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Group profile  
May 2013



# Our Group: business sectors

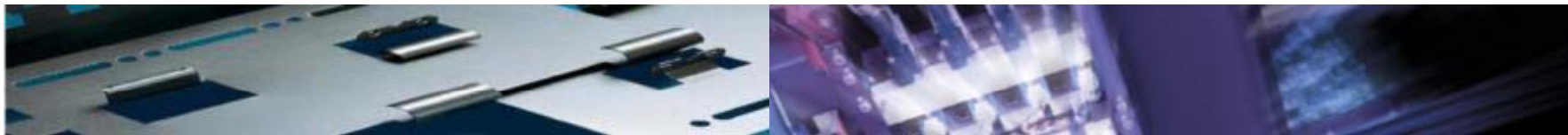


## Machinery Division

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.

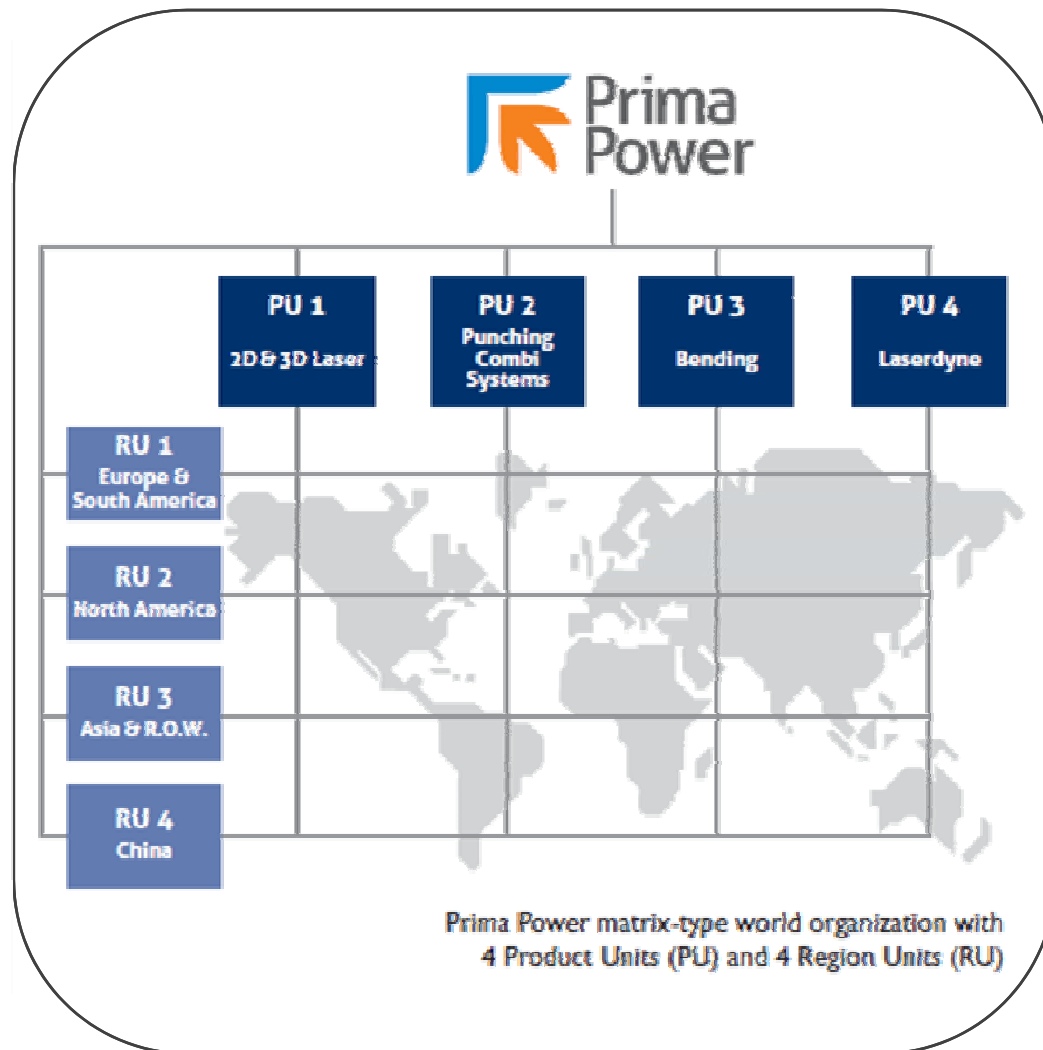
## Electronics & laser technologies

Industrial electronics (power and control electronics, numerical controls).  
High power CO<sub>2</sub> and Nd:YAG laser sources for industrial applications.

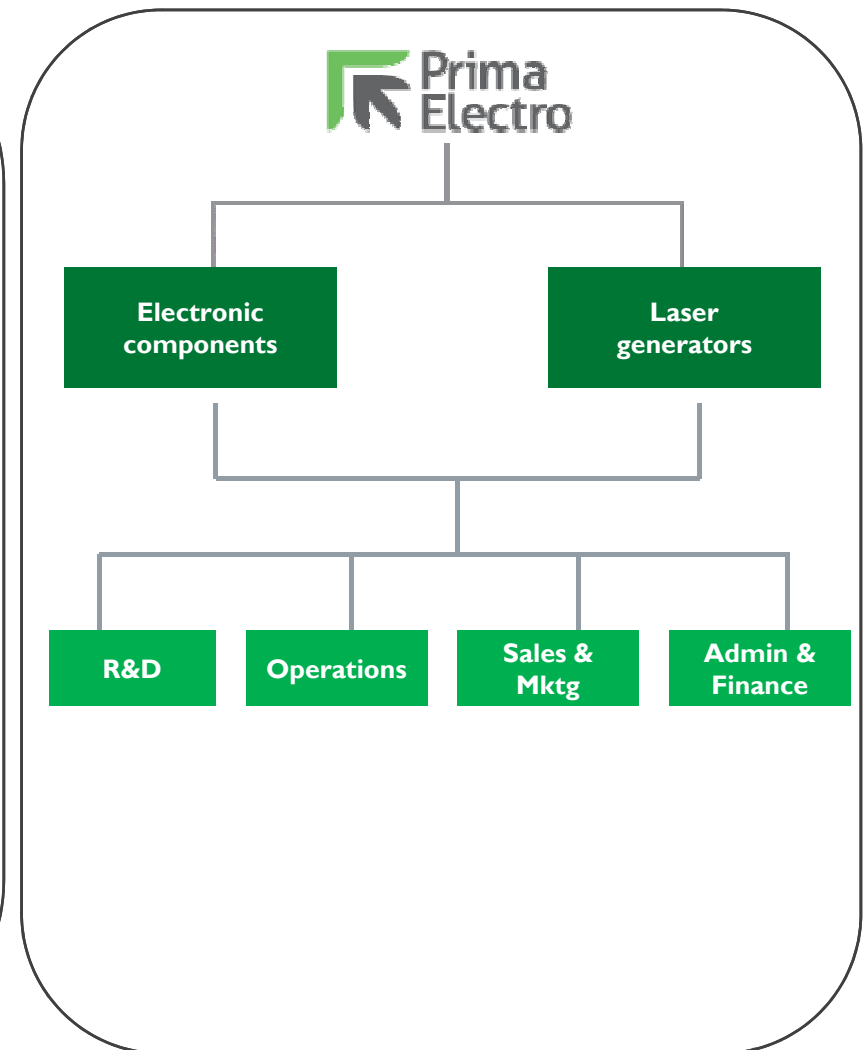




# Business sectors' organization



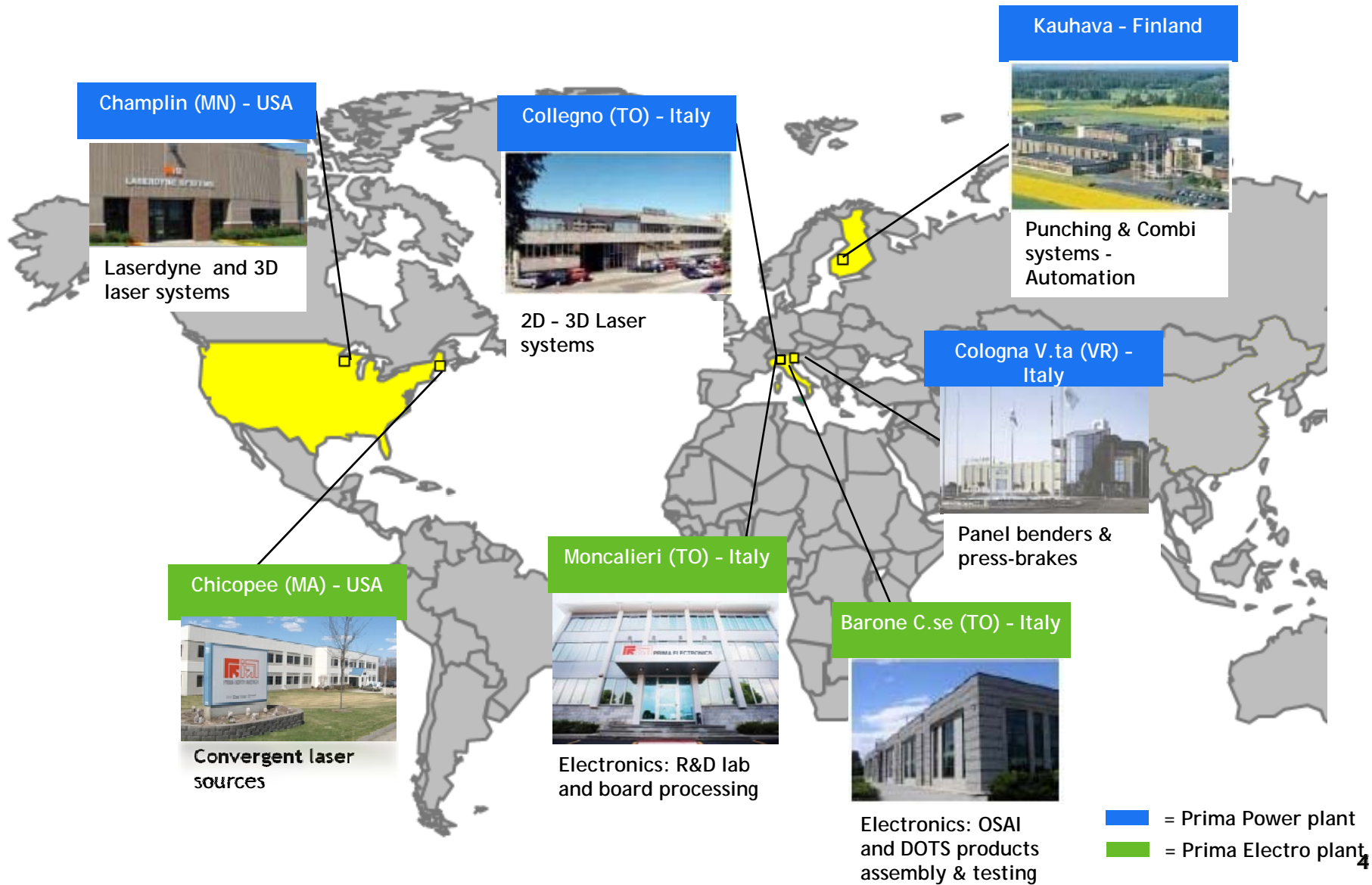
Revenues: ~ 312 M€ (gross of inter sector items)



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

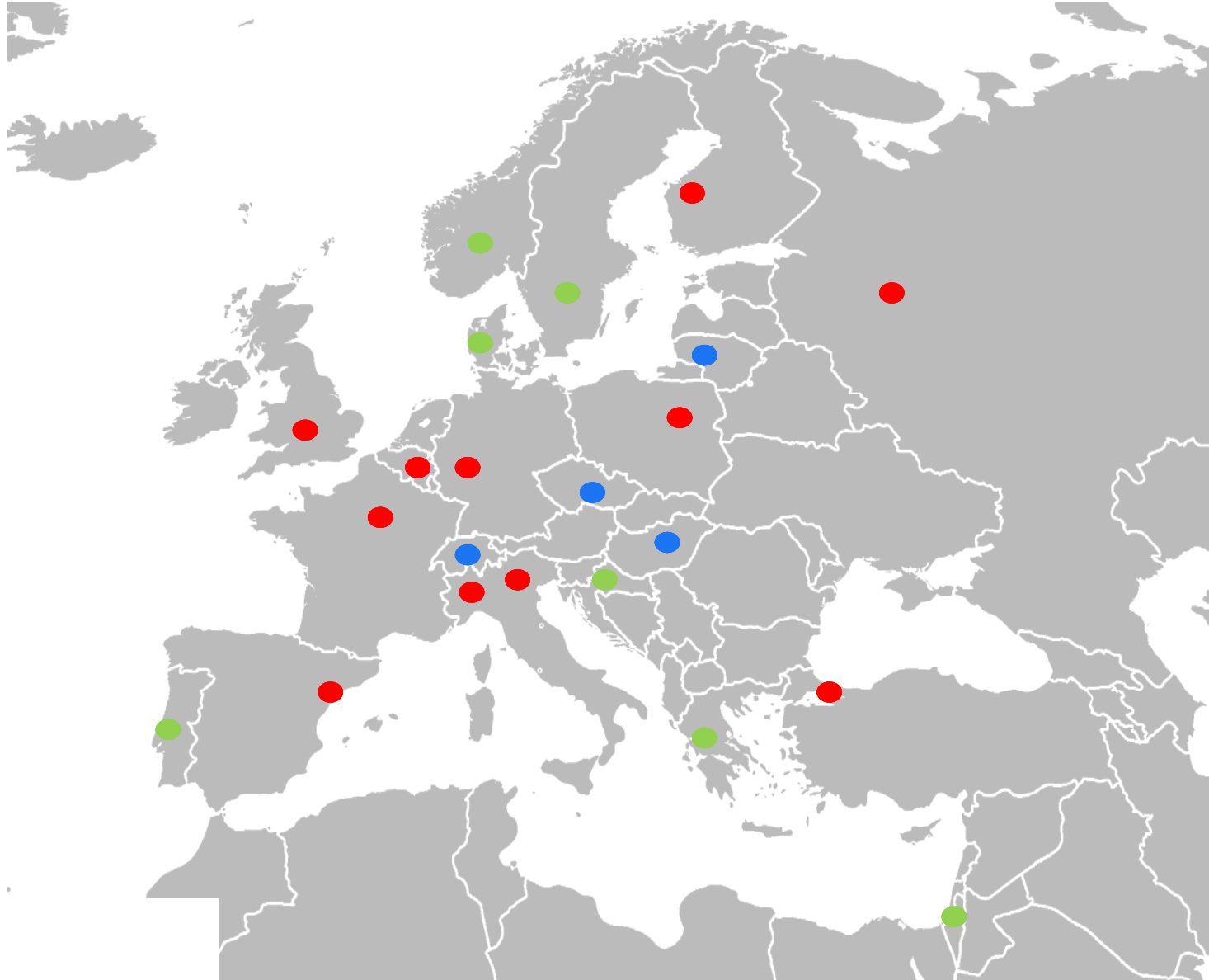


# Industrial footprint





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



Prima Power GmbH - Frankfurt  
(Germany)

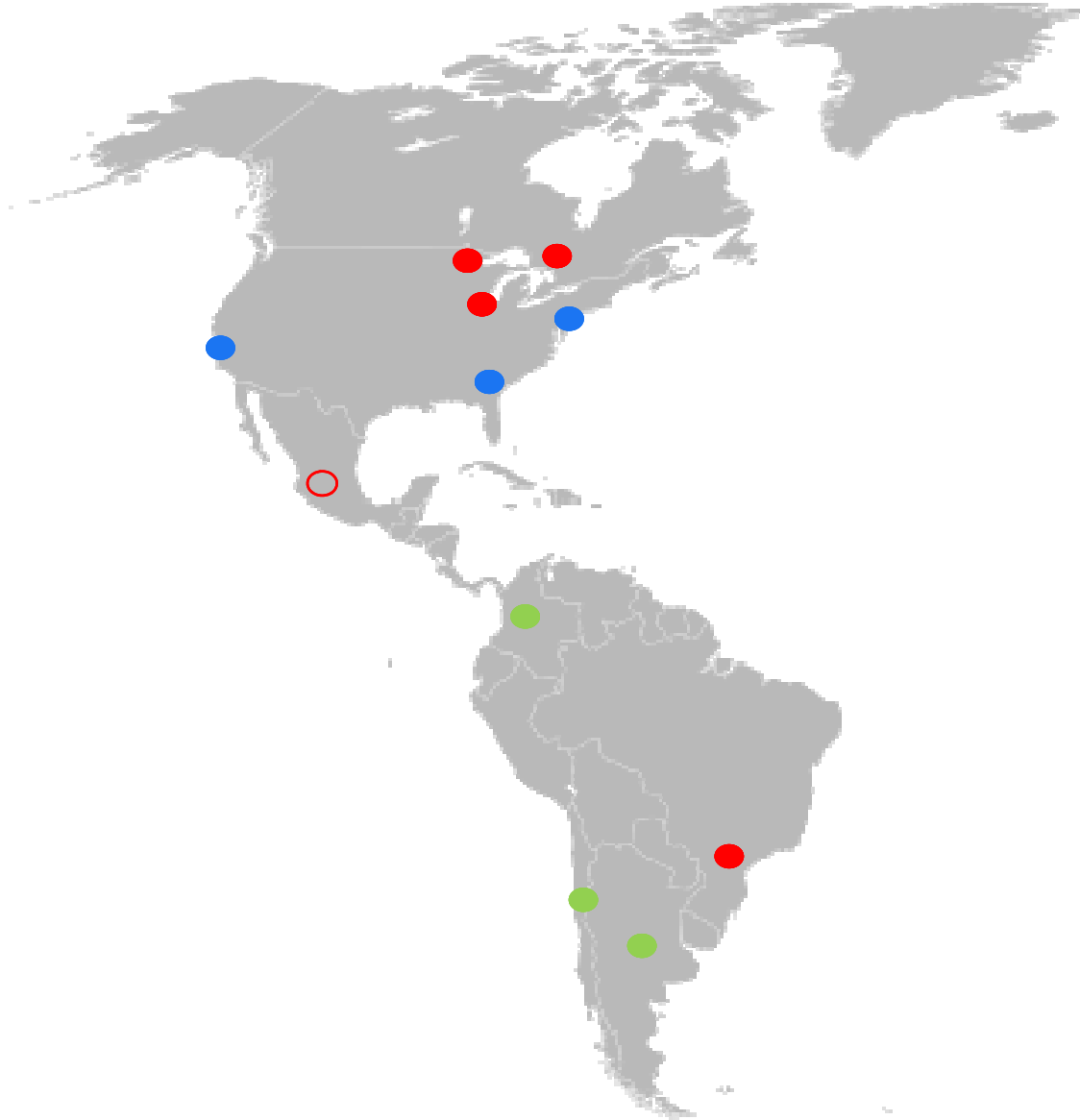


Euroblech Exhibition - 2012

- = subsidiary
- = branch office
- = distributor



# Sales & service footprint: North & South America



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

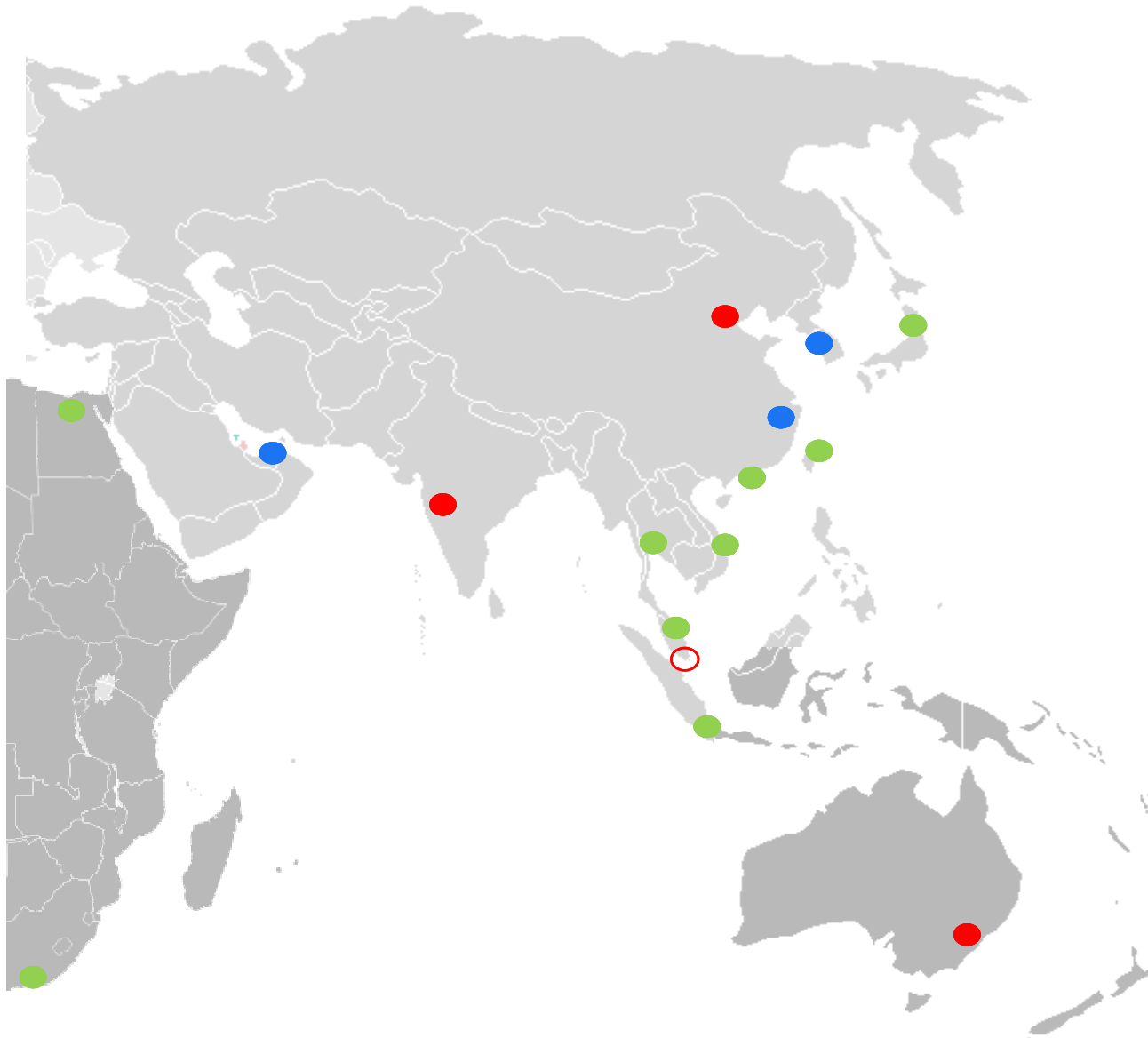


Prima Power North America -  
Showroom

- = 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

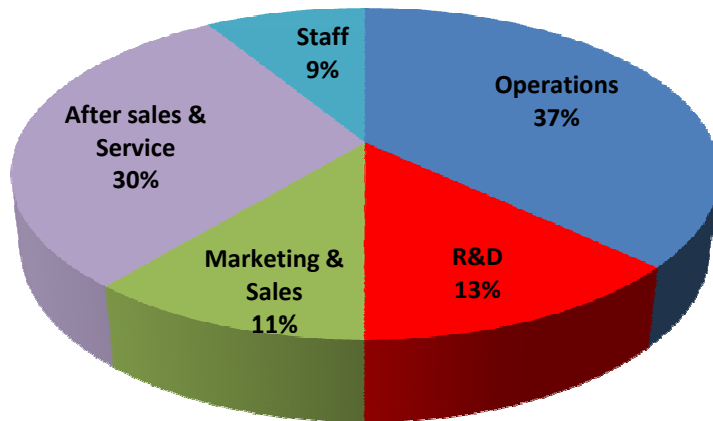




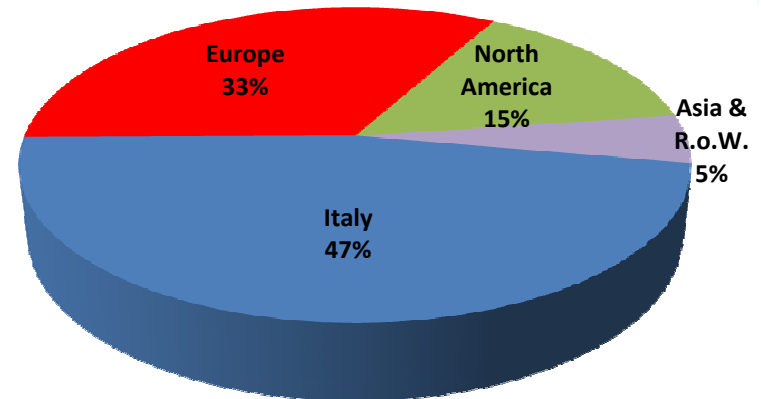


# Our people

Headcount by function

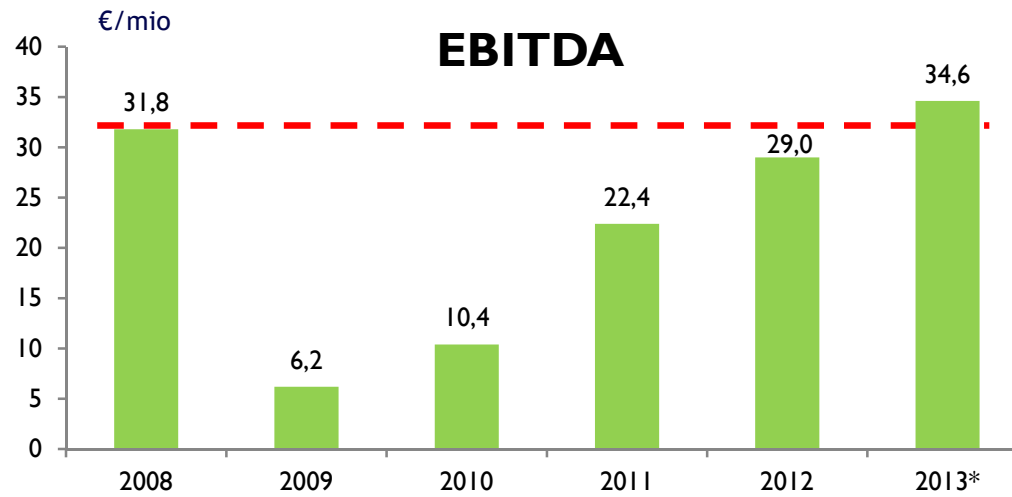
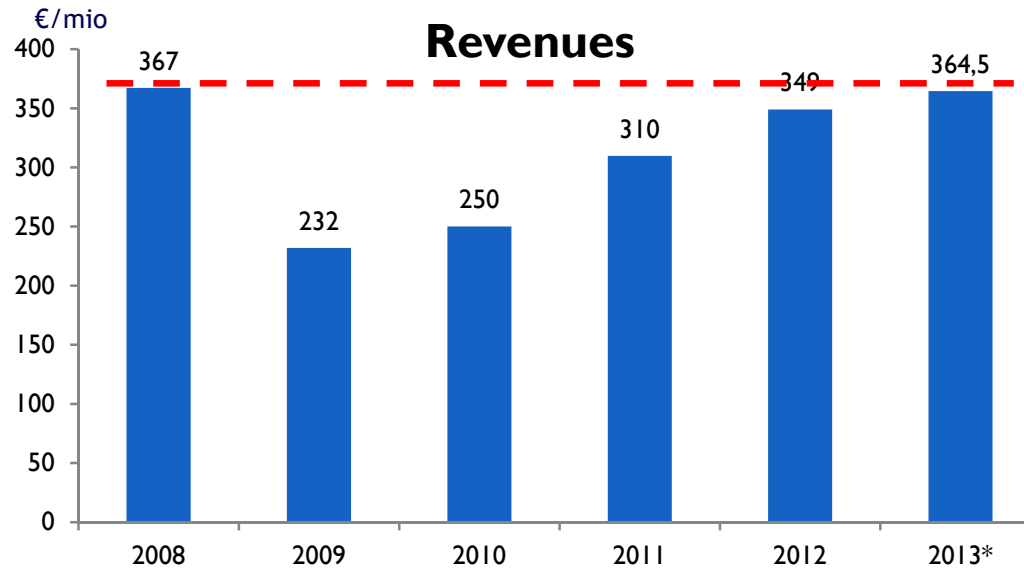


Headcount by geographic area





# Economic trends



\* = according to consensus from

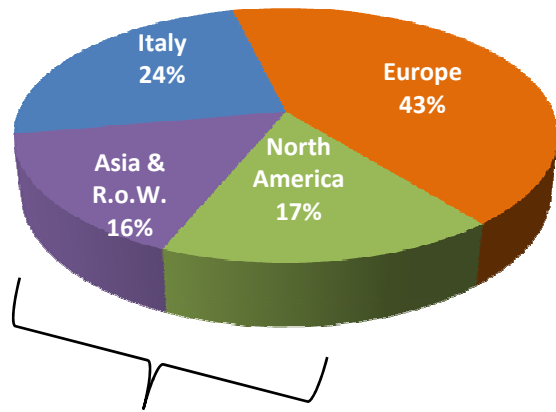




# Geographic trends

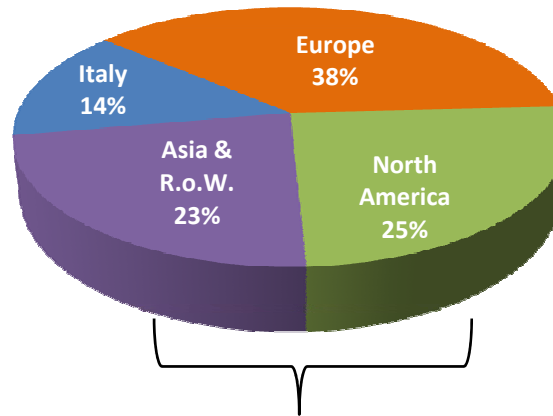
## Revenues breakdown

FY 2008



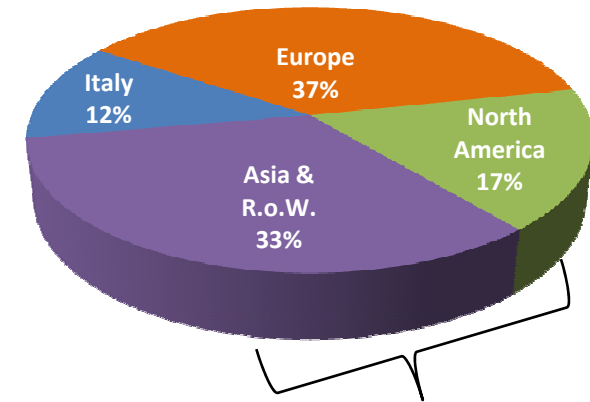
Extra-Europe: 33%

1 Q 2012



Extra-Europe: 48%

1 Q 2013



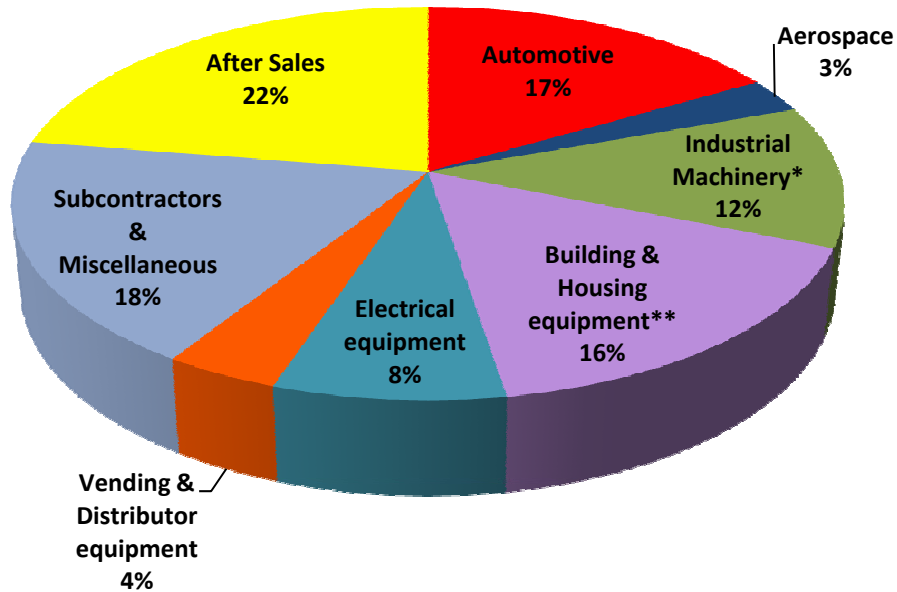
Extra-Europe: 50%



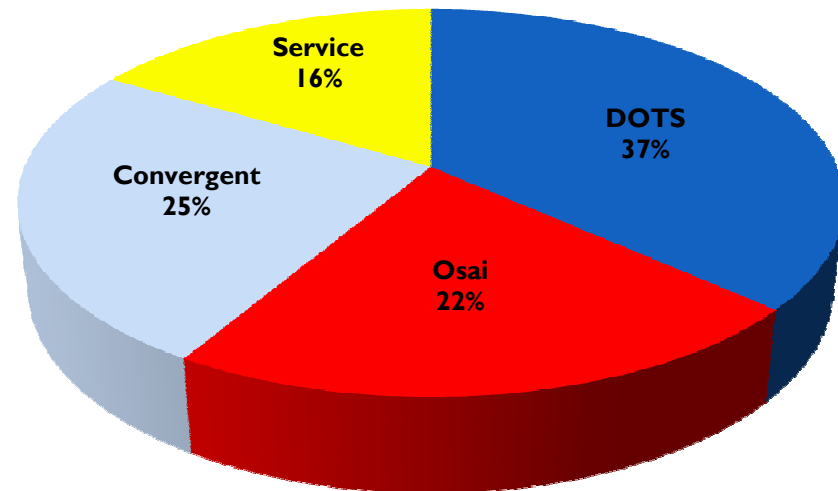
# Reference markets



Revenues by industry  
2012



Revenues by product line  
2012



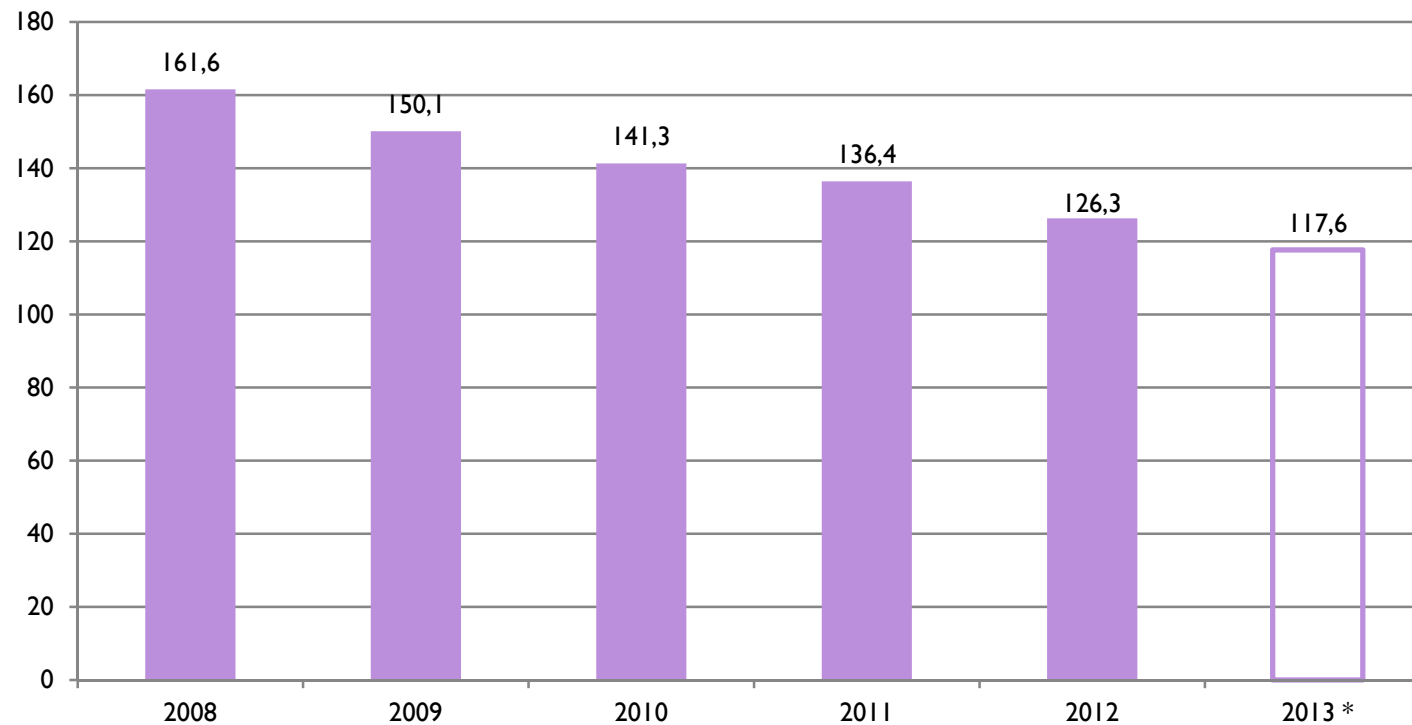
\*= including agricultural, construction & industrial machinery

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



# Net financial position trend

## NFP

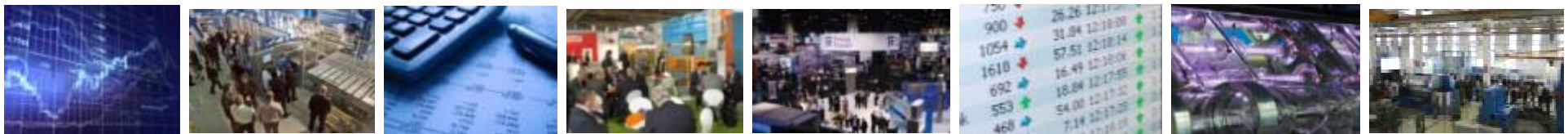


\* = according to consensus from  **BANCA IMI**  **Banca Akros**  **UBI Banca**

figures do not include the effect of the warrants exercise



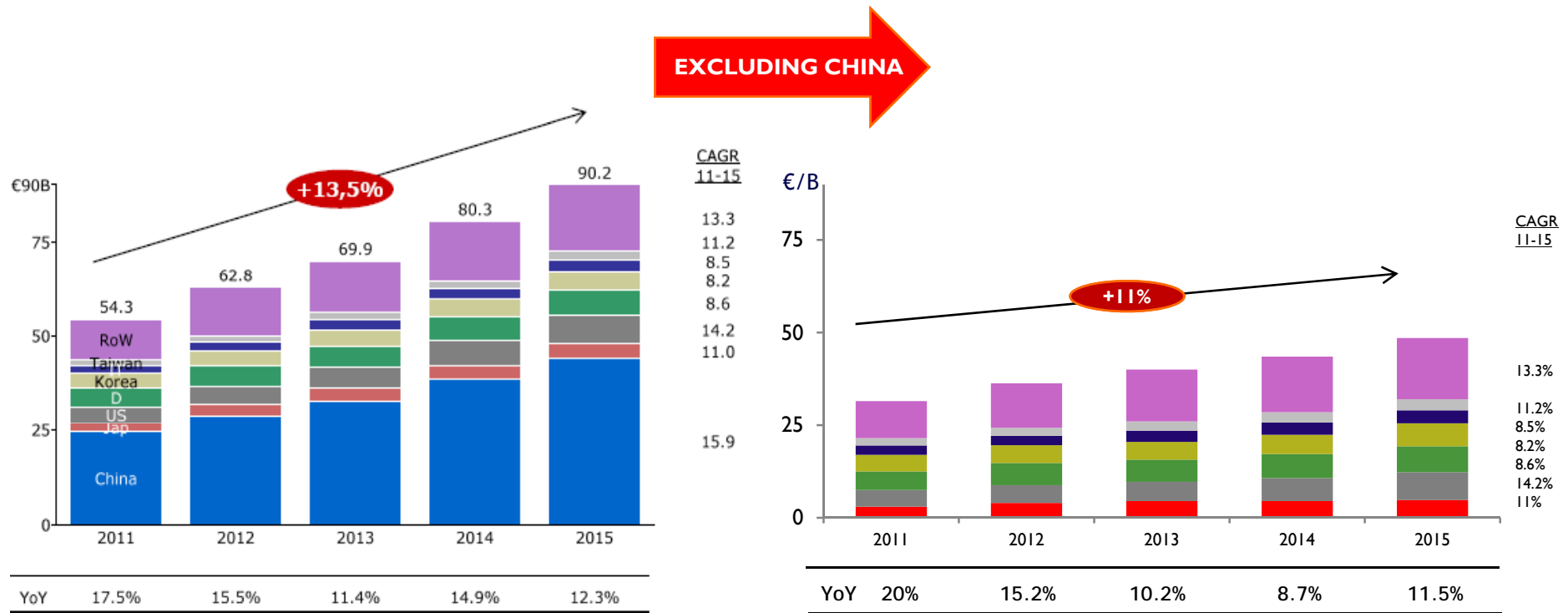
# MARKET EVOLUTION AND FINANCIALS





# Market Forecast - 3 years

## Machine Tool Market Evolution



(Source: Oxford Economics)



# Financial statements as at Mar. 31, 2013

## BALANCE SHEET

(figures in Euro thousand)	31/03/2013	31/12/2012 (*)
Tangible assets	24,242	24,345
Intangible assets	151,167	151,395
Other non current assets	7,797	7,281
Non current assets held for sale	4,239	4,130
<b>NON CURRENT ASSETS</b>	<b>187,445</b>	<b>187,151</b>
Inventory	89,185	81,084
Trade receivables (net of down payments)	45,092	53,710
Trade payables	(68,765)	(72,404)
Other current assets	14,335	11,357
Other liabilities	(44,496)	(43,436)
Employee's severance indemnity	(7,598)	(7,629)
<b>NET WORKING CAPITAL</b>	<b>27,753</b>	<b>22,682</b>
<b>NET DEBT</b>	<b>131,038</b>	<b>126,279</b>
<b>NET EQUITY</b>	<b>84,160</b>	<b>83,554</b>

(\*) = Following the retroactive application as from 01/01/2013 of emended IAS 19, comparative figures for the year 2012 in financial statements, whereas necessary, have been restated in accordance with IAS 1.





# Financial statements as at Mar. 31, 2013

## PROFIT & LOSS

(figures in Euro thousand)	31/03/2013	31/03/2012
SALES	72,881	69,868
VALUE OF PRODUCTION	80,768	84,087
EBITDA	4,642	4,113
% on sales	6.4%	5.9%
EBIT	1,682	1,561
% on sales	2.3%	2.2%
EBT	(692)	(0,893)
% on sales	(0.9)%	(1.3)%
NET INCOME	(803)	(1,752)
% on sales	(1.1)%	(2.5)%



# Net debt & covenants

	2011		2012		2013	
	Covenants	Actual	Covenants	Actual	Covenants	Expected*
EBITDA	≥ 2	2,39	≥ 2,5	3,54	≥ 3	4,45
NET FINANCIAL CHARGES						
NET FINANCIAL POSITION	≤ 7,9	6,08	≤ 5,5	4,25	≤ 4,1	3,40
EBITDA						
NET FINANCIAL POSITION	≤ 2	1,7	≤ 1,8	1,5	≤ 1,6	1,28
EQUITY						

\* = according to consensus from  **BANCA IMI**  **Banca Akros**  **UBI Banca**

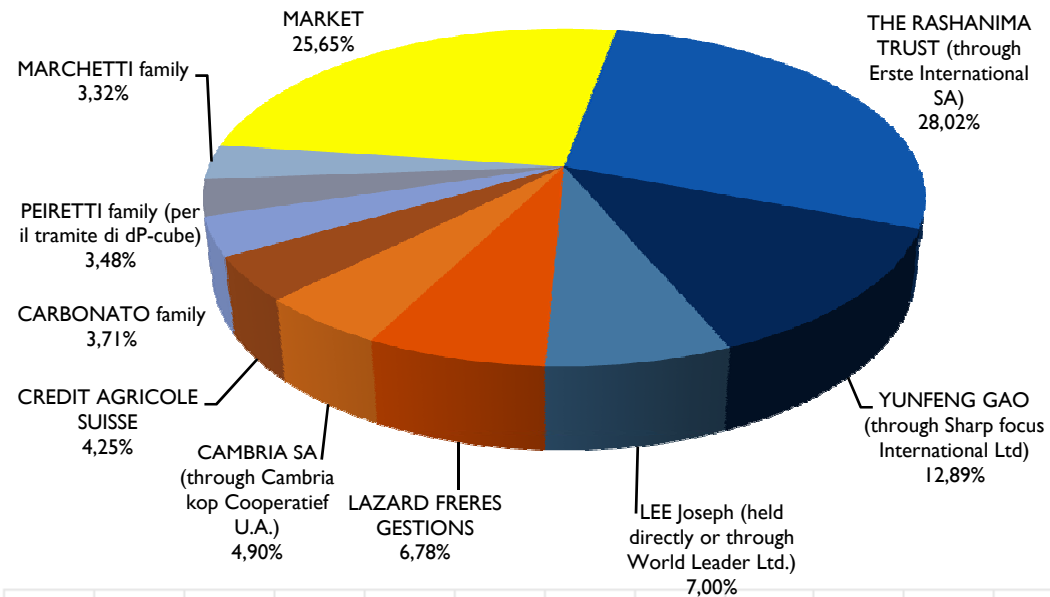
figures do not include the effect of the warrants exercise

## NET FINANCIAL POSITION ANALYSIS

Values in €/000	31-Mar-13	31-Dec-12	31-Mar-12
Finpolar Debt	(121'941)	(127'597)	(133'508)
Derivatives	(6'574)	(7'262)	(7'069)
Leasing & Factoring	(2'800)	(2'745)	(2'594)
Other financial liabilities	(18'688)	(17'874)	(15'975)
Cash & Financial Assets	18'965	29'199	17'158
<b>Net Indebtness</b>	<b>(131'038)</b>	<b>(126'279)</b>	<b>(141'988)</b>



# Stock price trend & shareholders





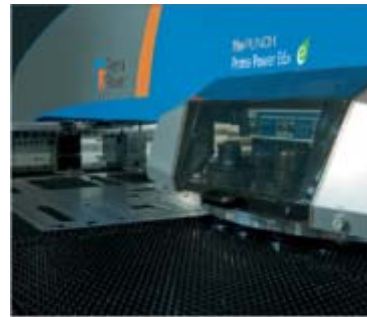
# PRODUCTS & CUSTOMERS





# Prima Power: product range

The Punch



The Punch

The Laser



The Laser

The Bend



The Bend

The Combi



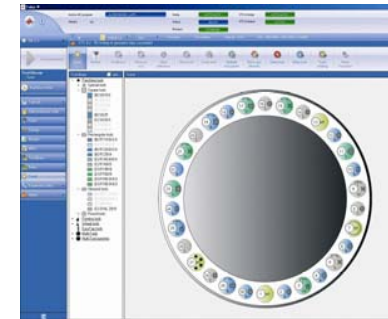
The Combi

The System



The System

The Software



The Software



# Prima Power - selected customers



FIAT, CITROËN, PEUGEOT, VW, GM  
 CHRYSLER, Ford, Renault  
 KARSAN, Audi, SEAT, GIUGIARO, OPEL, VOLVO  
 TATA, Audi, DFM, GESTAMP  
 BENTELER, EDAG, COMAU, ORAN, tiberina  
 posco, MAGNA, ThysenKrupp, TOWER AUTOMOTIVE, DANA  
 哈飞汽车集团, BAOSTEEL, WILCO, HUJER LASERTECHNIK GmbH, SALZGITTERAG  
 voestalpine



AIRBUS, BOEING, NASA  
 TurboCare, CAMIOT, AVIC  
 LOCKHEED MARTIN, eurocopter  
 Avio, GE  
 Rolls-Royce, Pratt & Whitney  
 Honeywell, Snecma  
 CHROMALLOY, Solar Turbines  
 HAL, mitsubishi, Turbomeca  
 NORTHROP GRUMMAN, TECNICHAPA



ABB, SIEMENS, Kawasaki  
 ALSTOM, HITACHI, HYUNDAI  
 "KALUGATURBINE WORKS"  
 EMERSON, Liebert.  
 HIMOINSA, AREVA  
 CAT, CNH, BRINK  
 VOLVO, Iveco, Lecitrailer  
 TUCHEL, SCANIA, SEVEL  
 POWER BEAM, PPFANZELT  
 YANMAR, samro, MARINI  
 KARAVAN



# 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 Gasvanti  
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: 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 RICERCHE 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 (Special Machine Makers) DENVER  
COMANDULLI MARCHETTI  
CREATIVE POWER FOR STONE PROCESSING

**Defence & Aerospace**

SAAB SAAB