



Innovation is looking beyond.





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 13,000 machines installed in more than **80 countries**
- **1,781 employees** worldwide (~50% in Italy)
- Manufacturing sites in Italy, Finland, USA and China
- Broad direct commercial and after-sales presence in **EU, NAFTA, BRIC** and other **emerging markets**.
- 2017 sales were € 449.5 millions (+14%), of which 85% outside Italy.
- Strong commitment to innovation (R&D is 5.2% of turnover)
- **Listed** on Italian Stock Exchange (STAR segment) since 1999



Prima Group business sectors: Prima Power



LASER MACHINES



SHEET METAL
MACHINERY

Prima
Power



Prima Group business sectors: Prima Electro



osai




ELECTRONICS



convergent

LASER SOURCES

 **Prima
Electro**



Our presence in the world

Prima Industrie at a glance

We are always close to our customers, wherever they are.

Prima Industrie is present in 5 continents with over 1700 employees and a network of specialized distributors.

Industrial footprint

8 plants in 3 continents



Headquarters
PRIMA INDUSTRIE

Prima Power

Prima Electro

Sales and service footprint



Branches and subsidiaries
in 28 countries worldwide



Presence including
distributors and agents
in over 80 countries



More details about our presence
in the world are available online:
[primaindustrie.com/
our-presence-in-the-world](http://primaindustrie.com/our-presence-in-the-world)

AMERICA



PRIMA POWER
LASERDYNE LLC
Champlin, MN - USA



CONVERGENT
PHOTONICS LLC
Chicopee, MA - USA

EUROPE



PRIMA INDUSTRIE
HEADQUARTERS
AND TECH CENTER
Collegno (TO) - Italy



PRIMA INDUSTRIE SPA
Collegno (TO) - Italy



PRIMA INDUSTRIE SPA
Cologna Veneta (VR) - Italy



PRIMA ELECTRO SPA
Moncalieri (TO) - Italy



PRIMA ELECTRO SPA
Barone (TO) - Italy

ASIA



FINN POWER OY
Kauhava - Finland

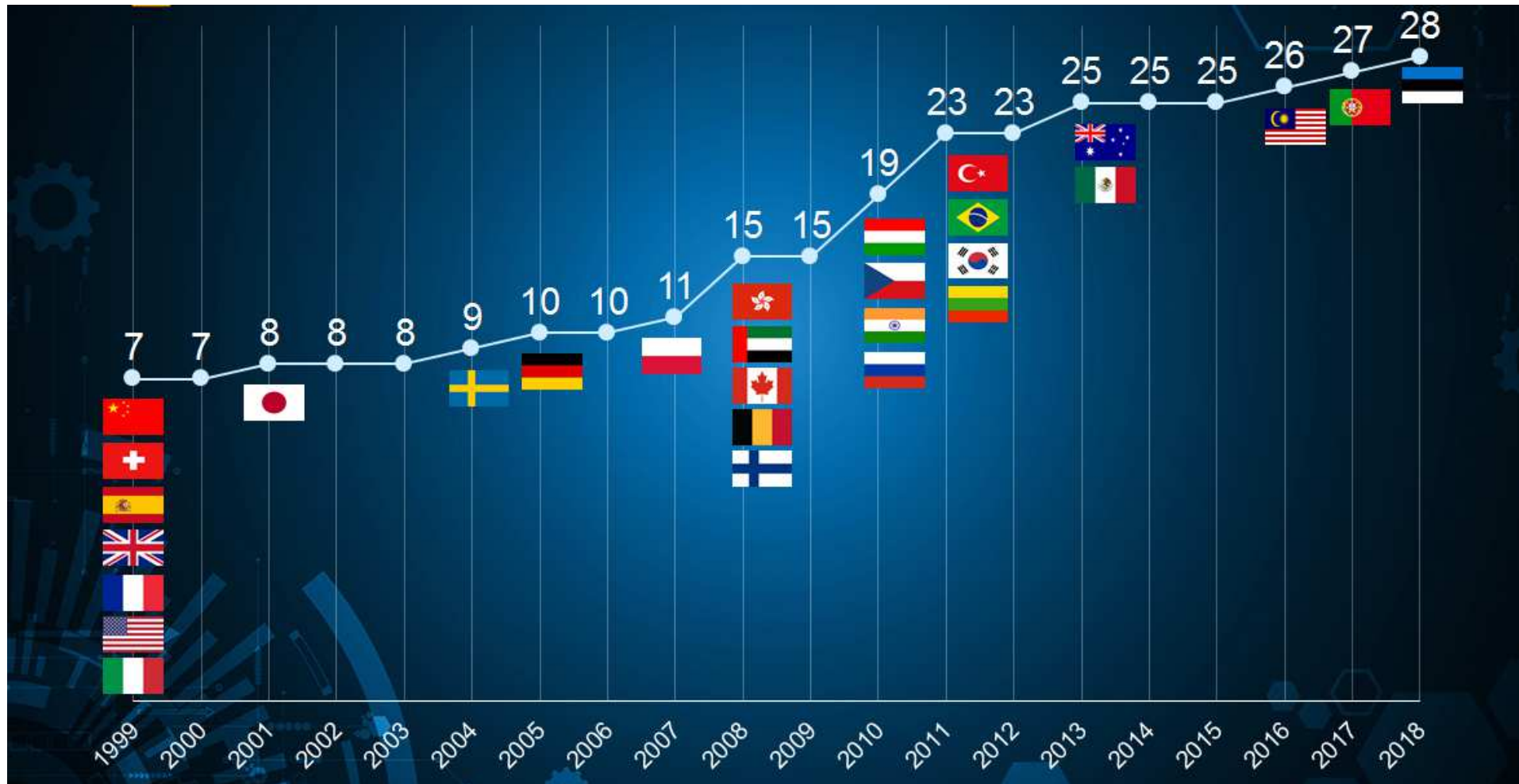


PRIMA POWER
SUZHOU CO. LTD
Suzhou, China



Sales & service footprint

OTHER 50+ COUNTRIES SERVED WITH AGENTS & DISTRIBUTORS



2015-2019: 5 YEARS OF STRONG INVESTMENTS

Connecting global innovation.





Mar 2015 - New Plant in Suzhou (China) - 6.8 M€



The plant, which covers a surface equal to 8.000 square meters, hosts manufacturing, sale and after-sale activities for a wide set of metal sheet processing machines. In addition to manufacturing area and HQ offices, the plant hosts a large show room destined to welcome Chinese and Asian customers.

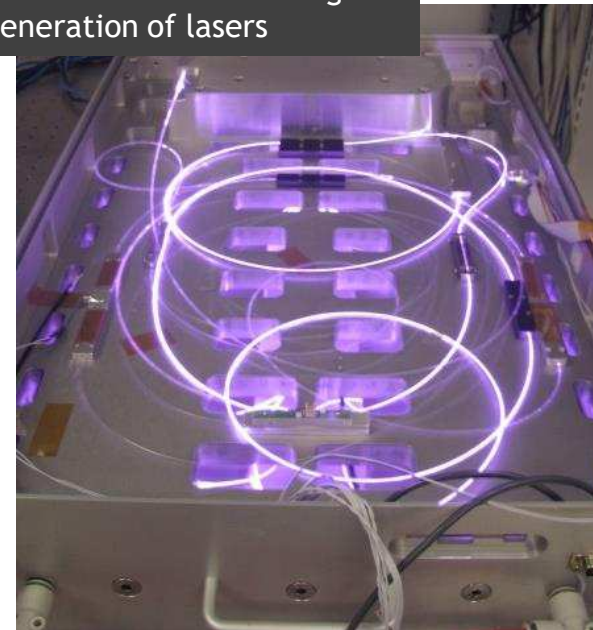
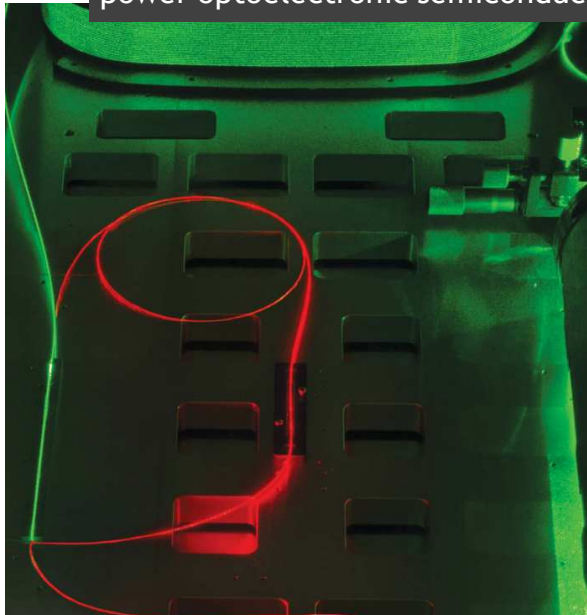




Oct 2015 - Diode Fab for Fiber Lasers (Torino) - 7.5 M€

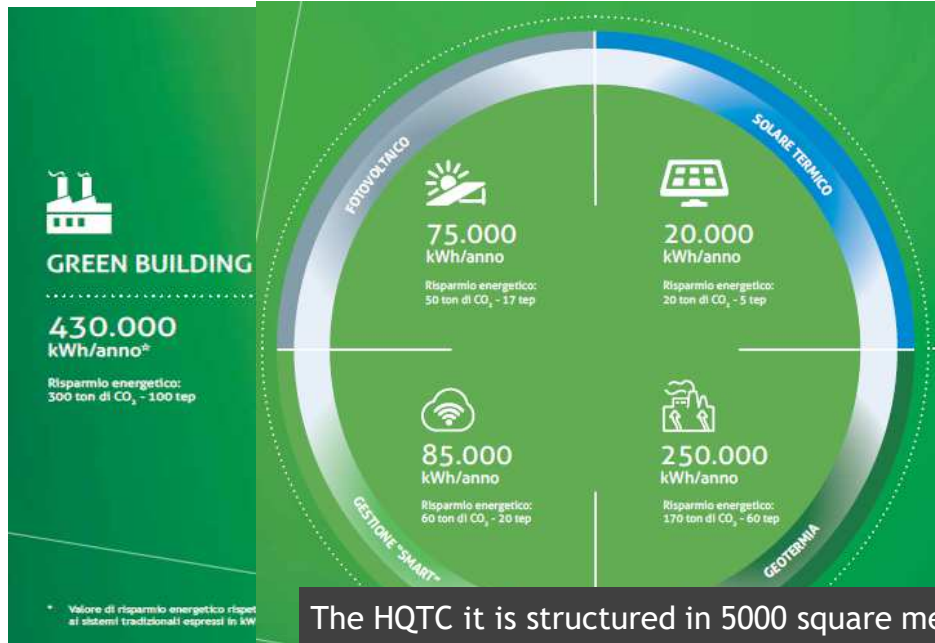


The high tech laboratories host research activities focused on the field of high power optoelectronic semiconductors for the latest generation of lasers





May 2016 - New HQ and Technology Center in Torino - 15.0 M€



The HQTC it is structured in 5000 square meters of which 2500 are dedicated to the corporate offices and 2500 dedicated to the Demo Room and to the hospitality of the customers. The Demo Room hosts 10-12 Prima Power machines, including a whole production line.

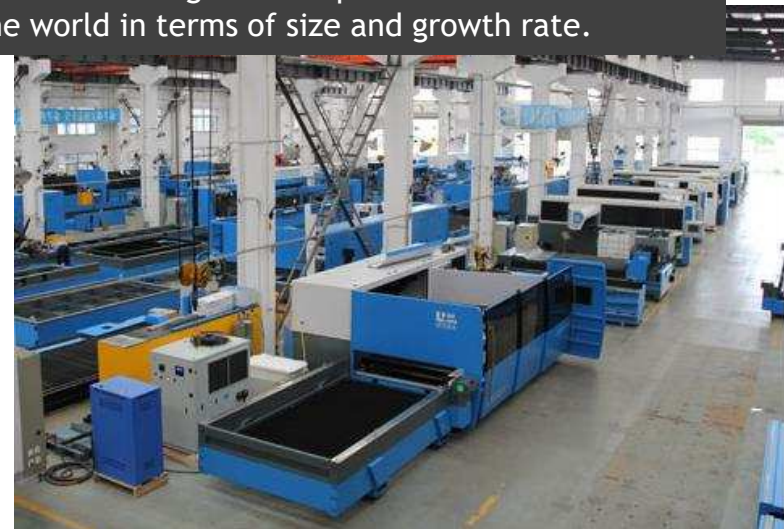




Jun 2018 - Investment in Lead Laser Cangzhou (China) - 6.7 M€



Prima Industrie, through Prima Power brand, already holds a significant share of the Chinese market of high-end machines (3D laser, systems, panel benders), while it still has a limited presence in the market of 2D laser machines. This investment is aimed at increasing the Group's market share in the Chinese market of 2D laser machines, the largest in the world in terms of size and growth rate.





Jun 2018 - New facility in Munich (Germany) - 4.0 M€



The new location features a large Show Room and well organized areas dedicated to demonstrations, applications, cycle time studies, training, and conferences. The new location is in the heart of the D-A-CH area, which is strategic for the Group, as it represents the second most important market in Europe after Italy, with 5% of revenues and an installed base of over 1000 machines.





Dec 2018 - R&D + Additive Manufacturing facility in Torino - 6.0 M€



The facility, structured on approx. 3,300 sqm, represents an extension of the HQTC to host the new Prima Additive division in addition to the R&D employees of laser machines development and relevant labs.





Nov 2018 - Finn-Power Oy new Plant in Seinäjoki (Finland) - 21.0 M€



Finn-Power OY is constructing a new, modern and more efficient building (factory & offices) in the City of Seinäjoki, replacing current location in Kauhava. The new plant is being built-to-suit by a local municipality finance company and will be rented to Finn-Power. Seinäjoki offers a more convenient location in terms of infrastructures, accommodations and hosts several schools and a university.



THE STRONGEST IN FINLAND PLATINUM

2014 – 2017
Finn-Power Oy
FI16369339

is a company which creates power for the economic future

The company has obtained the High Rating Air credit classification in the international power and is thus entitled to the special certificate. The classification is granted after a thorough long-term external financial analysis, positive background information and good structural performance. The classification is granted by Suomen Asiakastieto Oy.

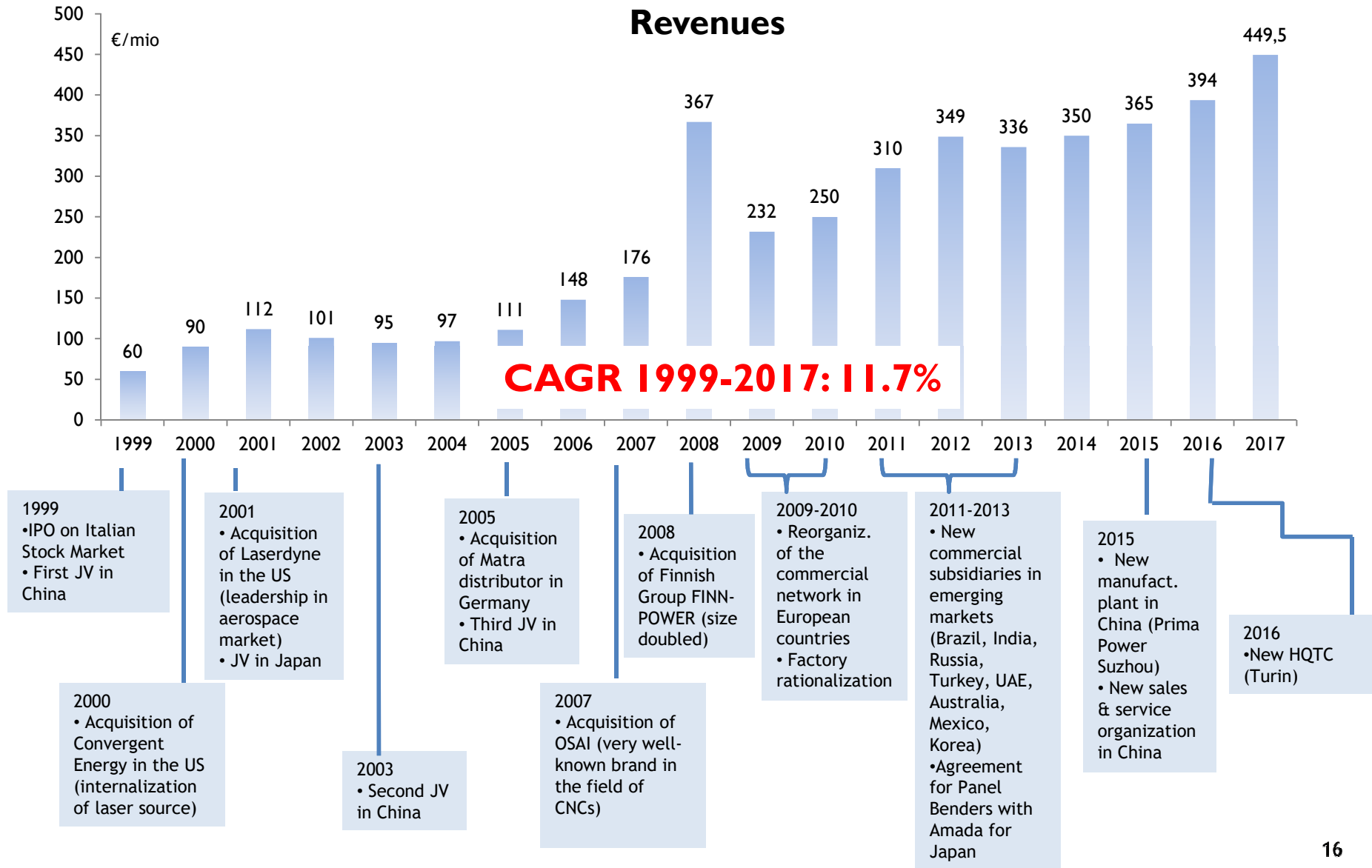
asiakastieto.fi

UNION NOW





A history of growth





Growth is slowing down



OXFORD ECONOMICS

In 2017, the global industrial economy was in its strongest position for at least three years, supported by buoyant global trade. But growth has now peaked, and rising trade tensions come at a time when global industrial activity is already slowing.

Despite the global industry slowdown, economic fundamentals remain solid, and will support some growth even amid the intensifying trade frictions.

The weakening of the internal and external growth consensus is confirmed: uncertainties related to the American commercial policy, slowing of growth in various European economies, progressive increase in interest rates, generalized climate of mistrust of companies and families. The slowdown in Italian exports is more pronounced than in other European countries. This can be attributed to the less positive performance in some specific sectors (automotive, agricultural machinery, ..) and destination markets (China, Japan, Russia).



CONFINDUSTRIA



IPG Photonics announced that it expects revenue for the 3Q18 to be approximately USD355-356m vs old estimates of USD360-390m. In addition, the company added that it expects FY revenue growth to be below the 7-9% range provided on July 31, 2018. Management mentioned that the tariff and trade-related headwinds were the primary driver of weaker than expected performance for business in China and Europe.

Customers in China were more cautious due to heightened political and macroeconomic uncertainties, while order intake in the Americas continued to grow.



TRUMPF



We are monitoring the global economy's development very closely. There are increasing signs that this long phase of recovery could soon be over. We want to be prepared for that.

In the current fiscal year, despite the general slowdown of the global economy, TRUMPF expects to generate business with a similar level of profitability.



Prima's resilience

COMMON FACTORS HIGHLIGHTED

- Slow-down of investments in **China / Trade war** effects
- Uncertainty scenario in **Italy**
- Slow-down of investments of **automotive sector**









RESILIENCE PHASE THANKS TO DIVERSIFICATION IN:

- Geographic markets
- Industries addressed
- Product portfolio



Prima Power

LASER AND SHEET METAL MACHINERY


<p>THE LASER</p>  <p>2D and 3D laser machines for cutting, welding and drilling</p>	<p>THE PUNCH</p>  <p>Servo-electric turret punch presses</p>	<p>THE SHEAR</p>  <p>Integrated systems punch+shear</p>	<p>THE COMBI</p>  <p>Integrated systems punch+shear</p>
<p>THE PRESS</p>  <p>Servo-electric and hydraulic press brakes</p>	<p>THE BEND</p>  <p>Servo-electric panel benders and bending centers</p>	<p>THE SYSTEM</p>  <p>FMC & FMS to automate your production flow</p>	<p>THE SOFTWARE</p>  <p>Smart solutions to connect your machines and maximize productivity</p>

Prima Electro

ELECTRONICS AND LASER TECHNOLOGIES


CONVERGENT

Fiber and CO₂ Laser sources



OSAI

Motion Control and CNC's





Overcome the slow down with growth

INTERNAL GROWTH ENGINES

- **Fiber laser & Diodes investments:** boost in profitability expected
- **Lead Laser investment:** fully exploit the relationship
- **Additive Manufacturing:** add on to turnover and profitability



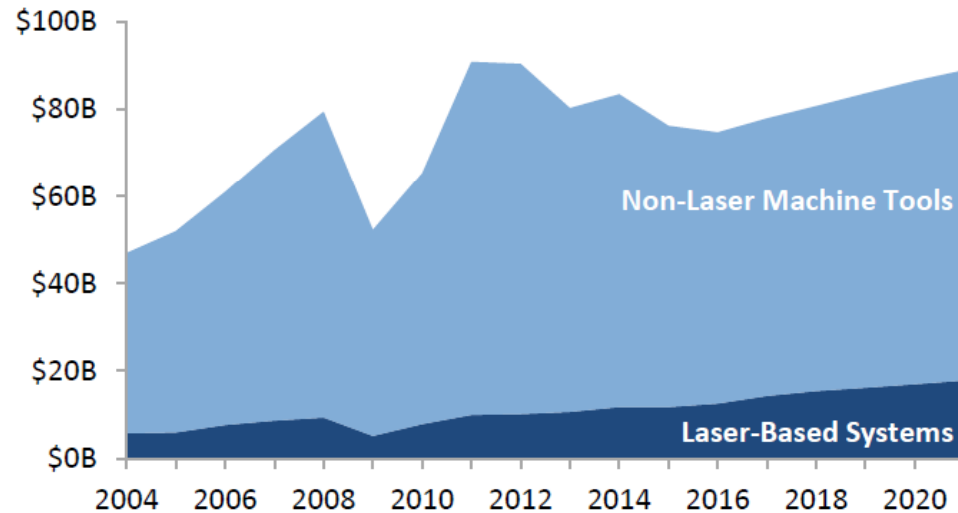


Market trends: machine tool & laser machines market

Global Machine Tool Consumption in 2017: ~\$78B

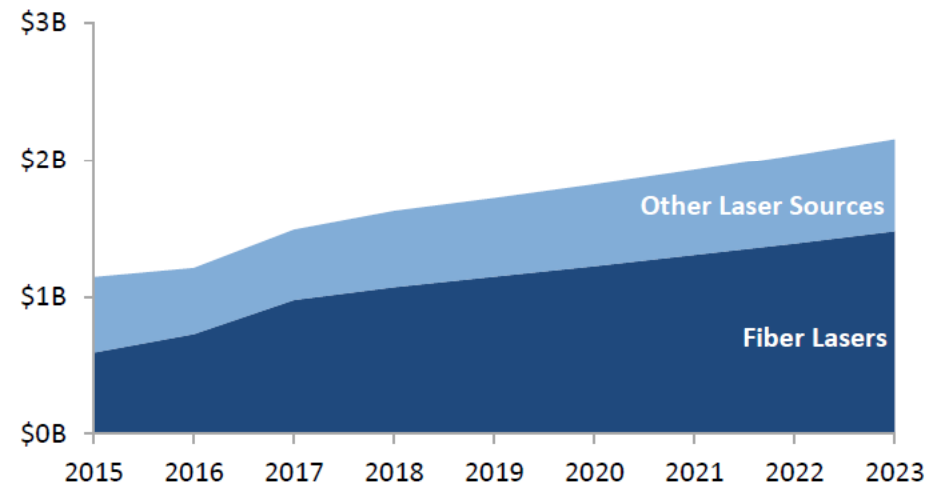
Global Laser Systems for Materials Processing in 2017: ~\$14B

Laser Systems 18% of Worldwide Machine Tools and Growing



Source: Oxford Economics, Optech Consulting and IPG Photonics Corporation

Fiber Lasers a Growing Percentage of Annual Demand for High-Power Industrial Laser Sources



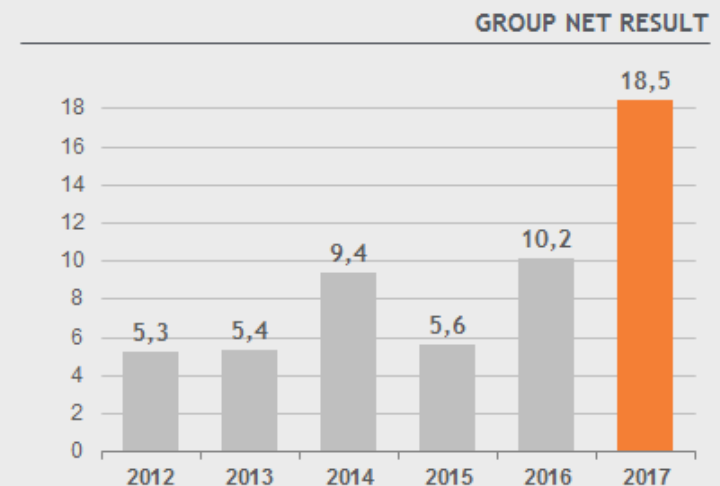
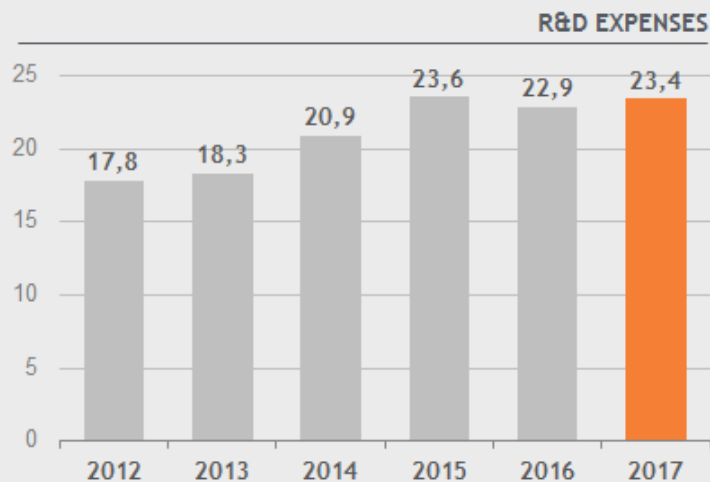
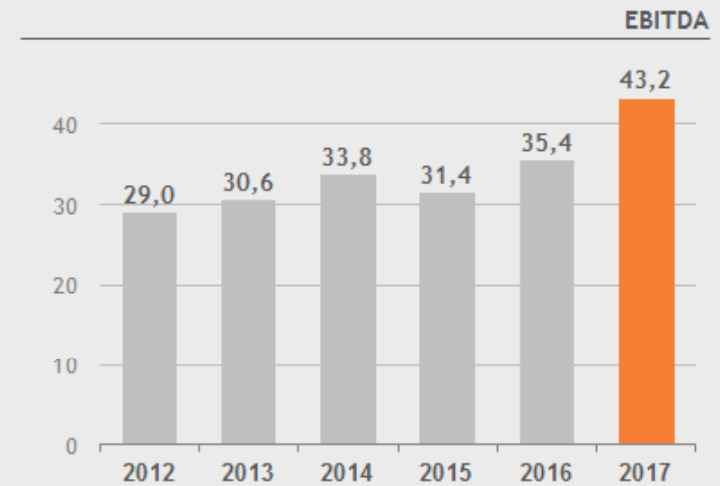
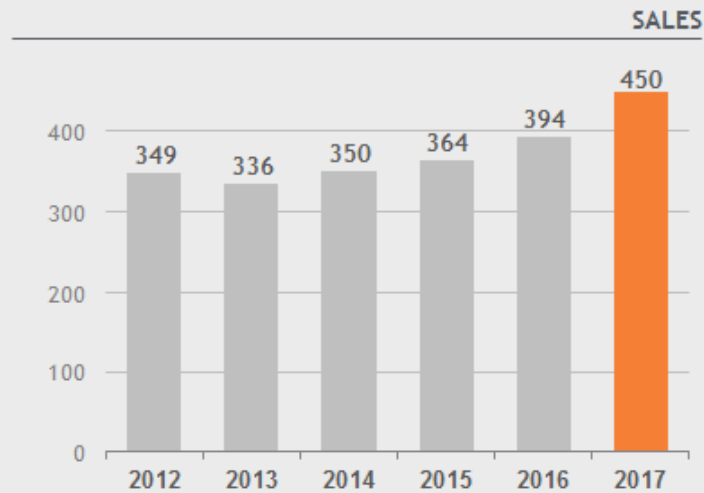
Source: Optech Consulting and IPG Photonics Corporation



Economic trends

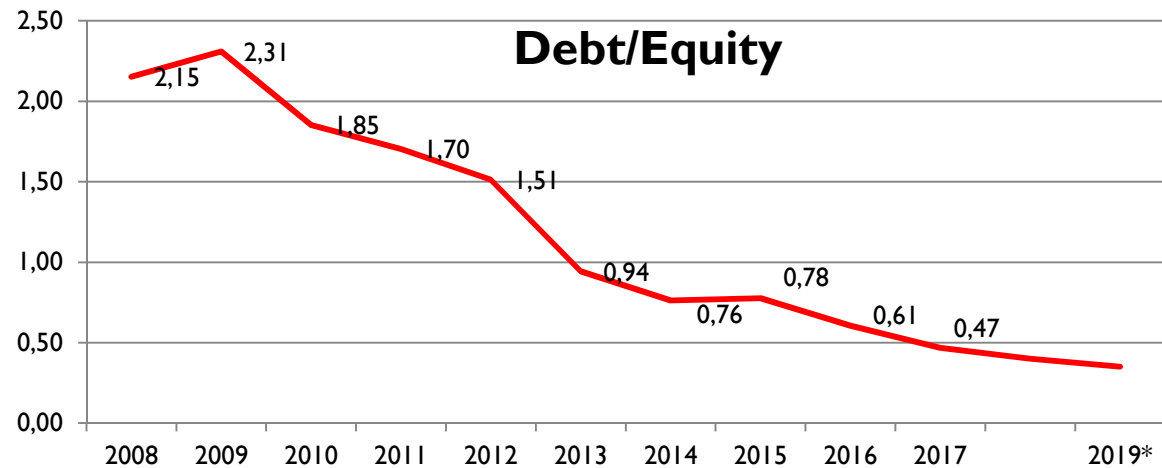
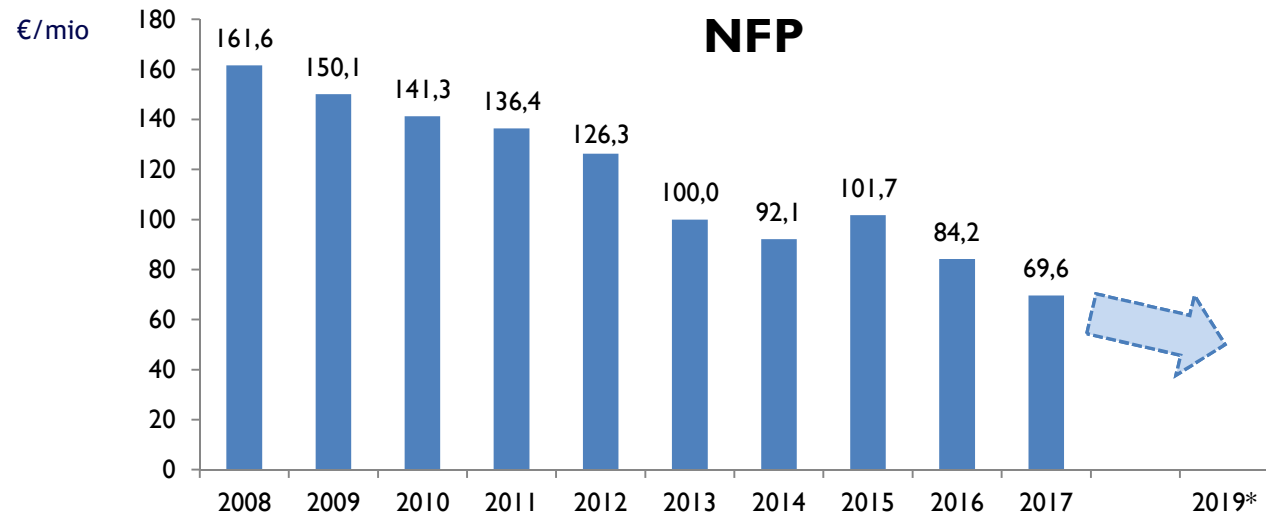
OUR GROUP - KEY INDICATORS

VALUE IN EURO MILLION





Net financial position trend



* = according to Company's business plan



M/L term debt refinancing on main operations

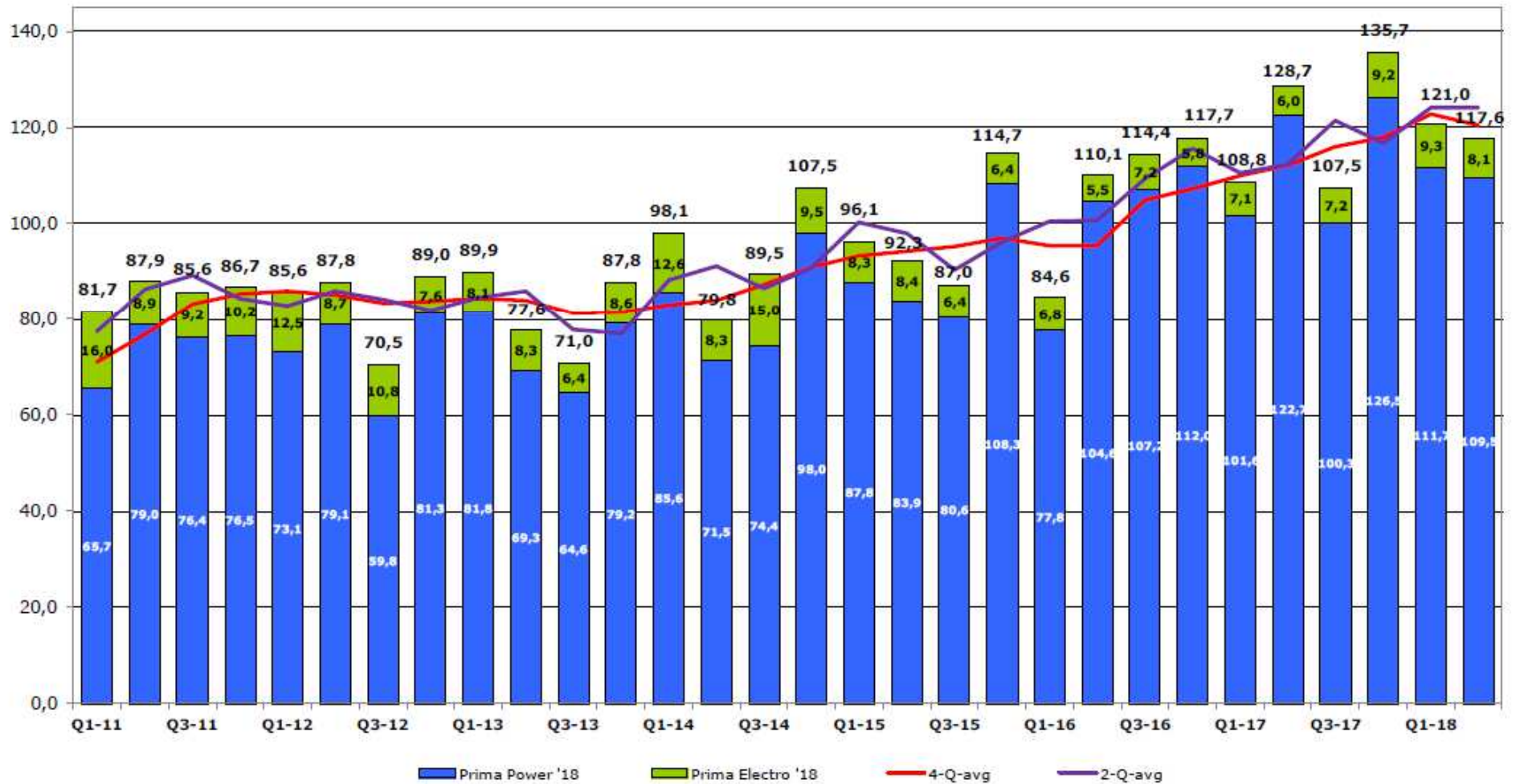
Type	Counterparty	Amount (M€)	Interest rate %	Maturity	Timing for reimbursement	Type	Counterparty	Amount (M€)	Interest rate %	Maturity
BOND	INSTITUTIONAL INVESTOR 1	40	5,875	2022	March 2018	BOND	AVIVA France	25	3,50	2025
TERM LOAN	IT BANKS CLUB DEAL	23	3,03	2021	March 2018	TERM LOAN	BANK 1	25	2,08	2022
TERM LOAN	FINN BANKS CLUB DEAL	20	Euribor +2,50	2020	December 2017	TERM LOAN	BANK 2	20	1,75	2022
TERM LOANS	SEVERAL BANKS INSTALMENTS	25	Euribor +1,75 average	2018/19	2018/2019	TERM LOANS	BANK 3, 4 & 5	45	Euribor +1,50	2022/2023
TOTAL		108	3,70	2018/2022		TOTAL		115	2,10	2022/2025

Banks involved:





Quarterly order intake since 2011





Analysts' consensus

	2018				2019				2020	
	B. IMI	Mediobanca	B. Akros	Consensus	B. IMI	Mediobanca	B. Akros	Consensus	Company Business Plan	Mediobanca
	42,0	36,0	40,0		42,0	36,0	40,0			36,0
	ADD	NEUTRAL	NEUTRAL		ADD	NEUTRAL	NEUTRAL			NEUTRAL
REVENUES	485	482,8	484	483,9	510	509,7	511	510,2	500	519,9
EBITDA	54,81	50,1	53	52,6	61,2	57,9	60	59,7	60	61,4
EBIT	37,95	32,6	36	35,5	44,34	39,3	42	41,9	-	41,9
NET RESULT	32,77	27,6	26	28,8	31,69	28,8	31	30,5	-	29,4
NFP	-54,2	-64	-48	-55,4	-34,8	-43	-37	-38,3	-	-16,7



MEDIOBANCA *Released August 3, 2018*



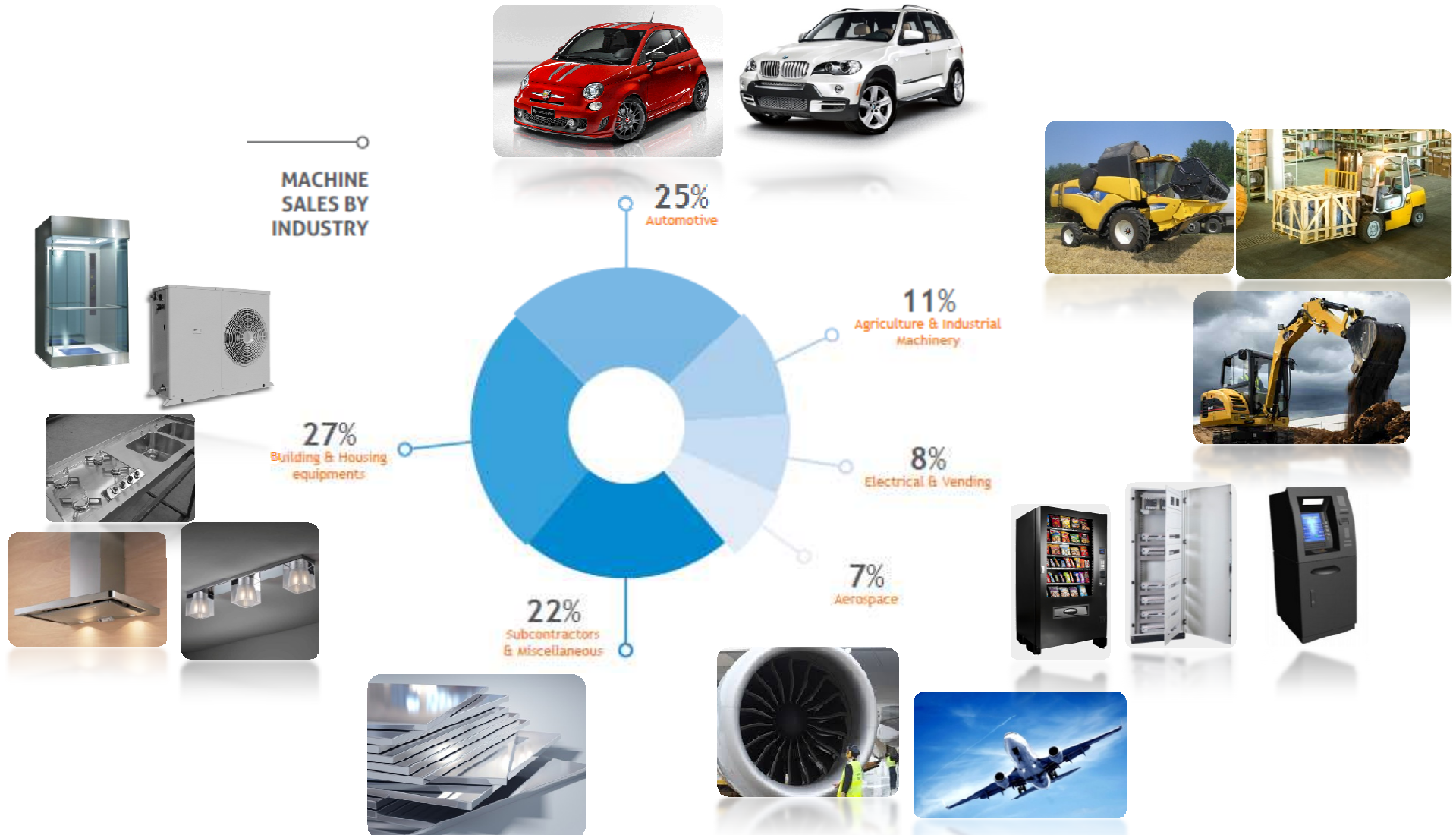
BANCA IMI *Released August 3, 2018*



Released August 29, 2018



Machine revenues by application (2017)



Figures FY 2017



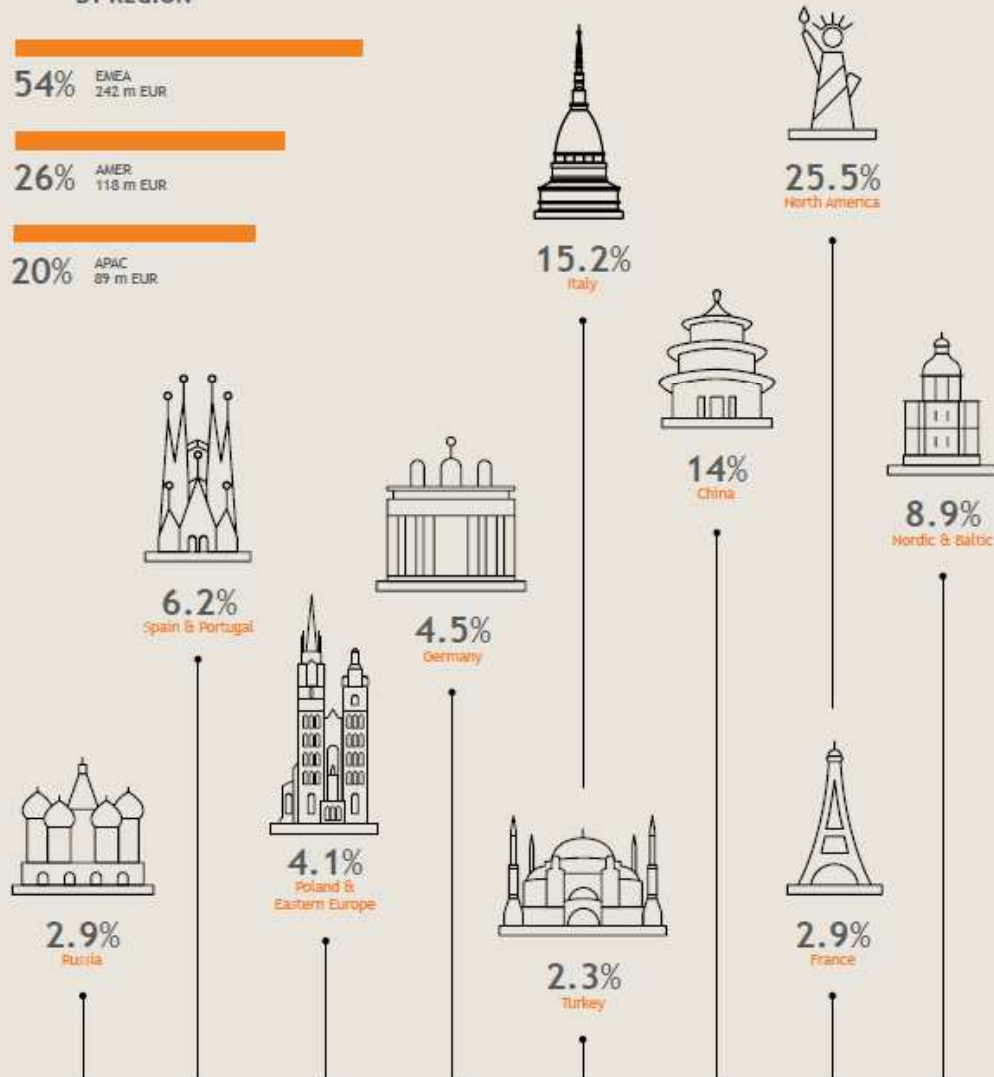
Regional Highlights (2017)

REVENUES BY REGION

54% EMEA
242 m EUR

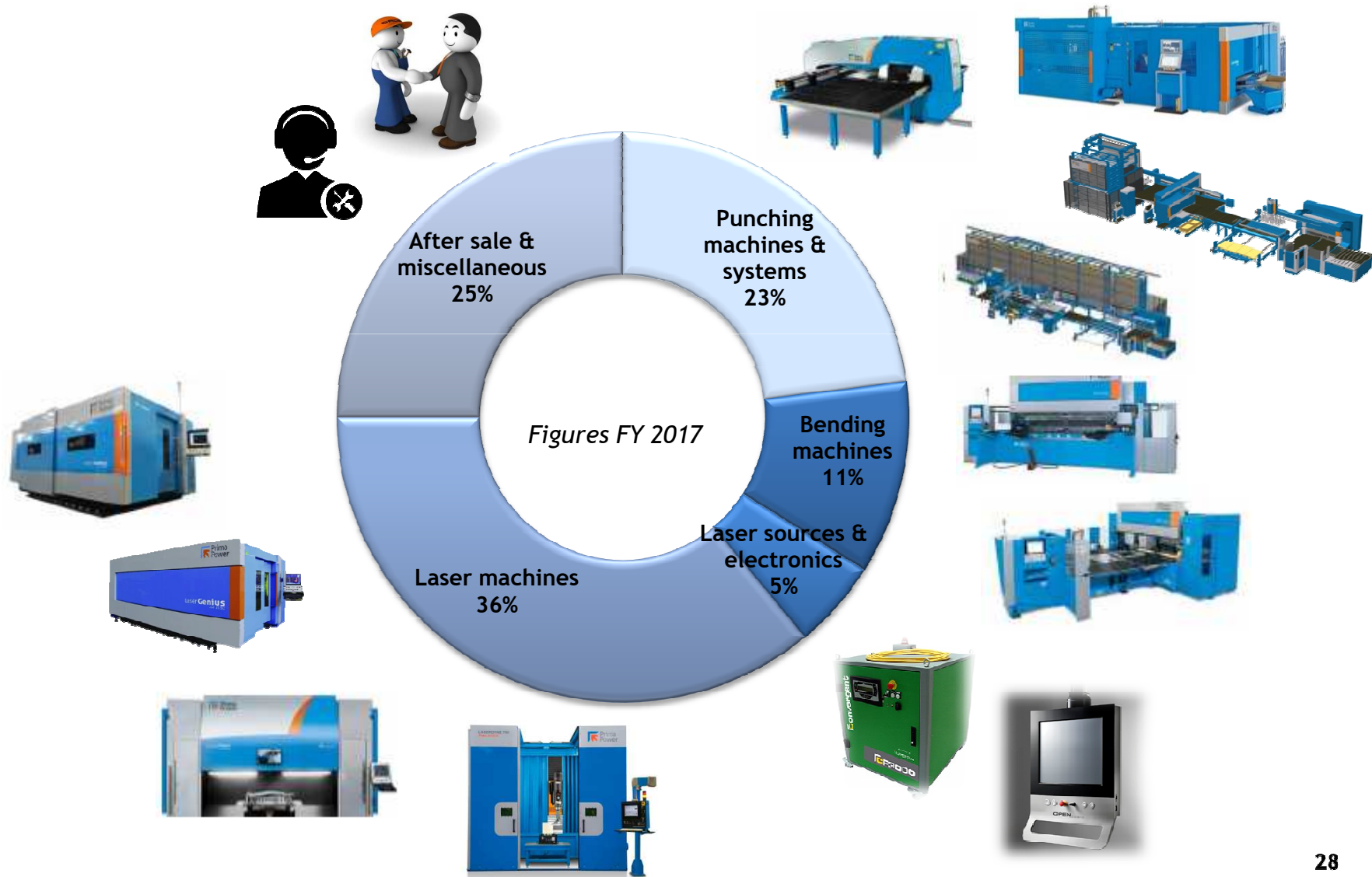
26% AMER
118 m EUR

20% APAC
89 m EUR





Revenues by technology (2017)





Group Employees

OUR GROUP - EMPLOYEES

VALUE EXPRESSED IN UNITS



+ 117 (7 %) in 2017

Collaboration with Politecnico di Torino for Master in:

- Industrial Automation
- Additive Manufacturing
- Industry 4.0



AVERAGE EMPLOYEE AGE: 39

INVESTMENTS IN YOUNG TALENTS:

+140 (8%) HEADCOUNT IN 2018
(of which 50 in Italy)



Competitive & Comprehensive product range

The Laser

3D



Laser Next

The System



PSBB

The Bend



Bce Smart

2D



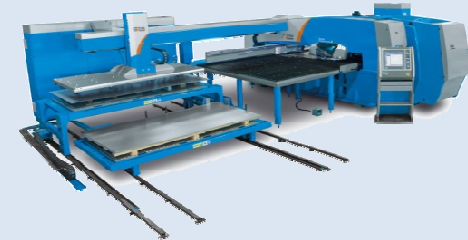
Laser Genius

The Combi



Combi Genius

The Punch



Shear Punch

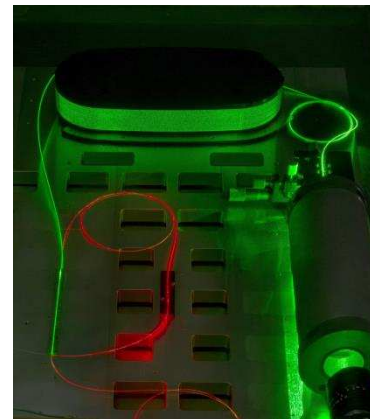
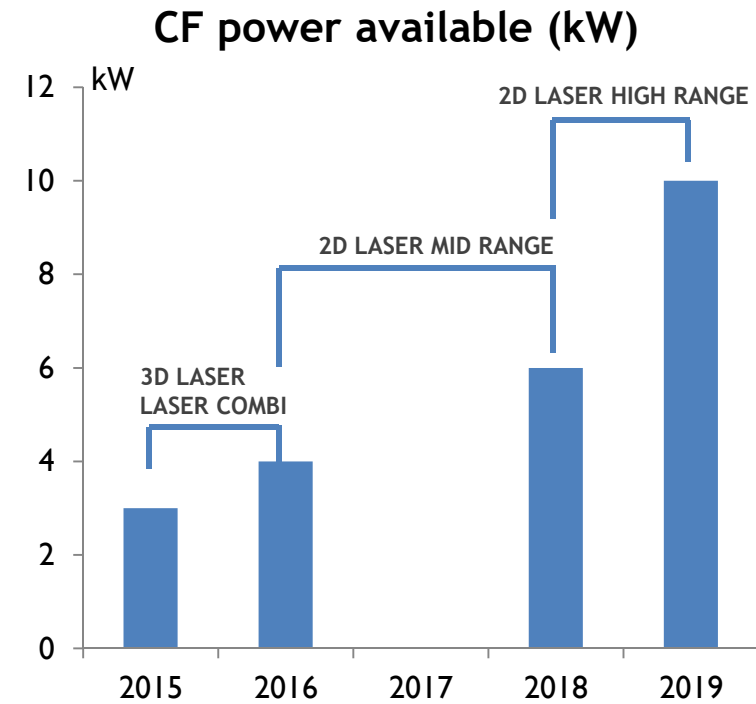
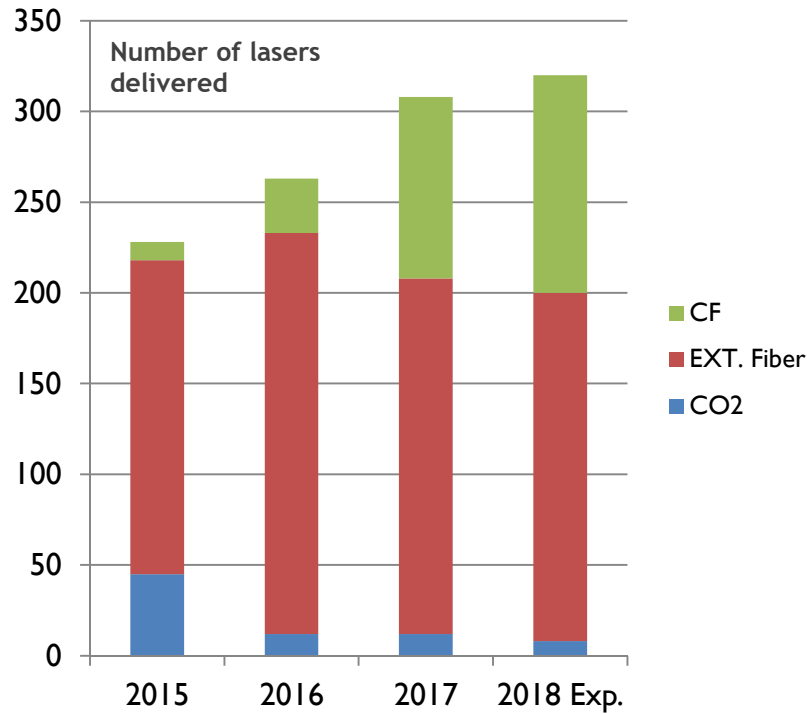


State-of-the-art laser and electronic technologies





Focus on CF fiber laser family





A selection from our 2,000 customers ww



Logos of automotive and industrial customers:

- RENAULT
- VOLVO
- Audi
- PROTON
- Ford
- BMW
- KARSAN
- 东风汽车公司 DONGFENG MOTOR CORPORATION
- KYMCO
- FCA
- Gonvarri Steel Services
- TATA
- ITALDESIGN
- SUNGWOO HITECH
- GEELY
- CECOMP
- tiberina
- EDAG
- GESTAMP
- Metalsa
- GRUPO DOVER
- SALZGITTERAG
- ORAN
- 吃豐集團 YIFENG GROUP
- ThyssenKrupp
- COMAU
- premier group
- TESLA



Logos of aerospace and industrial customers:

- AIRBUS
- GE Aviation
- ACE PRECISION
- LOCKHEED MARTIN
- BOEING
- SAFRAN
- Honeywell
- Pratt & Whitney
- WSK „PZL-Rzeszów” S.A.
- Avio Aero
- TurboCare
- Lufthansa Technik
- Paradigm Precision
- DONCASTERS
- NORTHROP GRUMMAN
- HITACHI
- SIEMENS
- ABB
- Solar Turbines
- HIMOINSA
- HYUNDAI
- EMERSON
- Liebert
- Kawasaki
- “KALUGATURBINE WORKS”



A selection from our 2,000 customers ww



SCANIA
IVECO
CNH
STILL
SEVEL
CAT
VOLVO
Linde
LeciTrailer
BRINK
TORO
YANMAR
PFANZELT
MASCHINENBAU
SKODA
AUTO
KARAVAN
TRAILERS
JUROP
NISSAN
FORKLIFT
MARINI
FAYAT GROUP
AVANT
AVANT TECNO OY
TUCHEL
MASCHINENBAU GmbH
samro



Vaillant
Schindler
ThyssenKrupp
Elevadores
KONE
Dedicated to People Flow™
RIELLO
ØGLAND
SYSTEM
OTIS
Electrolux
VIESSMANN
GRUPO
AZKOYEN
Epta
Halton
WOLF
Indesit
HUSKVARNA
imperial
PHILIPS
Gamko
Miele
IDE
Technologies
Hotpoint
ARISTON
NOVENCO
KESSEBÖHMER
warema
Whirlpool
ARISTON
HAAKON
INDUSTRIES
Dantherm
Filtration
systemair
ABLOY

ELECTRICAL & VENDING EQUIP. - OTHERS

DEAS
EN METAL
infrico
EATON
dinamic
SIGNA
LURE
PILAWA
VERONALAMIERE
Kaizen
signs
BAS
Nu-Way Industries, Inc
FOXCONN
SIDERSTAMP
S.A.S
AYSAM
ORTOPEDI & TIBI ALETTER
CIBI KOPARORZI & METALIC
DEVICOR
VG
Venezian
Gnoato
DLoco
大連機車
LASERLAN
casagrande
group
GMC
GULF METAL CRAFT
SIDERURGICA
LOCHESE
s.r.l.



Industry 4.0

Prima Power Solutions
for Industry 4.0 and
Smart Manufacturing

Industry
4.0
inside

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

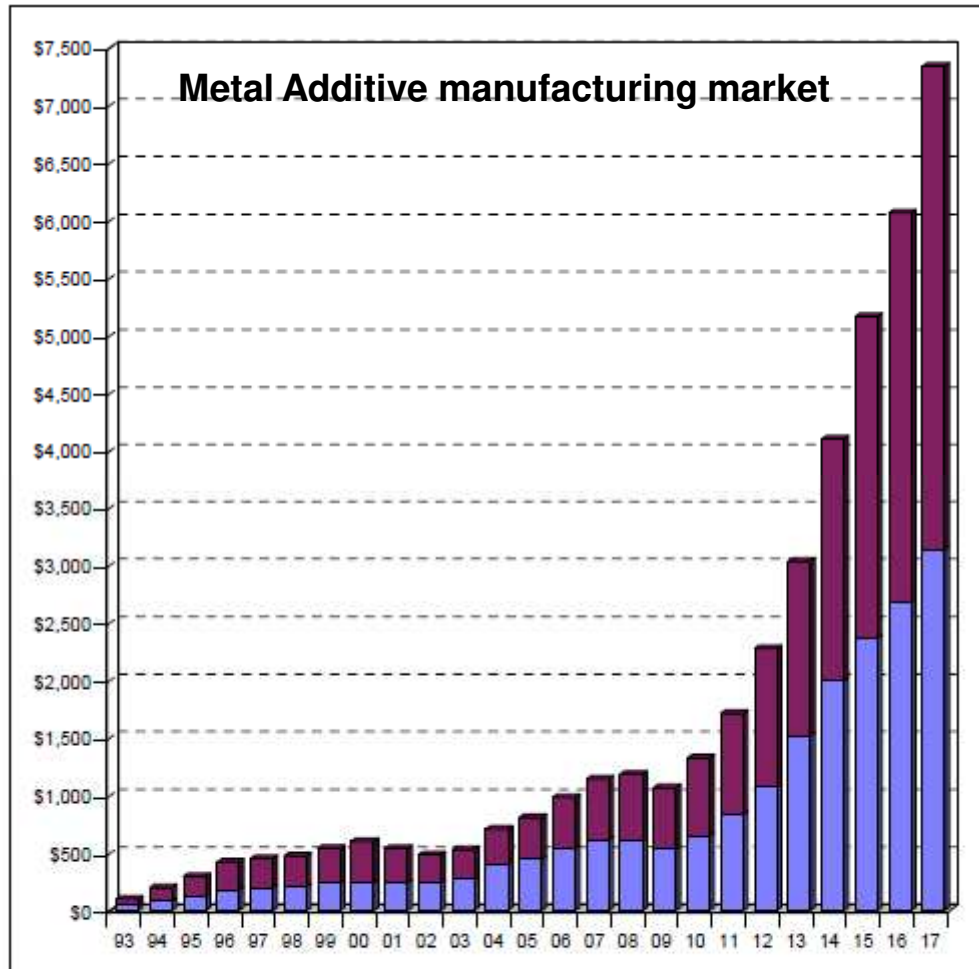


REMOTE DIAGNOSTICS & MAINTENANCE

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

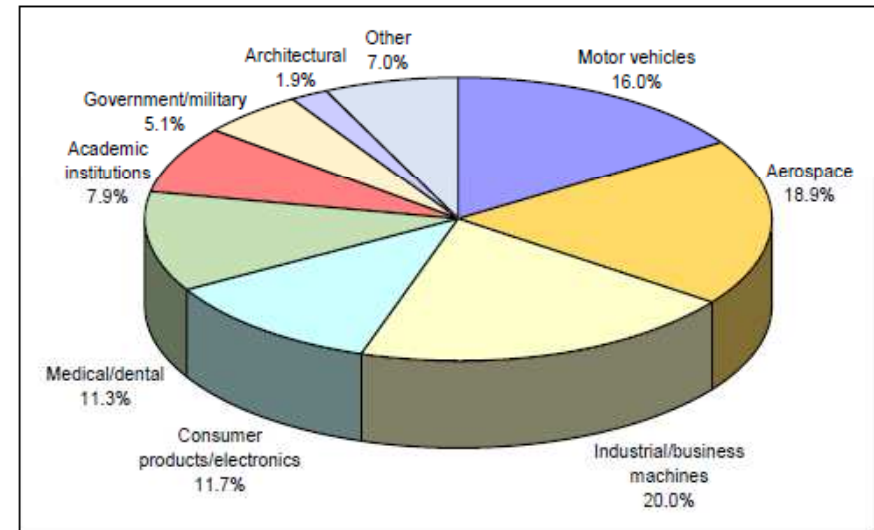


New Additive Manufacturing division



Source: Wohlers Associates, Inc.

The lower (blue) segment of the bars represents *products*, while the upper (burgundy) segment represents *services*. Neither category includes secondary processes, such as tooling, molded parts, or castings. The secondary market segment is reported separately.



Source: Wohlers Associates, Inc.



Highlights from financial statements as at Jun. 30, 2018

Values in €/thousand	ACT 30.06.18	ACT 30.06.17	Change	Change %
Order Intake	240.236	240.673	(437)	-0,2%
Backlog	191.962	177.805	14.157	8,0%
Revenues	216.710	202.415	14.295	7,1%
EBITDA	18.681	19.211	(530)	-2,8%
EBITDA%	8,6%	9,5%	(0,9%)	-
EBIT	10.826	10.644	182	1,7%
EBIT%	5,0%	5,3%	-0,3%	-
Net Result	11.102	7.505	3.597	47,9%
FCF	(9.256)	(4.897)	(4.359)	-89,0%
Net Financial Position	(75.544)	(95.490)	19.946	20,9%
Headcount	1.834	1.718	116	6,8%

(% calculated over the revenues)

(headcount in units)

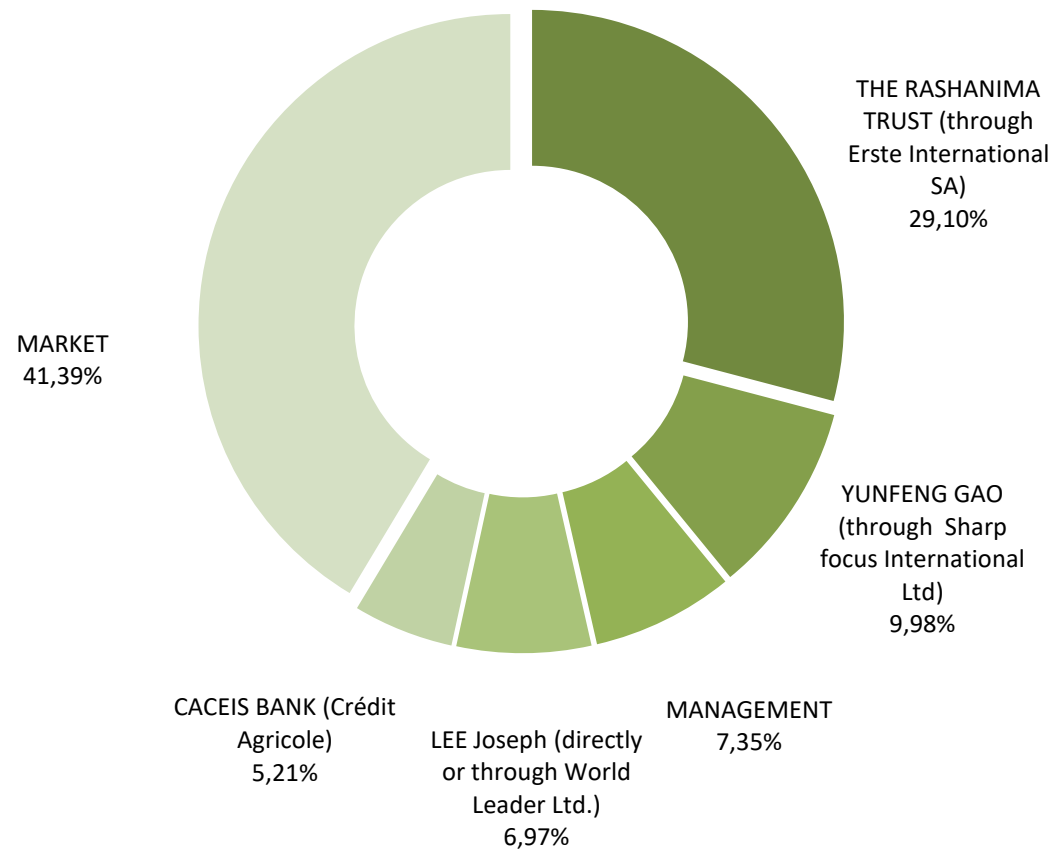
Values in €/thousand	ACT 30.06.18	ACT 30.06.17	Change	Change %
Revenues constant FX	224.584	202.415	22.169	11,0%
EBITDA adj	19.967	20.034	(67)	-0,3%
EBITDA adj %	9,2%	9,9%	-0,7%	-
EBIT adj	12.421	11.490	931	8,1%
EBIT adj %	5,7%	5,7%	0,0%	-

(% calculated over the revenues)

- Revenues up +11,0% at constant exchange rates
- Prima Electro recovery in revenues and margins
- EBIT (adjusted) improvement (+8.1%)
- Sustained Net Profit growth thanks to EPS gain but negatively affected by non recurring costs and refinancing expenses.
- Improvement of Net Debt: +19.9 M€ (vs Jun'17).



Shareholding structure



Source: company info + official communications to Consob

THANK YOU !

Welcome to the forefront of **innovation**.

