



STAR CONFERENCE - Milan

26 March 2013





Our Group: business sectors

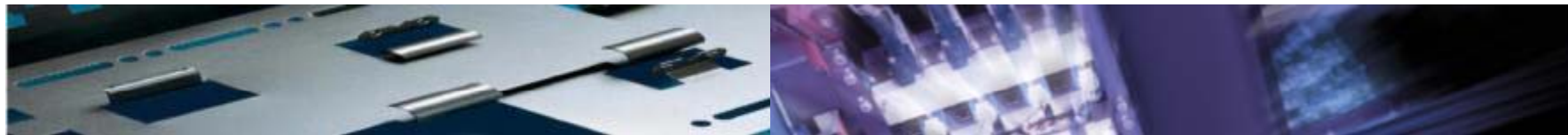


Machinery Division

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.

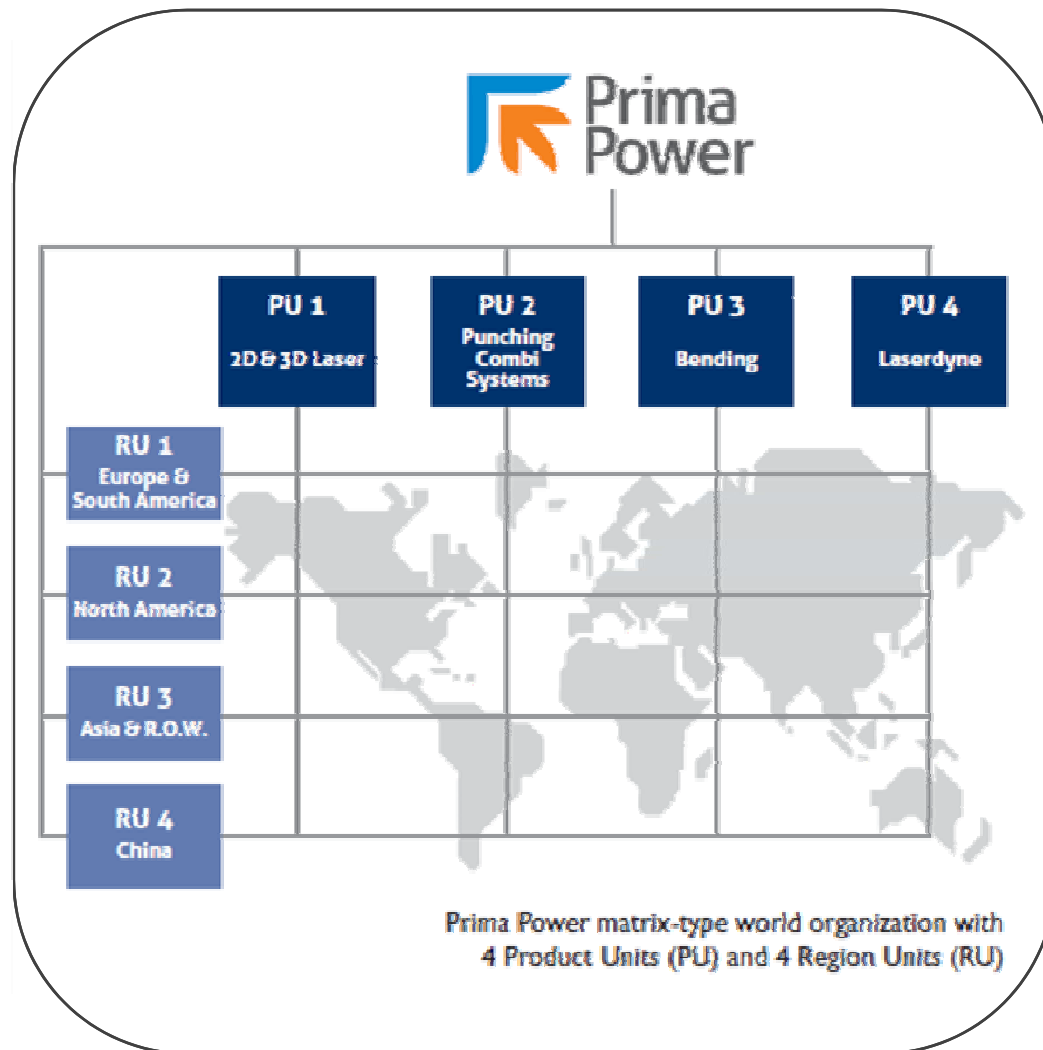
Electronics & laser technologies

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

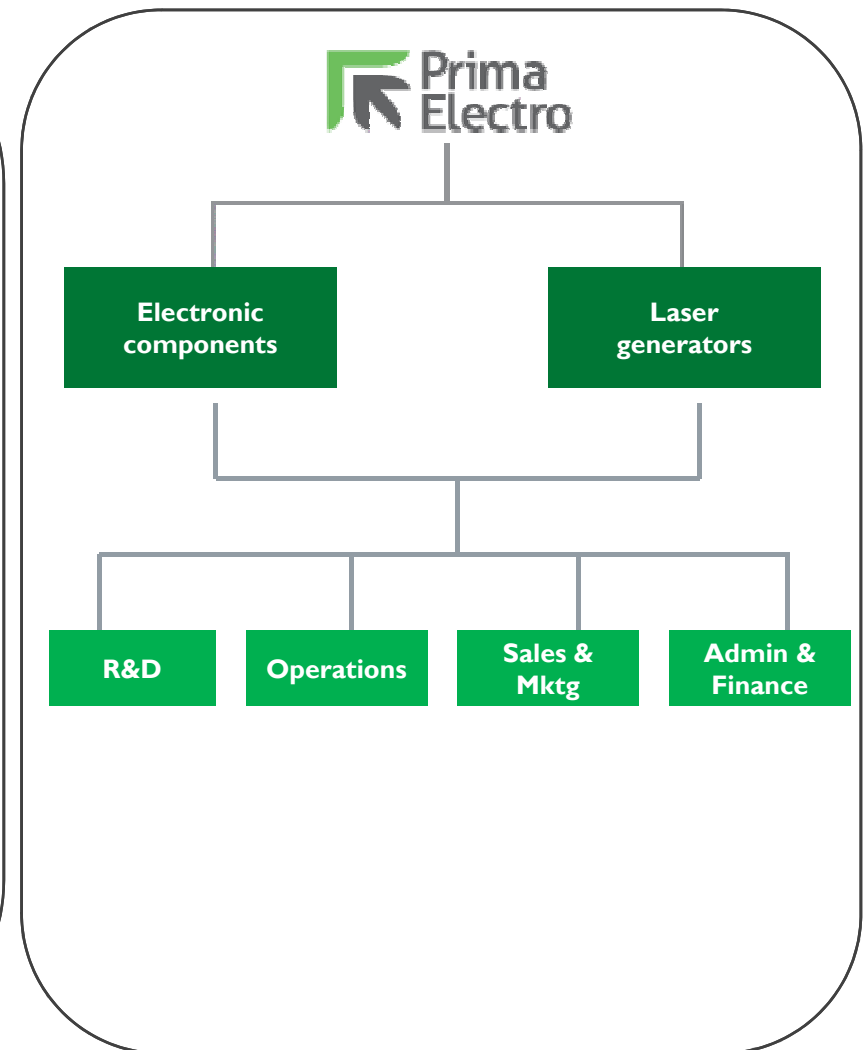




Business sectors' organization



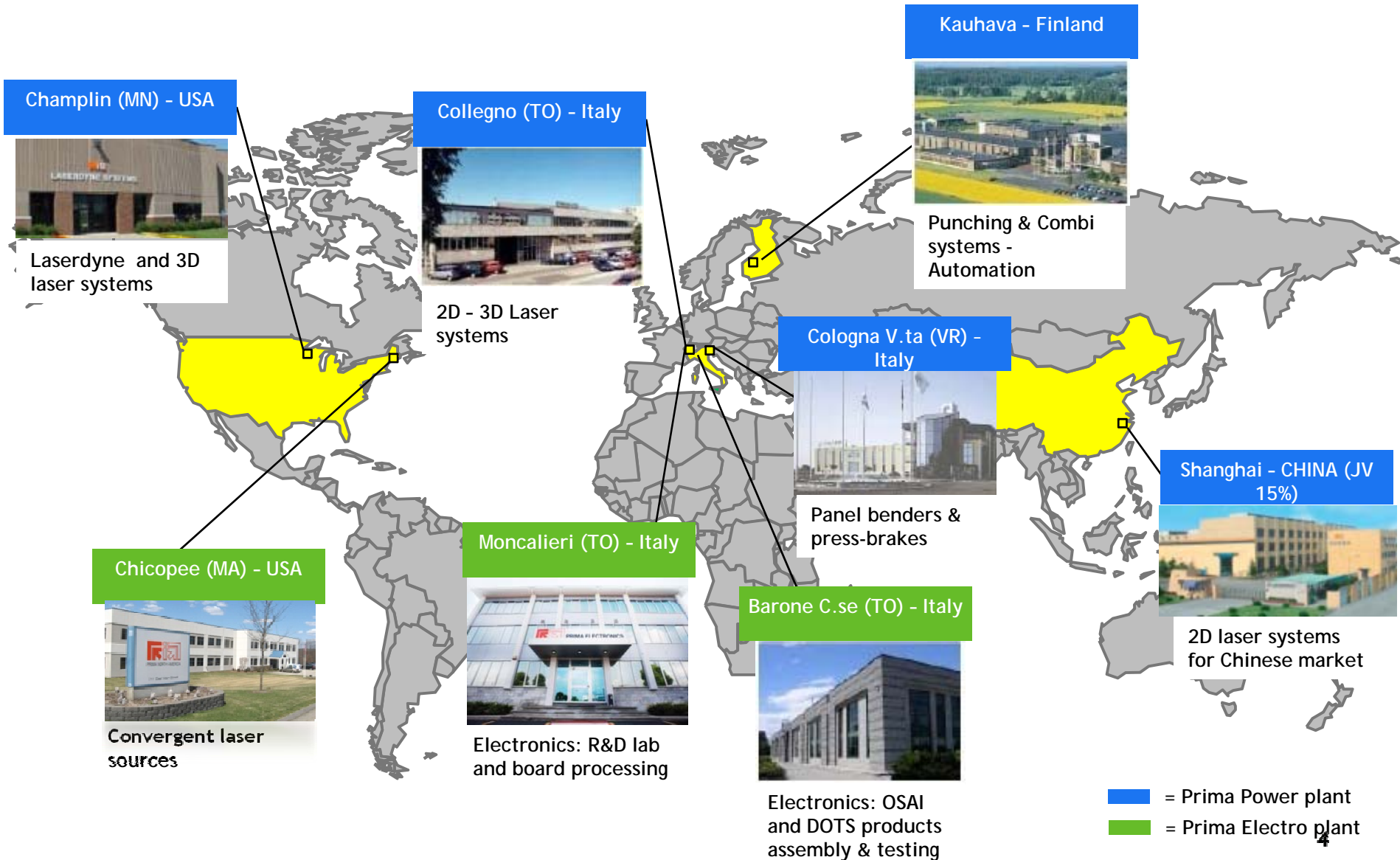
Revenues: ~ 312 M€ (gross of inter sector items)



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



Manufacturing plants: 1 plant = 1 mission





Our people

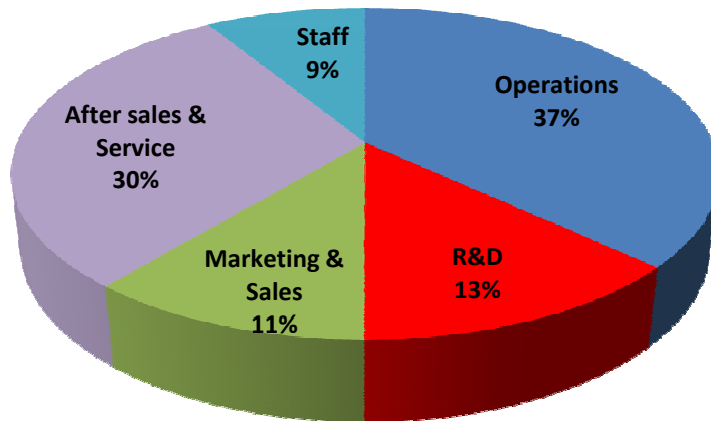
1,500 + Employees worldwide



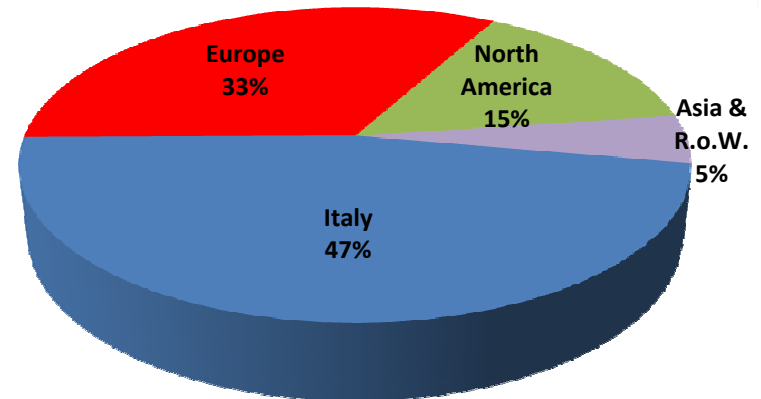


Our people

Headcount by function



Headcount by geographic area

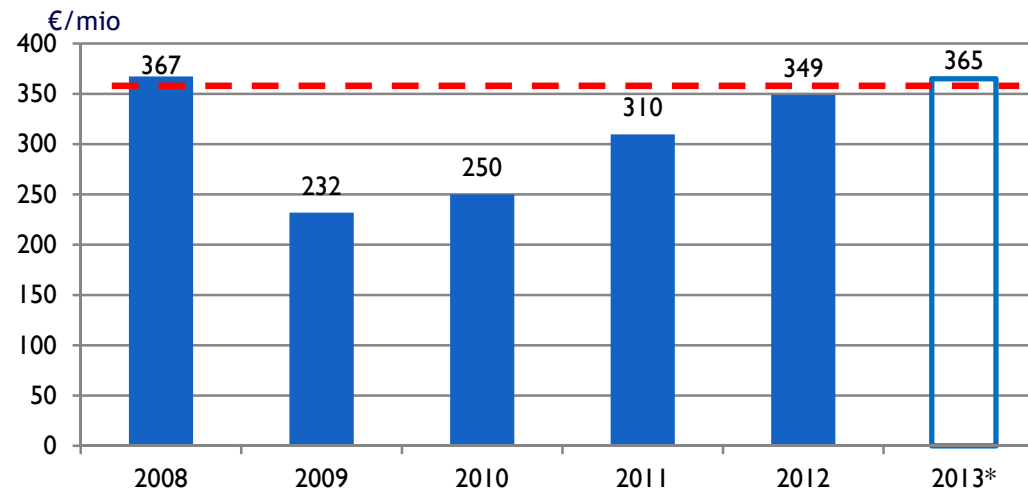




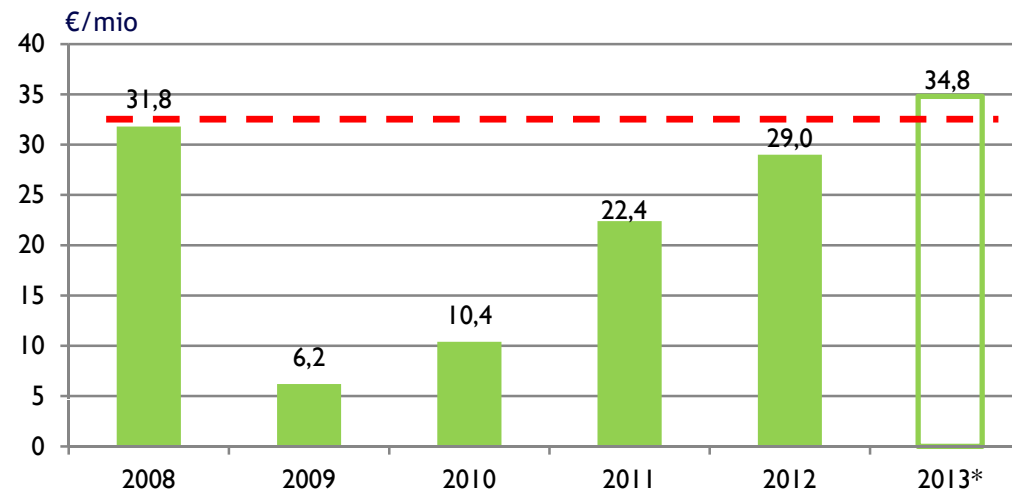
Economic trends



Revenues



EBITDA



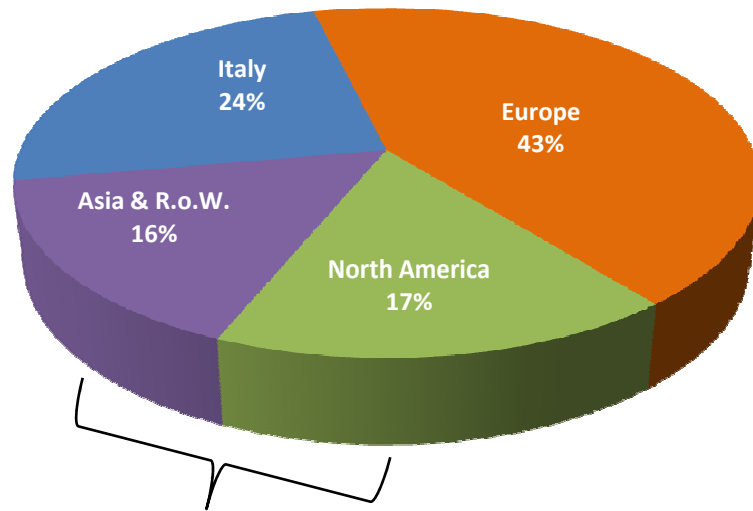
* = according to Banca IMI research dated March 14, 2013



Geographic trends

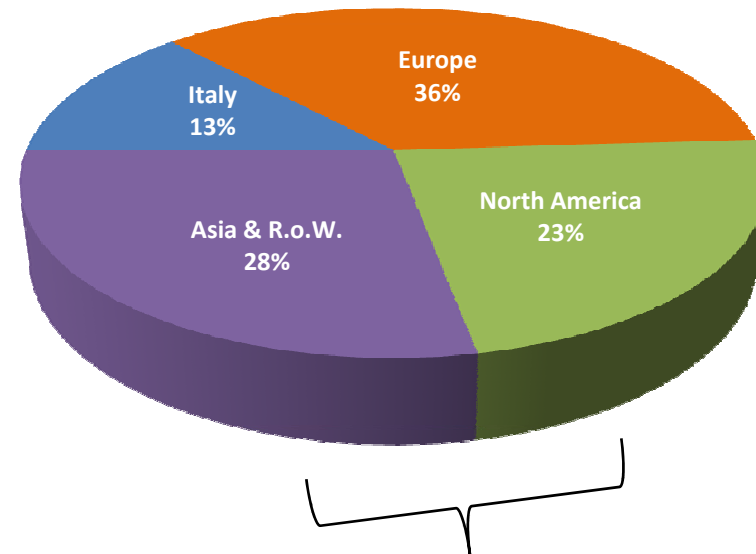
Revenues breakdown

2008



Extra-Europe: 33%

2012



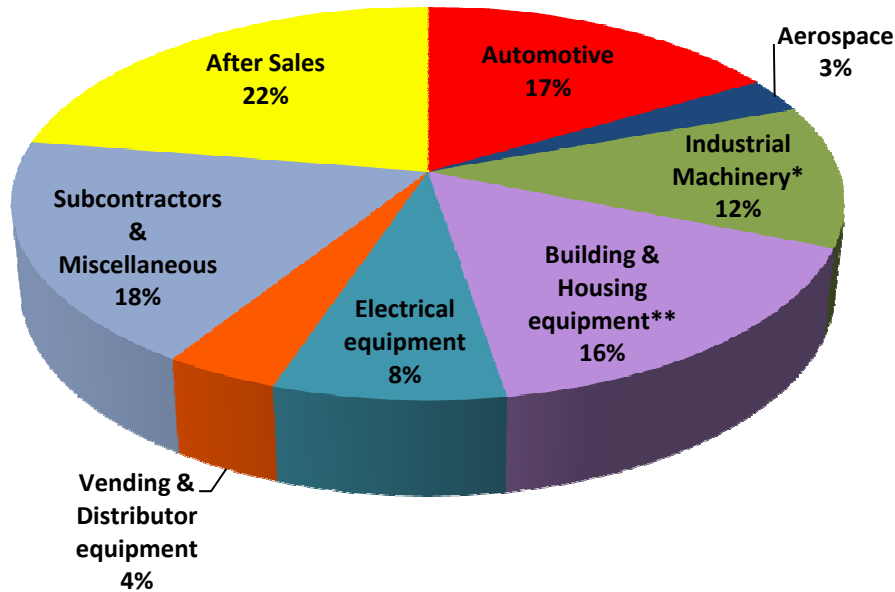
Extra-Europe: 51%



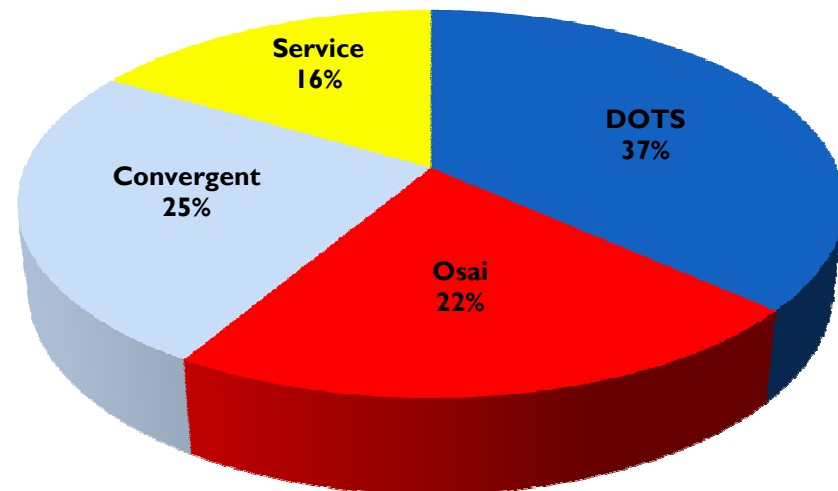
Reference markets



Revenues by industry
2012



Revenues by product line
2012

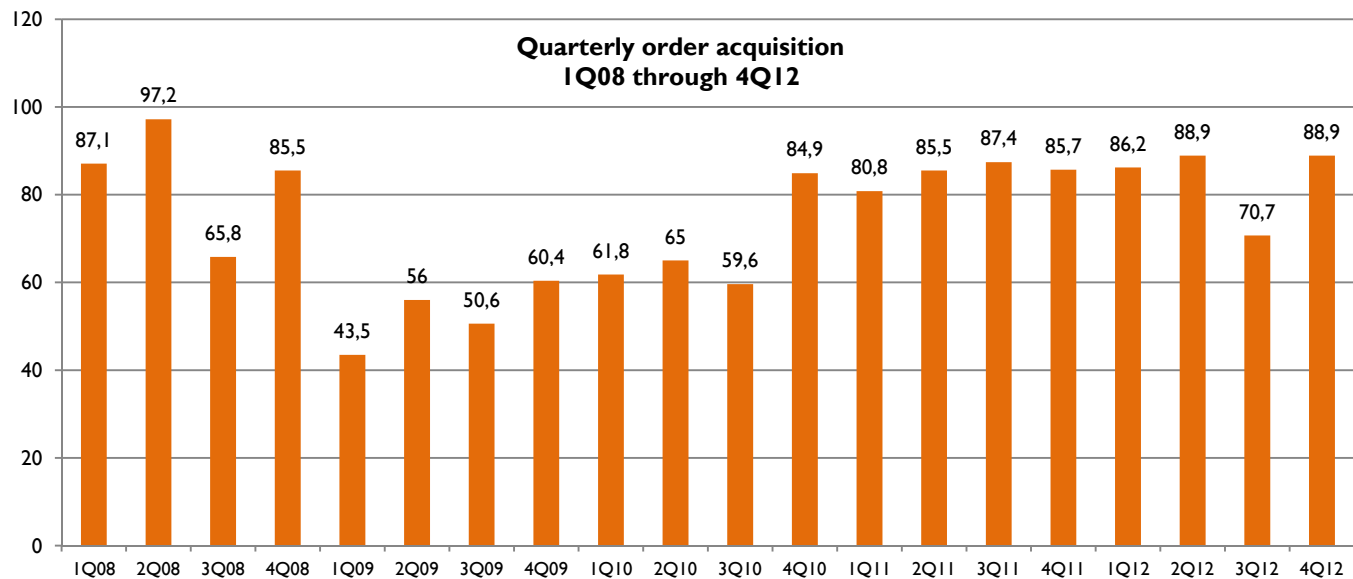
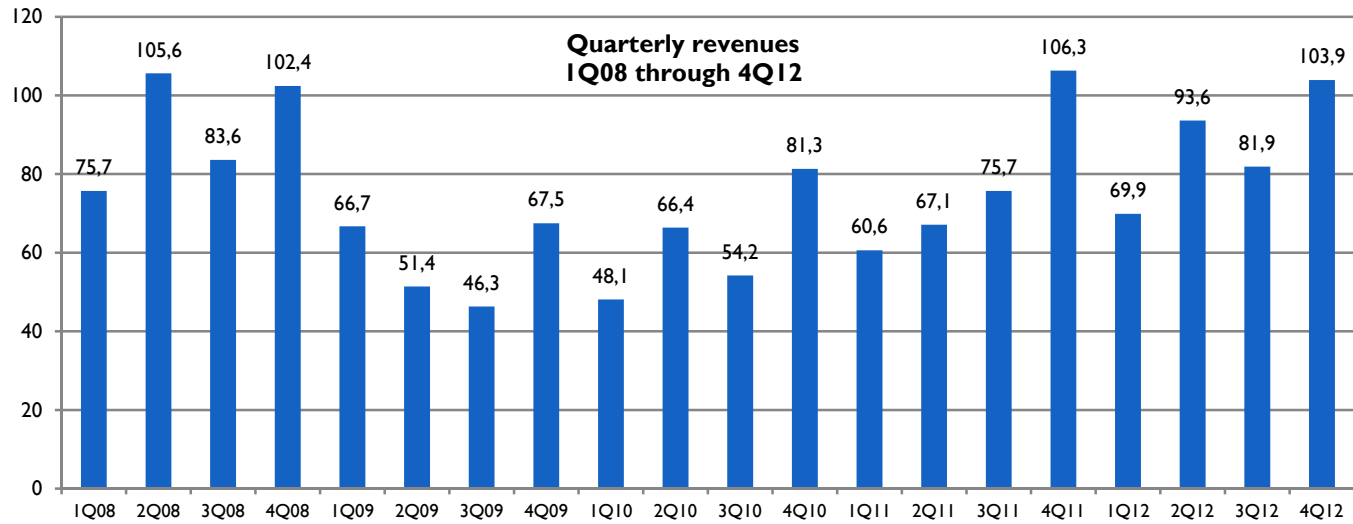


*= including agricultural, construction & industrial machinery

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

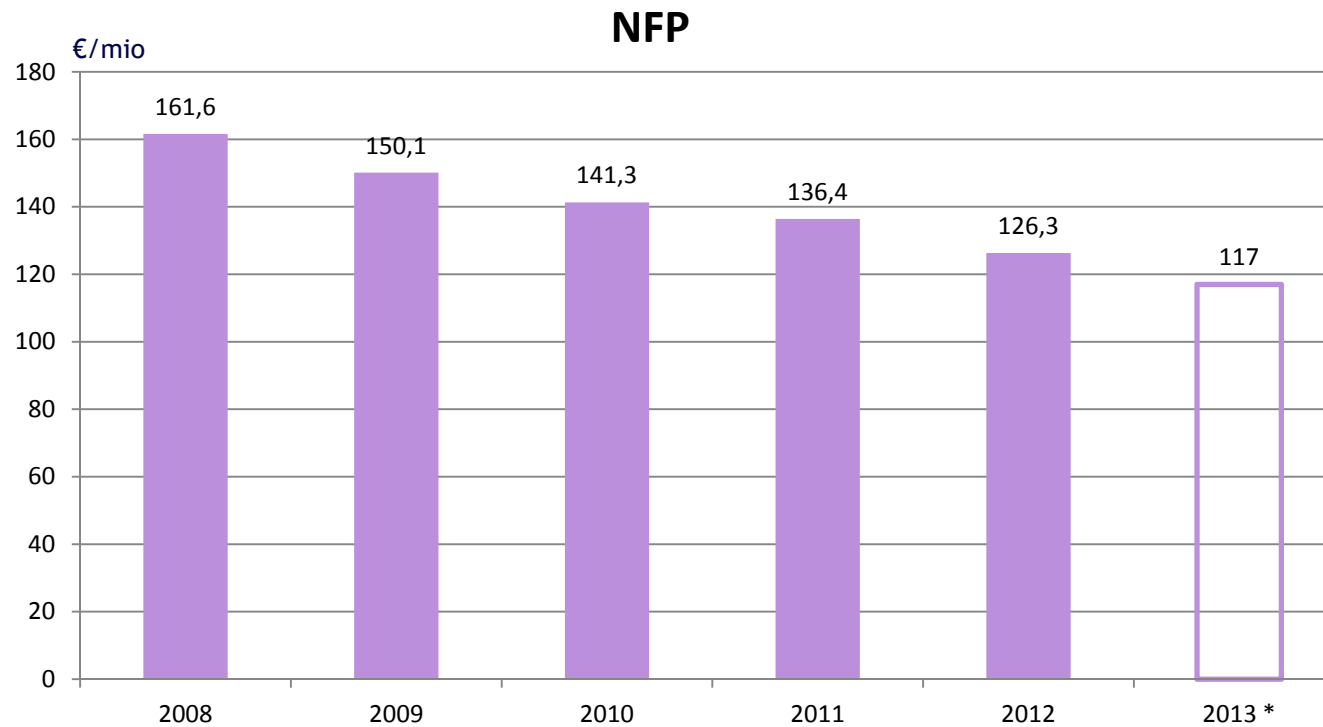


Revenues and orders - quarterly trend





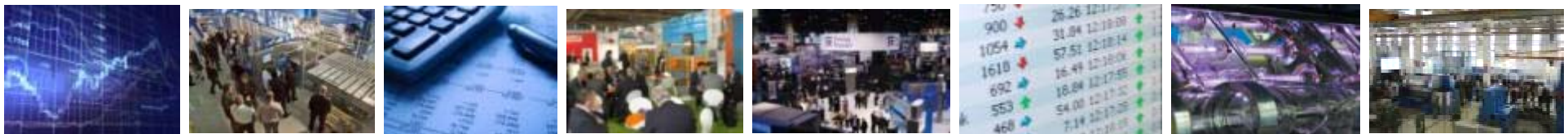
Net financial position trend



* = according to Banca IMI research dated March 14, 2013, which does not account for warrants exercise (~ 19 M€)



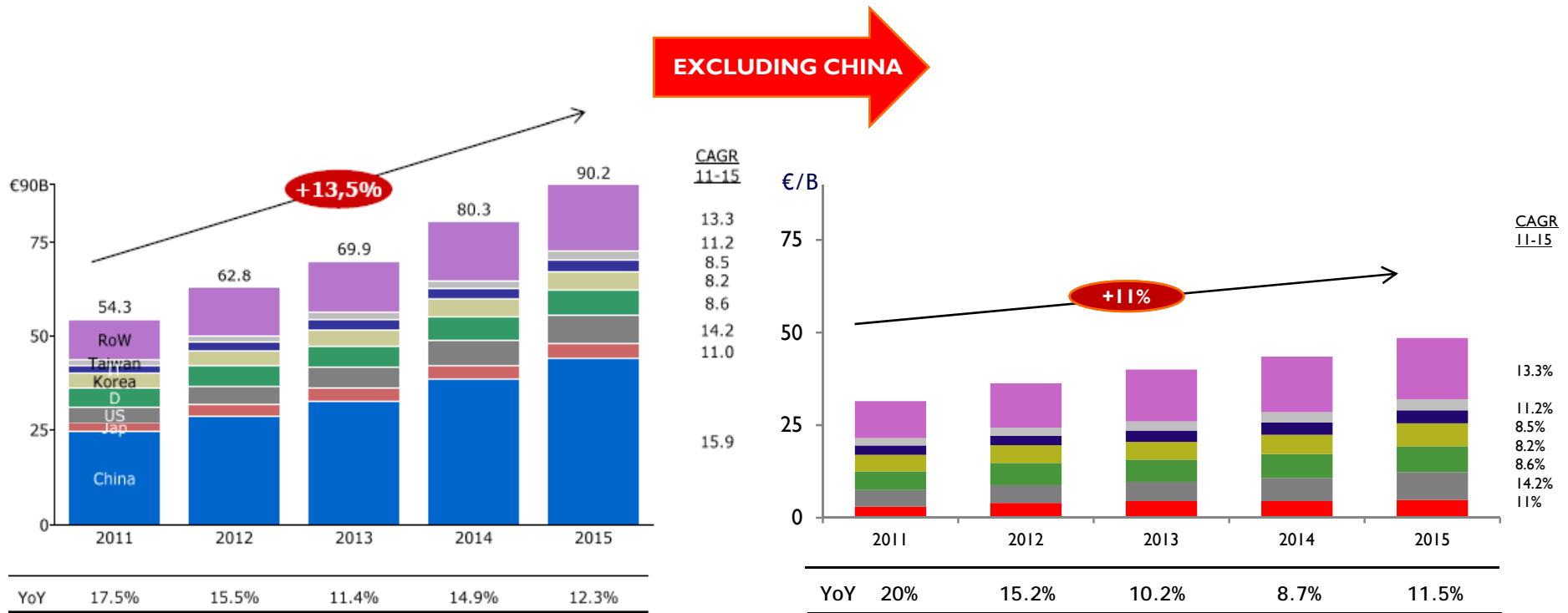
MARKET EVOLUTION AND GROWTH DRIVERS





Market Forecast - 3 years

Machine Tool Market Evolution



(Source: Oxford Economics)



Investments in emerging markets 2009-2012

- The Gulf: Establishment of a branch in Sharjah (U.A.E.) in 2009
- Russia: Establishment of a subsidiary in Moscow in 2010
- India: Establishment of a subsidiary in Mumbai in 2011
- Brazil: Establishment of a subsidiary in Sao Paulo in 2011
- Turkey: Establishment of a subsidiary in Istanbul in 2011
- Korea: Establishment of a branch in Seoul in 2012



Steelfab expo - U.A.E.



Metallobrobotka expo - Moscow



Imtex expo - Bangalore



TATEF expo - Istanbul



Blech expo - Mumbai



VIP guests in front of a PP machine at CNH plant in Sorocaba, Brazil



Komaf expo - Seoul¹⁴



Main potential growth drivers for 2013

- New TTC (Technology and Training Center) in China & U.A.E.



- New planned subsidiaries:

Australia & New Zealand



Singapore - Malaysia - Indonesia



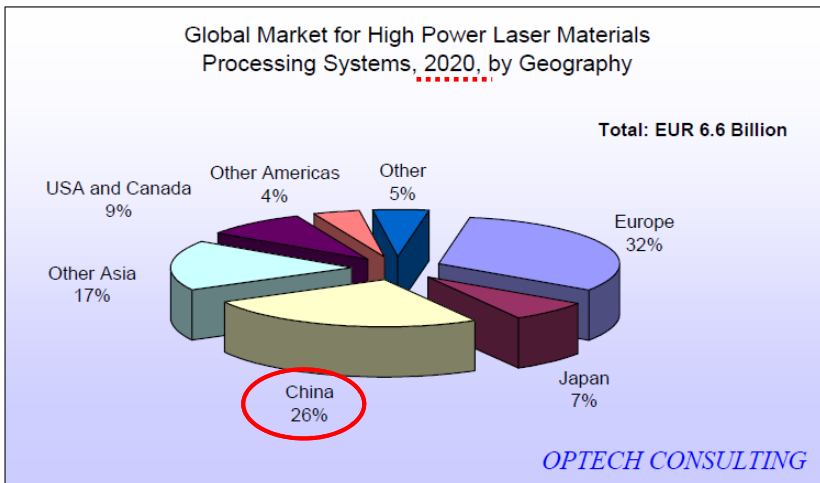
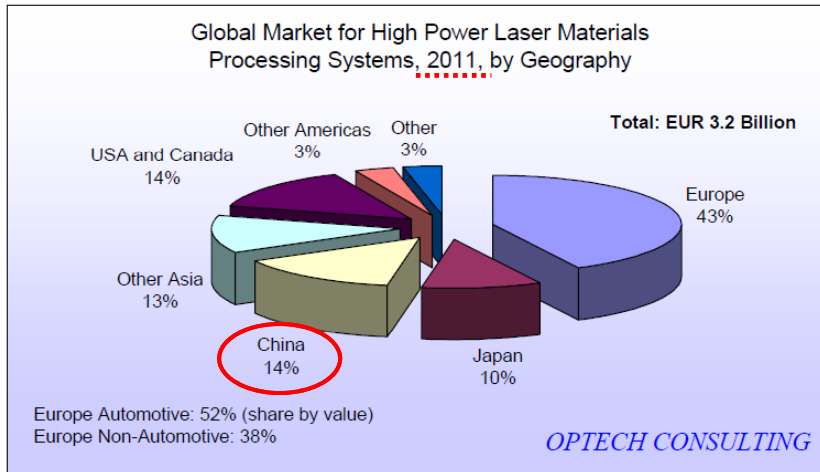
Mexico & Central America



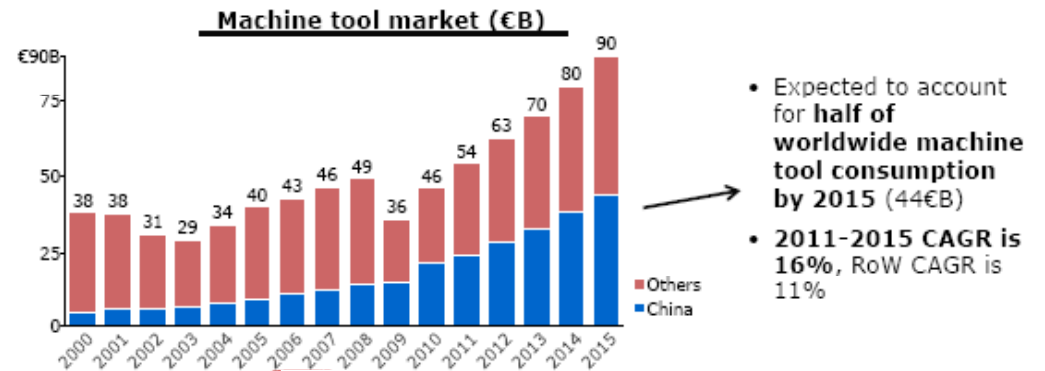


The Chinese market

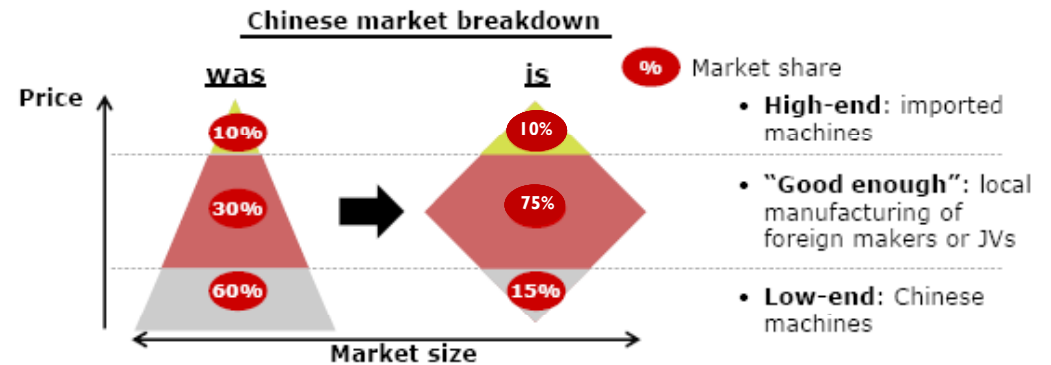
High Power Laser Materials Processing systems



Machine Tool Market forecast



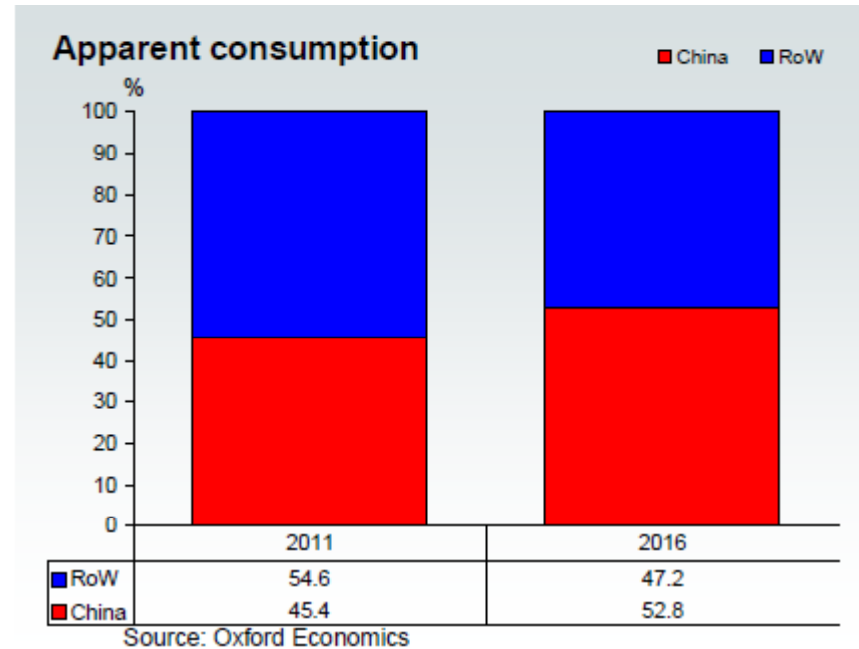
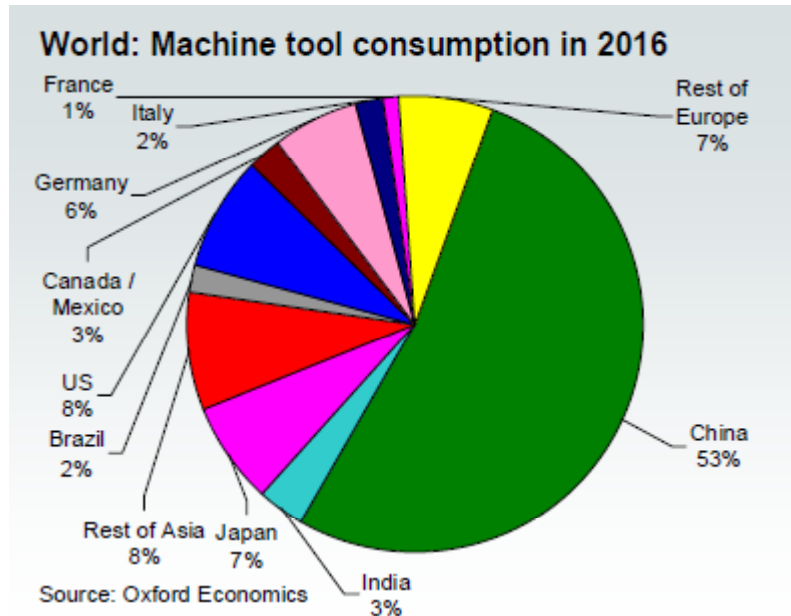
From pyramid to diamond: the “good enough” concept



(Source: Bain & Co.)



Machine tool market by geography



Autumn 2012

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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



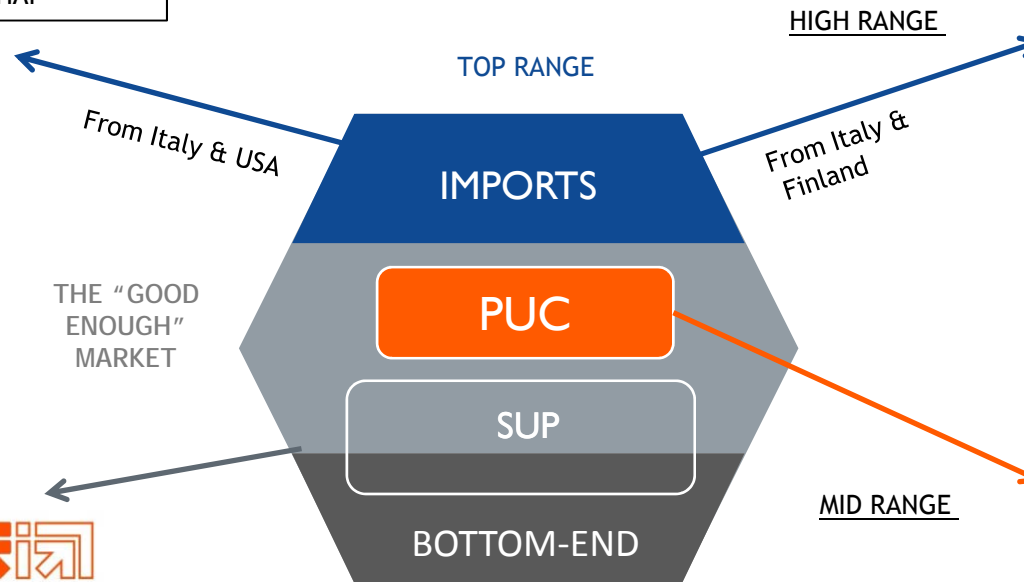
SGe



BCe



Systems



THE "GOOD ENOUGH" MARKET



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



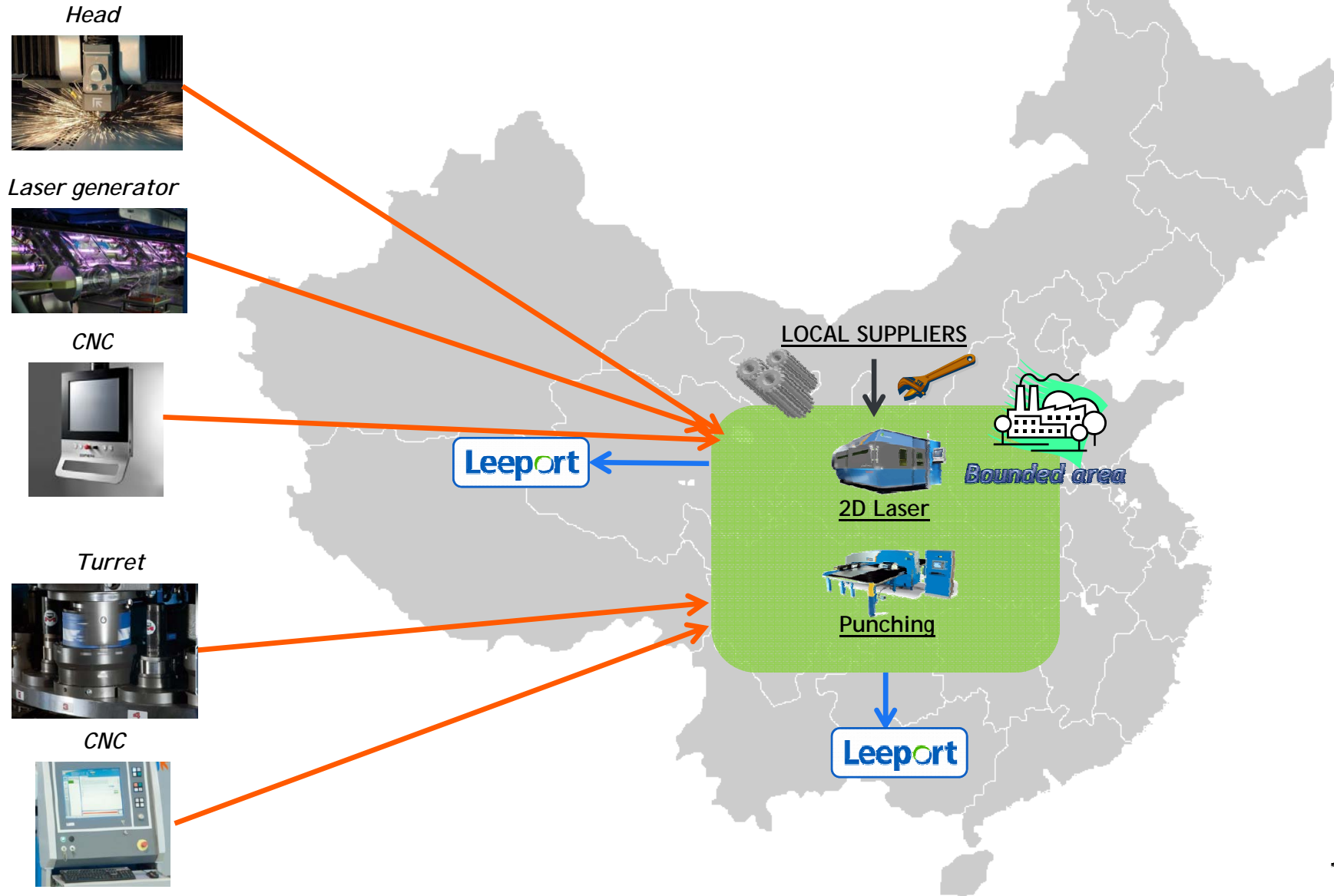
Platino®
(CO2 & Fiber)



E5X
E6X



Product Unit in China (PUC) Business Model





750	26.26	12:17:00	
900	31.84	12:18:00	↑
1054	57.51	12:18:14	↑
1618	16.49	12:18:04	↓
692	18.84	12:17:55	↓
553	54.00	12:17:32	↑
468	7.14	12:17:28	↑



FINANCIALS



750	26.26	12:17:00	
900	31.84	12:18:00	↑
1054	57.51	12:18:14	↑
1618	16.49	12:18:04	↓
692	18.84	12:17:55	↓
553	54.00	12:17:32	↑
468	7.14	12:17:28	↑





Financial statements as at Dec. 31, 2012

BALANCE SHEET

(figures in Euro thousand)	31/12/2012	31/12/2011
Tangible assets	24,345	24,473
Intangible assets	151,395	152,630
Other non current assets	7,124	16,634
Non current assets held for sale	4,130	1,012
NON CURRENT ASSETS	186,994	194,749
Inventory	81,084	84,250
Trade receivables (net of down payments)	53,710	55,928
Trade payables	(72,404)	(79,797)
Other current assets	11,357	11,998
Other liabilities	(43,436)	(43,829)
Employee's severance indemnity	(7,077)	(6,793)
NET WORKING CAPITAL	23,234	21,757
NET DEBT	126,279	136,385
NET EQUITY	83,949	80,121



Financial statements as at Dec. 31, 2012

PROFIT & LOSS

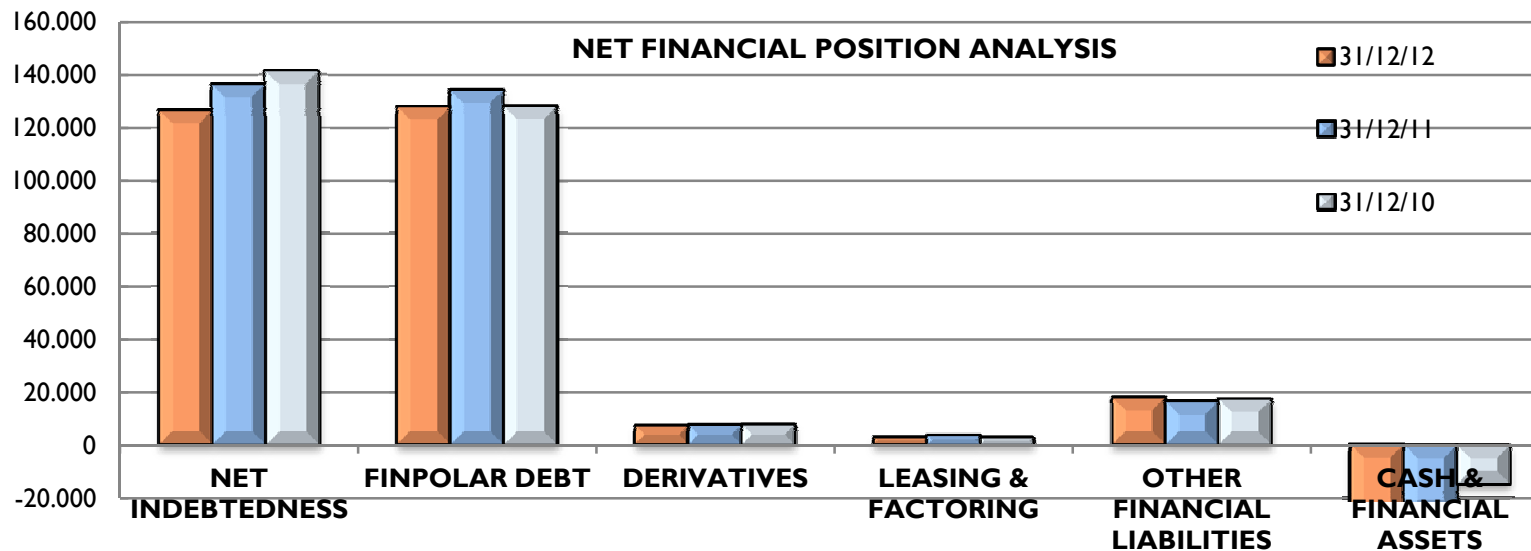
(figures in Euro thousand)	31/12/2012	31/12/2011
SALES	349,308	309,699
VALUE OF PRODUCTION	362,963	327,534
EBITDA	29,007	22,440
% on sales	8.3%	7.2%
EBIT	17,622	12,496
% on sales	5.0%	4.0%
EBT	9,046	4,543
% on sales	2.6%	1.5%
NET INCOME	5,307	1,933
% on sales	1.5%	0.6%



Net debt & covenants

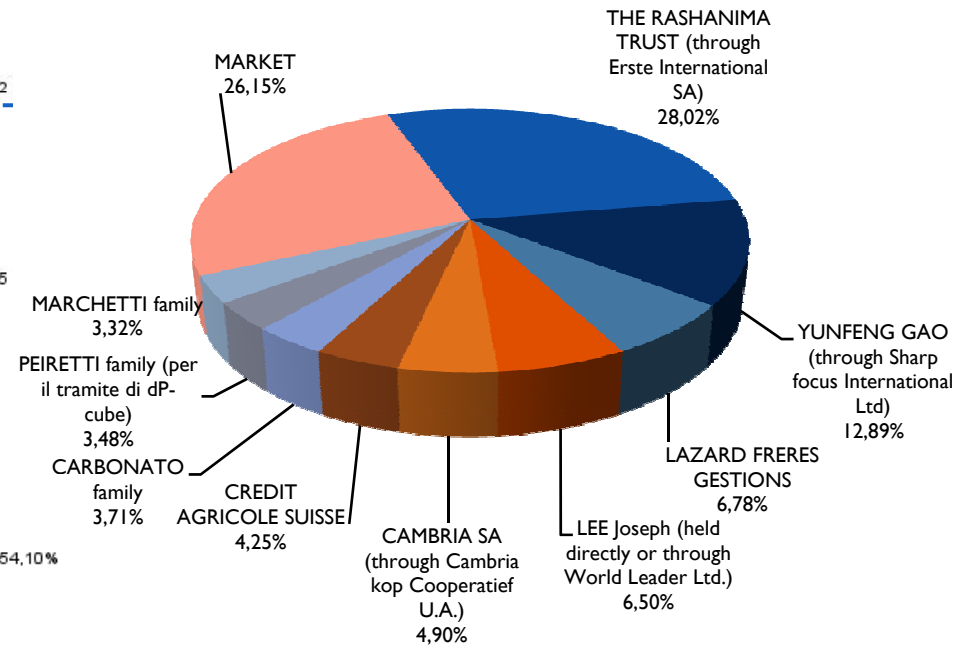
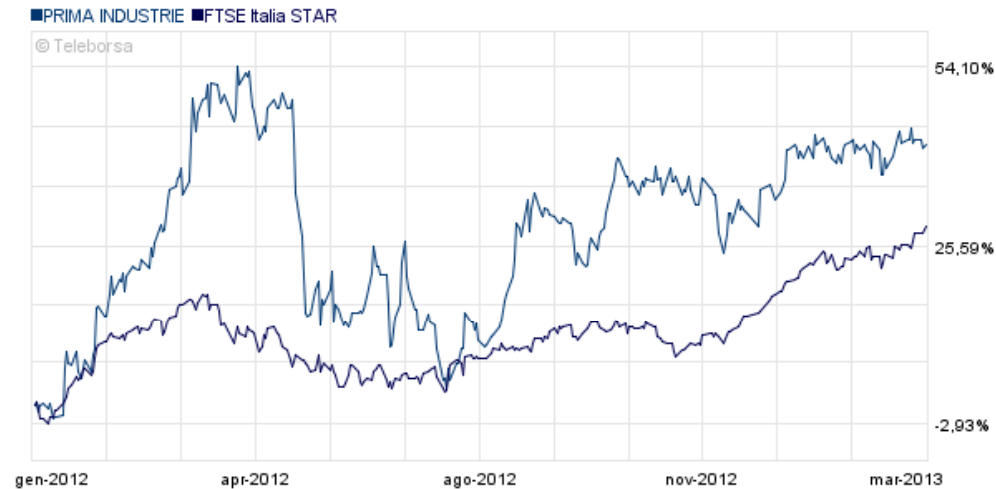
	2011		2012		2013	
	Covenants	Actual	Covenants	Actual	Covenants Expected*	
EBITDA	≥ 2	2,39	≥ 2,5	3,54	≥ 3	4,77
NET FINANCIAL CHARGES						
NET FINANCIAL POSITION	≤ 7,9	6,08	≤ 5,5	4,25	≤ 4,1	3,36
EBITDA						
NET FINANCIAL POSITION	≤ 2	1,7	≤ 1,8	1,5	≤ 1,6	1,25
EQUITY						

* = figures calculated on the basis of Banca IMI research dated March 14, 2013; figures do not include the effect of the warrants exercise;





Stock price trend & shareholders





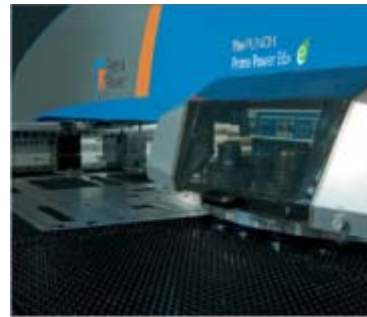
PRODUCTS & CUSTOMERS





Prima Power: product range

The Punch



The Punch

The Laser



The Laser

The Bend



The Bend

The Combi



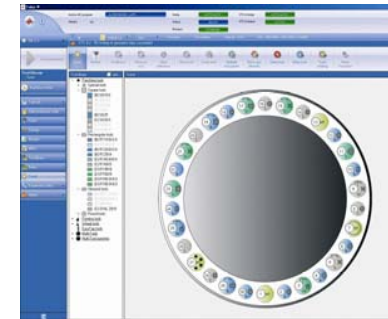
The Combi

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, DANA
 ThyssenKrupp, TOWER AUTOMOTIVE
 哈飞汽车集团, WILCO, DOVER
 BAOSTEEL, HUJER LASERTECHNIK GmbH, voestalpine, SALZGITTERAG



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.
 EG WILSON, Network Power, Products & Services
 HIMOINSA, AREVA
 CAT, CNH, BRINK
 VOLVO, LeciTrailer, IVECO
 TUCHEL, SCANIA, SEVEL
 POWER BEAM, PPFANZELT
 YANMAR, samro, MARINI
 KARAVAN, TRAILERS, FAYAT GROUP



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

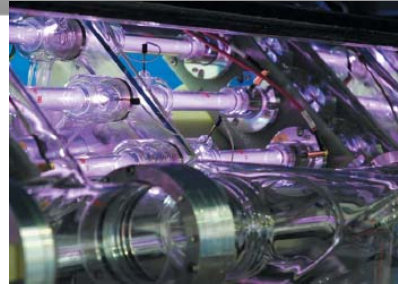
Dedicated to People Flow
KONE
Schindler
OTIS
infrico
BRP
IDE Technologies It.d.
SIGNATURE
ABLOY
kaizen signs
ØGLENDSYSTEM
DLoco
KSEK

Contract manufacturing

EATON
MECANOVA
Nu-Way Industries, Inc.
ILTOM GROUP
METALLISET GROUP
Hiasa Grupo Gasvanti
LASERLAM
SANMINA-SCI
FOXCONN
SIDERSTAMP S.A.S.
VG
VERONALAMIERE Centro lavorazione lamiera
SIDERURGICA LUCHESE s.r.l.
dinamic
CNC 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