



SHAPING THE FUTURE

STAR CONFERENCE

MILAN, MARCH 16, 2016




PRIMA INDUSTRIE

- ▶ ~40 YEARS
- ▶ 15+ LISTED
- ▶ 364 €M SALES
- ▶ 1600+ PEOPLE
- ▶ 8 PLANTS
- ▶ 8 R&D CENTERS
- ▶ 12000 INSTALLATIONS
- ▶ 80 COUNTRIES



Prima
Power

LASER & SHEET METAL
MACHINERY

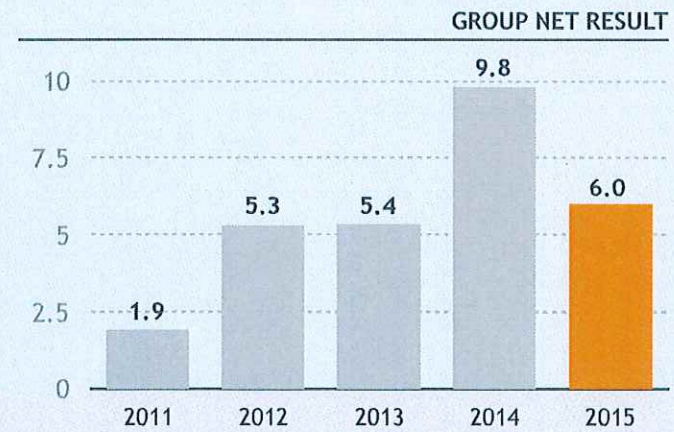
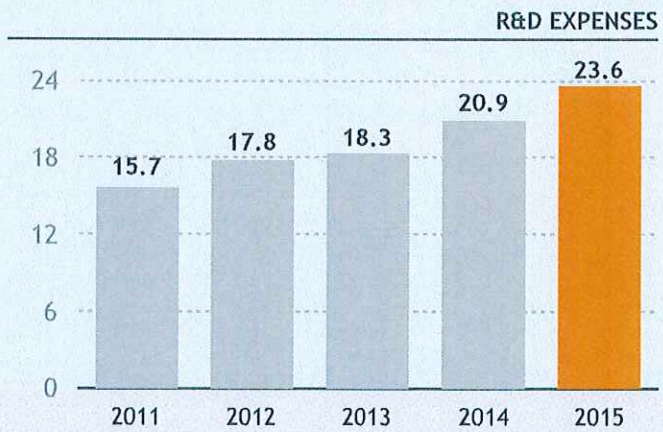
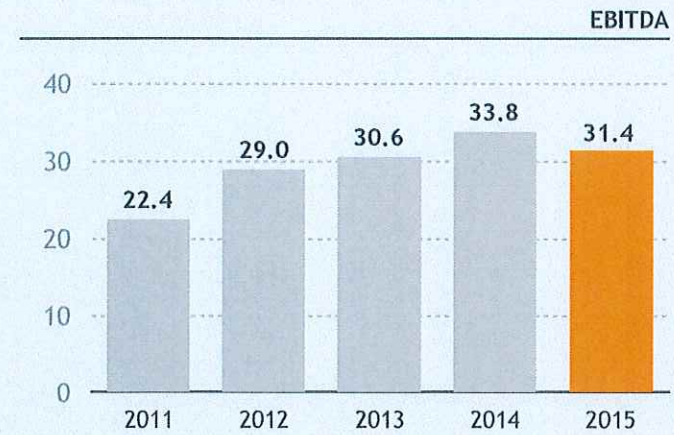
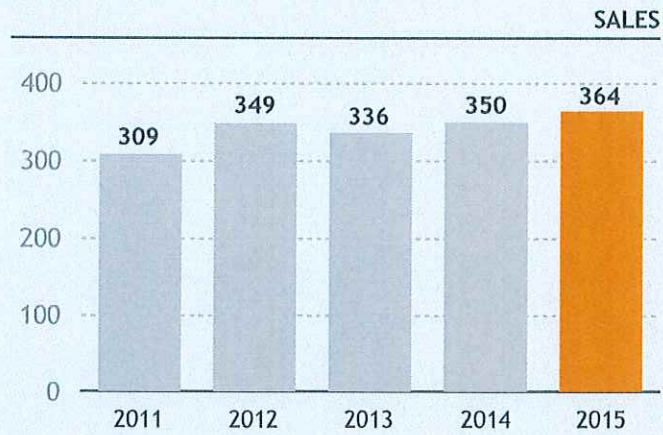


Prima
Electro

LASER AND ELECTRONIC
TECHNOLOGIES

OUR GROUP - KEY INDICATORS

VALUE IN EURO MILLION





DIALOGUE AND SOLUTIONS

IT ALL STARTS WITH UNDERSTANDING YOUR NEEDS



SIMPLY INNOVATIVE

SMART TECHNOLOGY TO SIMPLIFY YOUR WORK



GREEN MEANS

SUSTAINABLE SOLUTIONS TO RAISE YOUR EFFICIENCY



GLOBAL/LOCAL

CLOSE TO YOU BUT WITH AN INTERNATIONAL STRENGTH

THE LASER TECHNOLOGY



- 45% Yearly CO₂ emissions thanks to the shift from CO₂ laser sources to fiber laser sources

OUR GROUP IS

green means

GREEN MEANS COMBINES

- ▶ ENERGY SAVING FOR THE CUSTOMER
- ▶ LOWER EMISSIONS FOR THE ENVIRONMENT

THE BENDING TECHNOLOGY



64%

CO₂ emissions reduction with our servo-electric panel benders



Certified by University of Padua

Comparison is made with competitors' traditional hydraulic machines

THE PUNCHING TECHNOLOGY



82%

Energy saved by our servo-electric punching with ECOPUNCH® technology



~13%

Scrap material reduction with our punch-shear technology

1977 - 1979
START AS ENGINEERING COMPANY

1977
 PRIMA PROGETTI ESTABLISHED



1978
 PRIMA ELECTRONICS ESTABLISHED

1979
 ZAC - 1ST 3D LASER MACHINE FOR AUTOMOTIVE

1990 - 1995
FOCUS ON LASER AND SHEET METAL

1990
 RAPIDO



SALE OF NON-CORE ACTIVITIES
 ENTRY IN 2D LASER MARKET WITH LASERWORK

1993
 1ST FINN-POWER'S INTEGRATED RIGHT ANGLE SHEAR

1994
 NIGHT TRAIN FMS

1999 - 2007
LISTING - ALWAYS MORE GLOBAL

1999
 LISTING ON THE ITALIAN STOCK EXCHANGE

1999
 FIRST JV IN CHINA

2000
 ACQUISITION OF CONVERGENT - OUR LASER

2001
 ACQUISITION OF LASERDYNE



2005
 SYNCRONO

2013 - 2015
STRONG INVESTMENTS

2014
 LUNCH OF LASER NEXT

2015
 LAUNCH OF LASER GENIUS

2015
 GROUNDBREAKING OF NEW HQ AND TECH CENTER IN COLLEGNO



2015
 CHINA PLANT INAUGURATED

1969
 FINN-POWER ESTABLISHED



INDUSTRIAL PRODUCTS LAUNCHED

1983
 FIRST HYDRAULIC TURRET PUNCH PRESS, BY FINN-POWER



1985
 OPTIMO

1980 - 1989
GETTING INDUSTRIAL

1997
 PLATINO



1998
 ISO 9001 CERTIFICATION

1998
 1ST SERVO ELECTRIC TURRET PUNCH PRESS

1996 - 1998
PRODUCT RANGE GROWTH

2008
 PRIMA INDUSTRIE ACQUIRES FINN-POWER

INTEGRATION AND GLOBALIZATION

2011
 PRIMA POWER BRAND IS BORN (PRIMA INDUSTRIE + FINN POWER)



2008 - 2012
THE BIG CHANGE: PRIMA POWER



Prima Power is a global leader in laser and sheet metal machinery. Its product range covers every step of metalworking: punching, laser processing, bending, systems, automation and software.





Prima Electro is a Contract Electronics Manufacturing company that industrializes product ideas offering a turnkey service solution for a broad range of applications.





LASER AND SHEET METAL MACHINERY

THE PUNCH



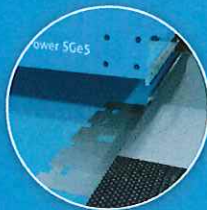
Servo-electric turret punch presses

THE LASER



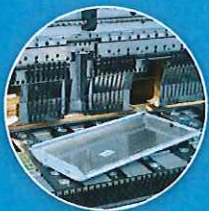
2D and 3D laser machines for cutting, welding and drilling

THE COMBI



Integrated systems punch+shear and punch+laser

THE BEND



Press brakes, panel bending machines, bending centers

THE SYSTEM



FMC & FMS to automate your production flow

THE SOFTWARE



Smart solutions to connect your machines and maximize your productivity

PRODUCT PORTFOLIO



ELECTRONICS AND LASER TECHNOLOGIES



DOTS

Embedded Electronics - Dedicated -off-the-shelf



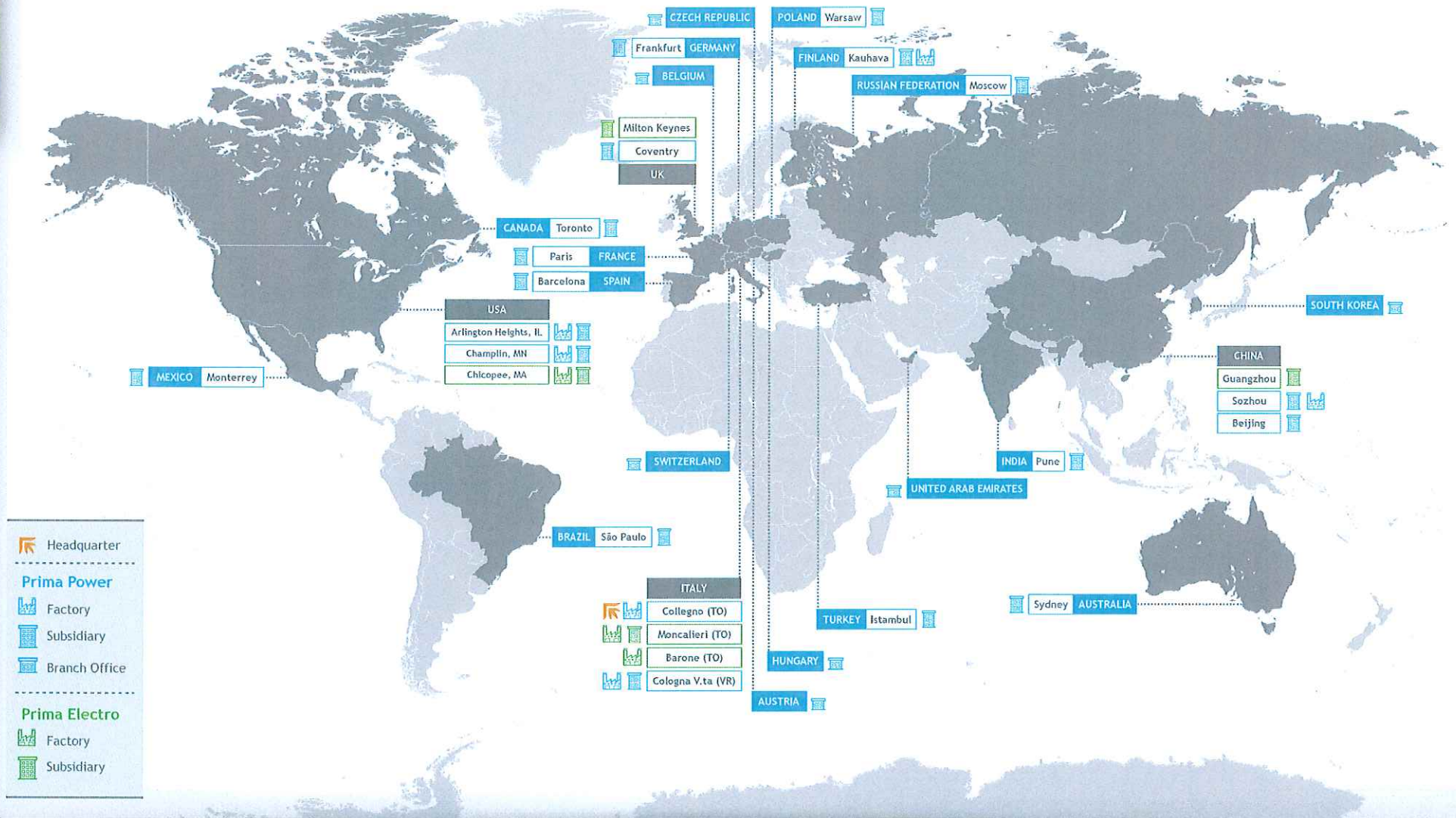
CONVERGENT

Fiber and CO₂ Laser sources



OSAI

Motion Control and CNC's





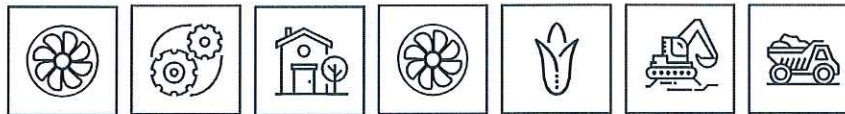
Headquarter

Prima Power

- Factory
- Subsidiary
- Branch Office

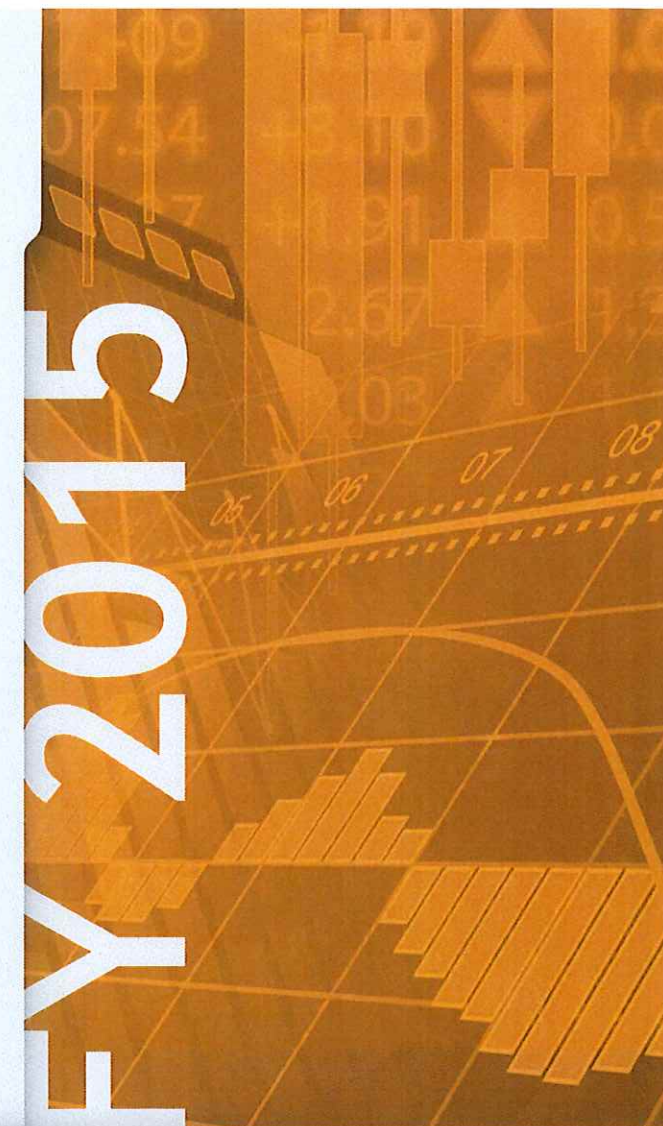
Prima Electro

- Factory
- Subsidiary



PROFIT & LOSS - FY 2015

PL - December 2015	31 dec. 2015		31 dec. 2014	
VALUES IN €/000	PI GROUOP		PI GROUOP	
Revenues	364,466		350,464	
Materials	(163,596)		(157,607)	
Direct labour costs	(39,484)		(37,257)	
Other direct cost	(48,925)		(48,981)	
DIRECT MARGIN	112,461	30.9%	106,619	30.4%
Indirect labour cost	(60,738)		(56,575)	
Other indirect cost	(36,845)		(34,259)	
Own Work Capitalized R&D	10,844		10,945	
Own Work Capitalized other	907		557	
Other income	4,773		6,491	
EBITDA	31,402	8.6%	33,778	9.6%
Depreciation and impairment	(13,915)		(11,481)	
EBIT	17,487	4.8%	22,297	6.4%
Net result of investments	(44)		(199)	
Financial income	694		112	
Financial expenses	(9,473)		(7,223)	
Net Exchange difference	(532)		(147)	
PROFIT BEFORE TAXES - EBT	8,131		14,840	
Taxes	(2,526)		(5,452)	
NET RESULT	5,605		9,388	
Attributable to Group shareholders	6,017		9,763	
Attributable to minority shareholders	(411)		(375)	



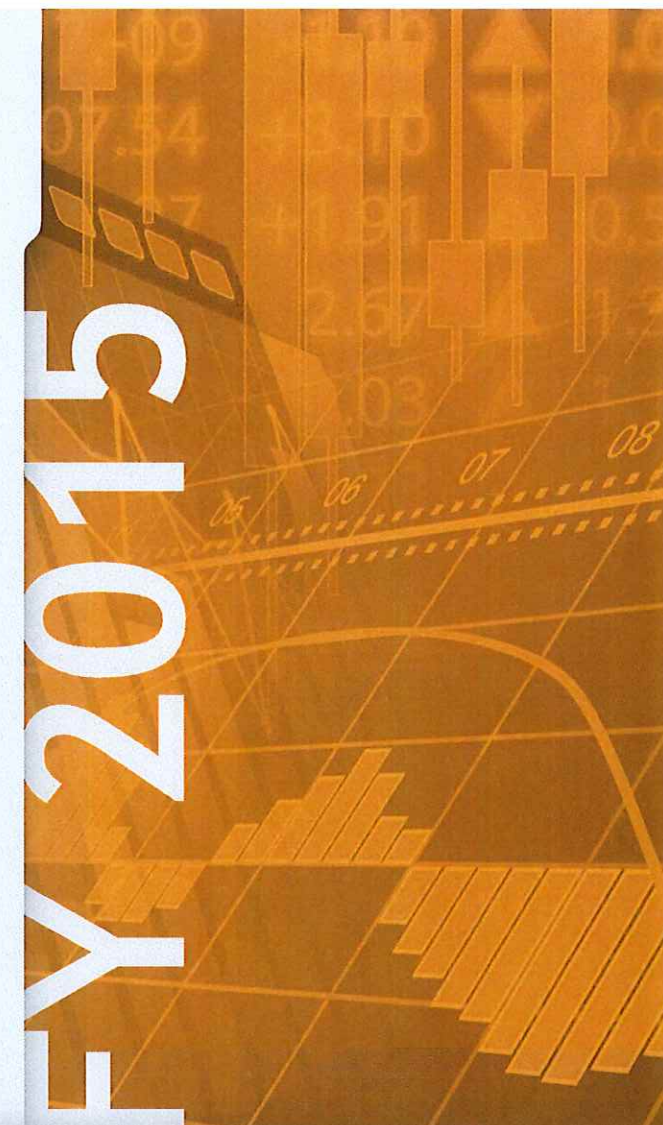
IMPACT OF NON RECURRING ITEMS 2015 VS 2014

€/thousand (except dividend)	31 dec. 2015	Adj*	% Adj on revenues	31 dec. 2014	Adj*	% Adj on revenues
Revenues	364.5			350.5		
EBITDA	31.4	32.0	8.8%	33.8	31.8	9.1%
EBIT	17.5	18.5	5.1%	22.3	20.4	5.8%
EBT	8.1	11.6	3.2%	14.8	12.9	3.7%
Net result	6.0		1.7%	9.8		2.8%
Net financial position	-101.7			-92.1		
Order backlog	117.7			94.5		
Dividend per share	0.25			0.20		

Adj*: excluding non-recurring items.

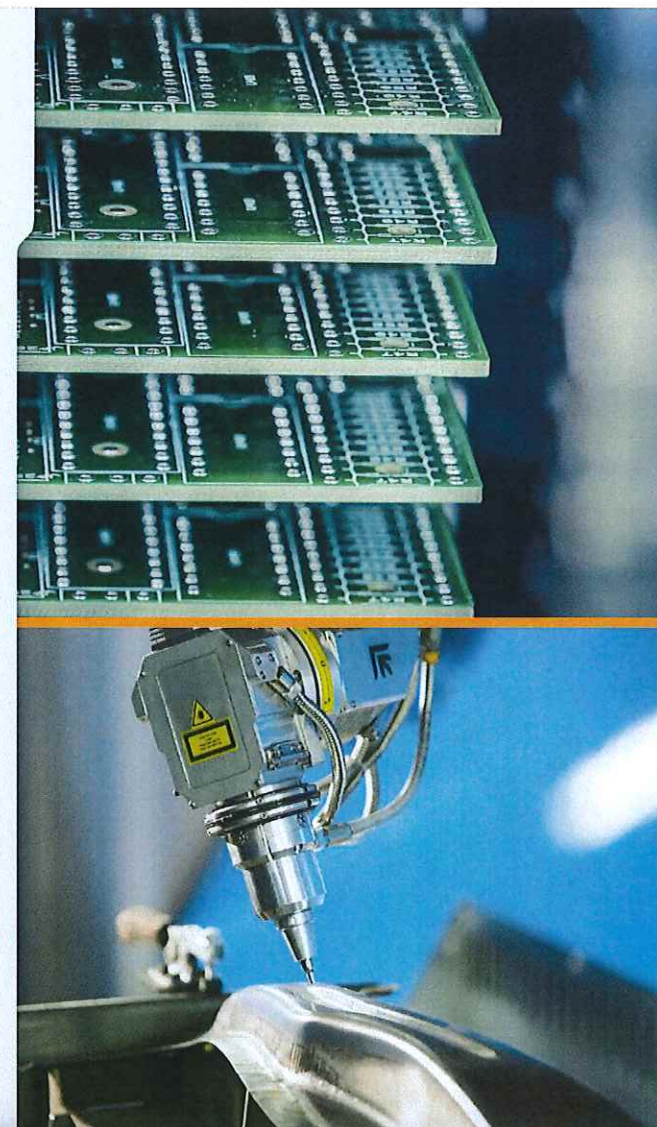
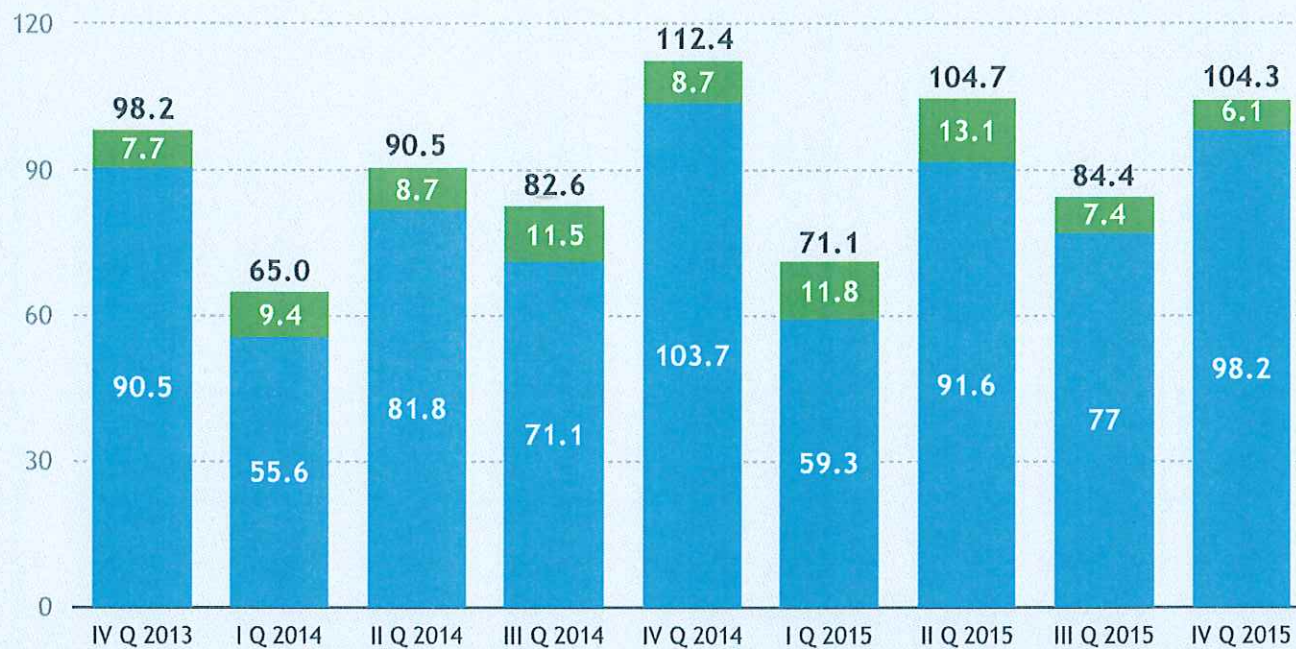
THE IMPACT OF NON RECURRING ITEMS IS HIGHER IN FY2015 COMPARED WITH FY2014 OF:

- ▶ €2.6 million on EBITDA
- ▶ €3.0 million on EBIT
- ▶ €5.4 million on EBT



REVENUES - LAST 9 QUARTERS

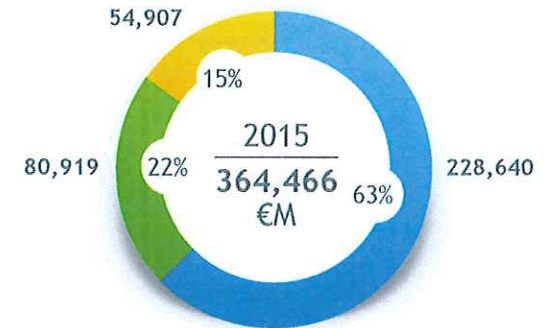
IMPACT OF SEASONALITY ON REVENUES



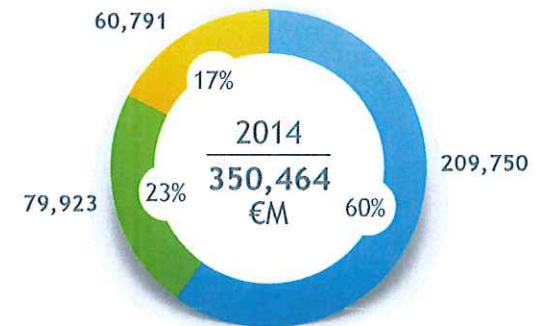


REVENUES - BY AREA 2015 VS 2014

VALUE IN EURO MILLION



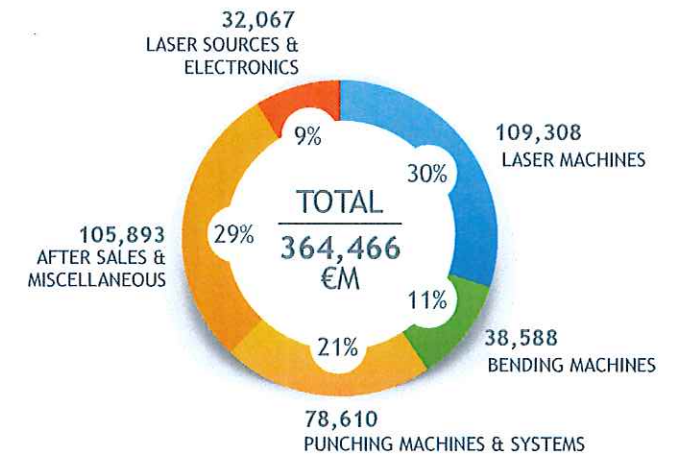
● EMEA ● AMERICAS ● APAC





REVENUES BREAKDOWN BY TECHNOLOGY

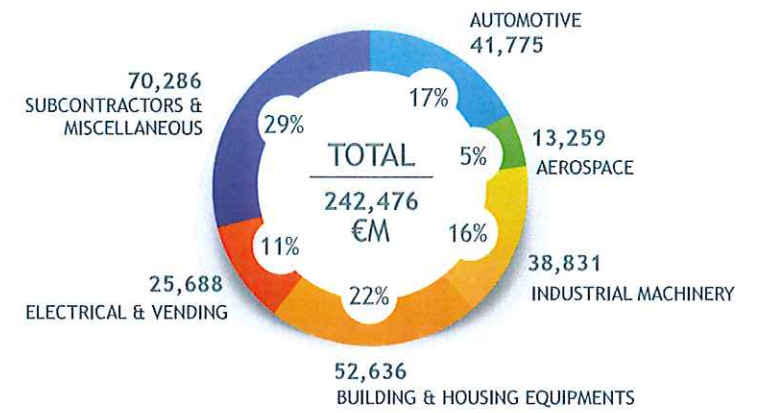
VALUE IN EURO MILLION





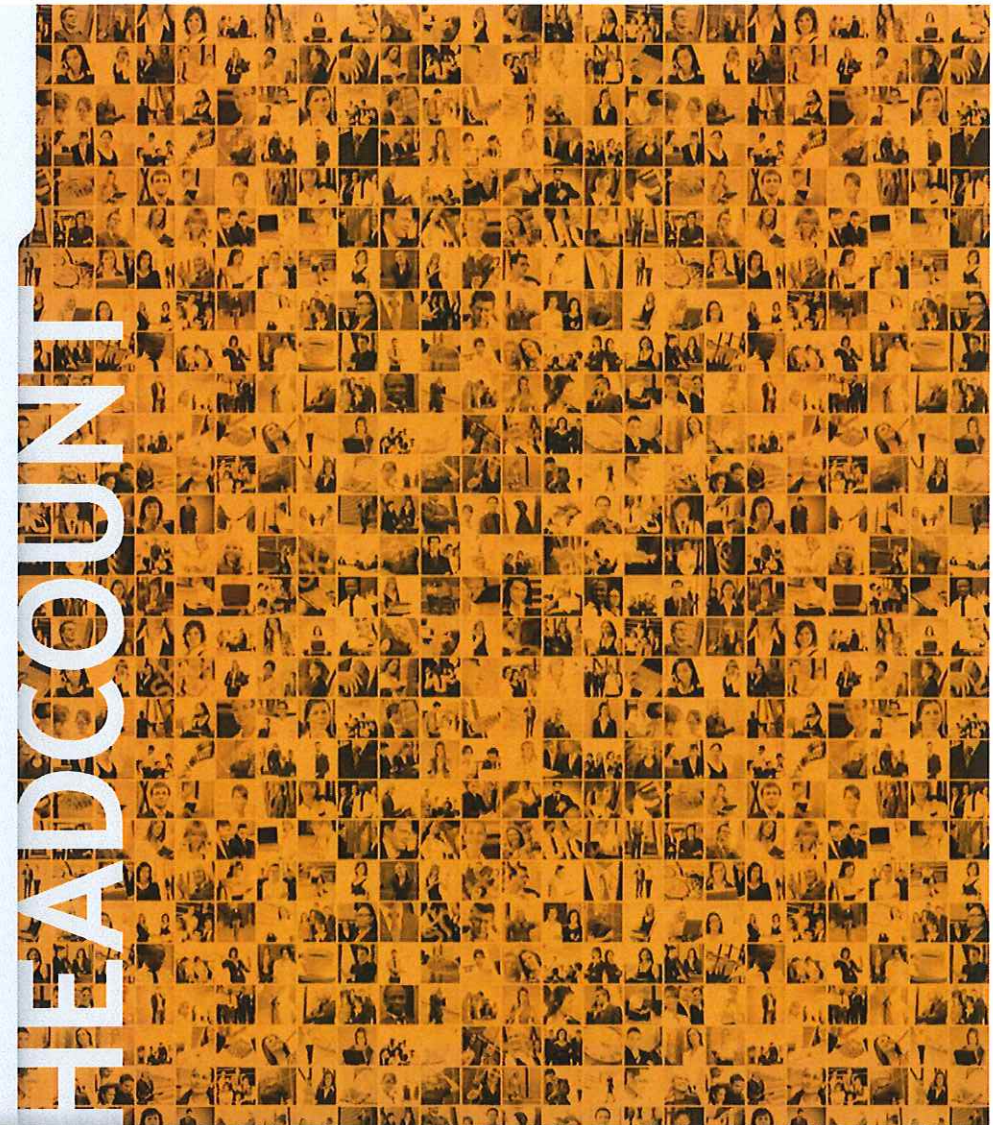
MACHINE SALES BREAKDOWN BY INDUSTRY

VALUE IN EURO MILLION



HEADCOUNT - 31 DECEMBER 2015 VS 2014

Function	Prima Power		Prima Electro		PRIMA INDUSTRIE	
	2015	2014	2015	2014	2015	2014
Production & Installation	485	464	128	125	613	589
Sales & Marketing	156	144	33	32	189	176
Service & Spare Parts	447	436	16	16	463	452
R&D and Product Management	176	167	62	60	238	227
General & Administrative	115	113	25	22	140	135
TOTAL	1,379	1,324	264	255	1,643	1,579

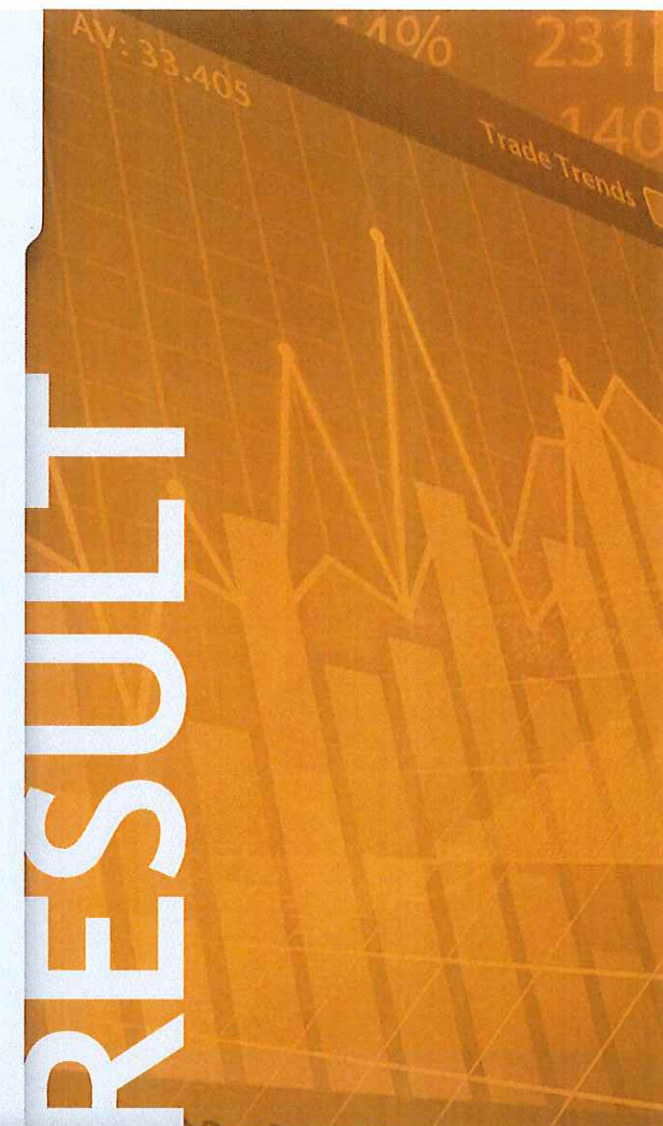


NET FINANCIAL RESULT - NORMALIZED - 31 DECEMBER 2015 VS 2014

VALUES IN €/000	2015	2014	VARIANCE
Finpolar loan - closing costs	(2,123)	-	(2123)
Finpolar loan	(295)	(2,855)	2,560
Bond	(2,167)	-	(2,167)
Club Deal	(1,436)	-	(1,436)
Finnish loan	(351)	-	(351)
IRS derivates	(1)	(1,750)	1,749
CRS derivates	441	(168)	609
Financial lease liabilities	(191)	(188)	(3)
Write down of financial receivables	(236)	-	(236)
<i>Interest on employee benefits</i>	<i>(136)</i>	<i>(240)</i>	<i>104</i>
<i>Others financial costs</i>	<i>(1,242)</i>	<i>(1,073)</i>	<i>(169)</i>
<i>Bank charges</i>	<i>(1,042)</i>	<i>(837)</i>	<i>(205)</i>
Net financial expenses	(8,779)	(7,111)	(1,668)
Net financial expenses - normalized	(5,683)	(5,866)	183

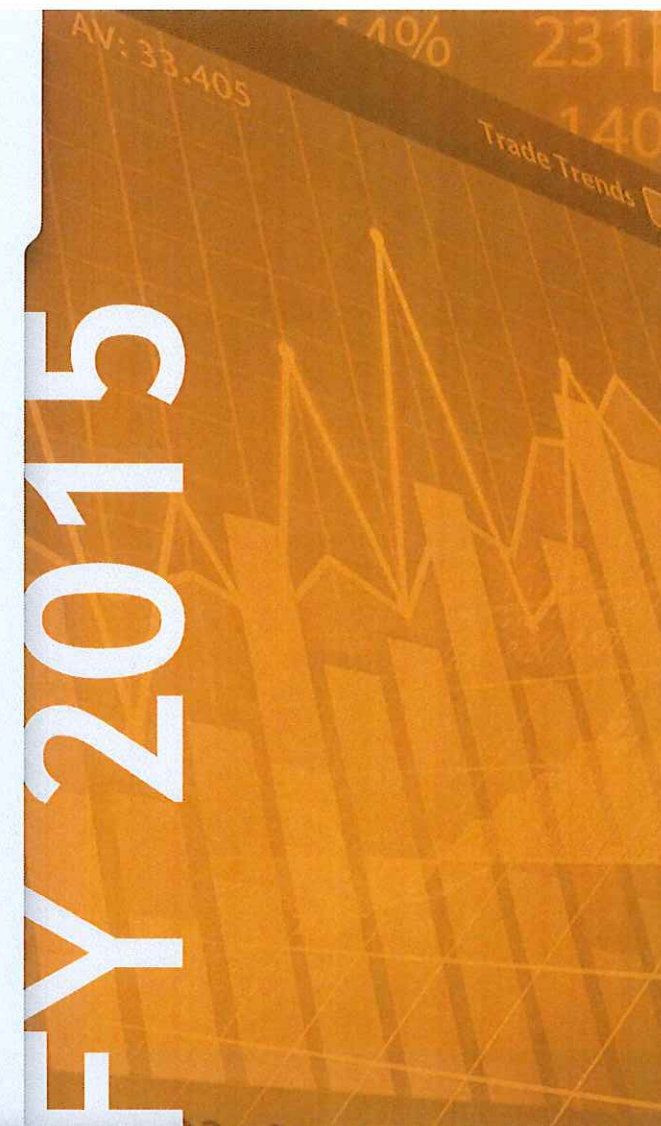
NOT CONSIDERING IN THE NET FINANCIAL EXPENSES:

- ▶ Non Recurring Items (FP loan closing costs and write down of financial receivable)
- ▶ Costs not linked to the debt (interest on employee benefits and bank charges)
- ▶ Positive effect from derivative on currencies



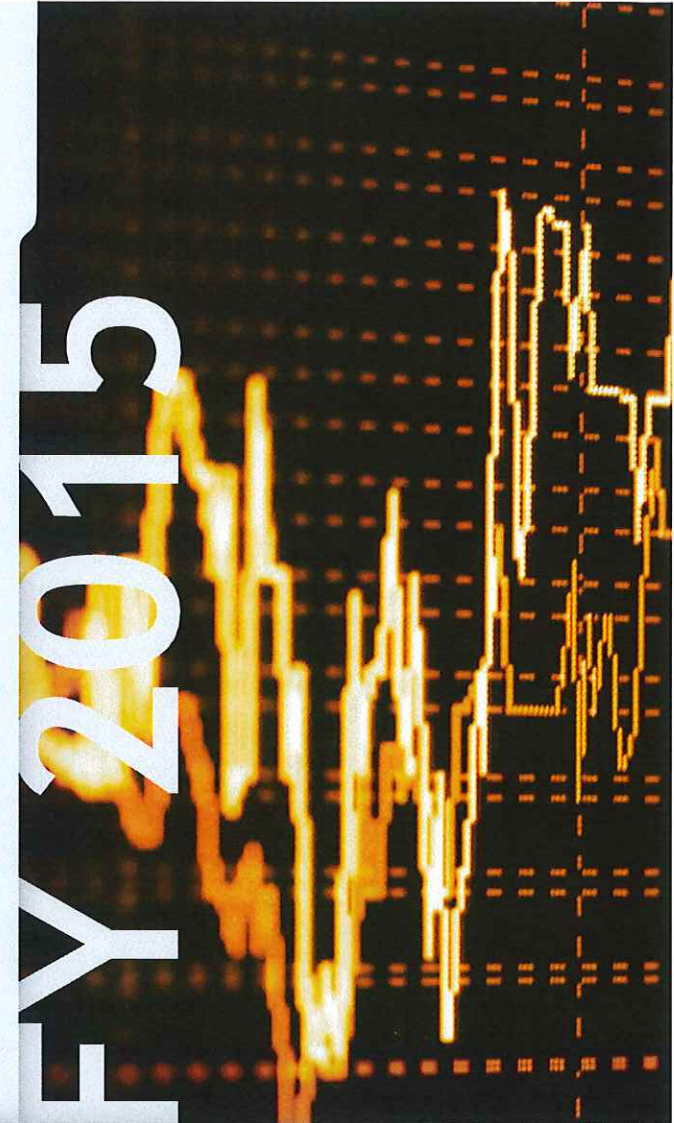
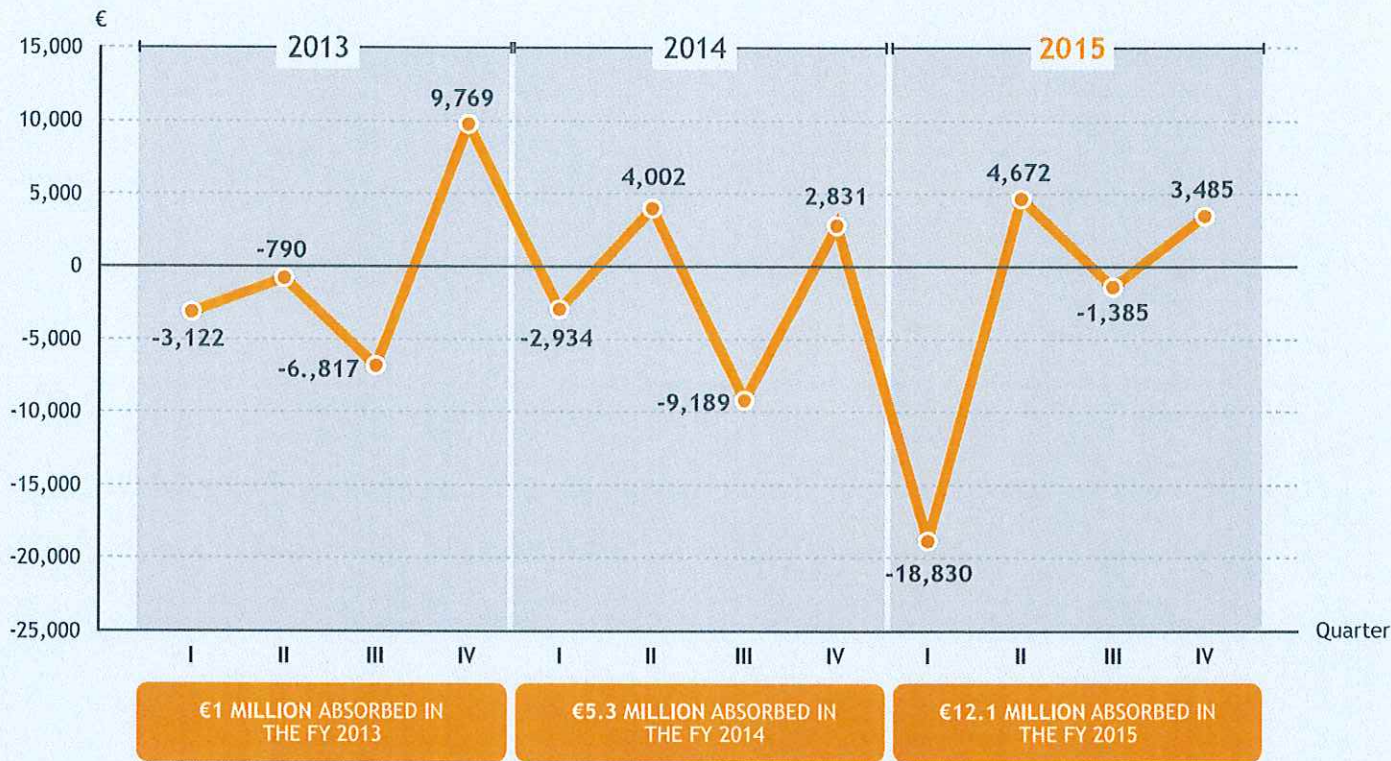
BALANCE SHEET - 31 DECEMBER 2015 VS 2014

VALUES IN €/000	2015	2014
PPE & Intangible assets	83,067	79,584
Goodwill	103,170	102,880
Investments and other non current assets	1,400	985
Deferred tax assets	9,846	9,957
FIXED ASSETS	197,483	193,406
Inventories	93,993	77,504
Trade receivables	86,414	85,664
Trade payables	(78,324)	(77,594)
Advance payments	(21,385)	(16,934)
OPERATING WORKING CAPITAL	80,698	68,640
Other current assets and liabilities	(11,199)	(12,983)
Current tax receivables/payables	(230)	(2,075)
<i>Provisions and Retirement Benefit Oblig.</i>	<i>(23,860)</i>	<i>(23,653)</i>
<i>Deferred tax liabilities</i>	<i>(10,518)</i>	<i>(10,822)</i>
<i>Assets held for sale</i>	<i>284</i>	<i>284</i>
NET INVESTED CAPITAL	232,658	212,797
NET INDEBTNESS	101,747	92,089
NET EQUITY	130,911	120,708
NET EQUITY - GROUP	129,715	119,558
EQUITY - THIRD PARTIES	1,196	1,150
SOURCES OF FINANCE	232,658	212,797



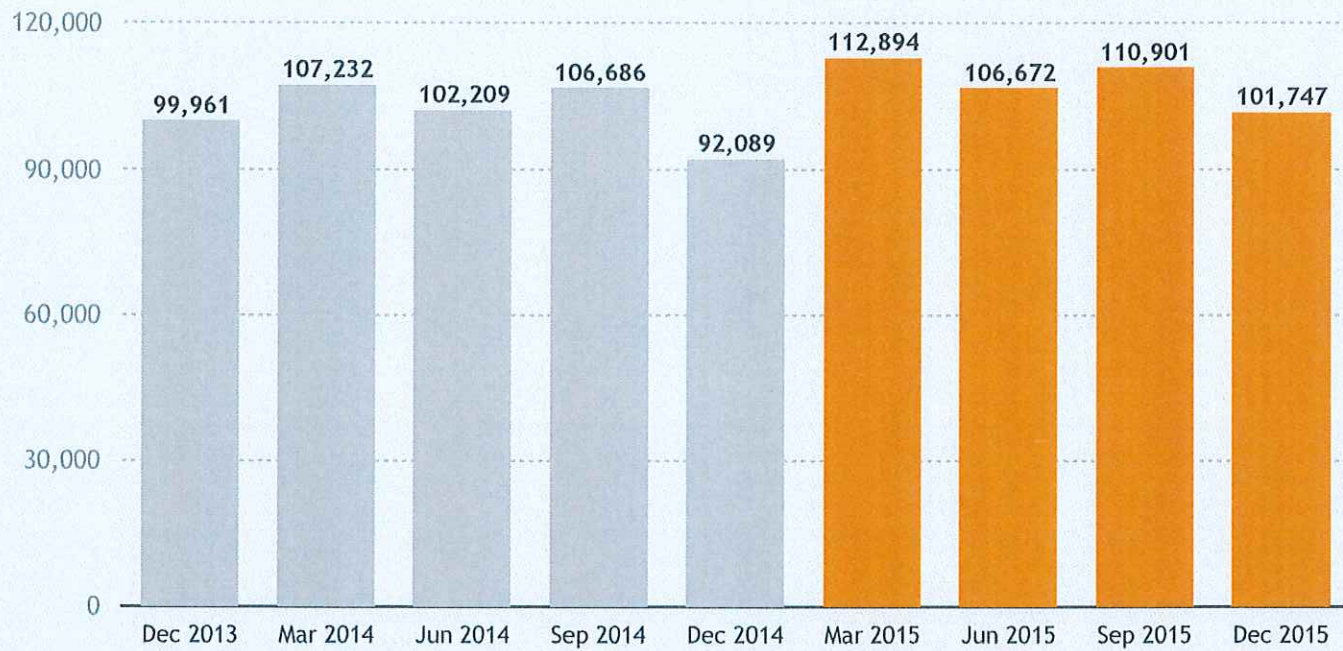
TRADE WORKING CAPITAL

CASH FLOW GENERATED/ABSORBED BY TWC



NET FINANCIAL POSITION

VALUE IN EURO MILLION

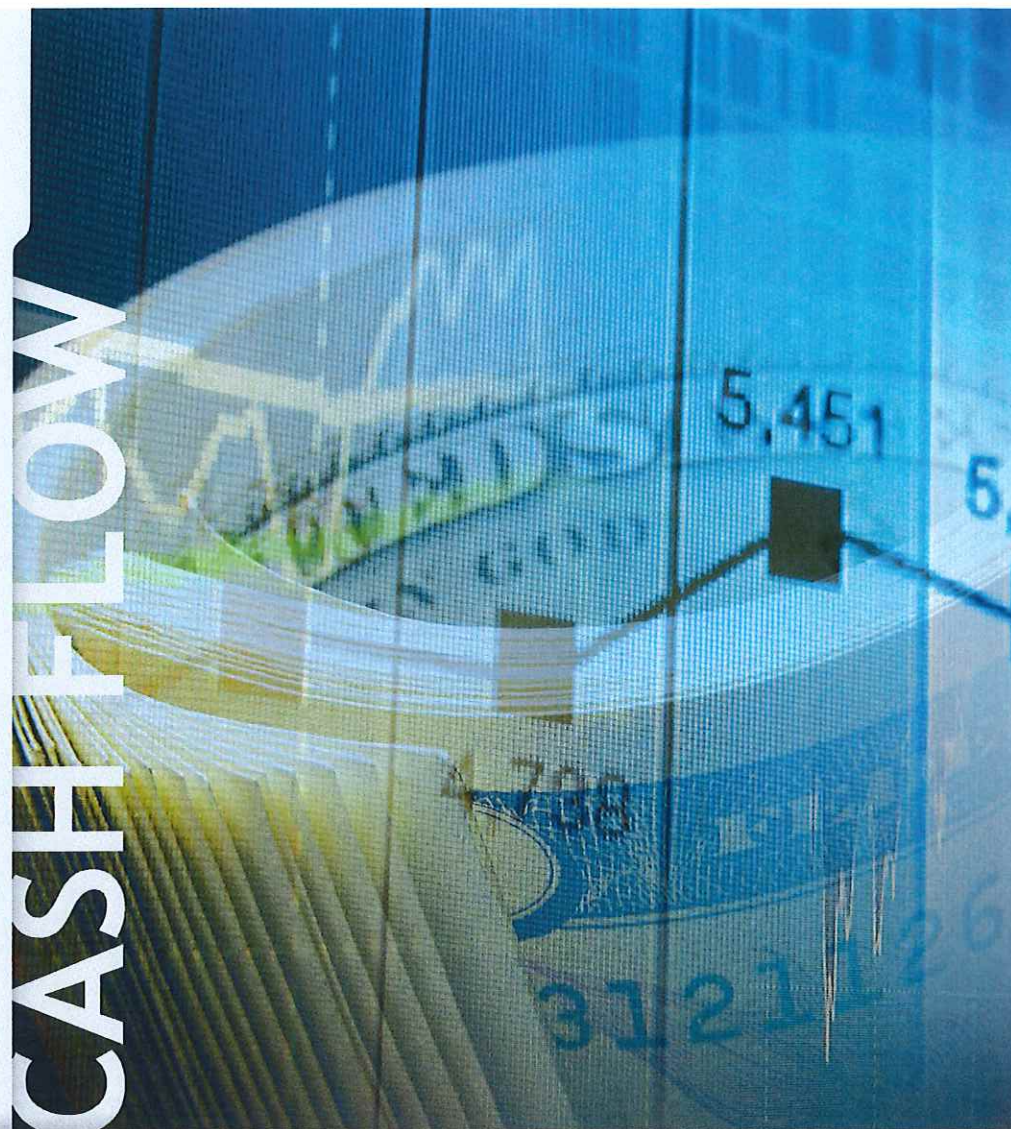


CASH FLOW - 31 DECEMBER 2015

VALUE IN EURO MILLION

NET INDEBTNESS	(92,089)
Net result	5,605
Depreciation & Impairment	13,915
Change in trade working capital	(12,058)
Capitalization of development costs (net of decrease for R&D tax credit)	(10,338)
Net investments in fixed assets (tangible & intangible)	(5,760)
Change in current tax receivables/payables (included DTA/DTL)	(2,039)
Dividends Distribution	(2,097)
Other movements (included other changes in equity)	3,114
Net Indebtness	(101,747)

CASH FLOW



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 2D & 3D LASER MACHINES
- ▶ FIBER LASER
- ▶ DIODE FAB FOR FIBER LASER
COMPETITIVENESS
- ▶ NEW HQ AND TTC IN TORINO
- ▶ ADDITIVE MANUFACTURING



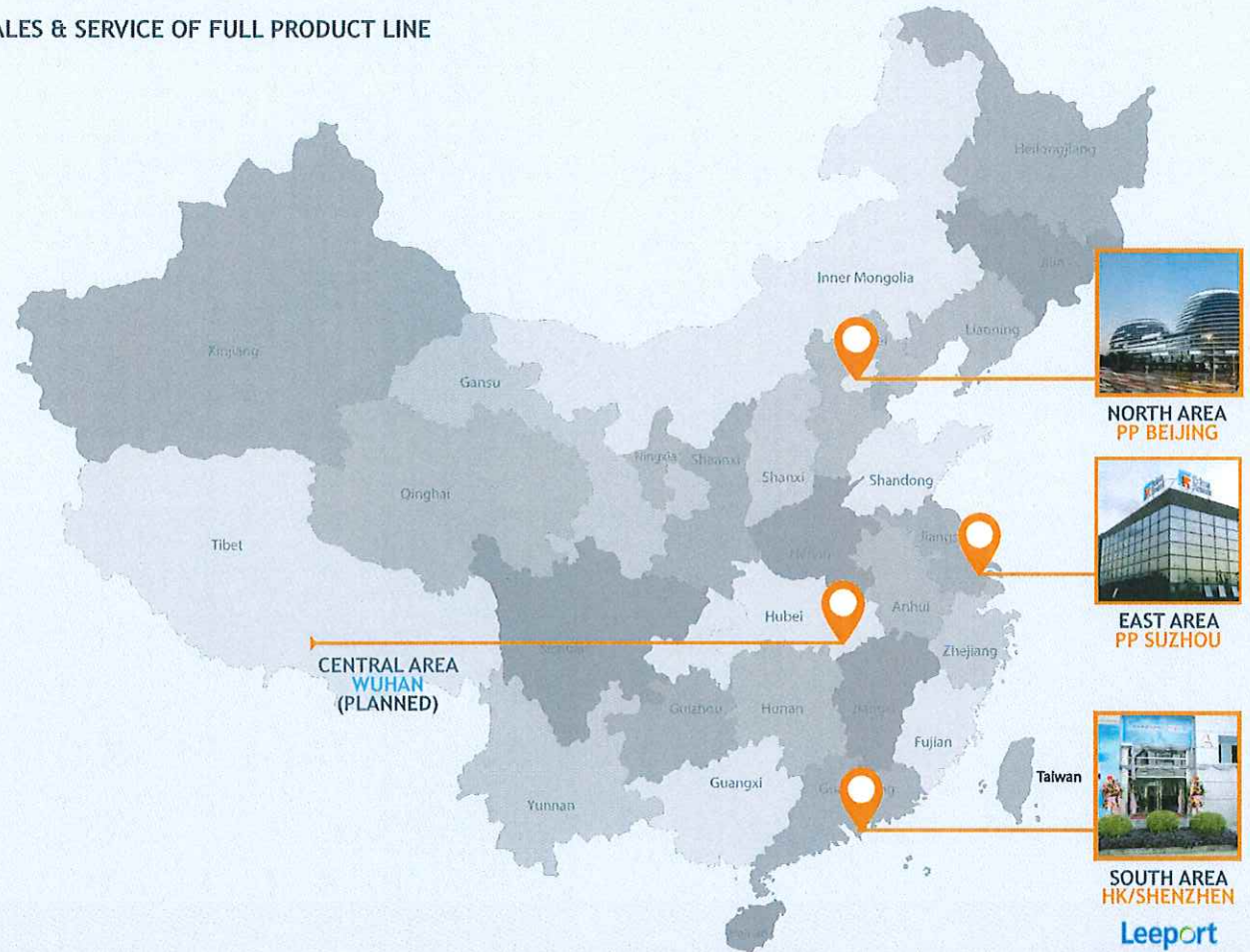


TOTAL INVESTMENT

4.3 M€

CHINA SUZHOU PLANT & NEW SALES/SERVICE ORGANIZATION IN CHINA

SALES & SERVICE OF FULL PRODUCT LINE





NEW 2D & 3D LASER MACHINES
(PLATINO 2.0, LASER GENIUS, LASER NEXT)

TOTAL INVESTMENT
5.2 M€



LASER GENIUS



PLATINO 2.0

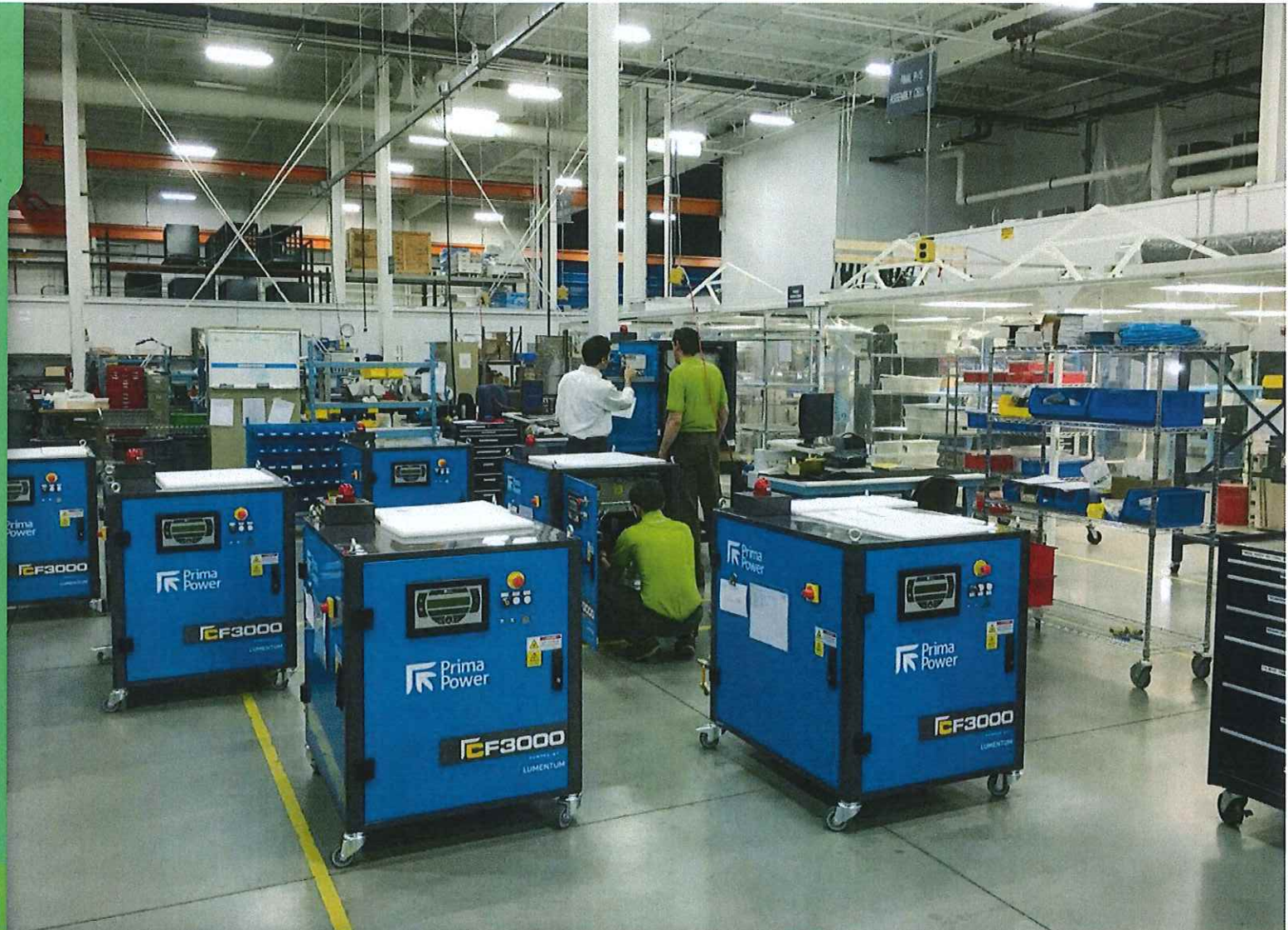


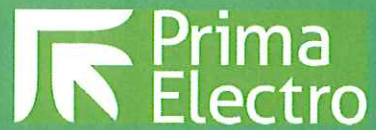
LASER NEXT



3KW, 4KW & 6KW FIBER LASER

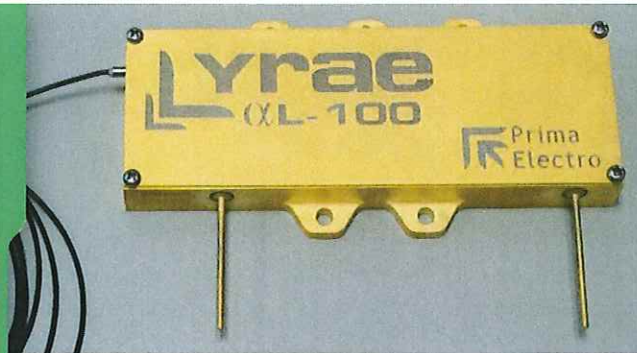
TOTAL INVESTMENT
7.2 M€





DIODE FAB FOR FIBER LASER
COMPETITIVENESS

TOTAL INVESTMENT
7.9 M€



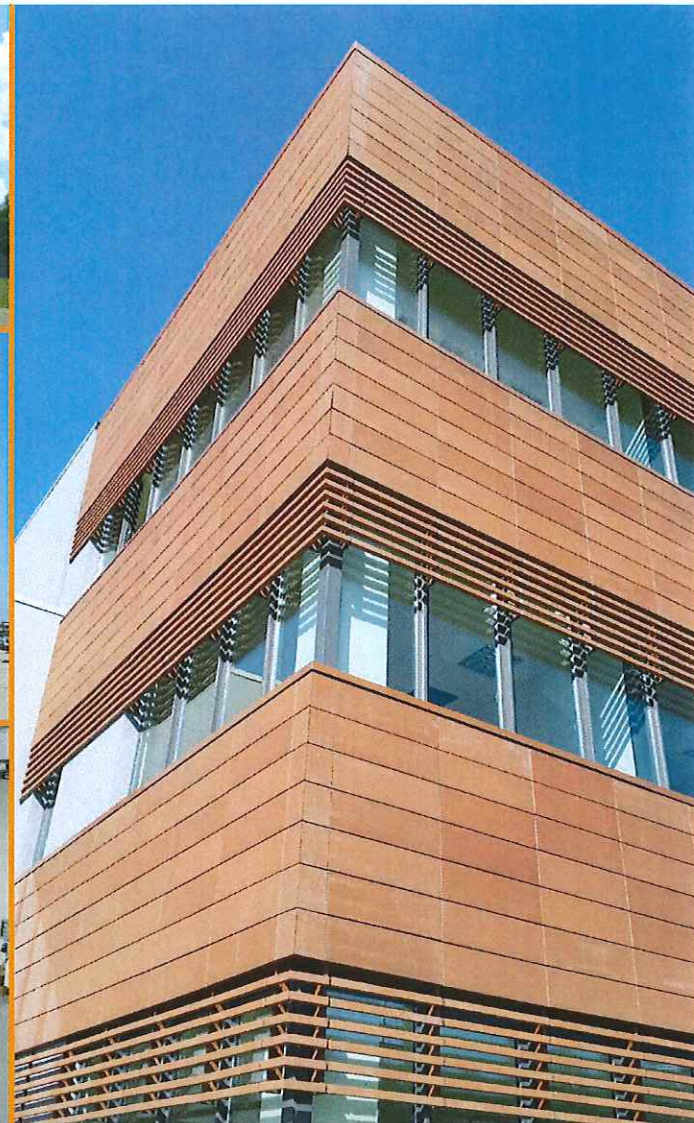
NEW HQ & TTC IN TORINO

TOTAL INVESTMENT
8.5 M€

3D RENDERING



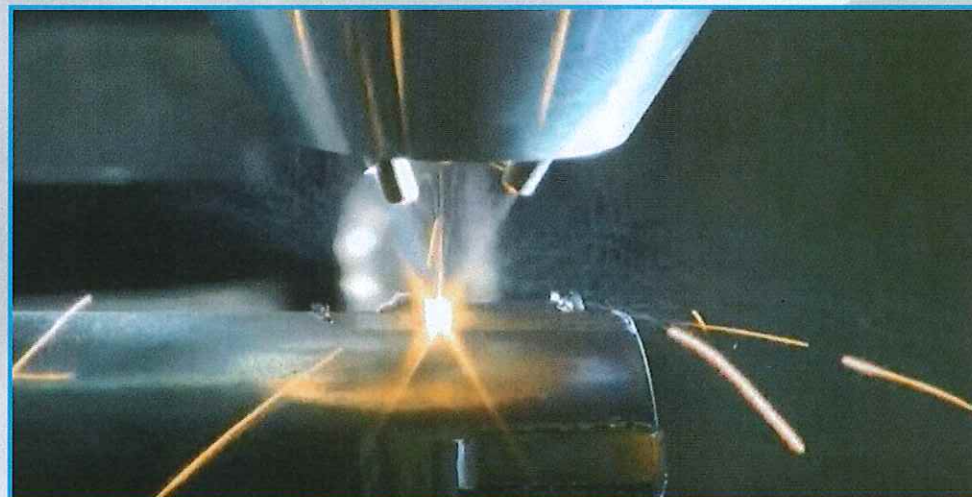
WORK IN PROGRESS, MARCH, 2016





ADDITIVE MANUFACTURING

TOTAL INVESTMENT
2.6 M€





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