



40

YEARS OF INNOVATION

2017 Facts and Figures



1977
1989
From Prima Progetti to Industrial Dimension

1990
1999
Focus on Laser and Listing on Stock Exchange

2000
2008
Acquisitions and International Growth

2009
2017
From Pocket-Size Multinational to Global Enterprise

2000
Acquisition of Convergent Energy (USA)

2009
Entry level servo-electric punch press

2010
Subsidiaries in Russia and India

Green means® concept is launched

Fully servo-electric Shear Genius

2011
Prima Power and Prima Electro brands are born

Subsidiaries in Brazil and Turkey and branch office in Korea

2012
eP family of servo-electric press brakes

2013
Establishment of Prima Power Suzhou (China)

Subsidiaries in Australia and Mexico

2014
Laser Next, the fastest 3D laser machine on the market

2015
Launch of LPBB line and Genius series for Punch, Laser and Combi

Inauguration of the plant in Suzhou (China)

Establishment of Prima Electro Diode Fab

2016
Inauguration of the HQTC in Collegno (Turin)
Prima Industrie fiber laser is introduced

2007
Acquisition of Osai by Prima Electronics
Opening of subsidiary in Poland

1997
Platino, 2D laser machine
ISO 9001 certification

1996
Sale of Sapri to ABB

1995
New equity injection in Prima Industrie

1993
Spin-off of sheet metal engineering to Amada

1992
Entry in 2D laser sector through the acquisition of Laserwork

1991
Focus on laser
Rapido, 3D laser machine

1990
Sale of Prima Misure to Elsag

1977
Establishment of Prima Progetti

1978
Establishment of Prima Electronics

1979
ZAC, 5-axis laser robot

1980
Establishment of Prima Holding

1982
PAG, measuring robot

1983
Prima Holding becomes Prima Industrie
Establishment of Sapri

1984
Earnest One, industrial welding

1985
Optimo, flying optics laser
Amada takes a minority stake in Prima Industrie

1986
BM 100, technology for Japan

1989
Establishment of Prima Misure and Prima Laser Divisions

1999
Listing on Italian Stock Exchange
First Chinese Joint Venture in Shenyang

2008
Acquisition of Finn Power Oy: the group is doubled
Fast Bend servo-electric panel bender

SPARKS

SINCE 1977

2017 was a shining year for Prima Industrie.

The Group celebrated its 40th anniversary and the best year ever for all key indicators. This record is particularly significant since it is preceded by a long track of growth.

The history of Prima Industrie and its transformation from a small engineering start-up to a world class manufacturer of laser and sheet metal machinery can be epitomized in the word “Sparks”.

The sparks are, first of all, the men and the women who have contributed to make this group great: people with a clear vision and the bravery to realize it, people capable of translating new ideas into winning solutions, people able to see a world without borders and to work in a global group, people working every day with competence, dedication and enthusiasm.

Sparks are also the many innovations developed by Prima Industrie over these 40 years. This innovative spirit is still the main drive of our growth, and our mission is to spark our customers’ success with intelligent, cutting-edge technologies.

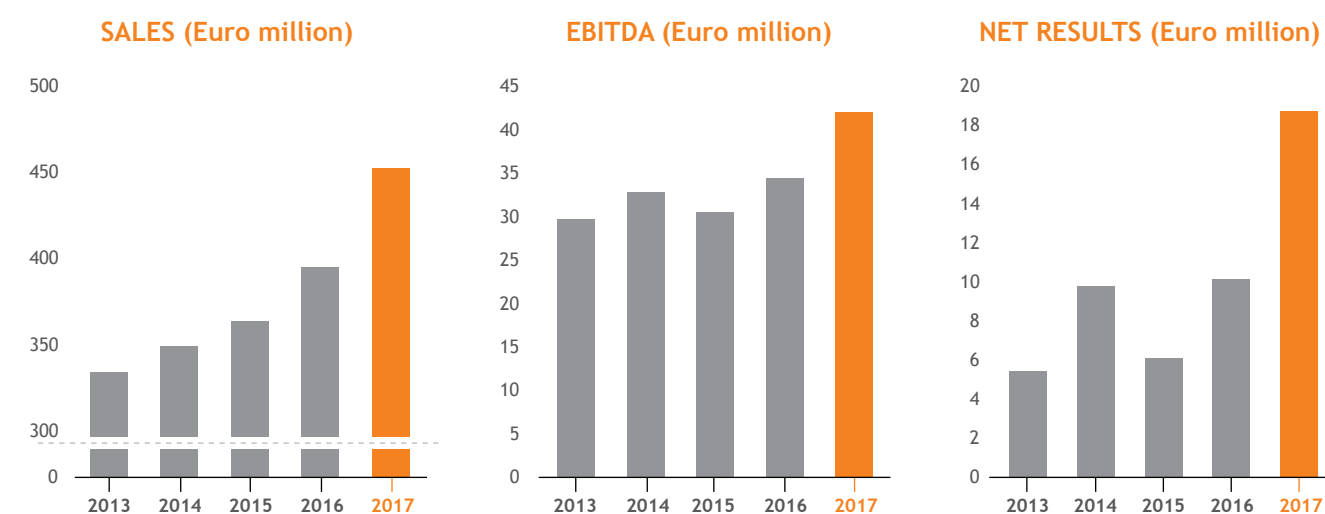
The numbers four and zero on the cover of this volume can also be read as 4.0: smart manufacturing, automation, digital revolution are the fields where we have been more active over the last years and where we are investing more.

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Financial highlights

Year ended December 31 st , (Euro thousand except per share data)	2017	2016	2015	2014	2013
PROFIT AND LOSS STATEMENT					
Net Sales	449,503	393,886	364,466	350,464	335,841
Gross Operating Margin (EBITDA)	43,178	35,409	31,402	33,780	30,568
Operating Result (EBIT)	26,296	18,528	17,487	22,299	18,681
Result Before Taxes (EBT)	21,852	11,347	8,132	14,842	8,842
NET RESULT FOR THE YEAR	18,668	10,160	5,606	9,389	5,358
Minority interests	153	58	(411)	(374)	(71)
NET RESULT FOR THE YEAR-GROUP	18,515	10,102	6,017	9,763	5,429
BALANCE SHEET					
Fixed Assets (net)	198,047	204,027	197,766	193,691	185,327
Working Capital (net)	20,538	19,140	34,893	19,106	20,695
Shareholders' Equity and Minority Interests	148,953	138,952	130,912	120,708	106,061
Financial Position (net)	69,632	84,215	101,747	92,089	99,961
PER SHARE DATA					
Number of outstanding shares	10,483,274	10,483,274	10,483,274	10,483,274	10,483,274
Weighted average outstanding shares	10,483,274	10,483,274	10,483,274	10,483,274	8,690,373
Net Result per share (on weighted average of shares)	1.77	0.96	0.57	0.93	0.62
Book value per share (on weighted average of shares)	14.21	13.25	12.49	11.51	12.20
Dividend per share	0.40	0.30	0.25	0.20	-
OTHER KEY INFORMATION					
Research and Development Expenses	23,401	22,917	23,564	20,850	18,364
Year-end Order Backlog	169,865	143,400	117,700	94,500	75,200
Number of Employees	1,781	1,664	1,643	1,579	1,530





[Gianfranco Carbonato
Executive Chairman]

Message to the stakeholders

2017: the best of our 40 sparkling years

Ladies and Gentlemen,

In the year of our 40th anniversary, we are proud to share with you our best results ever.

The year 2017 has been indeed influenced by the positive situation of most of our reference markets, both from a geographic and an industrial perspective. Prima Industrie has taken advantage of this favorable macroeconomic scenario delivering revenues of 449.5 m€, up 14.1% from previous year.

Order intake of the year was even higher at 481 m€, generating a year-end backlog of 170 m€ (excluding after sale services), up 18.5% on 2016.

Higher turnover has boosted profitability with adjusted Ebitda (excluding non recurring items) at 10% (45 m€, up 25%), in line with analysts' consensus and with our business plan for 2016-2019.

Consolidated Net Profit was 18.7 m€, significantly increasing (+83%) versus previous year. This result also benefited from capital gain achieved by Prima Electro after partial sale of Electro Power System shares, as well as a reduced Group tax rate due to tax losses carried forward.

The outstanding cash generation in 2017 reduced the Net Indebtness from 84.2 m€ at December 31, 2016 to 69.6 m€, bringing the Group to a ratio Net Debt/Equity of 0.47 and Net Debt/Ebitda of 1.6.

In the light of above excellent results, we have celebrated 40 years from the establishment of Prima by publishing a book on our history, from the early years as an engineering company through our IPO in 1999 and the acquisition of Finn-Power in 2008 arriving to the last decade of strong international expansion, which led the Group to be today a global player in its reference market. Considering both internal and external growth, the Group turnover CAGR since the Stock Listing was an amazing 12% over an 18-year period!

In terms of geographical markets, we have recorded further growth in North America and China and in other Asian markets.

Europe has also enjoyed a strong growth, and the best performance was registered in Italy (+66% machines order intake) also thanks to Government tax incentives to high-tech investments, which have been sluggish for too many years.

R&D activity was very intense, as usual, amounting to 5.2% of consolidated revenues.

In the Machinery Division, Prima Power, the main developments of the year related to Laser Next 2141 (the biggest size of the family) and a new 2D laser machine concept specifically designed for larger size applications and destined initially to the Chinese and Asian markets.

Prima Electro Division focused its R&D activity on further expansion of the CF fiber laser family, where the new higher power CF6000 was developed and is currently under test and validation process. Meanwhile, the development activity on high-power diodes is

successfully proceeding. Innovative concepts have been patented and recently presented at the most important event of the sector, Photonics West 2018, in San Francisco.

During the year a third Division was established, Prima Additive, gathering all Group competences both in Direct Energy Deposition and Powder Bed Fusion technologies. The new Division will start its first product deliveries to the market during 2018 and will be localized within the year in a new building which will be constructed next to the Company HQTC in Collegno.

Also Finn-Power OY has started construction of a new, modern and more efficient building (factory & offices)

**CONSIDERING BOTH
INTERNAL AND EXTERNAL
GROWTH, THE GROUP
TURNOVER CAGR SINCE
THE STOCK LISTING WAS
AN AMAZING 12% OVER
AN 18-YEAR PERIOD.**

Message to the stakeholders

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, which will move in after summer 2018.

In the last part of the year, the management has carried out an important financial project relating to renewal of the whole Group Medium/Long Term financial structure (Bank loans and Bond) with the aim of reducing interest rates and extending maturities.

We have been happy to observe during the past year an outstanding performance of our Market Cap (increased by 114%), driven by the above-mentioned results as well as by a general positive sentiment of financial markets in Italy.

Our shareholders will also appreciate our proposal to increase the Dividend payment from €0.30 to €0.40 per share (+33%).

For the year 2017, the Company publishes for the first time its Sustainability Report, so highlighting that our results were achieved through a responsible management focused on value creation combined with sustainable growth.

Looking forward, at the moment we don't see any sign of slow-down coming from our reference markets, notwithstanding global uncertainties at geopolitical level. This makes us confident in further improving our results in line with our business plan expectations.

In order to thank our employees for their essential contribution to these results and share with them our 40 years anniversary, we organized a company event last December which we believe they appreciated and will remember in the coming years.

In conclusion, we would like to thank in advance our stakeholders and friends for supporting the Group's further development in the future.

Yours sincerely,



Gianfranco Carbonato
Chairman of the Board



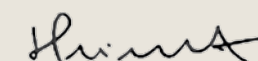
"The good results in the year 2017 were supported by the excellent performance of our 3D Laser business, which enjoyed strong investments from automotive and aerospace markets. Also significant was the growth of Systems sales, driven by Industry 4.0 technological shift to connected machines and automated production lines."



Ezio Basso
Prima Power
Managing Director



"2017 was an intense year for Research and Development in Prima Electro, with three main highlights: the widening of our range of fiber laser sources, the development of new, more powerful fiber laser modules, and innovation activities on new-concept high power diodes."



Domenico Peiretti
Prima Electro
Managing Director





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



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

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

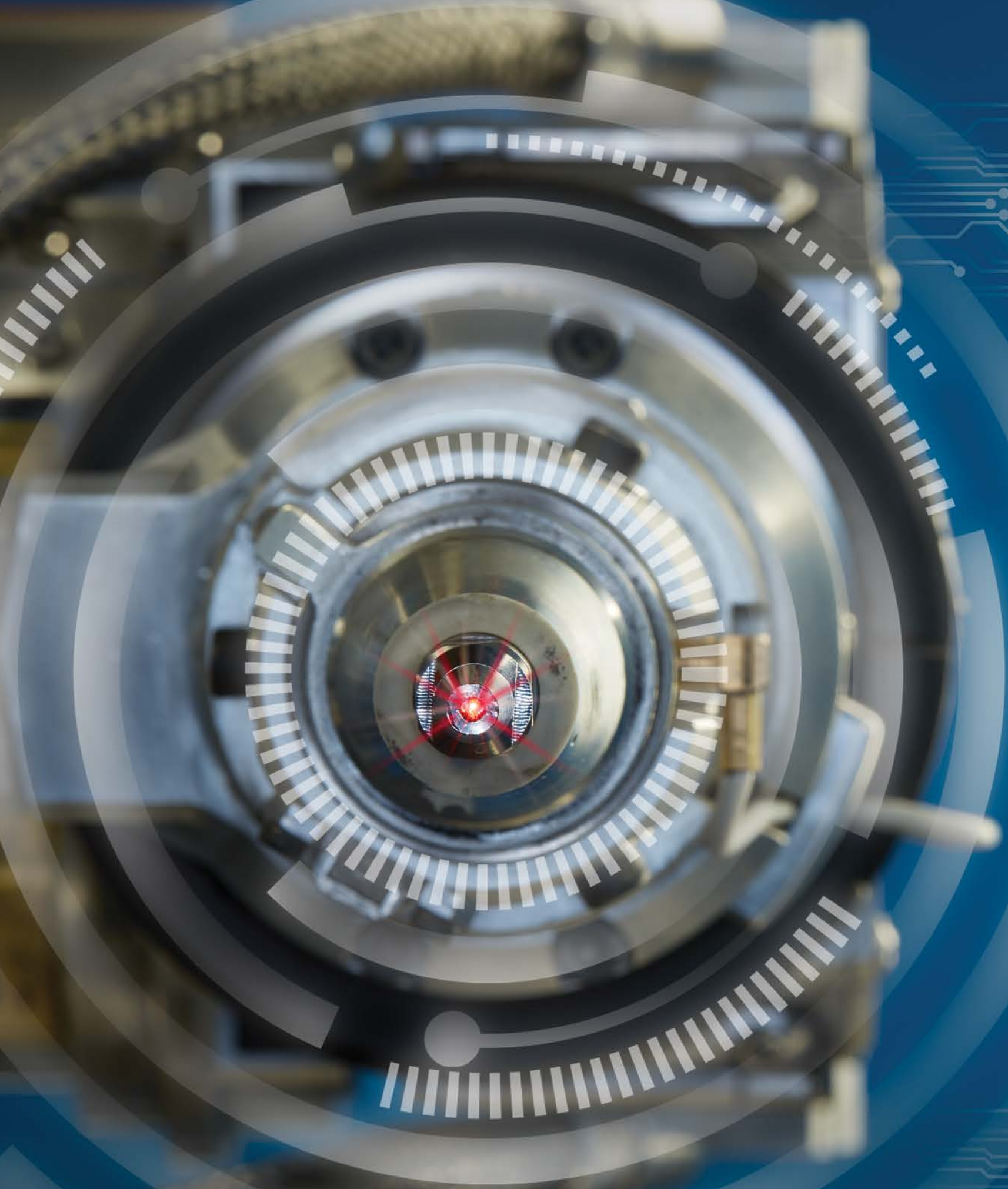


FINN POWER OY
Kauhava - Finland

ASIA



PRIMA POWER
SUZHOU CO. LTD
Suzhou, China



Innovation

Behind smart solutions there are smart people: our employees are key factors in our success.

Prima Industrie has a long history of innovation. The group pioneered many laser and sheet metal technologies over the last four decades.

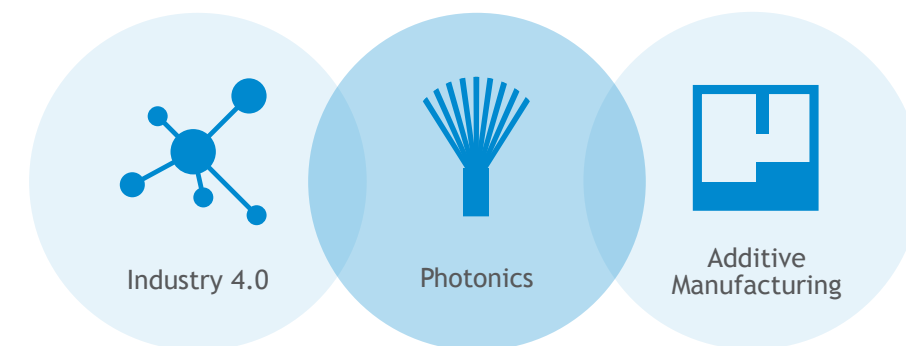
This forward-looking approach is still at the base of Prima Industrie success and allows us to remain at the forefront of technology.

We have developed advanced and effective “Industry 4.0 inside” solutions for digital, data-driven manufacturing and service. Our machines and production lines are always becoming more interconnected and sensorized, and our technologies are more and more integrated into systems capable of producing ready parts

from blanks in full autonomy. We are developing new laser sources, increasingly efficient and sustainable. Additive manufacturing, with its incredible and fascinating potentials, is changing our world and we are ready for this transformation.

We invest annually between 5 and 6% of our revenues in R&D, collaborate with major universities and research centers, and participate in important European research projects, often as coordinators.

Our employees are key factors in our success: about 15% of our staff is dedicated to the research and development of new ideas which will shape the future of our technologies.



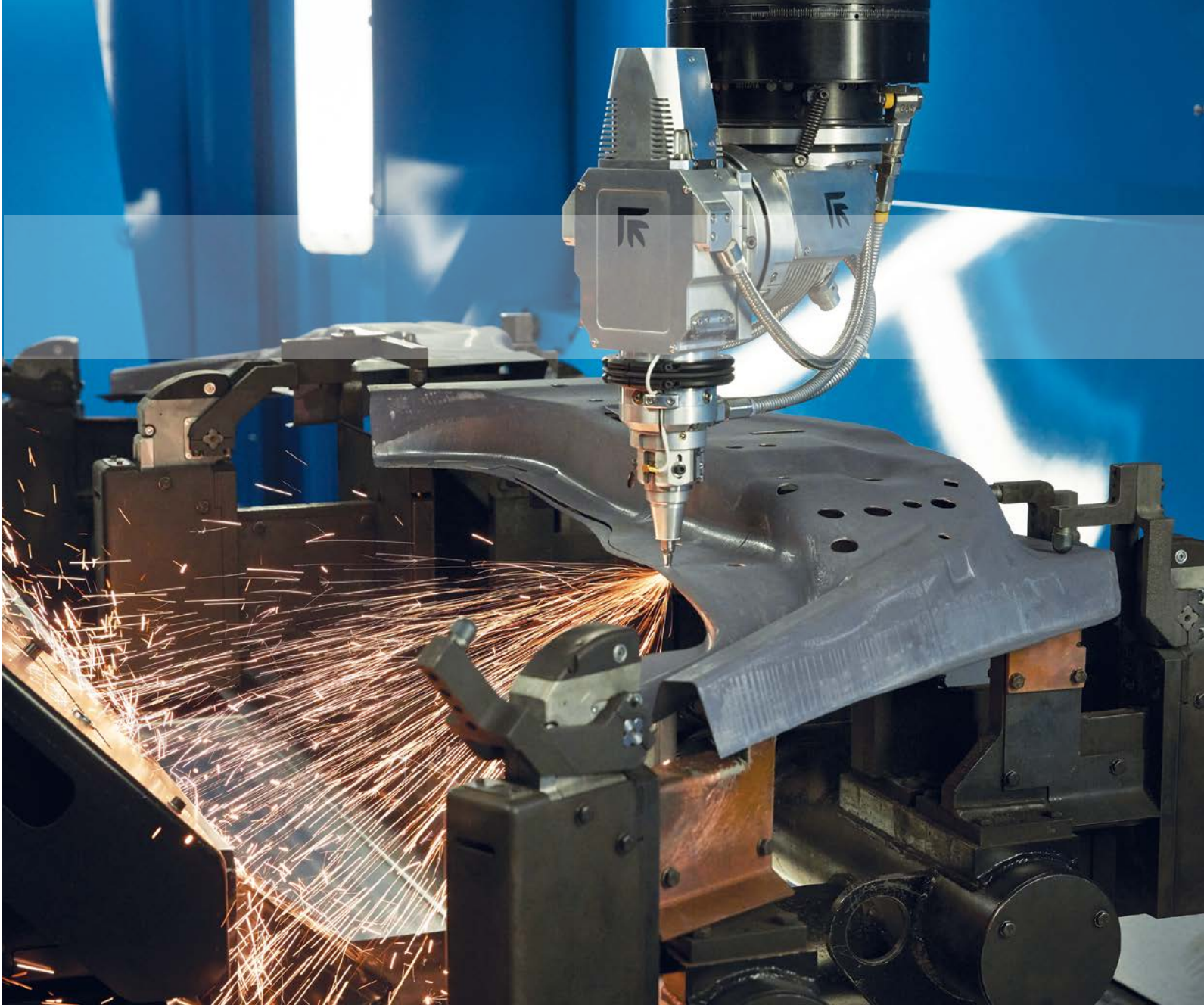
High-tech 3D fiber laser head

Industry 4.0

Today smart and modern factories are realizing a perfect convergence between the digital and real world. Prima Industrie has been investing in digital manufacturing over the last years and all our products are “Industry 4.0 Inside”. Thanks to sensors and cameras, real-time and historical data are collected and analysed by our intelligent software solutions to provide accurate performance and production reports through the cloud. This means manufacturing higher quality products in a more efficient, flexible, profitable, and sustainable way. It also means a complete new paradigm for service, where you can remotely know not only what your machines are doing, but also what they will do, preventing failures and maximizing performances. Laser is a key technology for Industry 4.0. We are also focusing our R&D activity to further improve our fiber laser family. A new generation of fiber laser module, granting 50% more power than the previous model, has been developed.

WE HAVE BEEN INVESTING IN DIGITAL MANUFACTURING OVER THE LAST YEARS AND ALL OUR PRODUCTS ARE “INDUSTRY 4.0 INSIDE”.

ped. This will increase competitiveness of all our fiber laser products, starting from the new higher power CF6000, which will be introduced on the market during 2018. Moreover, the development activities on high power diodes, featuring an innovative patented concept for an effective wavelength stabilization, have been successfully proceeding. In 2017, Prima Industrie established the Prima Additive Division, dedicated to Direct Metal Deposition (DMD) and Powder Bed Fusion (PBF), the two main technologies for 3D metal printing. The new Division gathers the competences developed thanks to our 40-year experience in the laser processing of sheet metal parts, which is at the base of additive processes. It also capitalizes on the participation in international research projects (Borealis, Symbionica, Stamp, Amatho, MM Tech, 4D Hybrid) and on collaborations with universities and primary international groups. This Division will launch its first products for additive manufacturing on the market during 2018.



High performance 3D laser machine Laser Next while processing a High Strength Steel part for automotive industry.



Sheet metal parts produced with PSBB manufacturing line for metal furniture industry.



Cooling holes on an aero engine combustion chamber drilled with a Laserdyne 795 laser system.



Additive manufacturing components with high surface quality processed with Powder Bed Fusion technology.



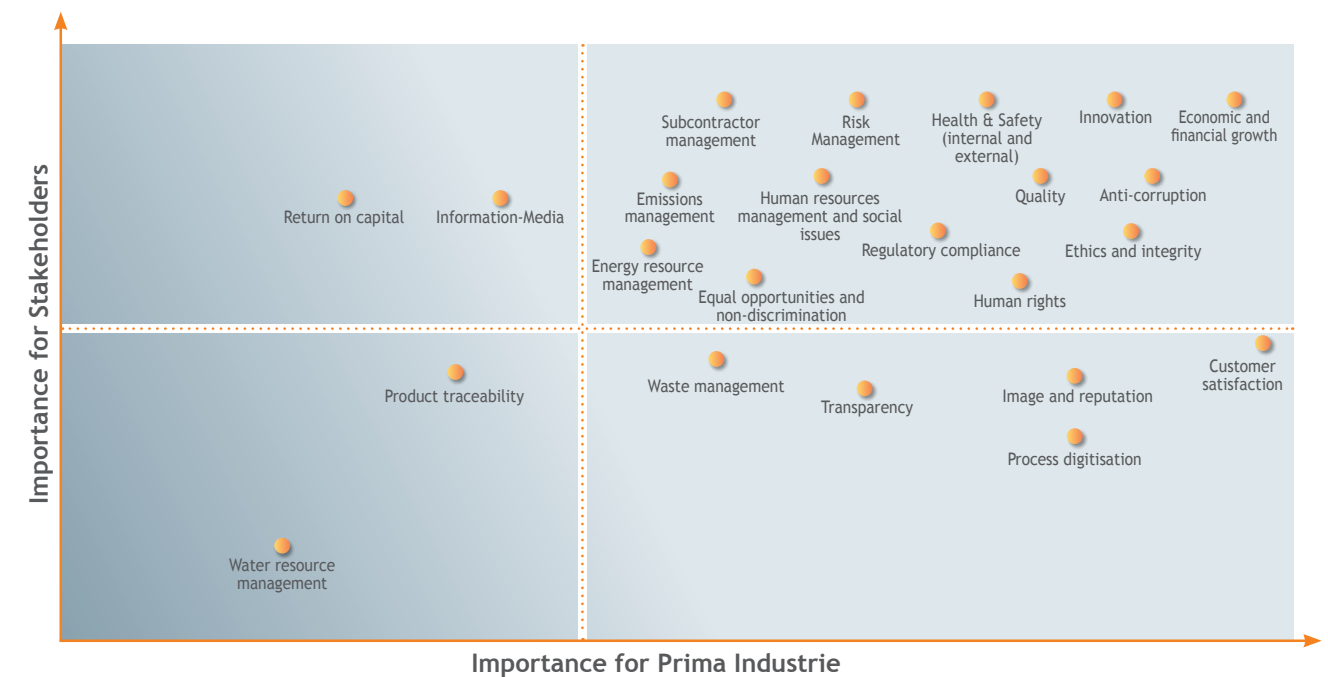
Sustainability

Growing responsibly is an essential part of Prima Industrie strategy and business model.

The levels of growth achieved are due to the responsible management of the company, aimed at increasing our capacity to generate value while preserving sustainability (economic, social and environmental). At the same time, there has been a focus on meeting the expectations of all stakeholders who, whether directly or indirectly, place value on and are influenced by the decisions and activities of Prima Industrie. Prima Industrie has responded to the challenge of guaranteeing the rights that are required in

modern society: energy saving, curbing pollution, safeguarding the health and safety of workers, reducing waste, ensuring closer collaboration between man and machine, and social responsibility towards the community.

Following the internal stakeholder engagement activities and the materiality analysis, Prima Industrie built its own materiality matrix, as illustrated below.





Environment

The environmental impact of the Group’s activities and its machines is minimal, since its main processes are assembly and commissioning, which do not require water resources or cause extensive atmospheric emissions. In spite of this, Prima Industrie Group considers protection of the environment to be a fundamental value, as well as one of the main themes on which its commercial, industrial and social initiatives are based, through sustainable and responsible behaviours.

Sustainable production

The Prima Industrie Group has always given much consideration to environmental issues during the research and development of its products. This philosophy is the basis for the Group’s decision to bring productivity and environmental sustainability under the umbrella concept “Green Means®”.

The companies in the Prima Power Division have placed great effort into the transition from hydraulic to servo-electric technology and from CO₂ to fiber laser. These changes in technology have allowed us to meet several targets in terms of environmental sustainability.

HR management and the social aspects of sustainability

Prima Industrie has always considered people to be the Group’s most strategic asset. The Group not only sup-

plies high tech products, but also solutions that target our customers’ needs, and can resolve complex issues. Know-how and professional and people skills are the main target of the Group’s investments for success, along with careful human resources management. Individuals are placed at the centre of the organisation and are key to human resource processes.

Culture, education and training

Prima Industrie cultivates and maintains close links with academic institutions, including universities and high schools.

This gives us continuous access to resources and up-to-the-minute expertise, and allows us to establish collaborative relationships, with potentially positive repercussions on our products.

For reasons of proximity, the closest collaborations are with the Polytechnic University of Turin, the Polytechnic University of Milan, and the Higher Technical Institutes of the City of Turin.

Outside of Italy, the Group has partnerships with Seinäjoki University of Applied Sciences and the University of Vaasa (Finland), Sheffield University (UK - Symbionica project), Mondragon University (Spain - Mashesh project), University of Patras (Greece - Borealis and Mashesh projects) and with the Fraunhofer Society (Germany - Borealis project), to name just a few of our main collaborations.

Prima Industrie HQTC: total energy savings



GREEN BUILDING

Energy saved:

536,000 kWh/year

99,400 €/year

309 tonnes of CO₂

46 toe



Diversity and equal opportunities, 2016-2017

The data in the table only refer to the companies considered within the sustainability report boundary (not all consolidated companies).

	2017							2016						
	GENDER			AGE				GENDER			AGE			
	WOMEN	MEN	TOTAL	< 30 YEARS	30 - 50 YEARS	> 50 YEARS	TOTAL	WOMEN	MEN	TOTAL	< 30 YEARS	30 - 50 YEARS	> 50 YEARS	TOTAL
Executives (Senior Managers and above)	4	52	56	-	31	25	56	2	49	51	-	27	24	51
Managers	10	126	136	-	87	49	136	14	118	132	-	83	49	132
Office workers/ Professionals	168	472	640	77	390	173	640	160	495	655	52	428	175	655
Shop floor employees	21	571	592	114	340	138	592	20	496	516	111	293	112	516
TOTAL	203	1,221	1,424	191	848	385	1,424	196	1,158	1,354	163	831	360	1,354

Revenues



CAGR 1999-2017:
12%

Results

2017 was marked by brilliant results for Prima Industrie, allowing the Group to confirm the targets for further growth.

The 2017 financial year was characterized by excellent results, achieved thanks to a constant and sustained demand and to the first returns of the strong investments made on the product range and on the market. The excellent order backlog at the beginning of the year, the cash generation and the good order acquisition of the first two months of 2018, allow the Group to confirm the targets for further growth for the current year.

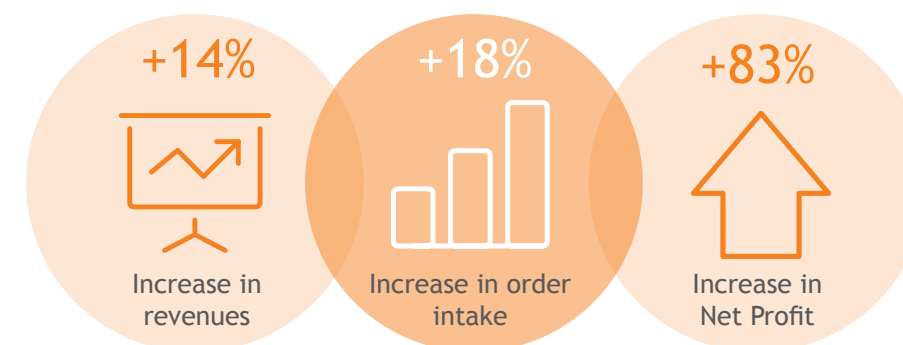
In 2017, the group reported record financial results with **consolidated revenues** of 449.5 m€, up 14.1% over the last year. The turnover grew in all areas, recording a significant increase in AMERICAS for 23.7 €m, in EMEA for 16.1 €m and in APAC for 15.8 €m.

The growth in turnover is now a constant trend over time and the CAGR of revenues for the period 2014-2017 was 8.6%.

Group **adjusted Ebitda** was equal to 45.1 m€ (10% of revenues), growing by 24.7%, compared to same period of the previous year.

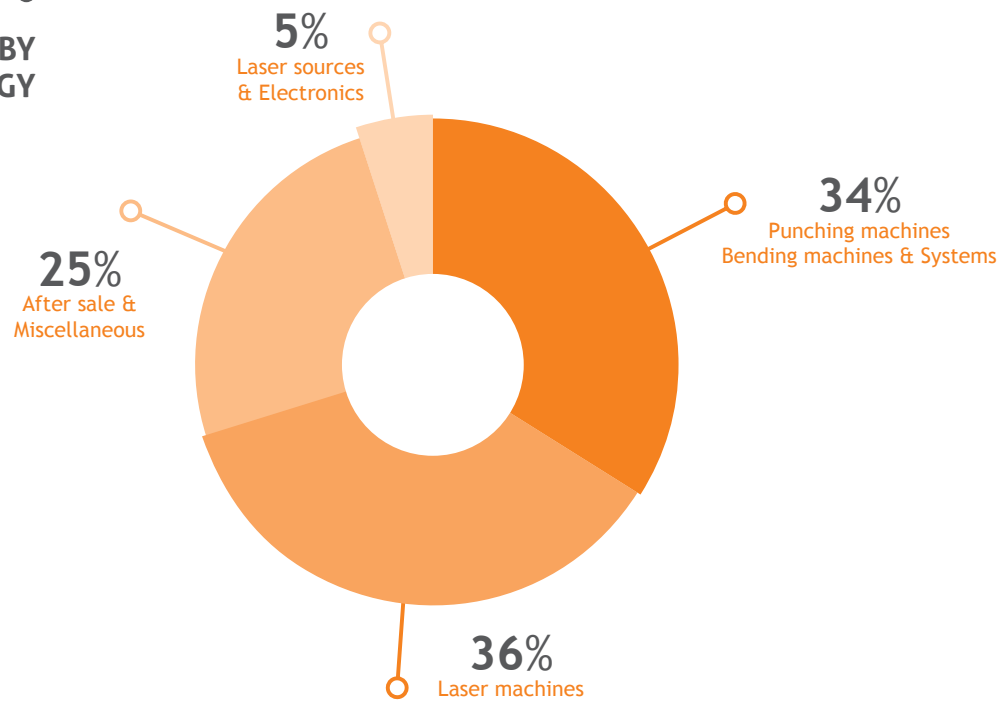
The Group's **Net Profit** amounted to 18.7 m€ (it was 10.2 m€ at 31/12/2016). The **net financial position** showed a net debt of 69.6 m€, a significant improvement compared to 84.2 at 31/12/2016.

The **consolidated order backlog** (not including after-sale) at 31/12/2017 amounted to 169.9 m€ (+18.5% from previous year). At 28/2/18, the order backlog further grew to 202.7 m€.

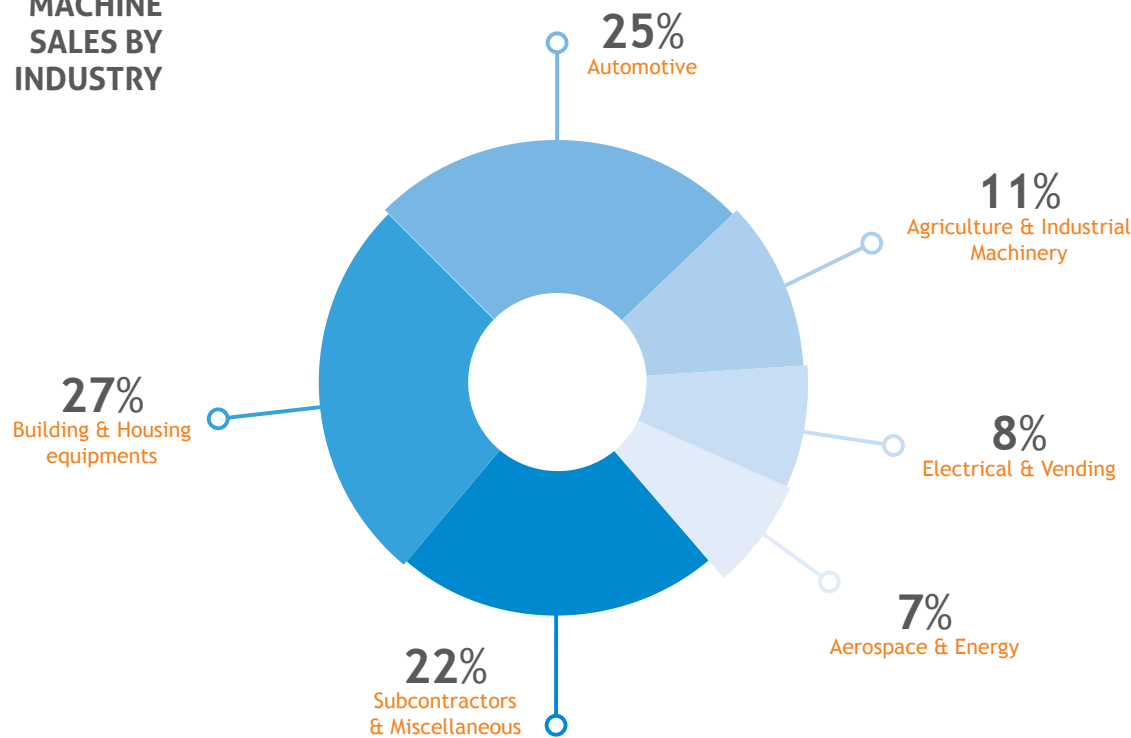


Revenues analysis and business ratios

REVENUES BY TECHNOLOGY

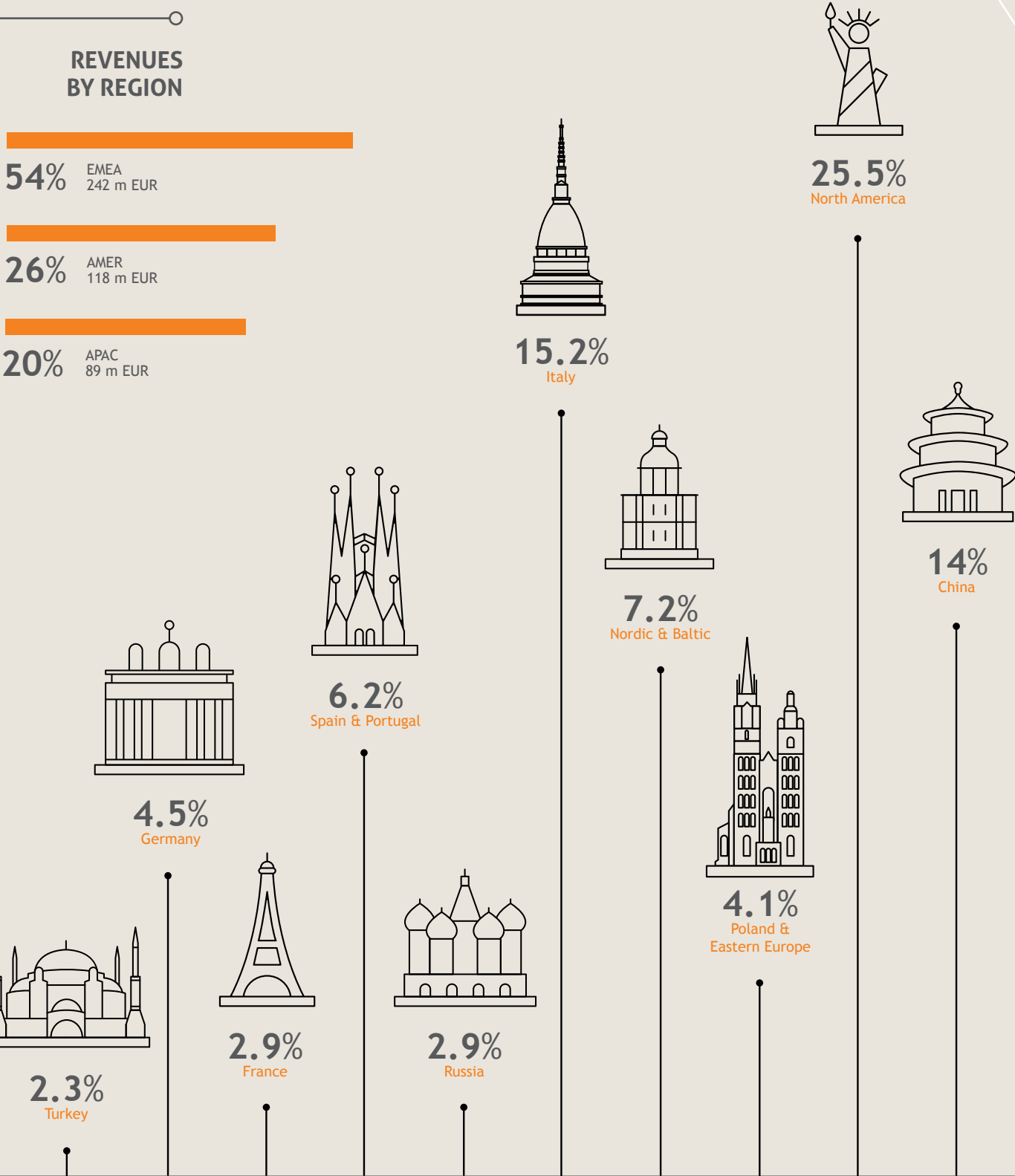


MACHINE SALES BY INDUSTRY



Regional highlights

REVENUES BY REGION



PRIMA POWER products

3D Laser Machines



○ OPTIMO

The higher-class, three-dimensional machine for the cutting and welding of large workpieces with superior quality and accuracy.



○ LASERDYNE 795

The premier multi-axis laser processing system for drilling, welding, and cutting precision components.



○ RAPIDO

Three-dimensional cutting and welding. The fully tried-and-tested “workhorse” for every application with fiber laser.



○ LASERDYNE 606D

Incorporates two completely independent 5 to 7 axis laser cutting, welding, and drilling systems in a single structure.



○ LASER NEXT

First-class performance 3D fiber laser machine. Available in 3 models according to application needs.



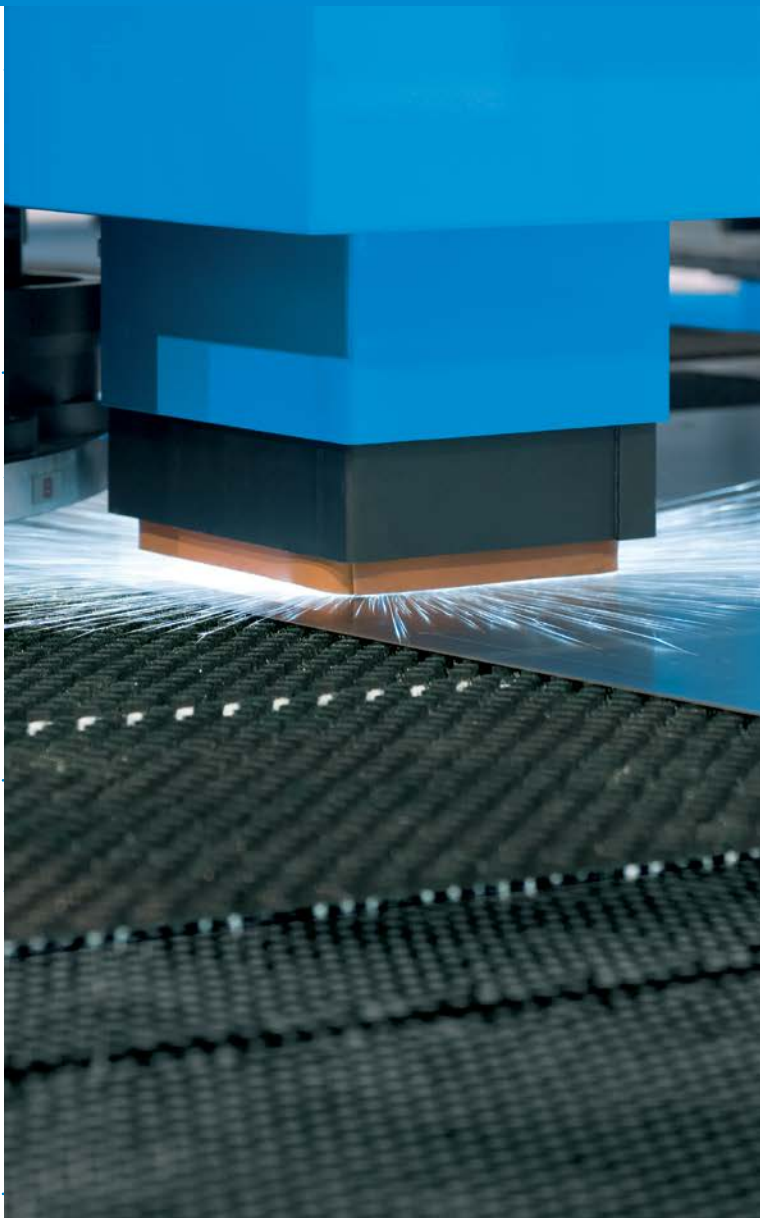
○ LASERDYNE 430

The flexible laser machining platform for a wide range of high-precision applications.

2D Laser Machines



Punching & Combi Machines



LASER GENIUS
Best quality, high accuracy and productivity on the whole thickness range. Fiber laser, linear motors, carbon fiber carriage.



PLATINO FIBER EVO
Productive, efficient and easy to use fiber laser cutting machine. The best compromise in terms of flexibility and high quality in all thicknesses and applications.



COMBI GENIUS
Servo-electric punching and fiber laser cutting cell provides energy efficiency, low maintenance requirements, high-speed operation, including large tool capacity and easy and fast set-up change.



PLATINO
Flexibility and high quality in all thicknesses and applications. User-friendly machine with an excellent price/performance ratio.



MAXIMO
2D laser cutting machine with customizable working area on customer's requirements for processing large sheets.



PUNCH GENIUS
The full-featured, high-performance servo-electric punching solution with numerically controlled, servo-electric axes for enhanced productivity.



EX SERIES
Servo-electric turret punch press series, offering state-of-the-art in servo-electric punching technology in a flexible and affordable package.

Bending Machines

Automation

FastBend - FBe

Highly-flexible, efficient, productive and user-friendly servo-electric bending solution.

BCe SMART

Semi-automatic bending process by Prima Power with manual material handling in a single ergonomic sequence.

LU FOR 2D LASER

LU is a heavy-duty loading and unloading robot for 2D lasers. Loading and unloading robot LU automates the loading of raw material with a suction cup gripper to the cutting table of laser cell.

BCe

Automatic bending process by Prima Power with shorter cycle time for medium-small production batches.

EBe

Fully-automatic servo-electric machine for better bending and improved operation economy.

COMPACT EXPRESS

Entry-level solution to automate material handling. Compact Express efficiently automates raw material loading and unloading of ready components along with skeleton.

EBe FM

Fully automatic servo-electric panel bender with a best-in-class automation and customization.

eP SERIES

Servo-electric Prima Power eP-brake represents the state-of-the-art in combining safety, productivity, and precision.

COMPACT SERVER

Entry-level automation solution for laser machines for loading and unloading of blanks and processed sheets with two different storage units (one for the blanks and the other for the processed sheets).

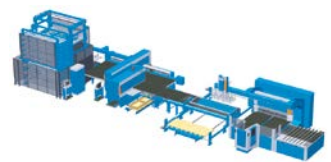
LOADING AND STACKING DEVICE LST

Advanced level automation for automatic material loading and part stacking. LST is a compact high-performance automatic loading and stacking robot.



Systems

Software & Digital Manufacturing Solutions



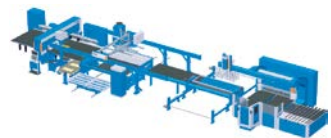
PSBB LINE

The compact PSBB line processes blank sheets from an automatic storage into ready-bent, high-quality components automatically. PSBB stands for punching, shearing, buffering and bending.



COMBO TOWER

Flexible and compact storage system to automate the material flow. Different materials are made available at the working point quickly and in a practical way.



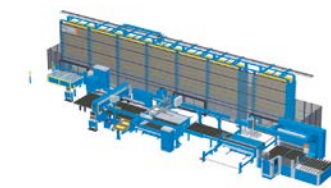
LPBB LINE

The compact LPBB line processes blank sheets from an automatic storage into ready-bent, high-quality components automatically. The manufacturing line integrates punching, laser cutting, bending and intelligent part handling.



COMBO TOWER LASER

Tight integration of the Combo storage and a laser machine. It offers laser machines all the same benefits of a Combo Tower.



NIGHT TRAIN FMS

Night Train FMS® automates the material flows and information systems of a facility and combines individual manufacturing stages into a single flexible process.



FL STORAGE

Economical solution when fast raw material changes are needed due to production requirements. It consists of Fast Loading Device (FLD), shelving unit, and Night Train cassettes.



CAM

Prima Power CAM programming software solutions are user-friendly, efficiently-optimized, and provide high productivity and material savings. They can be connected to customer ERP.



HMI

HMI Tulus® manages machine operations, through an easy and intuitive interface. Tulus® MUPS improves efficiency, monitoring machine status remotely, inside or outside the factory.



PLANNING & MONITORING

Tulus® Office is a powerful tool for work planning and machine capacity controlling. With Tulus® Mobile Information System, it's possible to check at once the status of your production wherever you are.



REPORTING

Prima Power Tulus® Production and Performance Reporting creates reports used for production planning and further analysis. Reports include information on production process, programs, components and materials.



MANUFACTURING EXECUTION SYSTEM

Tulus® Power Processing is a flexible M.E.S. It offers 2-way ERP connection. The whole production process is always under control, from automatic orders import to the finished product and reporting.



INDUSTRY 4.0

Collection of smart interconnected machines and software collecting data through sensors and cameras. Machine diagnostics, predictive maintenance and production performance analysis services are available.

Internal view of a fiber laser module

PRIMA ELECTRO solutions

Laser technology

The Convergent Photonics laser products are the result of intense research and development by an international team of engineers and continuous improvement of the assembly and test processes, as well as component design. Convergent Photonics laser sources enhance their status as a versatile solution, universally recognized as superior in all the most demanding metal processing applications.



○ **CF2000/CF3000/CF4000**
High performances multikilowatt fiber laser product line for superior 2D and 3D cutting up to 20mm mild steel and deep penetration welding. Patented electronic shutter. Highly resistant to back reflection.



○ **CT6000**
High Power Twin Laser. Innovative concept laser equipped with two different process fibers for both welding/brazing and cutting applications.



○ **CF6000**
New high power industrial fiber laser for high thickness 2D cutting up to 25mm mild steel and stainless steel, and 30mm aluminum. Based on new generation high power fiber laser modules.



○ **CF1000**
Compact 1 kW Fiber Laser for cutting, welding and additive manufacturing applications.

CNC console for laser machines



Electronics

Prima Electro through its Electronics Business Unit designs and produces dedicated industrial-grade electronics for several markets such as Automation, Machine Tools, Industry, Energy, and Transport. Always at the forefront of the most significant evolution in terms of technology and performance, Prima Electro is also a top player in the CNC market through the Osai brand.



OPENcontrol CNC

New generation of CNC increasing computational power and reliability based on a highly scalable and flexible hardware platform and able to manage up to 24 processes and up to 64 controlled axes. Industry 4.0 ready.



HMI

OPENconsole Compact II is ideal for machine tool management and easily adaptable to any application thanks to the numerous customization possibilities.



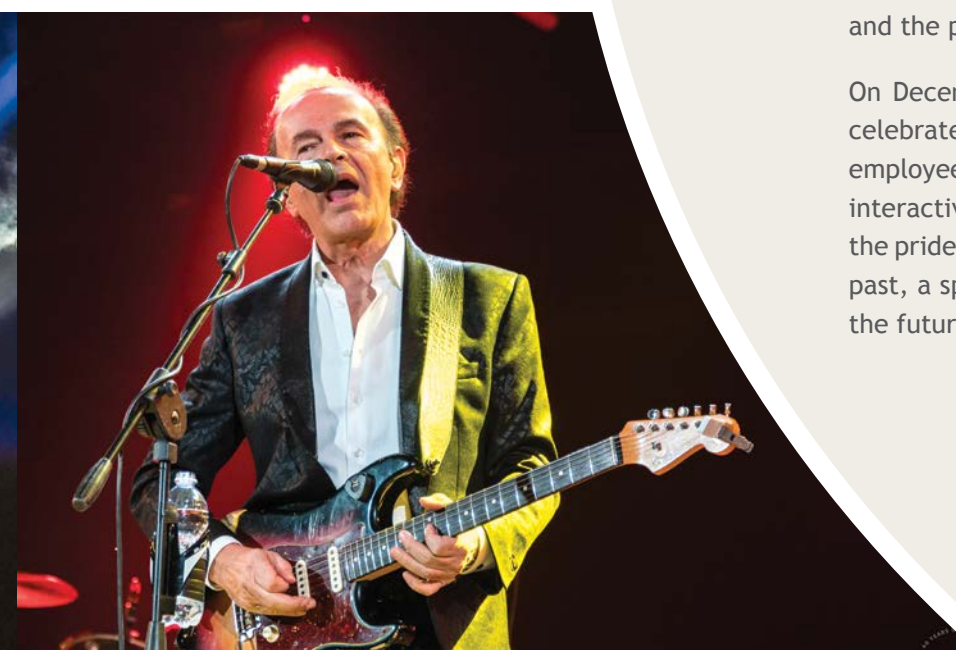
POWER ELECTRONICS

Prima Electro is a reference for design and manufacturing of power electronics in a variety of vertical markets and applications for motor control and power conversion.



CONTROL ELECTRONICS

bPad is an example of a highly innovative design. A wireless handheld-terminal with SIL3 TUV certified safety, integrating Industry 4.0 state-of-the-art features.



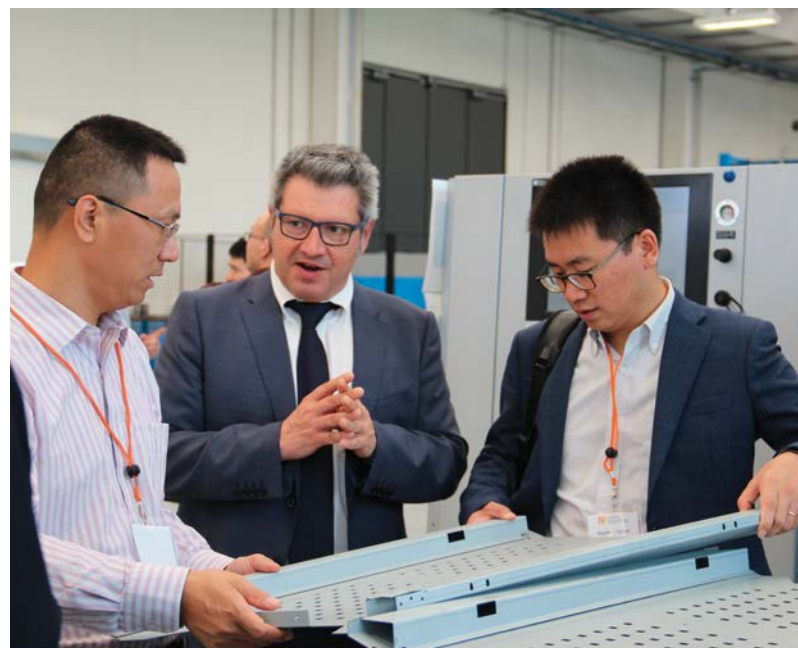
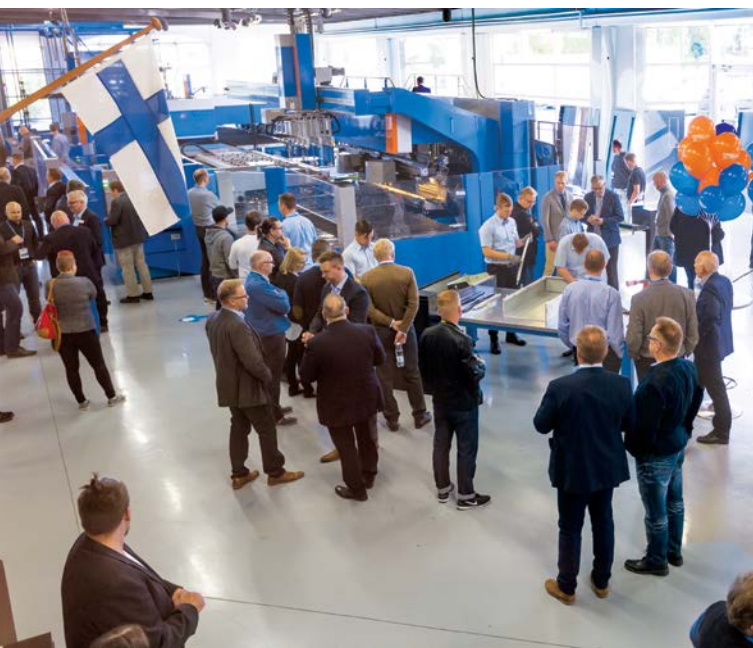
40

YEARS OF INNOVATION

Our 40th anniversary was celebrated with two main events.

On November 30th, the book “Sparks”, on the history of Prima Industrie, was presented at Turin Employers’ Association (Unione Industriale) to a wide and prestigious group of more than 500 guests, including local authorities, personalities from industrial, economic, and university worlds and the press.

On December 1st, this important milestone was celebrated with a big party dedicated to our employees, with live concerts, speeches and interactive moments, where our people shared the pride of belonging to a group with an inspiring past, a sparkling present, and a strong vision for the future.



FEBRUARY

- Visit of Polish Consul

MARCH

- Sweden Event
- Visit of Polytechnic University of Turin
- UCIMU Meeting

APRIL

- Metal Furniture Event
- Industry 4.0 event for Italy
- Estonian Event

MAY

- Visit of Stefano Firpo, General Manager, Ministry of Economic Development
- Finnish Event
- Chinese Event

JUNE

- System Tour
- Quality Chain Management Event
- Lithuanian Event
- British and Irish Event

SEPTEMBER

- 2nd Finnish Event
- Open House in Kauhava (FI)
- Russian Event
- French Event

OCTOBER

- Spanish Event
- 2nd Metal Furniture Event
- Latvian Event
- Piedmont Open Factory

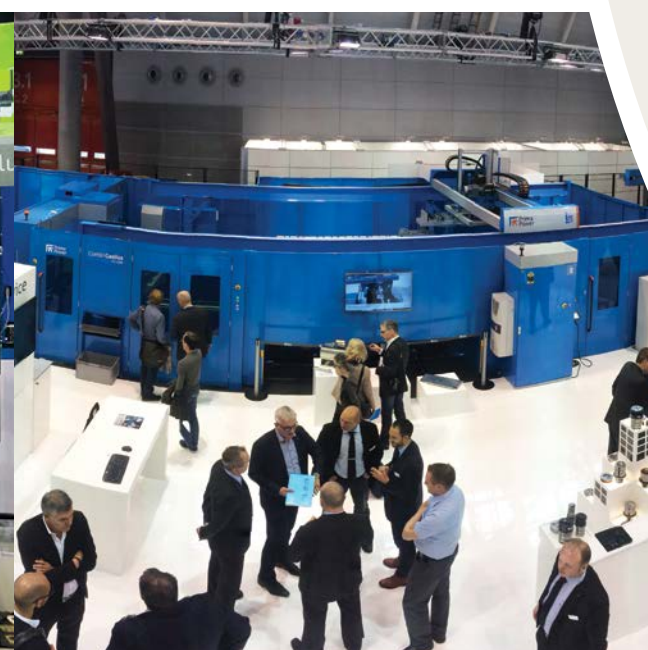
NOVEMBER

- Aerospace Event

DECEMBER

- Leeport 50 years anniversary
- Borealis Project - Machine installation

2017 Main Events



- JANUARY**
- SteelFab - Sharjah, UAE
- FEBRUARY**
- Win Metalworking - Istanbul, Turkey
 - VTM 2017 - Odense, Denmark
- MARCH**
- HPB (Hearth, Patio & Bbq Expo) Atlanta, U.S.A.
 - MTMS - Brussels, Belgium
 - Stom-Blech - Kielce, Poland
 - Laser World of Photonics - Shanghai, China
- APRIL**
- Industrie Lyon - Lyon, France
 - Technical Fair - Celje, Slovenia
 - CIMT - Beijing, China
 - FABEX - Riyadh, Saudi Arabia
- MAY**
- FABTECH Mexico - Monterrey, Mexico
 - Technical Fair - Zagreb, Croatia
 - Austech - Melbourne, Australia
 - Metalloobrabotka - Moscow, Russia
 - Lamiera - Milan, Italy
 - Metaltech Malaysia - Kuala Lumpur, Malaysia
 - Butech - Busan, South Korea
 - PCIM - Nuremberg, Germany
 - Ligna - Hannover, Germany
- JUNE**
- ITM - Poznan, Poland
 - Subcontratación - Bilbao, Spain
 - Laser World of Photonics - Munich, Germany
- JULY**
- AWFS - Las Vegas, USA
- SEPTEMBER**
- Alihankinta - Tampere, Finland
- OCTOBER**
- TIIE - Tehran, Iran
 - MSV - Brno, Czech Republic
 - Komaf - Seoul, South Korea
 - EXPOFerroviaria - Milan, Italy
- NOVEMBER**
- Fabtech International - Chicago, U.S.A.
 - Blechexpo - Stuttgart, Germany
 - MWCS - Shanghai, China
 - Mactech - Cairo, Egypt
 - MetalMadrid - Madrid, Spain
 - Tech Industry - Riga, Latvia
- DECEMBER**
- Bursa Metal İşleme - Bursa, Turkey

2017 Exhibitions

Consolidated financial statements

Year ended December 31 st , (Euro thousand except per share data)	2017	2016	2015	2014	2013
CONSOLIDATED INCOME STATEMENT					
Revenues from sales of machines	351,158	302,124	274,543	268,718	257,894
Revenues from after sales	98,345	91,762	89,923	81,746	77,947
TOTAL REVENUES	449,503	393,886	364,466	350,464	335,841
EBITDA	43,178	35,409	31,402	33,780	30,567
Amortization, Depreciation & Impairment	(16,882)	(16,881)	(13,915)	(11,481)	(11,886)
OPERATING RESULT (EBIT)	26,296	18,528	17,487	22,298	18,681
Financial income & expenses	(7,000)	(8,230)	(9,311)	(7,258)	(8,828)
Adjustment to financial assets	2,556	1,049	(44)	(199)	(1,011)
RESULT BEFORE INCOME TAXES (EBT)	21,852	11,347	8,132	14,842	8,842
Income taxes	(3,184)	(1,187)	(2,526)	(5,453)	(3,484)
NET RESULT FOR THE YEAR	18,668	10,160	5,606	9,389	5,358
Minority interests	153	58	(411)	(374)	(71)
Net result for the year-Group	18,515	10,102	6,017	9,763	5,429
EARNINGS PER SHARE	1.77	0.96	0.57	0.93	0.62

Year ended December 31 st , (Euro thousand)	2017	2016	2015	2014	2013
CONSOLIDATED BALANCE SHEET					
FIXED ASSETS (NET)	198,047	204,027	197,766	193,691	185,327
Intangible assets	149,603	155,713	157,771	155,552	151,572
Tangible assets	35,628	35,281	28,466	26,912	24,201
Other fixed assets	12,816	13,033	11,529	11,227	9,554
NET WORKING CAPITAL	20,538	19,140	34,893	19,106	20,695
Inventories	113,035	98,561	93,993	77,504	66,214
Trade receivables (net of advances from Customers)	70,029	62,348	65,029	68,730	65,253
Other current assets	17,399	11,480	15,048	12,895	10,214
Trade payables	(110,465)	(88,448)	(78,323)	(77,594)	(68,118)
Other liabilities	(61,766)	(56,701)	(52,941)	(53,747)	(45,136)
Employees' severance indemnity	(7,694)	(8,100)	(7,913)	(8,682)	(7,732)
FINANCIAL POSITION (NET)	69,632	84,215	101,747	92,089	99,961
Cash and banks	(70,521)	(62,680)	(41,365)	(35,867)	(29,194)
Bank borrowings	83,993	88,850	96,788	118,735	124,361
Bond	40,600	124,361	40,460	-	-
Borrowing from other financial institutions	15,560	17,514	5,864	9,221	4,794
TOTAL CONSOLIDATED SHAREHOLDERS' EQUITY	148,953	138,952	130,912	120,708	106,061
Minority interests	1,285	1,212	1,196	1,151	1,085
Shareholders'equity-Group	147,668	137,740	129,716	119,557	104,976

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Concept and Design Micrograf

Printed in Italy by Micrograf

Icons made by Freepik



www.primaindustrie.com