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Group profile  
May 2013



# Our Group: business sectors

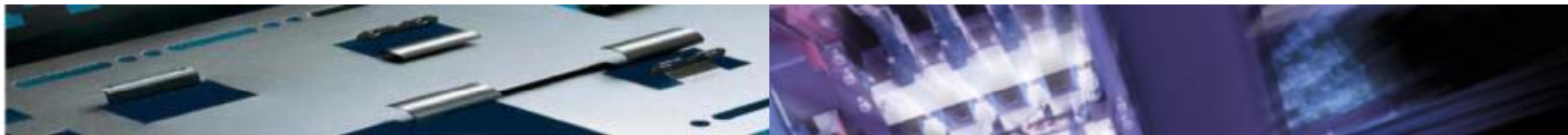


## Machinery Division

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.

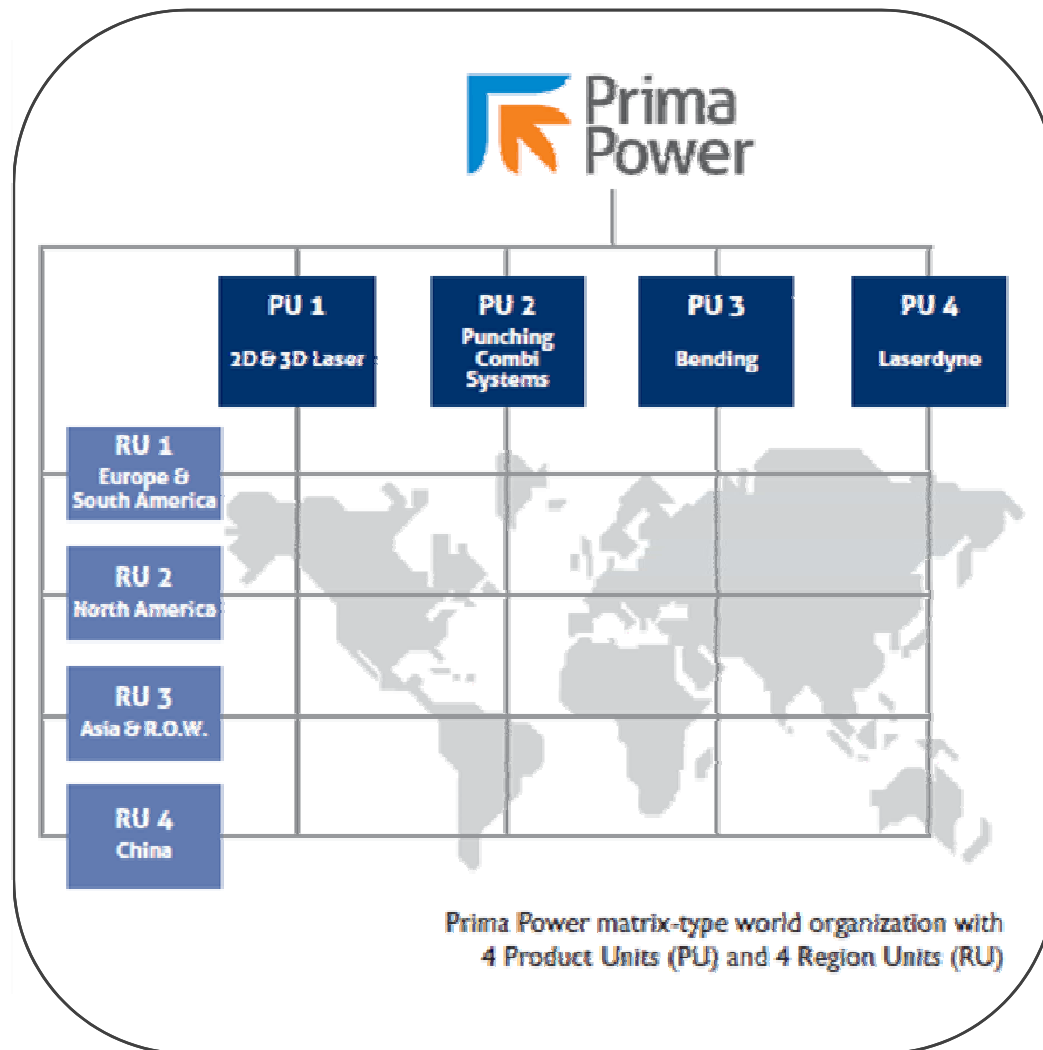
## Electronics & laser technologies

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

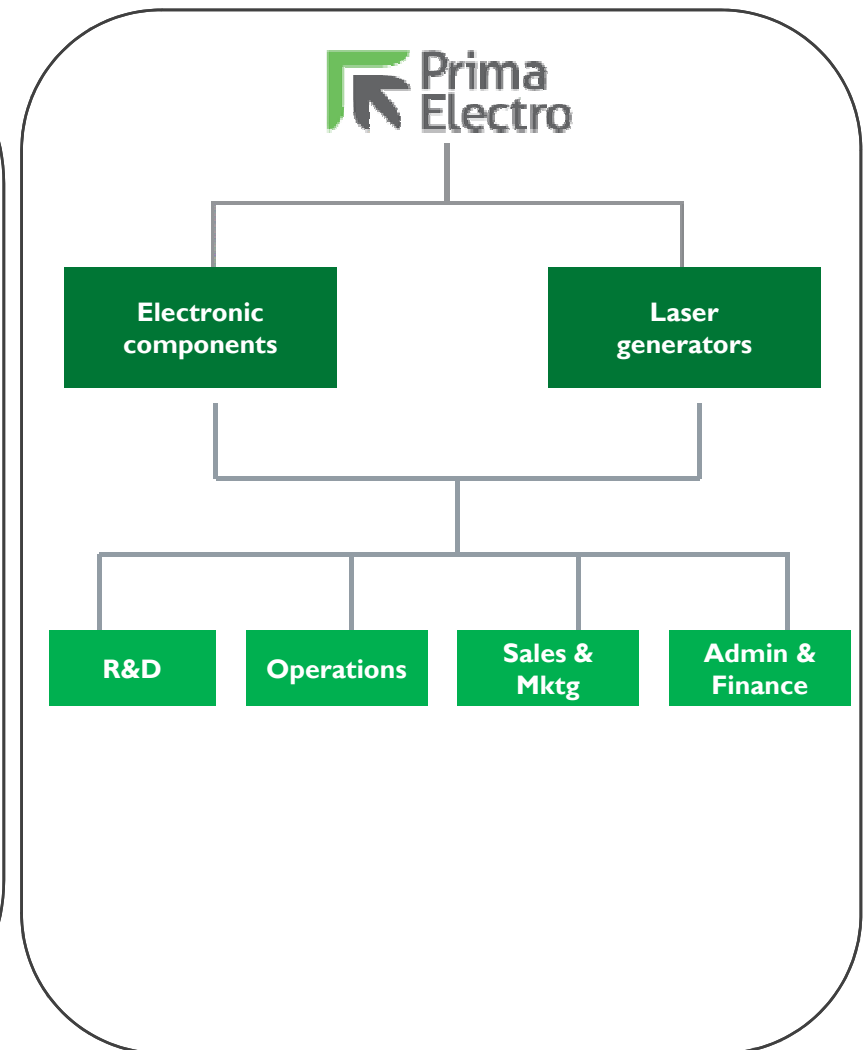




# Business sectors' organization



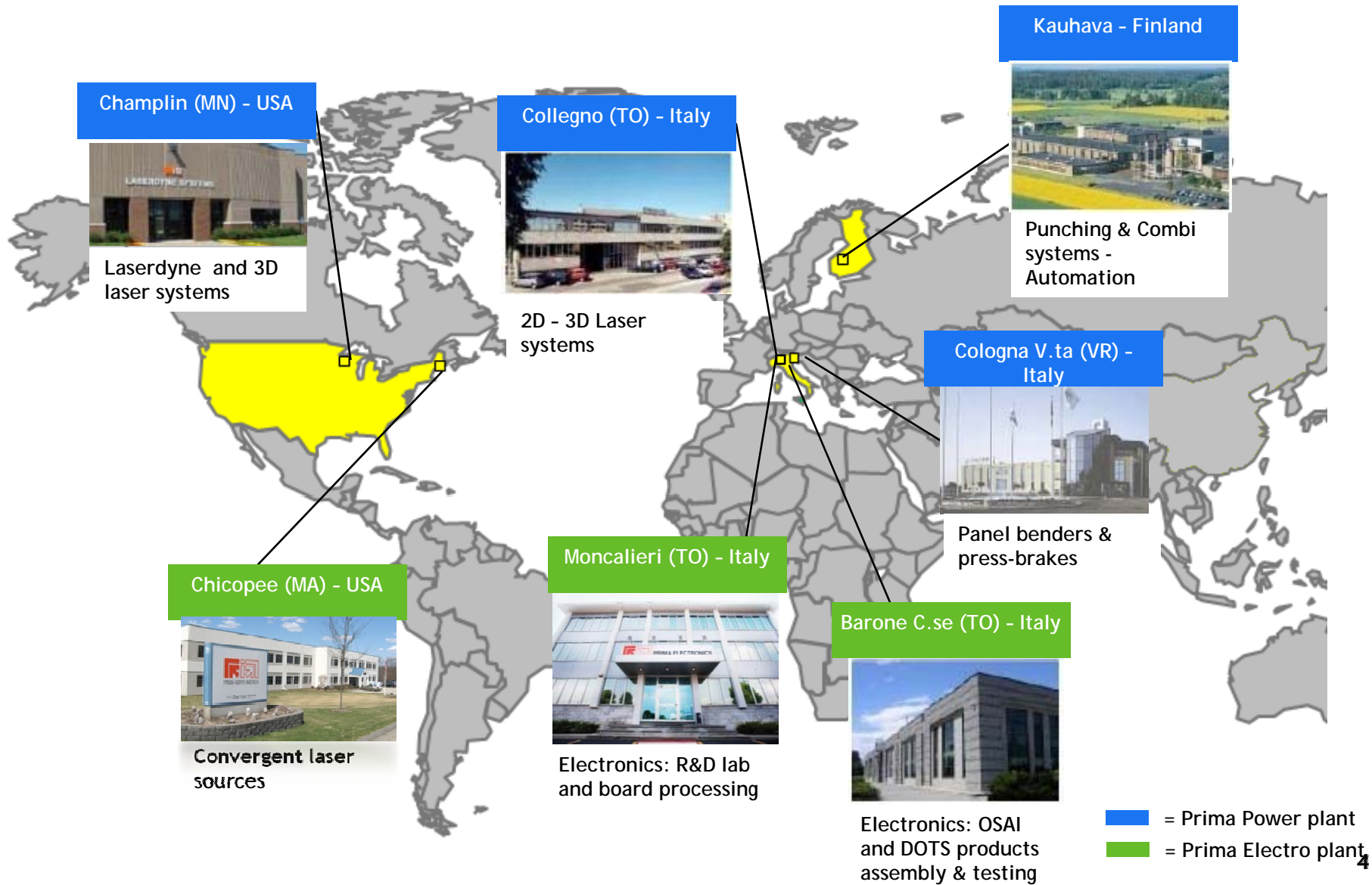
Revenues: ~ 312 M€ (gross of inter sector items)



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

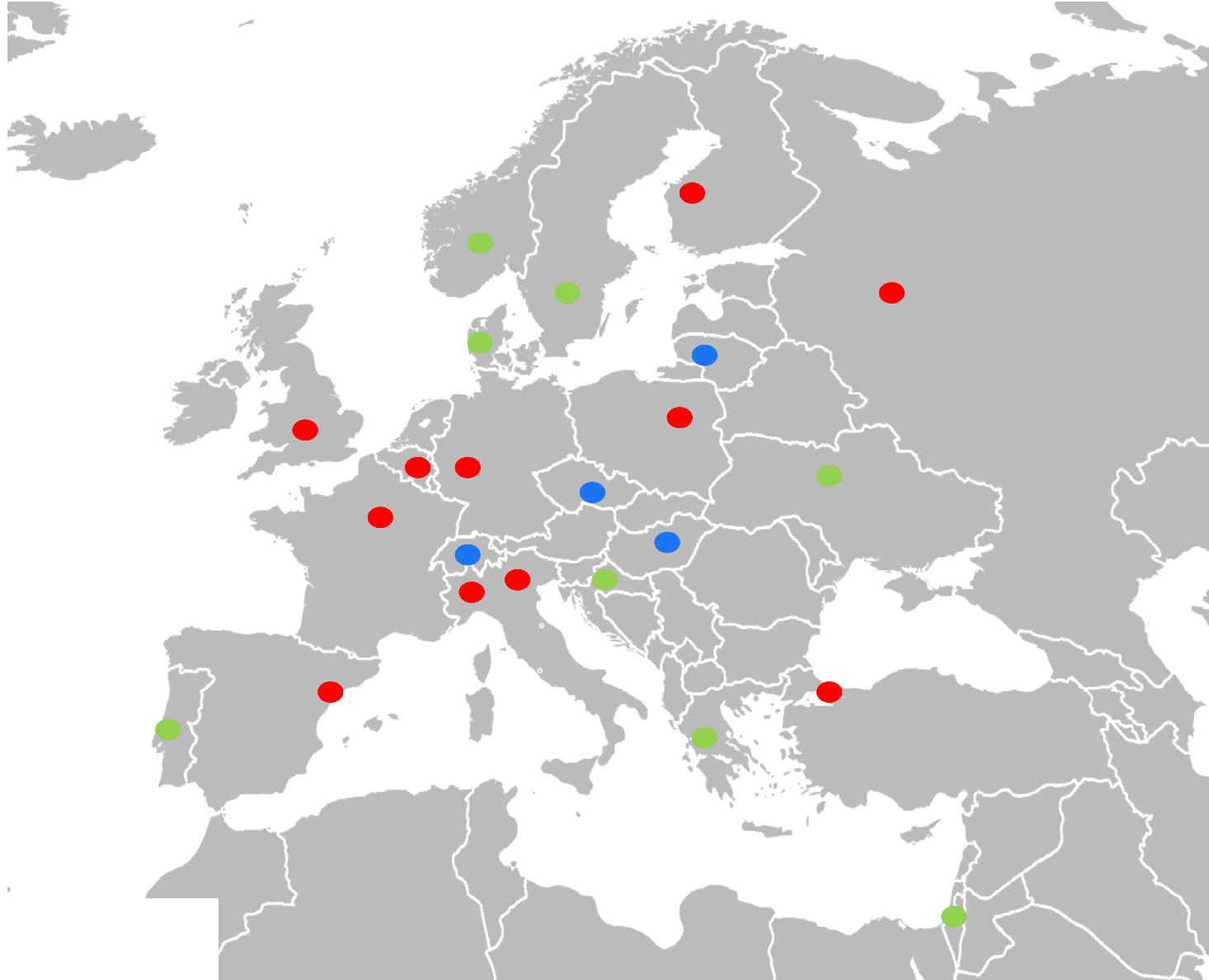


# Industrial footprint





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



Prima Power GmbH - Frankfurt  
(Germany)

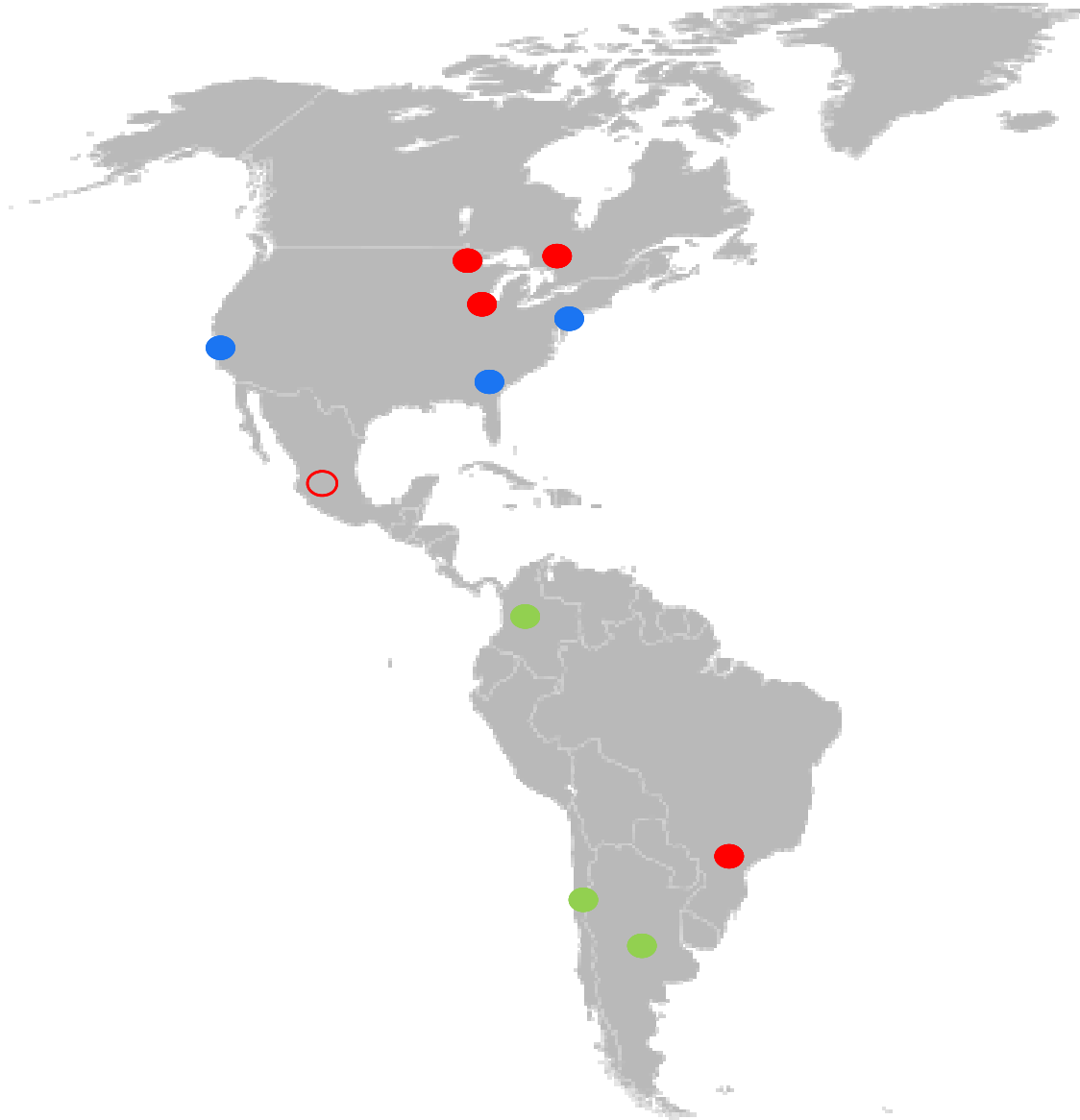


Euroblech Exhibition - 2012

- = subsidiary
- = branch office
- = distributor



# Sales & service footprint: North & South America



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

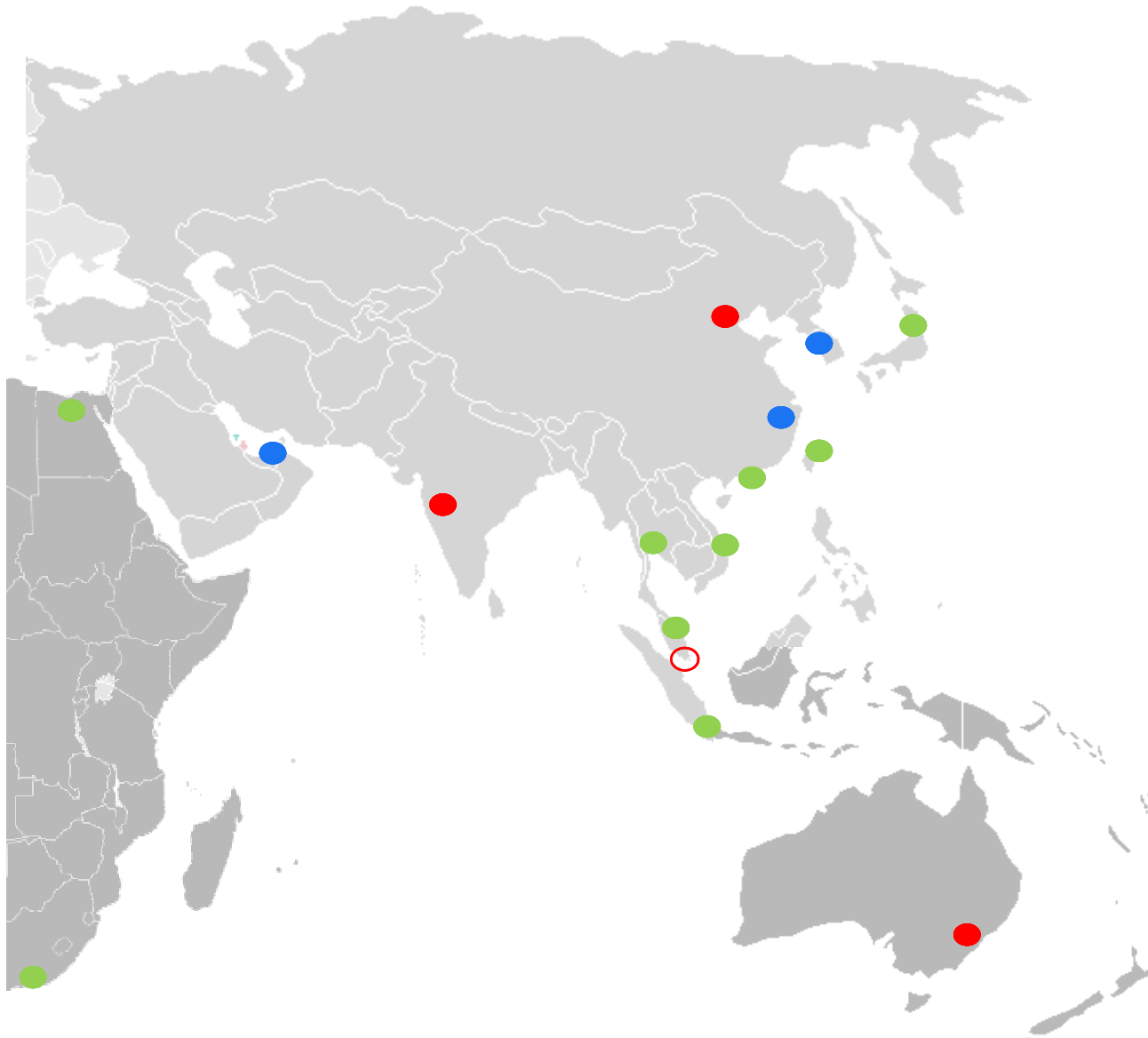


Prima Power North America -  
Showroom

- = 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

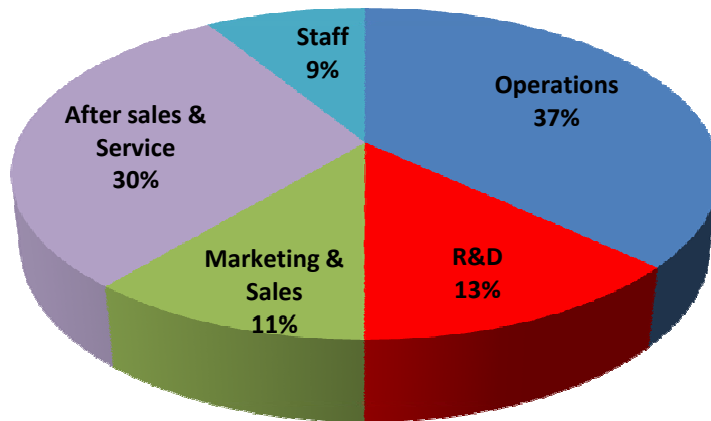




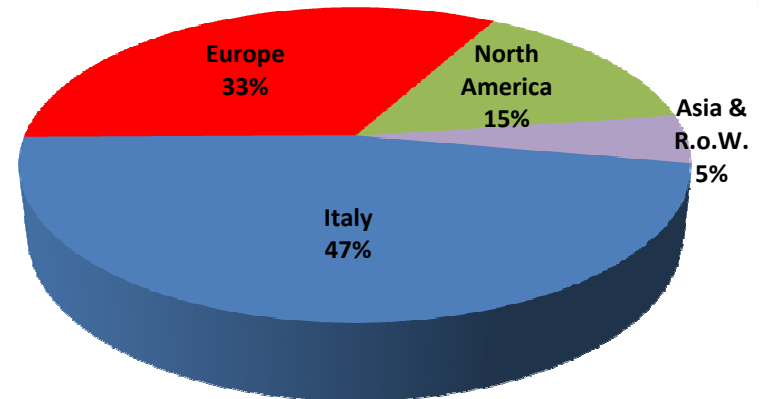


# Our people

Headcount by function

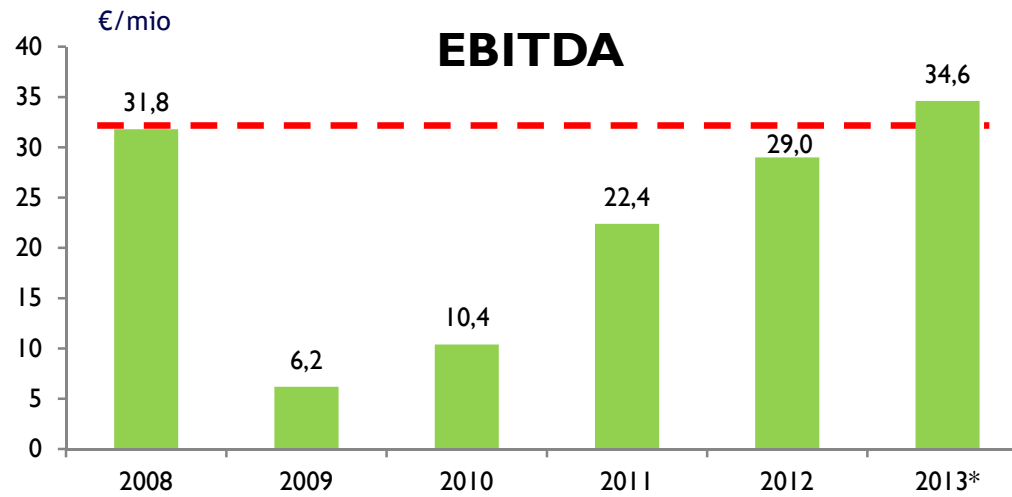
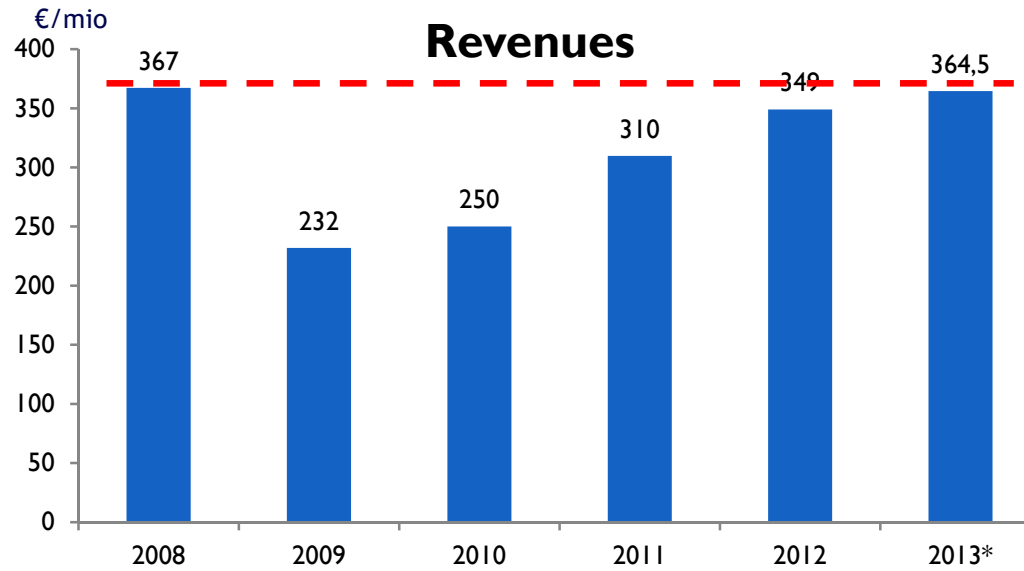


Headcount by geographic area





# Economic trends



\* = according to consensus from

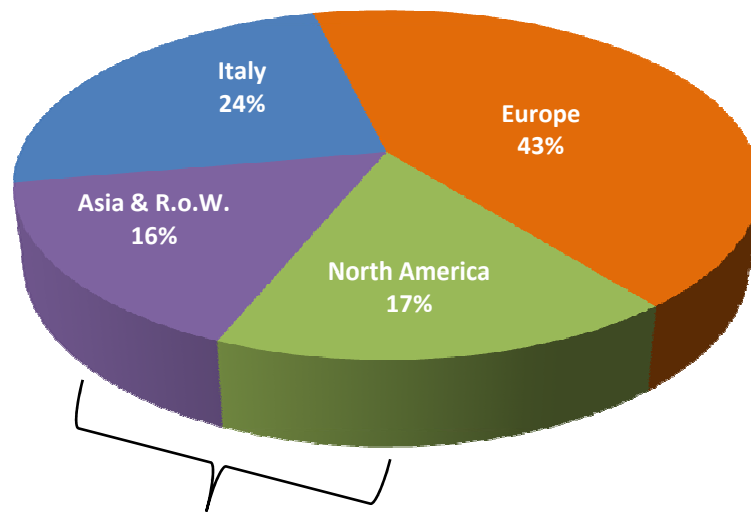




# Geographic trends

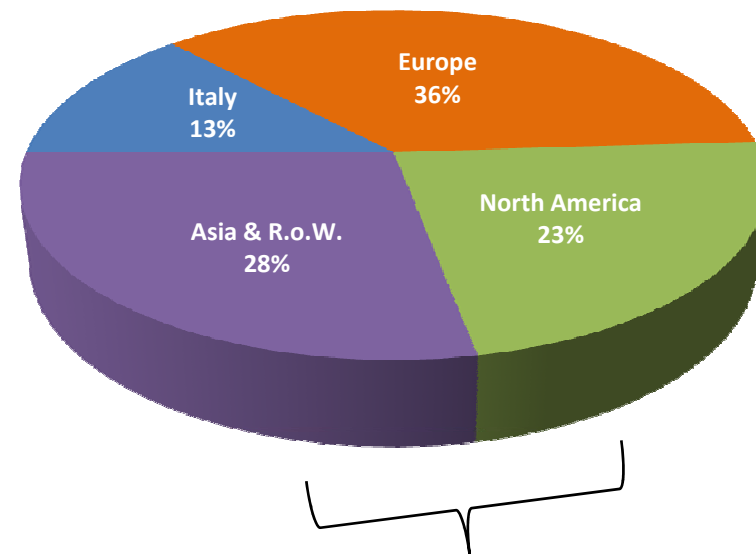
## Revenues breakdown

2008



Extra-Europe: 33%

2012



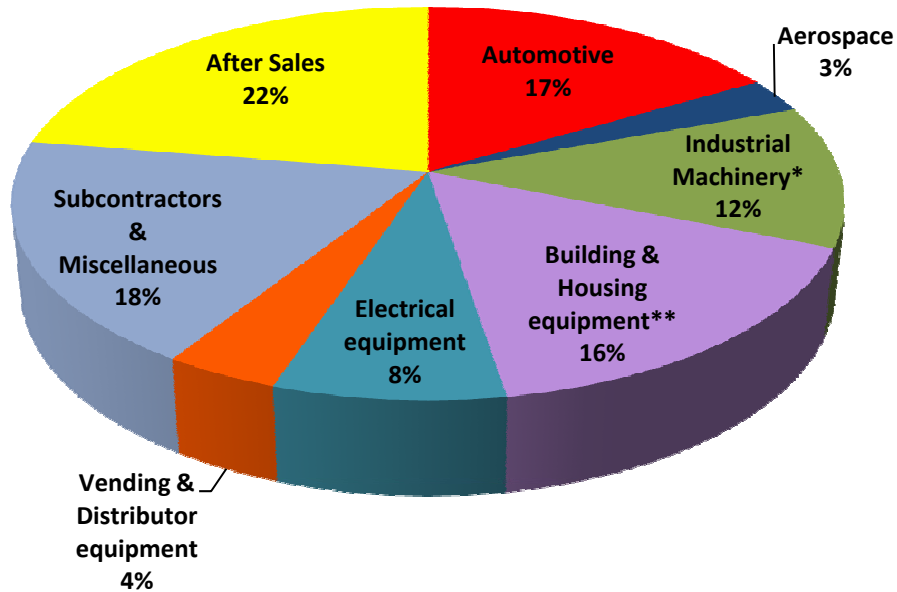
Extra-Europe: 51%



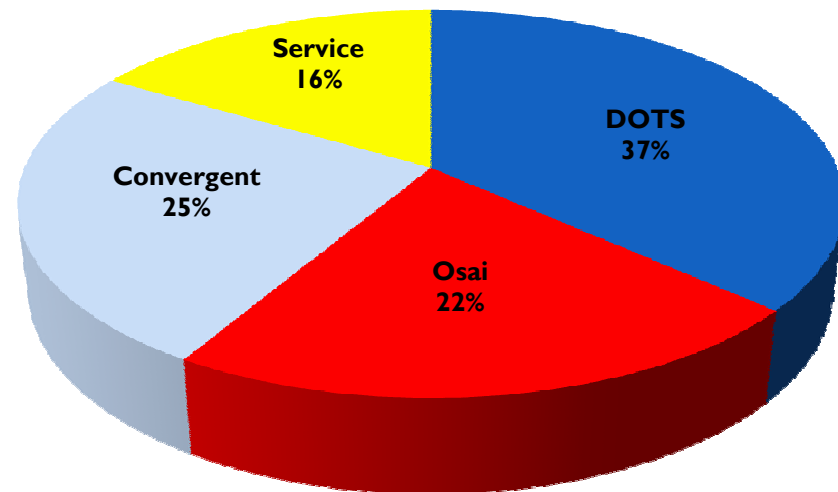
# Reference markets



Revenues by industry  
2012



Revenues by product line  
2012



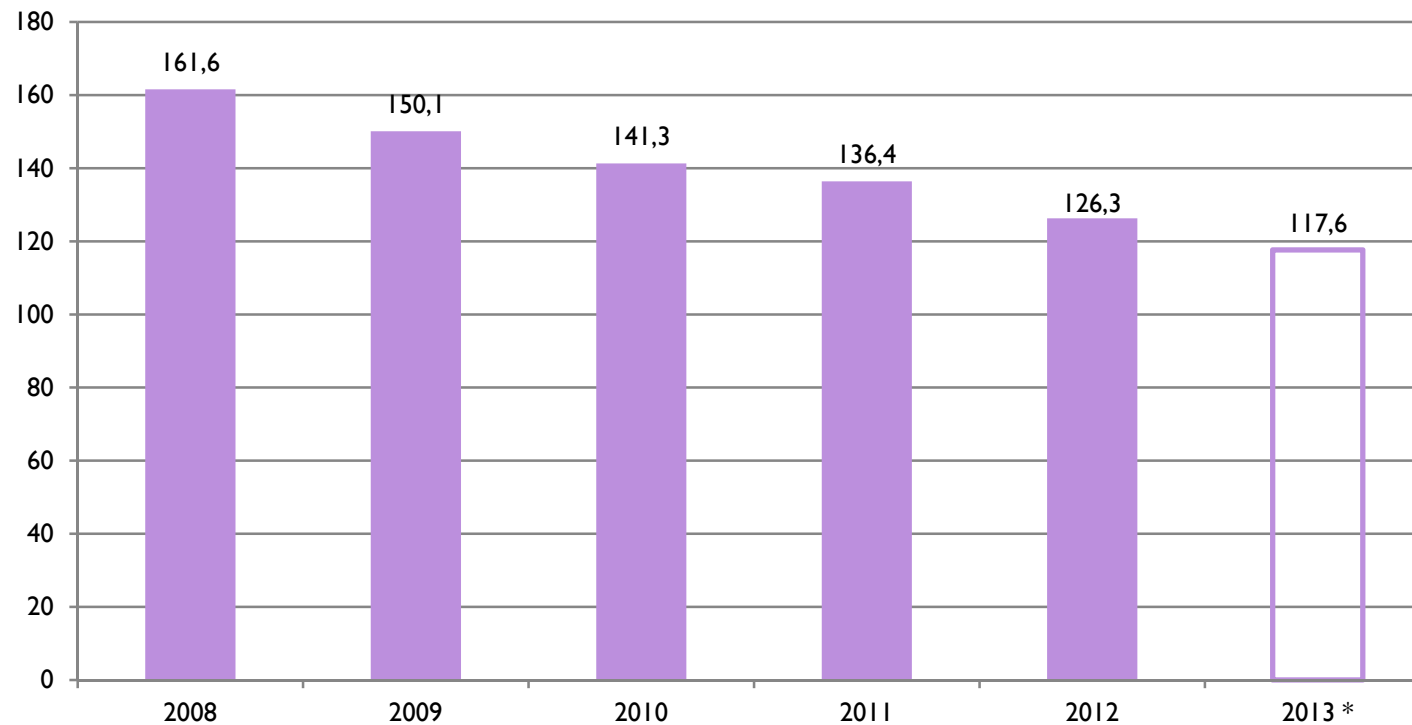
\*= including agricultural, construction & industrial machinery

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



# Net financial position trend

## NFP

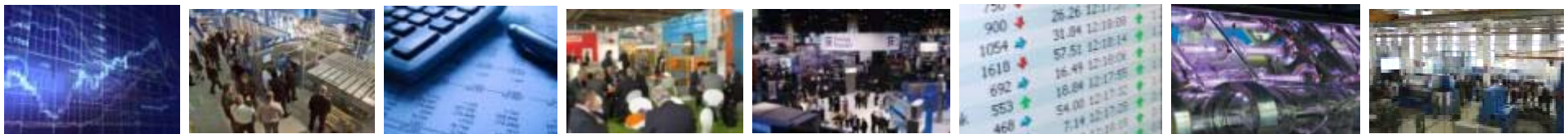


\* = according to consensus from  BANCA IMI  Banca Akros  UBI Banca

figures do not include the effect of the warrants exercise



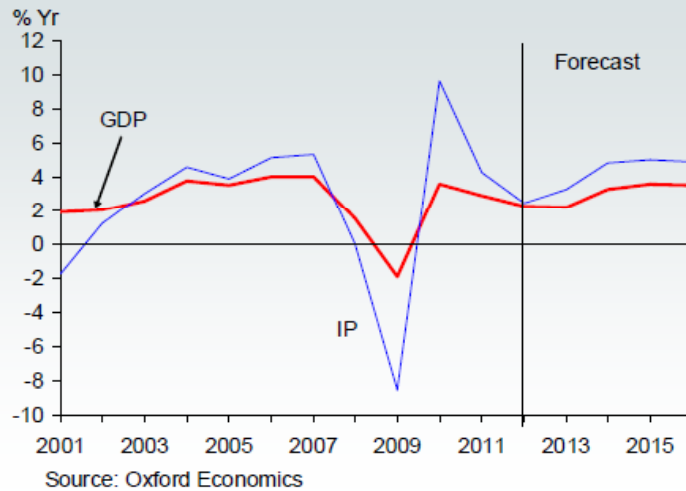
# MARKET EVOLUTION AND FINANCIALS



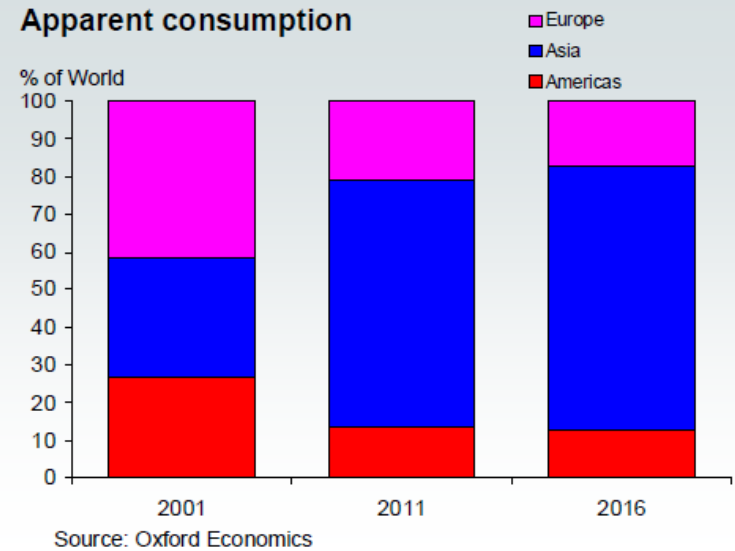


# Machine tool market by geography

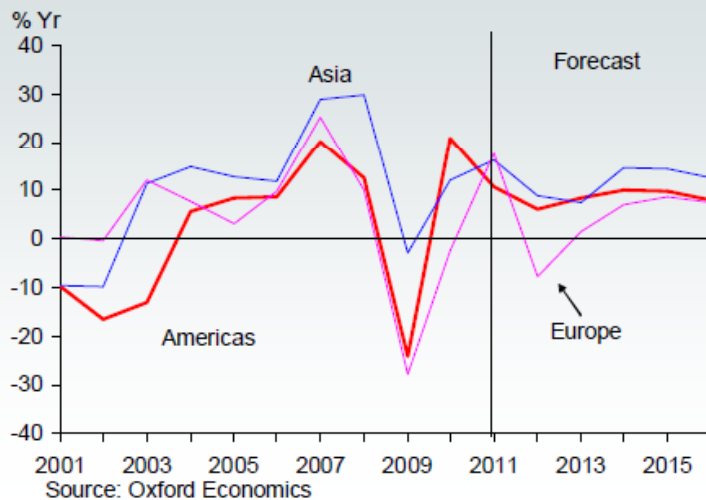
**World: GDP & Industrial production**



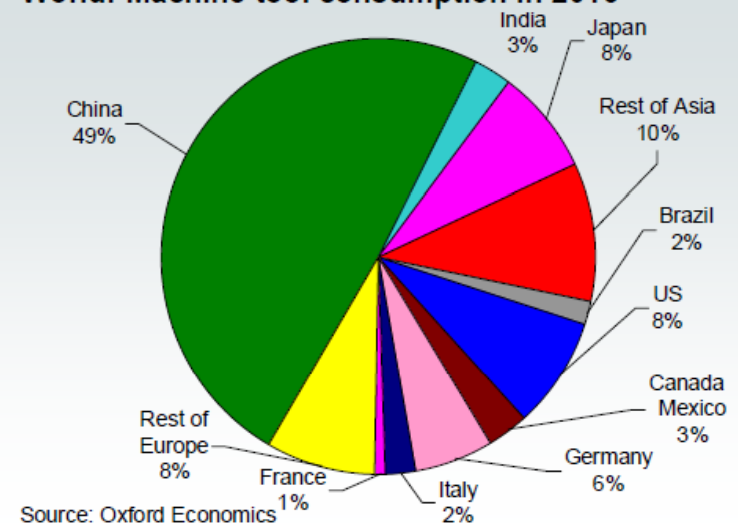
**Apparent consumption**



**Investment in machine tool purchasing industries**



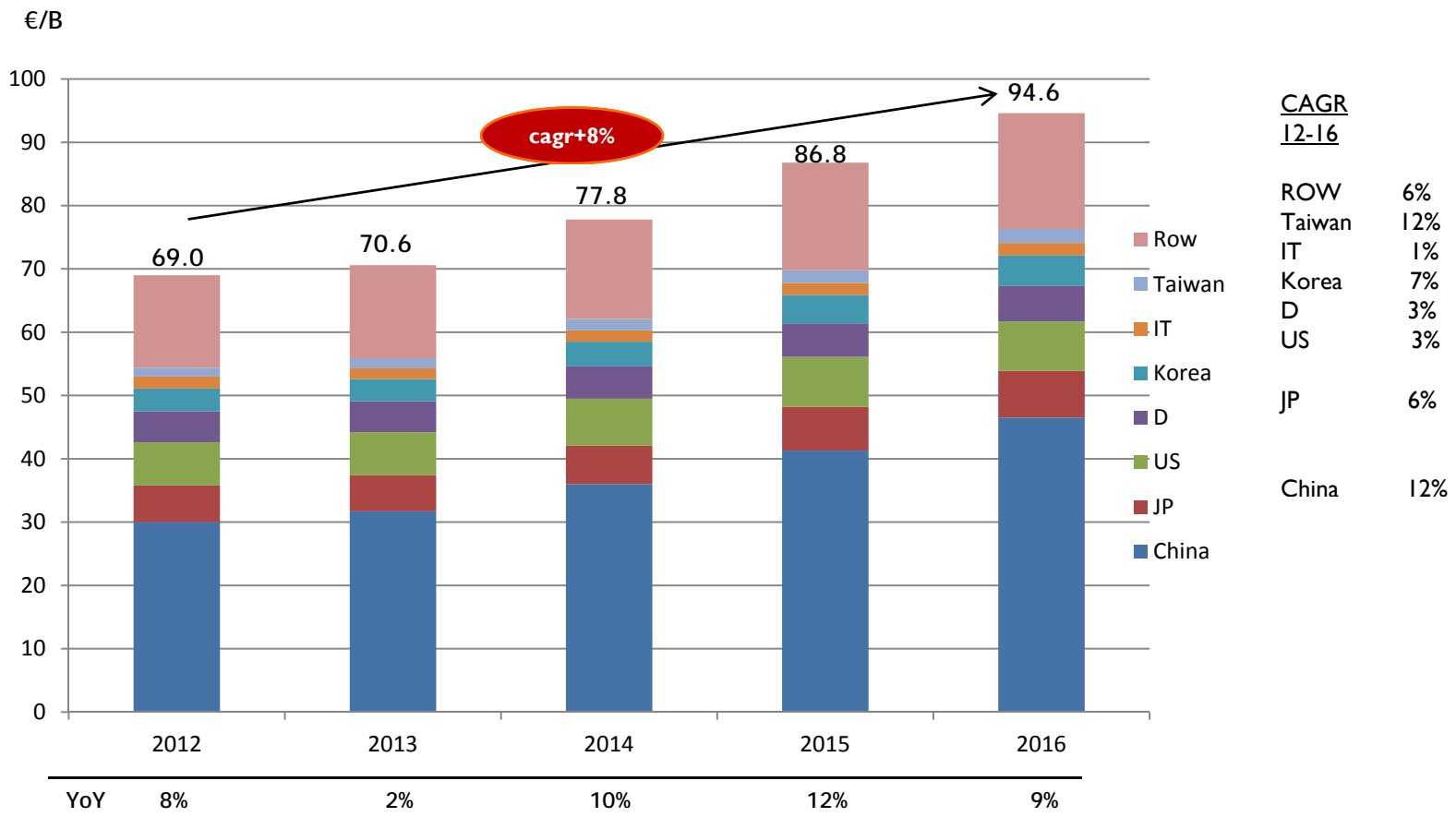
**World: Machine tool consumption in 2016**





# Market growth forecast

## Machine Tool Market Evolution



(Source: Oxford Economics)





# Prima Power strategy for the Chinese machine tool market

## 3D LASERS FOR AUTOMOTIVE & AEROSPACE



Rapido®



Laserdyne®



Optimo®

## MID/LOW RANGE 2D LASERS



SCLF-X1530F



SCLF-X1530D

## The "diamond" structure



PRIMA POWER CHINA  
• BEIJING  
• SHANGHAI



LEEPORT LTD.  
• HONG KONG

## SHEET METAL FABRICATION



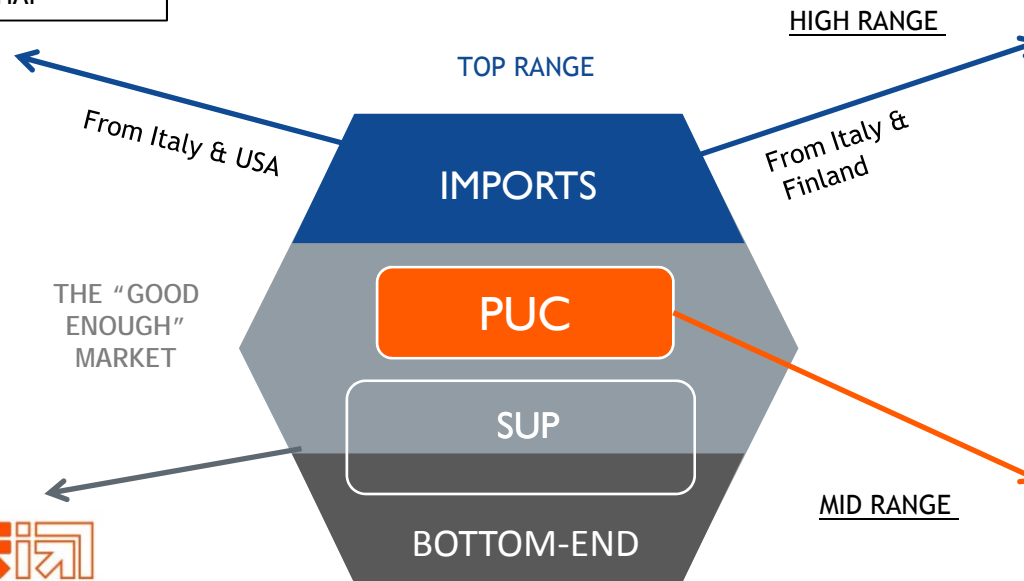
SGe



BCe



Systems



SHANGHAI UNITY PRIMA (SUP)  
(15% OWNED)  
• SHANGHAI



Platino®  
(CO2 & Fiber)



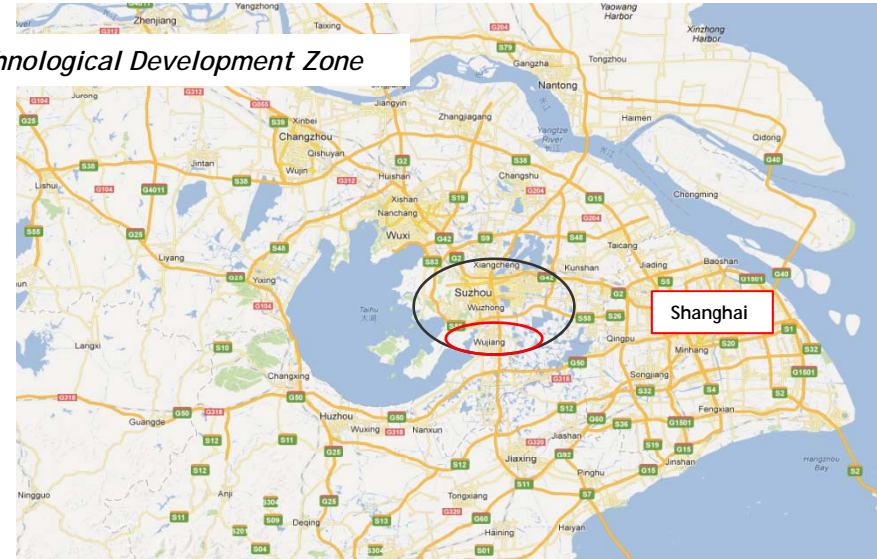
E5X  
E6X



# Prima Power strategy for the Chinese machine tool market



*Suzhou, Wujiang Economic & Technological Development Zone*



HIGH-TECH ENTERPRISE (WFOE) MAIN DATA		
Registered capital		50.000.000 RMB
Investors	<ul style="list-style-type: none"><li>➤ PRIMA INDUSTRIE (Italy) 51%</li><li>➤ International investor 30%</li><li>➤ Leeport (Holdings) Ltd. (HK) 19%</li></ul>	
Products involved		Platino (2D Laser machine) E5X , E6X (punch press)
Expected number of Employees		150 People



# 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**

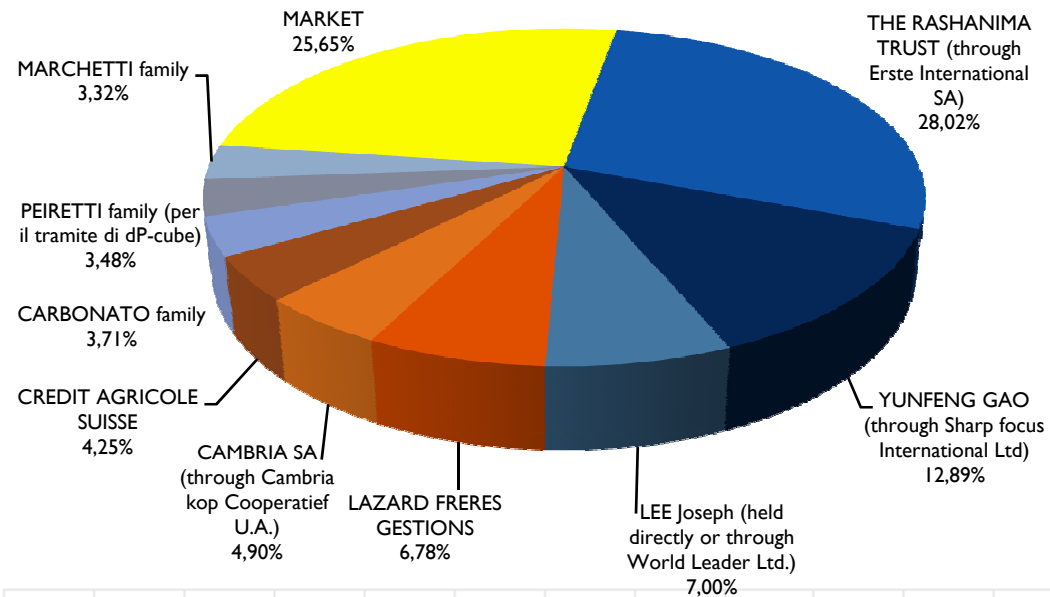
figures do not include the effect of the warrants exercise

## 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





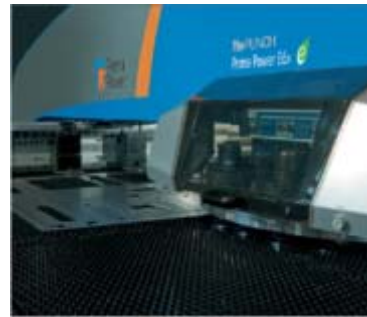
# PRODUCTS & CUSTOMERS





# Prima Power: product range

The Punch



The Punch

The Laser



The Laser

The Bend



The Bend

The Combi



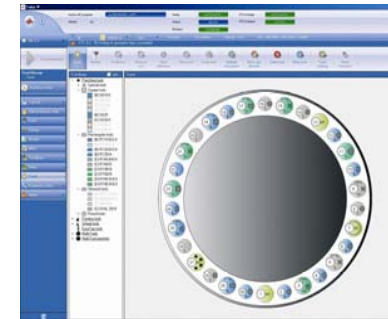
The Combi

The System



The System

The Software



The Software





# Prima Power - selected customers







# 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 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 (Grinding Machine Manufacturer) DENVER  
COMANDULLI MARCHETTI  
CREATIVE POWER FOR STONE PROCESSING

**Defence & Aerospace**

SAAB SAAB