



Group profile 2012



ITALIAN STOCK MARKET OPPORTUNITIES CONFERENCE

Italian Small Caps

Paris

June 7th, 2012





Our Group: main figures

2 Divisions: Machinery, Prima Power - Components, Prima Electro

35 years experience in the sector

10+ years in the Milan's Stock Exchange

~1,500 employees (excluding JV's)

10,000+ machines and systems installed worldwide

310m € Turnover in 2011

>5% of sales invested yearly in R&D

8 manufacturing facilities in Italy, Finland, USA, China

7 R&D centers in Italy, Finland and USA

70+ countries covered by own units and distributors



Our Group: business sectors

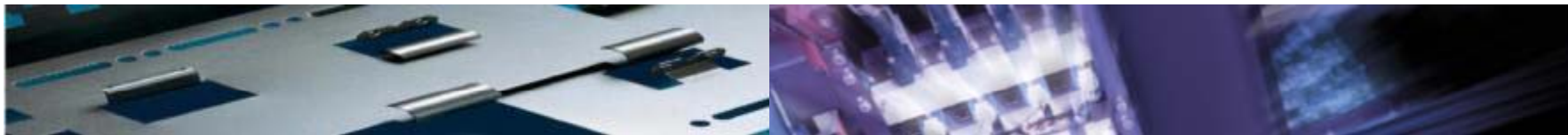


Machinery Division

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.



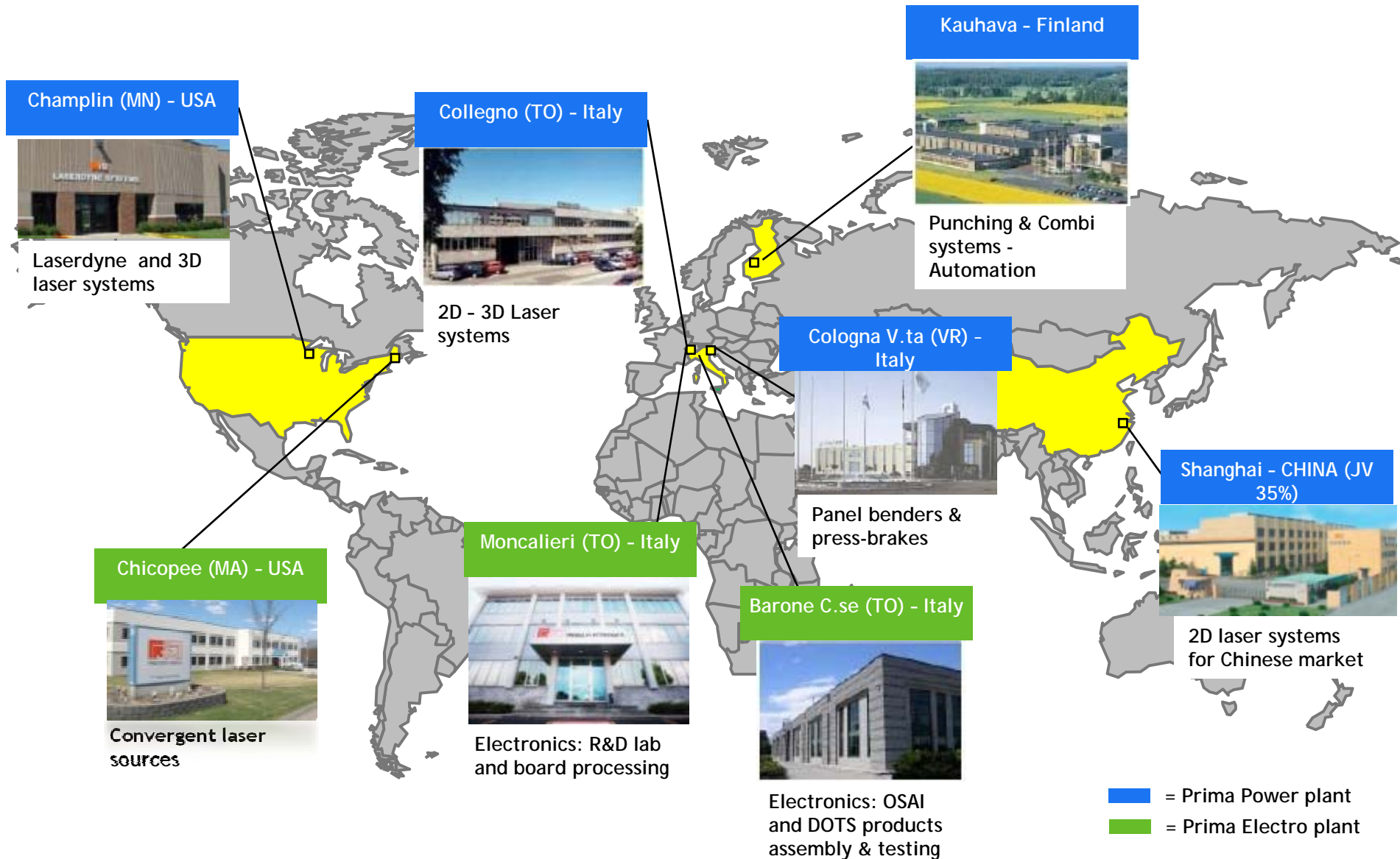


A. 4 YEARS AFTER FINN-POWER ACQUISITION





Plants reorganization: 1 plant = 1 mission





Product range rationalization & innovation



New RAPIDO equipped with fiber laser



New E6x servo electric turret punch press

green
means®

=



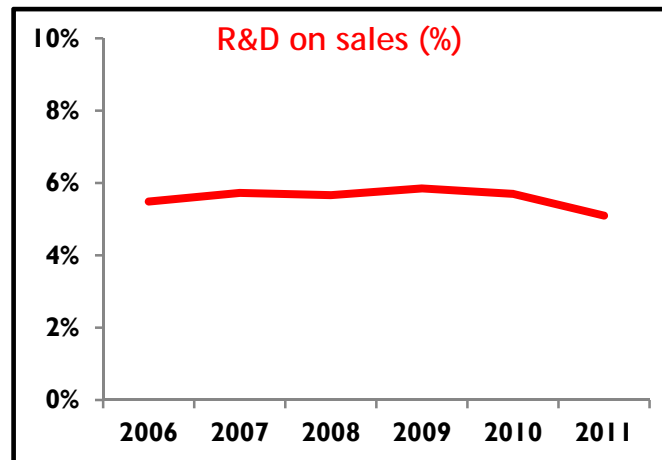
+



New eP 1030 electric press brake



New SG6e, unique fully electric punching/shearing system



The Punch The Laser The Bend The Combi The System The Software



Sale/service integration in Europe

- Finland & Nordic countries: New HQ in Finland through FP acquisition



Renovated Tech Center Kauhava - Finland



- Italy:

Demo room Collegno (TO)



New Technology & Training Center Cologna V.ta (VR)





Sale/service integration in Europe

- France:



Merging & Relocation - Paris



France Minister of Ecology, Sustainable Development, Transport and Housing visits a Prima customer

- Germany:



Merging & Relocation - Frankfurt

- Spain:

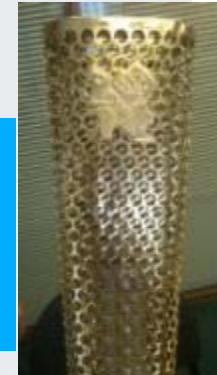


Merging & Relocation - Barcelona

- UK:



Coventry



London 2012 Olympic torch manufactured by Prima Power Optimo & Sincrono laser machines

- Benelux:

Gent

- Central Europe:

Subsidiary relocation to Warsaw, with branches in
Czech Rep. and Hungary



Sale/service integration in North America

- USA: Subsidiary and Tech Center - Chicago (IL)



- Laserdyne and 3D laser products - Champlin (MN)



- Convergent lasers - Chicopee (MA)



- Canada: Subsidiary - Toronto



US President Obama visiting a Prima Power customer in Wisconsin



Former MA governor Mitt Romney visiting Chicopee plant



Multiple RAPIDO machines in operation at MAGNA-COSMA - Canada



Sale/service integration in China

- Beijing: Prima Power China - 3D high-end laser machines
- Hong Kong: Leeport Distributor - 2D and sheet metal processing systems
- Shanghai: JV Shanghai Unity Prima - 2D laser machines
- Guangzhou: Prima Electro CNC and other electronic products

Leeport



CIMT expo - Beijing



Leeport demo room



S.U.P. manufacturing plant



Direct presence investments in emerging markets

- The Gulf: Establishment of a branch in Sharjah (U.A.E.) in 2009
- Russia: Establishment of a subsidiary in Moscow in 2010
- India: Establishment of a subsidiary in Mumbai in 2011
- Brazil: Establishment of a subsidiary in Sao Paulo in 2011
- Turkey: Establishment of a subsidiary in Istanbul in 2011
- Korea: Establishment of a branch in Seoul in 2012



Steelfab expo - U.A.E.



Metallobrobotka expo - Moscow



Imtex expo - Bangalore



TATEF expo - Istanbul



Blech expo - Mumbai



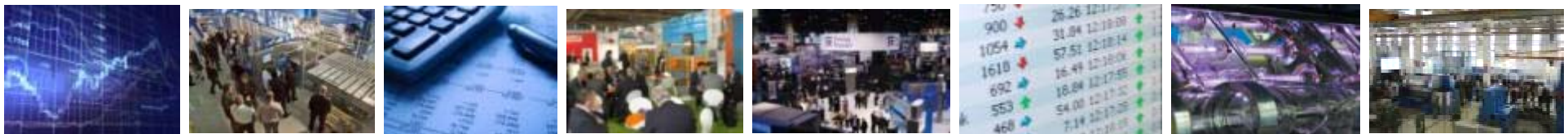
VIP guests in front of a PP machine at CNH plant in Sorocaba, Brazil



Komaf expo - Seoul

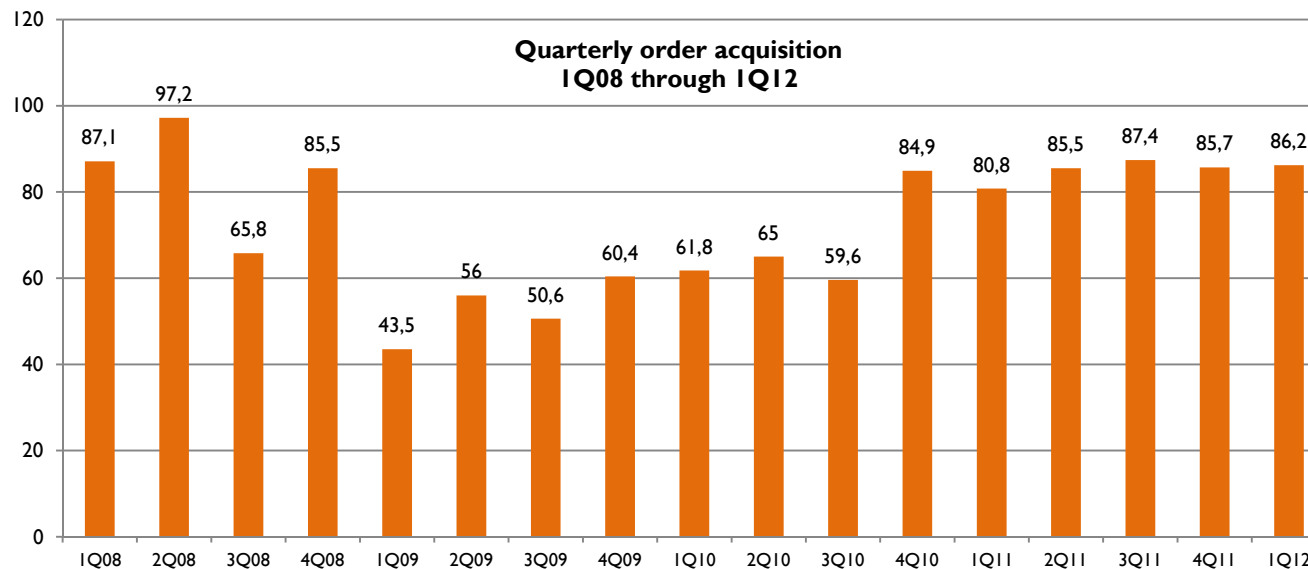
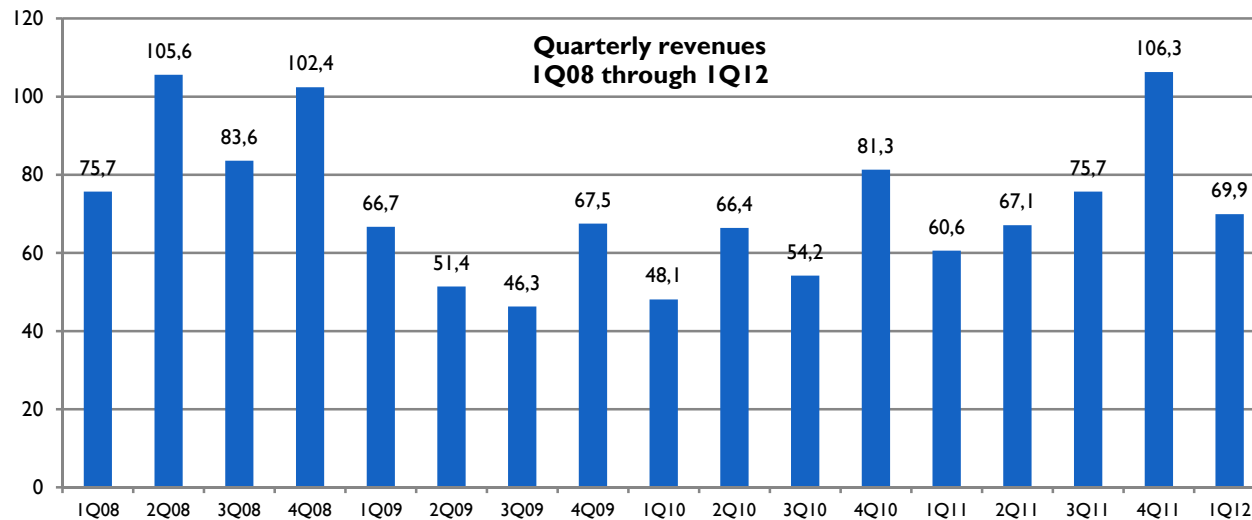


B. FINANCIALS



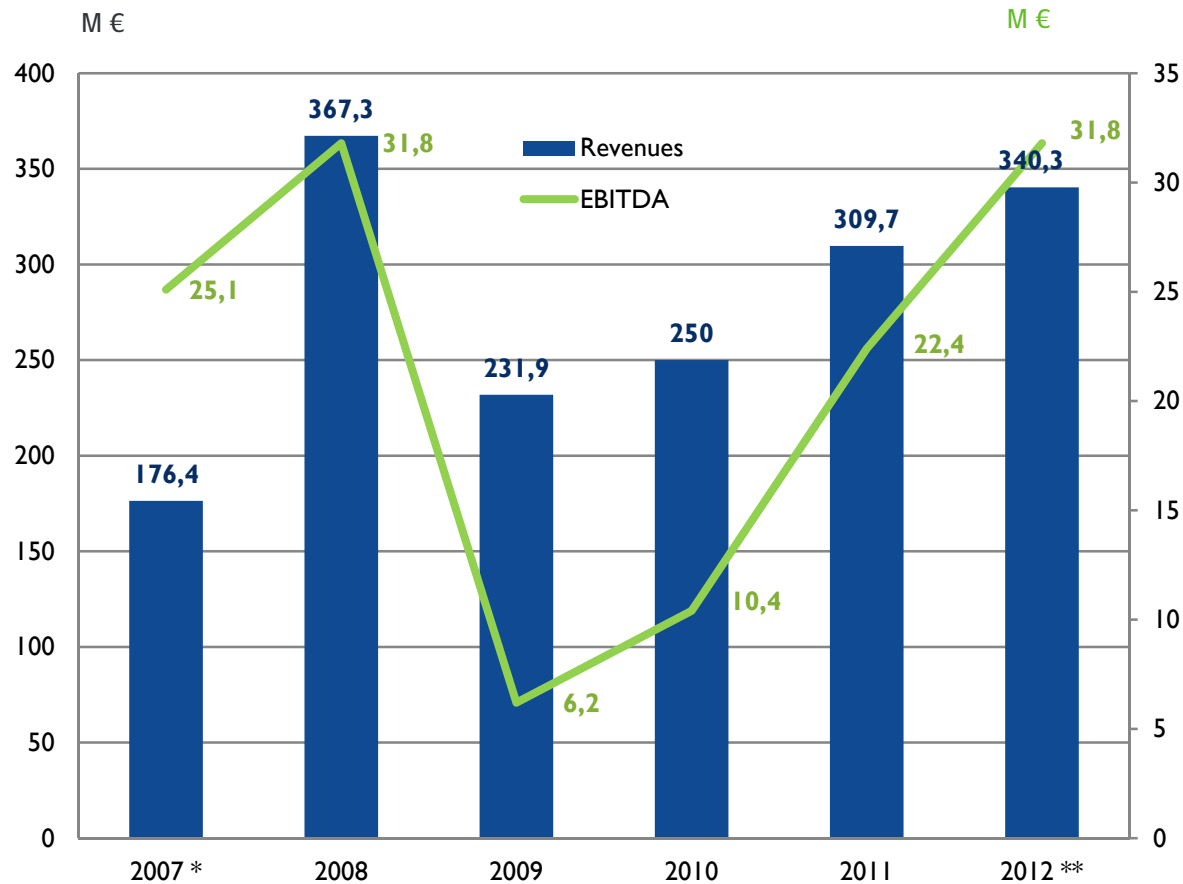


Revenues and orders - quarterly trend

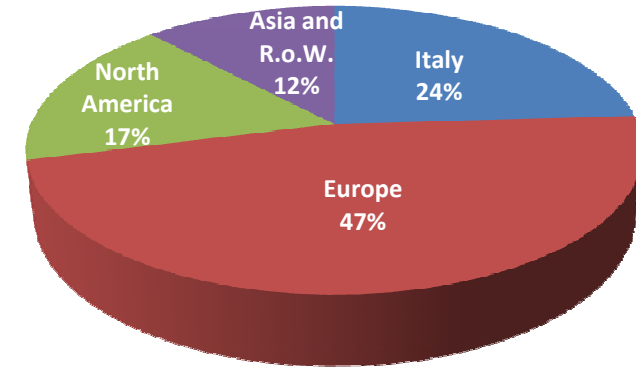




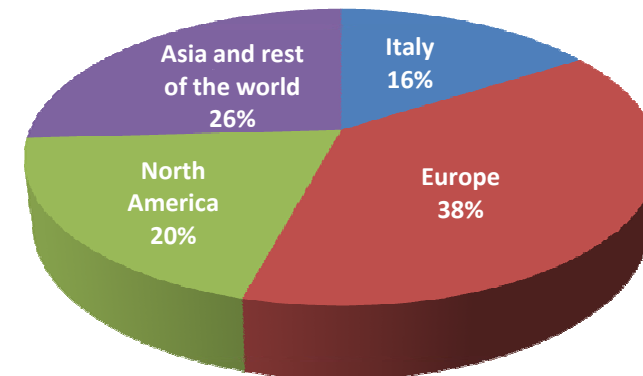
Revenues & profitability



Revenues by geography
2007 *



Revenues by geography
2011



(*) = prior to Finn-Power acquisition
(**) = according to analysts' consensus



Financial statements as at March 31, 2012

BALANCE SHEET

(figures in Euro thousand)	31/03/2012	31/12/2011
Tangible assets	24,602	24,473
Intangible assets	152,129	152,630
Other non current assets	17,266	17,646
FIXED ASSETS	193,997	194,749
Inventory	100,318	84,250
Trade receivables (net of down payments)	41,282	55,928
Trade payables	(78,117)	(79,797)
Other current assets	12,135	11,998
Other liabilities	(43,443)	(43,829)
Employee's severance indemnity	(6,705)	(6,793)
NET WORKING CAPITAL	25,470	21,757
NET DEBT	141,988	136,385
NET EQUITY	77,479	80,121



Financial statements as at March 31, 2012

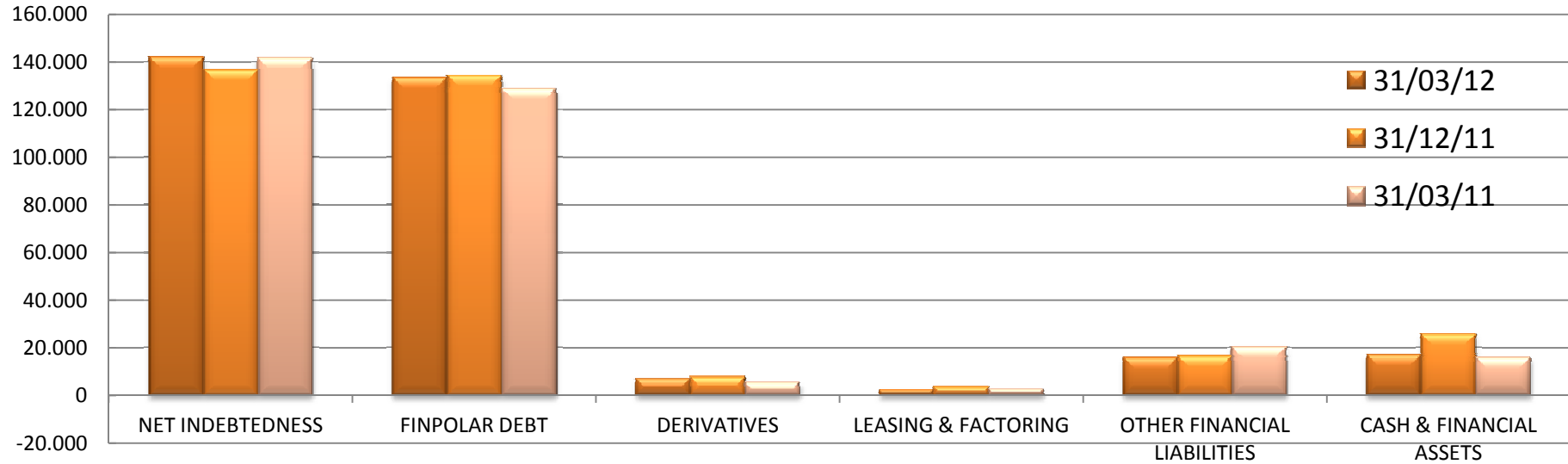
PROFIT & LOSS

(figures in Euro thousand)	31/03/2012	31/03/2011
SALES	69,868	60,616
VALUE OF PRODUCTION	84,087	70,531
EBITDA	4,113	3,052
% on sales	5.9%	5.0%
EBIT	1,561	638
% on sales	2.2%	1.1%
EBT	(893)	(1,805)
% on sales	(1.3%)	(3.0%)
NET INCOME	(1,752)	(2,173)
% on sales	(2.5%)	(3.6%)



Net debt as at March 31, 2012

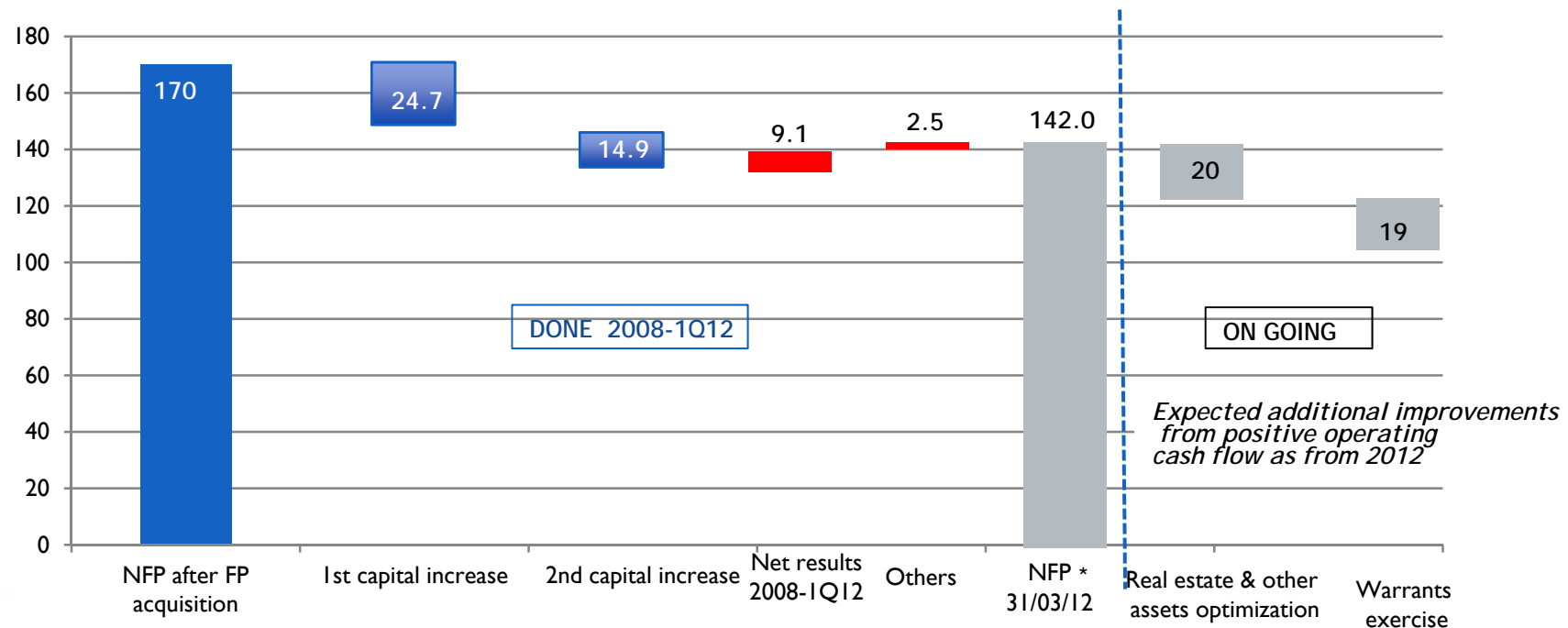
Net Indebtness	Mar 31, 2012	Dec 31, 2011	Mar 31, 2011
Finpolar Debt	(133'508)	(134'171)	(128'568)
Derivatives	(7'069)	(7'711)	(5'585)
Leasing & Factoring	(2'594)	(3'675)	(2'746)
Other financial liabilities	(15'975)	(16'536)	(20'588)
Cash & Financial Assets	17'158	25'708	15'942
Net Indebtness	(141'988)	(136'385)	(141'545)





Net financial position & deleveraging

EVENT	AMOUNT	TIMING
Net financial position after Finn-Power acquisition:	<u>170 M €</u>	
• 1 st capital increase (14.25 €/share):	24.7 M €	2008
• 2 nd capital increase (6.80 €/share):	14.9 M €	2009-10
• Net results 2008-1Q12:	9.1 M €	2008-1Q12
• Real estate & other assets optimization:	20 M €	In progress/Planned
• Warrants exercise:	19 M €	Expected within 2013



(*) = NFP includes derivatives and leasing for about 10 M €



Bank facilities & covenants

FINPOLAR loan contract, amended on July 29, 2011

The loan includes:

TRANCHE	AMOUNT	REIMBURSEMENT
Bullet tranche	Principal amount 63.4 M€	Due date 2016
Two amortizing tranches	Total principal amount 40.2 M€	Half-yearly even installments up to 2015
Two working capital lines	Total amount 29.9 M€ (*)	Self liquidating

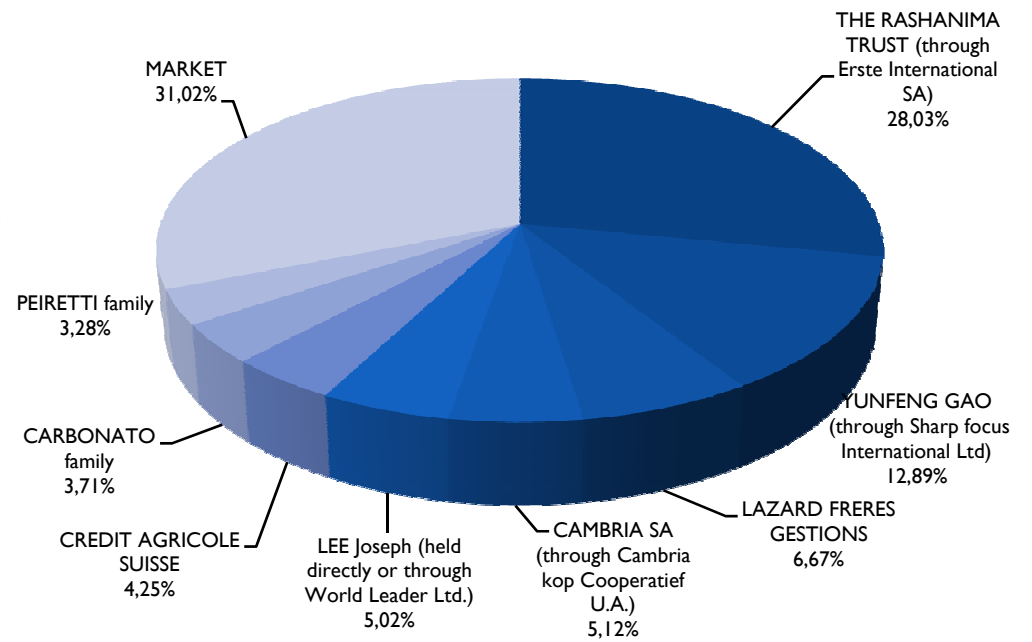
The spread currently paid on Euribor is an average 195-230 basis points.

New covenants have been agreed, based on a Group business plan with adequate headroom

(*)= including accrued interests



Stock price & shareholders





C. PRODUCTS & CUSTOMERS





Prima Power: product range

The Punch



The Punch

The Laser



The Laser

The Bend



The Bend

The Combi



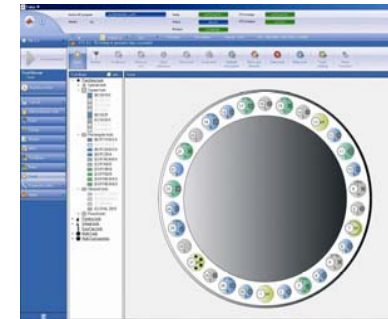
The Combi

The System



The System

The Software



The Software



Prima Power - 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

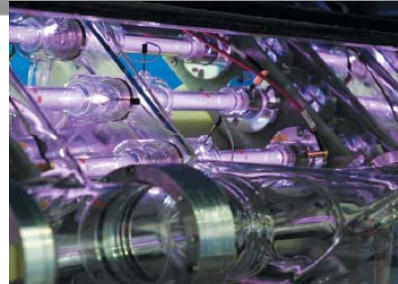
Dedicated to People Flow
KONE
Schindler
OTIS
infrico
BRP
IDE Technologies It.d.
SIGNATURE
ABLOY
kaizen signs
ØGLENDSYSTEM
DLoco
大連機車

Contract manufacturing

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



Prima Electro: product range



convergent



dots



osai



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



Prima Electro - selected customers

Industrial

Atlas Copco
IREM
CAMPETELLA
ROBOTIC CENTER SH
MYDATA
NEGRI BOSSI

Transport

ALSTOM
CENTRO RICERCA FIAT
ANSALDOBREDA
ATM OCLAP
PSA PEUGEOT CITROËN

Motion control

ABB AIR LIQUIDE
MOTOR POWER GROUP LVD
Nikon COMAU
Agilent Technologies
Prima Power PHASE MOTION CONTROL

Wood / Plastic

PROLINO BRACCI scmgroup
BIESSE GEDA
COSMEC CMS
SAOM COMEC GROUP UNITEAM
belotti
COMAC MACCHINE PADE
C.R. ONSRUD

Energy

LOMBARDINI A KOHLER COMPANY
Eni Saipem
electro power systems

Consumer

bticino
easydom
Comelit GROUP S.P.A.
TECHNOGYM
The Wellness Company

Glass / Stone

Bottero FORVET
CMS Brembana glass technology
mm (Grinding Machine Manufacturer) DENVER
COMANDULLI MARCHETTI
CREATIVE POWER FOR STONE PROCESSING

Defence & Aerospace

SAAB SAAB