

SHAPING THE FUTURE



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
- About 12,000 machines installed in more than **80 countries**
- Over **1,600 employees** worldwide
- Manufacturing sites in Italy, Finland, USA and China
- Broad direct commercial and after-sales presence in **EU, NAFTA, BRIC** and other **emerging markets**.
- 2015 sales were at **€365 millions**, of which more than 85% outside Italy
- Strong commitment to **innovation** (R&D is 6.5% of turnover)
- **Listed** on Italian Stock Exchange (STAR segment) since 1999



Prima Group business sectors: Prima Power



LASER MACHINES



SHEET METAL
MACHINERY

Prima
Power



Prima Group business sectors: Prima Electro



osai



ELECTRONICS



convergent



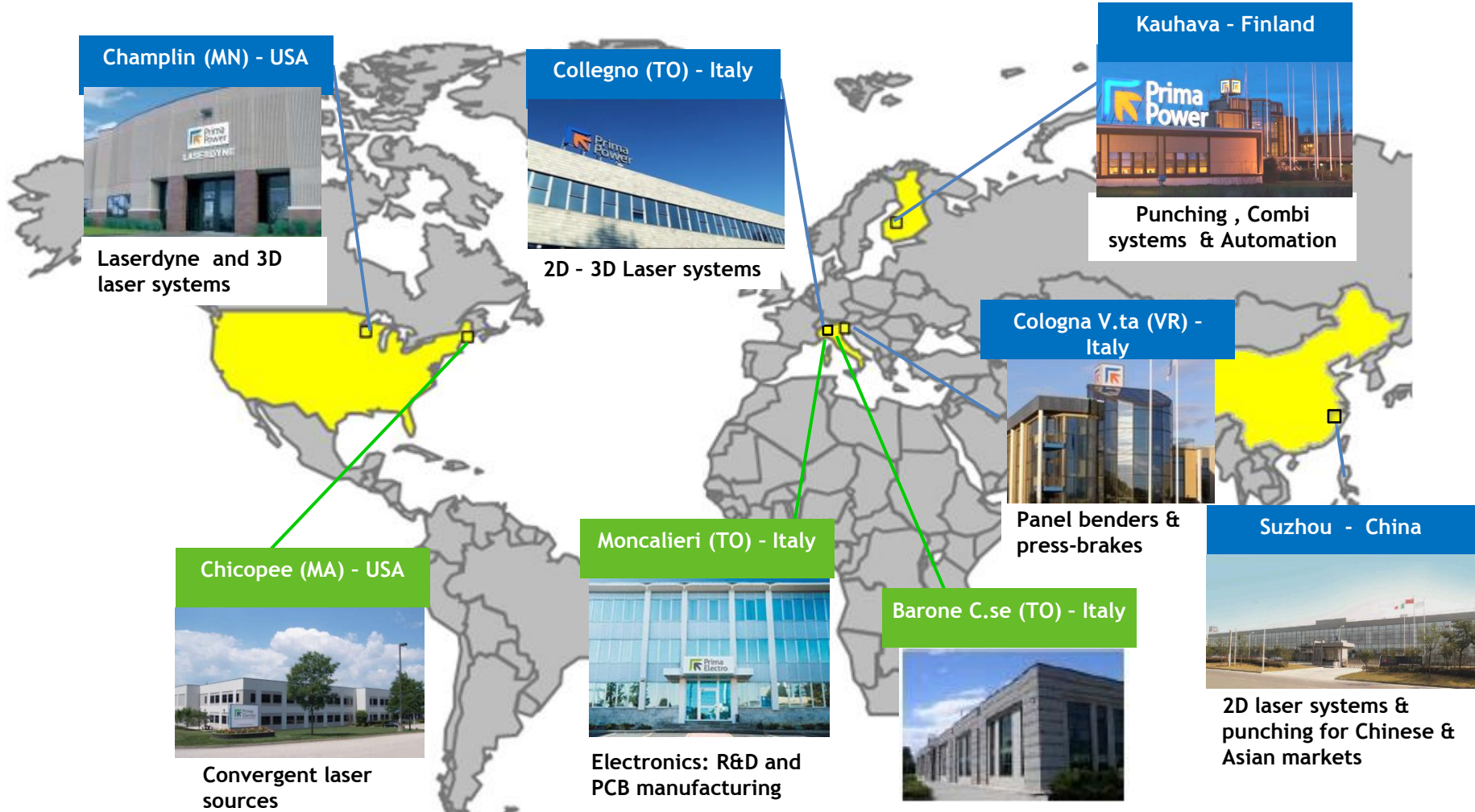
LASER SOURCES



**Prima
Electro**



Industrial footprint

MANUFACTURING PLANTS IN 4 COUNTRIES

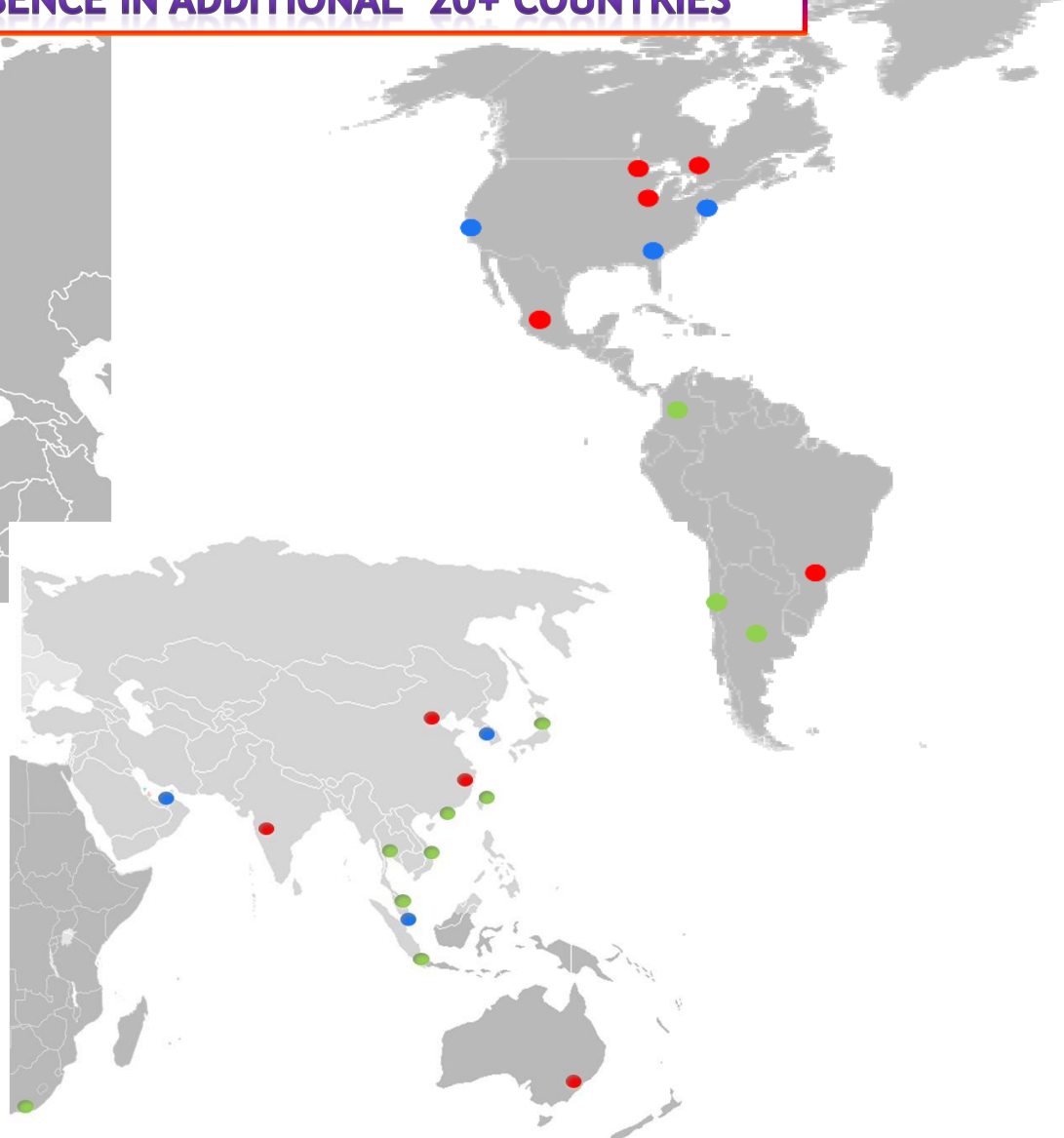
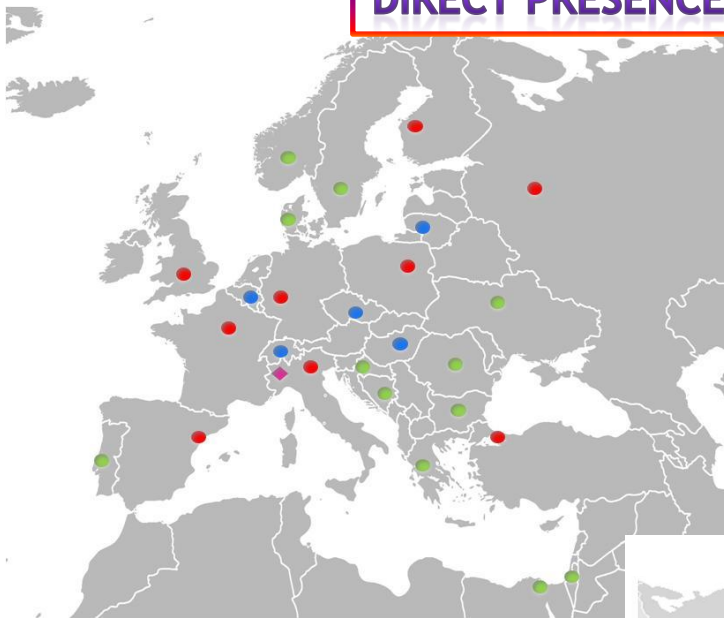


 = Prima Power plant
 = Prima Electro plant



Sales & service footprint

DIRECT PRESENCE IN ADDITIONAL 20+ COUNTRIES

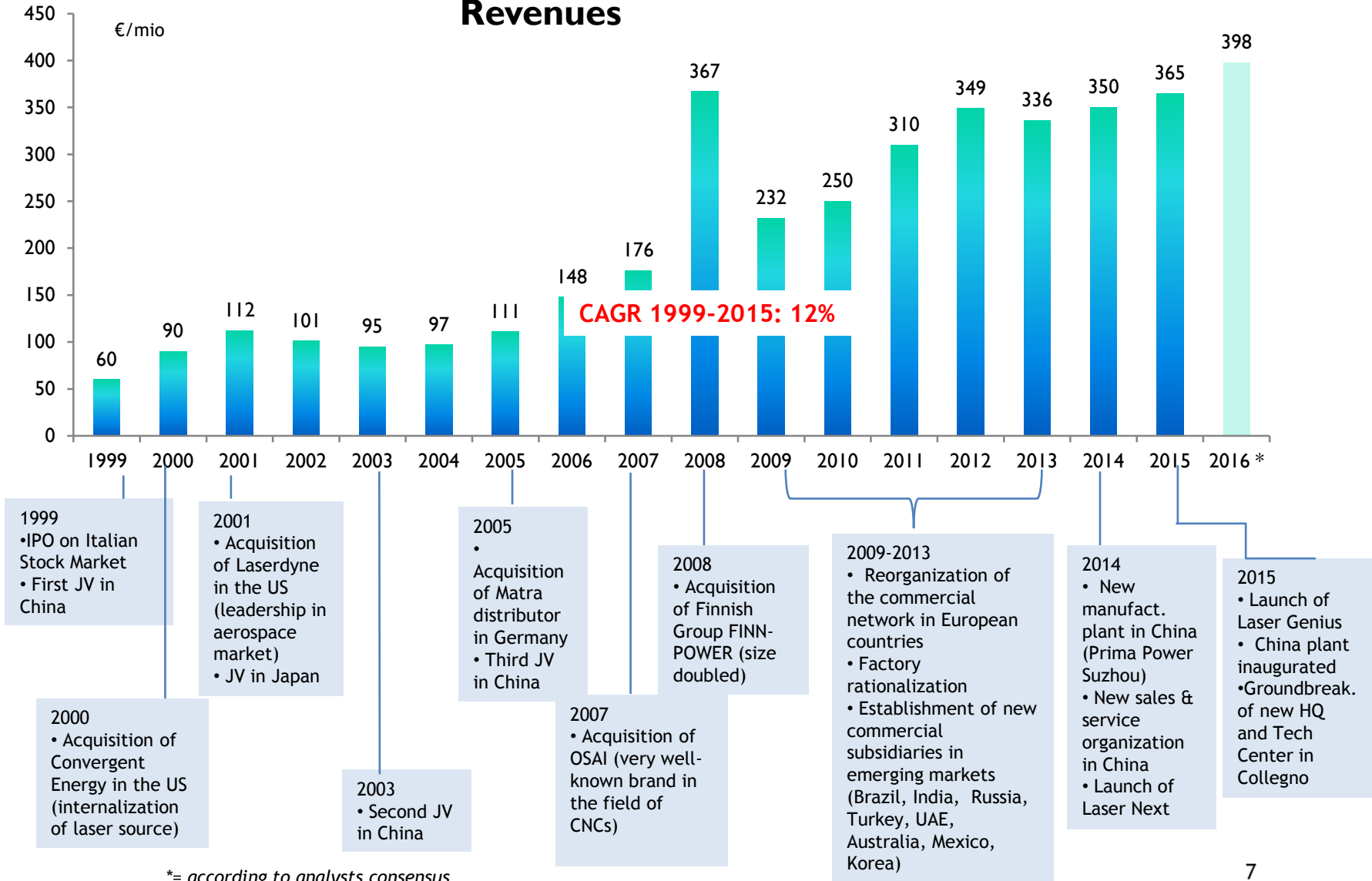


- ◆ = HQ
- = subsidiary
- = branch office
- = distributor/agent



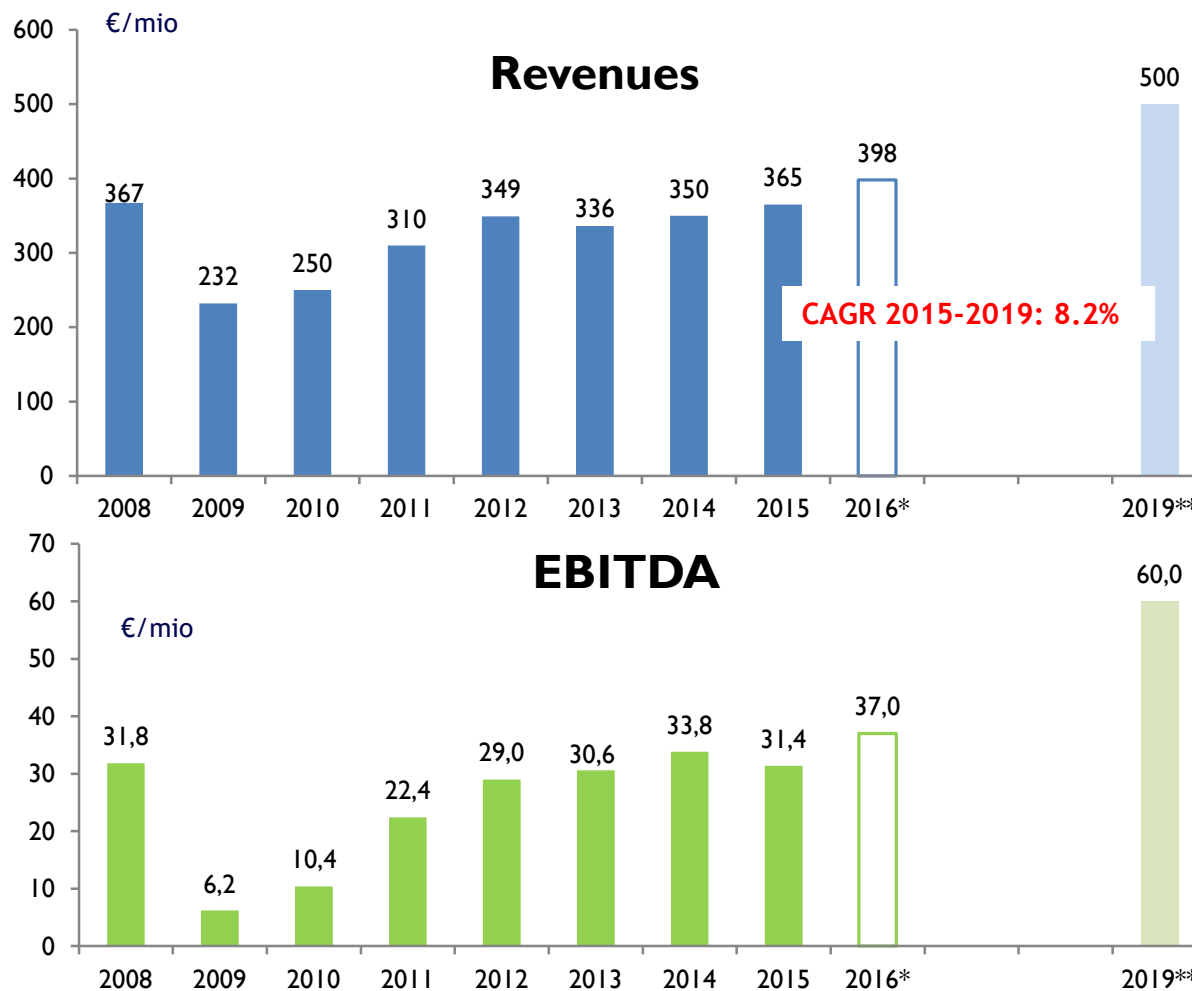
A history of growth



Revenues





Economic trends



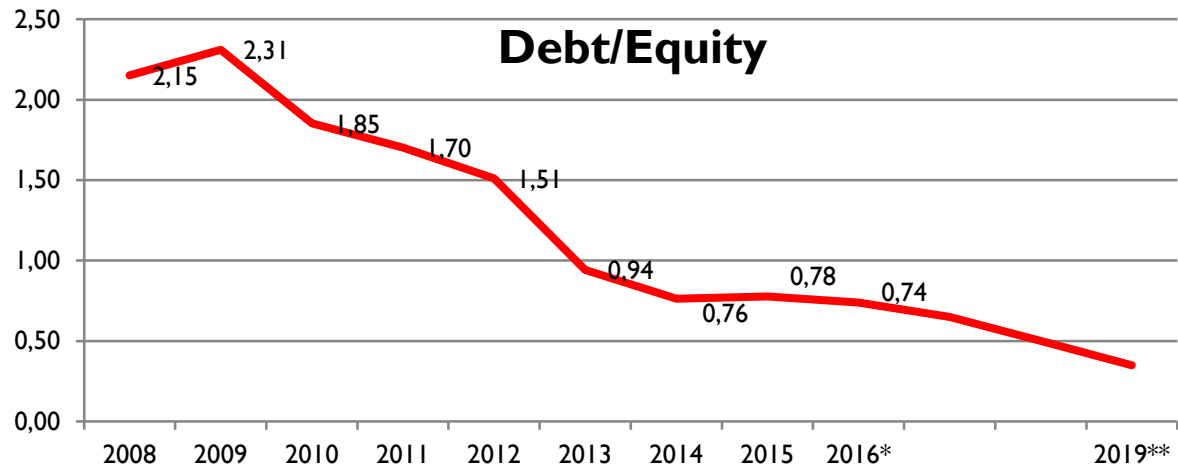
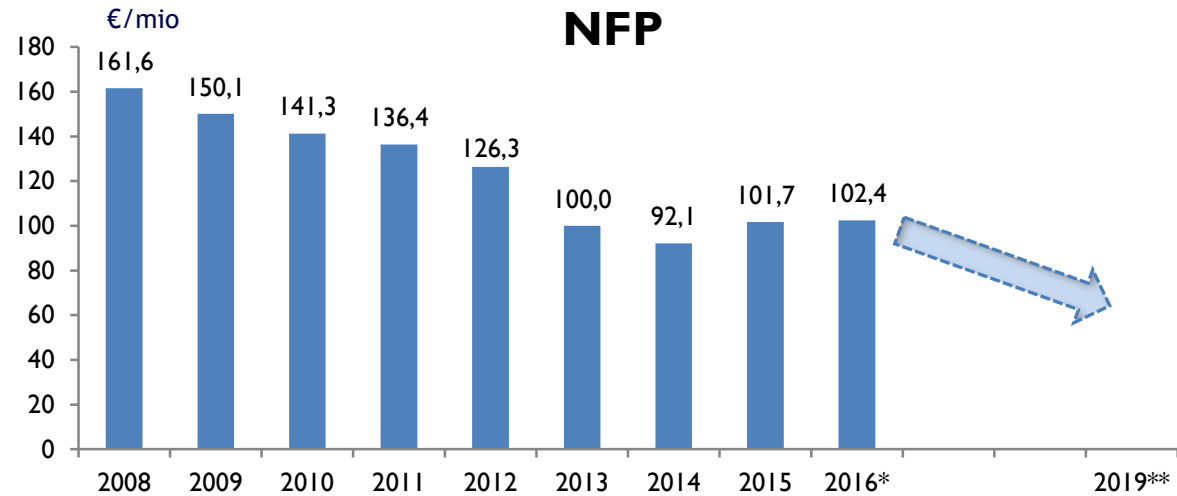
* = according to analysts' consensus:  **BANCA IMI**  **Banca Akros**



Gruppo Bipiemme

** = according to Company's business plan



Net financial position trend



* = according to analysts' consensus :  **BANCA IMI**  **Banca Akros**
Gruppo Bigiemme

** = according to Company's business plan



Analysts' consensus

tp	2016			2017			2018			2019		
	B. IMI	B. Akros	Consensus	B. IMI	B. Akros	Consensus	B. IMI	B. Akros	Consensus	B. IMI	B. Akros	Consensus
	19,0	18,7		19,0	18,7		19,0	18,7		19,0	18,7	
REVENUES	400,0	395	397,5	435	428	431,5	470	454	462,0	500	479	489,5
EBITDA	38	36	37,0	45,7	43,2	44,5	53,1	51,1	52,1	60	56,6	58,3
EBIT	23,59	20,7	22,1	30,2	28,3	29,3	37,1	36,6	36,9	44	42,3	43,2
NET RESULT	10,6	9,9	10,3	13,9	14,6	14,3	18,1	20,1	19,1	22,2	23,9	23,1
NFP	-101,1	-103	-102,1	-92,7	-95	-93,9	-80,2	-87	-83,6	-64,5	n/a	-64,5

CAGR 2016-2019 consensus: 7.2%



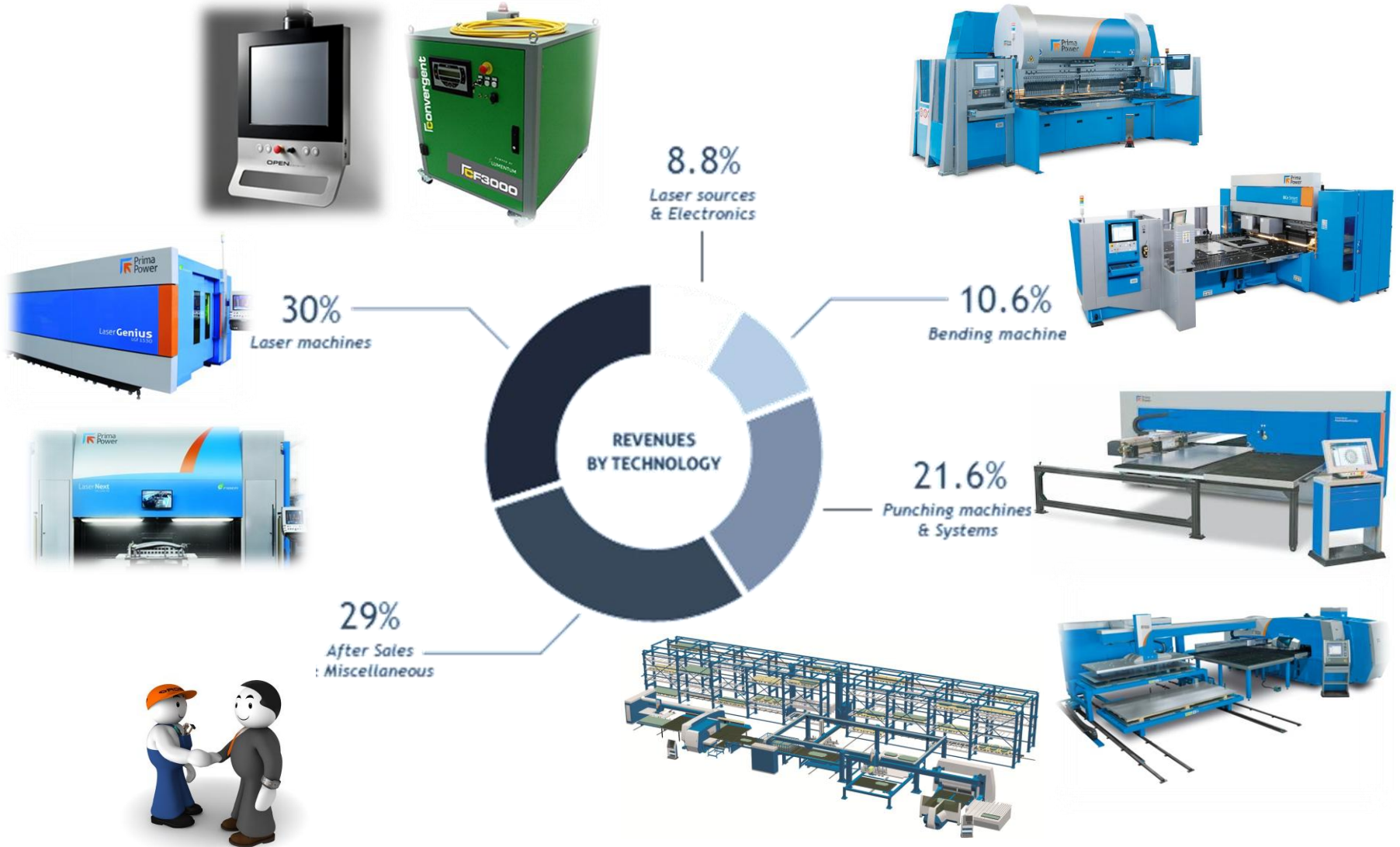
Machine revenues by application



Figures FY 2015



Revenues by technology



Figures FY 2015



Always at the cutting edge of technology

The Laser

LASER 3D



Laser Next

LASER 2D



Laser Genius

The System



PSBB

The Bend



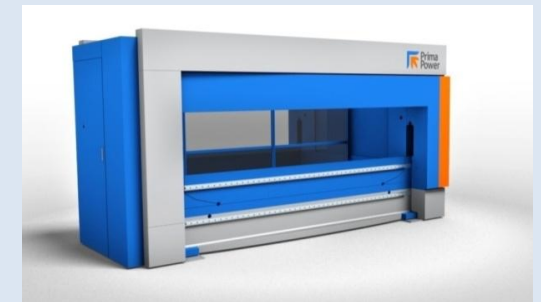
Bce Smart

The Combi



Combi Genius

The Punch



eP 2040



A selection from our 2,000 customers ww



RENAULT VOLVO Audi BMW
 KARSAN PROTON Ford
 东风汽车公司 DONGFENG MOTOR CORPORATION FCA
 Go Further
 Gonvarri Steel Services TATA ITALDESIGN
 SUNGWOOHITECH MAGNA
 tiberina EDAG CECOMP
 Metalsa GRUPO DOVER GESTAMP
 Quality as a way of life
 屹豐集團 YI FENG GROUP SALZGITTERAG Stahl und Technologie
 COMAU ThyssenKrupp ORAN



AIRBUS ACE PRECISION LOCKHEED MARTIN
 GE Aviation BOEING SAFRAN
 Svecma
 Honeywell Kale Pratt & Whitney
 Pratt & Whitney A United Technologies Company WSK „PZL-Rzeszów” S.A.
 TurboCare
 Paradigm Precision Solar Turbines A Caterpillar Company mitsubishi
 DONCASTERS NORTHROP GRUMMAN
 ABB HITACHI Inspire the Next STEMAC
 GE Oil & Gas SIEMENS
 HYUNDAI HIMOINSA
 EMERSON AREVA
 Liebert. Kawasaki
 Joint Stock Company "KALUGATURBINE WORKS"



A selection from our 2,000 customers ww



ELECTRICAL & VENDING EQUIP. - MISCELLANEA





Investments & initiatives

WE ARE INVESTING TO REACH NEXT UPPER LEVEL

INVESTMENTS RELATING TO THE PERIOD 2014-2018

- CHINA SUZHOU PLANT & NEW SALES/SERVICE ORGANIZATION IN CHINA
- NEW HQTC (headquarters + tech centre)
- FIBER LASER
- DIODE FAB FOR FIBER LASER COMPETITIVENESS





Investments & initiatives

 PRIMA
INDUSTRIE

FIBER LASER

7.2 M€

DIODE FAB

7.9 M€

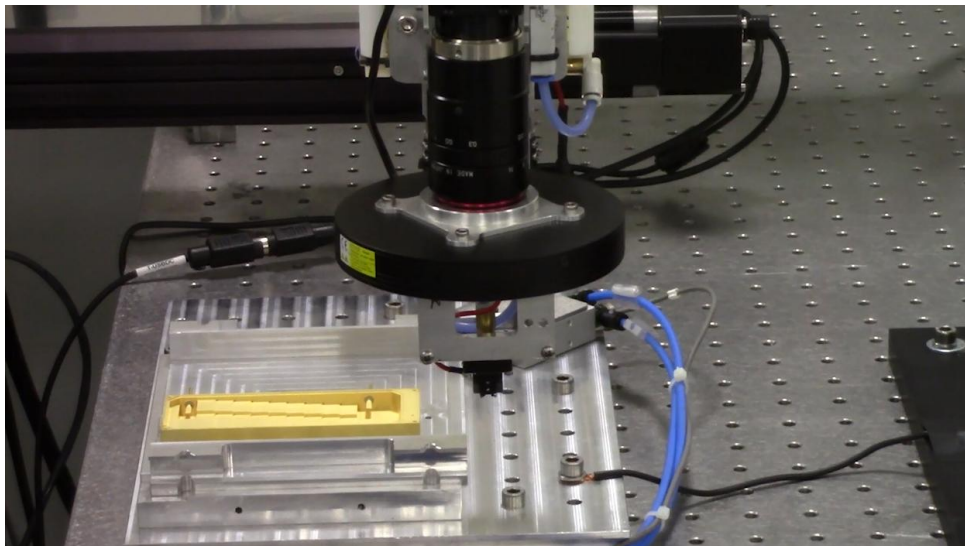
TOTAL INVESTMENT

15.1 M€





New Convergent CF laser





Investments & initiatives



CHINA INVESTMENT

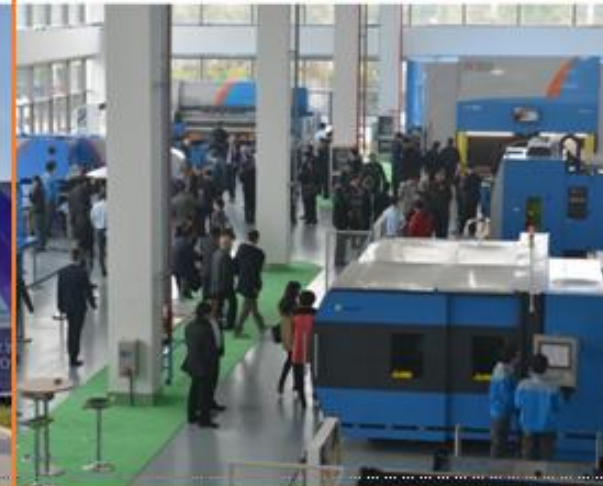
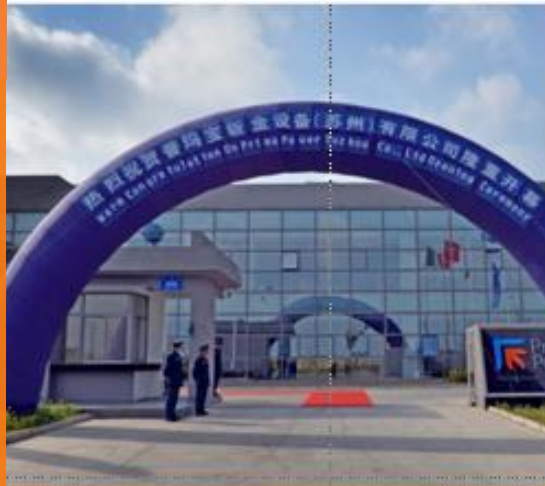
4.3 M€

NEW HQTC IN TORINO

8.5 M€

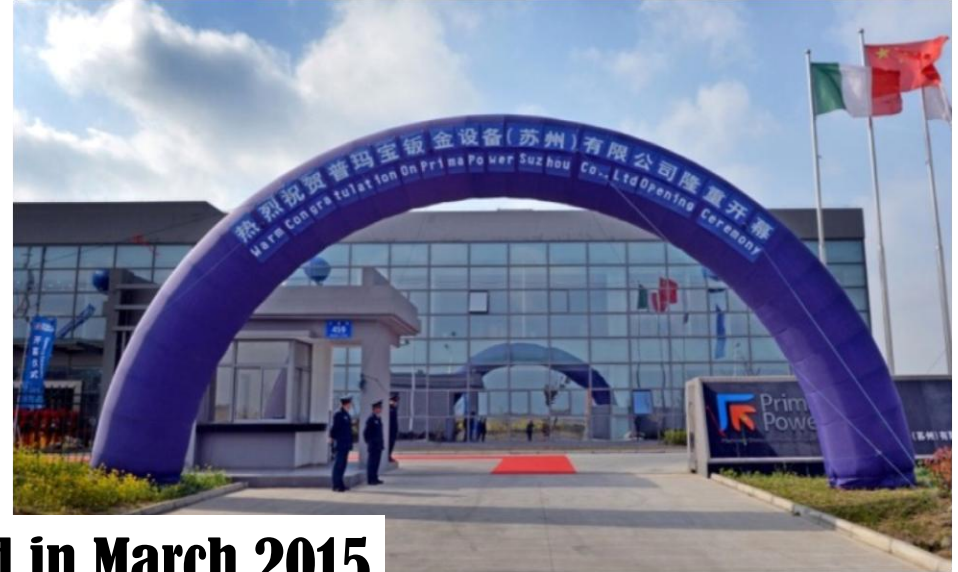
TOTAL INVESTMENT

12.8 M€

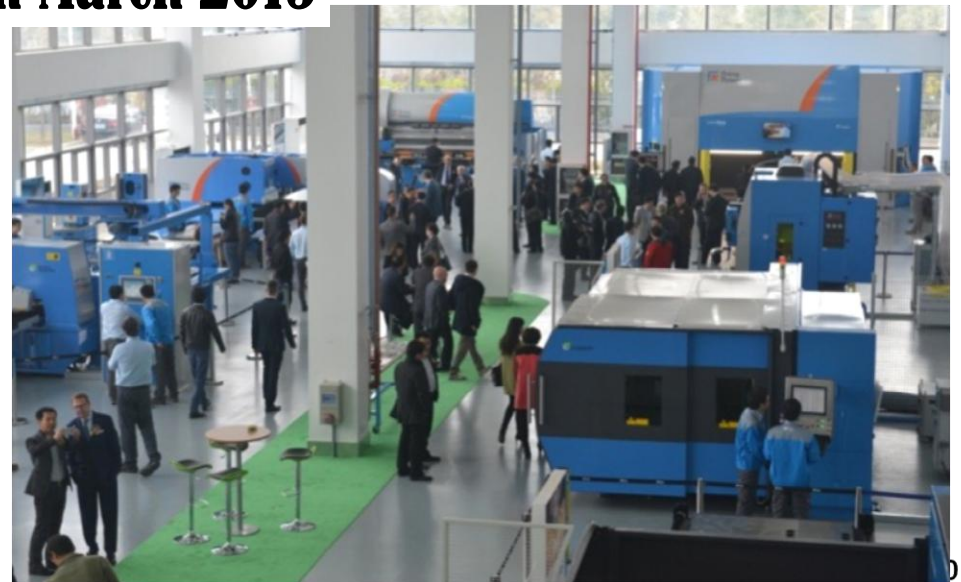




Prima Power Suzhou new facility



Inaugurated in March 2015

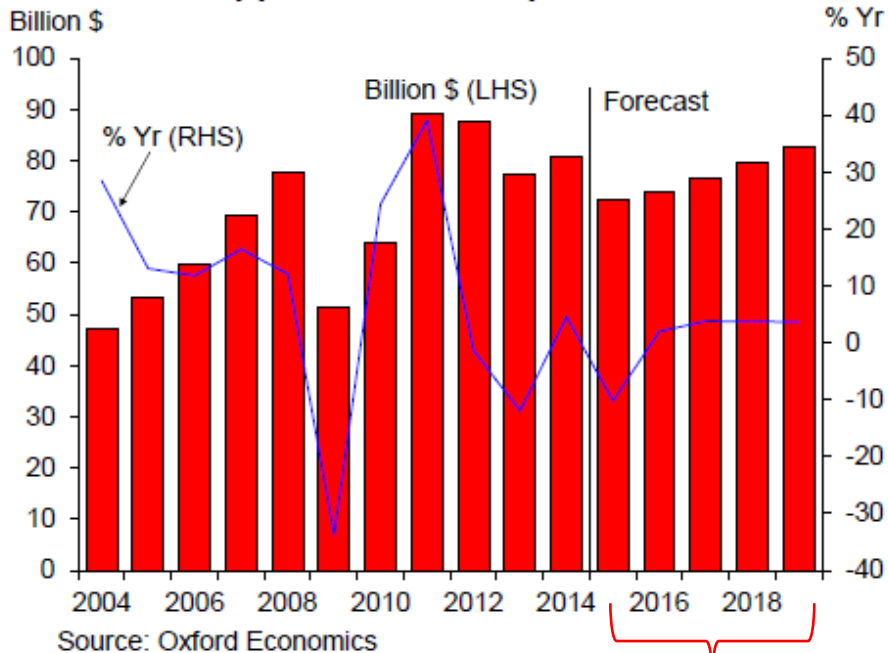




Market trends: machine tool market - by Oxford Economics (update Spring 2016)

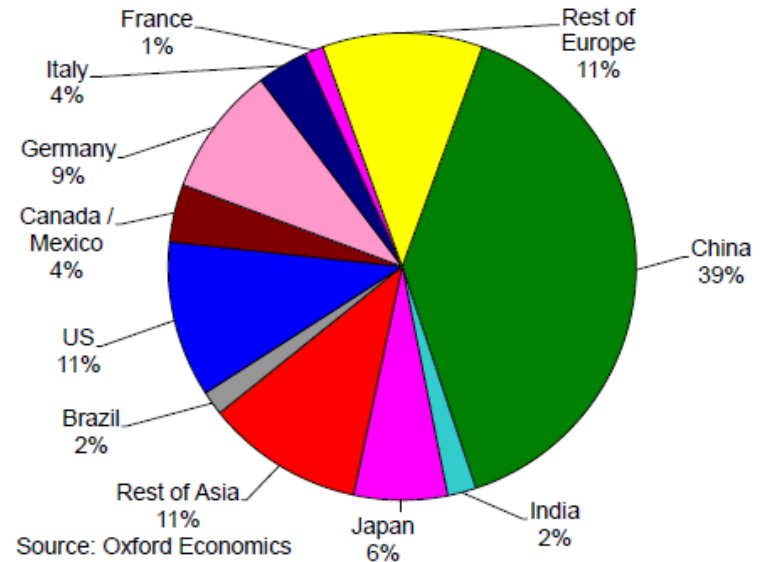


World: MT Apparent consumption



CAGR 2015 -2019: $\cong 4\%$

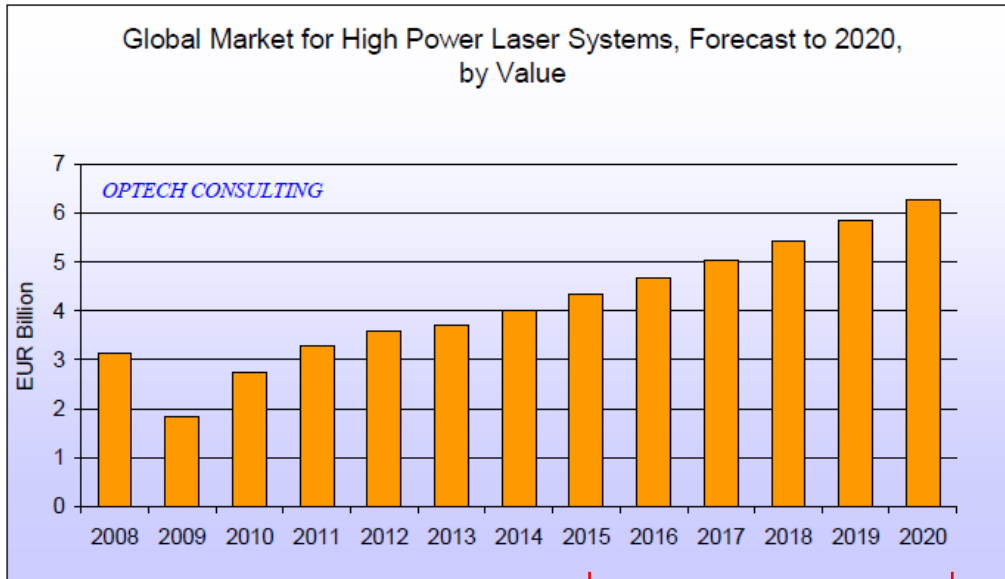
World: Machine tool consumption in 2014



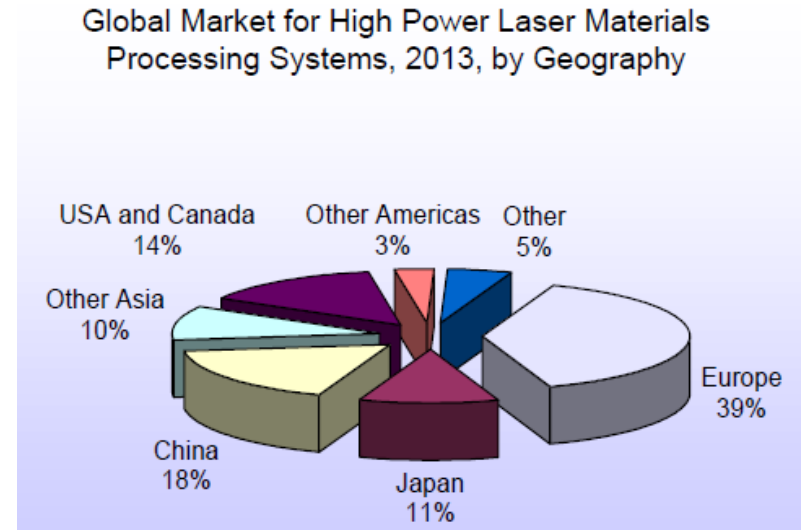


Market trends: laser systems market - by Optech Consulting (January 2014 - update expected Jan. 2016))

OPTECH CONSULTING



CAGR 2015 -2020: 7.7%



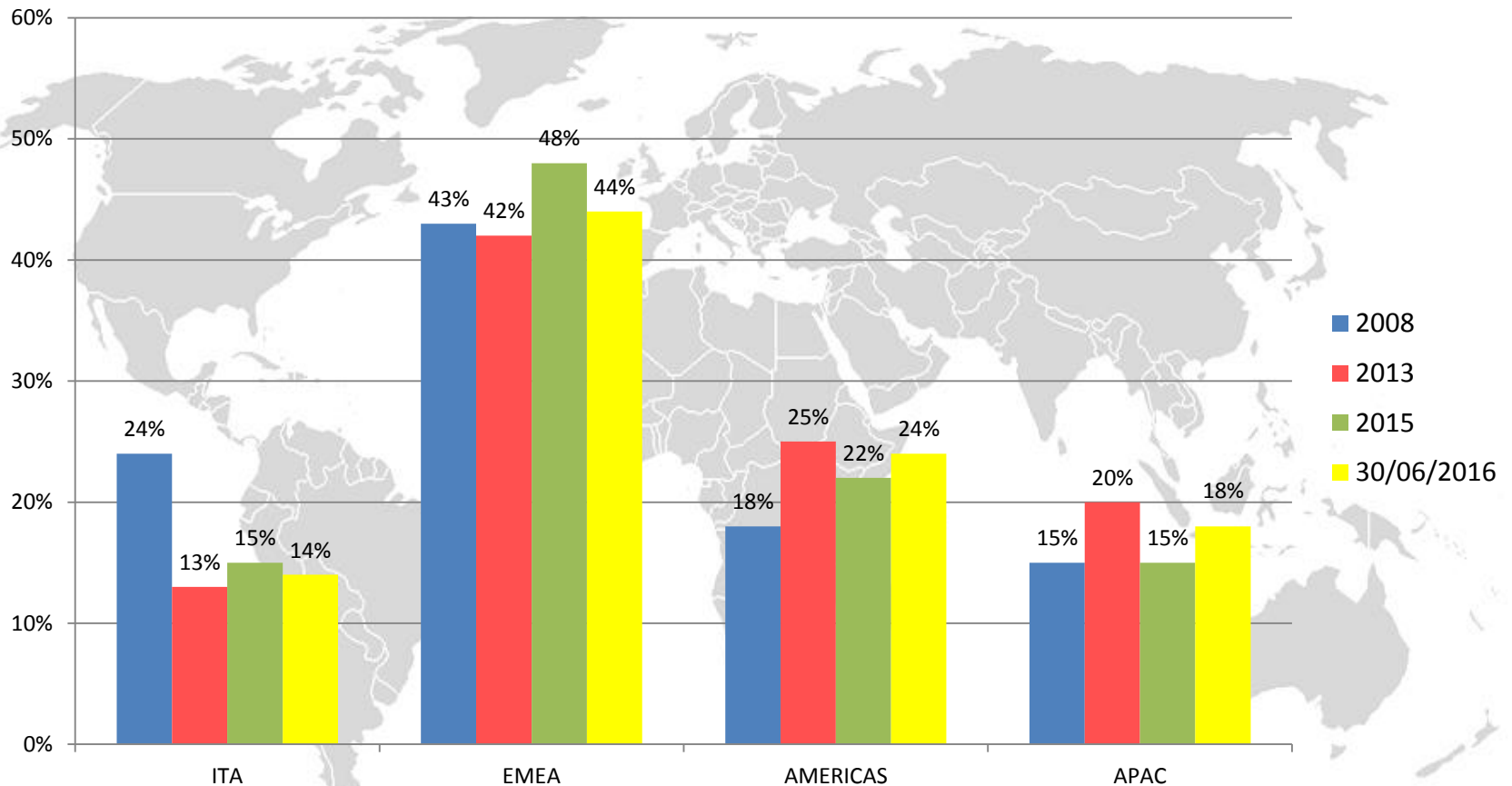
Global market and forecast for high power laser systems

Global market (€/mio)			CAGR (%)	
2013	2016	2020	2013-2016	2016-2020
3,707	4,682	6,282	8.1	7.6



The geographic diversification

Revenues by geographic area



”Economic turbulence does not hit the same market at the same time: our strength is the global presence, allowed by a competitive range of products ”.



Prima Power strategy for the Chinese machine tool market

The “diamond” structure

MACHINES IMPORTED BY:



PRIMA POWER
SUZHOU
• SUZHOU
• BEIJING
• SHENZHEN

TOP RANGE

IMPORTS

PP Suzhou

THE “GOOD
ENOUGH”
MARKET

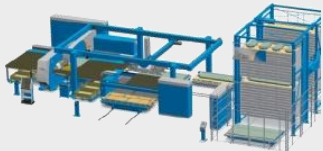
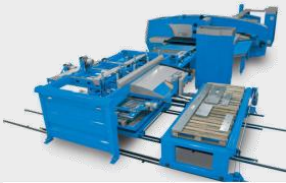
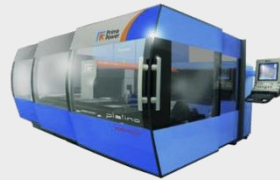
BOTTOM-END

LOW END

MACHINES
MANUFACTURED BY:



PRIMA POWER
SUZHOU





New commercial strategy in China

SALES & SERVICE
of full product line

North area
PP Beijing

Central area
Wuhan
(planned)

East area
PP Suzhou

South area
HK/Shenzhen
Leepoort



New HQTC: process development & training

Competence Center on Laser Based Manufacturing

Industry 4.0 European machine tool builder

Inaugurated in May 2016



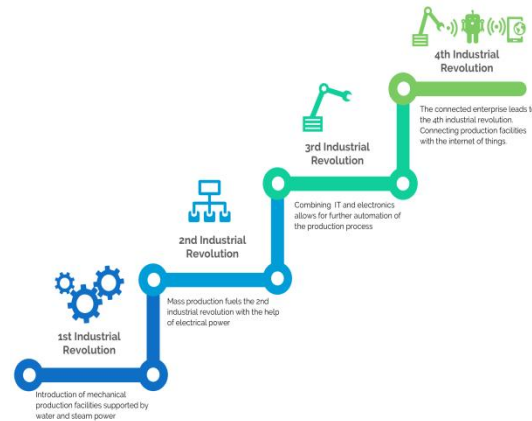
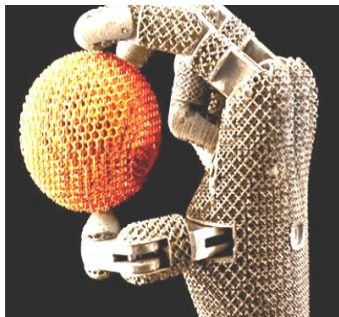
- Training and awareness on Industry 4.0.
Prima Power academy.
- Live demo on new technologies and best practices for Industry 4.0
- Industry 4.0 Advisory Center for SMEs

- Accelerator of new innovative projects
- Support and integration on new Industry 4.0 technologies (sensors and IT)



R&D: 2019 and beyond

- ✓ 40 years of laser and mechatronics know-how.
- ✓ Leaders in photonics technology, considered as a key emerging technology at EU level.
- ✓ Participation to EU Additive Manufacturing projects, leading the Borealis project.



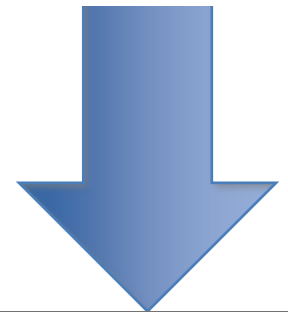
Industry 4.0



2016



2019



FUTURE



Financial statements as at Sep. 30, 2016: Balance sheet

Values in Euro	30/09/2016	31/12/2015	Values in Euro	30/09/2016	31/12/2015
Property, plant and equipment	34.578.130	28.465.557	Capital stock	26.208.185	26.208.185
Intangible assets	156.804.302	157.770.974	Legal reserve	4.565.082	4.494.745
Investments accounted for using the equity method	1.163.429	1.223.555	Other reserves	70.959.273	72.243.694
Other investments	121.358	121.358	Currency translation reserve	4.475.919	5.965.409
Non current financial assets	35.000	35.000	Retained earnings	19.396.357	14.786.376
Deferred tax assets	11.350.721	9.845.765	Net result	5.584.130	6.016.715
Other non current assets	-	19.703	<i>Stockholders' equity of the Group</i>	131.188.946	129.715.124
NON CURRENT ASSETS	204.052.940	197.481.912	<i>Minority interest</i>	1.174.375	1.196.407
Inventories	108.252.017	93.992.707	STOCKHOLDERS' EQUITY	132.363.321	130.911.531
Trade receivables	90.571.054	86.413.895	Interest-bearing loans and borrowings	117.203.531	117.805.350
Other receivables	9.343.981	8.019.131	Employee benefit liabilities	7.677.490	7.912.782
Current tax receivables	4.543.075	7.029.222	Deferred tax liabilities	9.788.031	10.518.305
Derivatives	55.415	47.225	Provisions	146.655	150.551
Financial assets	791.509	791.509	Derivatives	276.351	414.635
Cash and cash equivalents	28.331.645	41.365.408	NON CURRENT LIABILITIES	135.092.058	136.801.623
CURRENT ASSETS	241.888.696	237.659.097	Trade payables	74.125.444	78.323.460
Assets held for sale	284.000	284.000	Advance payments	26.922.178	21.385.159
TOTAL ASSETS	446.225.636	435.425.009	Other payables	20.412.032	19.218.309
			Interest-bearing loans and borrowings	33.950.994	25.700.281
			Current tax payables	5.464.266	7.257.725
			Provisions	17.895.343	15.796.491
			Derivatives	-	30.430
			CURRENT LIABILITIES	178.770.257	167.711.855
			TOTAL STOCKHOLDERS' EQUITY AND LIABILITIES	446.225.636	435.425.009

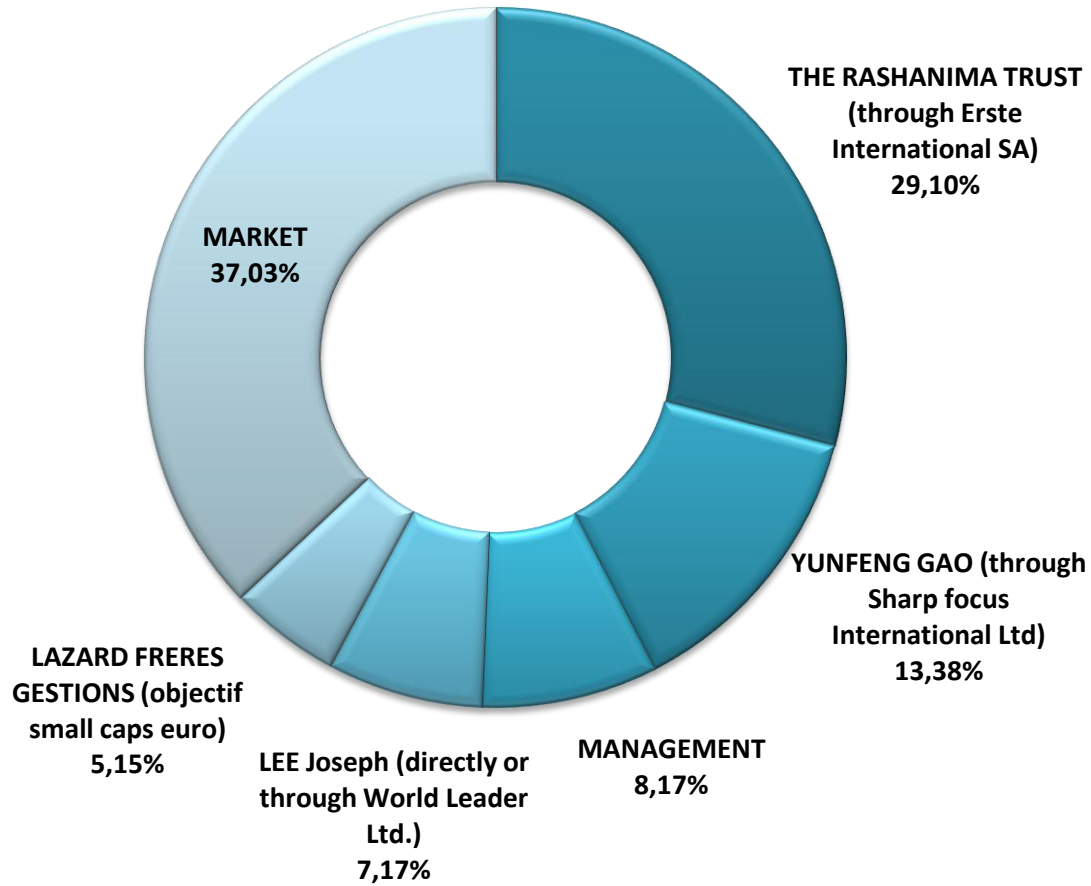


Financial statements as at Sep. 30, 2016: P & L

Values in Euro	30/09/2016	30/09/2015
Net revenues	274.536.038	260.095.199
Other income	2.284.415	3.610.171
Change in inventories of finished goods and WIP	15.236.266	11.072.340
Increases in fixed assets for internal work	7.925.552	8.777.872
Use of raw materials, consumables, supplies and goods	(139.054.772)	(124.472.642)
Personnel cost	(75.011.295)	(74.194.678)
Depreciation	(11.578.280)	(9.900.439)
Impairment - Write-off	(127.409)	-
Other operating expenses	(61.894.688)	(63.171.664)
OPERATING PROFIT	12.315.827	11.816.159
Financial income	650.989	718.889
Financial expenses	(5.382.625)	(7.421.334)
Net exchange differences	(693.602)	(918.509)
Net result of investments accounted for using the equity method	332.287	(105.000)
Net result of other investments	-	5.700
RESULT BEFORE TAXES	7.222.876	4.095.905
Taxes	(1.598.279)	(1.874.234)
NET RESULT	5.624.597	2.221.671
- <i>Attributable to Group shareholders</i>	<i>5.584.130</i>	<i>2.621.614</i>
- <i>Attributable to minority shareholders</i>	<i>40.467</i>	<i>(399.943)</i>
RESULT PER SHARE - BASIC (in euro)	0,53	0,25
RESULT PER SHARE - DILUTED (in euro)	0,53	0,25



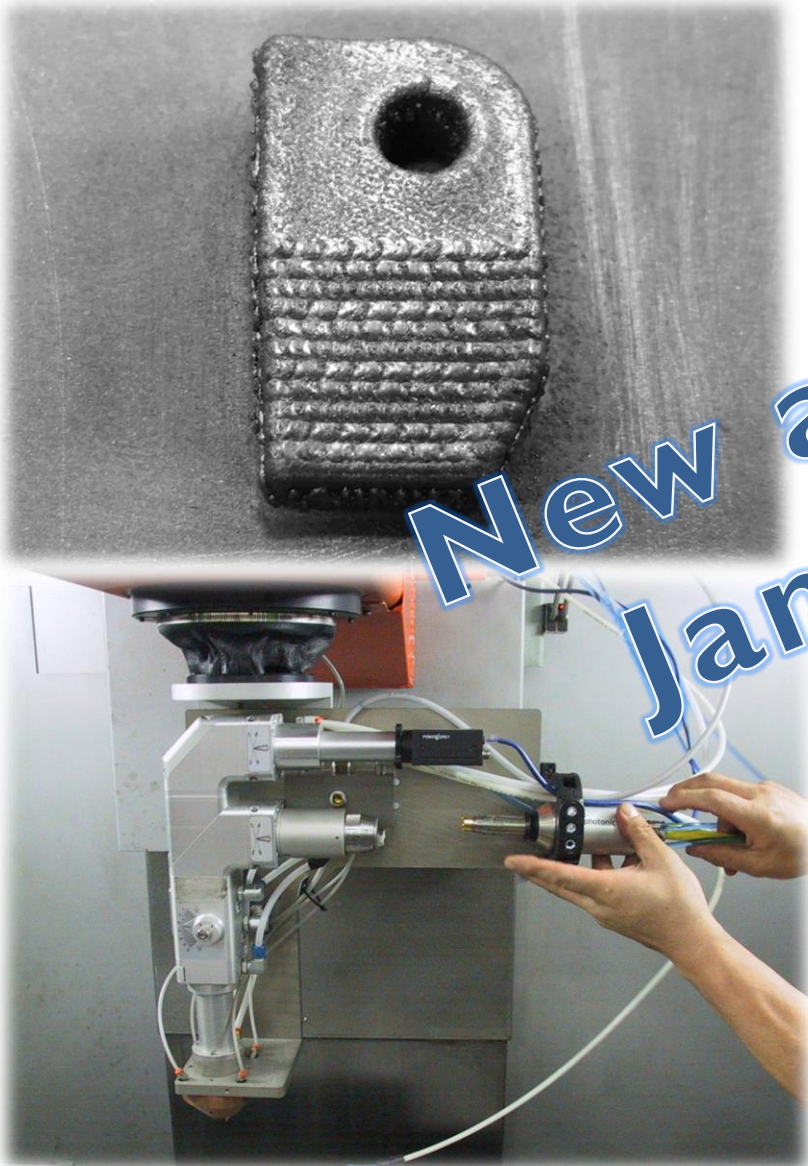
Shareholding structure



Source: latest dividend payment (May 2016)



Prima Group business sectors: Prima Additive



New as from
Jan. 2017



Prima
Additive