

Innovation is looking beyond.





## Prima Group at a glance

- Founded in 1977, Prima Industrie is a global leader in **high technology** laser and sheet metal processing systems and electronic components for industrial applications
- Over 13,000 machines installed in more than **80 countries**
- **1,781 employees** worldwide (~50% in Italy)
- Manufacturing sites in Italy, Finland, USA and China
- Broad direct commercial and after-sales presence in **EU, NAFTA, BRIC** and other emerging markets.
- 2017 sales were € **449.5 millions (+14%)**, of which 85% outside Italy.
- Strong commitment to **innovation** (R&D is 5.2% of turnover)
- **Listed** on Italian Stock Exchange (STAR segment) since 1999



# Prima Group business sectors: Prima Power



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LASER MACHINES



SHEET METAL  
MACHINERY

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Prima  
Power



# Prima Group business sectors: Prima Electro



**osai**



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ELECTRONICS



**convergent**

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LASER SOURCES



# Our presence in the world

Prima Industrie at a glance

We are always close to our customers, wherever they are.

Prima Industrie is present in 5 continents with over 1700 employees and a network of specialized distributors.

## Industrial footprint

8 plants in 3 continents



Headquarters  
PRIMA  
INDUSTRIE

Prima  
Power

Prima  
Electro

## Sales and service footprint



Branches and subsidiaries  
in 28 countries worldwide



Presence including  
distributors and agents  
in over 80 countries



More details about our presence  
in the world are available online:  
[primaindustrie.com/  
our-presence-in-the-world](http://primaindustrie.com/our-presence-in-the-world)

### AMERICA



PRIMA POWER  
LASERDYNE LLC  
Champlin, MN - USA



CONVERGENT  
PHOTONICS LLC  
Chicopee, MA - USA

### EUROPE



PRIMA INDUSTRIE  
HEADQUARTERS  
AND TECH CENTER  
Collegno (TO) - Italy



PRIMA INDUSTRIE SPA  
Collegno (TO) - Italy



PRIMA INDUSTRIE SPA  
Cologna Veneta (VR) - Italy



PRIMA ELECTRO SPA  
Moncalieri (TO) - Italy



PRIMA ELECTRO SPA  
Barone (TO) - Italy

### ASIA



FINN POWER OY  
Kauhava - Finland

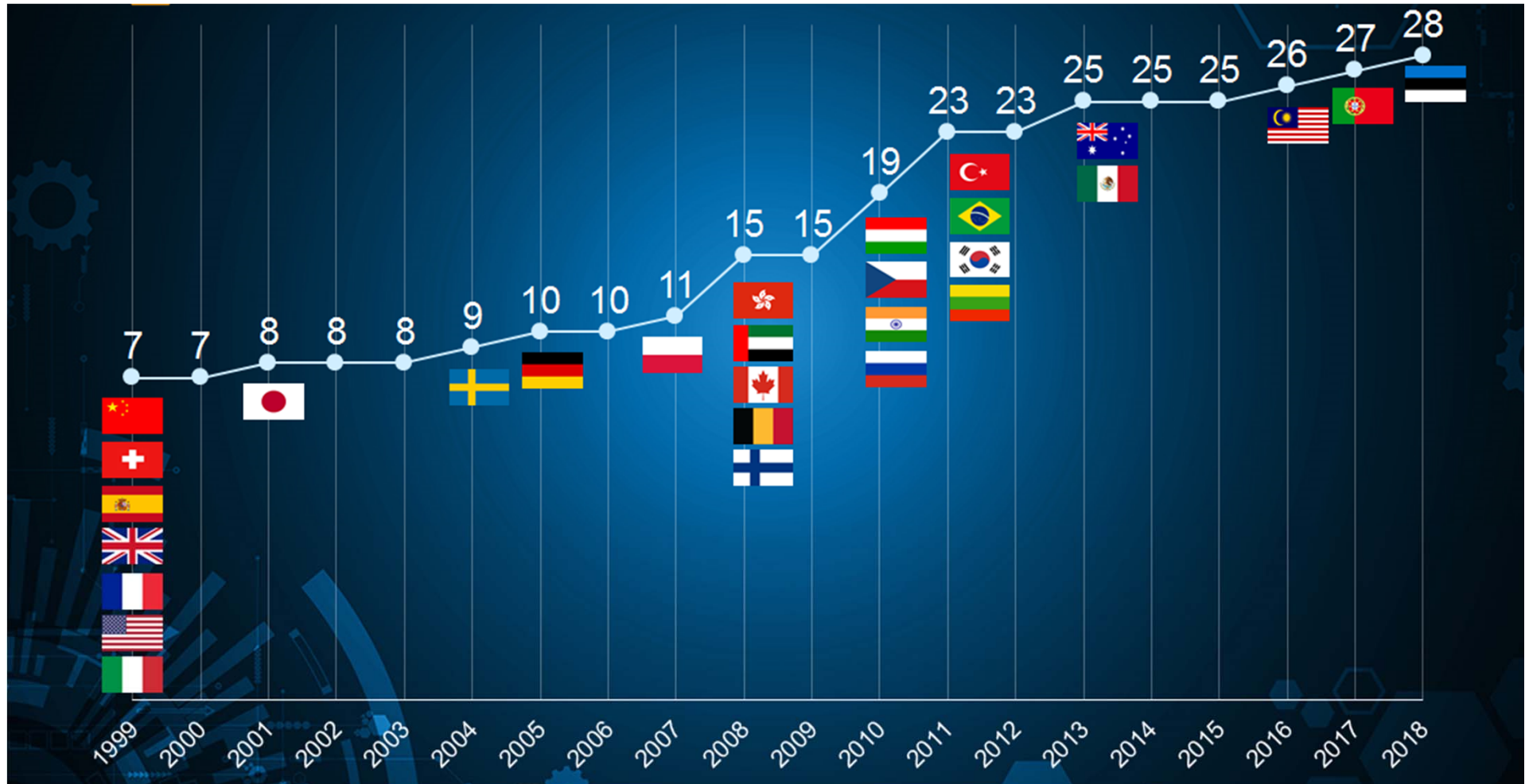


PRIMA POWER  
SUZHOU CO. LTD  
Suzhou, China



# Sales & service footprint

OTHER 50+ COUNTRIES SERVED WITH AGENTS & DISTRIBUTORS



# 2015-2019: 5 YEARS OF STRONG INVESTMENTS

Connecting global innovation.





# Mar 2015 - New Plant in Suzhou (China) - 6.8 M€



The plant, which covers a surface equal to 8.000 square meters, hosts manufacturing, sale and after-sale activities for a wide set of metal sheet processing machines. In addition to manufacturing area and HQ offices, the plant hosts a large show room destined to welcome Chinese and Asian customers.



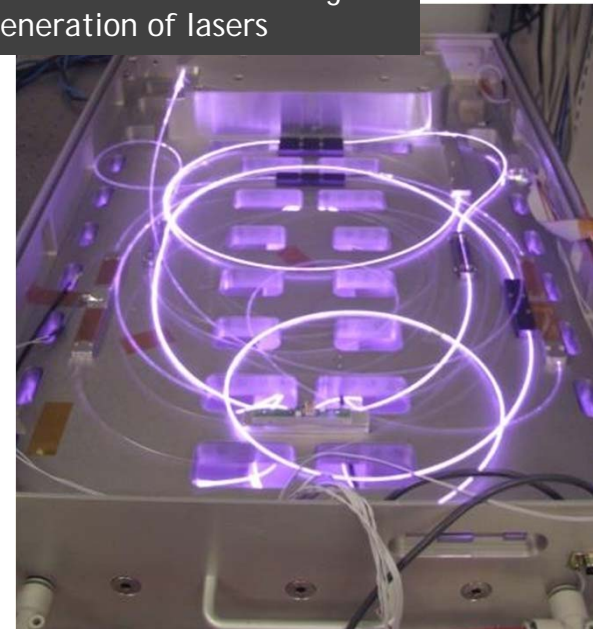
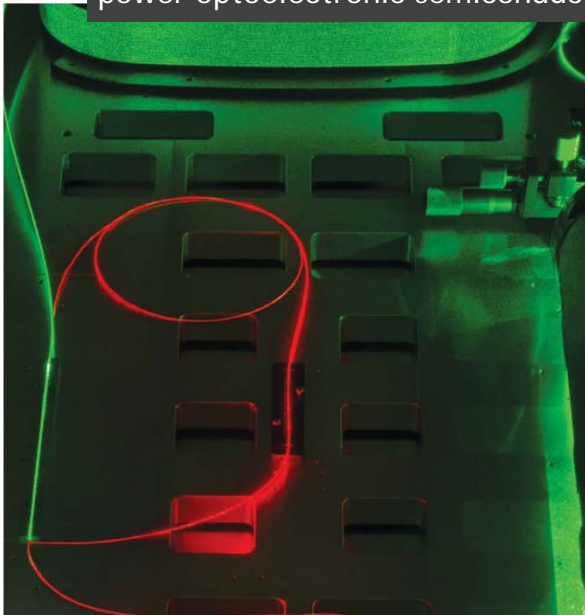




# Oct 2015 - Diode Fab for Fiber Lasers (Torino) - 7.5 M€

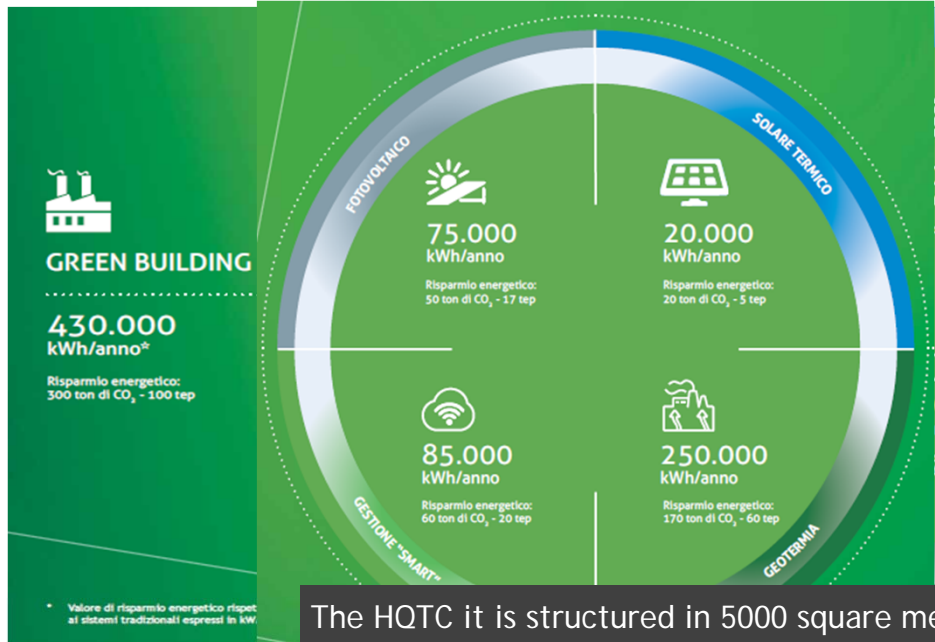


The high tech laboratories host research activities focused on the field of high power optoelectronic semiconductors for the latest generation of lasers





# May 2016 - New HQ and Technology Center in Torino - 15.0 M€



The HQTC it is structured in 5000 square meters of which 2500 are dedicated to the corporate offices and 2500 dedicated to the Demo Room and to the hospitality of the customers. The Demo Room hosts 10-12 Prima Power machines, including a whole production line.





# Jun 2018 - Investment in Lead Laser Cangzhou (China) - 6.7 M€



Prima Industrie, through Prima Power brand, already holds a significant share of the Chinese market of high-end machines (3D laser, systems, panel benders), while it still has a limited presence in the market of 2D laser machines. This investment is aimed at increasing the Group's market share in the Chinese market of 2D laser machines, the largest in the world in terms of size and growth rate.





# Jun 2018 - New facility in Munich (Germany) - 4.0 M€



The new location features a large Show Room and well organized areas dedicated to demonstrations, applications, cycle time studies, training, and conferences. The new location is in the heart of the D-A-CH area, which is strategic for the Group, as it represents the second most important market in Europe after Italy, with 5% of revenues and an installed base of over 1000 machines.

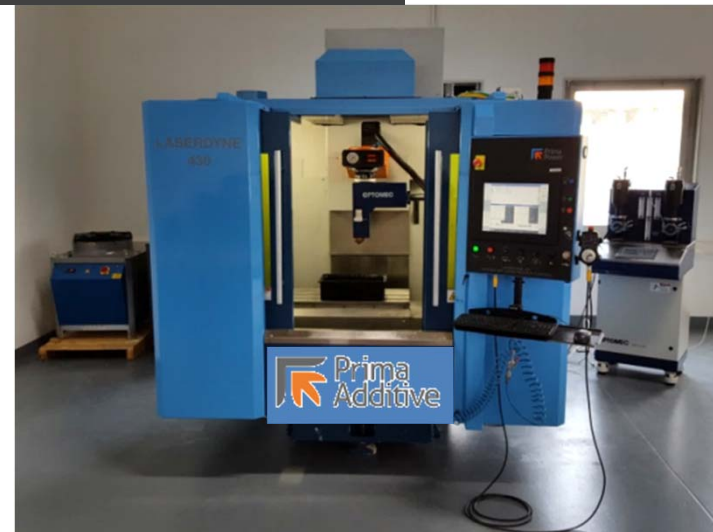




# Dec 2018 - R&D + Additive Manufacturing facility in Torino - 6.0 M€



The facility, structured on approx. 3,300 sqm, represents an extension of the HQTC to host the new Prima Additive division in addition to the R&D employees of laser machines development and relevant labs.





# Mar 2019 - Finn-Power Oy new Plant in Seinäjoki (Finland) - 21.0 M€



Finn-Power OY is constructing a new, modern and more efficient building (factory & offices) in the City of Seinäjoki, replacing current location in Kauhava. The new plant is being built-to-suit by a local municipality finance company and will be rented to Finn-Power. Seinäjoki offers a more convenient location in terms of infrastructures, accommodations and hosts several schools and a university.



2014 – 2017  
Finn-Power Oy  
FI16369339

is a company which creates power  
for the economic future

The company has obtained the high-rating S&P  
credit classification in the mentioned period  
and is thus entitled to this special certificate.  
The classification is granted if the company's  
long-term outlook, financial key ratios, positive background  
information and good financial behaviour.  
The classification is granted by Suomen Asiakastieto Oy

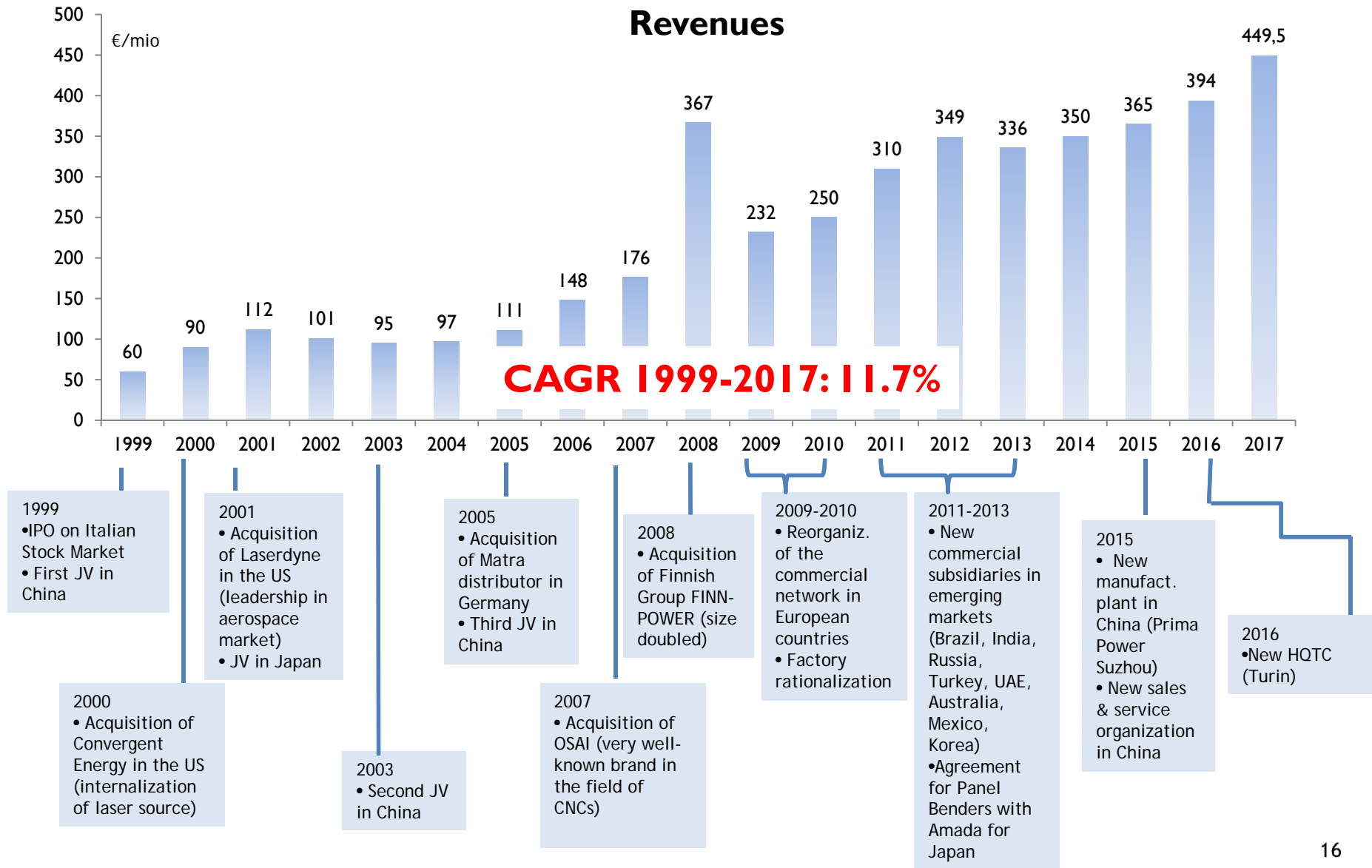
asiakastieto.fi

# EVOLUTION IN POWER





# A history of growth

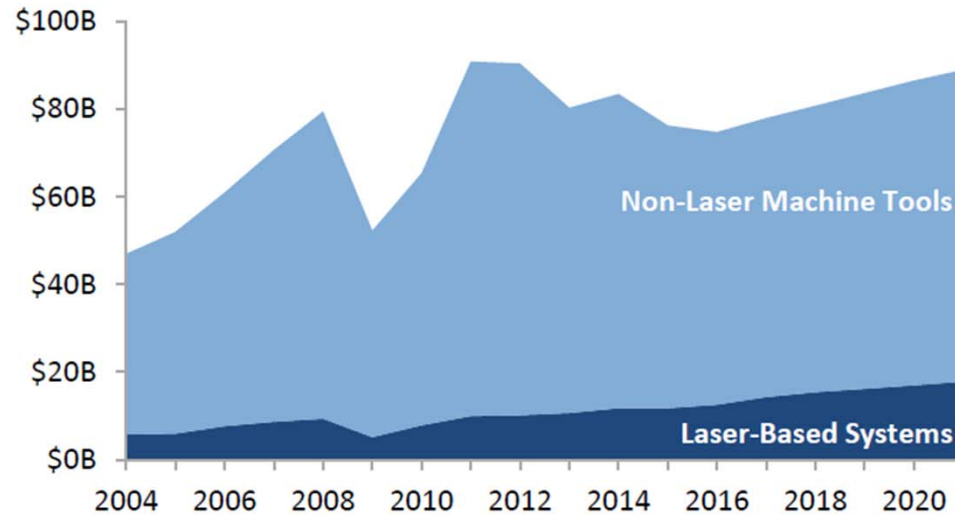






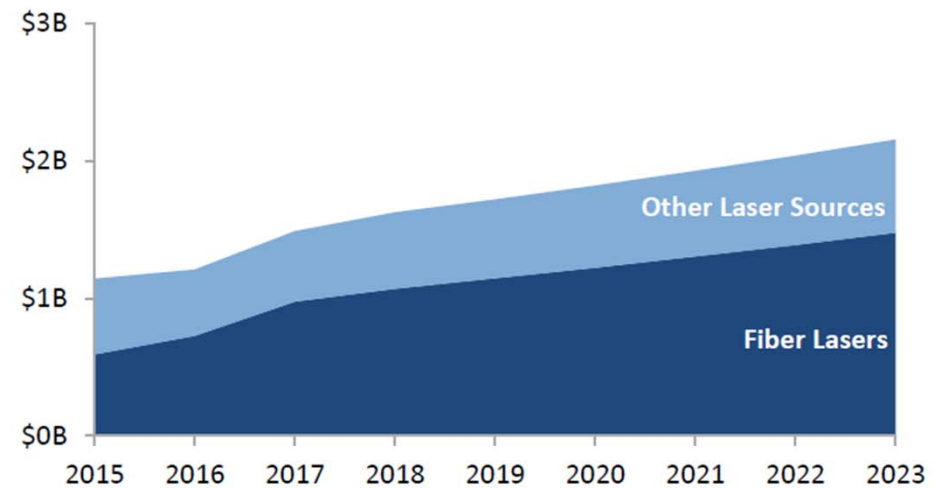
# Market trends: machine tool & laser machines market

Global Machine Tool Consumption in 2017: ~\$78B  
Global Laser Systems for Materials Processing in 2017: ~\$14B  
*Laser Systems 18% of Worldwide Machine Tools and Growing*



Source: Oxford Economics, Optech Consulting and IPG Photonics Corporation

Fiber Lasers a Growing Percentage of Annual Demand for High-Power Industrial Laser Sources



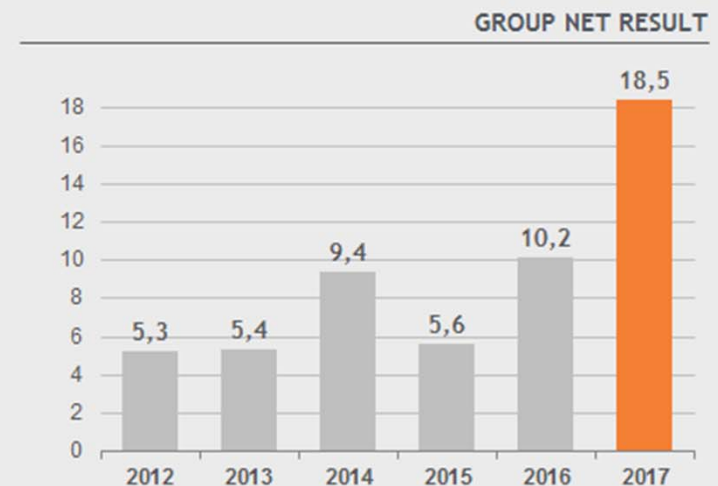
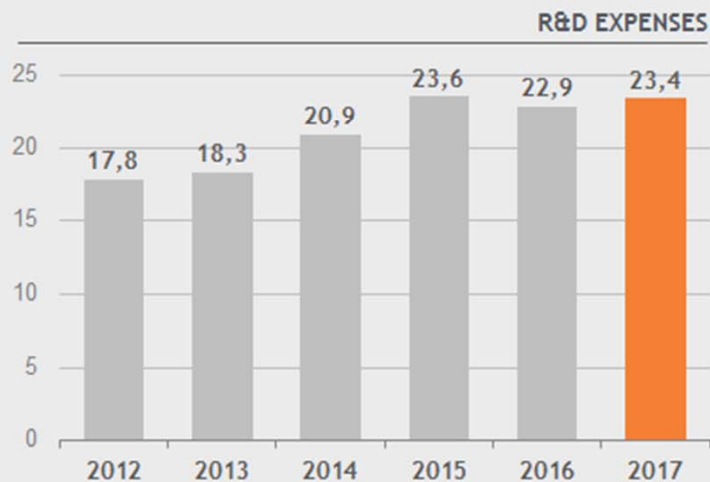
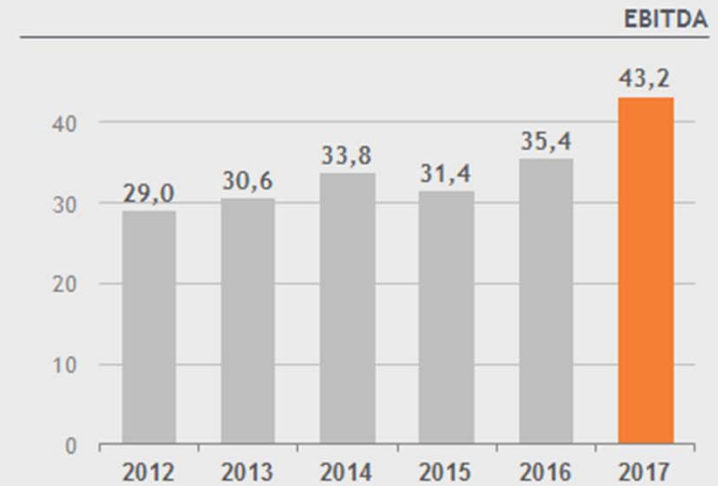
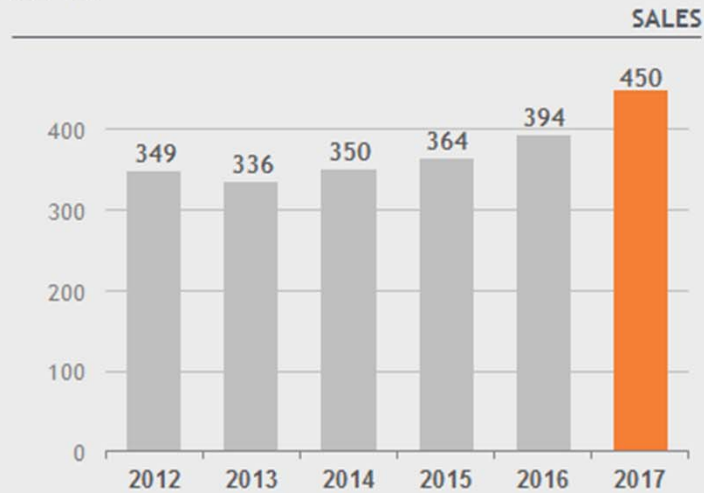
Source: Optech Consulting and IPG Photonics Corporation



# Economic trends

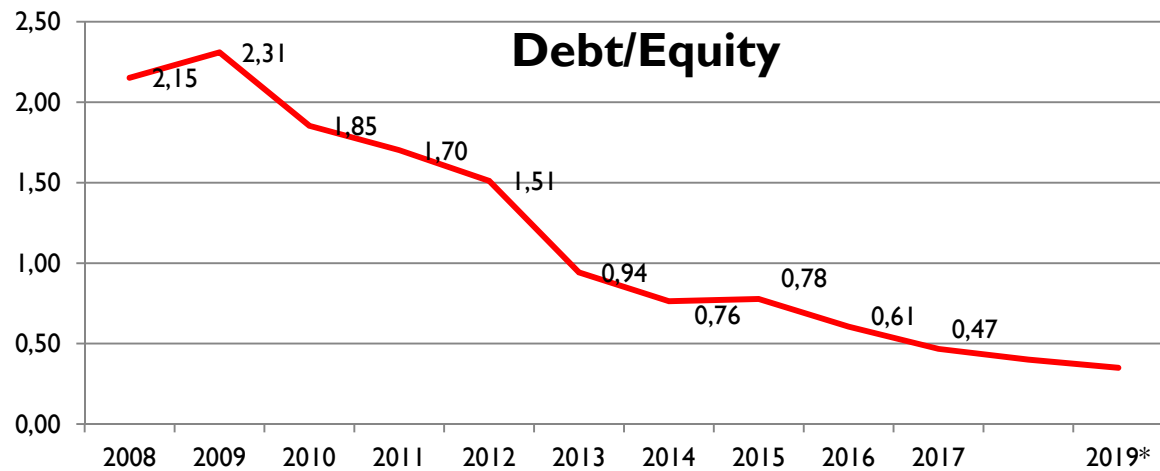
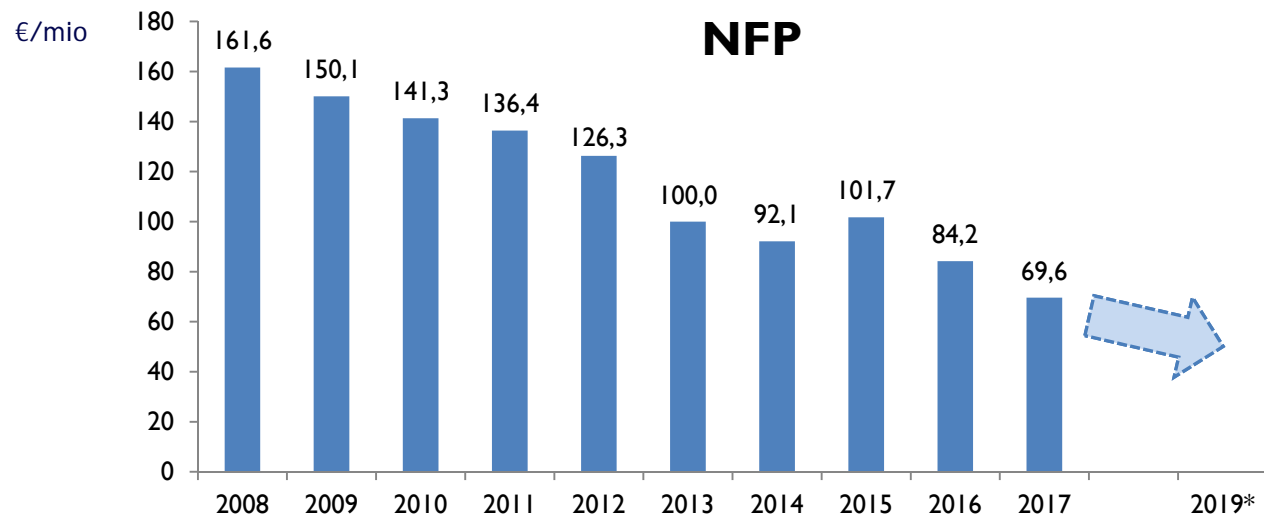
## OUR GROUP - KEY INDICATORS

VALUE IN EURO MILLION





# Net financial position trend



\* = according to Company's business plan



# M/L term debt refinancing on main operations

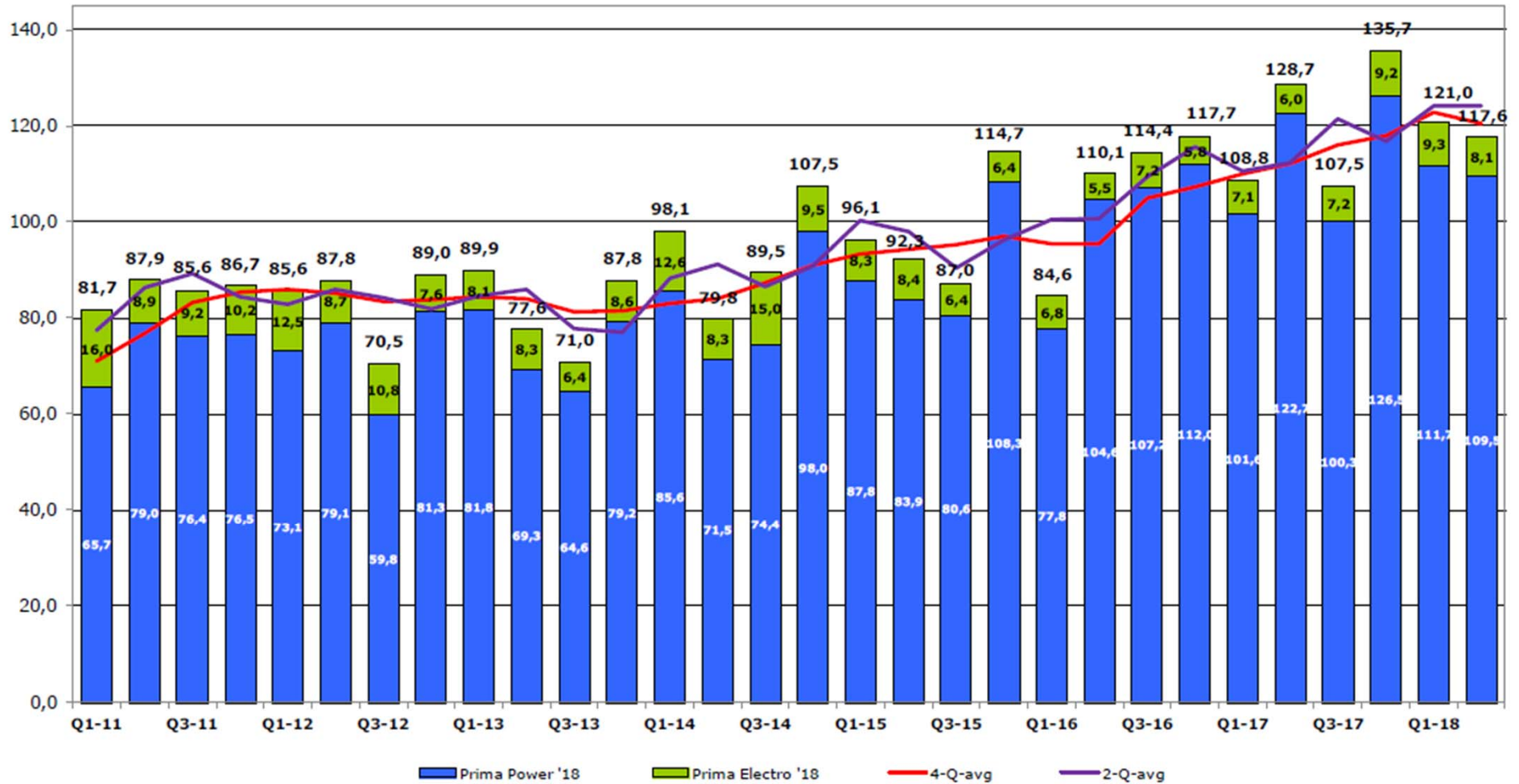
Type	Counterparty	Amount (M€)	Interest rate %	Maturity	Timing for reimbursement	Type	Counterparty	Amount (M€)	Interest rate %	Maturity
BOND	INSTITUTIONAL INVESTOR 1	40	5,875	2022	March 2018	BOND	AVIVA France	25	3,50	2025
TERM LOAN	IT BANKS CLUB DEAL	23	3,03	2021	March 2018	TERM LOAN	BANK 1	25	2,08	2022
TERM LOAN	FINN BANKS CLUB DEAL	20	Euribor +2,50	2020	December 2017	TERM LOAN	BANK 2	20	1,75	2022
TERM LOANS	SEVERAL BANKS INSTALMENTS	25	Euribor +1,75 average	2018/19	2018/2019	TERM LOANS	BANK 3, 4 & 5	45	Euribor +1,50	2022/2023
TOTAL		108	3,70	2018/2022		TOTAL		115	2,10	2022/2025

Banks involved:





# Quarterly order intake since 2011





# Analysts' consensus

	2018				2019				2020	
	B. IMI	Mediobanca	B. Akros	Consensus	B. IMI	Mediobanca	B. Akros	Consensus	Company Business Plan	Mediobanca
	42,0	36,0	40,0		42,0	36,0	40,0			36,0
	ADD	NEUTRAL	NEUTRAL		ADD	NEUTRAL	NEUTRAL			NEUTRAL
REVENUES	485	482,8	484	483,9	510	509,7	511	510,2	500	519,9
EBITDA	54,81	50,1	53	52,6	61,2	57,9	60	59,7	60	61,4
EBIT	37,95	32,6	36	35,5	44,34	39,3	42	41,9	-	41,9
NET RESULT	32,77	27,6	26	28,8	31,69	28,8	31	30,5	-	29,4
NFP	-54,2	-64	-48	-55,4	-34,8	-43	-37	-38,3	-	-16,7



MEDIOBANCA *Released August 3, 2018*



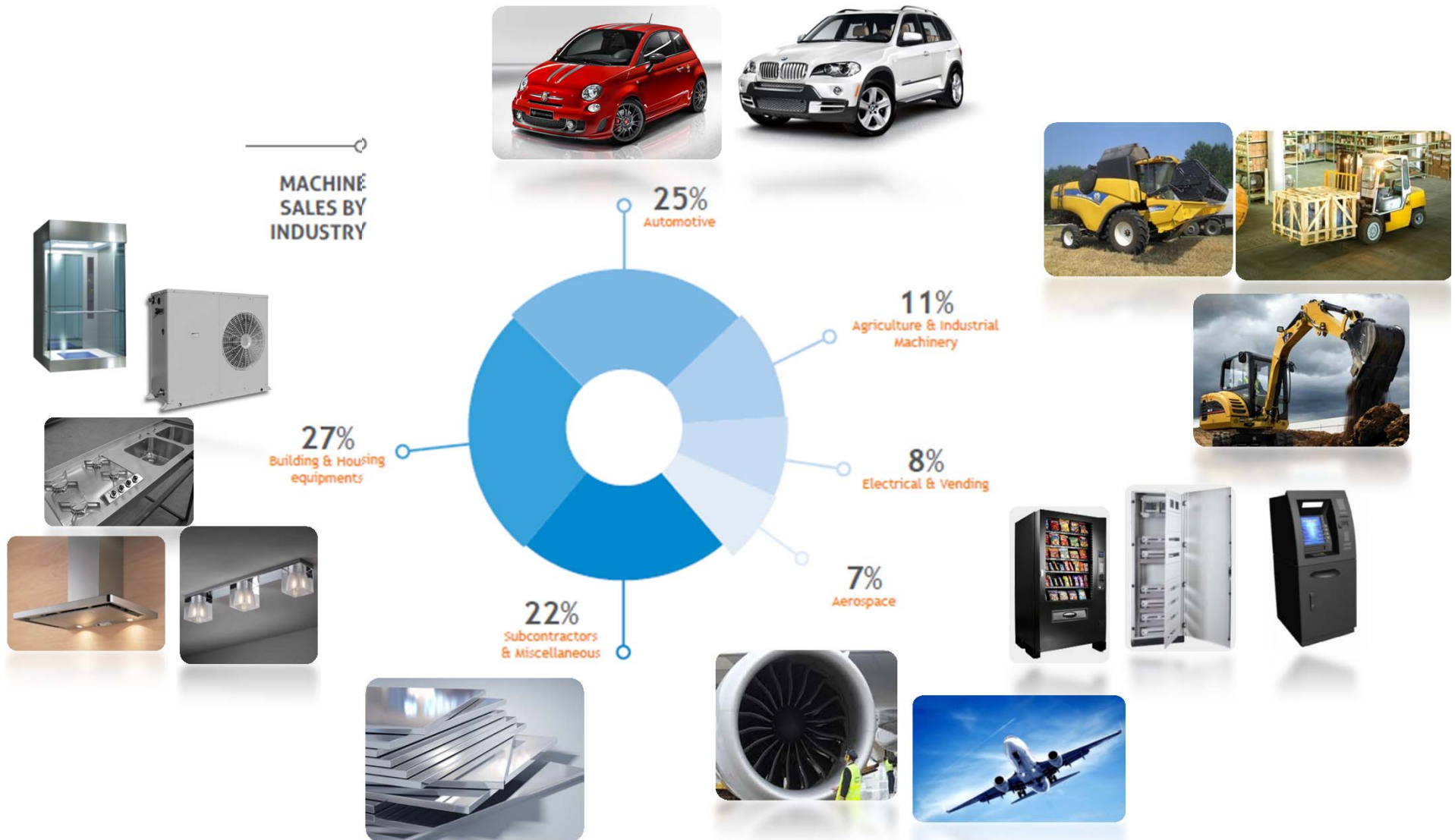
BANCA IMI *Released August 3, 2018*



*Released August 29, 2018*



# Machine revenues by application (2017)



Figures FY 2017



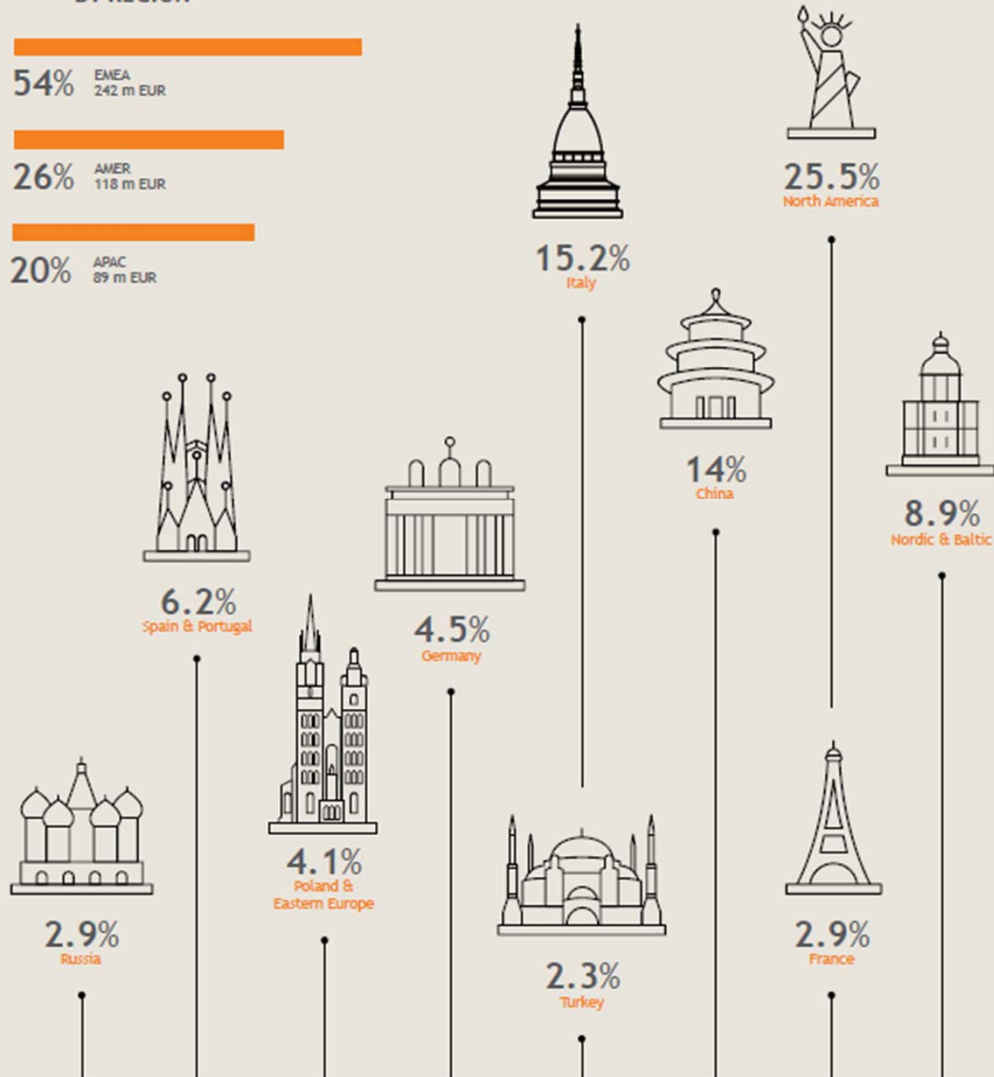
# Regional Highlights (2017)

## REVENUES BY REGION

54% EMEA  
242 m EUR

26% AMER  
118 m EUR

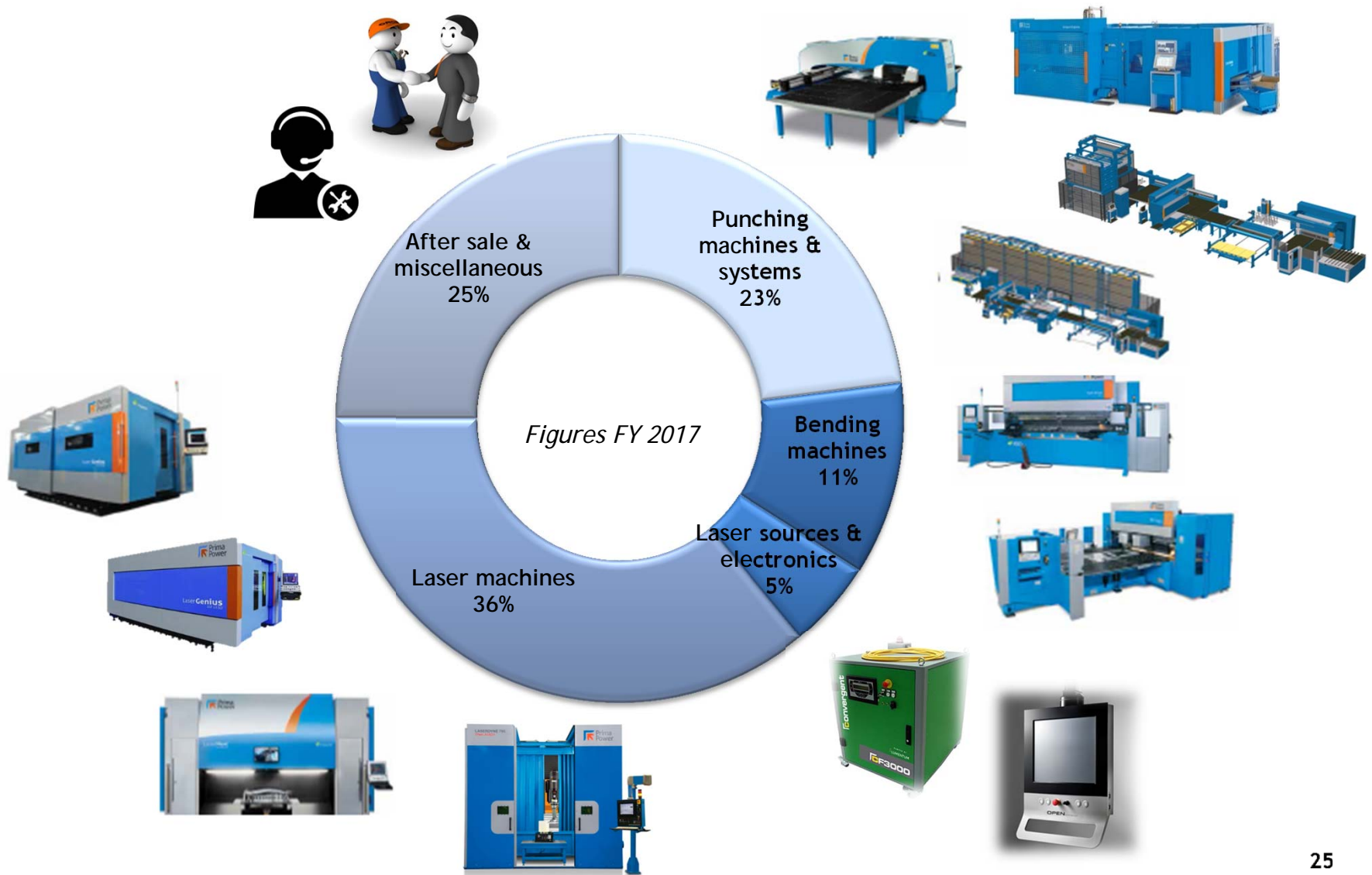
20% APAC  
89 m EUR







# Revenues by technology (2017)

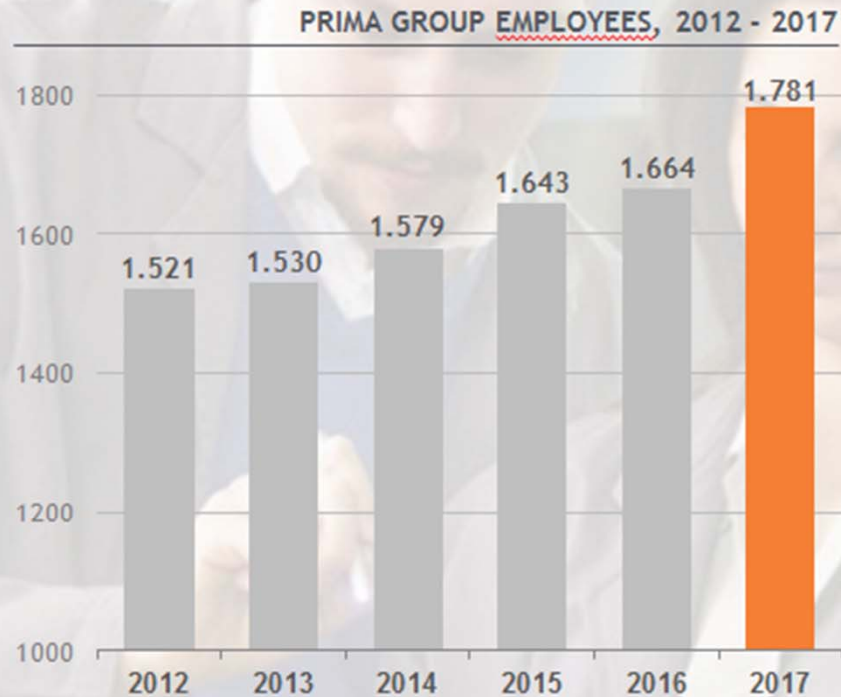




# Group Employees

## OUR GROUP - EMPLOYEES

VALUE EXPRESSED IN UNITS



**+ 117 (7 %) in 2017**

Collaboration with Politecnico di Torino for Master in:

- Industrial Automation
- Additive Manufacturing
- Industry 4.0



**AVERAGE EMPLOYEE AGE: 39**

**INVESTMENTS IN YOUNG TALENTS:**

**+140 (8%) HEADCOUNT IN 2018**  
(of which 50 in Italy)



# Competitive & Comprehensive product range

## The Laser

3D



Laser Next

## The System



PSBB

## The Bend



Bce Smart

2D



Laser Genius

## The Combi



Combi Genius

## The Punch



Shear Punch

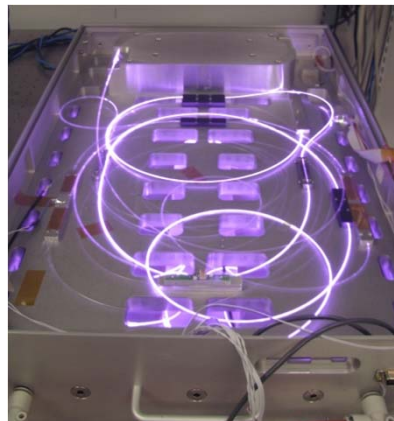
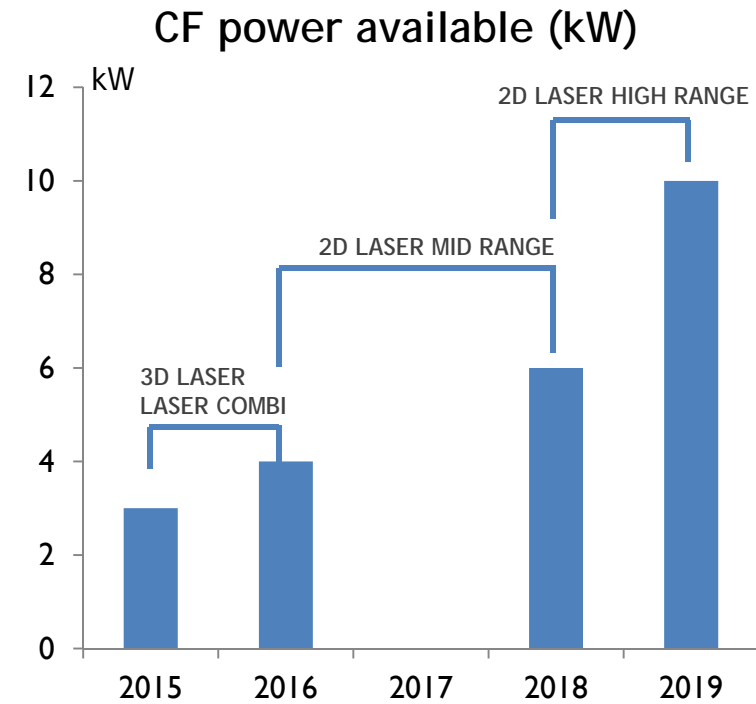
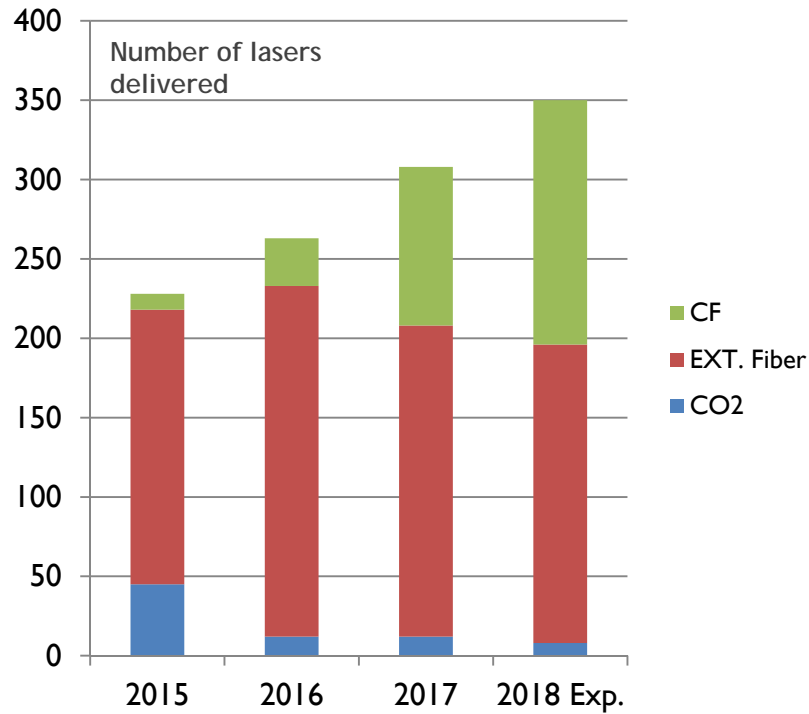


# State-of-the-art laser and electronic technologies





# Focus on CF fiber laser family





# A selection from our 2,000 customers ww



Logos of automotive and industrial customers including: Renault, Volvo, Audi, Proton, BMW, Ford, KARSAN, Dongfeng Motor Corporation, KYMCO, FCA, Gonvarri Steel Services, TATA, ITALDESIGN, SUNGWOO HITECH, GEELY, CECOMP, tiberina, EDAG, METALSA, DOVER, SALZGITTERAG, ORAN, YI FENG GROUP, COMAU, premier group, and TESLA.



Logos of aerospace and industrial customers including: Airbus, GE Aviation, ACE Precision, Lockheed Martin, Boeing, Safran, Snecma, Honeywell, Pratt & Whitney, Kale Pratt & Whitney, WSK „PZL-Rzeszów” S.A., Avio Aero, TurboCare, Solar Turbines, mitsubishi, Paradigm Precision, DONCASTERS, NORTHROP GRUMMAN, HITACHI, ABB, SIEMENS, GE Oil & Gas, HYUNDAI, EMERSON, Liebert, Kawasaki, and "KALUGATURBINE WORKS".



# A selection from our 2,000 customers ww



Logos of customers in the truck and heavy machinery sector:

- SCANIA, CNH, IVECO, STILL, SEVEL, CAT, Linde, VOLVO, LeciTrailer, BRINK, TORO, YANMAR, PFANZELT MASCHINENBAU, SKODA AUTO, KARAVAN TRAILERS, JuroP, POWER BEAM, MARINI FORKLIFT, AVANT, TUCHEL, samro



Logos of customers in the home appliances and industrial equipment sectors:

- Vaillant, Schindler, ThyssenKrupp Elevadores, KONE, RIELLO, ØGLAND SYSTEM, OTIS, Electrolux, VIESMANN, GRUPPO AZROYEN, Halton, WOLF, Epta, indesit, HUSKVARNA, imperial, PHILIPS, Gamko, KUJA, Miele, IDE Technologies, Hotpoint ARISTON, NOVENCO, KESSEBÖHMER, warema, Whirlpool, ARISTON, HAAKON INDUSTRIES, Dantherm Filtration, systemair, ABLOY

ELECTRICAL & VENDING EQUIP. - OTHERS

Logos of customers in the electrical and vending equipment sectors:

- IDEAS EN METAL, Apple, infrico, BRP, Eaton dynamic, SIGNA TURE, PILAWA, VERONALAMIERE, WZ, Nu-Way Industries, Inc, FOXCONN, KAJZEN signs, BAS, SIDERSTAMP S.A.S, AYSAM, DLoco, LASERLAN, casagrande group, GMC, SIDERURGICA LOGHESSE s.r.l.



# Industry 4.0

Prima Power Solutions  
for Industry 4.0 and  
Smart Manufacturing



Ready for today's  
production needs...  
and for tomorrow



## INTELLIGENT MACHINES & FACTORIES

Intelligent machines and automated factories collecting real-time and historical data through sensors and cameras



## SMART SOFTWARE

Prima Power software comprehensive portfolio of modular software-based systems



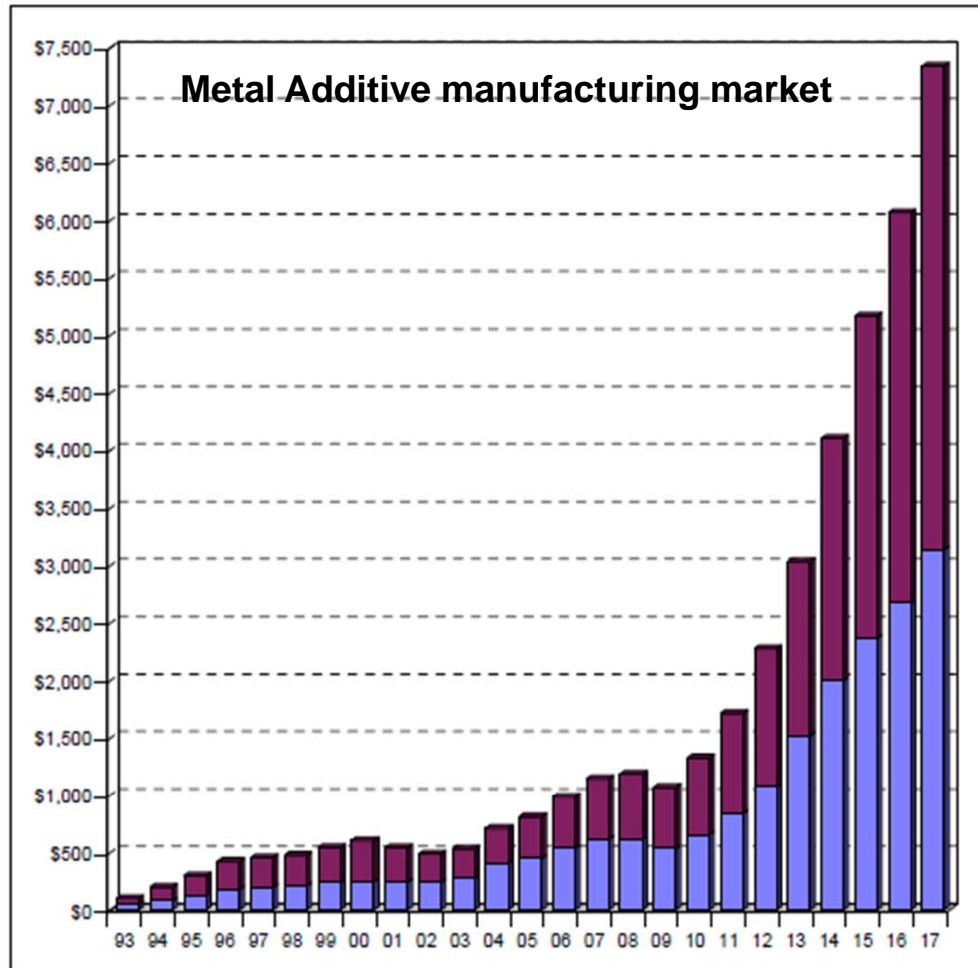
## REMOTE DIAGNOSTICS & MAINTENANCE

Data-driven machine diagnostics and predictive maintenance services. Production performance analysis, monitoring of machines status and condition.



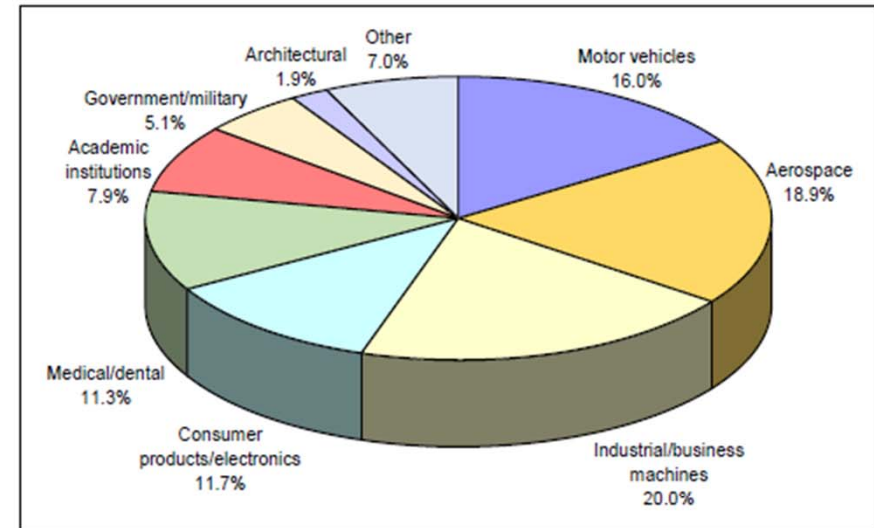


# New Additive Manufacturing division



Source: Wohlers Associates, Inc.

The lower (blue) segment of the bars represents *products*, while the upper (burgundy) segment represents *services*. Neither category includes secondary processes, such as tooling, molded parts, or castings. The secondary market segment is reported separately.



Source: Wohlers Associates, Inc.



## Highlights from financial statements as at Jun. 30, 2018

Values in €/thousand	ACT 30.06.18	ACT 30.06.17	Change	Change %
Order Intake	240.236	240.673	(437)	-0,2%
Backlog	191.962	177.805	14.157	8,0%
Revenues	216.710	202.415	14.295	7,1%
EBITDA	18.681	19.211	(530)	-2,8%
EBITDA%	8,6%	9,5%	(0,9%)	-
EBIT	10.826	10.644	182	1,7%
EBIT%	5,0%	5,3%	-0,3%	-
Net Result	11.102	7.505	3.597	47,9%
FCF	(9.256)	(4.897)	(4.359)	-89,0%
Net Financial Position	(75.544)	(95.490)	19.946	20,9%
Headcount	1.834	1.718	116	6,8%

(% calculated over the revenues)

(headcount in units)

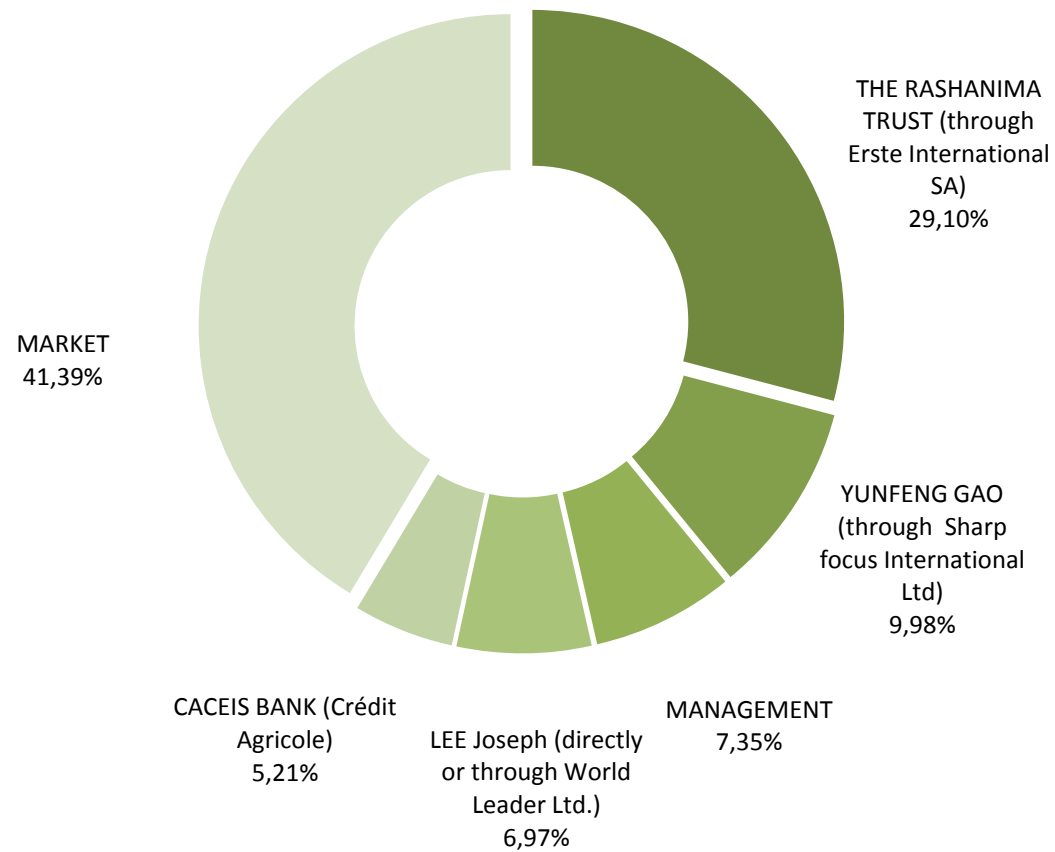
Values in €/thousand	ACT 30.06.18	ACT 30.06.17	Change	Change %
Revenues constant FX	224.584	202.415	22.169	11,0%
EBITDA adj	19.967	20.034	(67)	-0,3%
EBITDA adj %	9,2%	9,9%	-0,7%	-
EBIT adj	12.421	11.490	931	8,1%
EBIT adj %	5,7%	5,7%	0,0%	-

(% calculated over the revenues)

- Revenues up +11,0% at constant exchange rates
- Prima Electro recovery in revenues and margins
- EBIT (adjusted) improvement (+8.1%)
- Sustained Net Profit growth thanks to EPS gain but negatively affected by non recurring costs and refinancing expenses.
- Improvement of Net Debt: +19.9 M€ (vs Jun'17).



# Shareholding structure



Source: company info + official communications to Consob

THANK YOU !

Welcome to the forefront of **innovation**.