



 PRIMA
INDUSTRIE

1977-2017 : 40 SPARKLING YEARS



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
- Over 13,000 machines installed in more than **80 countries**
- **1,781 employees** worldwide (~50% in Italy)
- Manufacturing sites in Italy, Finland, USA and China
- Broad direct commercial and after-sales presence in **EU, NAFTA, BRIC** and other emerging markets.
- 2017 sales were € **449.5 millions (+14%)**, of which 85% outside Italy.
- Strong commitment to **innovation** (R&D is 5.2% 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



Our presence in the world

We are always close to our customers, wherever they are.

Prima Industrie is present in 5 continents with over 1700 employees and a network of specialized distributors.

Industrial footprint

8 plants in 3 continents



Headquarters
PRIMA INDUSTRIE



Prima Power



Prima Electro

Sales and service footprint



Branches and subsidiaries in 28 countries worldwide



Presence including distributors and agents in over 80 countries



More details about our presence in the world are available online: primaindustrie.com/our-presence-in-the-world

AMERICA



PRIMA POWER LASERDYNE LLC
Champlin, MN - USA



PRIMA ELECTRO NORTH AMERICA LLC
Chicopee, MA - USA

EUROPE



PRIMA INDUSTRIE HEADQUARTERS AND TECH CENTER
Collegno (TO) - Italy



PRIMA INDUSTRIE SPA
Collegno (TO) - Italy



PRIMA INDUSTRIE SPA
Cologna Veneta (VR) - Italy



PRIMA ELECTRO SPA
Moncalieri (TO) - Italy



PRIMA ELECTRO SPA
Barone (TO) - Italy



FINN POWER OY
Kauhava - Finland

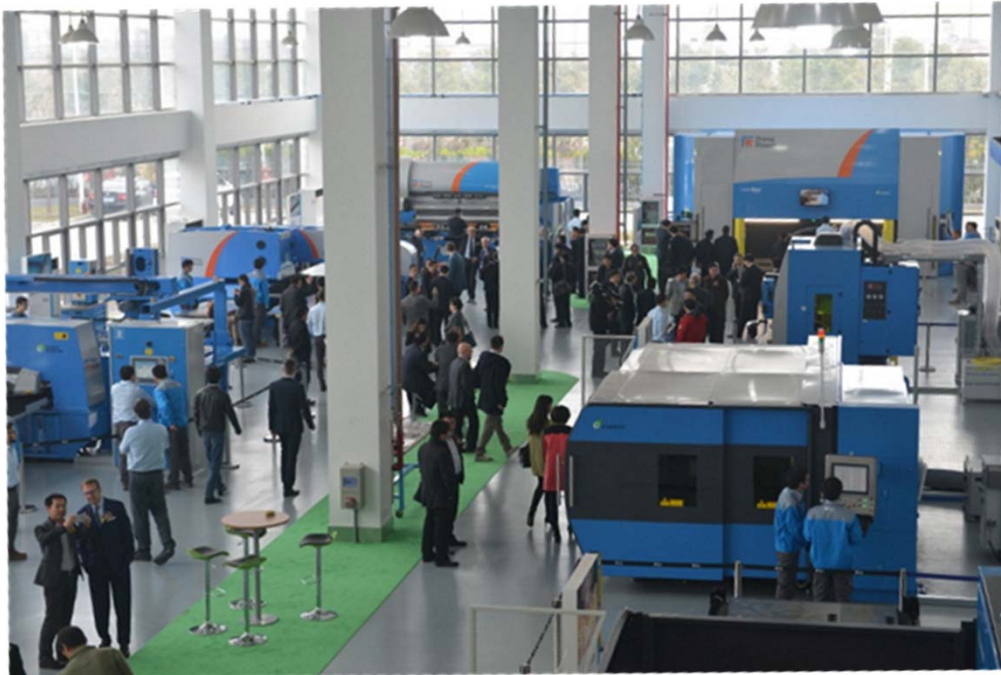
ASIA



PRIMA POWER SUZHOU CO. LTD
Suzhou, China



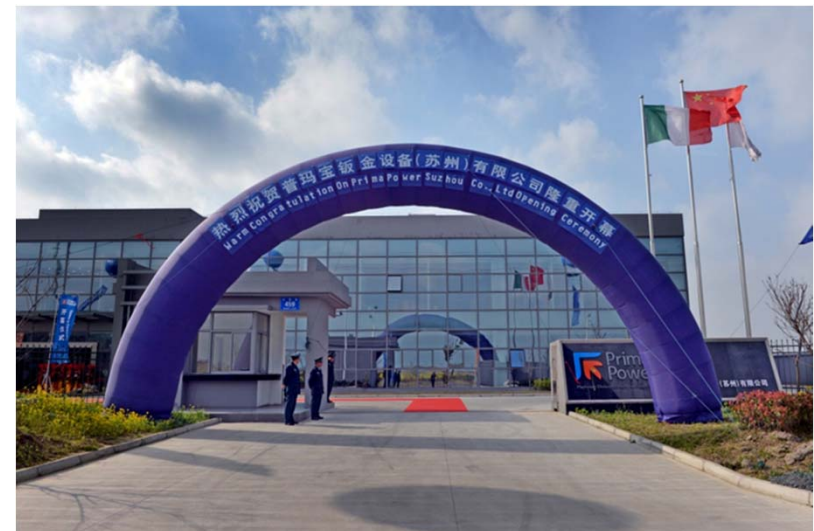
2015 - New Plant in Suzhou (China)



SHOWROOM



MARCH 2015 - OPENING CEREMONY
WITH BOTH CHINESE AND ITALIAN AUTHORITIES



SUZHOU MANUFACTURING PLANT



2016 - New HQTC in Collegno (Italy)

HEADQUARTERS & TECH CENTER



HIGH ENERGY EFFICIENCY BUILDING



IN 2017
APPROX 1,000 VISITORS
FROM
475 COMPANIES



2018 - New Plant in Seinäjoki (Finland)

RENDERING NEW PLANT



Shake-hands between Finnish Prime Minister (Juha Sipilä) and Gianfranco Carbonato

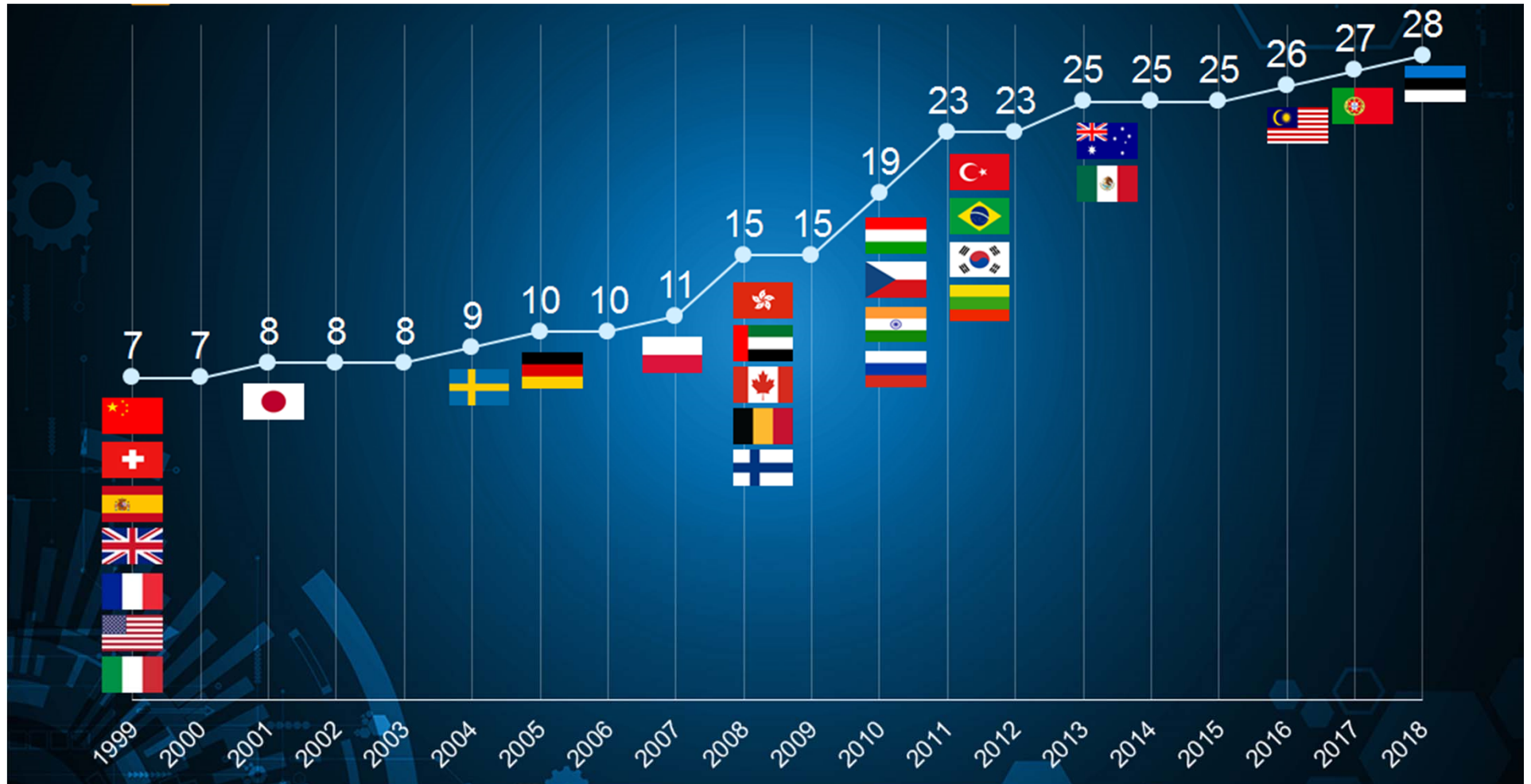
WORK-IN-PROGRESS





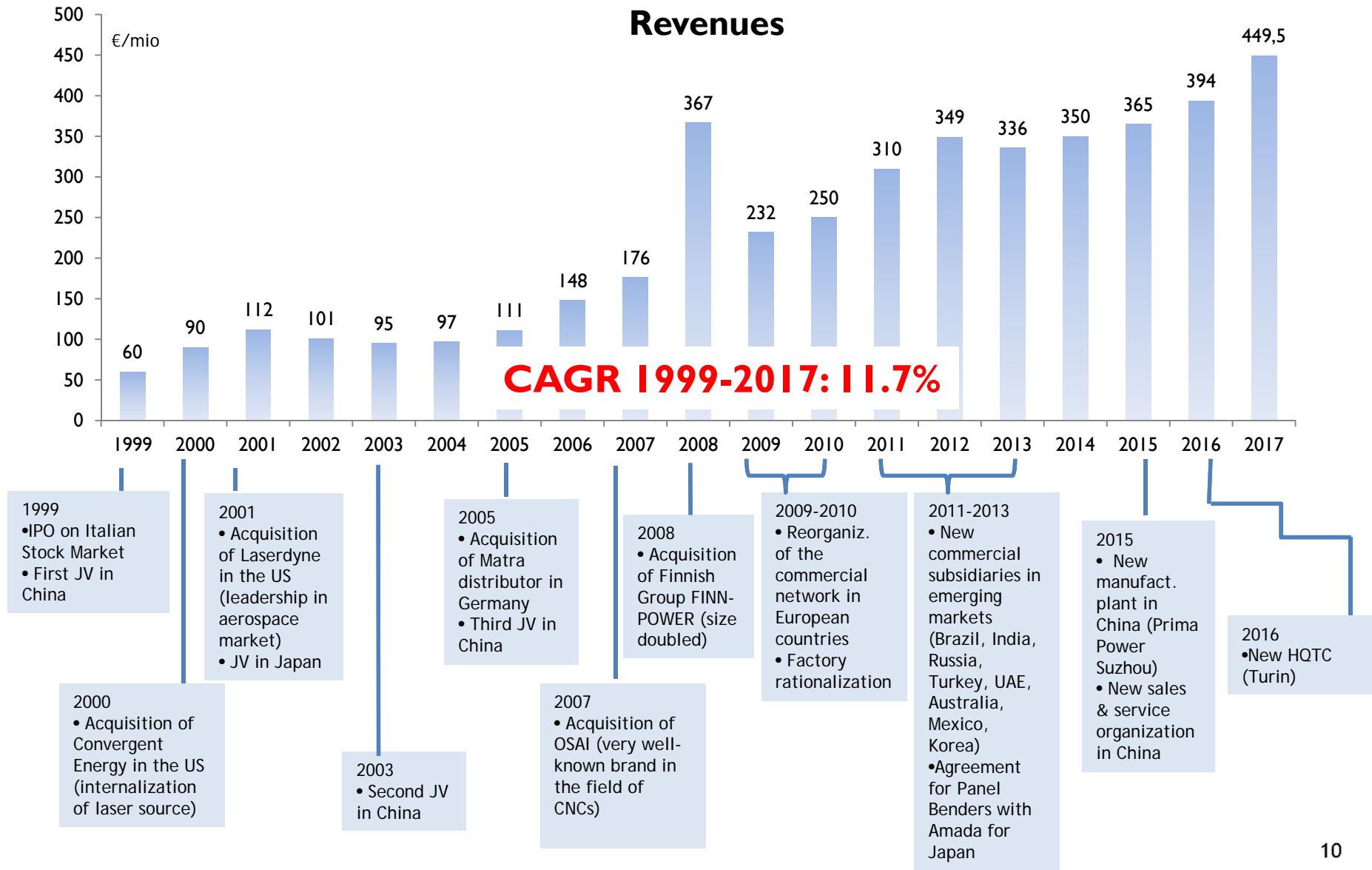
Sales & service footprint

OTHER 50+ COUNTRIES SERVED WITH AGENTS & DISTRIBUTORS





A history of growth





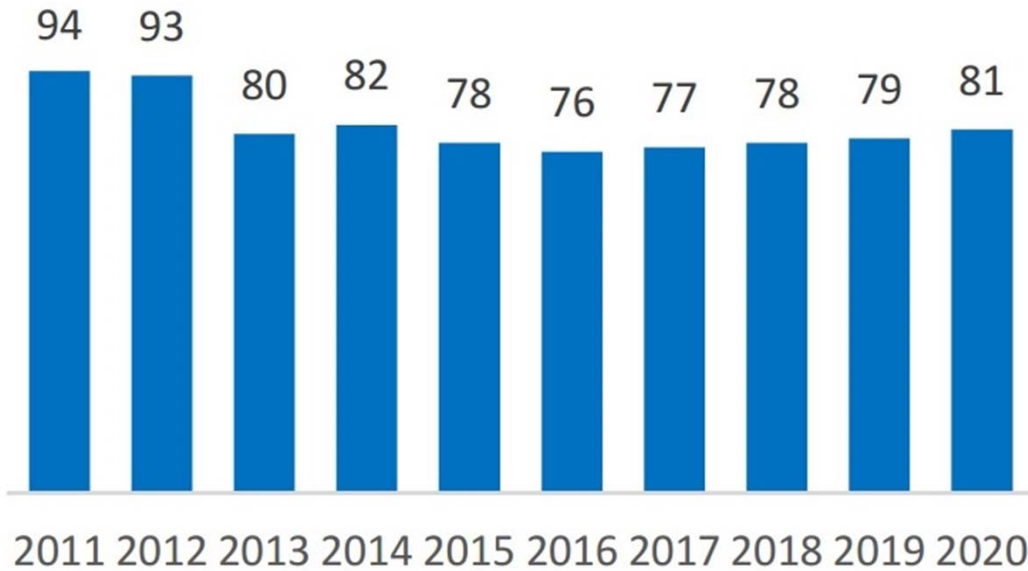
Market trends: machine tool market -

by Oxford Economics (update Spring 2017)

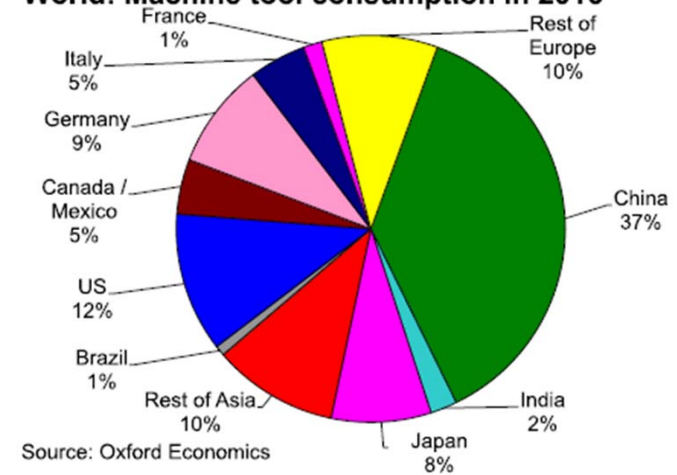


(values in \$/bn)

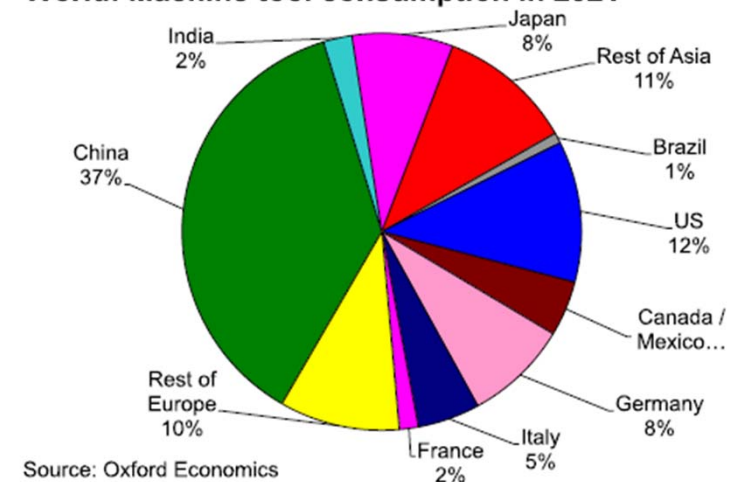
CAGR 2016-2020: ~2%



World: Machine tool consumption in 2016



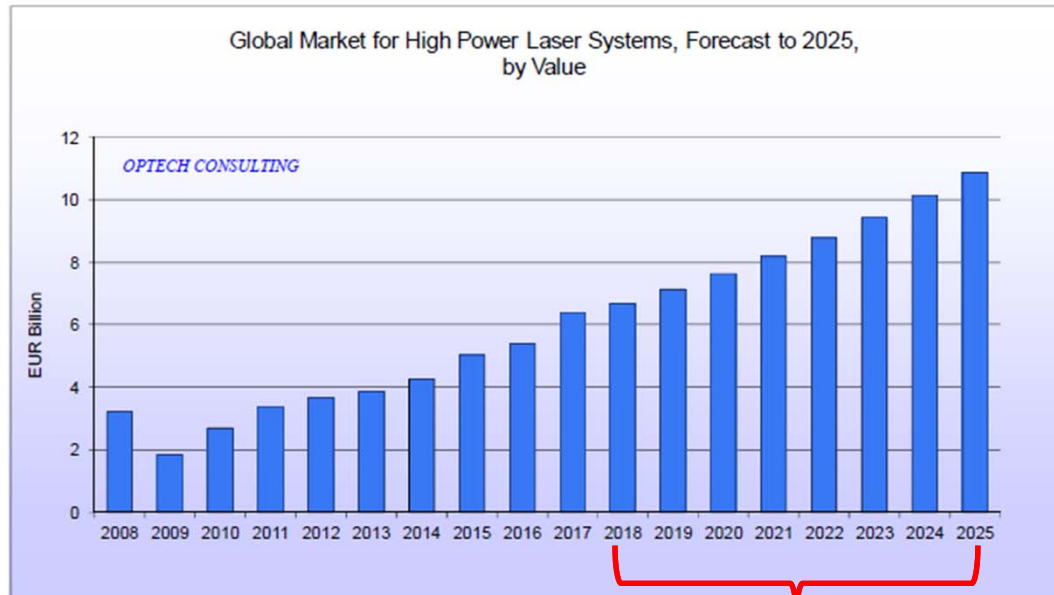
World: Machine tool consumption in 2021





Market trends: laser systems market - by Optech Consulting

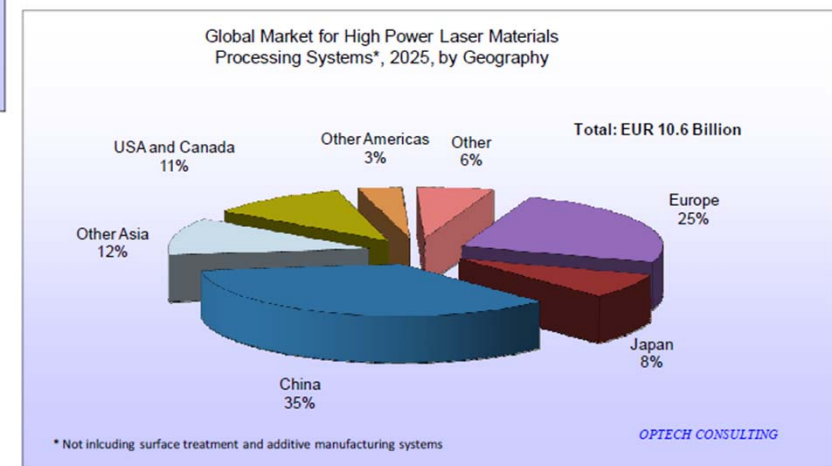
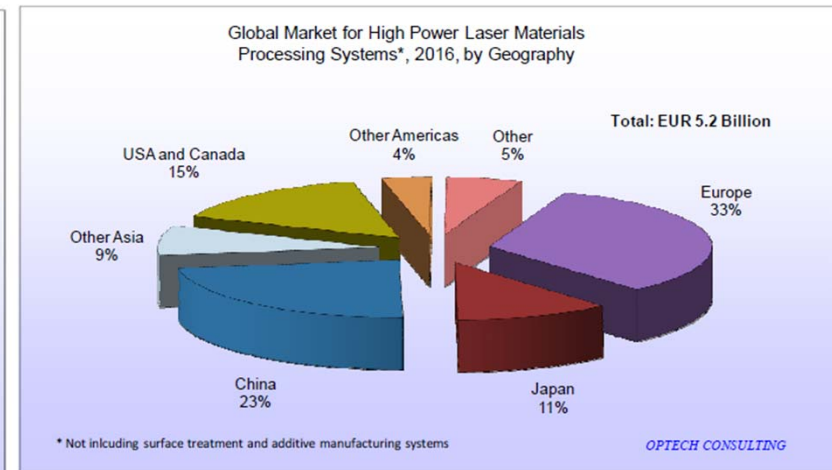
OPTECH CONSULTING



CAGR 2018-2025: 7.2%

That optimistic view is due to two reasons:

- The adoption of laser materials processing in China and in other newly developed economies, and
- the expected price decreases for lasers and laser systems which make laser processing more affordable





Growth drivers

REVENUE DRIVERS



- Machine Tool market expected growth (*Oxford Economics*) - *cagr 2016-2020: 2%*
- Laser market expected growth (*Optech Consulting*) - *cagr 2018-2025: 7.2%*
- Success of newly released products
- Strengthening of market coverage in China & Asia
- New HQTC (Headquarters & Tech Center) boosting order intake

EBITDA DRIVERS



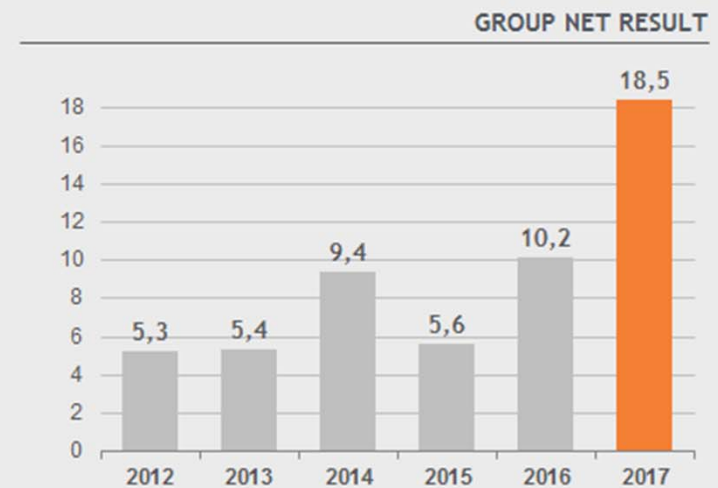
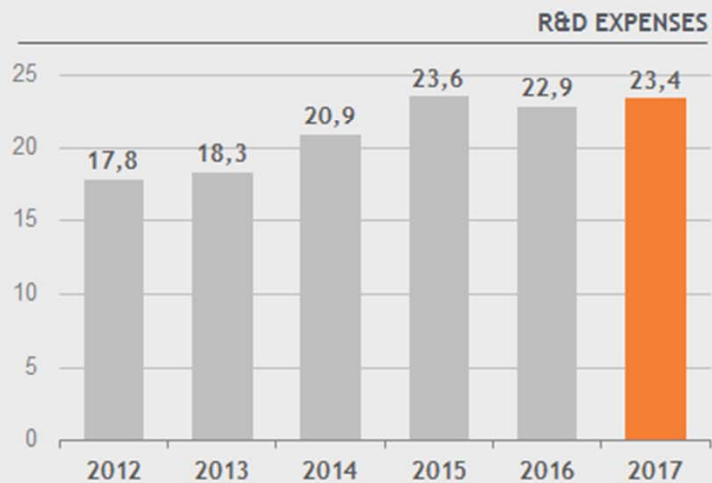
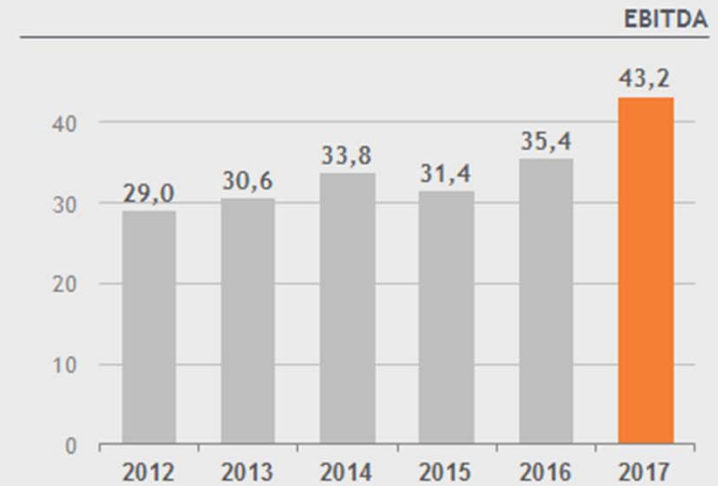
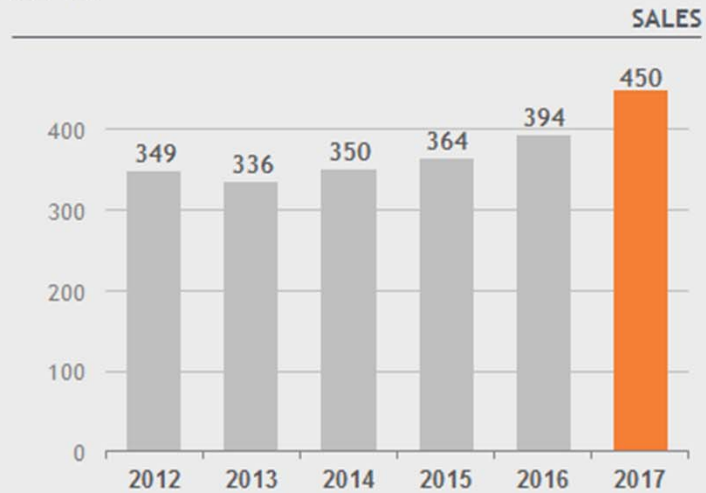
- Higher volumes = Operational leverage
- Progressive increase in fiber laser in sourcing
- Diode Fab success in diodes development
- New Additive Manufacturing Division



Economic trends

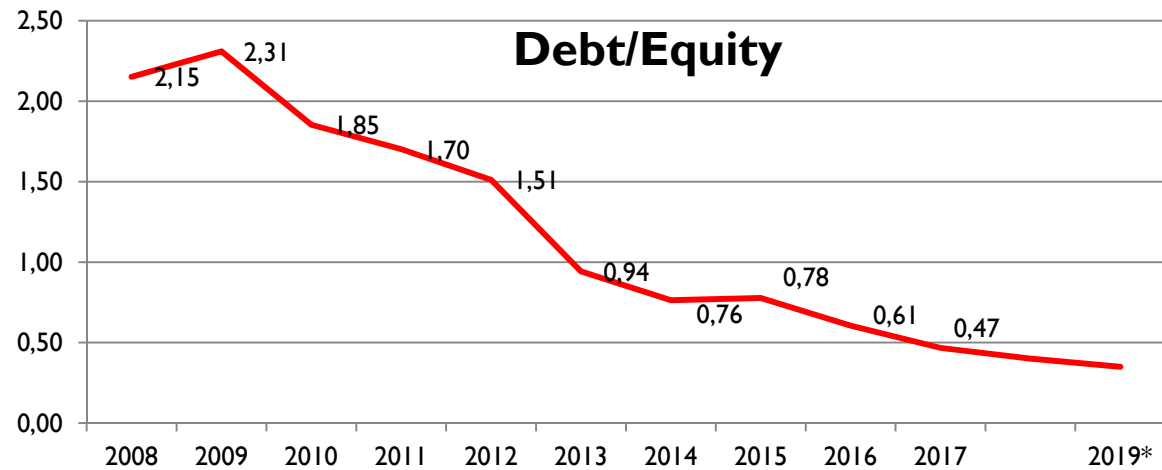
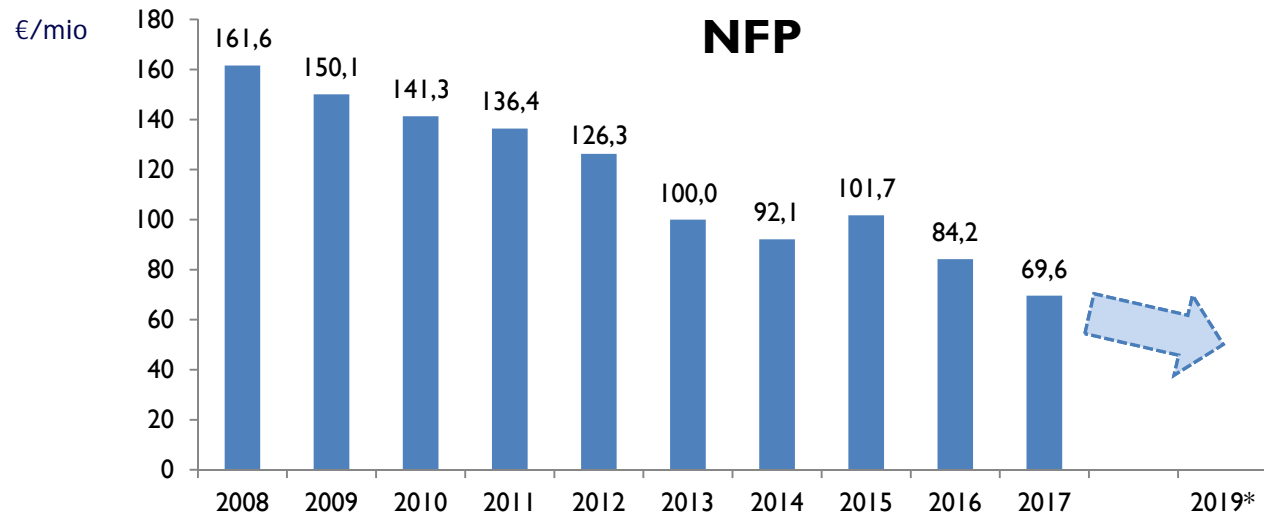
OUR GROUP - KEY INDICATORS

VALUE IN EURO MILLION





Net financial position trend



* = according to Company's business plan



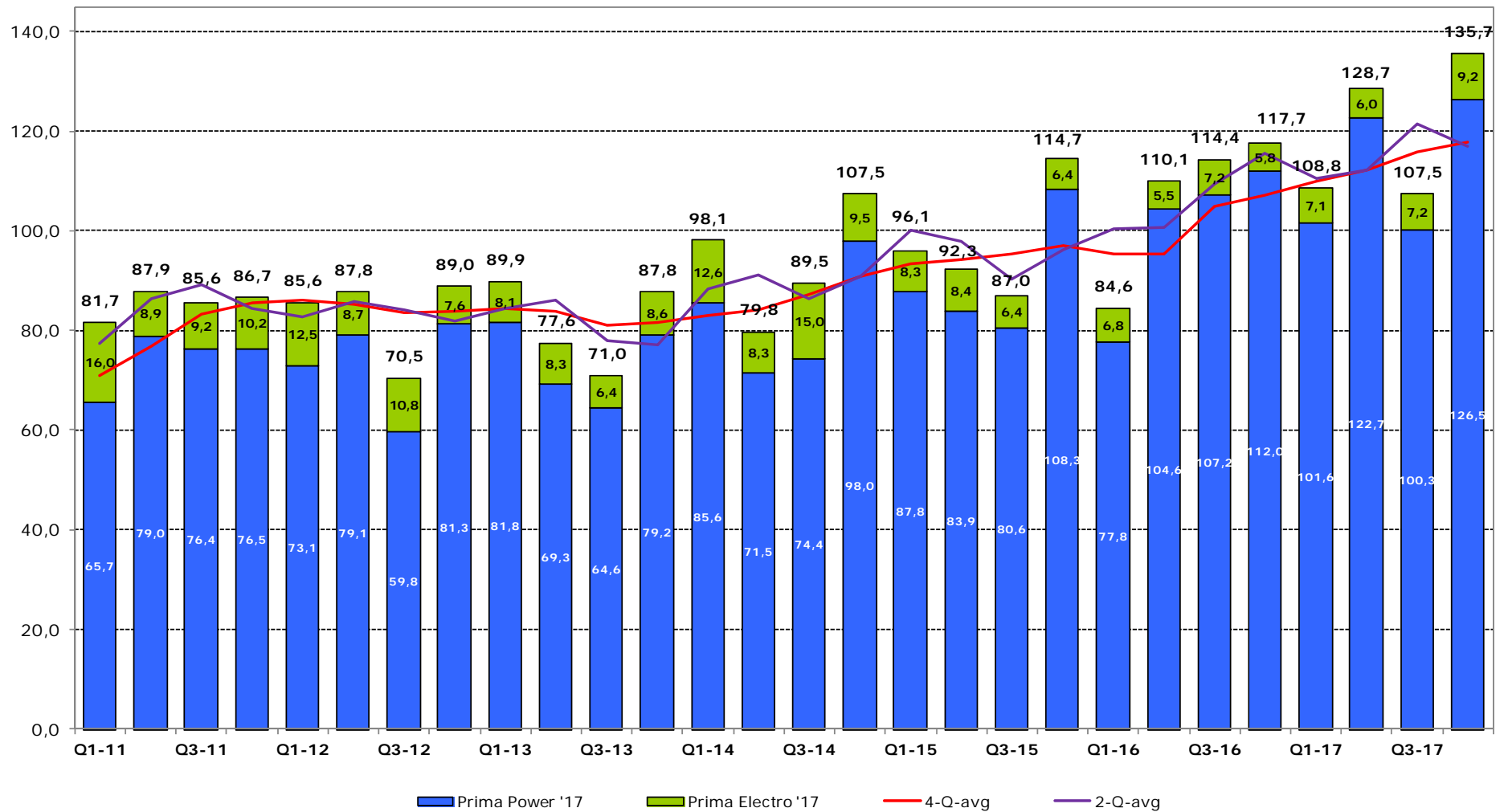
M/L term debt refinancing on main operations

Type	Counterparty	Amount (M€)	Interest rate %	Maturity	Timing for reimbursement	Type	Counterparty	Amount (M€)	Interest rate %	Maturity
BOND	INSTITUTIONAL INVESTOR 1	40	5,875	2022	March 2018	BOND	INSTITUTIONAL INVESTOR 2	25	3,50	2025
TERM LOAN	IT BANKS CLUB DEAL	23	3,03	2021	March 2018	TERM LOAN	BANK 1	25	2,08	2022
TERM LOAN	FINN BANKS CLUB DEAL	20	Euribor +2,50	2020	December 2017	TERM LOAN	BANK 2	20	1,75	2022
TERM LOANS	SEVERAL BANKS INSTALMENTS	25	Euribor +1,75 average	2018/19	2018/2019	TERM LOANS	SEVERAL BANKS	45	Euribor +1,50	2022/2023
TOTAL		108	3,70	2018/2022		TOTAL		115 (1)	2,10	2022/2025

(1) = 100 M€ CASHED IN , 15 M€ CONTRACT TO BE SIGNED ON March 29 , 2018



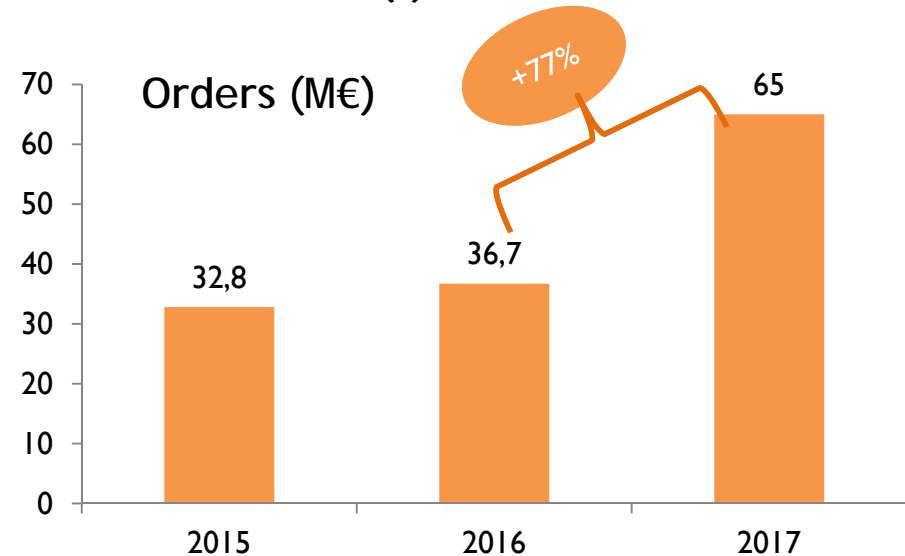
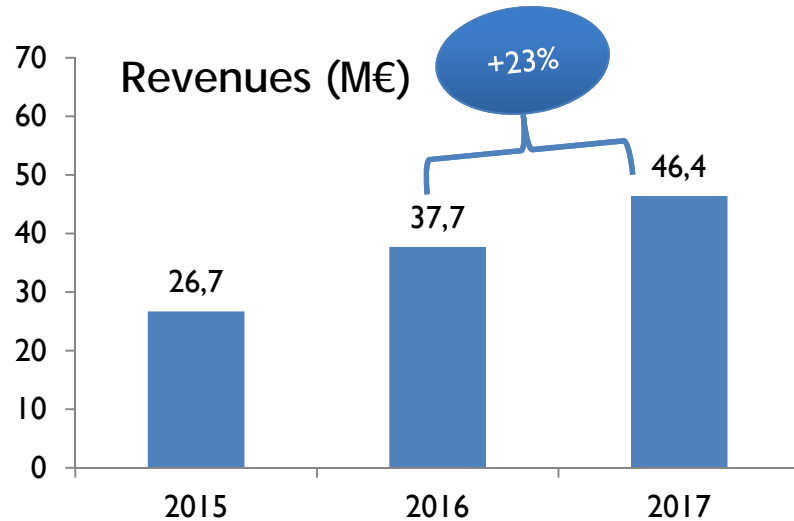
Quarterly order intake since 2011





Focus on Italian Market

FOCUS ON MACHINE BUSINESS - AREA ITALY (*)



(*): ITALY + EX-YUGO, NOT INCLUDING ELECTRONICS & AFTER SALES

STRONG GROWTH IN 2017
BOOSTED BY INDUSTRY 4.0
TAX INCENTIVES



3D CUTTING AREA
AT CECOMP CUSTOMER
(TURIN AREA)



Analysts' consensus

	2018				2019				Company Business Plan
	B. IMI	Mediobanca	B. Akros	Consensus	B. IMI	Mediobanca	B. Akros	Consensus	
	44,5	40,0	40,0		44,5	40,0	40,0		
REVENUES	485	478,5	477	480,2	510	503,5	510,5	508,0	500
EBITDA	54,81	52,3	57	54,7	61,2	60,2	65,4	62,3	60
EBIT	37,95	34,2	41	37,7	44,34	41,2	49,9	45,1	-
NET RESULT	32,77	29	27	29,6	31,69	30,4	33,9	32,0	-
NFP	-54,2	-56,5	-63	-57,9	-34,8	-33,8	-40,4	-36,3	-



MEDIOBANCA *Released March 5, 2018*



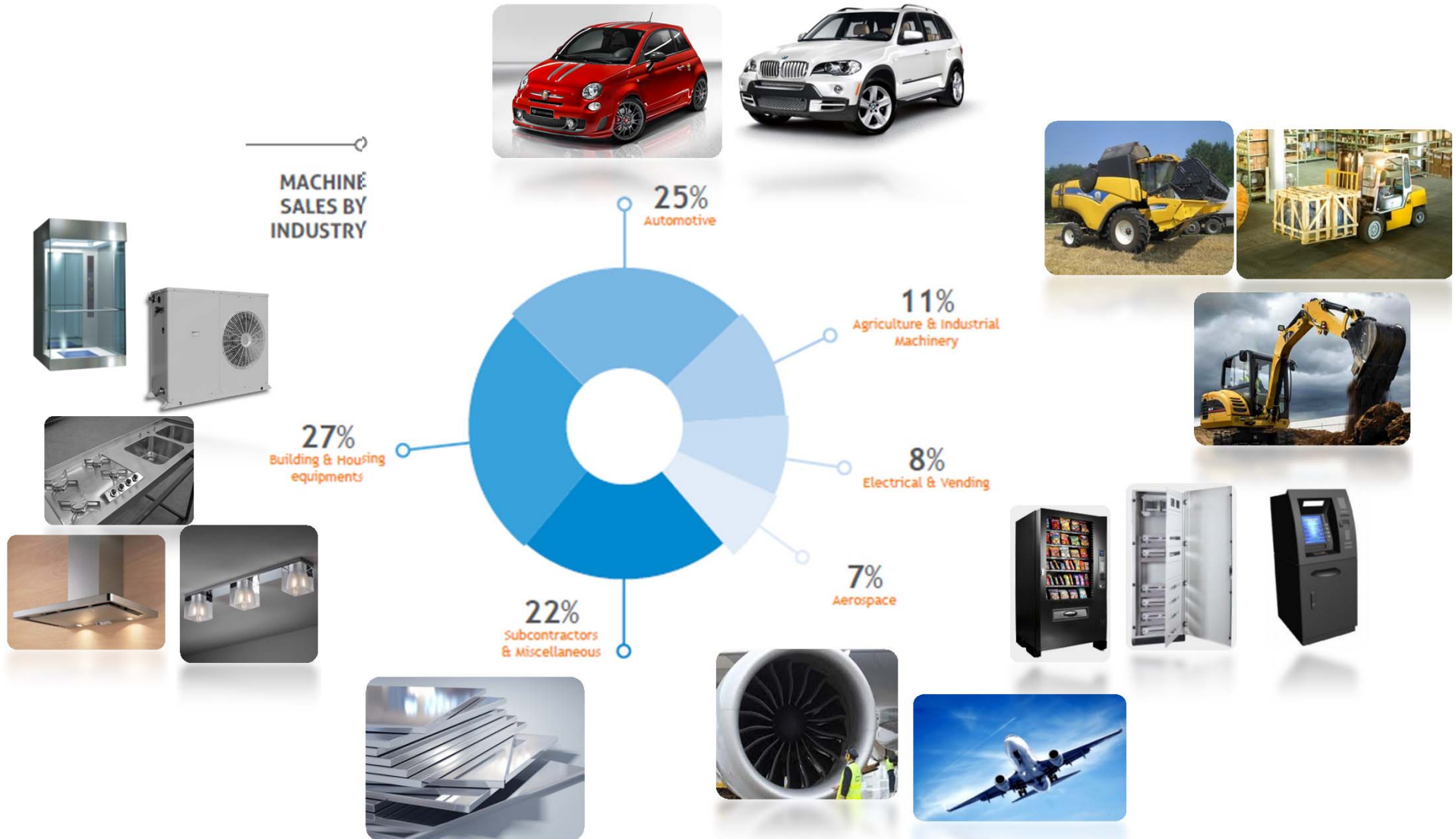
BANCA IMI *Released March 9, 2018*



Released November 6, 2017



Machine revenues by application (2017)



Figures FY 2017



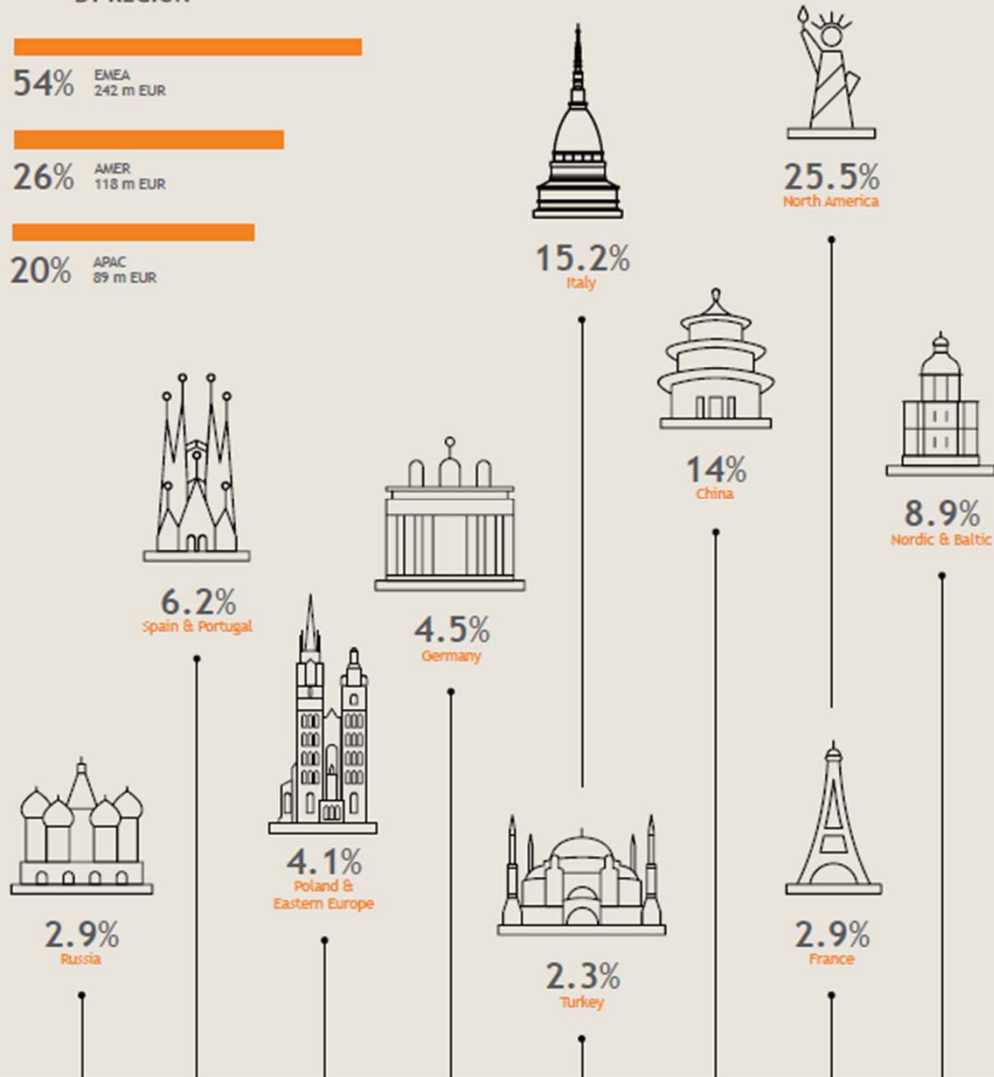
Regional Highlights (2017)

REVENUES BY REGION

54% EMEA
242 m EUR

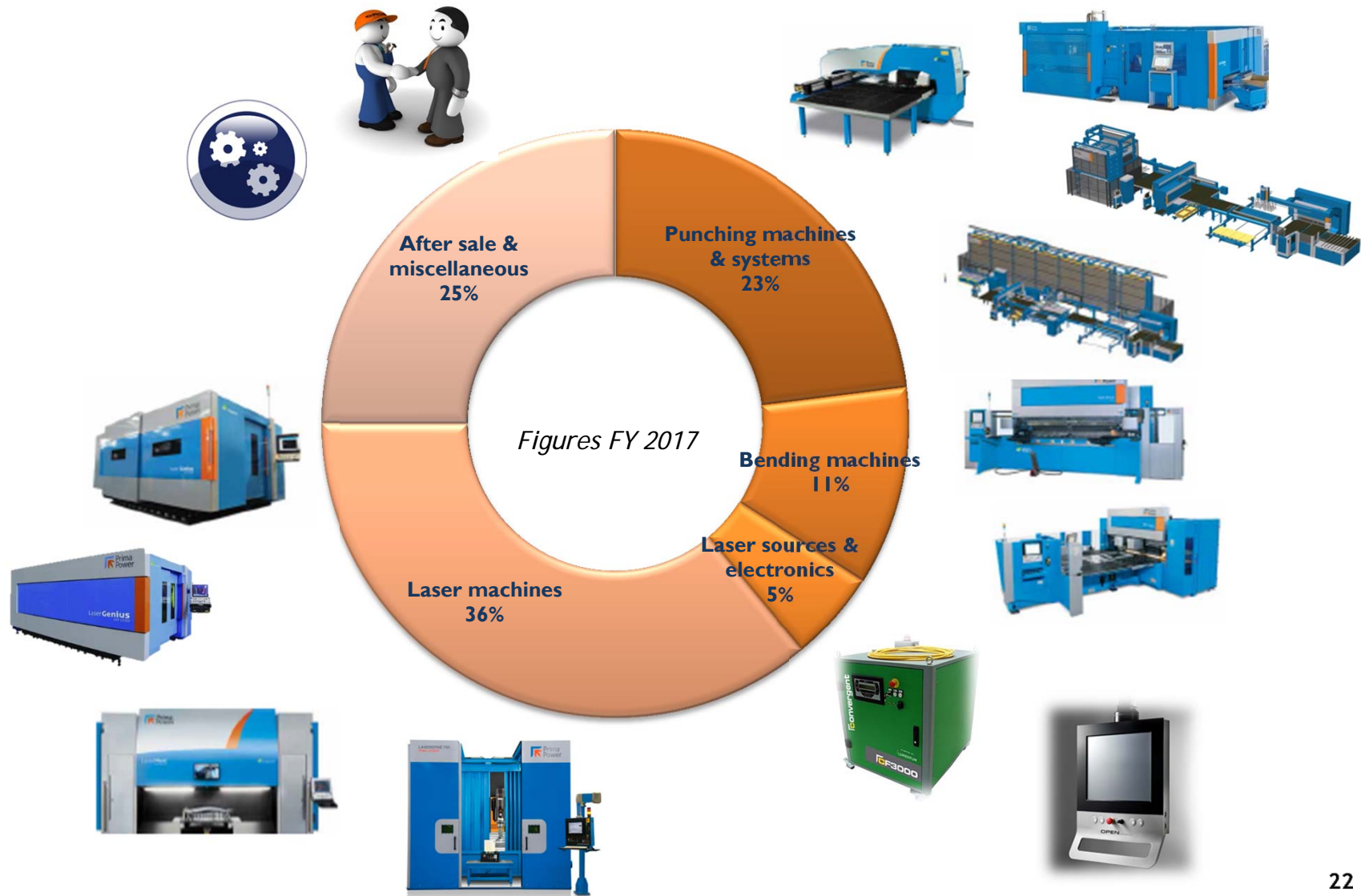
26% AMER
118 m EUR

20% APAC
89 m EUR





Revenues by technology (2017)

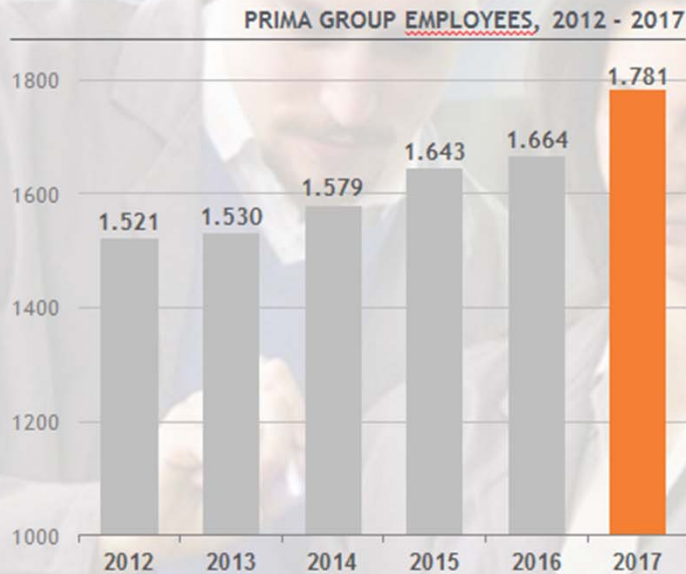




Group Employees

OUR GROUP - EMPLOYEES

VALUE EXPRESSED IN UNITS



+ 117 (7 %) in 2017

Collaboration with Politecnico di Torino for Master in:

- Industrial Automation
- Additive Manufacturing
- Industry 4.0



EMPLOYEES IN ITALY	COLLEGNO	COLOGNA VENETA	MONCALIERI & BARONE	PRIMA GROUP
31/12/17	396	227	211	834

AVERAGE EMPLOYEE AGE: 39

INVESTMENTS IN YOUNG TALENTS:

+140 (8%) HEADCOUNT IN 2018
(of which 50 in Italy)



Competitive & Comprehensive product range

The Laser

3D



Laser Next

The System



PSBB

The Bend



Bce Smart

2D



Laser Genius

The Combi



Combi Genius

The Punch



Shear Punch

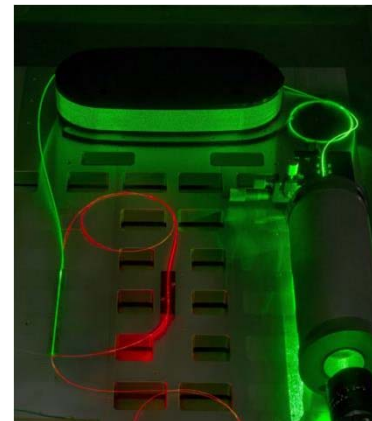
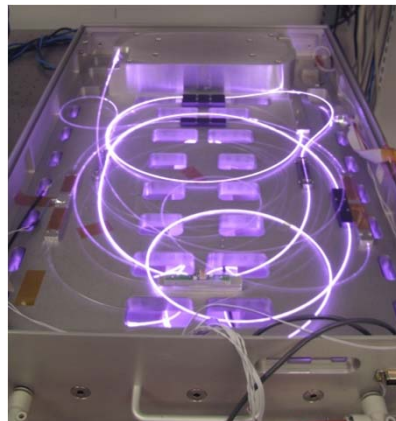
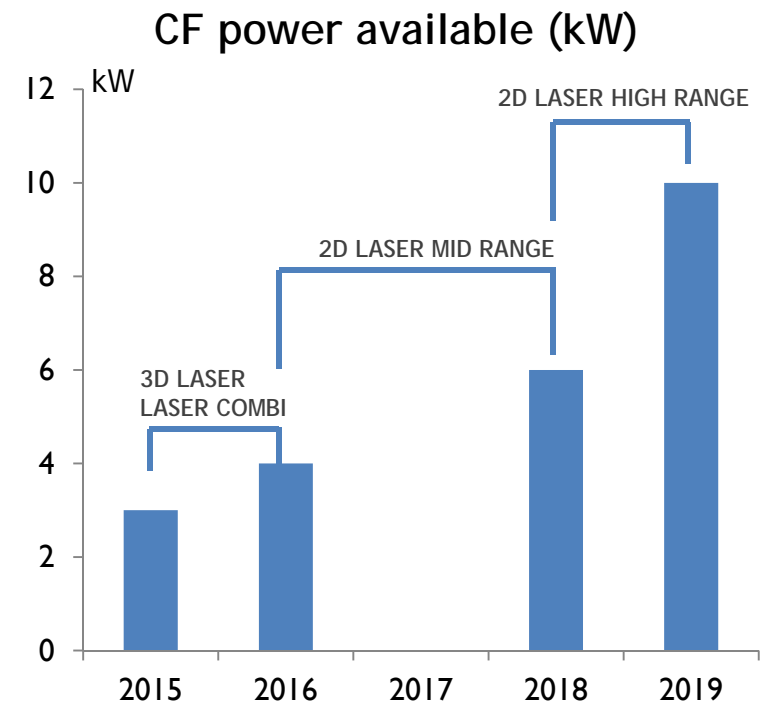
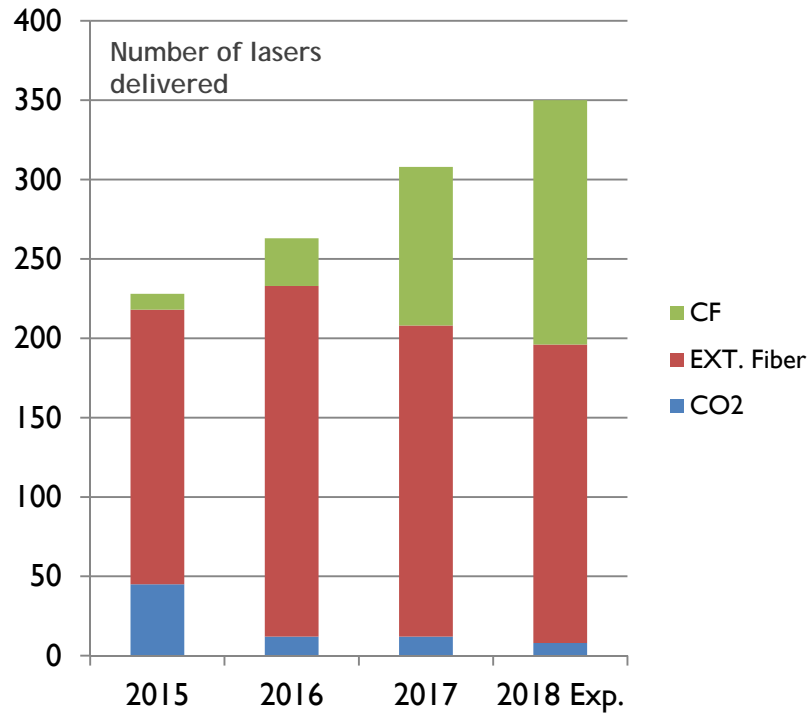


State-of-the-art laser and electronic technologies





Focus on CF fiber laser family





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 GEELY CECOMP
 tiberina EDAG GESTAMP
 Metalsa Quality as a way of life GRUPO DOVER SISTEMA DE TROQUELES
 SALZGITTERAG Stahl und Technologie
 ORAN 屹豐集團 YI FENG GROUP ThyssenKrupp
 COMAU premier group ENGINEERING EXCELLENCE TESLA



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



A selection from our 2,000 customers ww



SCANIA
 IVECO
 CNH
 STILL
 SEVEL
 CAT
 VOLVO
 Linde
 LeciTrailer
 BRINK
 TORO
 YANMAR
 PFANZELT
 MASCHINENBAU
 SKODA
 AUTO
 KARAVAN
 TRAILERS
 JUROP
 POWER BEAM
 LINEAR TECHNOLOGY PRODUCTS
 MARINI
 FORKLIFT
 FAYAT GROUP
 AVANT
 AVANT TECNO OY
 TUCHEL
 MASCHINENBAU GmbH
 samro



Vaillant
 Schindler
 ThyssenKrupp
 Elevadores
 KONE
 Dedicated to People Flow™
 RIELLO
 ØGLEND
 SYSTEM
 OTIS
 Electrolux
 VISSMANN
 GRUPPO
 AZROYEN
 Epta
 Halton
 WOLF
 indesit
 company
 HUSKVARNA
 imperial
 PHILIPS
 Gamko
 Miele
 IDE
 Technologies
 Hotpoint
 ARISTON
 NOVENTO
 KESSEBÖHMER
 Whirlpool
 HOME APPLIANCES
 warena
 ARISTON
 HAAKON
 INDUSTRIES
 Dantherm
 Filtration
 systemair
 ABLOY

ELECTRICAL & VENDING EQUIP.
- OTHERS

IDEAS
 EN METAL
 infrico
 Eaton
 dinamic
 SIGNA
 PILAWA
 VERONALAMIERE
 Centro lavorazione lamiera SPA
 kaizen
 signs
 BAS
 Nu-Way Industries, Inc
 FOXCONN
 SIDERSTAMP
 S.A.S
 DI G. TESTA & C.
 AYSAM
 ORTOPEDI & TIBBI ALETTER
 ORTHOPAEDICS & MEDICAL DEVICES
 VG
 Venezian
 Gnoato
 DLoco
 大连机车
 LASERLAN
 casagrande
 group
 GMC
 GULF METAL CRAFT
 SIDERURGICA
 LOCHESE
 s.r.l.



Innovation

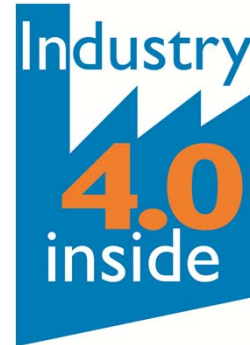
- › 5÷6% OF REVENUES INVESTED IN R&D
- › RANKED BY EU IN THE TOP 500 KNOWLEDGE-BASED COMPANIES IN THE CONTINENT
- › LONG HISTORY OF INNOVATION, 1ST LASER MACHINE FOR AUTOMOTIVE APPLICATION IN 1979
- › PIONEERS IN SERVO-ELECTRIC PUNCHING AND BENDING SYSTEMS- EFFICIENCY AND SUSTAINABILITY
- › ABOUT 15% OF GROUP STAFF EMPLOYED IN R&D
- › PRODUCT RANGE ALWAYS AT THE CUTTING EDGE OF TECHNOLOGY





Industry 4.0

Prima Power Solutions
for Industry 4.0 and
Smart Manufacturing



Ready for today's
production needs...
and for tomorrow



INTELLIGENT MACHINES & FACTORIES

Intelligent machines and automated factories collecting real-time and historical data through sensors and cameras



SMART SOFTWARE

Prima Power software comprehensive portfolio of modular software-based systems



REMOTE DIAGNOSTICS & MAINTENANCE

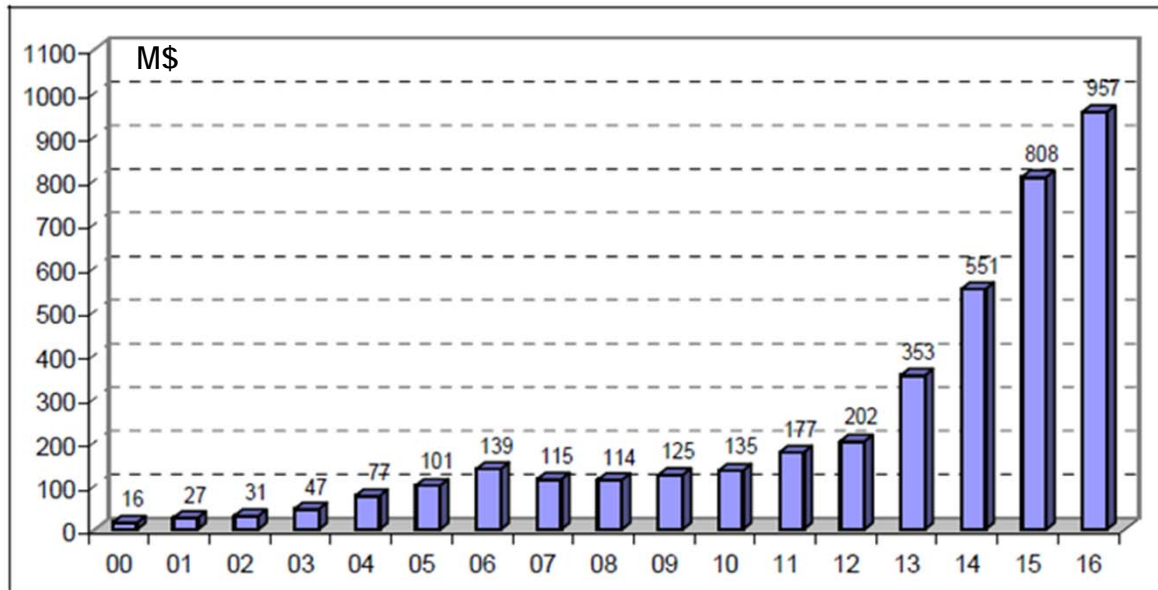
Data-driven machine diagnostics and predictive maintenance services. Production performance analysis, monitoring of machines status and condition.



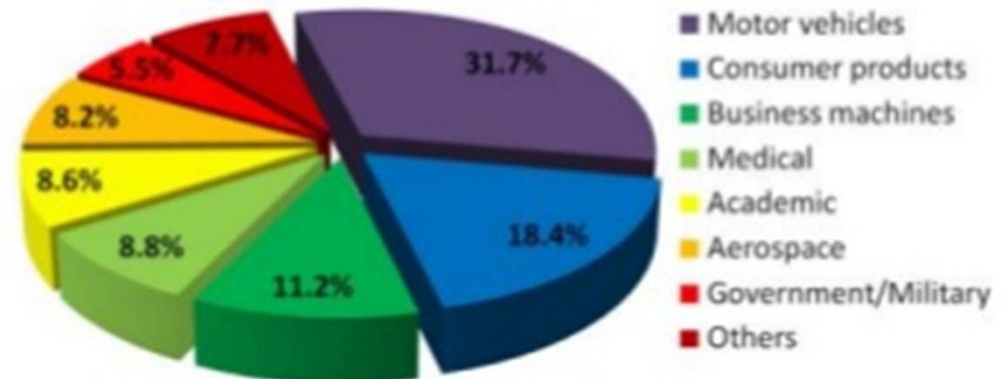
New Additive Manufacturing division



Metal Additive manufacturing systems



Adoption of Rapid Prototyping in respective industries

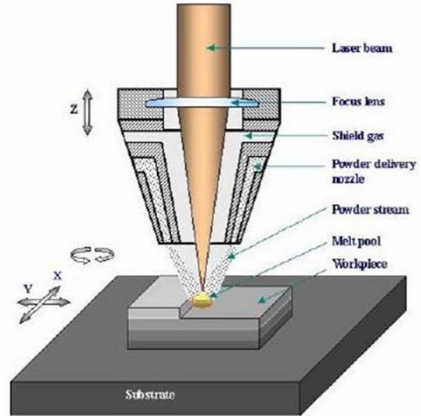




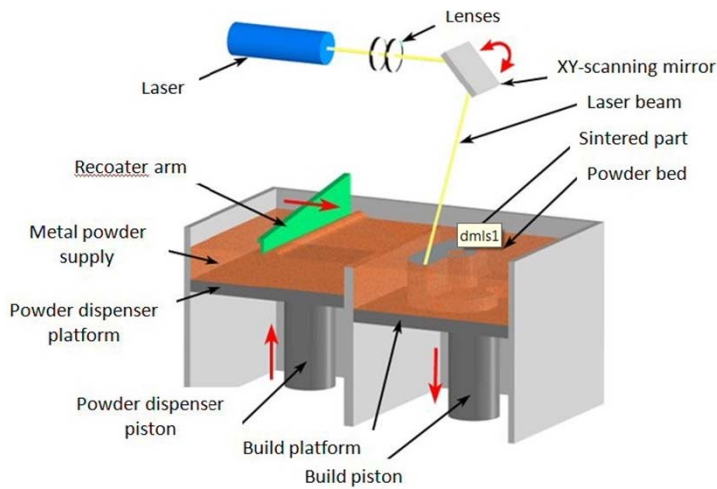
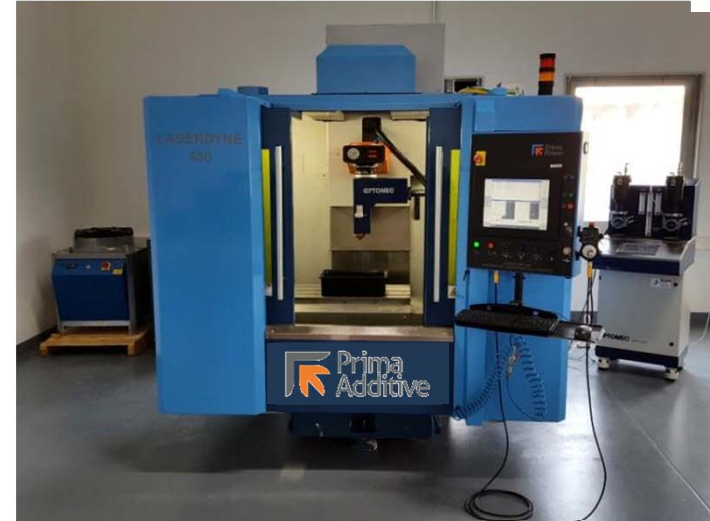
New Additive Manufacturing division



Metal Additive manufacturing main technologies



Direct energy deposition - LENS



Powder bed fusion





Financial statements as at Dec. 31, 2017:

Balance sheet

Values in Euro	31/12/2017	31/12/2016
Property, plant and equipment	35.627.751	35.281.369
Intangible assets	149.603.479	155.713.399
Investments accounted for using the equity method	-	1.009.341
Other investments	355.004	139.051
Non current financial assets	9.578	9.578
Deferred tax assets	11.340.432	11.555.324
NON CURRENT ASSETS	196.936.244	203.708.062
Inventories	113.035.328	98.561.165
Trade receivables	113.649.234	88.376.748
Other receivables	8.018.722	6.425.617
Current tax receivables	9.380.123	5.053.888
Derivatives	57.536	-
Financial assets	791.509	791.509
Cash and cash equivalents	70.520.659	62.679.901
CURRENT ASSETS	315.453.111	261.888.828
Assets held for sale	1.111.136	318.812
TOTAL ASSETS	513.500.491	465.915.702

Values in Euro	30/09/2017	31/12/2016
Capital stock	26.208.185	26.208.185
Legal reserve	4.652.958	4.565.082
Other reserves	69.311.022	70.738.752
Currency translation reserve	1.360.295	6.848.598
Retained earnings	27.620.077	19.276.926
Net result	18.515.392	10.102.304
<i>Stockholders' equity of the Group</i>	<i>147.667.929</i>	<i>137.739.847</i>
<i>Minority interest</i>	<i>1.285.839</i>	<i>1.212.065</i>
STOCKHOLDERS' EQUITY	148.953.768	138.951.912
Interest-bearing loans and borrowings	98.396.076	111.675.762
Employee benefit liabilities	7.693.863	8.100.353
Deferred tax liabilities	5.997.482	8.340.653
Provisions	172.119	162.684
Derivatives	80.445	220.866
NON CURRENT LIABILITIES	112.339.985	128.500.318
Trade payables	110.465.363	88.448.383
Advance payments	43.620.216	26.029.170
Other payables	24.950.838	22.076.067
Interest-bearing loans and borrowings	42.524.711	34.894.444
Current tax payables	6.071.926	7.695.264
Provisions	24.573.684	18.424.370
Derivatives	-	895.774
CURRENT LIABILITIES	252.206.738	198.463.472
TOTAL STOCKHOLDERS' EQUITY AND LIABILITIES	513.500.491	465.915.702



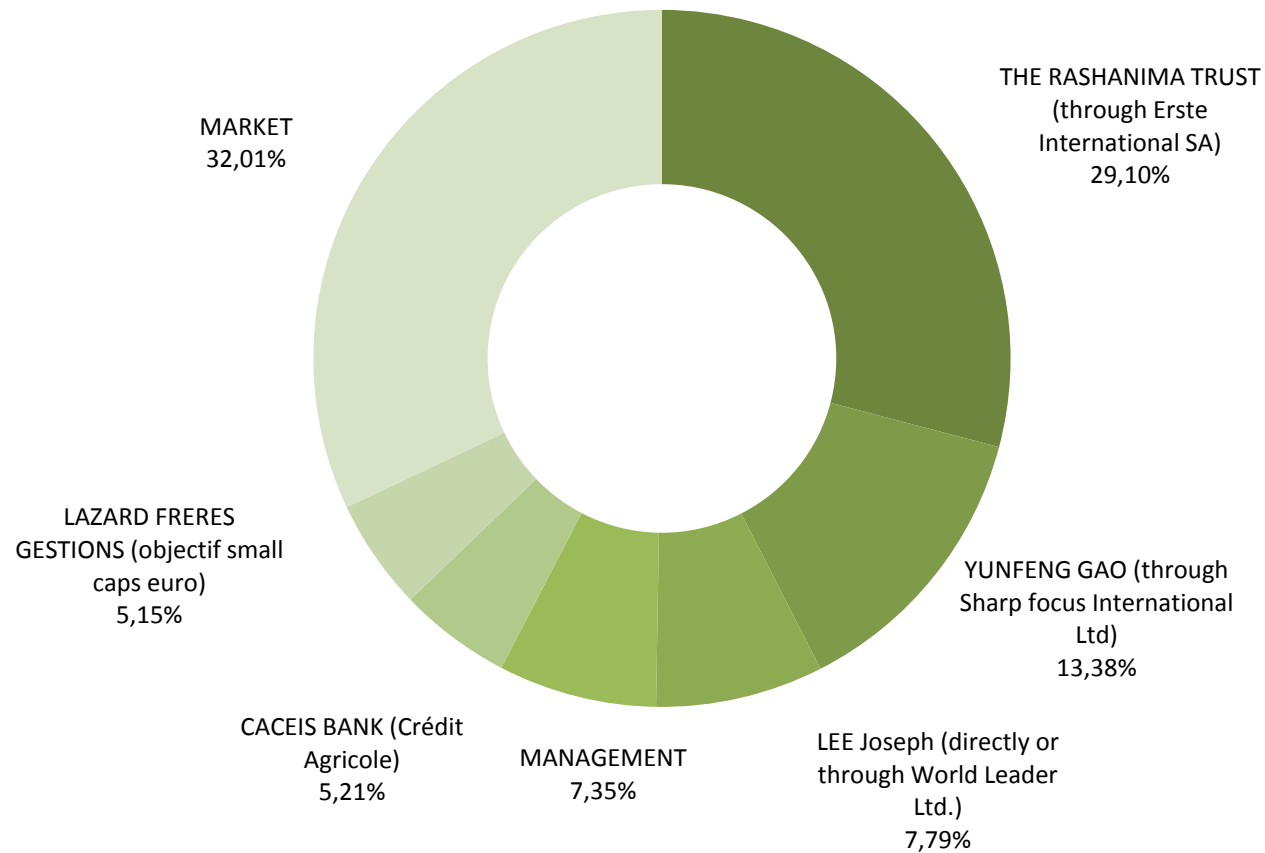
Financial statements as at Dec. 31, 2017: P & L

Values in Euro	31/12/2017	31/12/2016
Net revenues	449.503.244	393.885.774
Cost of goods sold	(340.096.252)	(297.902.746)
GROSS MARGIN	109.406.992	95.983.028
Research and Development costs	(12.563.644)	(10.932.964)
Sales and marketing expenses	(29.630.518)	(27.903.449)
General and administrative expenses	(24.034.482)	(21.737.648)
OPERATING GROSS MARGIN (EBITDA)	43.178.348	35.408.967
<i>of which: non recurring items</i>	<i>(1.885.086)</i>	<i>(725.313)</i>
Impairment - Write-off	(23.299)	(1.027.682)
Depreciation	(16.858.918)	(15.853.684)
OPERATING PROFIT (EBIT)	26.296.131	18.527.601
<i>of which: non recurring items</i>	<i>(1.908.385)</i>	<i>(1.752.995)</i>
Financial income	2.760.000	626.831
Financial expenses	(6.786.647)	(8.507.194)
Net exchange differences	(2.973.478)	(349.409)
Net result of investments accounted for using the equity method	-	1.057.207
Net result of other investments (*)	2.555.677	(7.729)
RESULT BEFORE TAXES (EBT)	21.851.683	11.347.307
<i>of which: non recurring items</i>	<i>521.291</i>	<i>(703.517)</i>
Taxes	(3.183.842)	(1.187.184)
NET RESULT	18.667.841	10.160.123
- Attributable to Group shareholders	18.515.392	10.102.304
- Attributable to minority shareholders	152.449	57.819
RESULT PER SHARE - BASIC (in euro)	1,77	0,96
RESULT PER SHARE - DILUTED (in euro)	1,77	0,96

(*) It must be outlined that this figure includes a financial gain deriving from EPS SA sale of share for 2.560 thousand euro. In the Balance Sheet the EPS SA investment is classified in the Assets held for sale.



Shareholding structure



Source: latest dividend payment (May 2017)



THANK YOU !



OLYMPIC TORCHES MADE BY CUSTOMERS WITH PRIMA LASER MACHINES