



STAR Conference London 2013



London
Stock Exchange Group

October 1st, 2013



Borsa Italiana



Our Group: business sectors

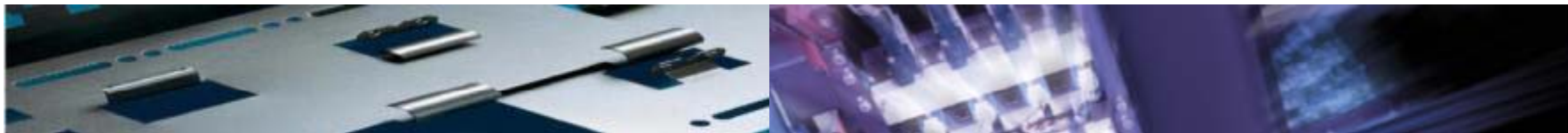


Machinery Division

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.

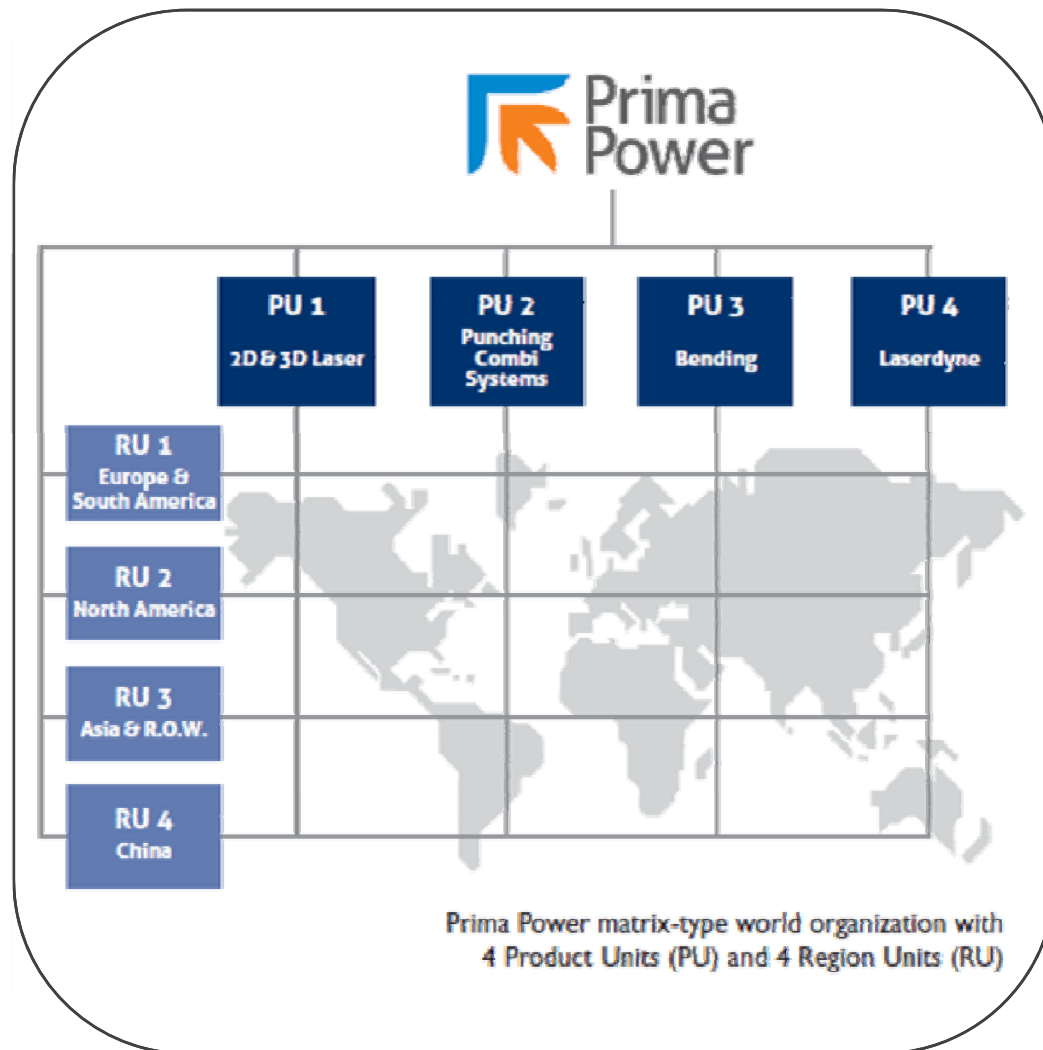
Electronics & laser technologies

Industrial electronics (power and control electronics, numerical controls).
High power CO₂ and Nd:YAG laser sources for industrial applications.

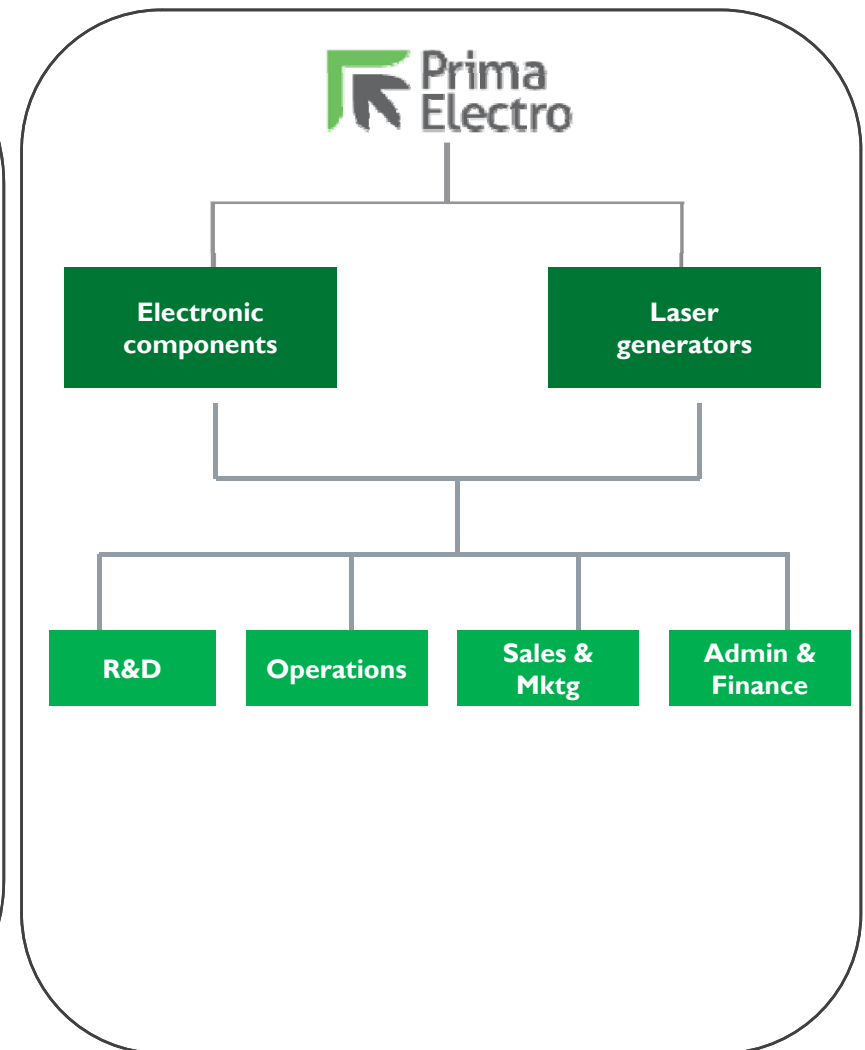




Business sectors' organization



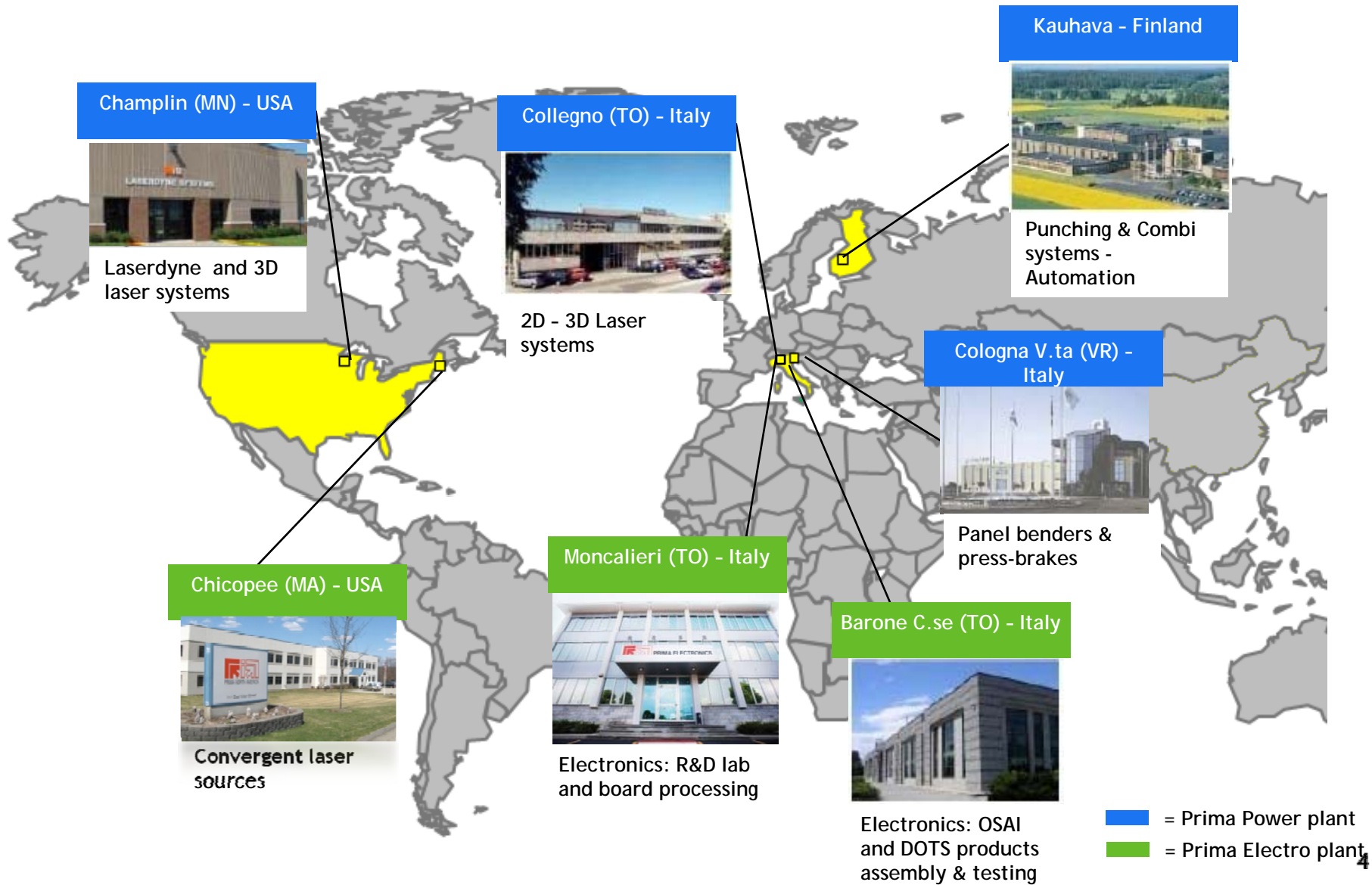
Revenues 2012: ~ 312 M€ (gross of inter sector items)



Revenues 2012: ~ 55 M€ (gross of inter sector items)

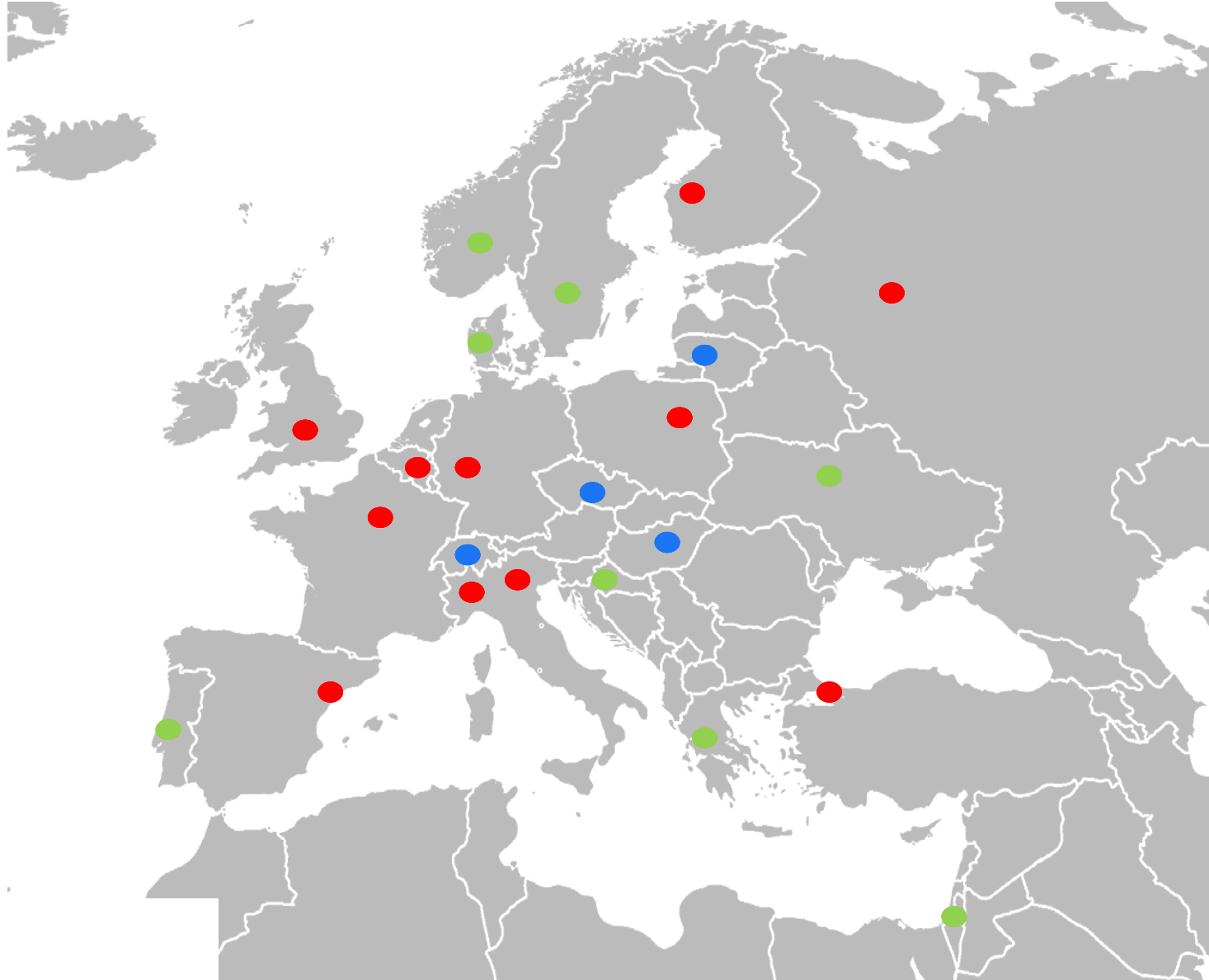


Industrial footprint





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



Prima Power GmbH - Frankfurt
(Germany)

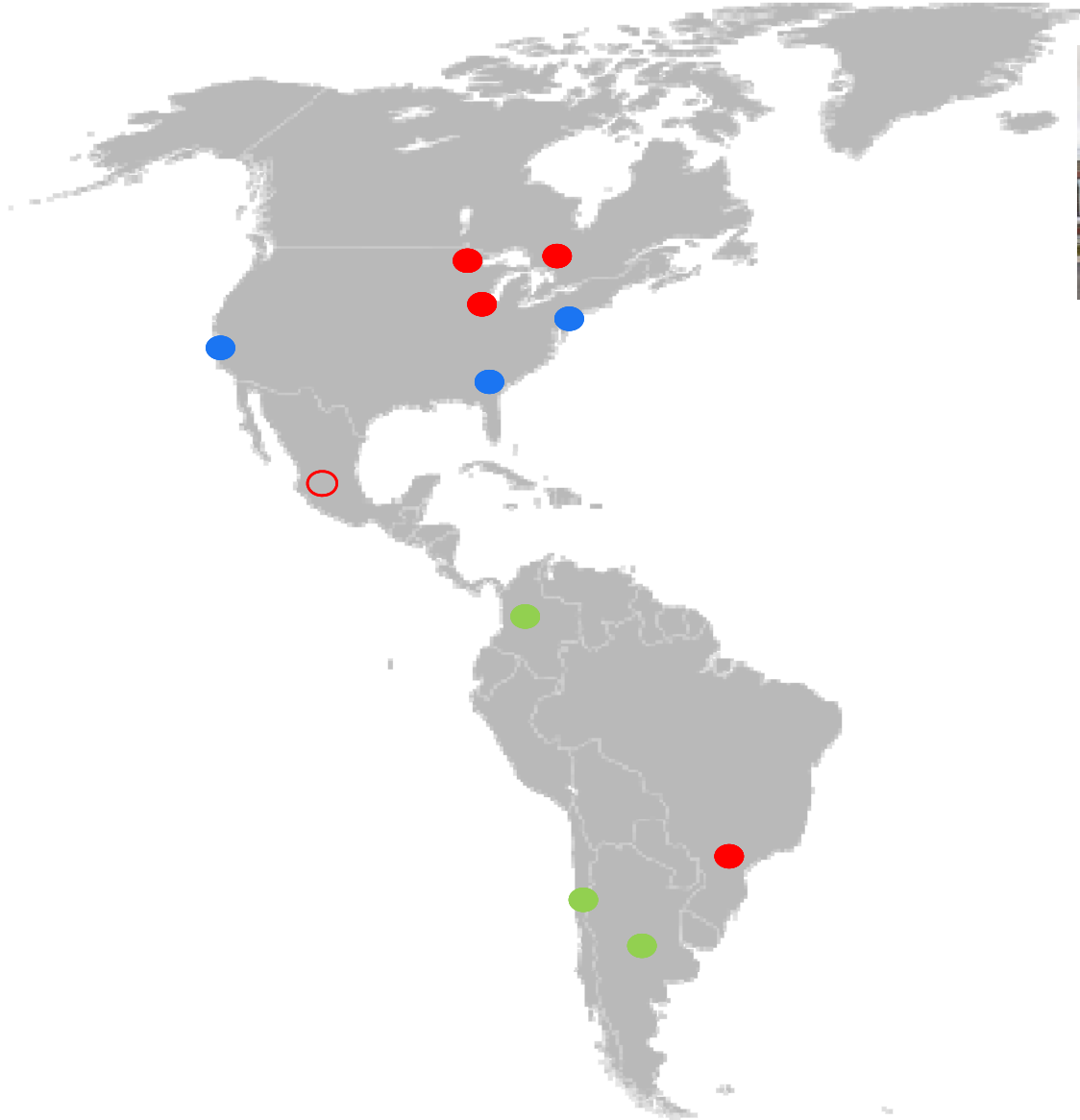


Euroblech Exhibition - 2012

- = subsidiary
- = branch office
- = distributor



Sales & service footprint: North & South America



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

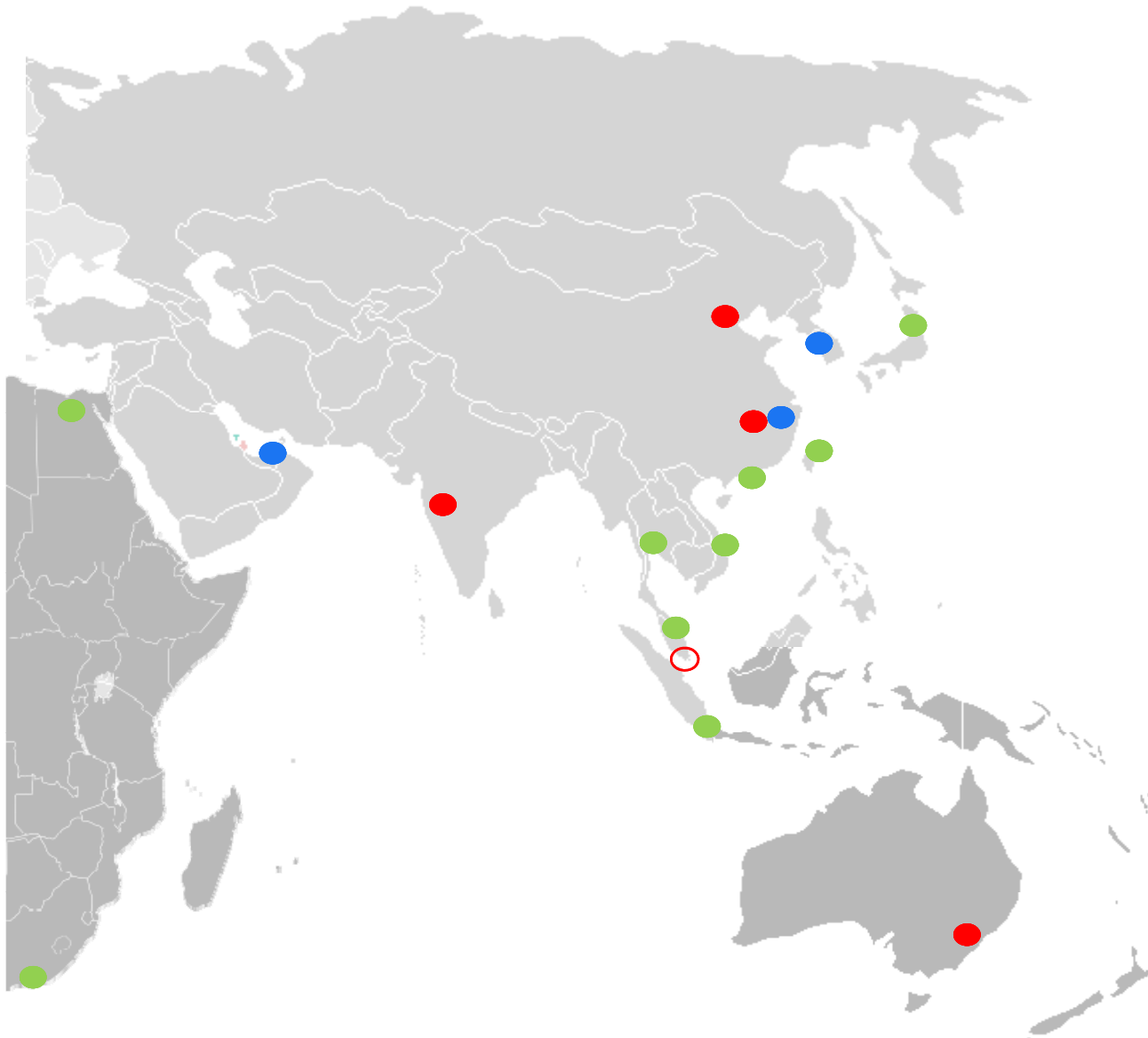


Prima Power North America -
Showroom

- = 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

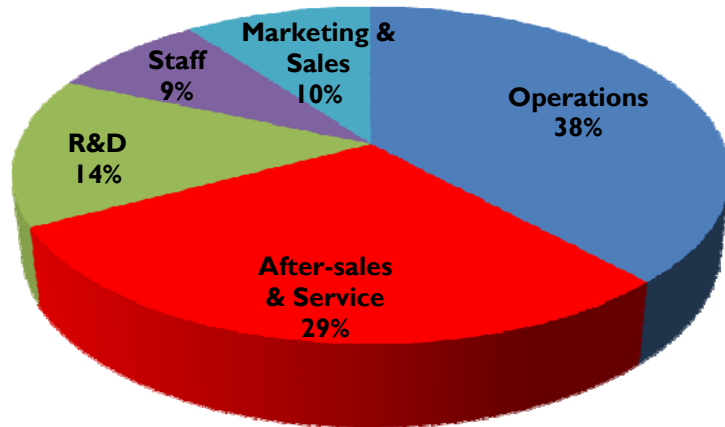
1,500 + Employees worldwide



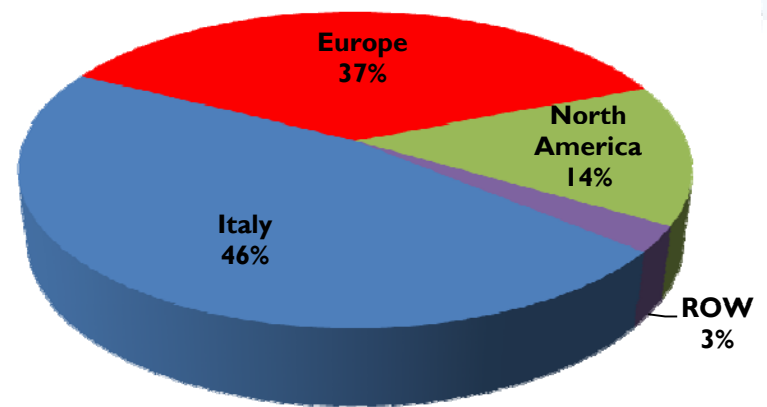


Our people

Headcount by function

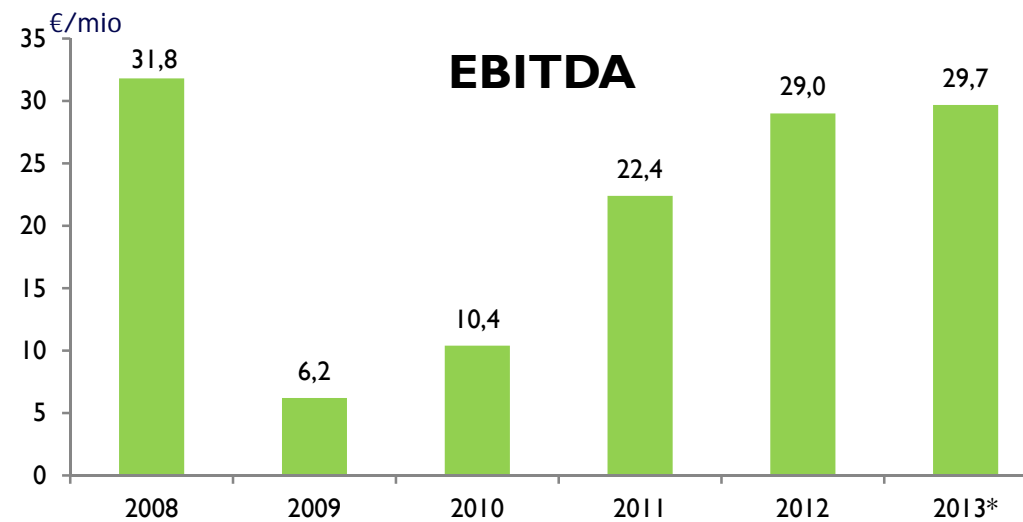
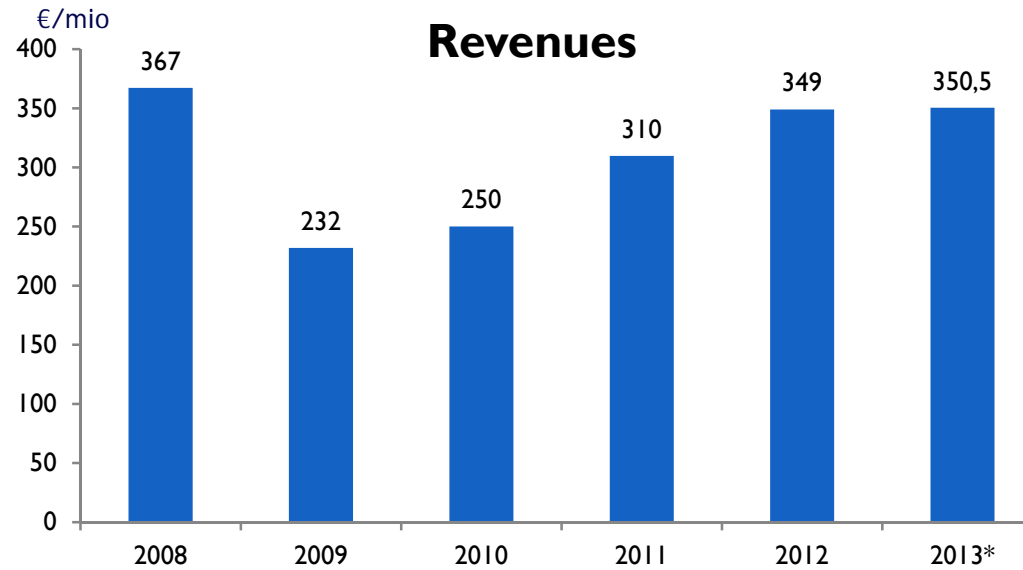


Headcount by geographic area





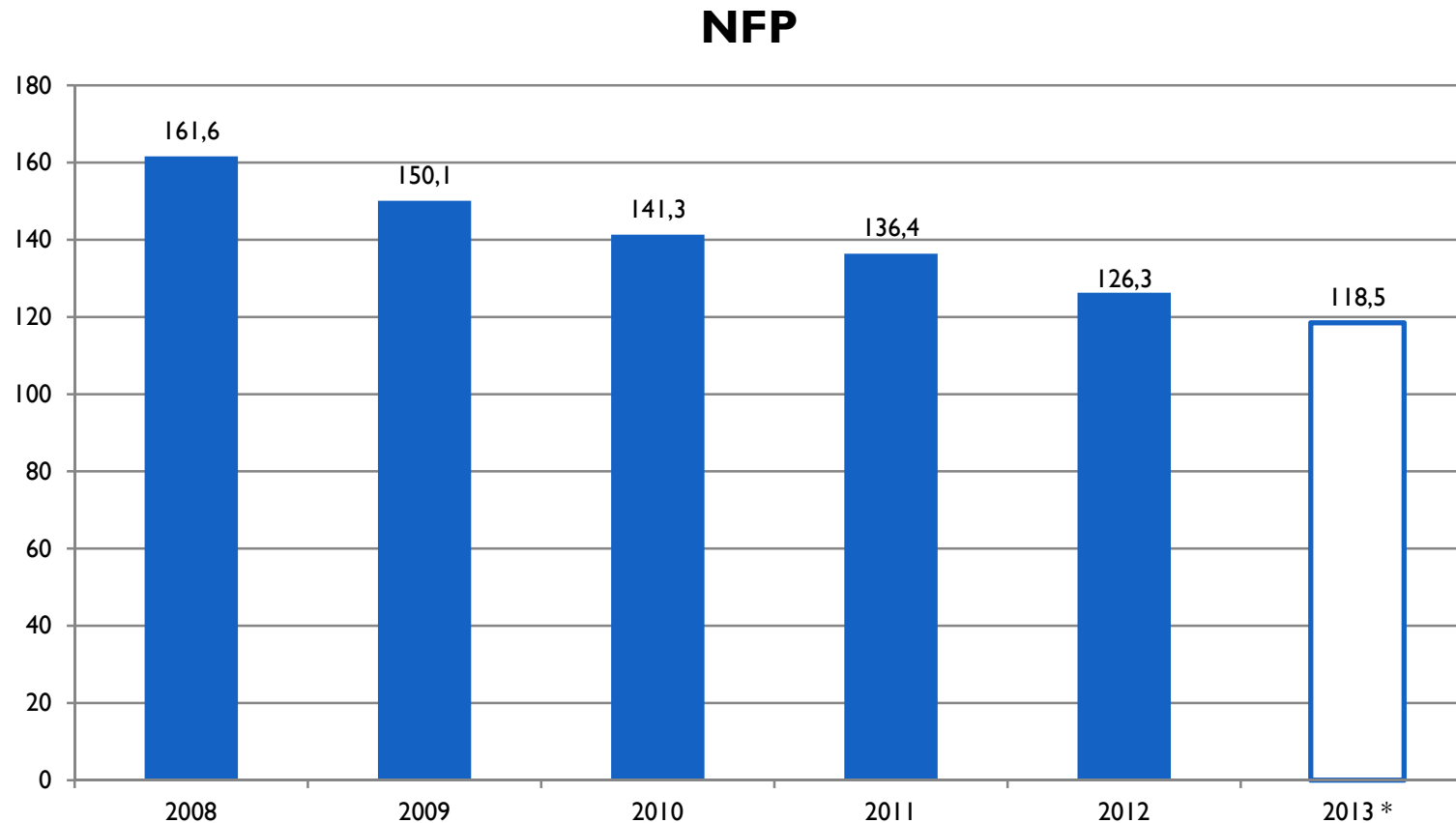
Economic trends



* = according to consensus from  



Net financial position trend



* = according to consensus from  BANCA IMI  UBI Banca

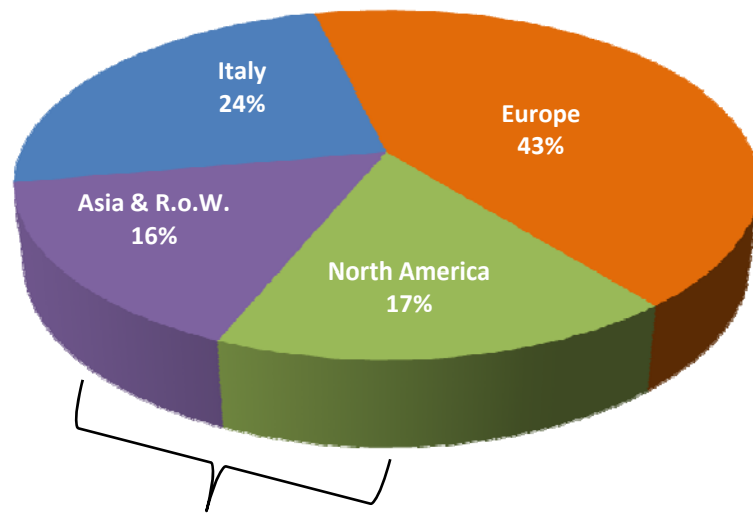
Figures 2013 do not include the effect of the warrants exercise



Geographic trends

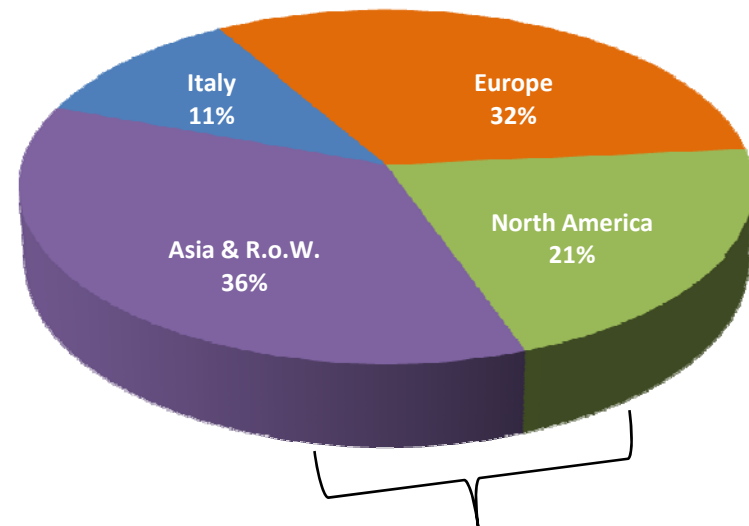
Revenues breakdown

2008



Extra-Europe: 33%

30/06/2013



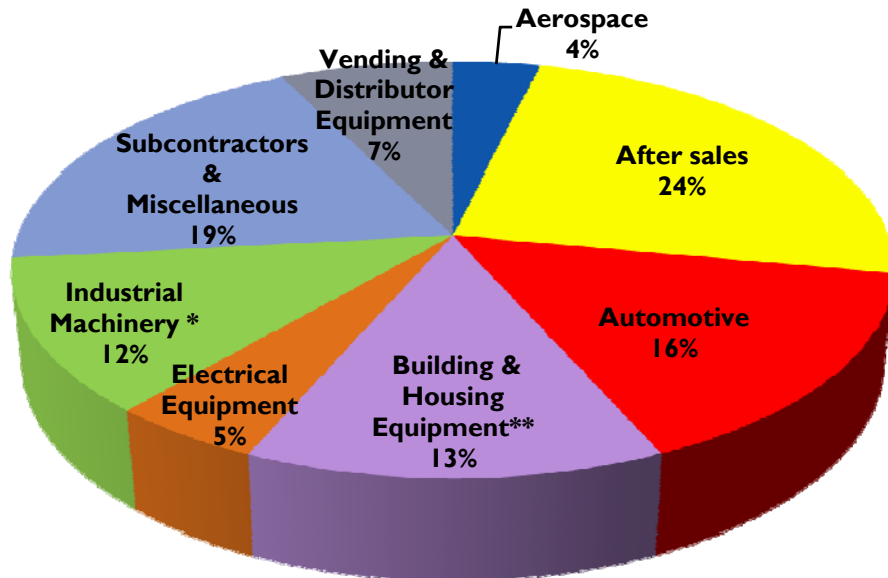
Extra-Europe: 57%



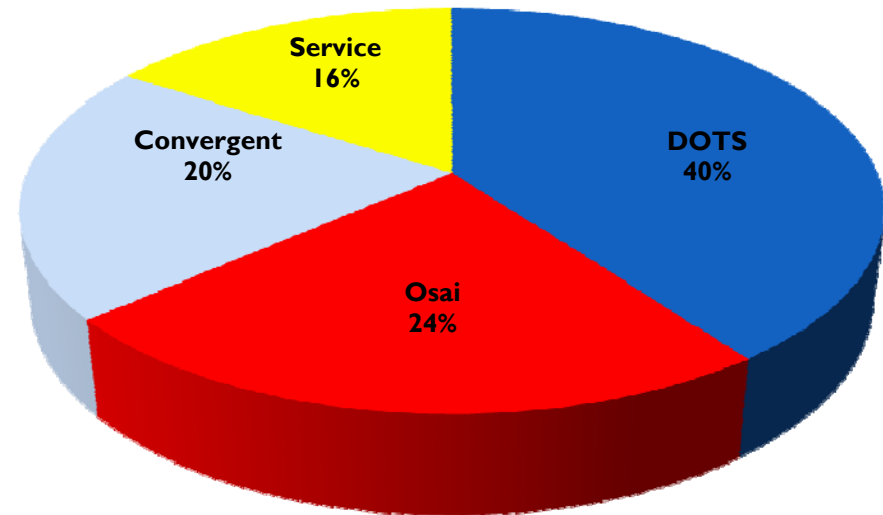
Reference markets



**Revenues by Industry
30/06/2013**



**Revenues by product line
30/06/2013**

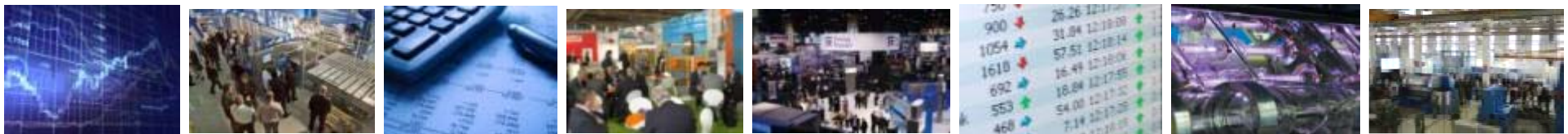


*= including agricultural, construction & industrial machinery

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



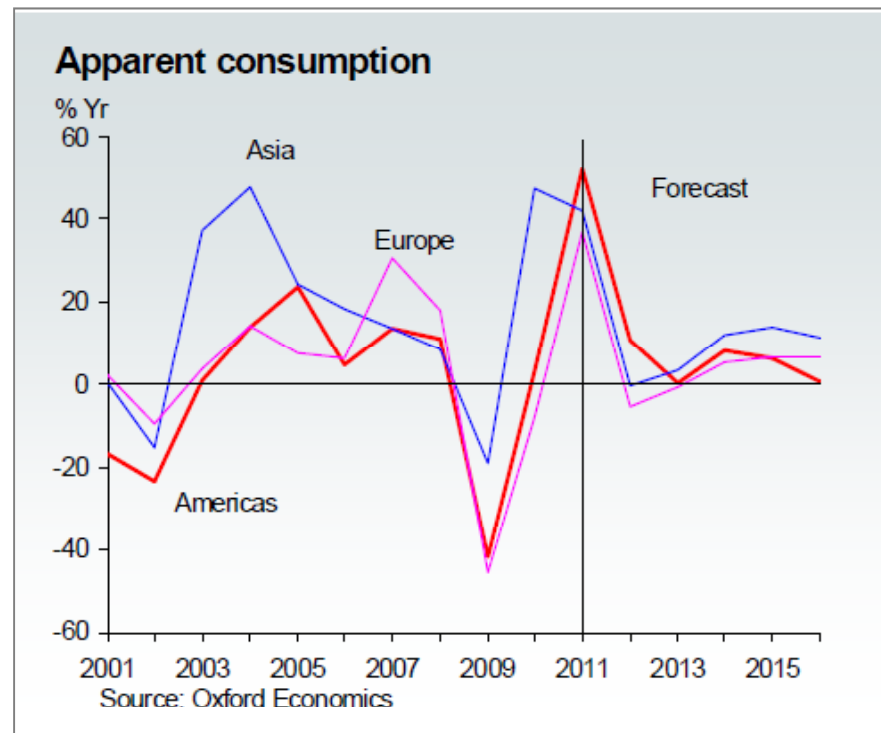
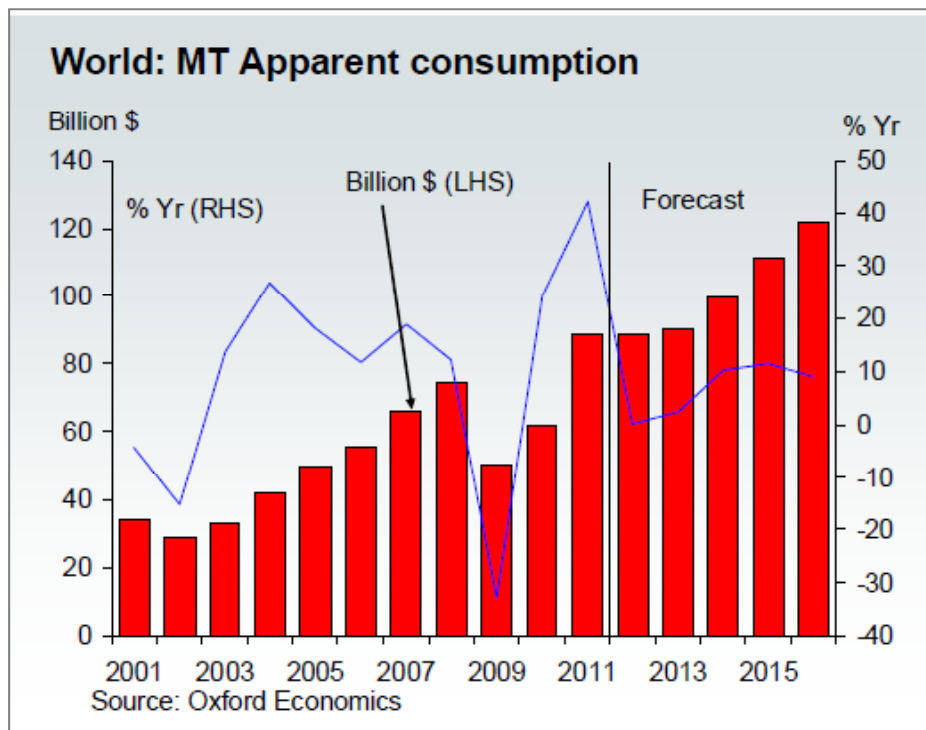
MARKET EVOLUTION AND FINANCIALS





Market trends

Machine Tool consumption expected flat in 2013 on 2012,
but increasing as from 2014

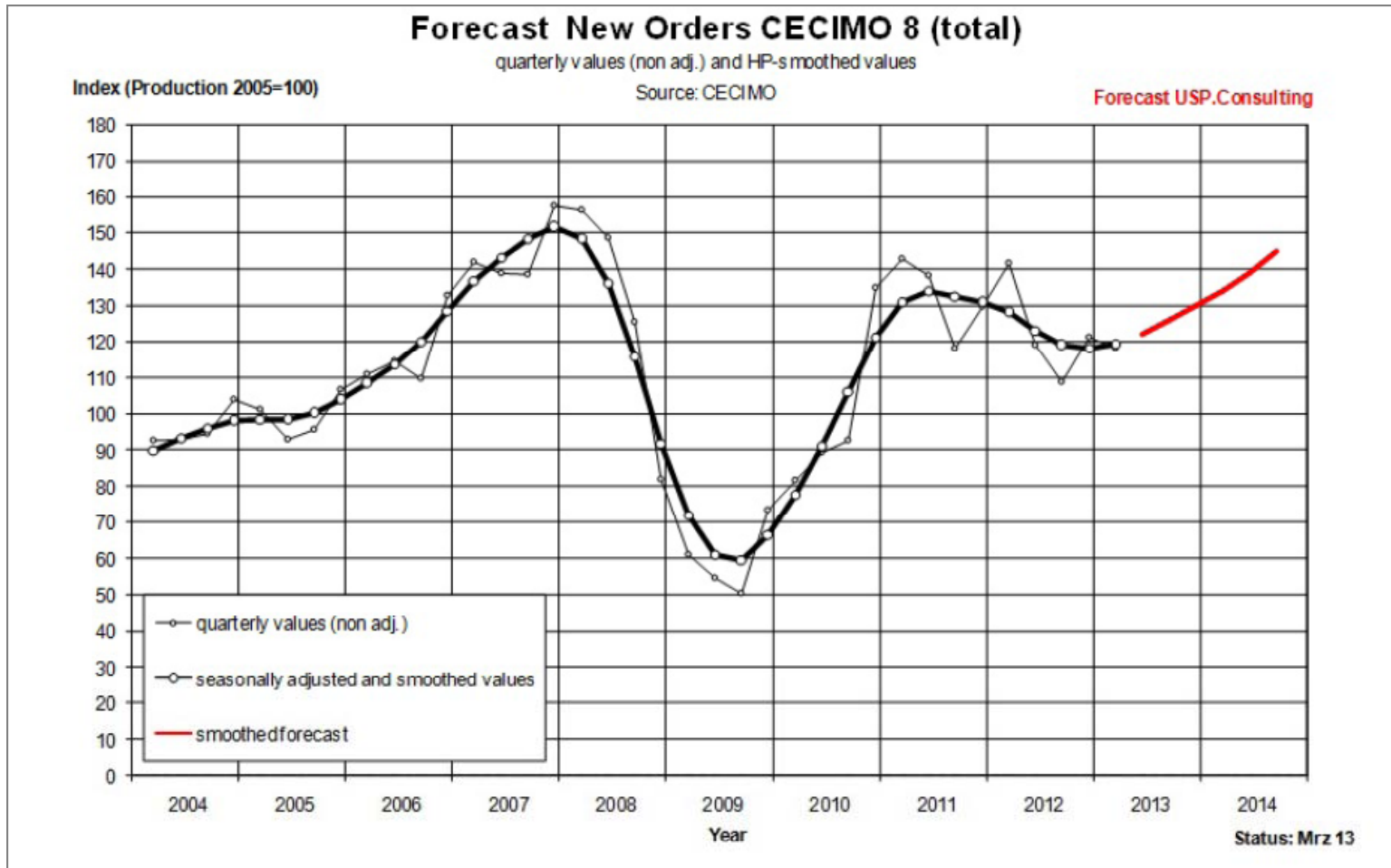


Spring 2013



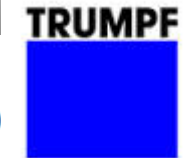
Market trends

Peter Meier's (CECIMO) last forecast confirming market increase in 2014





Competitors trends



	3 months ended	
	30/06/2013	30/06/2012
Revenues	45,2	37
		22%
Miyachi	-5,8	
Sales in Yen	-16,7	-16,9
		-1%
Sales non Yen	22,7	20,1
devaluation Yen		17%
	19,4	
Totale revenues with:		
- same consolidation area		
- stable exchange rates		
	36,1	37
Real change		-2%

TRUMPF: Higher sales despite difficult market conditions

Ditzingen company announces preliminary figures

Ditzingen, July 26, 2013 – In the 2012/13 fiscal year, ending in June, the TRUMPF Group generated sales of 2.35 billion Euro. This corresponds to a small increase of one percent over the previous year's sales of 2.33 billion Euro. This annual sales figure is the highest in the Ditzingen company's 90-year history.

Orders received at TRUMPF during 2012/13 remained at the previous year's figure of 2.33 billion Euro (after 2.35 billion Euro in the previous year). As far as the result is concerned, TRUMPF is expecting a lower figure: "We are expecting a pre-tax result lower than that of the previous year," said Nicola Leibinger-Kammüller. In 2011/12 the company achieved a pre-tax result of 211 million Euro.

conzzeta



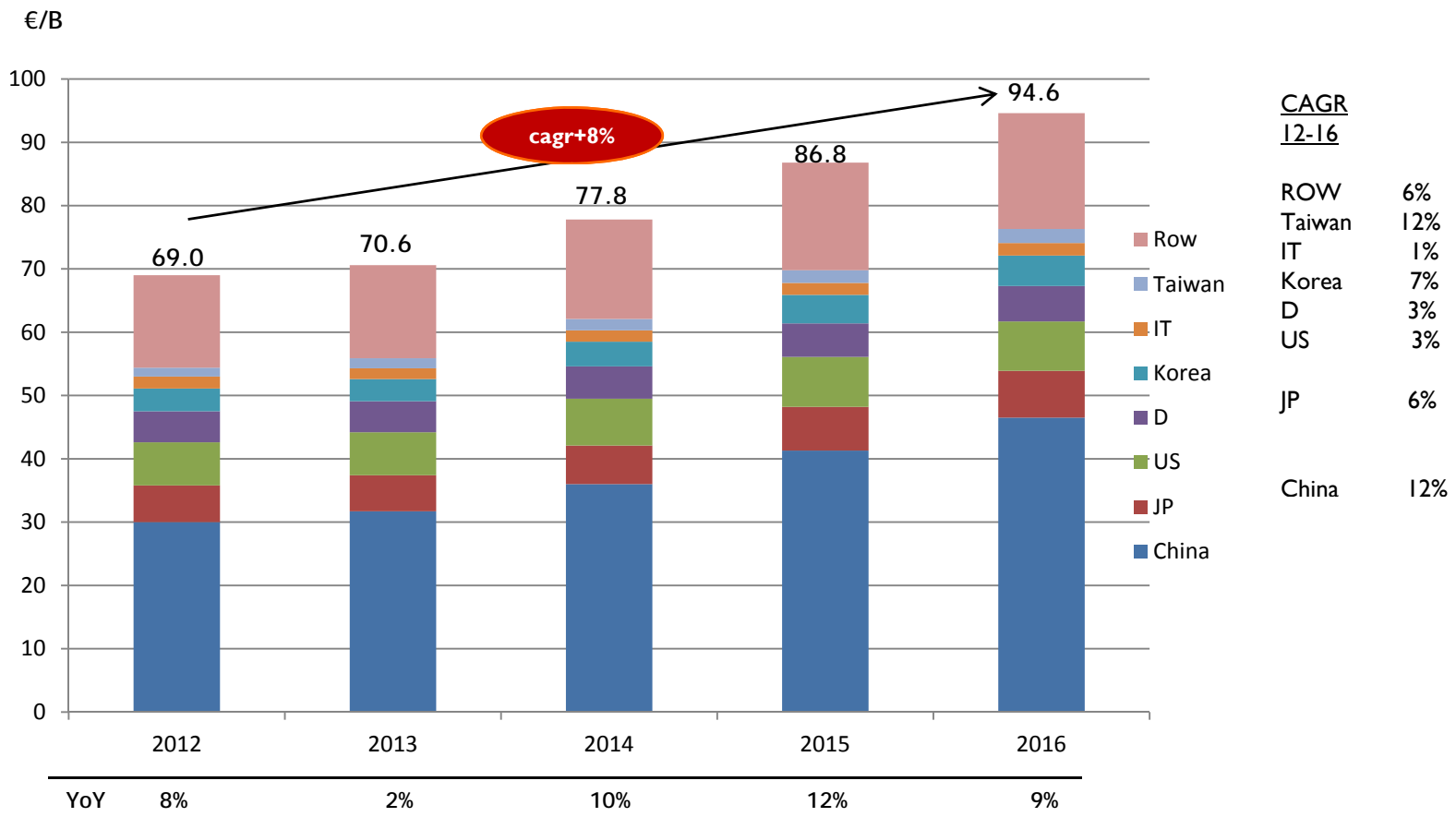
Half-Year Report at June 30, 2013: Revenue and result at previous year's level

The **Sheet Metal Processing Systems business unit (Bystronic)** generated net revenue of CHF 254.6 million in the first half of 2013, a rise of 1.9% on the same period of last year (CHF 249.9 million). In terms of local currencies revenues remained unchanged.



Market growth forecast

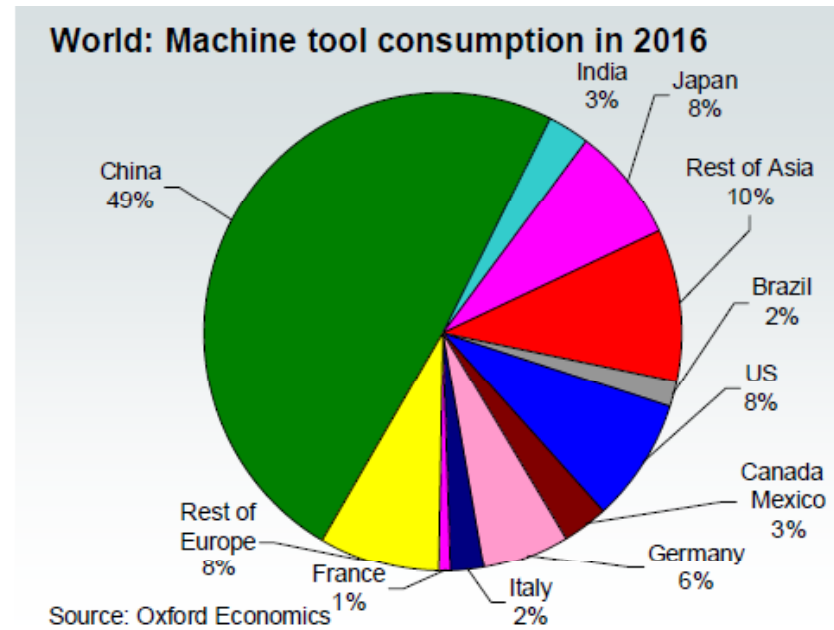
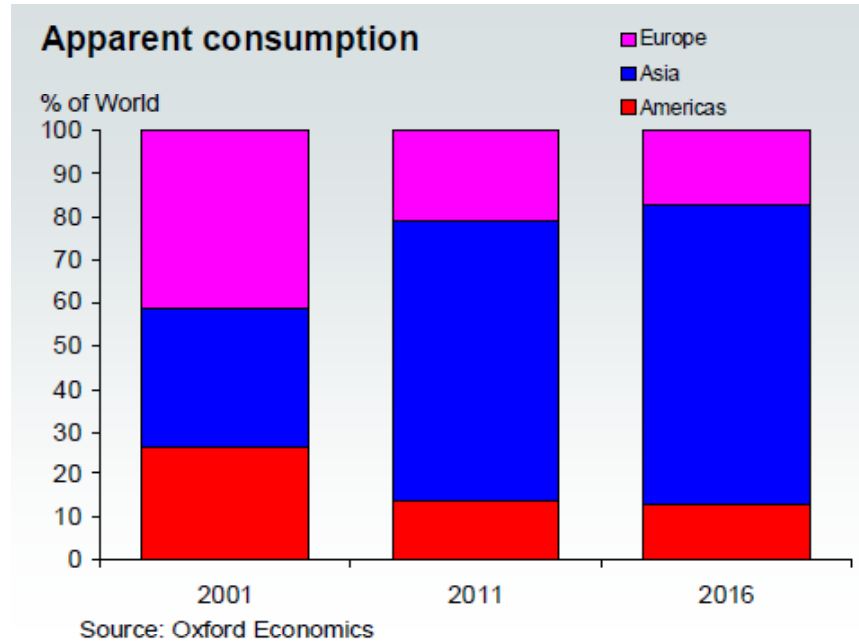
Machine Tool Market Evolution



(Source: Oxford Economics)



Machine tool market by geography





Prima Power strategy for the Chinese machine tool market

3D LASERS
FOR AUTOMOTIVE & AEROSPACE



Rapido®



Lasergyne®



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



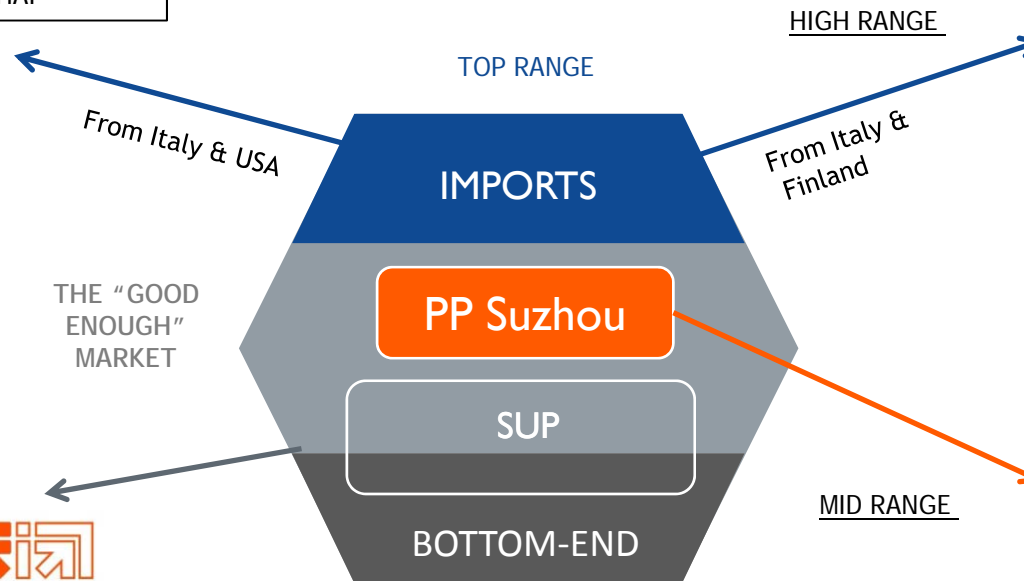
SGe



BCe



Systems



SHANGHAI UNITY PRIMA (SUP)
(5% OWNED)
• SHANGHAI



Platino®
(CO2 & Fiber)



E5X
E6X



Prima Power Suzhou - Preliminary rendering

First phase

- ~ 7,500 sqm of which:
 - ~ 4,700 sqm Plant
 - ~ 1,350 sqm Offices
 - ~ 1,350 sqm Showroom
 - ~ 100 sqm Auxiliaries

Second phase


- ~ 4,000 sqm additional Plant

Suzhou, Wujiang Economic & Technological Development Zone





Prima Power Suzhou Co. Ltd. main figures

 PRIMA POWER SUZHOU CO. LTD.	
Registered capital	50,000,000 RMB
Investors	PRIMA INDUSTRIE 51% Jinghai Group Ltd. 30% Leeport Machine Tool Co. Ltd. 19%
Products involved	Platino (2D laser machine) E5X, E6X (punch press)
Expected number of employees	> 100 people
Expected revenues (within 2017)	> 300,000,000 RMB
Expected EBITDA (within 2017)	> 15%



Financial statements as at Jun. 30, 2013

BALANCE SHEET

(figures in Euro thousand)	30/06/2013	31/12/2012 (*)
Tangible assets	24,068	24,345
Intangible assets	151,015	151,395
Other non current assets	7,990	7,281
Non current assets held for sale	1,670	4,130
NON CURRENT ASSETS	184,743	187,151
Inventory	87,477	81,084
Trade receivables (net of down payments)	54,689	53,710
Trade payables	(75,863)	(72,404)
Other current assets	16,521	11,357
Other liabilities	(44,539)	(43,436)
Employee's severance indemnity	(7,703)	(7,629)
NET WORKING CAPITAL	30,582	22,682
NET DEBT	130,677	126,279
NET EQUITY	84,648	83,554

(*) = 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.



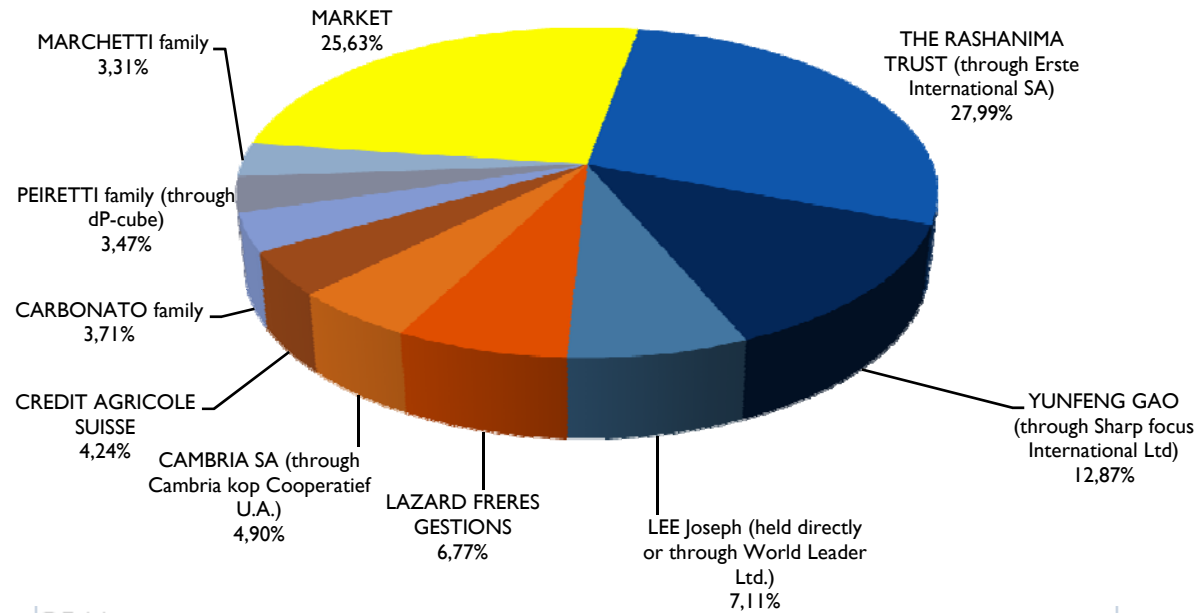
Financial statements as at Jun. 30, 2013

PROFIT & LOSS

(figures in Euro thousand)	30/06/2013	30/06/2012
SALES	161,945	163,525
VALUE OF PRODUCTION	172,867	177,592
EBITDA	11,354	11,219
% on sales	7.0%	6.9%
EBIT	5,433	5,685
% on sales	3.4%	3.5%
EBT	579	1,986
% on sales	0.4%	1.2%
NET INCOME	(221)	310
% on sales	(0.1)%	0.2%



Stock price trend & shareholders





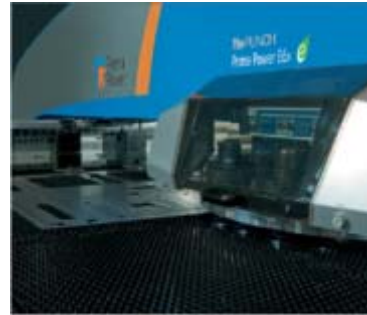
PRODUCTS & CUSTOMERS





Prima Power: product range

The Punch



The Punch

The Laser



The Laser

The Bend



The Bend

The Combi



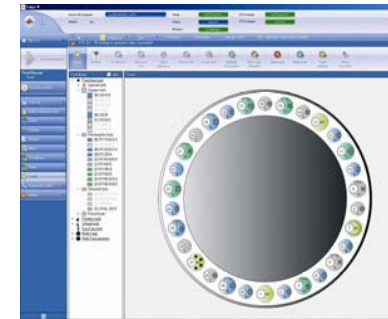
The Combi

The System



The System

The Software



The Software



Prima Power - selected customers







Prima Power - selected customers



STILL
NISSAN FORKLIFT
Linde
Jurop
TORO

Miscellanea

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

Contract manufacturing

EATON
MECANOVA
Nu-Way Industries, Inc.
ALFOM GROUP
METALLISET GROUP
Hiosa Grupa Convarri
LASERLAM
SANMINA-SCI
FOXCONN
SIDERSTAMP S.A.S.
VG
VERONALAMIERE Centro lavorazione lamiera
SIDERURGICA LUCHESE s.r.l.
dinamic
cnc cnc plât
ANACONDA



Electrolux
Whirlpool
WOLF
HAAKON INDUSTRIES
RIELLO
HUSKVARNA
Miele imperial Halton
KESSEBÖHMER
KOJA
ARISTON NOVENCO
Dantherm Filtration
systemair



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
CRF
CENTRO MICROELETTRICI
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

PAOLINO BACCETTI
scmgroup
fornitore certificato
certified supplier
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 Tools
DENVER
COMANDULLI
MARCHETTI
CREATIVE POWER
FOR STONE PROCESSING

Defence & Aerospace

SAAB
SAAB