



PRIMA  
INDUSTRIE

STAR CONFERENCE 2017, MILAN

21 - 22 MARCH, 2017

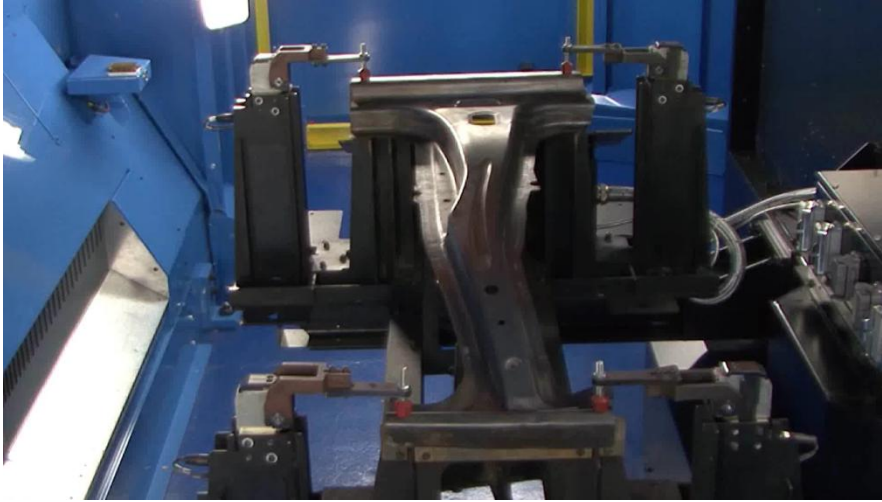


# Prima Group at a glance

- 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 12,000 machines installed in more than **80 countries**
- **1,664 employees** worldwide
- Manufacturing sites in Italy, Finland, USA and China
- Broad direct commercial and after-sales presence in **EU, NAFTA, BRIC** and other **emerging markets**.
- 2016 sales were **€394 millions**, of which 84% outside Italy
- Strong commitment to **innovation** (R&D is ~6% of turnover)
- **Listed** on Italian Stock Exchange (STAR segment) since 1999



# Prima Group business sectors: Prima Power



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LASER MACHINES



SHEET METAL  
MACHINERY

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Prima  
Power



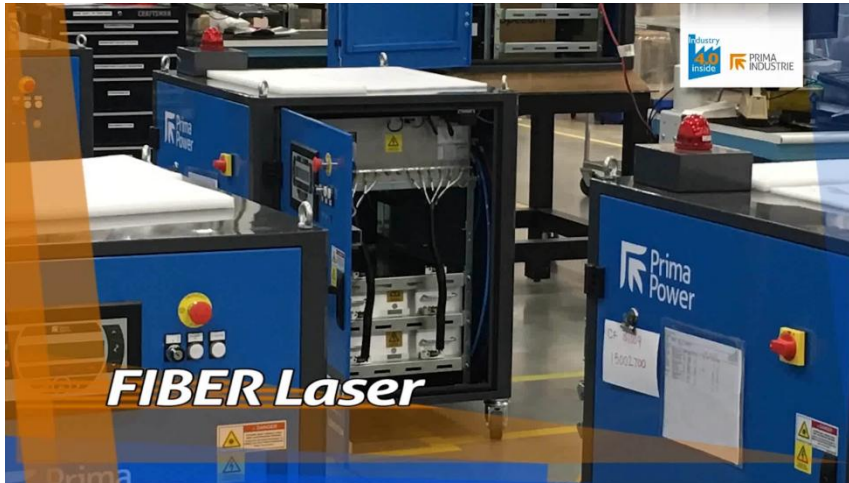


# Prima Group business sectors: Prima Electro



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ELECTRONICS



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LASER SOURCES

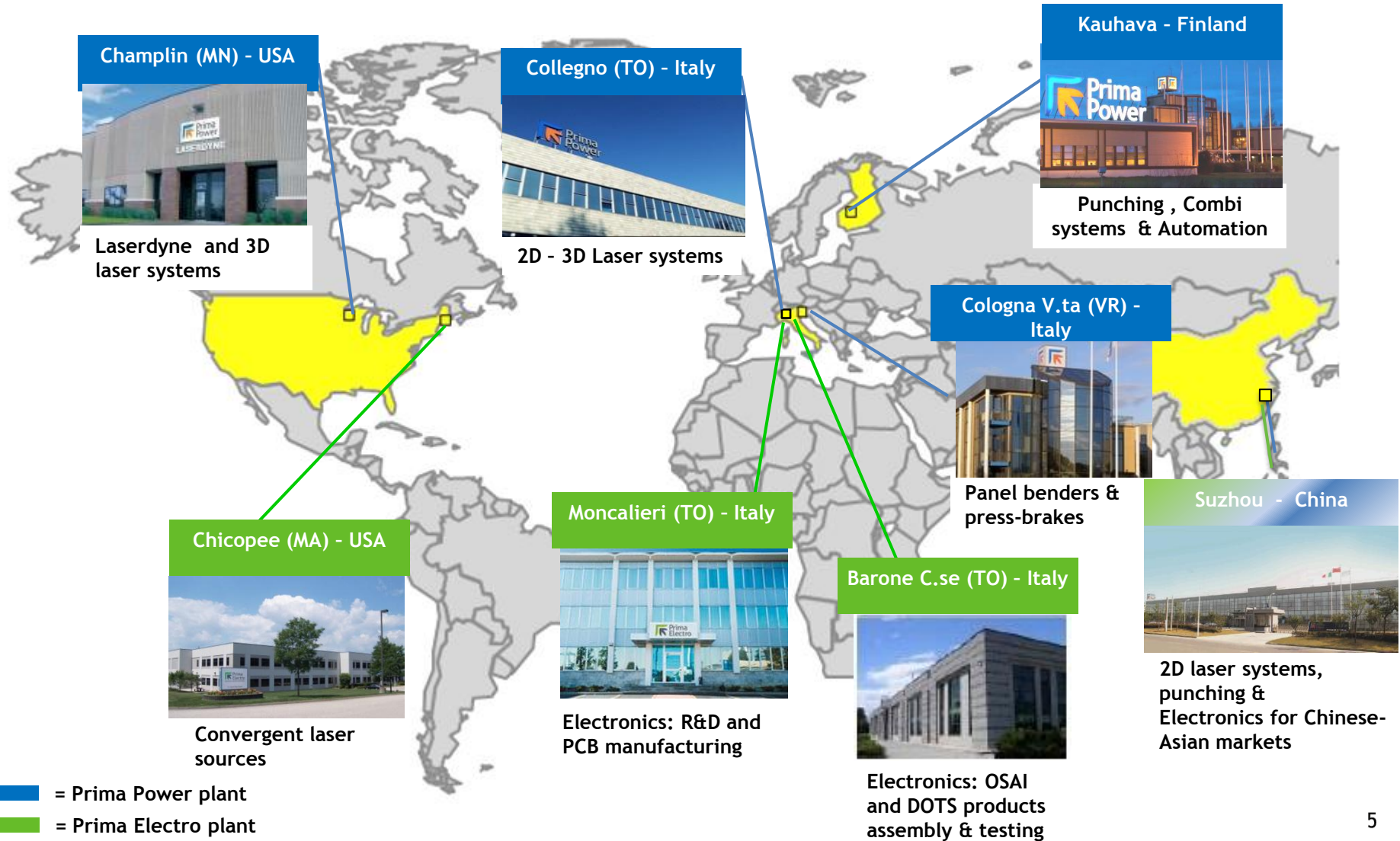
Prima  
Electro

convergent



# Industrial footprint: 1 plant=1 mission

## MANUFACTURING PLANTS IN 4 COUNTRIES





# Sales & service footprint

Direct presence in 25+ countries

- CANADA
- U.S.A.
- MEXICO
- BRAZIL
- CHILE
- ARGENTINA
- COLUMBIA

- ITALY
- FRANCE
- GERMANY
- UK
- SPAIN
- PORTUGAL
- SWITZERLAND
- AUSTRIA
- BELGIUM/  
HOLLAND
- POLAND
- CZECH REP.
- HUNGARY

- RUSSIA
- LITHUANIA
- TURKEY
- U.A.E.
- FINLAND
- SWEDEN
- NORWAY
- DENMARK
- ISRAEL
- EGYPT
- S. AFRICA

- INDIA
- CHINA
- S. KOREA
- MALAYSIA
- AUSTRALIA
- NEW ZEALAND
- IRAN
- THAILAND
- VIETNAM
- INDONESIA
- JAPAN

subsidaries or branch offices

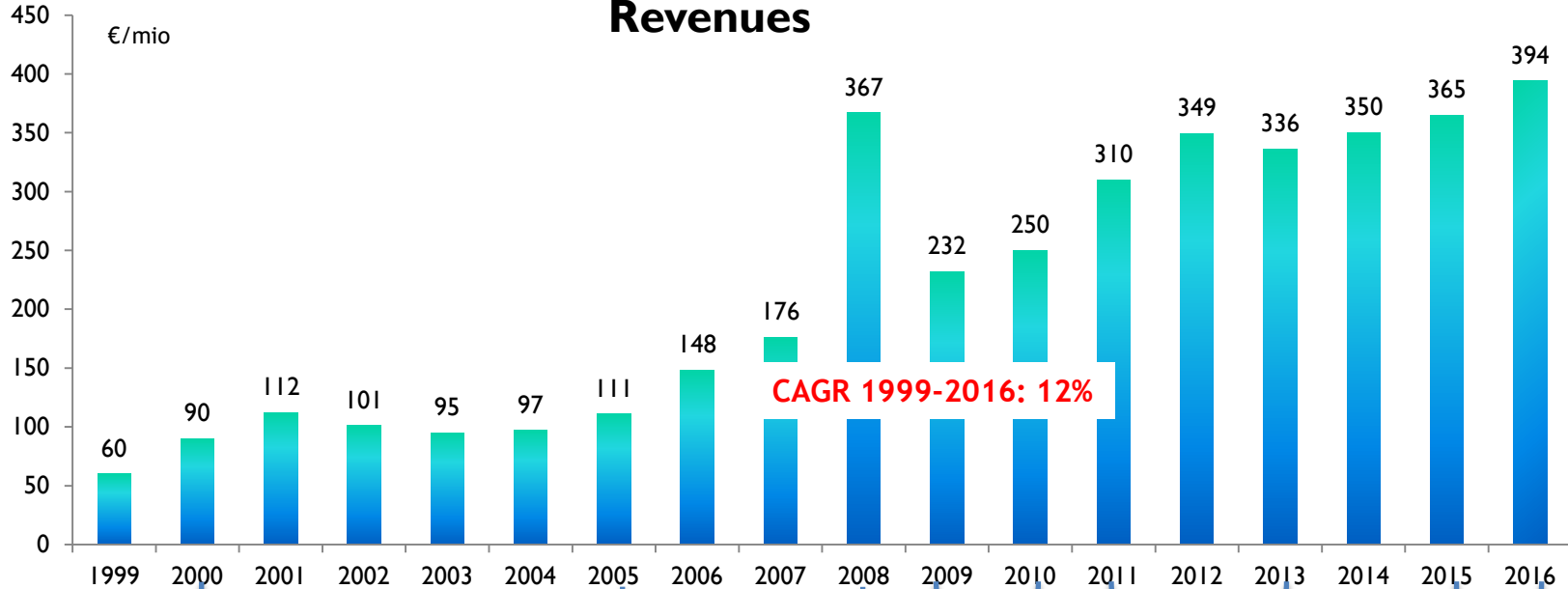
Distributors/agents





# A history of growth

## Revenues



1999  
• IPO on Italian Stock Market  
• First JV in China

2000  
• Acquisition of Convergent Energy in the US (internalization of laser source)

2001  
• Acquisition of Laserdyne in the US (leadership in aerospace market)  
• JV in Japan

2003  
• Second JV in China

2005  
• Acquisition of Matra distributor in Germany  
• Third JV in China

2007  
• Acquisition of OSAI (very well-known brand in the field of CNCs)

2008  
• Acquisition of Finnish Group FINN-POWER (size doubled)

2009-2010  
• Reorganiz. of the commercial network in European countries  
• Factory rationalization

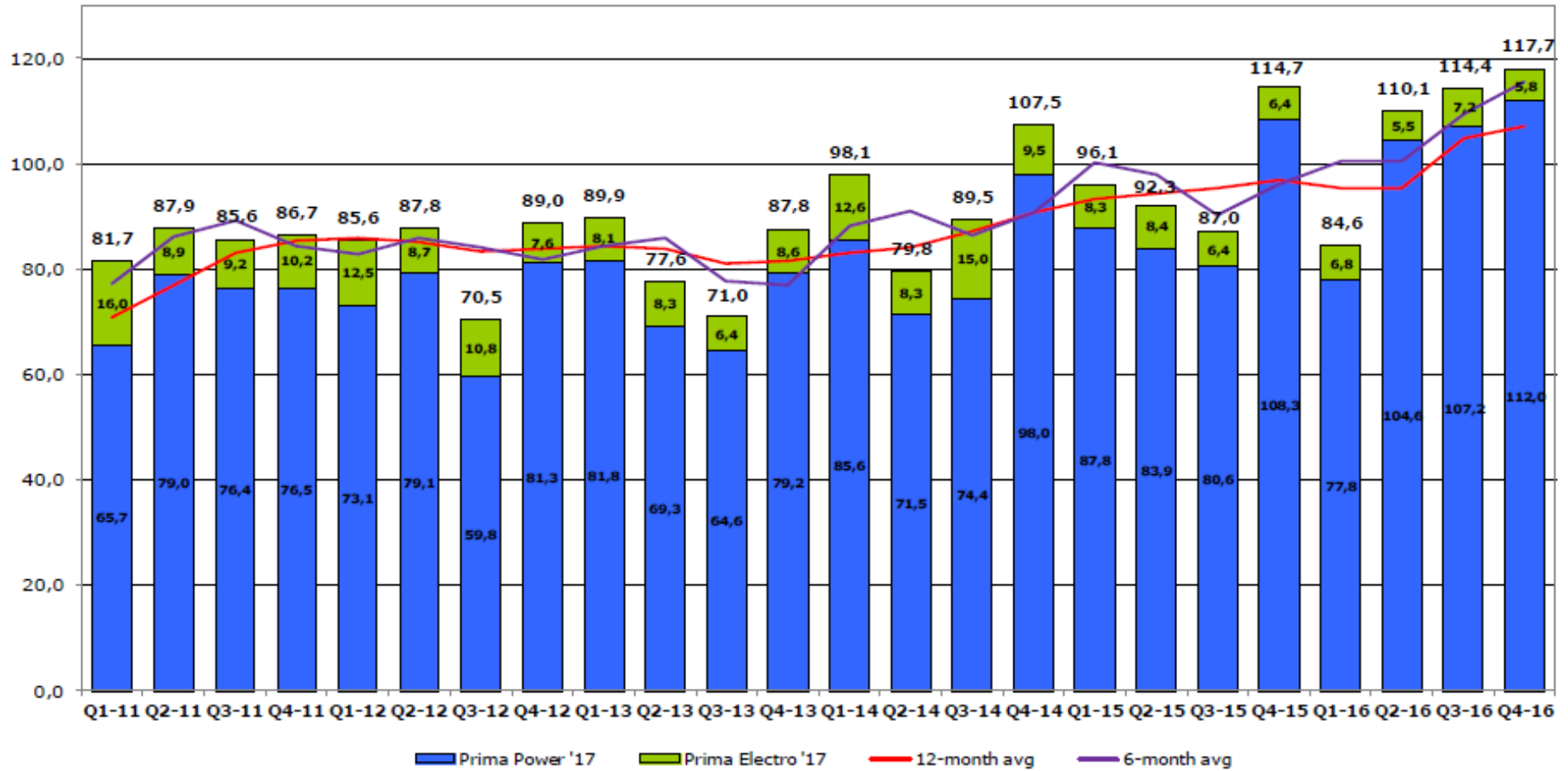
2011-2013  
• New commercial subsidiaries in emerging markets (Brazil, India, Russia, Turkey, UAE, Australia, Mexico, Korea)  
• Agreement for Panel Benders with Amada for Japan

2015  
• New manufact. plant in China (Prima Power Suzhou)  
• New sales & service organization in China

2016  
• New HQTC (Turin)



# Quarterly order intake since 2011







# Growth drivers

## REVENUE DRIVERS



- Machine Tool market expected growth (*Oxford Economics*) - **cagr 2016-2020: 3.5%**
- Laser market expected growth (*Optech Consulting*) - **cagr 2016-2020: 7.6%**
- Success of newly released products
- Strengthening of market coverage in China
- New HQTC (Headquarters & Tech Center) boosting order intake

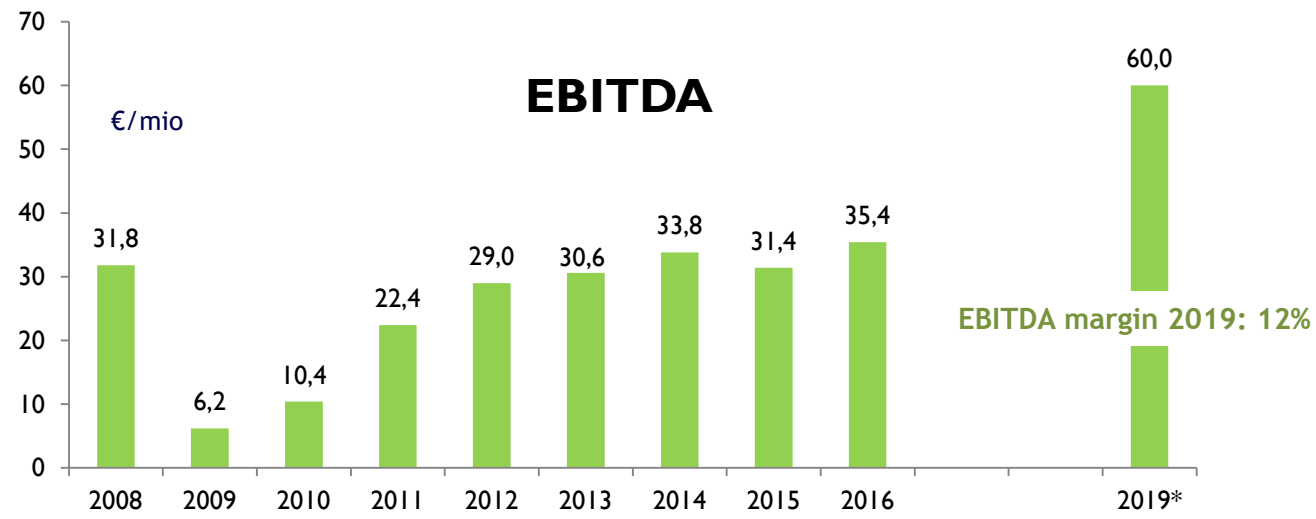
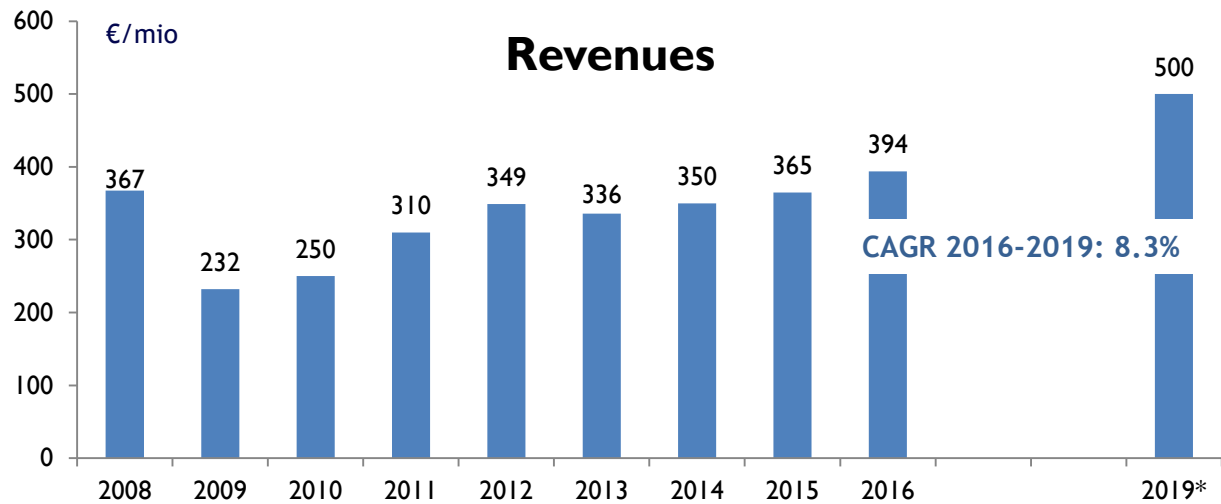
## EBITDA DRIVERS



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



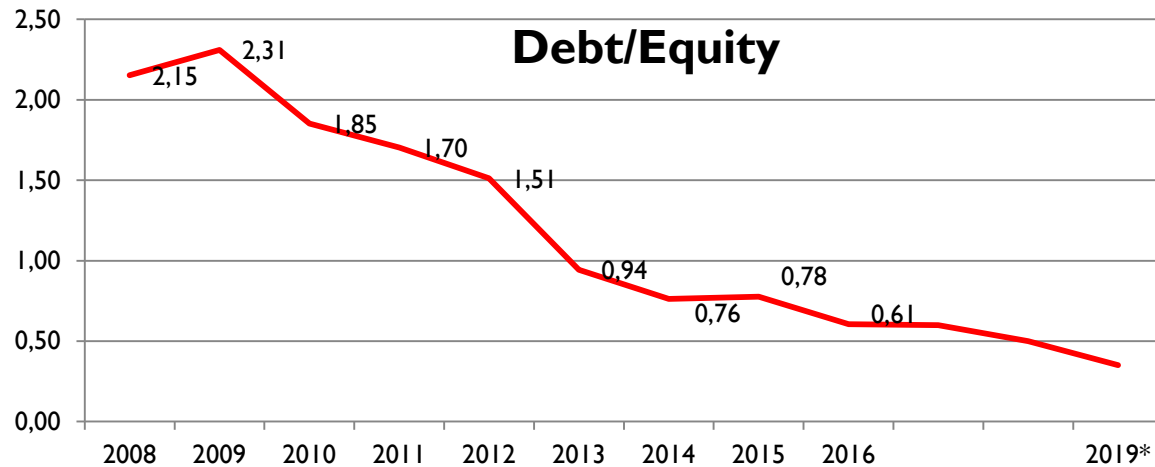
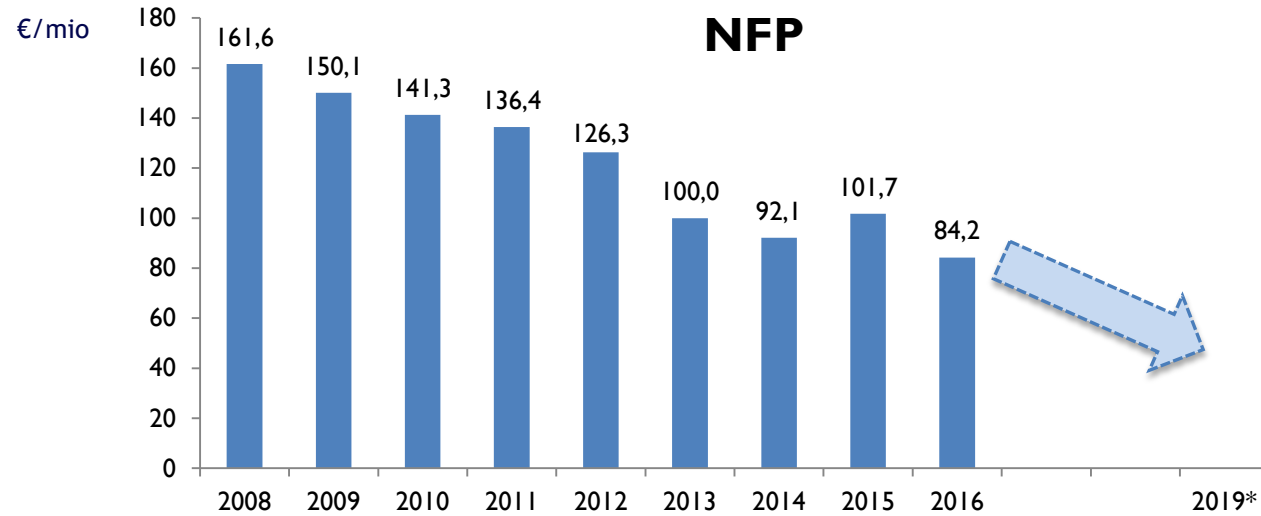
# Economic trends



\* = according to Company's business plan



# Net financial position trend



\* = according to Company's business plan





# Analysts' consensus

tp	2017			2018			2019		
	B. IMI	B. Akros	Consensus	B. IMI	B. Akros	Consensus	B. IMI	B. Akros	Consensus
	23,5	20,0		23,5	20,0		23,5	20,0	
REVENUES	432,0	427,4	429,7	470	454,3	462,2	500	480,2	490,1
EBITDA	43,0	43,0	43,0	53,1	51,1	52,1	60	56,8	58,4
EBIT	27,5	27,5	27,5	37,1	35,9	36,5	44	41,7	42,9
NET RESULT	15,5	14,3	14,9	20,6	19,9	20,3	25,3	24,5	24,9
NFP	-79,8	-86,7	-83,3	-64,1	-85,3	-74,7	-44,9	-76,2	-60,6

**CAGR 2017-2019 consensus: 6.8%**

 **BANCA IMI** Released March 8, 2017

 **Banca Akros** Released February 28, 2017  
Gruppo Bipiemme

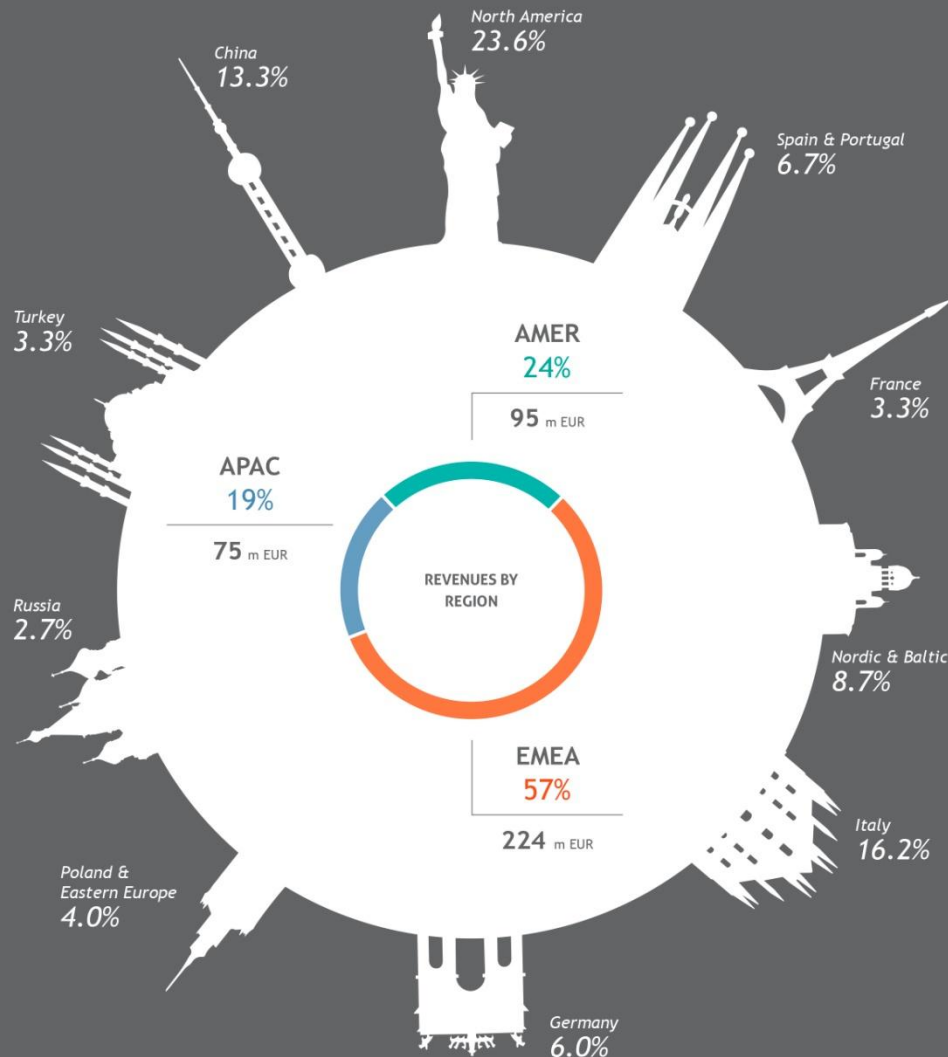


# Machine revenues by application





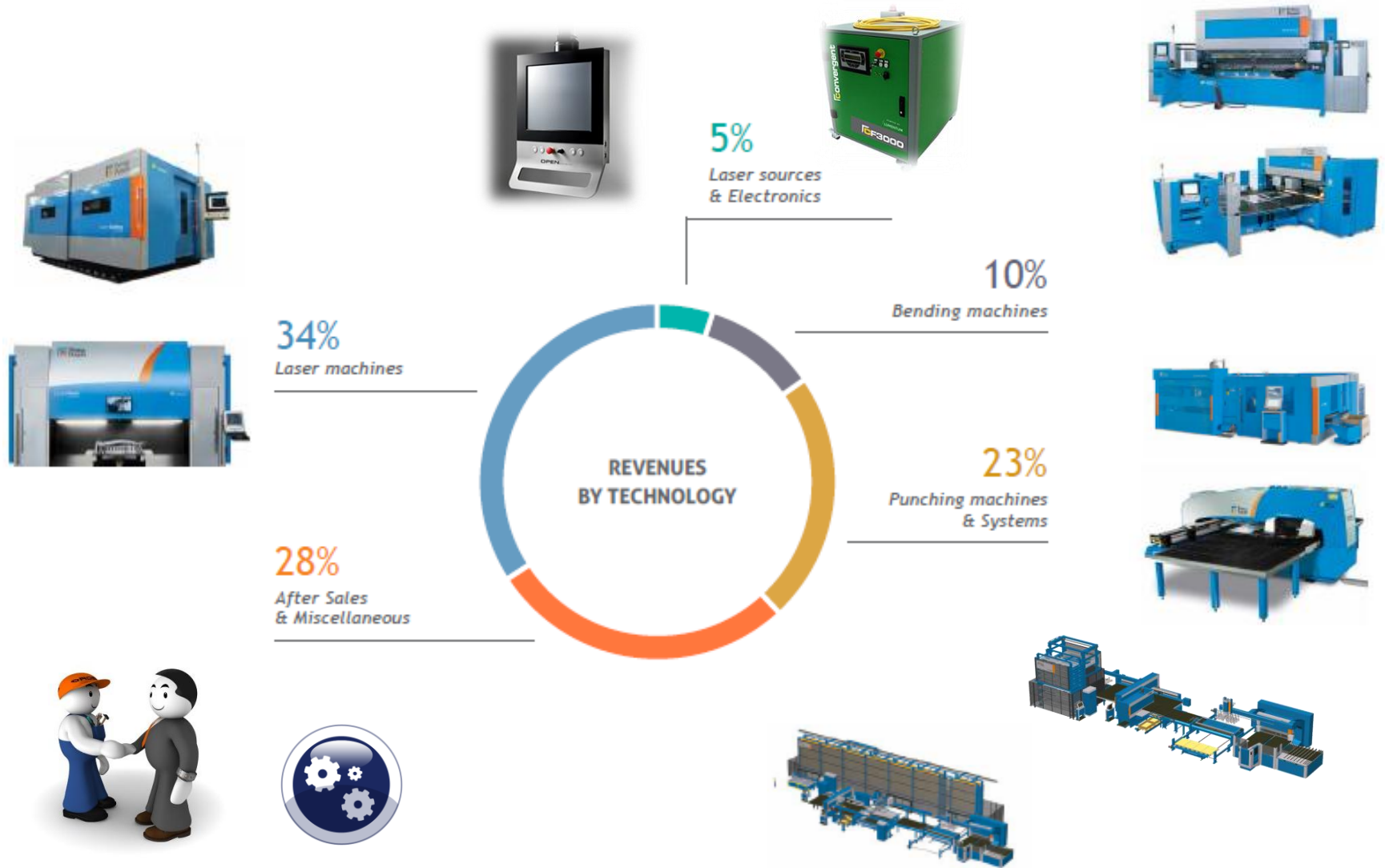
# Revenues by geography







# Revenues by technology



Figures FY 2016



# Always at the cutting edge of technology

## The Laser

3D



Laser Next

## The System



PSBB

## The Bend



Bce Smart

## The Combi



Combi Genius

## The Punch



Shear Punch

2D



Laser Genius



# Always at the cutting edge of technology







# A selection from our 2,000 customers ww



Logos of automotive customers:

- RENAULT
- VOLVO
- Audi
- BMW
- KARSAN
- PROTON
- Ford
- Go Further FCA
- 东风汽车公司 DONGFENG MOTOR CORPORATION
- TATA
- ITALDESIGN
- Gonvarri Steel Services
- MAGNA
- SUNGWOOHITECH
- tiberina
- EDAG
- CECOMP
- Metalsa
- GRUPO DOVER SISTEMA DE TROQUELES
- GESTAMP AUTOMOCION
- 吃豐集團 YI FENG GROUP
- SALZGITTERAG Stahl und Technologie
- ThyssenKrupp
- COMAU
- ORAN



Logos of aerospace and industrial customers:

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



# A selection from our 2,000 customers ww



## ELECTRICAL & VENDING EQUIP. - MISCELLANEA

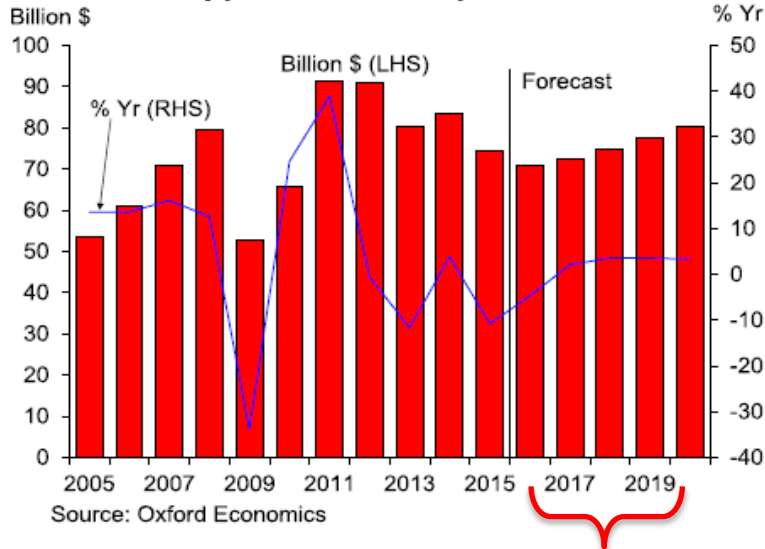




# Market trends: machine tool market - by Oxford Economics (update Autumn 2016)

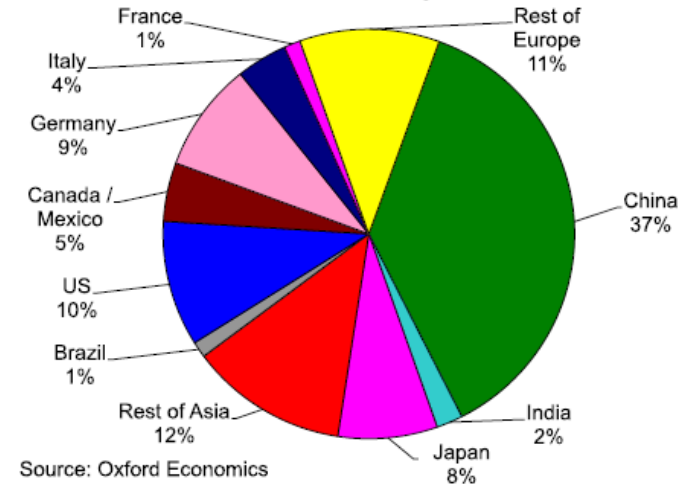


## World: MT Apparent consumption

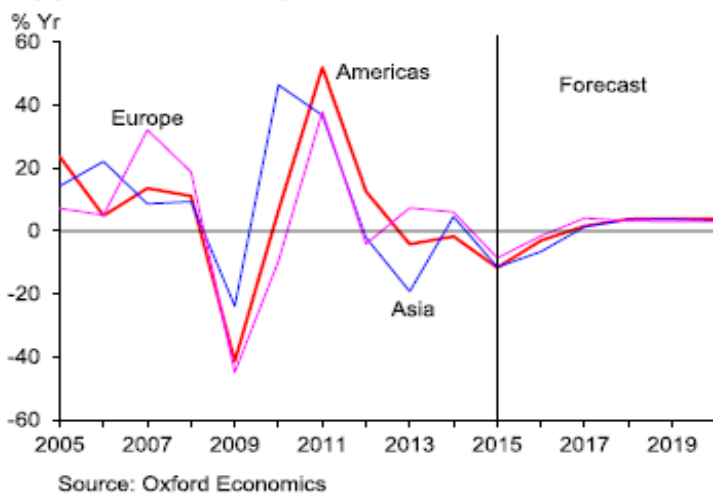


**CAGR 2016 -2020:  $\cong 3.5\%$**

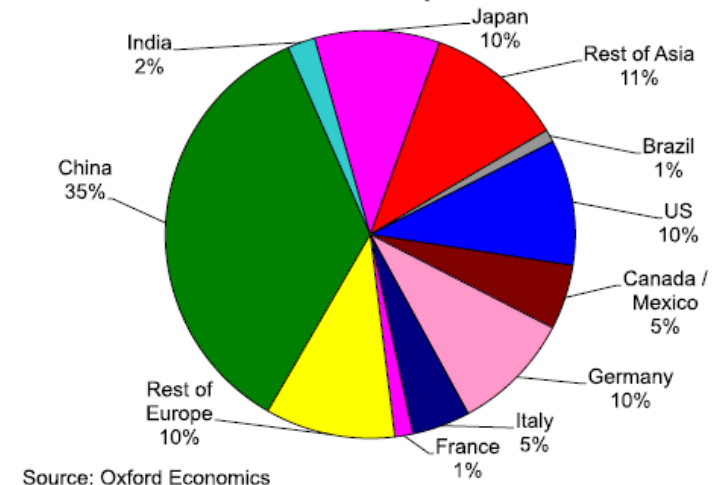
## World: Machine tool consumption in 2015



## Apparent consumption



## World: Machine tool consumption in 2020

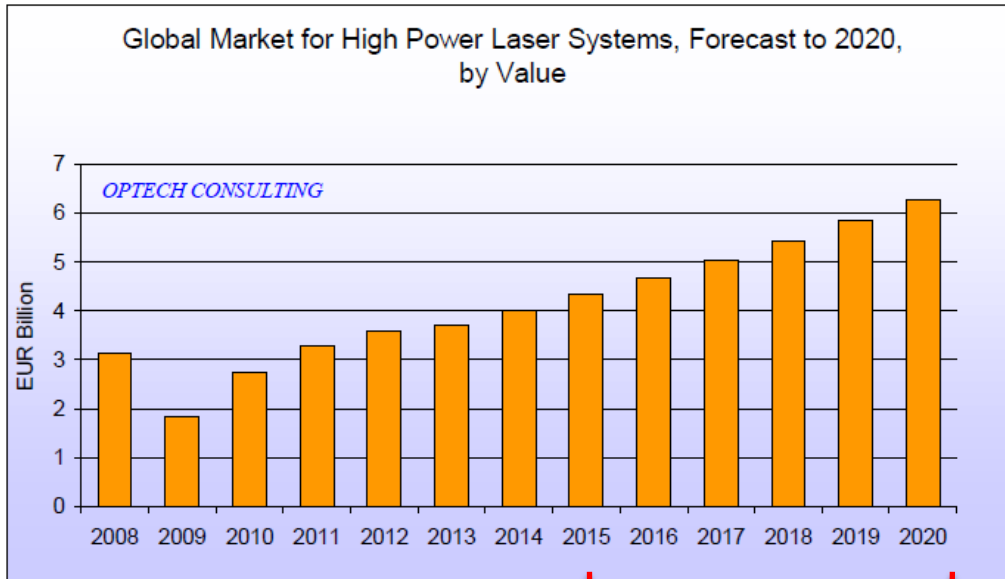




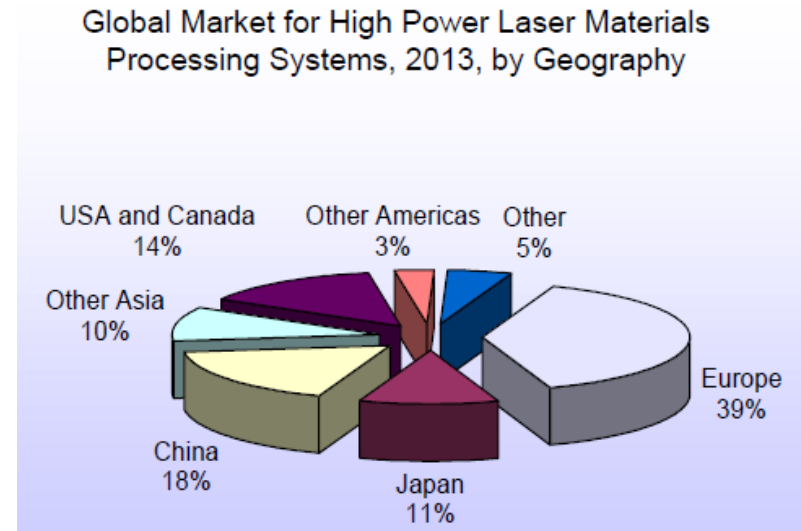


# Market trends: laser systems market - by Optech Consulting (January 2014)

## OPTECH CONSULTING



CAGR 2015 -2020: 7.7%



### Global market and forecast for high power laser systems

Global market (€/mio)			CAGR (%)	
2013	2016	2020	2013-2016	2016-2020
3,707	4,682	6,282	8.1	7.6



# Innovation

- 
- › ~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

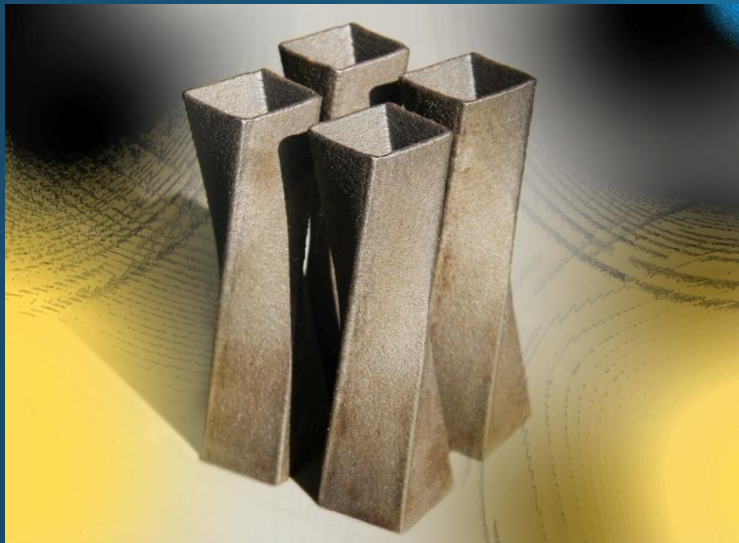
Data-driven machine diagnostics and predictive maintenance services. Production performance analysis, monitoring of machines status and condition.



# Industry 4.0



TECHNOLOGIES AND SOLUTIONS FOR  
**INDUSTRY 4.0**







# Innovation

## Competence Center on Laser Based Manufacturing

Industry 4.0 European machine tool builder

**Inaugurated in May 2016**



- Showroom with training rooms, conference rooms and hospitality area for customers
- Permanent expo of entire product range
- Built with green technologies: photovoltaic and solar panels, geothermal wells, home automation systems
- Training and awareness on Industry 4.0
- Live demo on new technologies and best practices for Industry 4.0
- Accelerator of new innovative projects



# Financial statements as at Dec. 31, 2016:

## Balance sheet

Values in Euro	31/12/2016	31/12/2015	Values in Euro	30/09/2016	31/12/2015
Property, plant and equipment	35.281.369	28.465.557	Capital stock	26.208.185	26.208.185
Intangible assets	155.713.399	157.770.974	Legal reserve	4.565.082	4.494.745
Investments accounted for using the equity method	1.009.341	1.223.555	Other reserves	70.738.752	72.243.694
Other investments	139.051	121.358	Currency translation reserve	6.848.598	5.965.409
Non current financial assets	9.578	35.000	Retained earnings	19.276.926	14.786.376
Deferred tax assets	11.555.324	9.845.765	Net result	10.102.304	6.016.715
Other non current assets	-	19.703	<b>Stockholders' equity of the Group</b>	<b>137.739.847</b>	<b>129.715.124</b>
<b>NON CURRENT ASSETS</b>	<b>203.708.062</b>	<b>197.481.912</b>	<b>Minority interest</b>	<b>1.212.065</b>	<b>1.196.407</b>
Inventories	98.561.165	93.992.707	<b>STOCKHOLDERS' EQUITY</b>	<b>138.951.912</b>	<b>130.911.531</b>
Trade receivables	88.376.748	86.413.895	Interest-bearing loans and borrowings	111.675.762	117.805.350
Other receivables	6.425.617	8.019.131	Employee benefit liabilities	8.100.353	7.912.782
Current tax receivables	5.053.888	7.029.222	Deferred tax liabilities	8.340.653	10.518.305
Derivatives	-	47.225	Provisions	162.684	150.551
Financial assets	791.509	791.509	Derivatives	220.866	414.635
Cash and cash equivalents	62.679.901	41.365.408	<b>NON CURRENT LIABILITIES</b>	<b>128.500.318</b>	<b>136.801.623</b>
<b>CURRENT ASSETS</b>	<b>261.888.828</b>	<b>237.659.097</b>	Trade payables	88.448.383	78.323.460
<b>Assets held for sale</b>	<b>318.812</b>	<b>284.000</b>	Advance payments	26.029.170	21.385.159
<b>TOTAL ASSETS</b>	<b>465.915.702</b>	<b>435.425.009</b>	Other payables	22.076.067	19.218.309
			Interest-bearing loans and borrowings	34.894.444	25.700.281
			Current tax payables	7.695.264	7.257.725
			Provisions	18.424.370	15.796.491
			Derivatives	895.774	30.430
			<b>CURRENT LIABILITIES</b>	<b>198.463.472</b>	<b>167.711.855</b>
			<b>TOTAL STOCKHOLDERS' EQUITY AND LIABILITIES</b>	<b>465.915.702</b>	<b>435.425.009</b>



# Financial statements as at Dec. 31, 2016: P & L

Values in Euro	31/12/2016	31/12/2015
Net revenues	393.885.774	364.465.523
Other income	4.217.630	4.773.331
Change in inventories of finished goods and WIP	(1.295.770)	9.667.276
Increases in fixed assets for internal work	10.450.001	11.751.310
Use of raw materials, consumables, supplies and goods	(179.095.944)	(173.263.011)
Personnel cost	(102.699.067)	(100.223.151)
Depreciation	(15.853.684)	(13.507.132)
Impairment - Write-off	(1.027.682)	(407.924)
Other operating expenses	(90.053.657)	(85.769.211)
<b>OPERATING PROFIT</b>	<b>18.527.601</b>	<b>17.487.011</b>
<i>of which: non recurring items</i>	<i>(1.752.995)</i>	<i>(1.017.205)</i>
Financial income	626.831	693.514
Financial expenses	(8.507.194)	(9.472.762)
Net exchange differences	(349.409)	(531.702)
Net result of investments accounted for using the equity method	1.057.207	-
Net result of other investments	(7.729)	(44.300)
<b>RESULT BEFORE TAXES</b>	<b>11.347.307</b>	<b>8.131.761</b>
<i>of which: non recurring items</i>	<i>(703.517)</i>	<i>(3.425.832)</i>
Taxes	(1.187.184)	(2.525.917)
<b>NET RESULT</b>	<b>10.160.123</b>	<b>5.605.844</b>
- Attributable to Group shareholders	10.102.304	6.016.715
- Attributable to minority shareholders	57.819	(410.871)
<b>RESULT PER SHARE - BASIC (in euro)</b>	<b>0,96</b>	<b>0,57</b>
<b>RESULT PER SHARE - DILUTED (in euro)</b>	<b>0,96</b>	<b>0,57</b>



# Financial statements as at Dec. 31, 2016: P & L by destination

<i>Values in €/mil</i>	<b>ACT 31.12.16</b>
Sales of machines/products	302,12
Sales of spare parts	55,82
Sales of services	35,95
<b>Gross sales</b>	<b>393,89</b>
Selling expenses	(11,43)
<b>Net sales</b>	<b>382,46</b>
COGS	(286,66)
<b>Gross margin - statutory<sup>□</sup></b>	<b>95,80</b>
<b>Gross margin - statutory %<sup>□</sup></b>	<b>24,3%</b>
R&D	(10,76)
Sales & Marketing	(27,93)
G&A and Management	(21,70)
<b>EBITDA<sup>□</sup></b>	<b>35,41</b>
<b>EBITDA %<sup>□</sup></b>	<b>9,0%</b>
Depreciation & Amortization	(16,88)
<b>EBIT<sup>□</sup></b>	<b>18,53</b>
<b>EBIT %<sup>□</sup></b>	<b>4,7%</b>
Net Financial Result of Investments	1,05
Financial income	0,63
Financial expenses	(8,51)
Net Exchange Differences	(0,35)
<b>EBT</b>	<b>11,35</b>
Taxes	(1,19)
<b>Net Result</b>	<b>10,16</b>
- <i>Attributable to Group shareholders</i>	<i>10,10</i>
- <i>Attributable to minority shareholders</i>	<i>0,06</i>

As from 1/1/2017 the Company will report P&L figures with a view by destination .



# Financial statements as at Dec. 31, 2016:

## Cash Flow

VALUES IN EURO	31/12/2016	31/12/2015 (**)	VALUES IN EURO	31/12/2016	31/12/2015 (**)
Net result	10.160.123	5.605.844	<b>Cash flow from financing activities</b>		
<i>Adjustments (sub-total)</i>	<b>29.886.002</b>	<b>(1.759.599)</b>	Change in other financial assets/liabilities and other minor items	651.232	(3.127.350)
Depreciation, impairment & write-off	16.881.366	13.915.056	Increases in loans and borrowings (including bank overdrafts)	11.514.175	138.290.097
Gain from sales of shares in investments accounted for using the equity method	(1.057.207)	-	Repayment of loans and borrowings (including bank overdrafts)	(16.203.858)	(120.076.216)
Net change in deferred tax assets and liabilities	(3.887.211)	(192.229)	Repayments in financial lease liabilities	(170.909)	(447.874)
Change in employee benefits	187.571	(769.590)	Dividends paid	(2.620.818)	(2.096.655)
Change in inventories	(4.568.458)	(16.488.757)	Change in currency translation reserve	883.189	4.325.559
Change in trade receivables	(1.962.853)	(749.988)	Other variations	(277.111)	684.827
Change in trade payables and advances	14.768.934	5.181.126	<b>Cash Flows from (used in) financing activities (C)</b>	<b>(6.224.100)</b>	<b>17.552.388</b>
Net change in other receivables/payables and other assets/liabilities	9.523.860	(2.655.217)	<b>Cash Flows from (used in) change of minority shareholders (D)</b>	<b>(42.161)</b>	<b>456.924</b>
<b>Cash Flows from (used in) operating activities (A)</b>	<b>40.046.125</b>	<b>3.846.245</b>	<b>Net change in cash and equivalents (E=A+B+C+D)</b>	<b>21.314.493</b>	<b>5.498.900</b>
<b>Cash flow from investments</b>			<b>Cash and equivalents beginning of period (F)</b>	<b>41.365.408</b>	<b>35.866.508</b>
Acquisition of tangible fixed assets (*)	(3.176.344)	(4.403.766)	<b>Cash and equivalents end of period (G=E+F)</b>	<b>62.679.901</b>	<b>41.365.408</b>
Acquisition of intangible fixed assets	(904.090)	(1.334.088)	<i>(*) not included the acquisition of real estate assets by means of a financial lease and included assets held for sale</i>		
Capitalization of development costs	(9.710.945)	(10.337.511)	<i>(**) for a better comprehension, the 2015 figures have been re-exposed</i>		
Net disposal of fixed assets	72.280	133.191			
Devaluation of other investments	7.729	50.000			
Sale/Purchase of shares in investments accounted for using the equity method	1.271.421	(464.483)			
Purchase/Capital increases in Other investments	(25.422)	-			
<b>Cash Flows from (used in) investing activities (B)</b>	<b>(12.465.371)</b>	<b>(16.356.657)</b>			



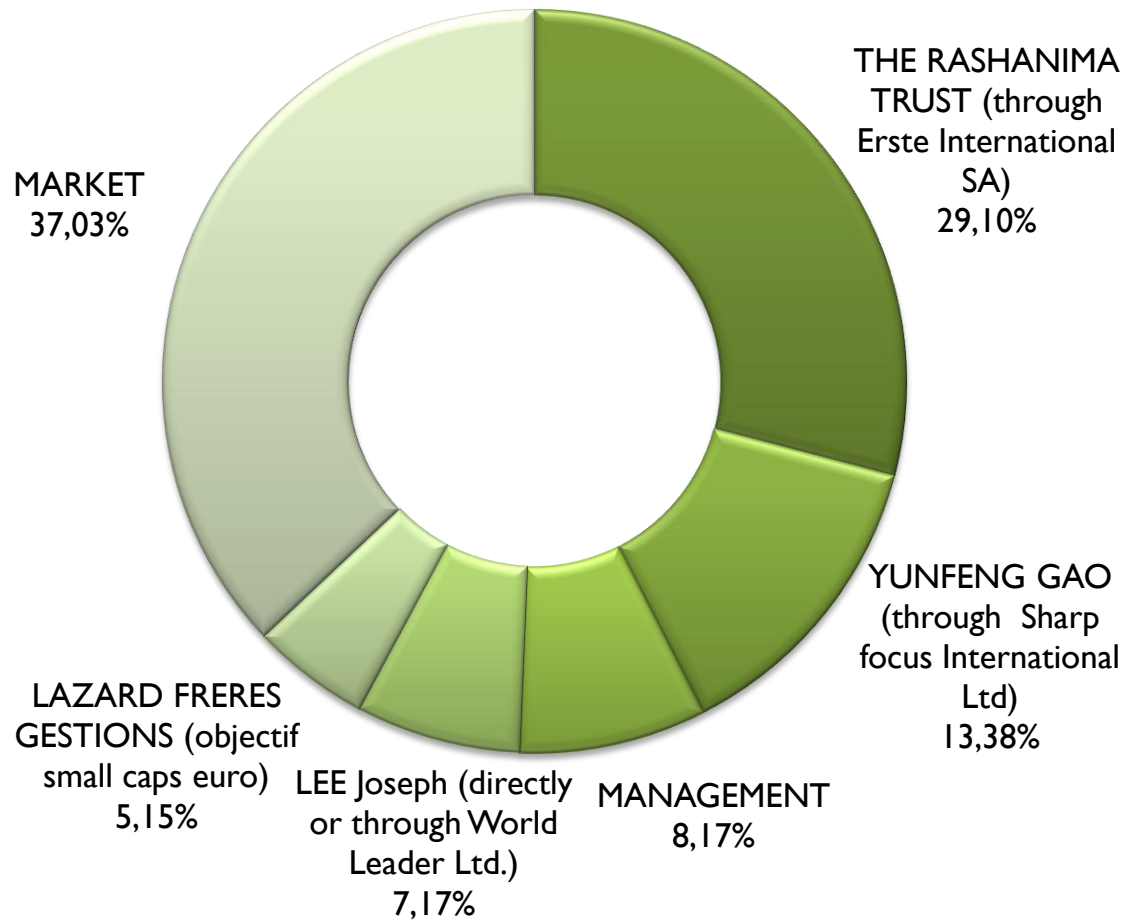


# Financial statements as at Dec. 31, 2016: Net financial position

	Net financial Position	31/12/16	31/12/15	change
A	CASH ON HAND	62.680	41.365	21.315
B	CURRENT FINANCIAL RECEIVABLES	792	839	(47)
C	CURRENT BANK PAYABLES	5.454	9.222	(3.768)
D	CURRENT PART OF NON-CURRENT INDEBTNESS	24.993	14.328	10.665
E	BONDS ISSUED	871	869	2
F	OTHER CURRENT FINANCIAL PAYABLES	4.472	1.312	3.160
G	CURRENT FINANCIAL INDEBTNESS (C+D+E+F)	35.790	25.731	10.059
H	NET CURRENT FINANCIAL INDEBTNESS (G-A-B)	(27.682)	(16.473)	(11.209)
I	NON-CURRENT BANK PAYABLES	59.195	74.077	(14.882)
J	BONDS ISSUED	39.660	39.591	69
K	OTHER NON-CURRENT FINANCIAL PAYABLES	13.042	4.552	8.490
L	NON-CURRENT FINANCIAL INDEBTNESS (I+J+K)	111.897	118.220	(6.323)
M	NET FINANCIAL POSITION (H+L)	84.215	101.747	(17.532)



# Shareholding structure



Source: latest dividend payment (May 2016)



THANK YOU !

