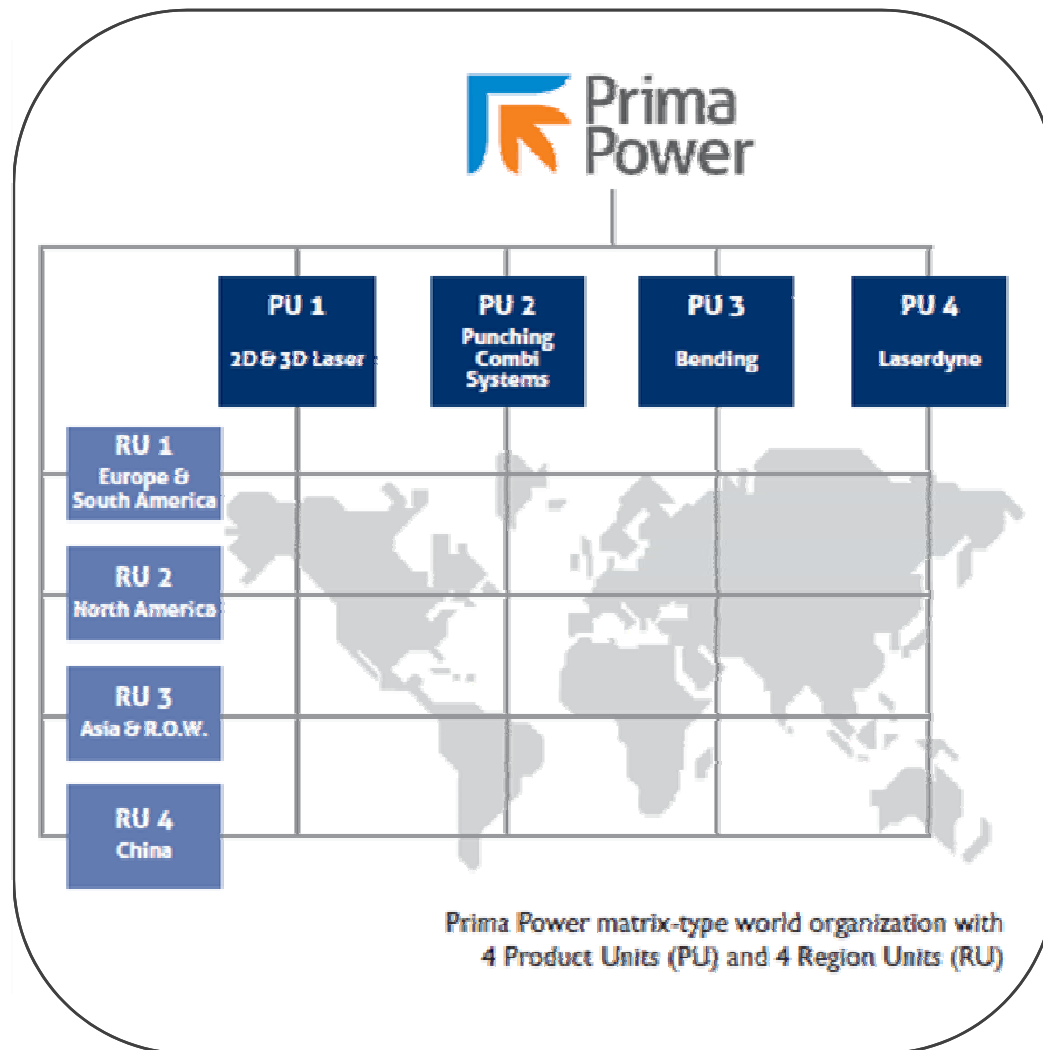
Electronics & laser technologies

Industrial electronics (power and control electronics, numerical controls).
High power CO₂ and Nd:YAG laser sources for industrial applications.

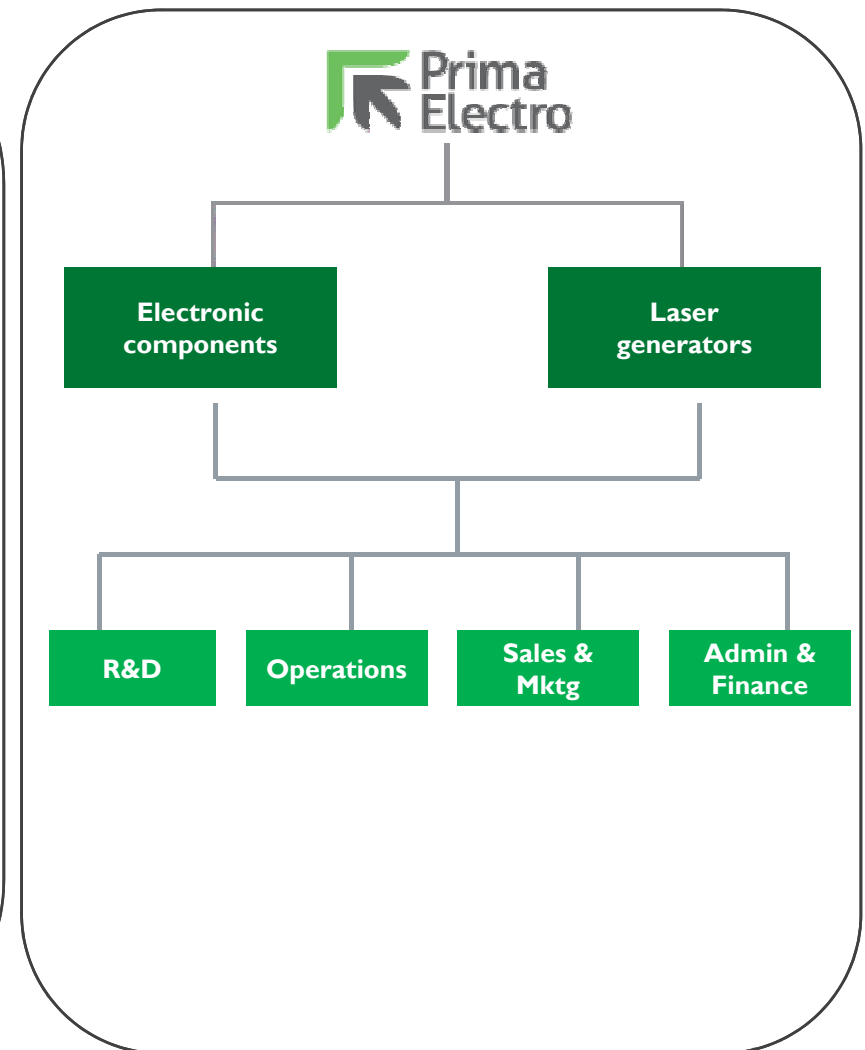




Business sectors' organization



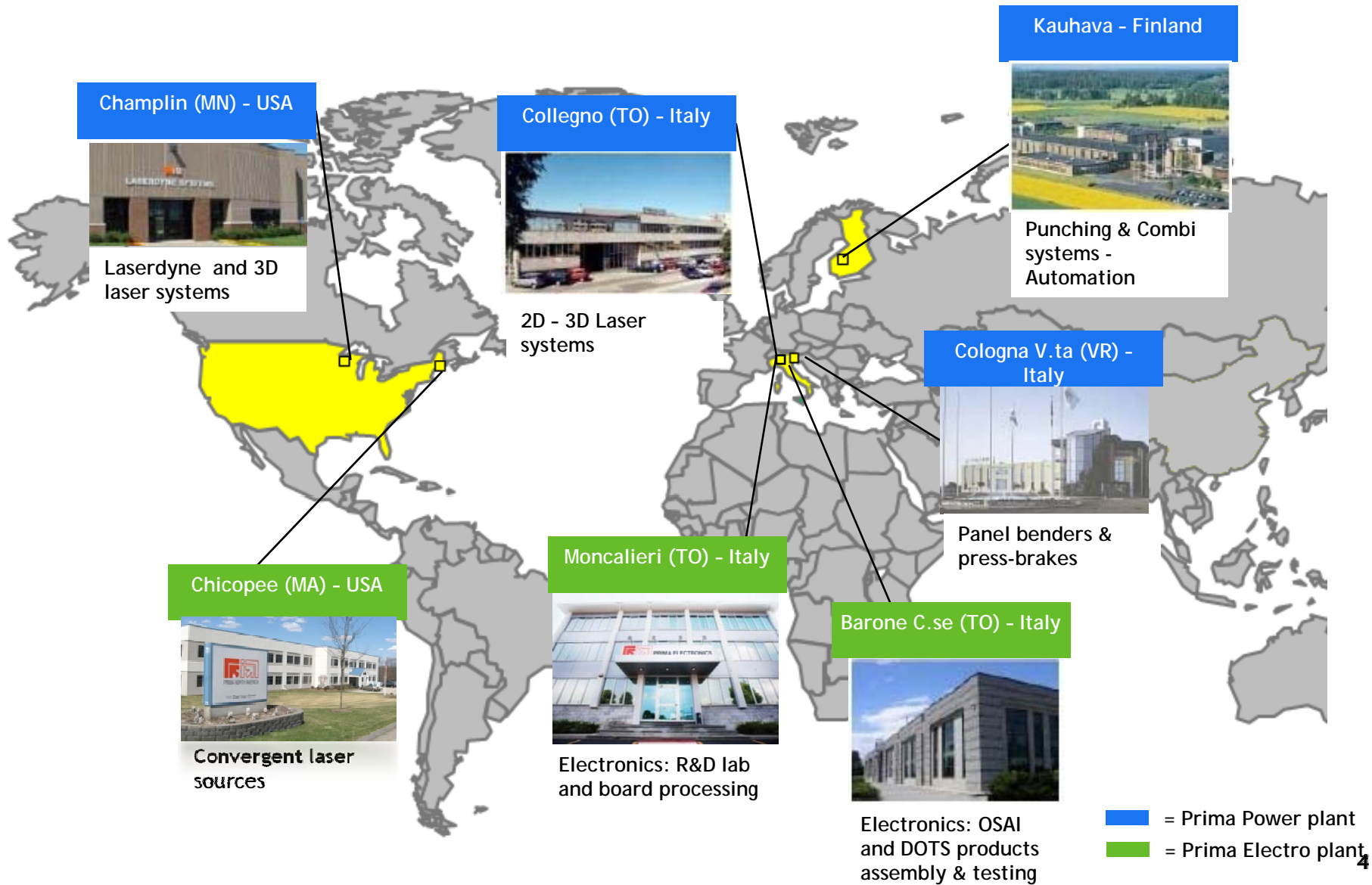
Revenues: ~ 312 M€ (gross of inter sector items)



Revenues: ~ 55 M€ (gross of inter sector items)

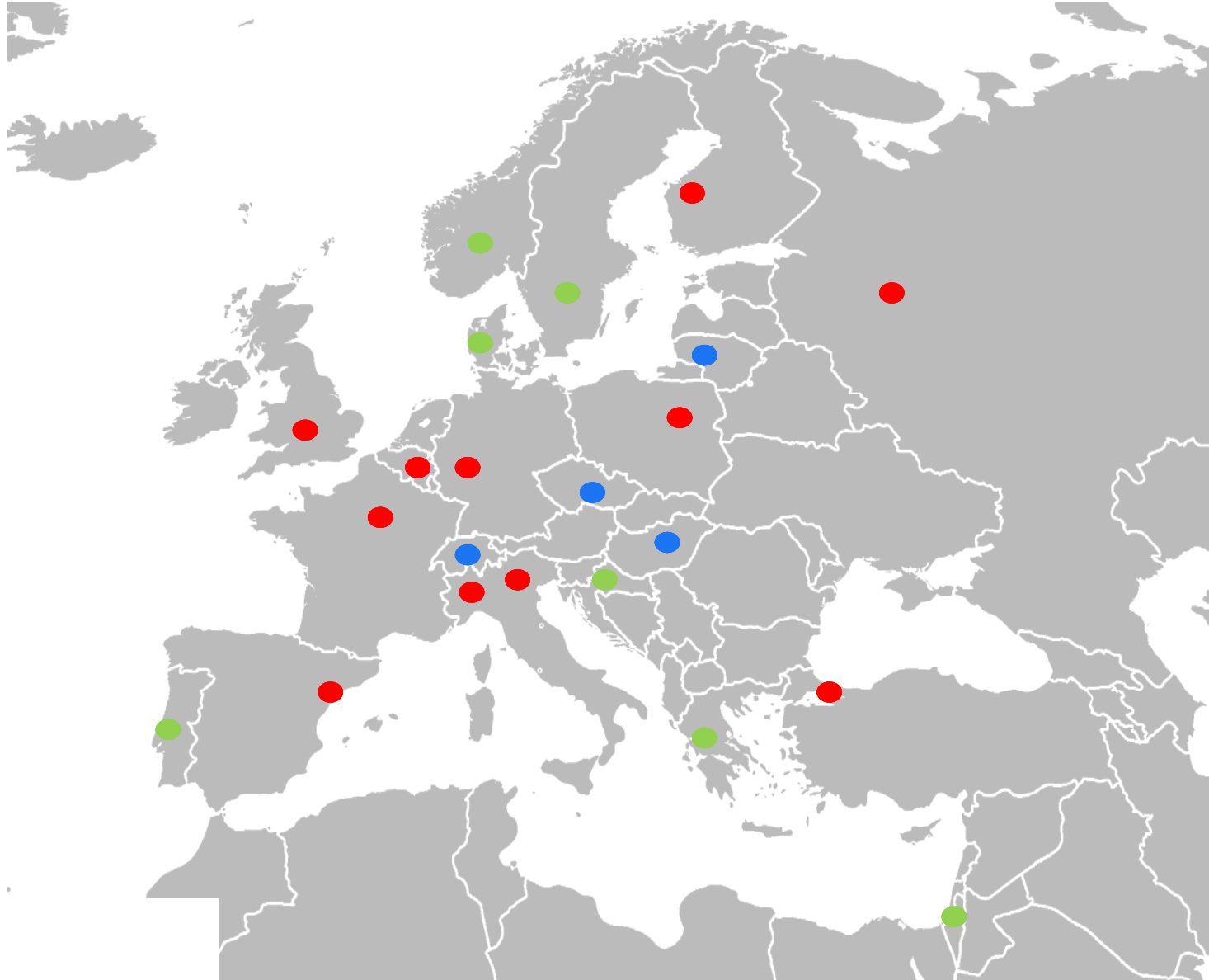


Industrial footprint





Sales & service footprint: Europe, Russia, Turkey & Israel



Prima Power GmbH - Frankfurt
(Germany)

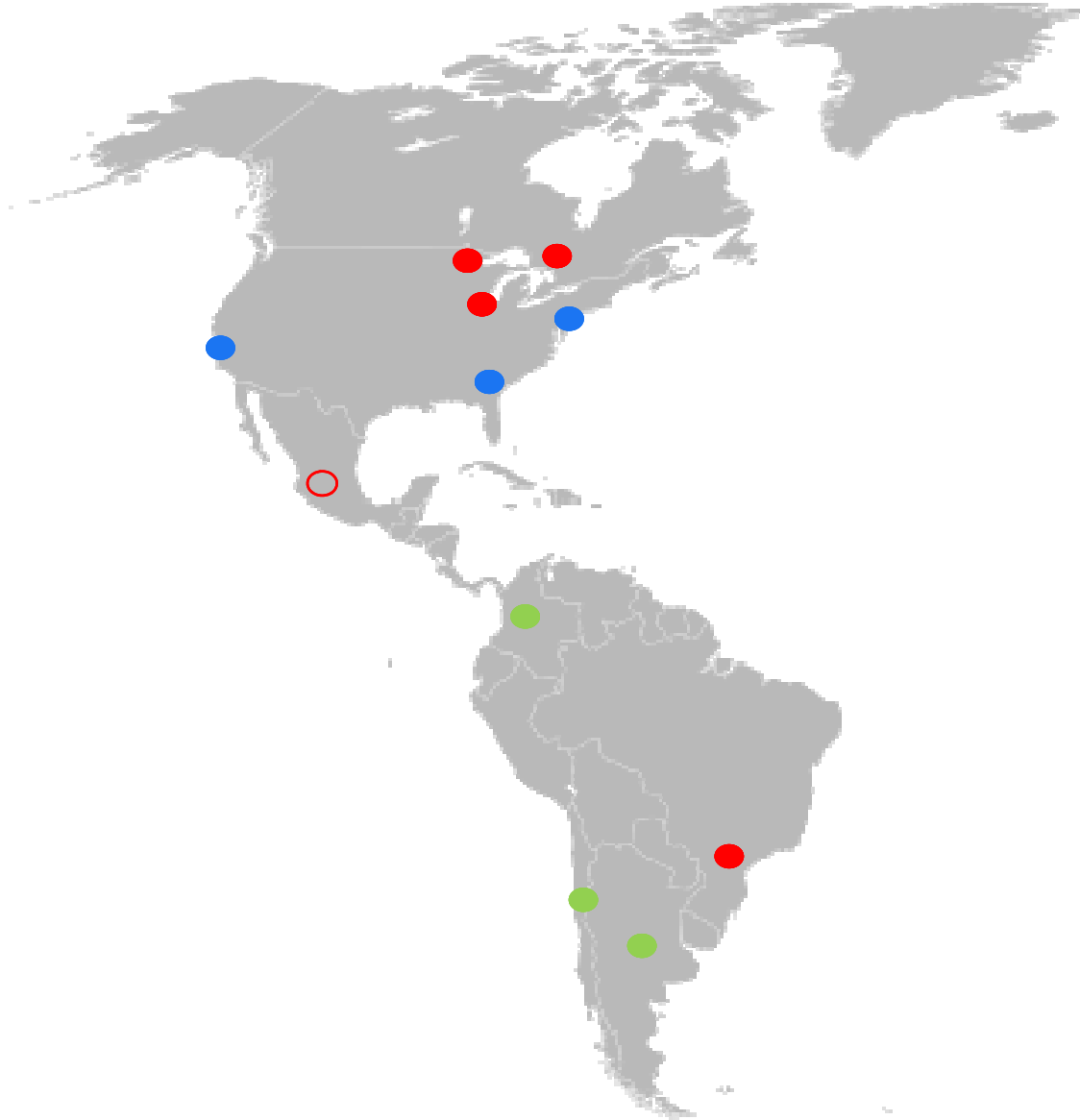


Euroblech Exhibition - 2012

- = subsidiary
- = branch office
- = distributor



Sales & service footprint: North & South America



Prima Power North America -
Arlington Heights (IL) - USA

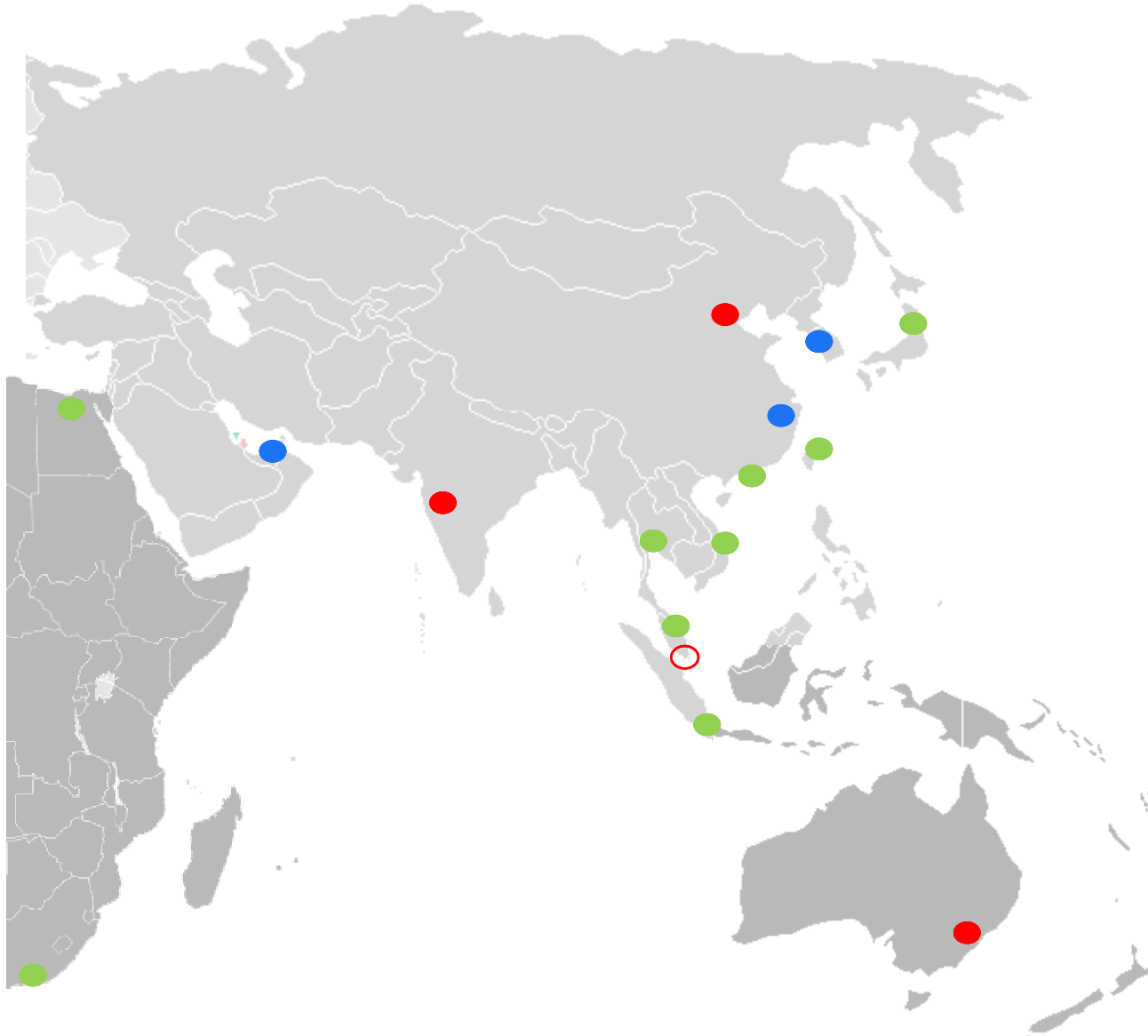


Prima Power North America -
Showroom

- = subsidiary
- = branch office
- = distributor
- = in progress



Sales & service footprint: Asia & R.o.W.



Training & Technology Center
in Sharjah (U.A.E.)



2D Tech Center in Shanghai

- = subsidiary
- = branch office
- = distributor
- = in progress



Our people

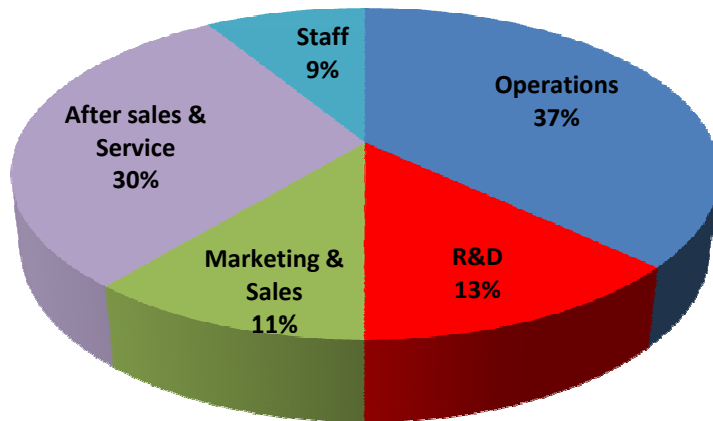
1,500 + Employees worldwide



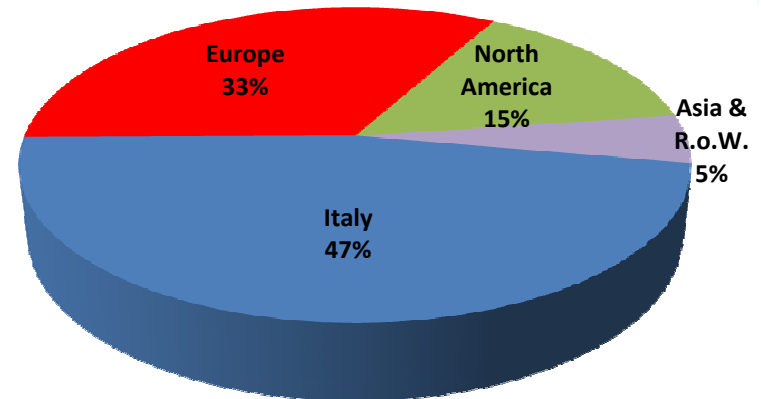


Our people

Headcount by function

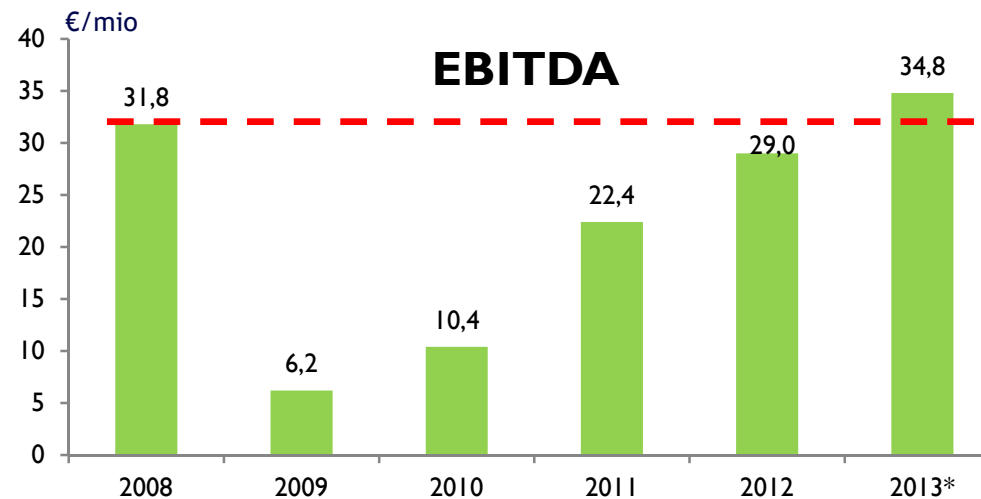
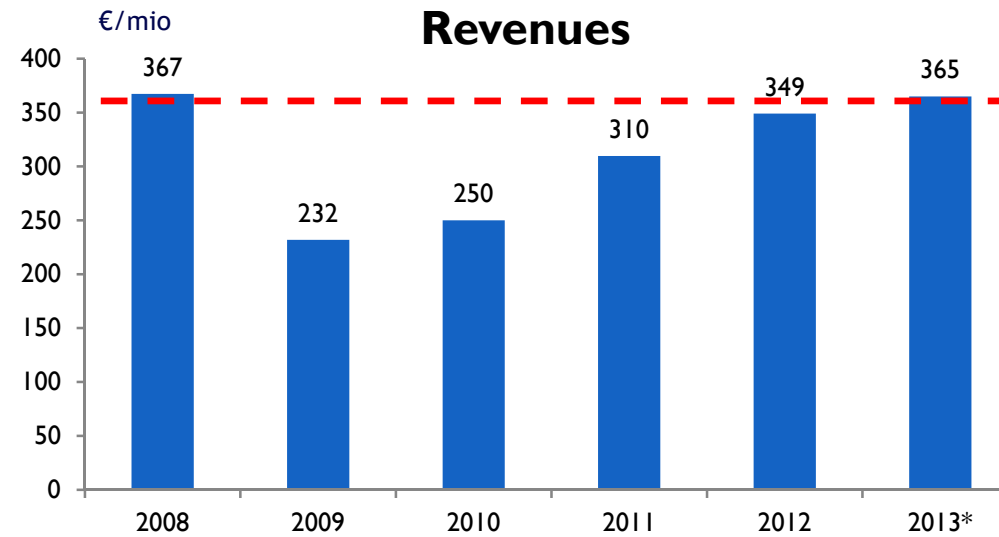


Headcount by geographic area





Economic trends



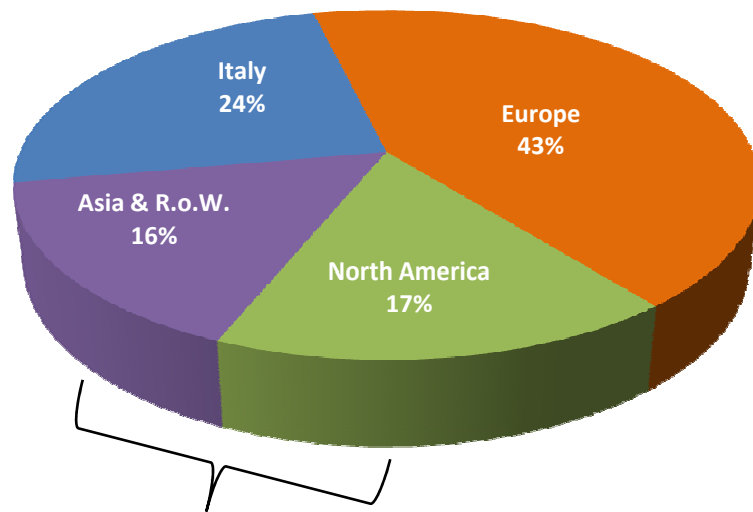
* = according to Banca IMI research dated March 14, 2013



Geographic trends

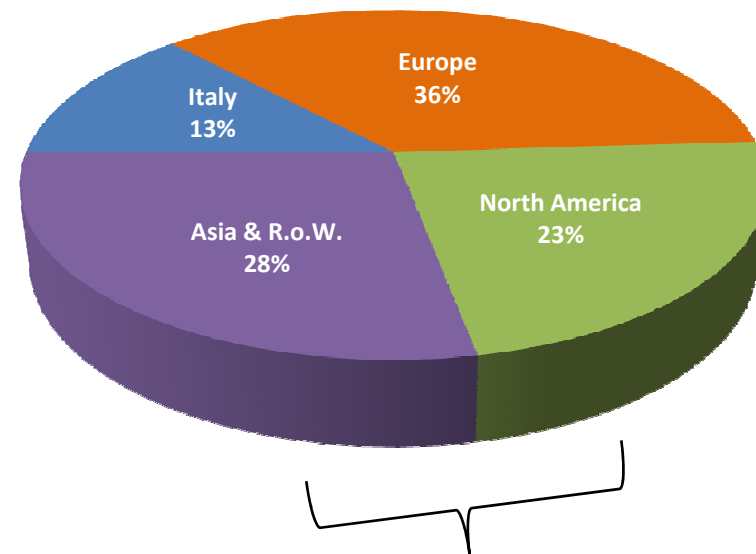
Revenues breakdown

2008



Extra-Europe: 33%

2012



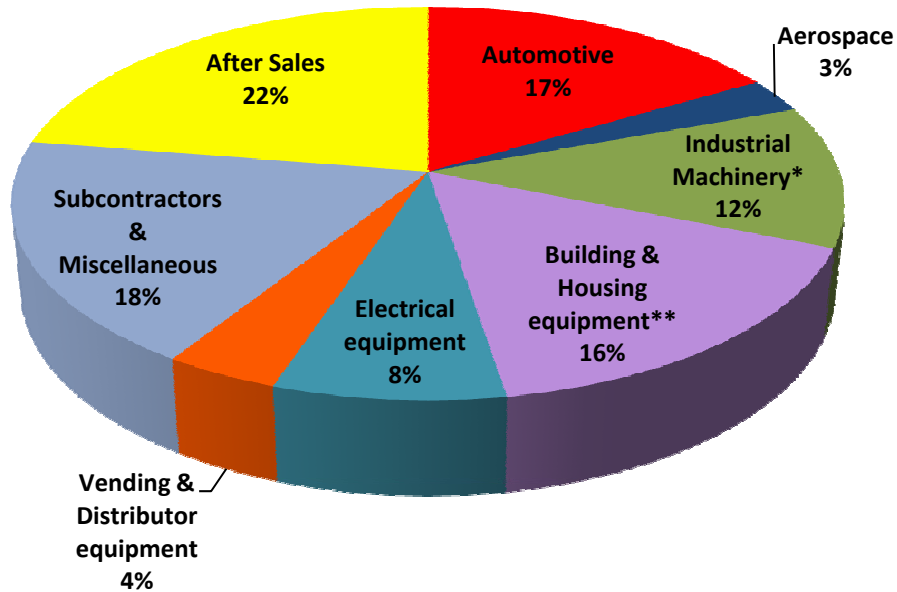
Extra-Europe: 51%



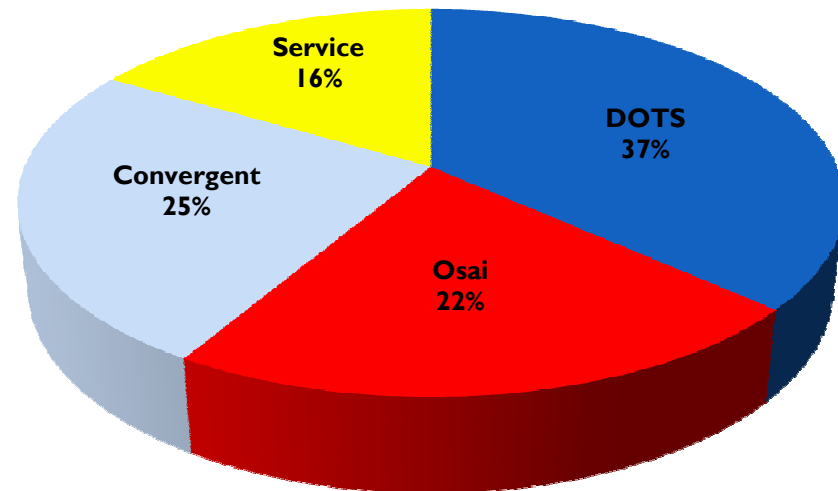
Reference markets



Revenues by industry
2012



Revenues by product line
2012

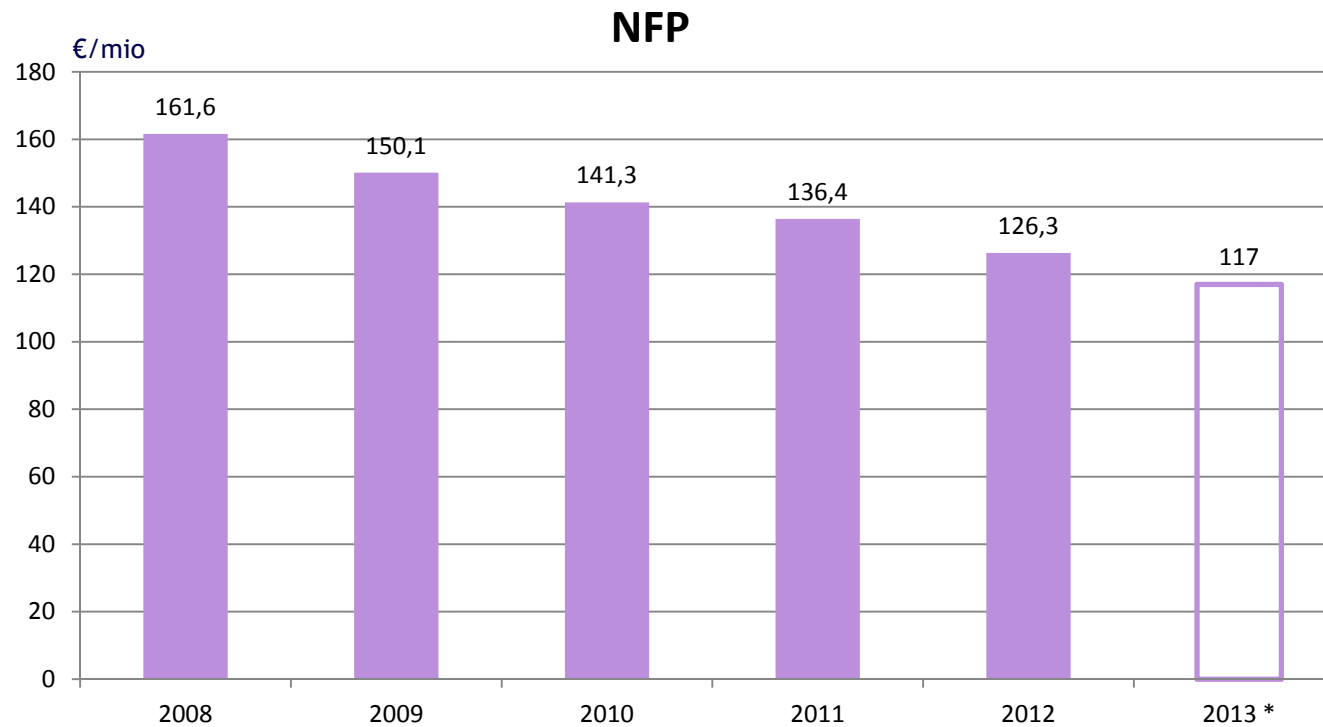


*= including agricultural, construction & industrial machinery

** = including HVAC, elevators, furniture & home appliances



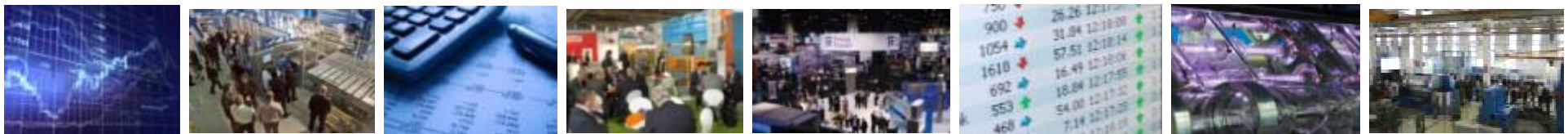
Net financial position trend



* = according to Banca IMI research dated March 14, 2013, which does not account for warrants exercise (~ 19 M€)



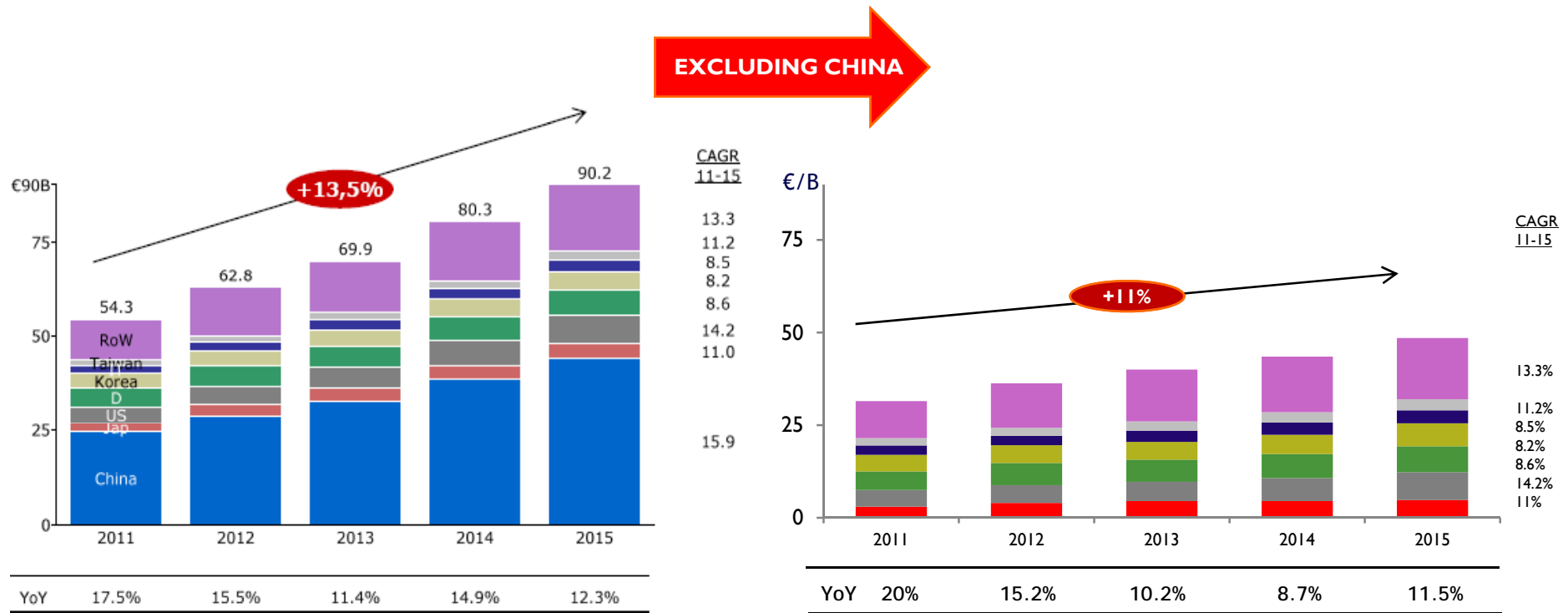
MARKET EVOLUTION AND FINANCIALS





Market Forecast - 3 years

Machine Tool Market Evolution



(Source: Oxford Economics)



Financial statements as at Dec. 31, 2012

BALANCE SHEET

(figures in Euro thousand)	31/12/2012	31/12/2011
Tangible assets	24,345	24,473
Intangible assets	151,395	152,630
Other non current assets	7,124	16,634
Non current assets held for sale	4,130	1,012
NON CURRENT ASSETS	186,994	194,749
Inventory	81,084	84,250
Trade receivables (net of down payments)	53,710	55,928
Trade payables	(72,404)	(79,797)
Other current assets	11,357	11,998
Other liabilities	(43,436)	(43,829)
Employee's severance indemnity	(7,077)	(6,793)
NET WORKING CAPITAL	23,234	21,757
NET DEBT	126,279	136,385
NET EQUITY	83,949	80,121



Financial statements as at Dec. 31, 2012

PROFIT & LOSS

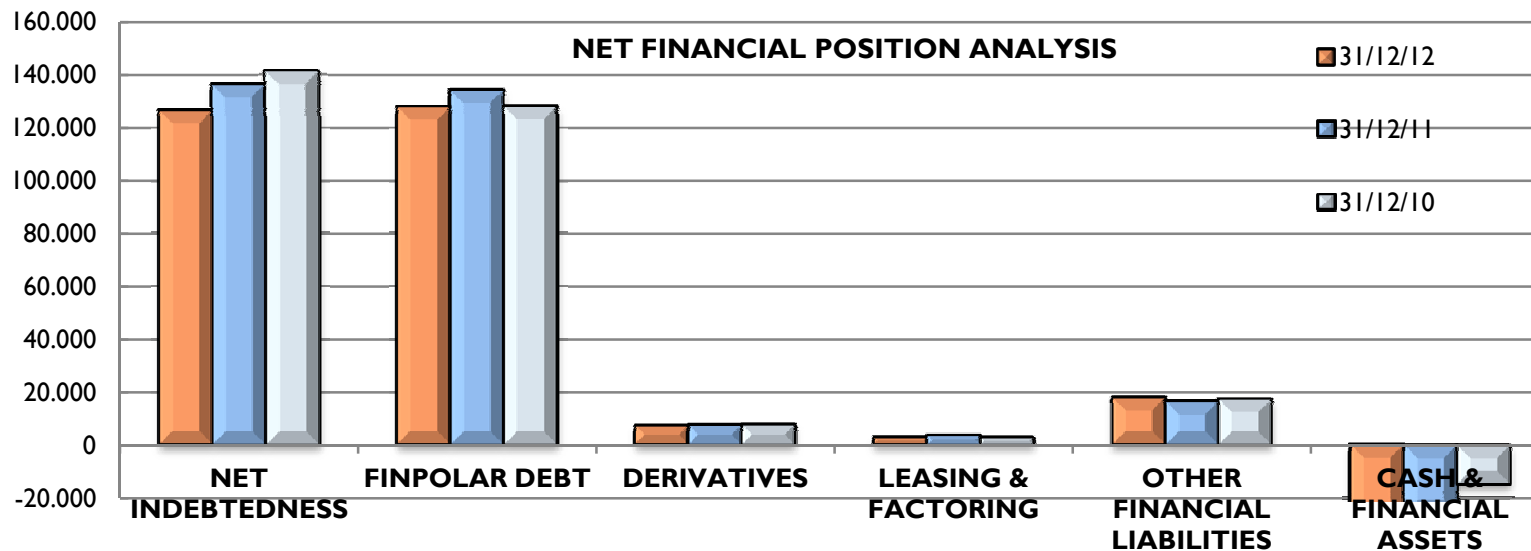
(figures in Euro thousand)	31/12/2012	31/12/2011
SALES	349,308	309,699
VALUE OF PRODUCTION	362,963	327,534
EBITDA	29,007	22,440
% on sales	8.3%	7.2%
EBIT	17,622	12,496
% on sales	5.0%	4.0%
EBT	9,046	4,543
% on sales	2.6%	1.5%
NET INCOME	5,307	1,933
% on sales	1.5%	0.6%



Net debt & covenants

	2011		2012		2013	
	Covenants	Actual	Covenants	Actual	Covenants Expected*	
EBITDA	≥ 2	2,39	≥ 2,5	3,54	≥ 3	4,77
NET FINANCIAL CHARGES						
NET FINANCIAL POSITION	≤ 7,9	6,08	≤ 5,5	4,25	≤ 4,1	3,36
EBITDA						
NET FINANCIAL POSITION	≤ 2	1,7	≤ 1,8	1,5	≤ 1,6	1,25
EQUITY						

* = figures calculated on the basis of Banca IMI research dated March 14, 2013; figures do not include the effect of the warrants exercise;





Stock price trend & shareholders

