

SHAPING THE FUTURE

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



DIALOGUE AND SOLUTIONS

IT ALL STARTS WITH UNDERSTANDING YOUR NEEDS



SIMPLY INNOVATIVE

SMART TECHNOLOGY TO SIMPLIFY YOUR WORK



GREEN MEANS

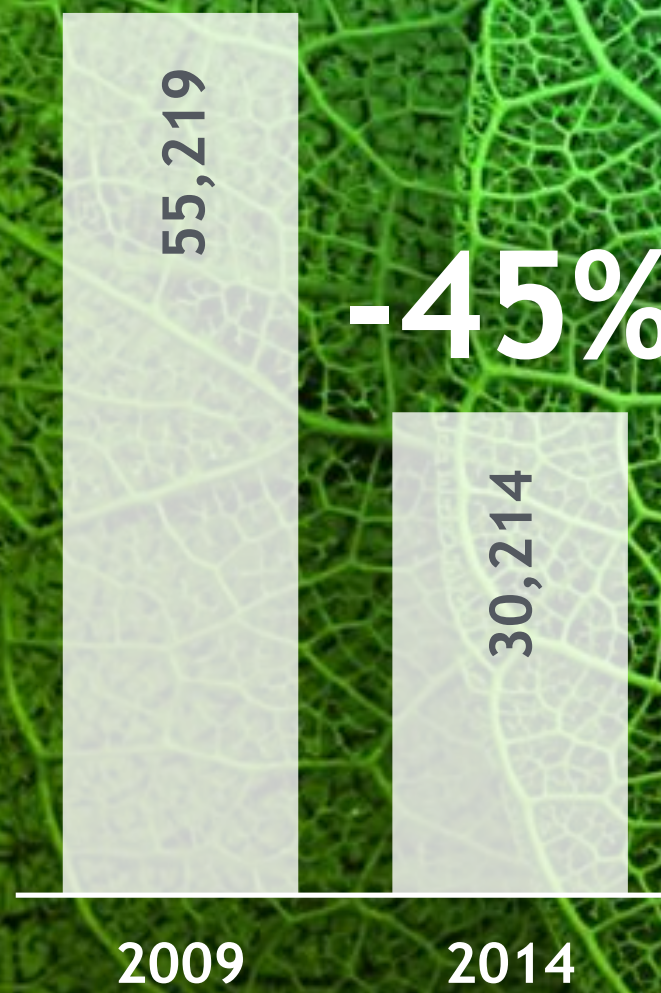
SUSTAINABLE SOLUTIONS TO RAISE YOUR EFFICIENCY



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

THE PUNCHING TECHNOLOGY



82%

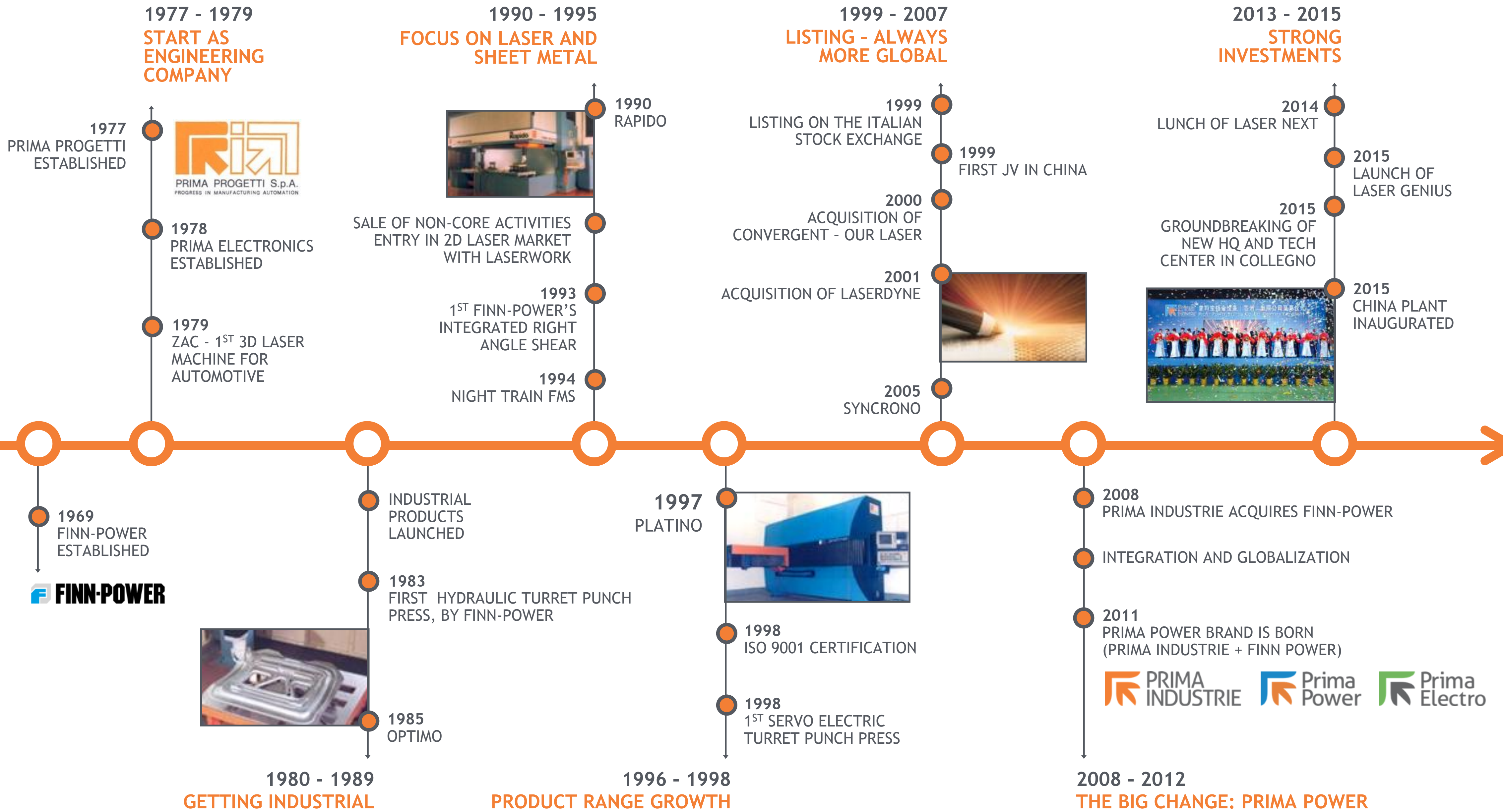
Energy saved by our servo-electric punching with ECOPUNCH® technology



~13%

Scrap material reduction with our punch-shear technology

Comparison is made with competitors' traditional hydraulic machines



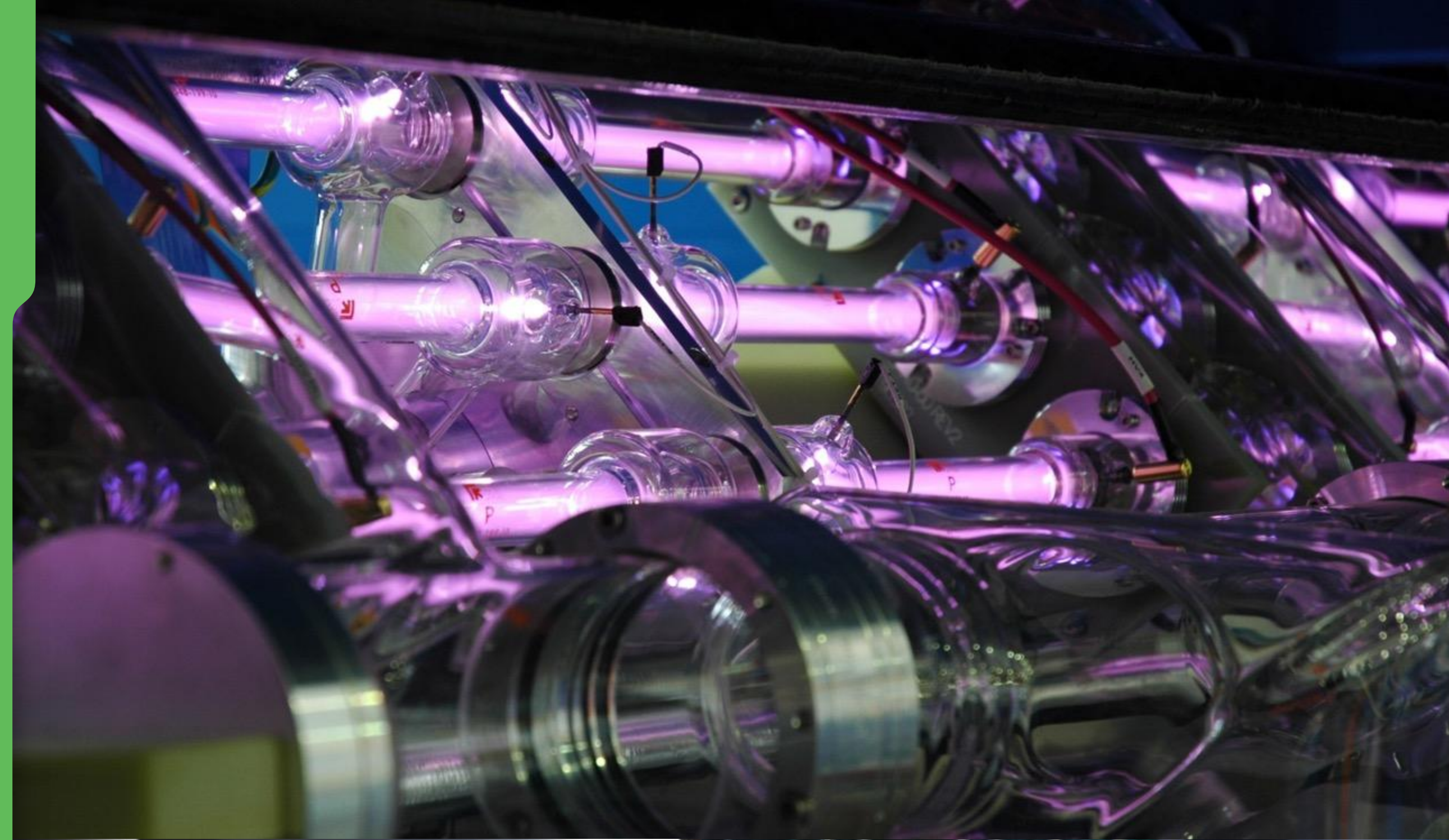


Prima Power is a global leader in laser and sheet metal machinery. Its product range covers every step of metalworking: punching, laser processing, bending, systems, automation and software.





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

ELECTRONICS AND LASER TECHNOLOGIES



DOTS

Embedded Electronics - Dedicated -off-the-shelf



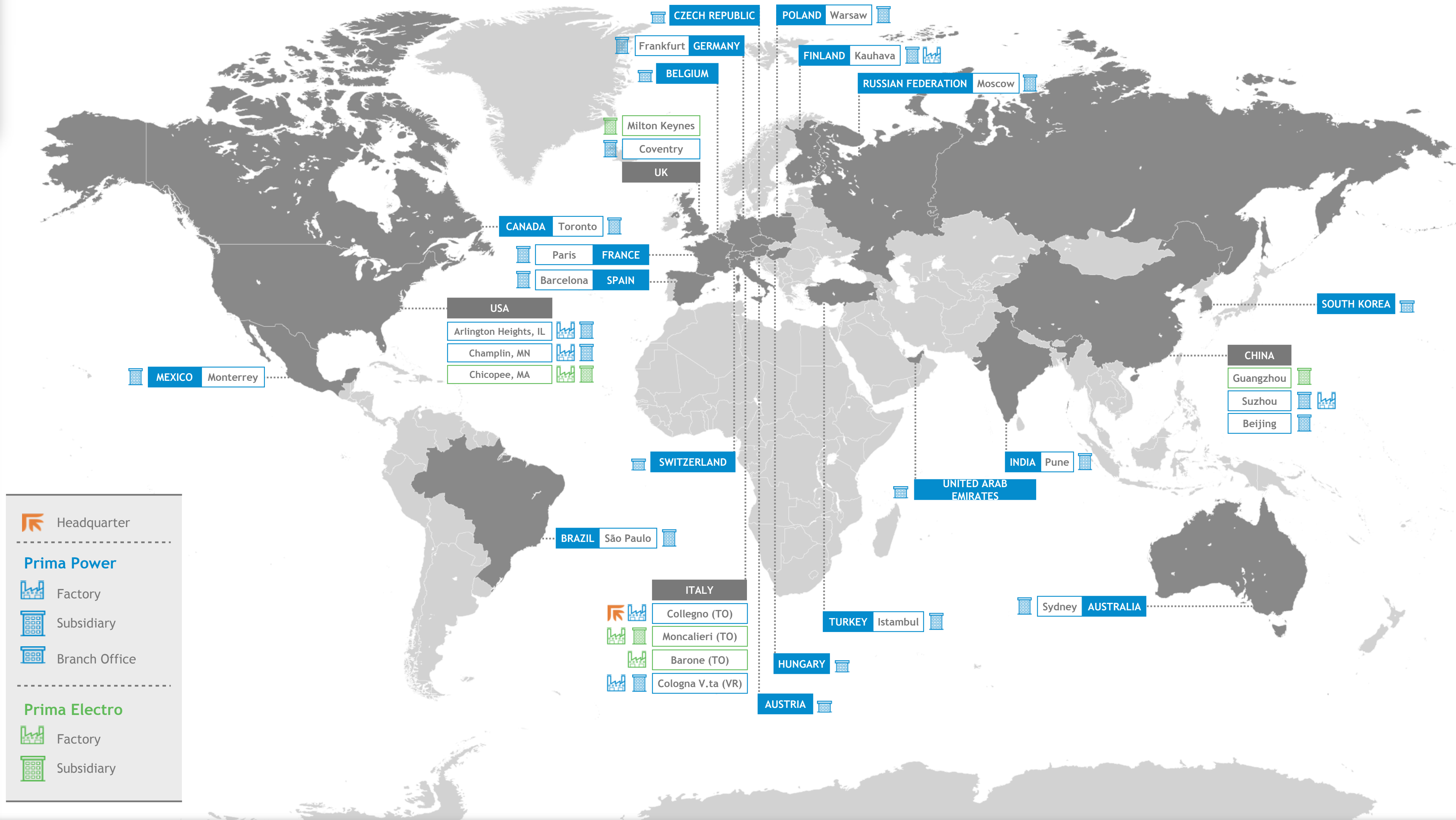
CONVERGENT

Fiber and CO₂ Laser sources



OSAI

Motion Control and CNC's



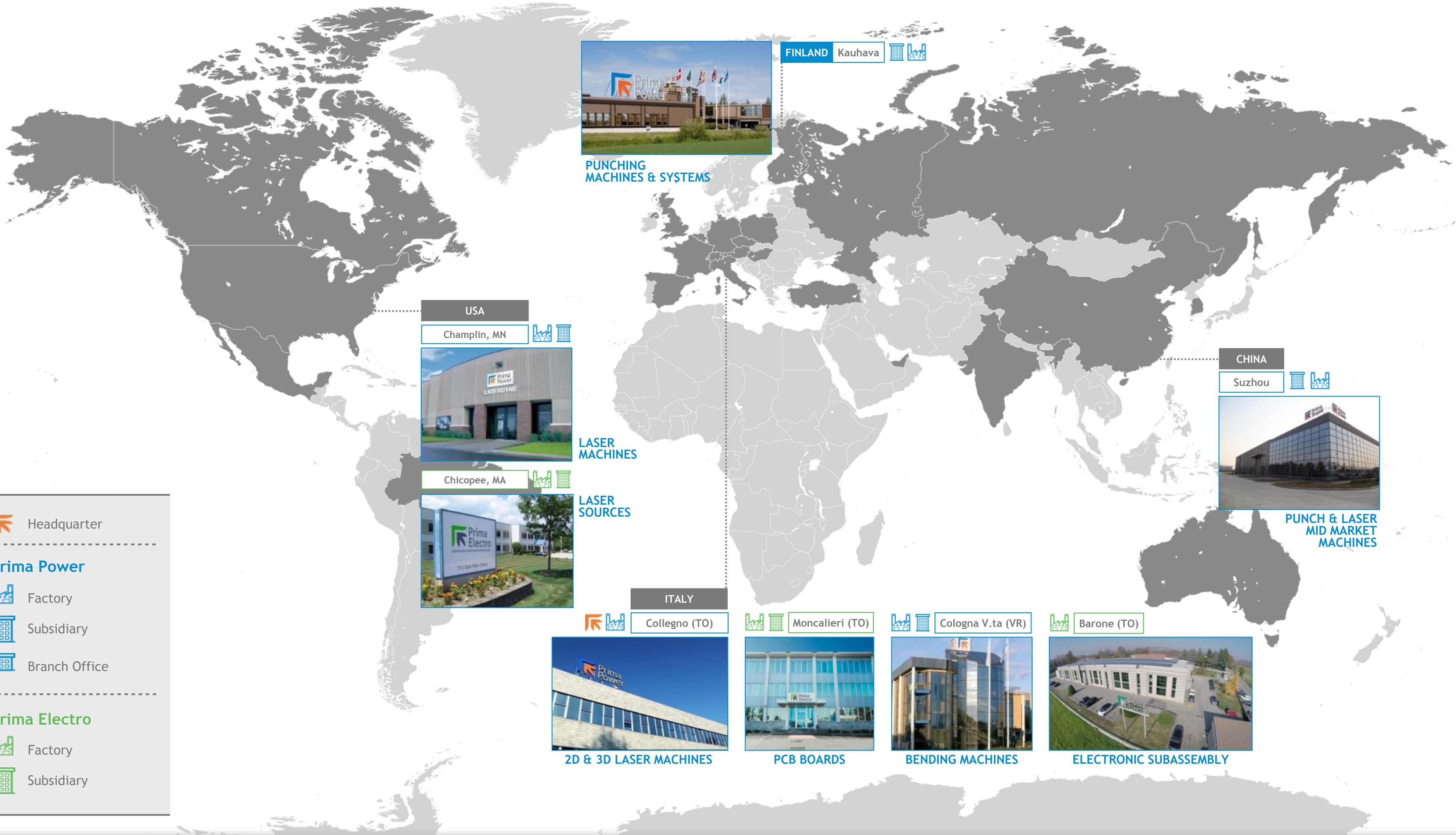
Headquarter

Prima Power

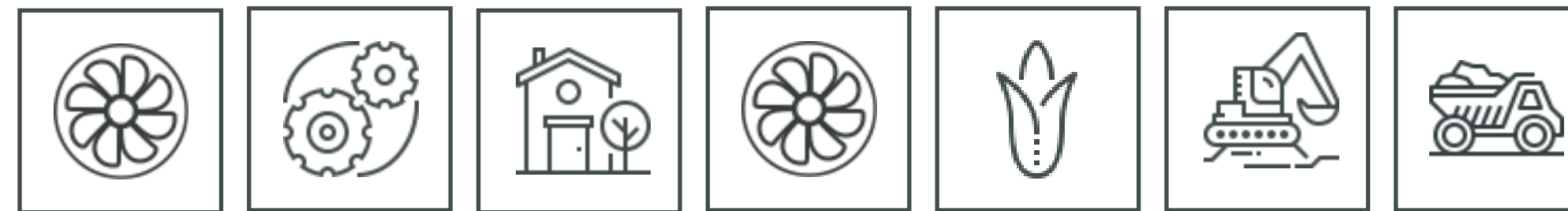
- Factory
- Subsidiary
- Branch Office

Prima Electro

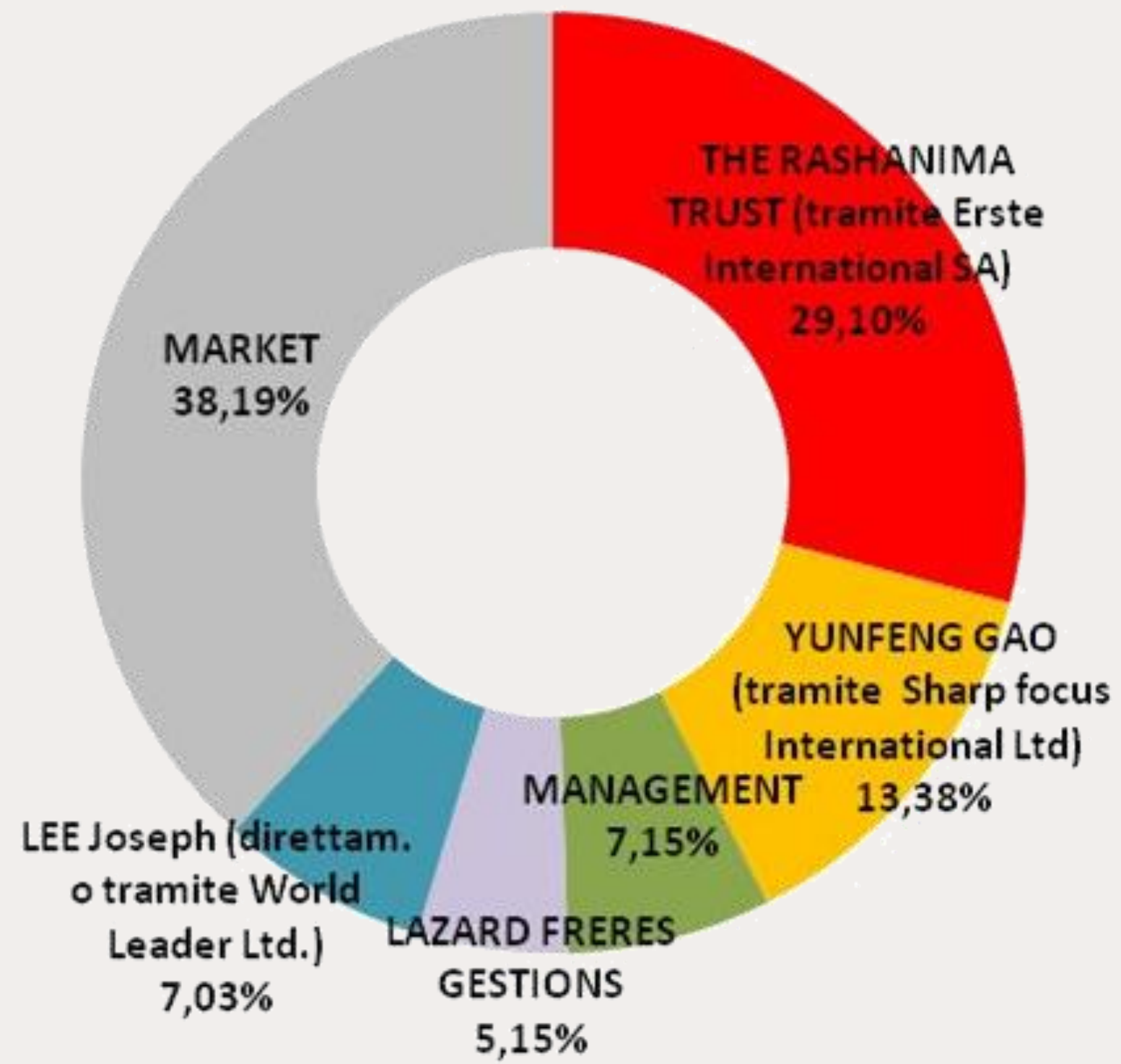
- Factory
- Subsidiary







SHAREHOLDERS' STRUCTURE



WHAT'S NEW IN 2016

- ***NEW HDTC: A WIDE SHOWROOM DISPLAYING THE WHOLE PRODUCT RANGE***
- ***NEW PROPRIETARY FIBER LASER AVAILABLE***
- ***NEW SALES ORGANIZATION IN CHINA***



1Q 2016 HIGHLIGHTS

(compared to 1Q15)

- **GROWING REVENUES AND IMPROVING PROFITABILITY THANKS TO THE GOOD PERFORMANCE OF ALL THE GEOGRAPHICAL AREAS AND, IN PARTICULAR, OF NORTH AMERICA (+ 37%) AND CHINA (+ 30%)**
- **CONSOLIDATED REVENUES AT 79.4 M€ (+ 12.1% AGAINST 70.9 M€)**
- **EBITDA AT 4.7 M (+57% AGAINST 3.0 M€)**
- **GROUP NET RESULT AT -0.4 M€ (COMPARED TO -3.4 M€)**
- **NET FINANCIAL POSITION AT -117.3 M€ (COMPARED TO -101.7 M€ AT 31/12/2015 AND TO -112.9 M€ AT 31/03/2015)**
- **ORDERS' BACKLOG AT 120.8 M€ (AGAINST 120.2 M€)**

SALES 1Q16 vs 1Q15

SALES BREAKDOWN BY AREA

Revenues	31/03/16		31/03/15	
	Euro thousand	%	Euro thousand	%
EMEA	47.023	59,2	45.311	63,9
AMERICAS	18.244	23,0	13.790	19,5
APAC	14.154	17,8	11.762	16,6
TOTAL	79.421	100,0	70.863	100,0

SALES BREAKDOWN BY DIVISION

Revenues	31/03/16		31/03/15	
	Euro thousand	%	Euro thousand	%
PRIMA POWER	73.169	92,1	59.080	83,4
PRIMA ELECTRO	9.600	12,1	16.055	22,7
Inter-sector revenues	(3.348)	(4,2)	(4.272)	(6,1)
TOTAL	79.421	100,0	70.863	100,0



Notes

- Sales benefited from high year end backlog
- Growth was recorded in all areas:
 - EMEA grew by 4%
 - AMERICAS grew by 32%
 - APAC grew by 20%
- Good results in Italy (15.3% of consolidated revenues), in Germany (9.8% of consolidated revenues), in Northern Europe (9.3% of consolidated revenues) and in Spain (7.6% of consolidated revenues).
- Signs of recovery are also recorded from Russia, whose turnover grows from 1,270 thousand euro at 31/03/2015 to 2,478 thousand euro at 31/03/2016, whilst the situation in Brazil remains negative.
- Prima Power division recorded strong sales vs 1Q15 (+24%)
- Prima Electro division is facing the new fiber laser technology shift

PROFITABILITY 1Q16 VS 1Q15

Performance indicators	31/03/16		31/03/15	
	<i>Euro thousand</i>	<i>% on sales</i>	<i>Euro thousand</i>	<i>% on sales</i>
EBITDA	4.702	5,9	3.002	4,2
EBIT	1.048	1,3	(97)	(0,1)
EBT	(821)	(1,0)	(3.280)	(4,6)
NET RESULT	(432)	(0,5)	(3.537)	(5,0)
NET RESULT ATTRIBUTABLE TO GROUP SHAREHOLDERS	(359)	(0,5)	(3.442)	(4,9)

EBITDA BREAKDOWN BY DIVISION

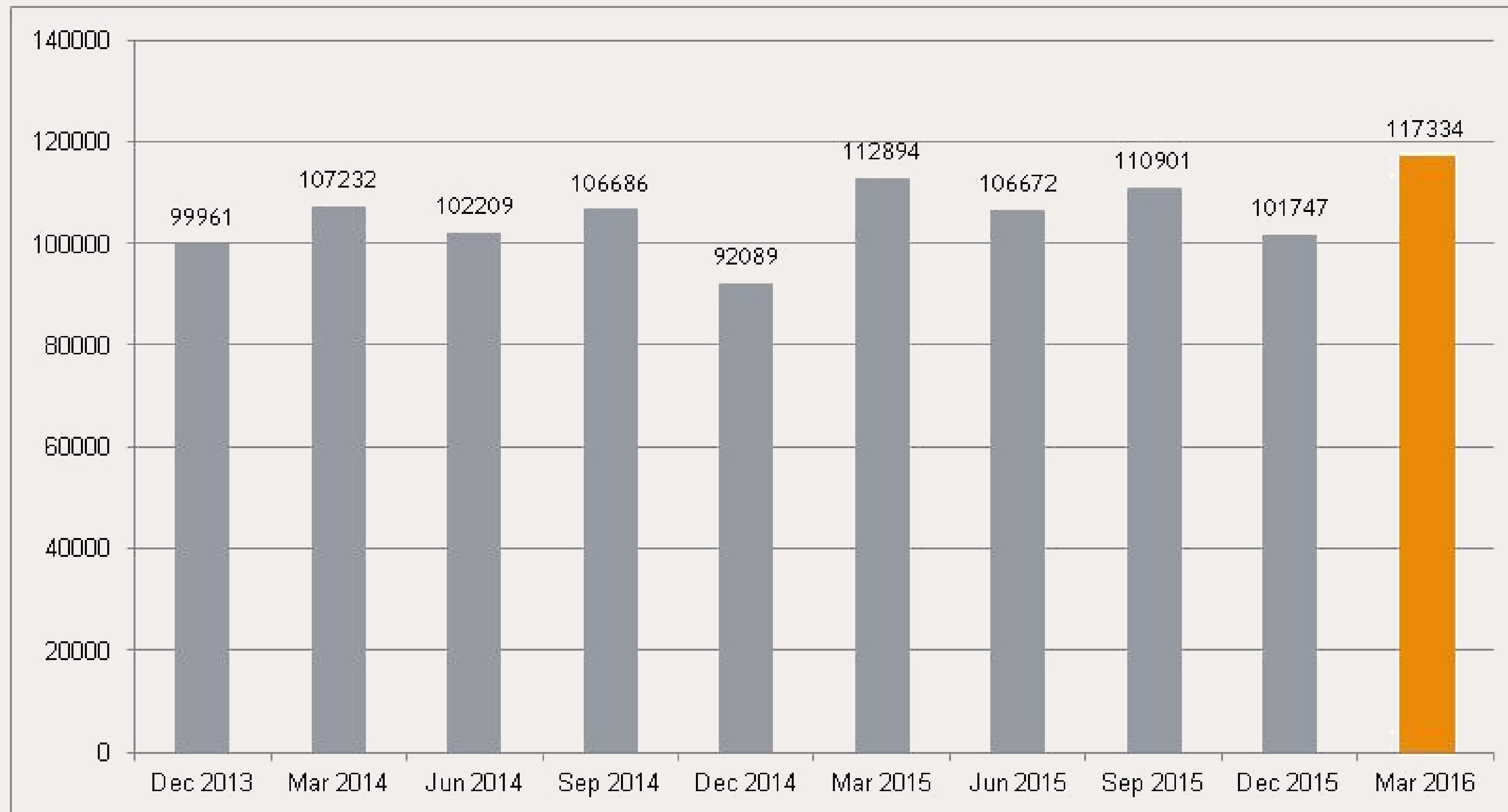
EBITDA	31/03/16		31/03/15	
	<i>Euro thousand</i>	<i>%</i>	<i>Euro thousand</i>	<i>%</i>
PRIMA POWER	4.830	102,7	357	11,9
PRIMA ELECTRO	6	0,1	2.657	88,5
Inter sector items and eliminations	(134)	(2,9)	(12)	(0,4)
TOTAL	4.702	100,0	3.002	100,0

Notes

- Group EBITDA increased by 57% to 4.7 M€ (vs 3.0 M€ in 1Q15)
- Profitability benefited from Prima Power higher volumes compared to 1Q15 (the latter was also affected by non recurring costs)
- Profitability is negatively impacted by the slow down of Prima Electro division whose EBITDA decreased from 2.7 M€ to almost zero.

NET FINANCIAL POSITION

VALUE IN EURO THOUSAND



NFP is affected by the seasonality of the business and also by the increase in working capital due to the additional demo machines displayed in the new showroom in Torino



PROFIT & LOSS - 31/03/2016

Values in Euro	31/03/2016	31/03/2015
Net revenues	79.420.511	70.863.117
Other income	893.030	594.124
Change in inventories of finished goods and WIP	17.351.599	9.349.390
Increases in fixed assets for internal work	2.739.539	3.234.594
Use of raw materials, consumables, supplies and goods	(49.700.740)	(35.232.354)
Personnel cost	(27.093.629)	(25.162.298)
Depreciation	(3.653.902)	(3.099.232)
Impairment	-	-
Other operating expenses	(18.908.379)	(20.644.146)
OPERATING PROFIT	1.048.029	(96.805)
Financial income	501.928	104.287
Financial expenses	(1.751.578)	(3.570.180)
Net exchange differences	(829.183)	382.328
Net result of investments accounted for using the equity method	209.324	(105.000)
Net result of other investments	-	5.700
RESULT BEFORE TAXES	(821.480)	(3.279.670)
Taxes	389.754	(257.699)
NET RESULT	(431.726)	(3.537.369)
- <i>Attributable to Group shareholders</i>	(359.397)	(3.441.744)
- <i>Attributable to minority shareholders</i>	(72.329)	(95.625)
RESULT PER SHARE - BASIC (in euro)	(0,03)	(0,33)
RESULT PER SHARE - DILUTED (in euro)	(0,03)	(0,33)

10,2016

BALANCE SHEET - 31/03/2016

Values in Euro	31/03/2016	31/12/2015
Property, plant and equipment	28.037.697	28.465.557
Intangible assets	157.572.014	157.770.974
Investments accounted for using the equity method	1.186.455	1.223.555
Other investments	121.358	121.358
Non current financial assets	35.000	35.000
Deferred tax assets	10.454.528	9.845.765
Other non current assets	-	19.703
NON CURRENT ASSETS	197.407.052	197.481.912
Inventories	109.675.360	93.992.707
Trade receivables	84.416.545	86.413.895
Other receivables	9.699.495	8.019.131
Current tax receivables	6.753.730	7.029.222
Derivatives	432.112	47.225
Financial assets	791.509	791.509
Cash and cash equivalents	26.543.042	41.365.408
CURRENT ASSETS	238.311.793	237.659.097
Assets held for sale	284.000	284.000
TOTAL ASSETS	436.002.845	435.425.009

Values in Euro	31/03/2016	31/12/2015
Capital stock	26.208.185	26.208.185
Legal reserve	4.494.745	4.494.745
Other reserves	72.243.694	72.243.694
Currency translation reserve	3.994.794	5.965.409
Retained earnings	20.803.091	14.786.376
Net result	(359.397)	6.016.715
Stockholders' equity of the Group	127.385.112	129.715.124
Minority interest	1.078.187	1.196.407
STOCKHOLDERS' EQUITY	128.463.299	130.911.531
Interest-bearing loans and borrowings	118.458.012	117.805.350
Employee benefit liabilities	7.933.905	7.912.782
Deferred tax liabilities	10.358.028	10.518.305
Provisions	146.655	150.551
Derivatives	414.748	414.635
NON CURRENT LIABILITIES	137.311.348	136.801.623
Trade payables	76.863.441	78.323.460
Advance payments	23.775.673	21.385.159
Other payables	21.086.680	19.218.309
Interest-bearing loans and borrowings	26.210.342	25.700.281
Current tax payables	5.541.069	7.257.725
Provisions	16.734.680	15.796.491
Derivatives	16.313	30.430
CURRENT LIABILITIES	170.228.198	167.711.855
TOTAL STOCKHOLDERS' EQUITY AND LIABILITIES	436.002.845	435.425.009

1Q 2016

CASH FLOW - 31 MARCH 2016

VALUES IN EURO	31/03/2016	31/03/2015 (**)
Net result	(431.726)	(3.537.369)
Adjustments (sub-total)	(10.147.984)	(18.549.758)
Depreciation and impairment	3.653.902	3.099.232
Net change in deferred tax assets and liabilities	(769.040)	(851.266)
Change in employee benefits	21.123	(39.675)
Change in inventories	(15.682.653)	(23.115.254)
Change in trade receivables	1.997.350	1.079.607
Change in trade payables and advances	930.495	3.205.876
Net change in other receivables/payables and other assets/liabilities	(299.161)	(1.928.278)
Cash Flows from (used in) operating activities (A)	(10.579.710)	(22.087.127)
Cash flow from investments		
Acquisition of tangible fixed assets (*)	(812.979)	(1.084.264)
Acquisition of intangible fixed assets	(352.811)	(206.008)
Capitalization of development costs	(2.697.798)	(2.968.966)
Net disposal of fixed assets (*)	47.464	4.595
Changes in capital of investments accounted for using the equity method	37.100	2.600
Net result of investments accounted for using the equity method	-	105.000
Cash Flows from (used in) investing activities (B)	(3.779.024)	(4.147.043)
Cash flow from financing activities		
Change in other financial assets/liabilities and other minor items	232.437	(2.735.093)
Increases in loans and borrowings (including bank overdrafts)	2.412.232	99.390.885
Repayment of loans and borrowings (including bank overdrafts)	(1.077.218)	(91.728.474)
Change in currency translation reserve	(1.970.615)	5.208.770
Other variations	(14.577)	408.993
Cash Flows from (used in) financing activities (C)	(417.741)	10.545.081
Cash Flows from (used in) change of minority shareholders (D)	(45.891)	540.274
Net change in cash and equivalents (E=A+B+C+D)	(14.822.366)	(15.148.815)
Cash and equivalents beginning of period (F)	41.365.408	35.866.508
Cash and equivalents end of period (G=E+F)	26.543.042	20.717.693

(*) included tangible fixed assets classified in the assets held for sale

(**) for a better comparability, the 2015 figures have been reclassified

CASH FLOW

From London to Rio...With Prima

Olympic torch London 2012



London 2012 torch relay
The Olympic torch will pass through 1,018 places as it visits every region in the UK – including a number of islands – travelling 8,000 miles (12,800km) over 70 days

Triangular form:
Inspired by Olympic motto – faster, higher, stronger – and London's three Olympic Games – in 1908, 1948 and 2012

Colour:
Gold embraces qualities of Olympic Flame

Height:
800mm

Weight:
800g, including central propane-butane burner

Lightweight aluminium alloy skin perforated by 8,000 circles – equal to number of torchbearers

Designed by east London partnership **Edward Barber and Jay Osgerby**

FINISH July 27 LONDON
Opening Ceremony, Olympic Stadium

START May 19 Lands End

8,000 torchbearers run average of 300m each

© GRAPHIC NEWS

Olympic torch Rio 2016



Colours reflect hues in Brazilian flag

Sky: Embodies sun and ultimate achievement of gold medal

Mountains: Inspired by Rio's surrounding natural beauty

Sea: Captures fluid ripples of blue ocean

Ground: Indicative of Copacabana promenade – most famous stretch of land in Rio

Floating segments: Influenced by motion of athletes flying through air

Length open: 69cm

Rio2016

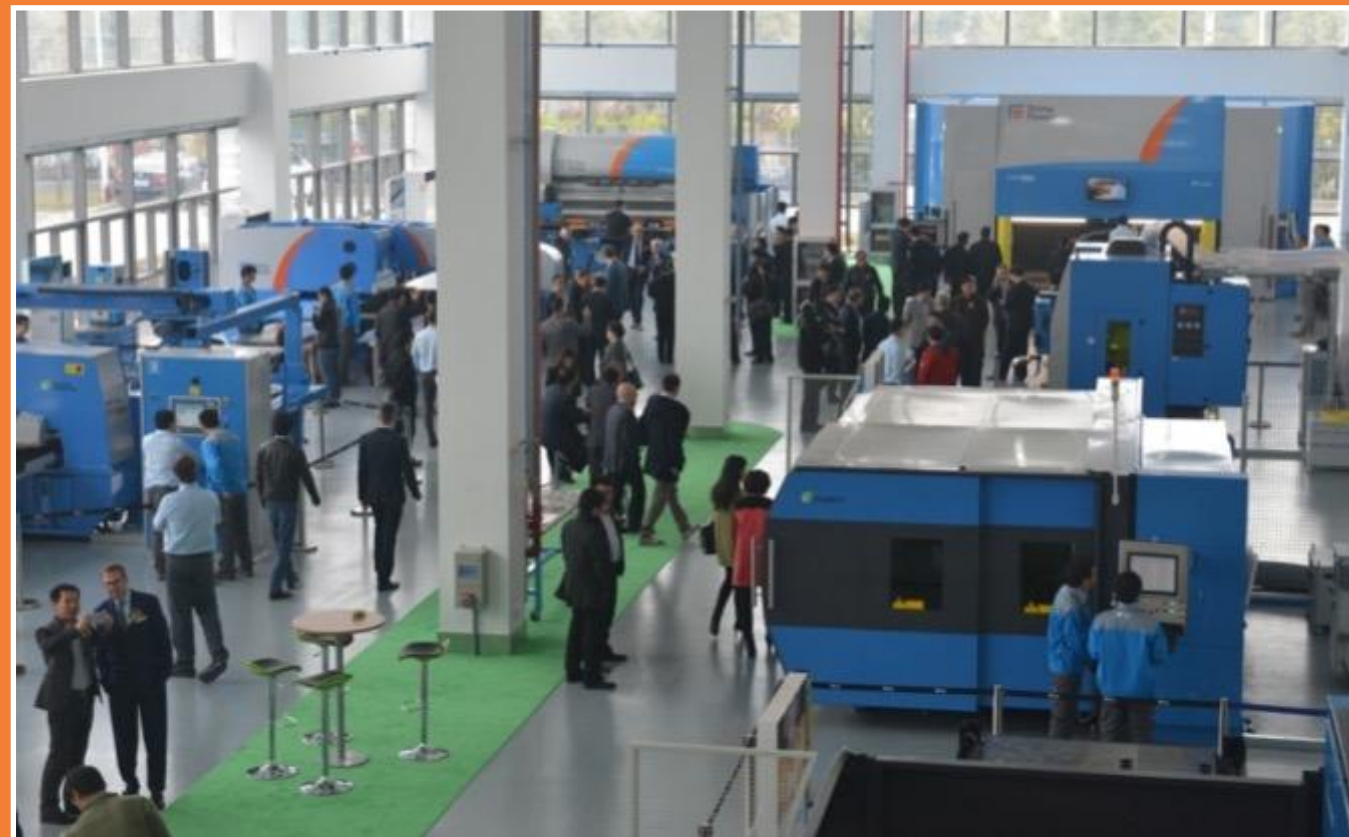
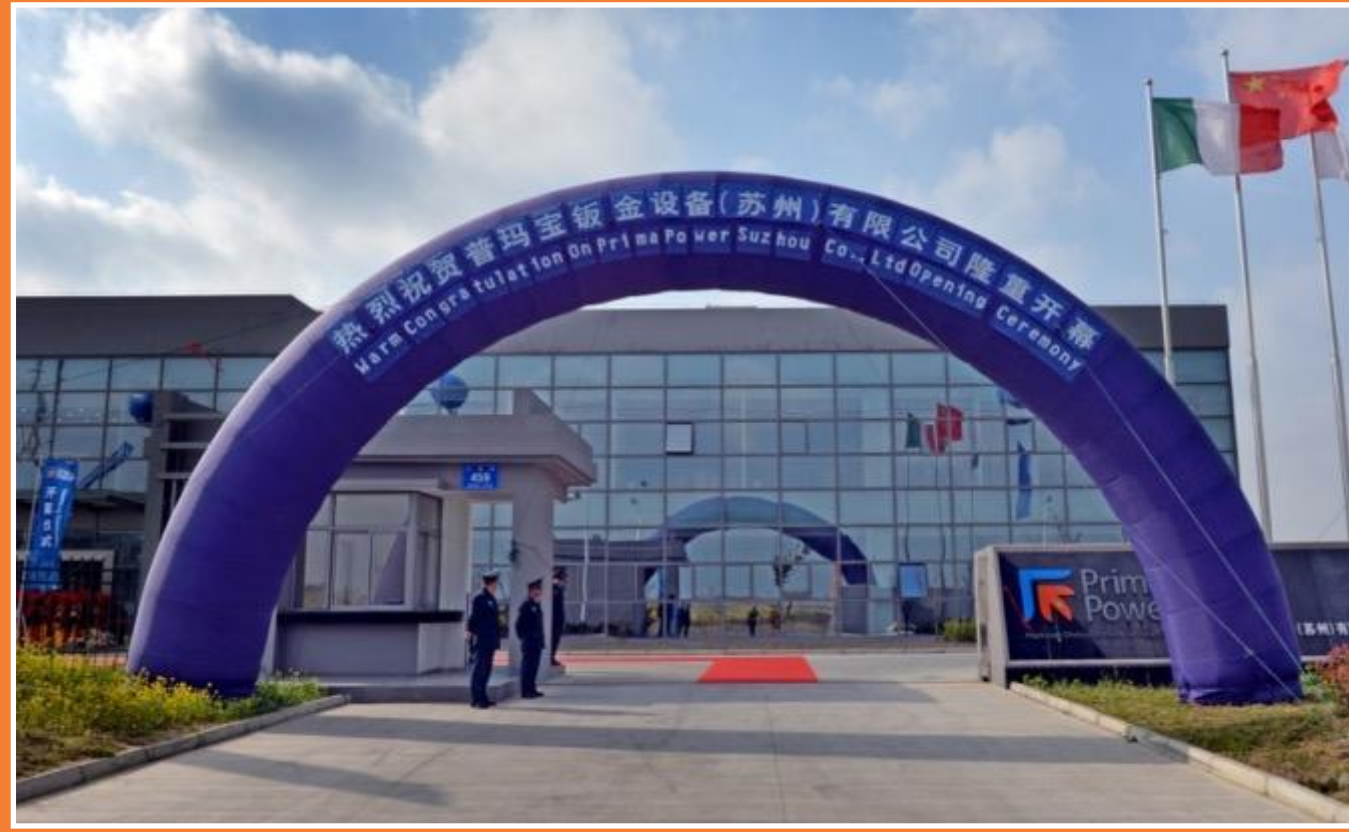
WE ARE INVESTING TO REACH NEXT UPPER LEVEL

INVESTMENTS RELATING TO THE PERIOD 2014 - 2018

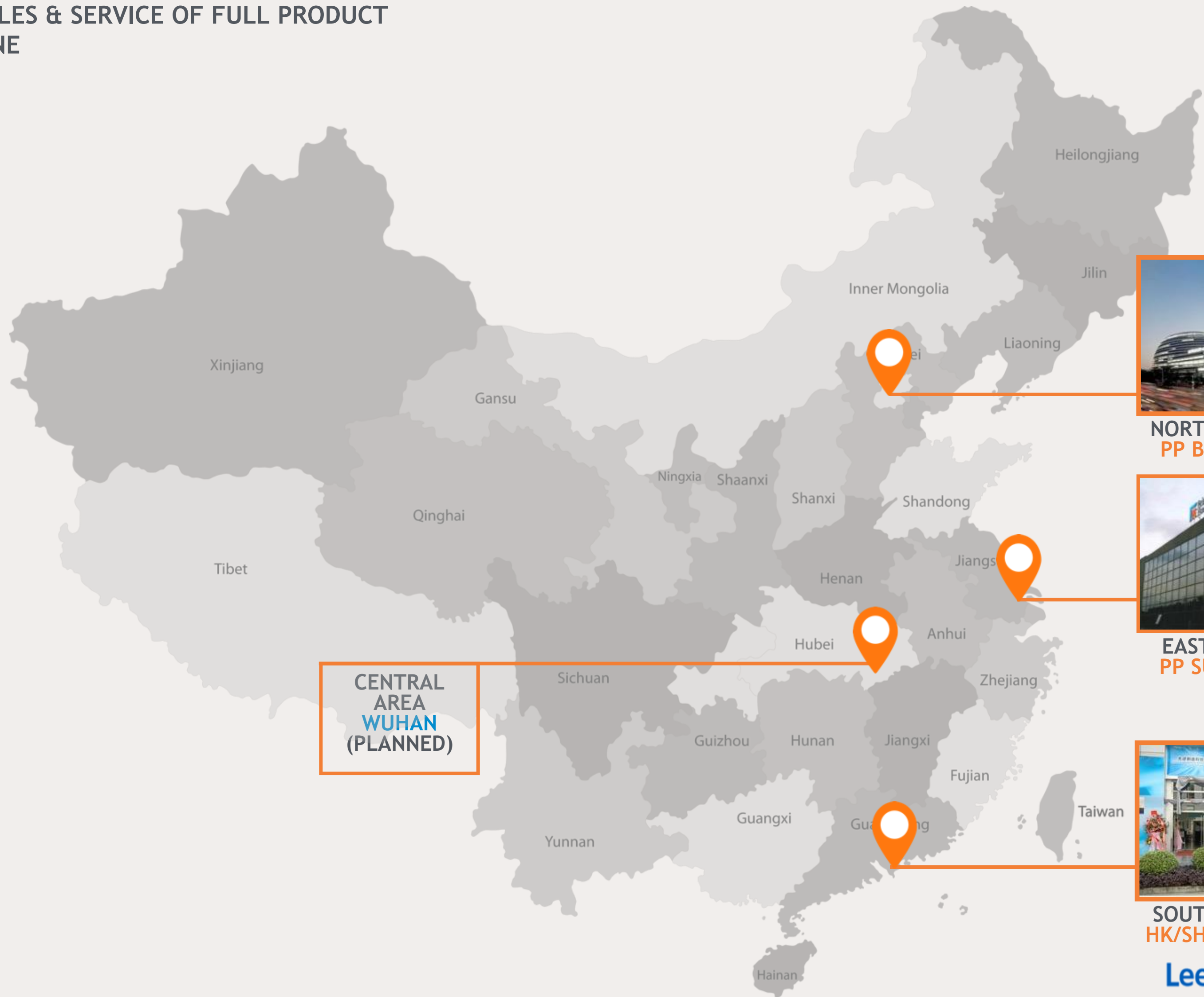
- ▶ CHINA SUZHOU PLANT & NEW SALES/SERVICE ORGANIZATION IN CHINA
- ▶ NEW 2D & 3D LASER MACHINES
- ▶ FIBER LASER
- ▶ DIODE FAB FOR FIBER LASER COMPETITIVENESS
- ▶ NEW HQ TC IN TORINO
- ▶ ADDITIVE MANUFACTURING



CHINA SUZHOU PLANT & NEW SALES/SERVICE ORGANIZATION IN CHINA



SALES & SERVICE OF FULL PRODUCT LINE



NORTH AREA
PP BEIJING



EAST AREA
PP SUZHOU



SOUTH AREA
HK/SHENZHEN



TOTAL INVESTMENT

4.3 M€



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



LASER GENIUS



PLATINO 2.0



LASER NEXT

TOTAL INVESTMENT
5.2 M€



3KW, 4KW & 6KW FIBER LASER

TOTAL INVESTMENT
7.2 M€





DIODE FAB FOR FIBER LASER
COMPETITIVENESS



TOTAL INVESTMENT
7.9 M€

3D RENDERING



WORK IN PROGRESS, MARCH, 2016



**PRIMA
INDUSTRIE**

NEW HQ & TTC IN TORINO

TOTAL INVESTMENT
8.5 M€



ADDITIVE MANUFACTURING

TOTAL INVESTMENT
2.6 M€





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