



POLITECNICO  
DI TORINO

# PPP Lab - Opening Ceremony

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October 19, 2011

Gianfranco Carbonato - Chairman and Group C.E.O.  
Prima Industrie



## Our Group



### Our Group

- Business sectors
- Main figures



# 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 CO<sub>2</sub> and Nd:YAG laser sources for industrial applications.





## Our Group - main figures

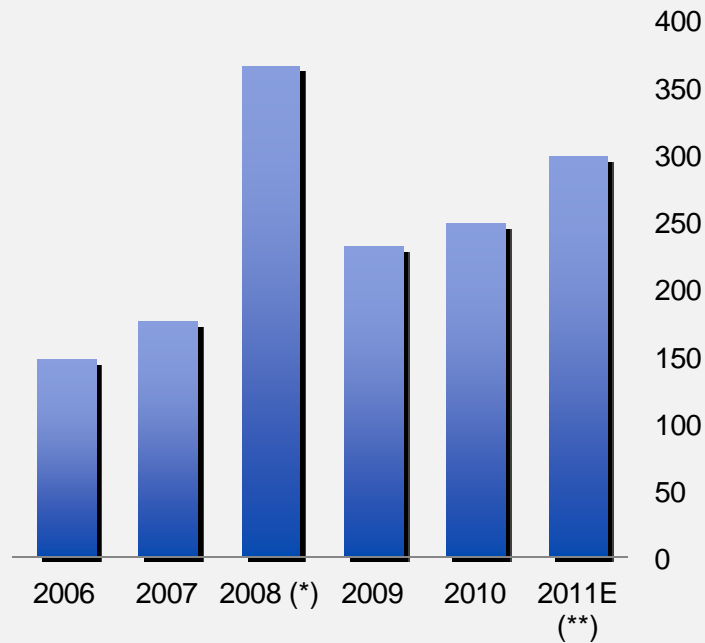
- 2** Divisions: Machinery, Prima Power - Components, Prima Electro
- 30+** years experience in the sector
- 10+** years in the Milan's Stock Exchange
- ~1,400** employees (excluding JV's)
- 10,000+** machines and systems installed worldwide
- 300m €** Expected sales in 2011 according to Analysts' consensus
- 6%** of sales invested yearly in R&D
- 7** manufacturing facilities in Italy, Finland, USA, China
- 7** R&D centers in Italy, Finland and USA
- 60+** countries covered by own units and distributors





# Our Group - main figures

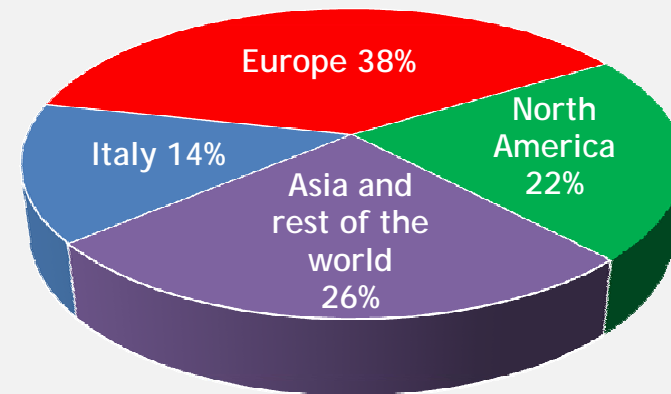
2010 sales (euro million)



(\*) 2008 consolidation area includes Finn-Power Group figures for 11 months (Feb.-Dec.)

(\*\*) Expected sales according to analysts' consensus

Revenues by geography as at June 30, 2011





# Our Group - research & innovation



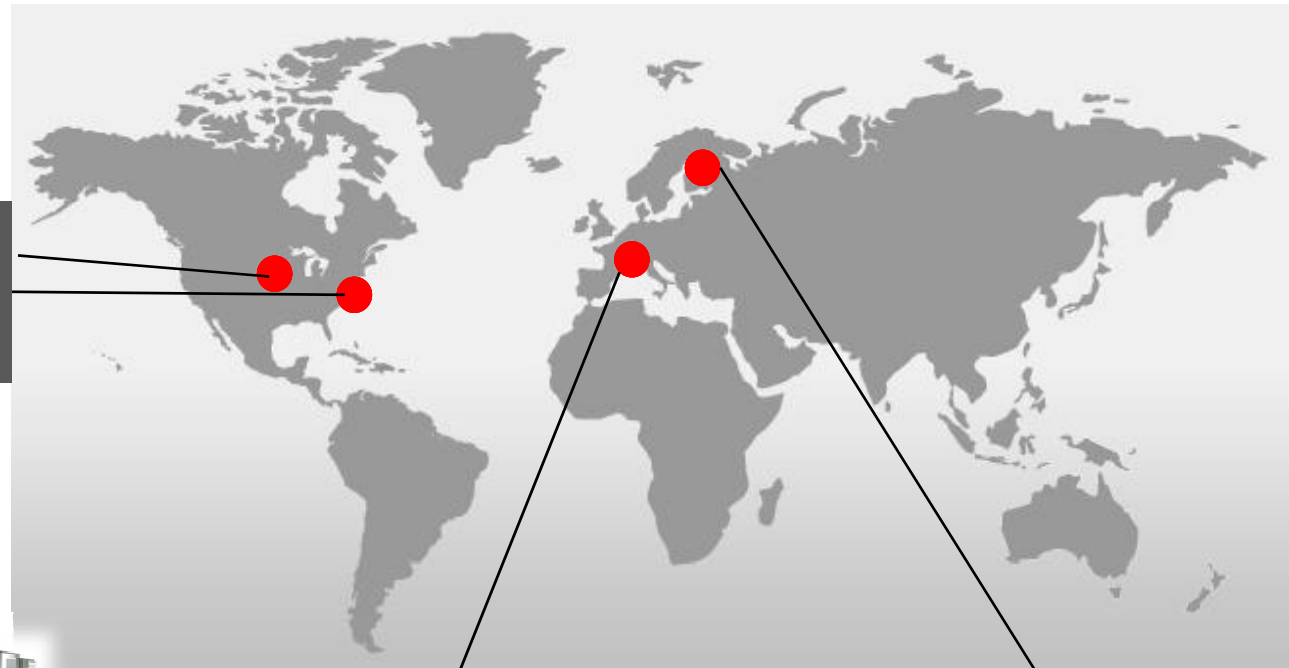
- A long history of innovation, from the first laser machine for automotive application in 1979 to today's record-breaking machines
- Pioneering experience in servo electric technology for efficient and eco-friendly punching and bending systems
- Strong investments in R&D: 6% of sales
- Over 10% of group staff employed in R&D
- Product range always at the cutting edge of technology through new products and product evolutions
- The widest range of modern, efficient, sustainable machines for the sheet metal processing



# Our Group - R&D centers

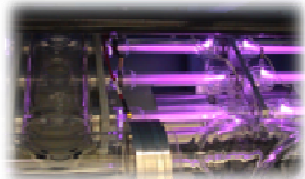


7 R&D centers in Italy, Finland and USA



## USA

- Chicopee (MA): laser sources
- Champlin (MN): Laserdyne systems



## ITALY

- Collegno (TO): laser systems
- Moncalieri (TO): CNC & software
- Cologna V,ta (VR): panel benders
- Torino: PPP Lab for new generation lasers

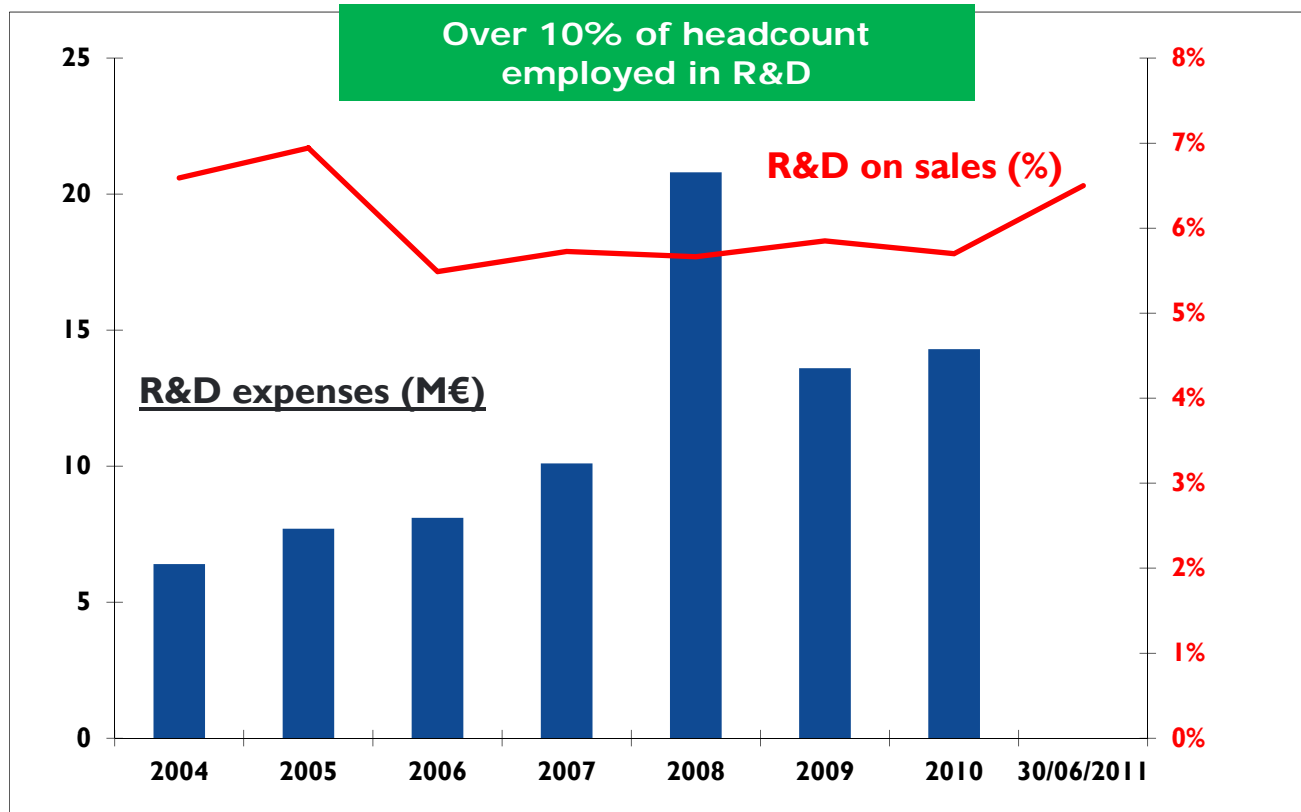
## FINLAND

- Kauhava: punching machines and systems





# Our Group - R&D investing for the future





# Prima Power Division



- Products
- Green Means
- Services
- Worldwide presence
- Customers



# Prima Power: product range

The Punch



The Punch

The Laser



The Laser

The Bend



The Bend

The Combi



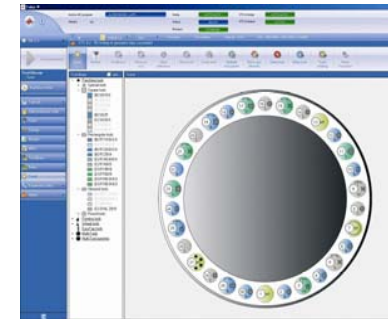
The Combi

The System



The System

The Software



The Software





# Prima Power: product range

## HYDRAULIC AND SERVO-ELECTRIC PUNCHING

The Punch



Ex series



E series



C series

The Laser

The Bend

The Combi

The System

The Software



Material handling





# Prima Power: product range

## 2D LASER CUTTING MACHINES CO<sub>2</sub> and fiber lasers

The Punch

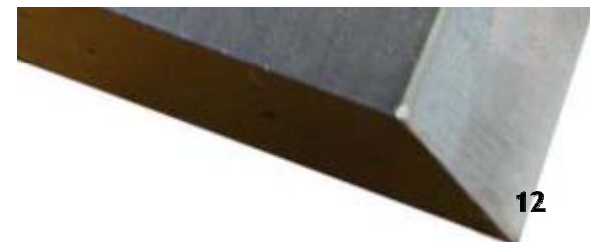
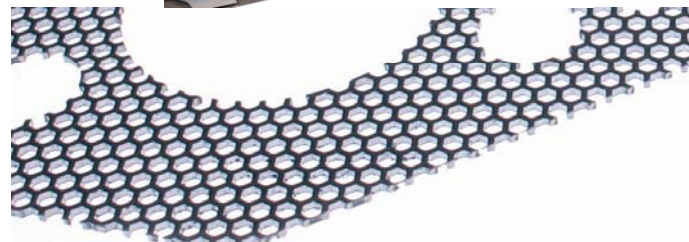
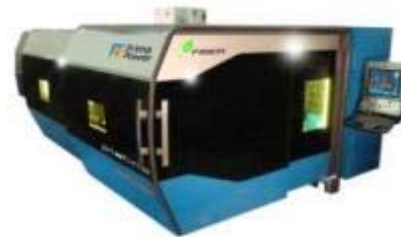
The Laser

The Bend

The Combi

The System

The Software







# Prima Power: product range

## 3D LASER MACHINES CO<sub>2</sub>, fiber and Nd:YAG lasers

The Punch

The Laser

The Bend

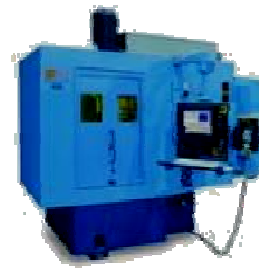
The Combi

The System

The Software



CUTTING, WELDING, DRILLING





# Prima Power: product range

PRESS BRAKES, PANEL BENDERS, BENDING CELLS  
Hydraulic and servo electric technology

The Punch

The Laser

The Bend

The Combi

The System

The Software





# Prima Power: product range

INTEGRATED PUNCHING/LASER AND PUNCHING/SHEARING  
Hydraulic and servo electric technology

The Punch

The Laser

The Bend

The Combi

The System

The Software



Integrated punching/shearing



Integrated punching/laser cutting







# Prima Power: product range

A COMPLETE LINE OF AUTOMATION AND FMS

The Punch

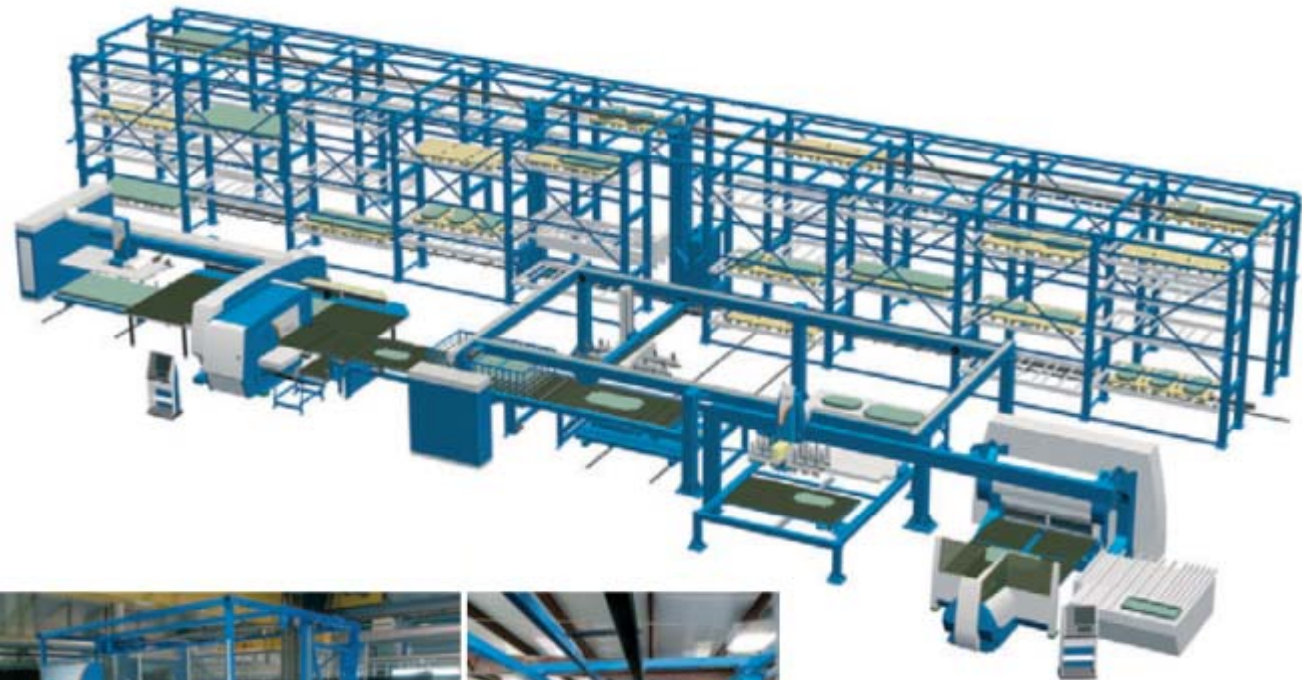
The Laser

The Bend

The Combi

The System

The Software





# Prima Power: product range

## CAD/CAM AND PRODUCTION MANAGEMENT SOFTWARE

The Punch

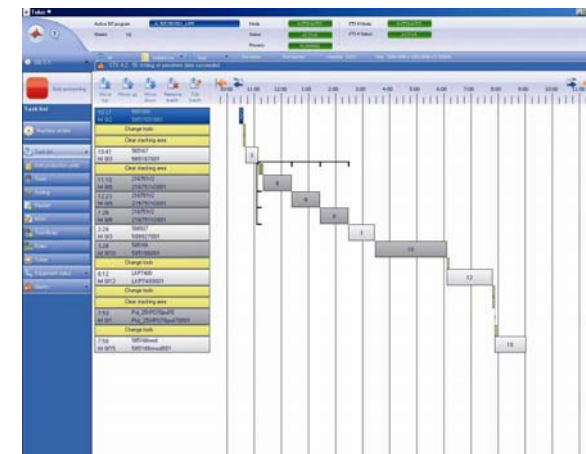
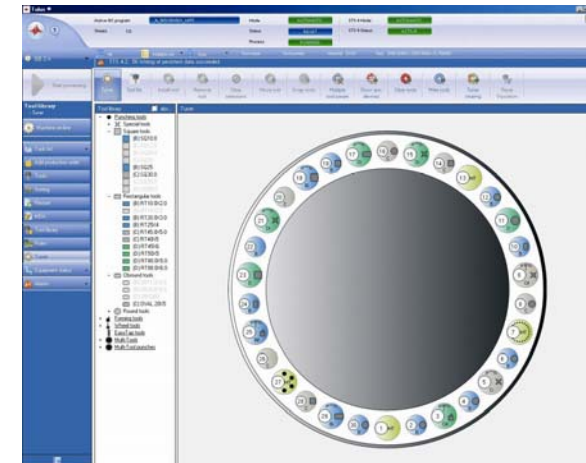
The Laser

The Bend

The Combi

The System

The Software





## Prima Power: Green Means



Green Means combines profit and footprint through:

- ✓ efficiency
- ✓ low energy, maintenance, operating costs
- ✓ flexibility
- ✓ automation

Prima Power offers the widest range of high performance and sustainable machines and technology in the sheet metal field



# Prima Power: services



*Key to better productivity*

1. FIELD SERVICE

2. AVAILABILITY SERVICE

3. ONLINE SERVICE

4. SPARE PART SERVICE

5. CONSULTATION

6. CALIBRATION SERVICE

7. UPDATES AND UPGRADES

8. MACHINE RELOCATIONS

Wide range of services for the whole life cycle of the system

About 400 highly skilled employees dedicated to Customer Care around the globe

Training and Technology Centers with specialists dedicated to consultation, tests, cycle time studies, training

24-hour hotline service and delivery of consumables and spare parts for regular maintenance assured in 8 to 24 hours

Modern systems, e.g. Teleservice and spare parts online order





# Prima Power - worldwide coverage

● Industrial footprint    ● Sales and Service footprint



COLOGNA V.TA, VERONA - ITALY



CHAMPLIN, MN - USA



MINHANG, SHANGHAI - CHINA

- Direct presence in 20 countries
- Presence through distributors and agents in over 50 countries



COLLEGNO, TORINO - ITALY



KAUHAVA - FINLAND





# Prima Power - selected customers







# Prima Power - selected customers



STILL  
NISSAN FORKLIFT  
Linde  
Jurop  
TORO



Electrolux  
Whirlpool  
WOLF  
HAAKON INDUSTRIES  
RIELLO  
HUSKVARNA  
Miele  
imperial  
Halton  
KESSEBÖHMER  
KOJA  
ARISTON  
NOVENCO  
Dantherm Filtration  
systemair

## Miscellanea

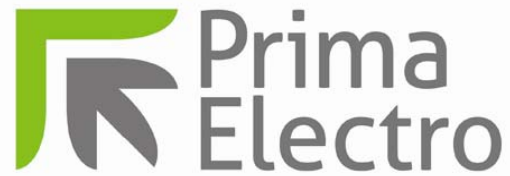
Dedicated to People Flow  
KONE  
Schindler  
OTIS  
infrico  
BRP  
IDE Technologies It.d.  
SIGNATURE  
ABLOY  
kaizen signs  
ØGLENDSYSTEM  
DLoco  
大連機車

## Contract manufacturing

EATON  
IDEAS EN METAL  
MECANOVA  
lars höglund ab  
Nu-Way Industries, Inc.  
ILTOM GROUP  
METALLISET GROUP  
Hiasa Grupo Ganvanti  
LASERLAM  
SANMINA-SCI  
FOXCONN  
SIDERSTAMP S.A.S.  
VG Venezia Gnoato  
VERONALAMIERE Centro lavorazione lamiera  
SIDERURGICA LUGHESE s.r.l.  
dinamic  
cnc plát  
ANACONDA



# Prima Electro Division



- Mission and brands
- DOTS
- OSAI
- Convergent
- Footprint



# Prima Electro: mission and brands



Prima Electro  
designs, manufactures and markets for its customers  
industrial-grade dedicated electronics and laser sources  
at competitive prices and fast time-to-market



# dots

The Flexibility of DOTS (Dedicated Off-The-Shelf)<sup>®</sup> electronics with the convenience of an industrial-grade commercial solution.



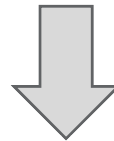
# DOTS: our market

## What Our Customers Do

- Robots
- Machining centers
- Trains
- Underwater Systems
- Pick&Place machines
- Fuel Cells
- Co-generators
- Air compressors
- Etc.

## What We Do

- HMI
- Fieldbus boards
- Servoboards
- Inverters
- Battery chargers
- Etc.



*«...we enable customers to create industrial products by providing them DEDICATED technology, expertise, reliability and innovation...»*



# Vertical markets



## Industrial

- ATLAS COPCO
- CAMPETELLA
- CINETIC
- IREM
- MANFREDI
- MYDATA
- SYSTEMS
- AGILENT
- ABB
- COMAU
- PHASE



## Machine Tools

- AIR LIQUIDE
- COORD3
- LVD
- NIKON
- METROLOGY
- PRIMA POWER
- NEGRI BOSSI



## Transports

- ALSTOM
- TRANSPORT
- ANSALDO BRED A
- ATM
- CRF
- CIRCUMVESUVIANA
- FIAT
- FIREMA TRASPORTI
- INFOMOBILITY
- OCLAP
- PSA



## Energy

- EPS
- LOMBARDINI
- SAIPEM



## Consumer

- BTICINO
- COMELIT
- EASYDOM
- TECHNOGYM

*Different markets with the same need:  
“Embedded Dedicated Electronics”*





# DOTS main customers

## Industrial



## Transport



## Motion control



## Energy



## Consumer



## Defence & Aerospace







# DOTS products



OPENcontrol



Bogie & stability monitoring control units



Teach Pendant



ADAMO



OIKOSconsole



OPEN-XS



Industrial Controllers



Orbital Welding System



# rosai

The true pioneer in Numerical Control and market leader  
in wood, stone, glassworking and special working machine



# OPEN*control*: OSAI new CNC platform

OPEN*control* is the new hardware and software platform, which is integrating both Prima Electro and OSAI experience in Numerical Control



**O**sai **P**rima **E**lectro **N**umerical *control*



# OSAI main customers

## Wood / Plastic



## Glass / Stone





# convergent

Laser products which have proven to be a consistent, cost effective and reliable solution in manufacturing applications since the early 1960's.



# Industrial lasers for material processing

Laser Type	Product Range	Applications
CO <sub>2</sub>	CX – 2.5 to 3 kW avg. power CP – 3.5 to 4 kW CV – 5 to 6 kW	Metal cutting – sheet, plate Metal welding
Nd:YAG	CL – 30 kW and 50 kW peak power; 250 W average power	Metal and non-metal drilling, primarily in aerospace



# Prima Electro footprint

 Industrial footprint

 Sales and Service footprint



BARONE C. SE, TORINO - ITALY



MONCALIERI, TORINO - ITALY

- Direct presence in Italy, the UK, the USA and China.
- Additional presence through distributors and agents in other countries



CHICOPEE, MA - USA