



# CONTENTS

MESSAGE TO STAKEHOLDERS	PAGE 3
FINANCIAL HIGHLIGHTS	PAGE 5
ABOUT PRIMA	PAGE 6
WORLD PRESENCE	PAGE 10
SUSTAINABILITY APPROACH	PAGE 12
PEOPLE	PAGE 14
VALUE CHAIN	PAGE 15
INNOVATION	PAGE 16
PRIMA POWER	PAGE 18
PRIMA ELECTRO	PAGE 26
CONVERGENT	PAGE 28
PRIMA ADDITIVE	PAGE 30
FINANCIAL STATEMENTS	PAGE 32



# AFTER A STRONG RECOVERY IN 2021, WE ARE READY FOR THE CHALLENGES THAT LIE AHEAD.

Ladies and Gentlemen,

After a very complicated 2020 following the Covid 19 pandemic, in 2021 the economy showed strong signs of recovery. Although not fully normalized yet, the health situation in most countries has clearly improved thanks, above all, to the impact of vaccines, which have limited the level of severity of the infection. As a result, business confidence indicators have risen worldwide to record-breaking levels, generating a significant upturn in industrial production and GDP. In Italy, these increased respectively by 11.8% and 6.5%.

Companies have accelerated their investment programs, with great benefits for the sector in which our Group is operating. In particular, the acquisition of new orders reached a record value of € 503m, with a 56% increase compared to 2020 and +23% compared to 2019.

The upswing concerned both orders for new machines (+76%, in line with the 70% indicated by the Ucimu Association) and after-sale activities, which grew by 14%.

Looking at the geographical distribution of orders for new machines in particular, strong growth emerged in the Italian market (+150%), where demand was further supported by tax incentives designed to encourage technological investments and the digitalization of production plants. In the rest of Europe there was an approximately 100% increase in orders for new machines, while in the Americas and Asia Pacific areas it was about 50%.

Analyzing the data by target sectors, the increase concerned sheet metal fabrication (drivers: urbanization and global warming) and automotive (drivers: weight reduction for EV and increase in safety). Despite the promising growth of the space economy, the aerospace sector, on the other hand, still experienced difficulties in civil aviation, which showed the first signs of recovery only in the last part of the year.

**Gianfranco Carbonato**  
*Executive Chairman*

The turnover for the 2021 financial year amounted to € 407.6m, up 22.4% compared to 2020. EBITDA was € 33.4m (+23%), while EBIT amounted to € 14.1m and net income to € 8m.

Two new launches contributed to this growth: our new Laser Genius+ range of 2D laser machines, and the new Rapido+ 3D laser machine for the Chinese and Asian markets. Investment in R&D remained steady at about 5% of turnover and mainly focused on the digitalization of products and processes throughout the Group.

**THE TURNOVER FOR THE  
2021 FINANCIAL YEAR AMOUNTED  
TO € 407.6M, UP 22.4% COMPARED  
TO THE YEAR 2020.**

The result of financial management was particularly important: the Group's NFP (including the effects of IFRS16) showed a marked improvement, by ~€ 28m, to € -68.4m. Excluding the leasing component the improvement appears even more significant, being equal to ~€ 35m with a value of € -25.6m on 31 December 2021.

During 2021, also due to the logistical difficulties that are still partially ongoing, the Group gave itself a new organization by business units: Prima Electro (industrial electronics), Prima Additive (additive manufacturing), Convergent (photonics and laser) and Prima Power (laser and sheet metal working machines and systems).

Prima Power, the largest of the business units, is in turn structured into four regions: SEMEA (South EU, Middle East, Africa), NEU (North Europe), AMERICAS and APAC (Asia Pacific, including China). This overall organization has resulted in a leaner structure with younger management and better accountability, able to be more "glocal" at the service of a global market with shrinking supply chains.

While more responsibility was delegated to operating units, the Central Coordination and Control structure – including Global Services and Global Procurement, for example – was also strengthened.

Another important event in 2021 was the completion of our plant in Collegno, Italy. The new location is able to bring together all the Prima Power employees – about 450 people – that were previously working in three different plants in the Turin area, with obvious benefits in terms of efficiency.

Furthermore, at this point the Group has modern and sustainable plants in Italy, Finland, the United States and China – that is, all the main countries where we manufacture our products.

Thus, 2022 starts with a significant growth perspective, supported by booked machine orders for € 215m, after-sale revenues deriving from the remarkable number of installed machines (over 14,000 units), and the positive order performance in the first months of the year.

In addition to an improvement in the top line, we hope to boost profitability according to the targets in our 2021-2023 three-year plan, also by accelerating some Group companies' turnaround.

We cannot ignore the fact that the current context is marked by uncertainty linked to external factors, such as international geopolitical tensions – in particular the Russia-Ukraine crisis – and the shortage and growing cost of energy and components. However, as far as our competence is concerned, we can ensure our continued commitment to minimizing the effects of such turbulence, by leveraging the resilience of our people and our partners, for which we are deeply grateful.

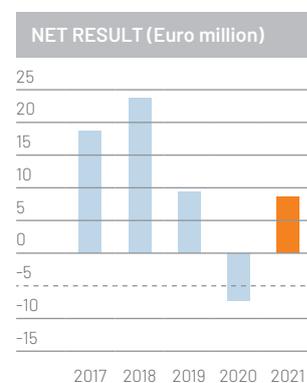
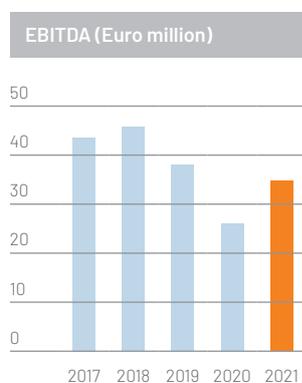
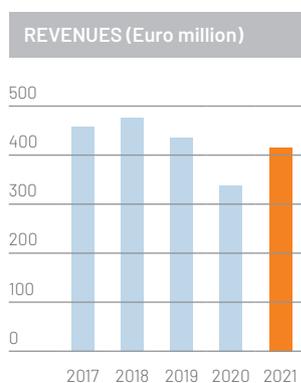
**GIANFRANCO CARBONATO**  
*Executive Chairman*

## FINANCIAL HIGHLIGHTS

Year ended December 31<sup>st</sup>,  
(Euro thousand except per share data)

	2021	2020	2019	2018	2017
<b>PROFIT &amp; LOSS STATEMENT</b>					
Net sales	407,572	332,963	427,582	466,932	449,503
Gross Operating Margin (EBITDA)	33,444	27,185	38,432	45,059	43,178
Operating Result (EBIT)	14,159	-5,258	14,391	28,041	26,296
Result Before taxes (EBT)	10,224	-10,560	10,456	26,621	21,852
NET RESULT FOR THE YEAR	8,025	-7,414	8,818	24,058	18,668
Minority interests	227	-213	(228)	2	153
NET RESULT FOR THE YEAR-GROUP	7,798	-7,201	9,046	24,056	18,515
<b>BALANCE SHEET</b>					
Fixed assets (net)	219,397	214,649	229,638	201,569	198,047
Working capital (net)	24,742	44,089	52,818	42,842	20,538
Shareholders' Equity and minority interests	175,718	162,464	175,113	169,772	148,953
Financial Position (net)	* 68,421	* 96,274	* 107,343	74,639	69,632
<b>PER SHARE DATA</b>					
Number of outstanding shares	10,483,274	10,483,274	10,483,274	10,483,274	10,483,274
Net result per share	0.75	-0.69	0.86	2.30	1.77
Book value per share	16.76	15.50	16.70	16.19	14.21
Dividend per share	0.40	-	-	0.44	0.40
<b>OTHER KEY INFORMATION</b>					
Research & Development expenses	19,973	18,995	23,064	23,843	23,401
Year-end order backlog	215,175	124,722	142,332	169,367	169,865
Number of employees	1,754	1,735	1,781	1,871	1,781

\*The amount includes IFSR16 effect



**45**

YEARS

**23**

YEARS LISTED

**4**

BUSINESS  
UNITS

**1,754**

PEOPLE

**408**

REVENUES  
(M.EURO)

**~5%**

INVESTED  
IN R&D

**8**

PLANTS

**8**

R&D CENTERS

**80+**

COUNTRIES

**14k**

INSTALLED  
SYSTEMS

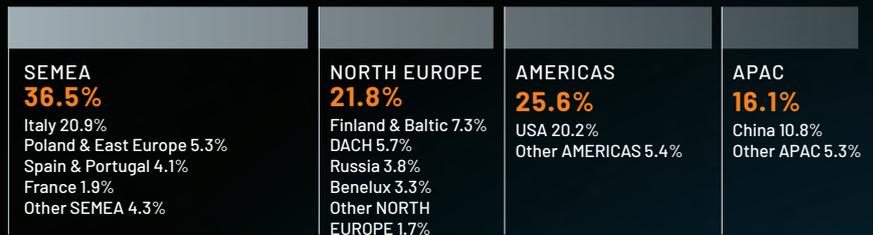


# PIONEERS SINCE 1977

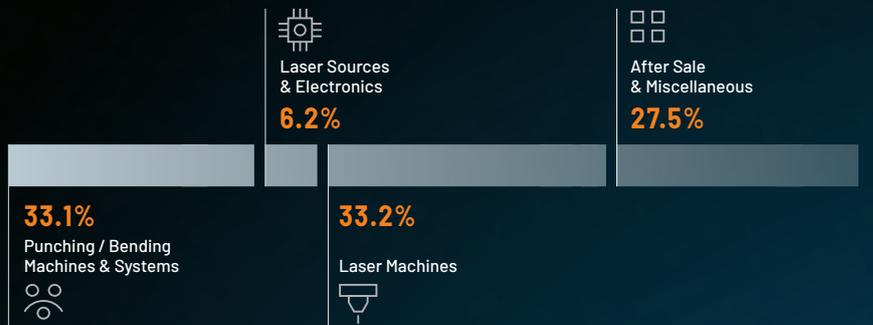
Our mission is to improve the efficiency, quality and sustainability of manufacturers in a wide range of industries. As a supplier of innovative solutions in the field of sheet metal working machines, additive manufacturing, laser sources and industrial electronics, together with our partners and customers we help factories become smarter, greener and safer. This is how we translate the most sustainable manufacturing requirements into future-ready technology.

With pioneering experience in the sector, strong customer-driven strategy, solid financial structure and wide diversification across products, geographic markets and industries served, our Group is one of the leading manufacturers in the world for its reference market and has been listed on the Italian stock exchange since 1999.

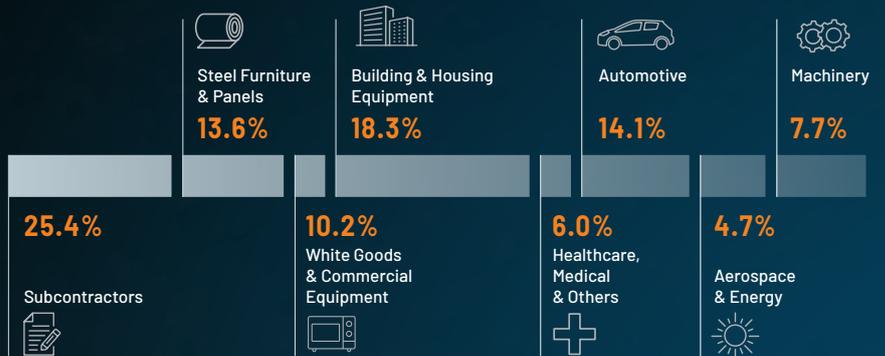
## Revenues by Geography



## Revenues by Technology



## Revenues by Industry



# OUR VALUES, BEYOND TECHNOLOGY

Technology is our core business and know-how, but our values are our true strength. They shape the way we work and our relationships with all our stakeholders.

## INNOVATION

We are technology pioneers. Advanced technology fascinates us, and we are proud that our customers can benefit from it. We are committed to the continuous creation of innovation to improve our solutions.

## PASSION

We believe in the power of passion to achieve more and move forward. Our customers put their best into their work, and so do we. We are convinced that the best results can only be achieved with enthusiasm, determination and perseverance.

## PARTNERSHIP

Teamwork is essential for us: not only within our Group, but also with customers, suppliers, and all stakeholders. Bringing together diverse resources, competencies, perspectives and ideas, we can be stronger and create greater value.

## RESPONSIBILITY

Having a positive impact on our employees, partners, customers, shareholders, local communities and the environment has always been an important goal for our Group. We are committed to deliver results in fair, ethical and sustainable ways.



**Ezio Basso**  
*Prima Industrie CEO*



**Domenico Peiretti**  
*Prima Industrie Executive  
Deputy Chairman*

## FOUR BUSINESS UNITS, ALL AT YOUR SERVICE



### LASER MACHINES

- 2D LASER CUTTING
- 3D LASER CUTTING - WELDING - DRILLING

### SHEET METAL PROCESSING MACHINES

- PUNCHING
- COMBINED PUNCH-LASER & PUNCH-SHEAR
- PANEL BENDERS AND PRESS BRAKES
- FMS - STORAGES - AUTOMATION
- SOFTWARE



### EMBEDDED INDUSTRIAL ELECTRONICS

- POWER ELECTRONICS
- CONTROL ELECTRONICS



### LASER SOURCES

- INNOVATIVE INDUSTRIAL LASER SOURCES
- MEDICAL LASER SOURCES
- FIBER DIODES



### METAL ADDITIVE MANUFACTURING

- POWDER BED FUSION
- DIRECT ENERGY DEPOSITION

# 1. SEMEA

- 1 HEADQUARTERS
- 4 PLANTS
- 2 TECH CENTERS
- 9 SUBSIDIARIES AND BRANCHES

# 3. AMERICAS

- 2 PLANTS
- 2 TECH CENTERS
- 4 SUBSIDIARIES AND BRANCHES

**CLOSE  
TO OUR  
CUSTOMERS,  
WORLDWIDE**

We operate in more than 80 countries around the world, with over 1,700 employees and an installed base of over 14,000 systems. Headquartered in Collegno, Italy, we have eight manufacturing units with global R&D centers in four countries, and a direct sales and service presence in more than 25 countries as well as a worldwide network of agents and specialized distributors. This organization guarantees a “glocal” presence, allowing us to be close to our customers wherever they are.



	Total employees	After sales employees	Plants & offices (m <sup>2</sup> )
SEMEA	<b>920</b>	<b>226</b>	<b>42k</b>
NORTH EUROPE	<b>477</b>	<b>128</b>	<b>25k</b>
AMERICAS	<b>244</b>	<b>111</b>	<b>20k</b>
APAC	<b>113</b>	<b>46</b>	<b>12k</b>

**-82%** ENERGY

consumption with our servo-electric punching and Ecopunch technology, compared to hydraulic solutions

---

**-64%** CO<sub>2</sub>

emissions with our servo-electric panel benders compared to hydraulic solutions

---

**98%** AVERAGE EFFICIENCY

of Prima Electro variable frequency drives

---

**-30%** POWDER USE

with our LMD additive manufacturing systems

---

# SUSTAINABILITY AND GROWTH, TOGETHER

## GREEN TECHNOLOGIES

For our Group, sustainability means combining environmental protection and social progress with long-term profitability for our customers and all our stakeholders. The pandemic crisis has confronted the whole world with new challenges and has propelled us into the future. In particular, the green and digital transitions have become the pillars of relaunch and growth at global level.

Sustainable technologies help address the greatest challenge of our time: climate change. Efficiency and the reduction of environmental impact have been at the heart of our systems for decades, as our Green Means® philosophy exemplifies.

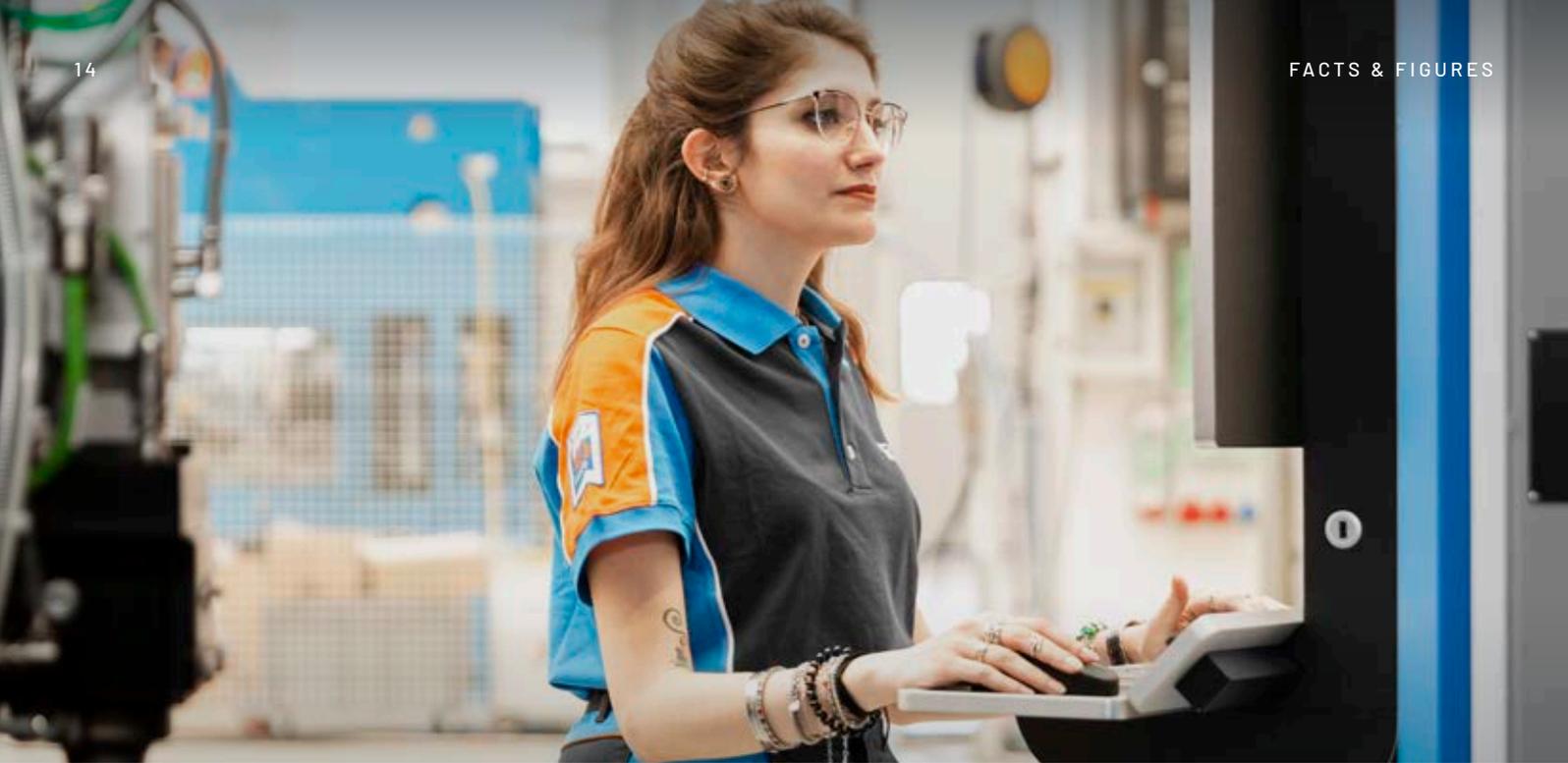
We are pioneers in the electrification of machines, adopting servo-electric technology since 1998, and we continue to lead progress in this direction.

## SUSTAINABLE FACTORIES

Our factories are modern and sustainable. In particular, in 2021 we completed the relocation of the Collegno manufacturing plant – where our laser machines are produced – to a new site designed with advanced criteria, inspired by the concepts of sustainability and energy saving, using geothermal, solar, photovoltaic and building automation systems.

## CUSTOMER SATISFACTION

Building a sustainable customer experience is at the heart of our strategy. Our Group is committed to continuously improving the quality of our products and services to meet all the needs and expectations of our customers, creating long and solid partnerships and growing together with them.



**As a Group operating globally in high-tech sectors, we consider people – with their unique culture, education, skills, and personality – our primary success factor.**

Inclusive growth is a challenge we feel called to tackle, not only because it is our social duty to promote gender balance and equality in the workplace, but because we consider diversity and the variety of points of view an opportunity and strength.

Aware that the presence of women in our sector is still too low, for example, we cooperate with the “STEM by Women” project to promote technical professions among young female students.

We promote actions designed for our collaborators – such as agile work contracts to allow employees to improve their work-life balance – as well as activities that support the community, such as internships or training opportunities in schools, to help young people enter the job market.

Our high rate of permanent contracts and low turnover prove we care for people and commit to value the resources and know-how they bring to the company. We use periodic surveys to monitor the corporate climate and collect ideas or suggestions for improvement from everyone; we also keep communication open through informative newsletters, and we organize cultural events dedicated to topical issues tied to our corporate values.

## PEOPLE, AT THE HEART OF OUR COMMITMENT

### 99%

permanent contracts

### 55%

percentage of employees who can choose to work from home

### 90%

percentage of employees who graduated high school or university

# BACK TO BASICS, FORWARD TOGETHER

## MAIN SUPPLIER OF THE YEAR

An example of success for our value chain is the Main Supplier of the Year Award we received in 2021 from the Finnish Association of Purchasing and Logistics LOGY ry.



### **The partnership approach we adopt with our suppliers is a key factor in our value chain.**

It is only by creating fair, lasting and transparent relationships that we can innovate and create quality together, with the ultimate goal of generating greater value for our customers and stakeholders.

This is particularly true today, when the supply crunch is strongly impacting every sector globally due to the pandemic crisis and geopolitical issues. This scenario is increasingly requiring the adoption of new models, reconsidering the supply chain globalization as an opportunity rather than a must; a shift we could call “back to basics”.

Our Group has always had a “glocal” approach, based on a good balance between international solidity and local touch. And recently, we have structured ourselves in order to face and win the future challenges.

We believe this is the way of the future, not only because the optimization of the supply chain can mitigate the problems caused by global disruptions, but also because it allows us to operate in a more sustainable way, reducing environmental, social and economic impacts.



**215**

R&amp;D employees

**569**patent applications filed by  
Prima Industrie Group**20+**ongoing 2021 collaborative research  
and innovation projects, supported  
by Italian and European programs

# INNOVATION, THE KEY TO EVOLUTION

## SMART MANUFACTURING AND NEXT-GEN SYSTEMS

We have a strong legacy of technology innovation and, together with our partners, we are constantly working at shaping the future of the manufacturing industry. The main driver that sparks innovation in our Group is enhancing our customer profitability through advanced, reliable, and autonomous production systems. In the meantime, we are also strongly working on the digitalization of all business processes, both internal and external, aimed at the relations with customers and other relevant stakeholders.

Our Group is at the forefront of Industry 4.0 technologies with IoT and cloud solutions for efficient management of systems and data, and augmented reality tools for machine use, maintenance, training and remote assistance. We are also investing in new technologies such as artificial intelligence, machine learning, digital twins and 5G.

## DECARBONIZING INDUSTRIES AND MOBILITY

The Group's projects in this area include: innovative and efficient blue lasers, which allow for sustainable processing of materials used in high-growth sectors such as electrification and the medical field; metal additive manufacturing, which enables circular economy and green manufacturing; and integrated electronics applied to innovative charging solutions such as V2G (Vehicle-to-Grid) for sustainable mobility.

## OPEN INNOVATION FOR THE MANUFACTURING OF THE FUTURE

The Group continues to intensify its Open Innovation approach thanks to partnerships with universities, research centers, suppliers and high-tech companies. Some ongoing initiatives are joint innovation projects: for example, we participate in EIT Manufacturing, the European community for manufacturing innovation, joint laboratories to support companies in the adoption of new business models, pilot lines in the field of digital factory through collaboration with CIM4.0 and MADE Competence Centers, and training programs such as CIM4.0 Academy, to strengthen skills in latest-generation technologies.

One of our more forward-looking projects is a feasibility study for laser processing on lunar regolith, conducted in collaboration with ESA for future factories on the Moon.



# PRIMA POWER: A GLOBAL PLAYER

We are a leader in laser and sheet metal fabrication machines with a strong know-how in mechatronics, opto-electronics, automation and software.

Our product range is one of the widest in the industry, including 2D and 3D laser machines, punching and combined punch-laser and punch-shear machines, press brakes, panel benders, flexible manufacturing systems, storages, automation solutions and software.

We stand out on the market for the ability to flexibly integrate and connect all our technologies and machines in a full ecosystem, perfectly integrated with the factory and its management and production software – all fully supported by our dedicated and skilled team through an extensive array of advanced services covering products' whole lifecycle.

We also offer pioneering experience in sustainable manufacturing, with a full line of servo-electric solutions marketed under the banner Energy in Efficient Use® and a design approach we apply to all our products, aiming at higher productivity and lower environmental footprint.

With our solutions we help our customers enhance their competitiveness, becoming a key element in their value chains as strategic partners for smart, sustainable, future-proof manufacturing.

# HIGH-PERFORMING TECHNOLOGIES FOR ALL NEEDS



## PUNCHING, SHEARING AND COMBI

Based on our pioneering experience, punching machines featuring state-of-the-art servo-electric technology translate into energy saving, accuracy and productivity. Special tools also make forming, marking and tapping possible. Versatility and productivity can be further increased by integrating punching with other technologies: with combi-shears rectangular parts can be produced with the highest throughput; with combi-lasers you can produce even the most complex parts with high quality.



## LASER PROCESSING

An amazingly flexible technology for the processing of a wide range of metal materials and thicknesses, with the highest precision and quality and no limit to shapes. The flexibility and productivity of laser processing can be further enhanced thanks to modular automations managing the production cycle and integration into manufacturing lines. Laser technology can be applied to flat sheet metal or to complex 3D parts, processed thanks to multi-axis machines.

## BENDING

In panel benders bending is performed by blades, while the blank holder holds the sheet still. Movements are controlled by servo-electric drives that guarantee maximum accuracy. Semi- or fully automatic machines can be configured as standalone cells or multi-technology lines. In press brakes, a punch tool and a die are set at predetermined angles to bend metal into a variety of shapes. Press brakes can be servo-electric, with higher dynamics and efficiency, or hydraulic, with higher force and versatility.



## FMS, STORAGES AND SOFTWARE

Flexible manufacturing systems (FMSs) automate the material and information systems of a facility and combine individual manufacturing stages into a single flexible process.

With FMS technology, manufacturers get superior cost efficiency in both serial production and small batch fabrication. Flexible storages automate the material flow, making different materials automatically available whenever needed. Solutions range from single-tower options up to fully automated warehouses.

Our software suite is a true ecosystem that provides the ideal solution to assist customers in all phases of production, from offline programming to production data collection and reporting.





## Prima Industrie SpA

For the SEMEA region, 2021 was a year of recovery characterized by strong growth, in terms of both sales achieved in the market and orders for the technologies produced by our plants in the area.

In Italy, in particular, we had a record year for orders, also thanks to the government's Industry 4.0 incentives that stimulated investments. As pioneers in automation and digitalization, granting all-in solutions in the field, we were able to seize this opportunity.

Our bending technologies (panel benders, press brakes, bending cells), manufactured in our plant in Cologna Veneta, also achieved an all-time high in 2021, and the laser machine segment, with production in Collegno, recorded fully satisfactory results: 2D laser technology returned to pre-Covid levels, also thanks to the launch of the new Laser Genius+ machine in three sizes, which quickly became the flagship product in the 2D line.

Our offer differentiation strategy continues to be successful, allowing us to meet diverse market needs in terms of performance and investment. We will continue to expand our product portfolio to cover new applications, and to make our machines increasingly automated, smart and sustainable.

# SEMEA

## A RECORD YEAR IN OUR DOMESTIC MARKET



**Matteo Benedetto**  
Prima Power COO, SEMEA

Order acquisition for the Northern European region was excellent, with the best results ever in Finland. As far as products are concerned, our systems achieved record results, also thanks to the general trend towards automated solutions due to the labor shortage that most areas of the world are experiencing.

Excellent personnell, high product quality and well organized, committed, and proactive customer care, are among the main reasons for our high levels of customer satisfaction in the region.

A key success factor of our products is the best combination of automation and connectivity, which allows to flexibly automate all production batches, regardless of their size, and to integrate seamlessly with customers' ERP and MES processes.

Moreover, all our solutions operate through servo-electric technology, helping our customers manufacture products at lower cost and with a smaller impact on the environment.

Most of the industries we serve are involved in megatrends such as urbanization and ecological transition, and this has allowed our customers to be more resilient even during the crisis. However, we must not underestimate the fact that material shortages, logistic disruptions, and geopolitical threats are certainly challenges that are affecting all sectors globally.

# NORTH EUROPE

## AUTOMATION AND SYSTEMS AS A KEY TO SUCCESS



Kalle Kujanpää and Jarmo Mursula  
*Prima Power COOs, NORTH EUROPE*

Finn Power Oy





## Prima Power Laserdyne LLC

In 2021, the US economy performed well, albeit slightly below its pre-pandemic trend. Real GDP grew 5.5%, the fastest pace since 1984. Prima Power was able to recover and get business volume back to pre-pandemic levels with a record year for fabrication machines in terms of revenues, while 3D laser business for automotive and aerospace still suffered the effects of the crisis. A record order intake has allowed the region to start 2022 with a very strong backlog.

These results were made possible by our diverse product line and our automated systems, which allow us to stand out in the market. But our main driver for success will always be our people: committed to customers, proud of our products, and bringing unique technical and managerial skills to the table.

Business growth is expected mainly from automation, pushed by labor shortage, from the growing space economy, where we are building strong relations with key players, and from specific areas in the United States, Mexico, and South America, where we are planning to make investment to reinforce our sales and service presence.

We are an industry leader in laser drilling applications for the aerospace and space economy, where we maintain strong partnerships with long-term customers. In 2021, LASERDYNE® systems have also been successfully incorporated into fully automated work cells in the automotive and general manufacturing markets with repeat orders continuing into 2022.

# AMERICAS

## UNIQUE EXPERTISE TO WIN THE CHALLENGE



**Giovanni Zunino**  
Prima Power COO, AMERICAS

# APAC

## INCREASING LOCAL PRESENCE TO CONTINUE GROWING



**Flavio Gregori**  
*Prima Power COO, APAC*

APAC remains the region with the fastest growth rate worldwide, despite the ongoing difficulties caused by the pandemic and the resulting restrictions on the movement of people and goods between and within countries.

China, South Korea, India and Australasia are going through a positive economic phase, which we can leverage thanks to our direct presence and diversified technological offer.

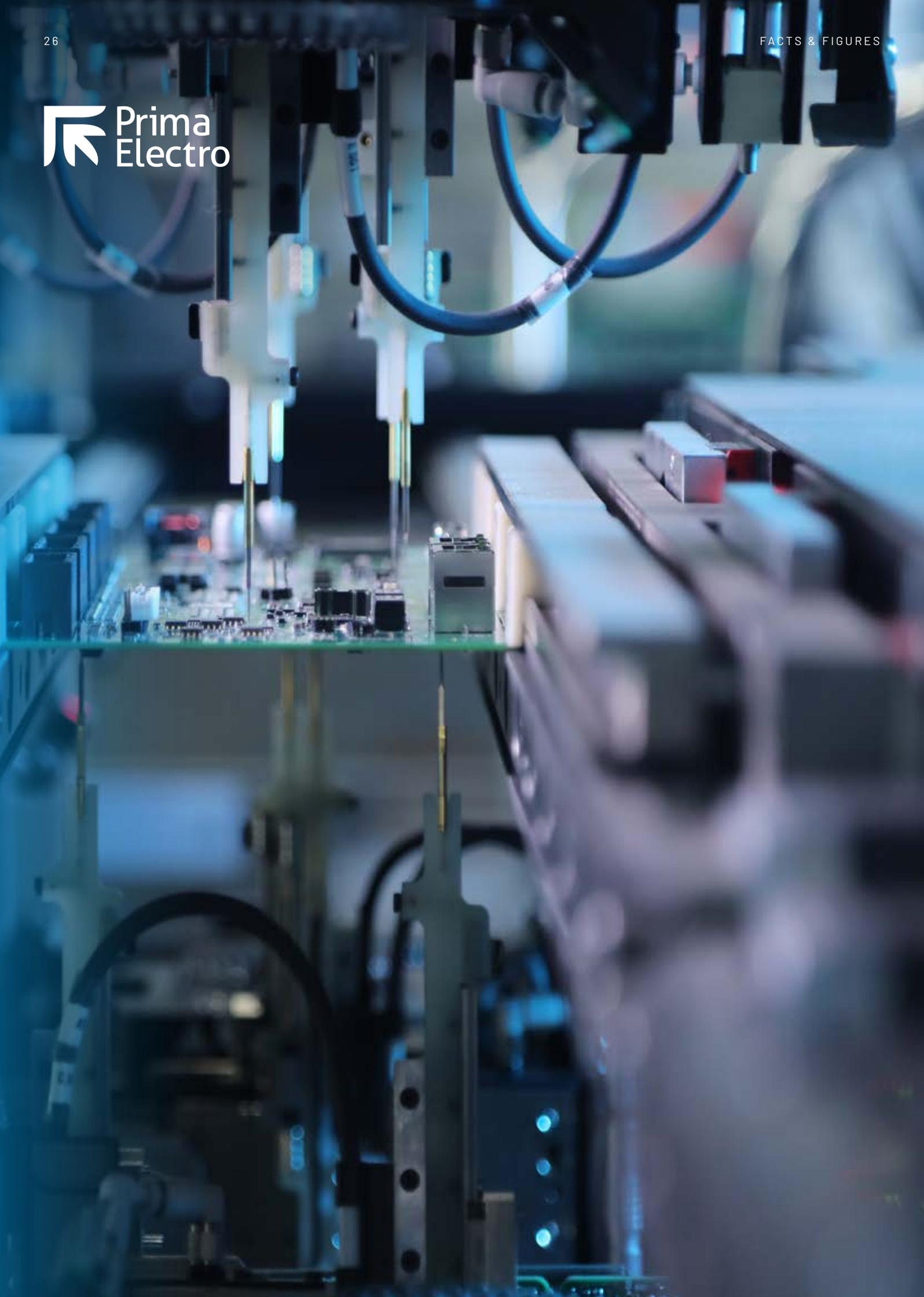
Our strategy of local presence in the region has proved even more successful in a time when autonomy in production, installation and technical assistance are emerging as fundamental requirements.

Another factor of success are our collaborations with remarkable local players. An example of what these partnerships can lead to is Rapido+: our new 3D laser machine for the Asian market, largely produced in China with Italian technology for automotive applications thanks to a collaboration between Prima Power Suzhou and Lead Laser.

Automation is a rapidly growing trend among manufacturing companies in this region, also due to the combination of high production rates, required quality standards and shortage of skilled labor. Further growth in this field is among our main objectives in the area.

*Prima Power Suzhou Co., Ltd.*





# PRIMA ELECTRO

## INNOVATION ENABLER FROM CONCEPT TO FINAL PRODUCT



**Davide Peiretti**

*Head of Prima Electro BU*

**Proven experience, advanced research and innovative technological solutions applied to different markets are key factors that make us one of the leading and most reliable embedded electronics manufacturers.**

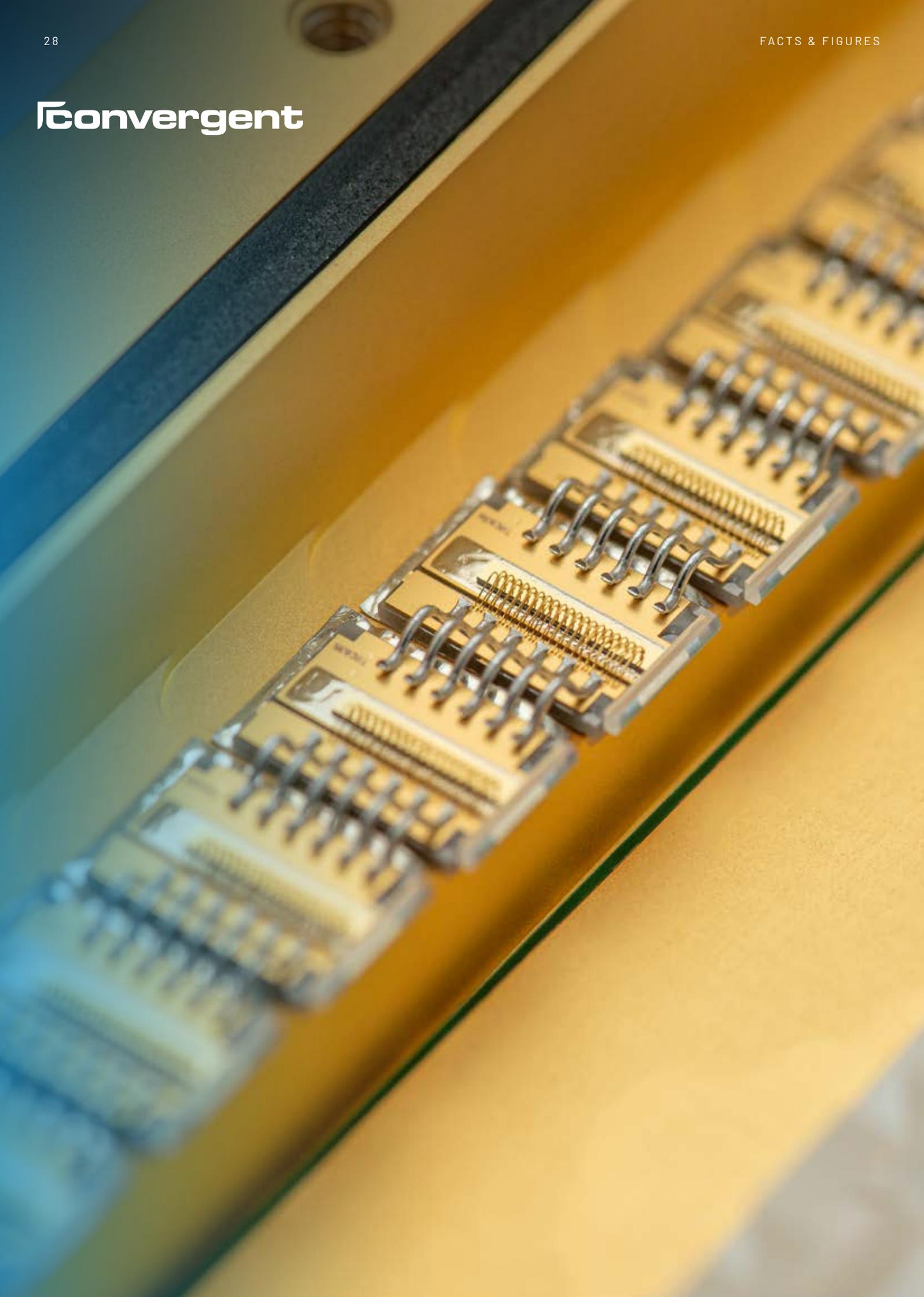
We achieved excellent overall results in 2021, in terms of both revenues (+15% vs. 2020) and margins (EBITDA ~11% on revenues). In addition to confirming the long-term partnership with the AC Group, for the development and production of new inverter families with powers up to 250kW, we were able to attract new customers and to launch innovative projects in EV field.

Among the main innovations of the year, it is worth mentioning the start of production of our new 4.0 controller with advanced security features, and the development of a proprietary converter for super-fast charging for the EV market. Proven experience, advanced research and innovative technological solutions applied to different markets are key factors that make us one of the leading and most reliable embedded electronics manufacturers.

Our business unit has adopted a vertical business model, with full control over the entire production chain, from design to manufacture to product qualification. Combined with a crosscutting coverage of various application markets, this always puts us in front of new challenges - allowing us to transform every experience into real know-how.

We have always adopted a win-win strategy with our customers, leading to durable partnerships based on strong production synergy. By not limiting ourselves to the mindset of mere suppliers, we act as a strategic technological partner for our customers: the innovation enabler.

**Convergent**



# CONVERGENT

## HI-TECH SOLUTIONS FOR NEW APPLICATIONS



**Paolo Sanna**  
*Head of Convergent BU*

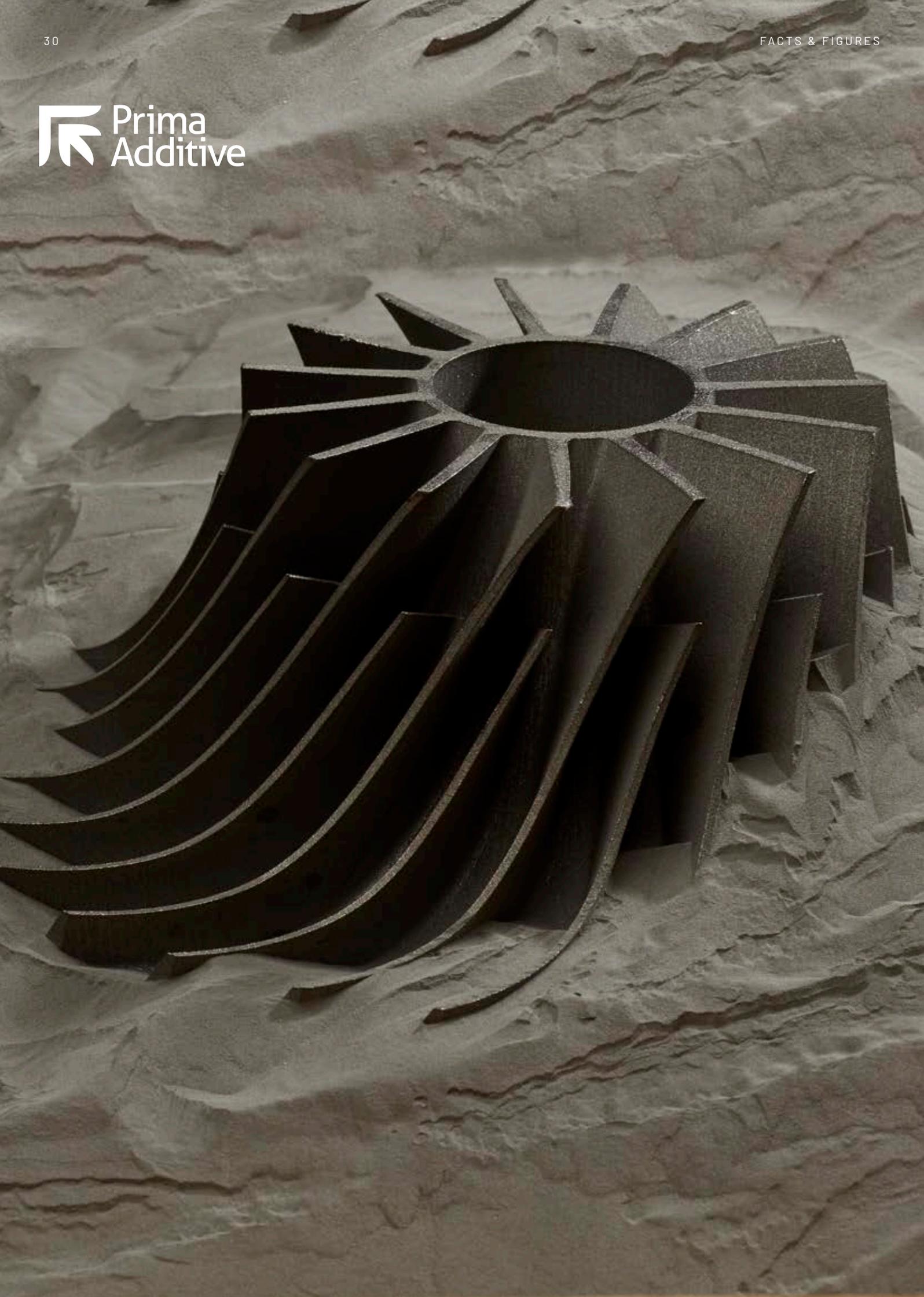
**Convergent stands apart from its competition thanks to a unique set of skills and a history dating back to 1961.**

2021 marked a clear change of pace for our business unit in the medical sector, with over 200 laser sources with TFL (Thulium Fiber Laser) technology mainly destined to surgery.

These results are perfectly in line with Convergent's repositioning plan in markets with high margins and profitability, such as the medical field, as well as in niche innovative industrial sectors – such as jewelry, welding and additive manufacturing – in which low-power sources are employed.

For these sectors, blue laser technology is particularly strategic because it allows for a more efficient and sustainable processing of highly reflective and noble materials compared to infrared lasers. High-power industrial lasers, a more traditional sector for us, reached positive results in line with expectations for 2021; a general increase in source production also spurred the manufacturing of multi-emitter diodes in our Diode Fab laboratories.

Convergent stands apart from its competition thanks to a unique set of skills and a history dating back to 1961, shortly after the invention of the laser: this places us at the top of our field from a technological point of view, and allows us to present ourselves as qualified partners in high-end markets with strong entry barriers and stringent certifications such as the medical field.



# PRIMA ADDITIVE

## INNOVATION AT THE SERVICE OF THE FUTURE



**Paolo Calefati**  
Head of Prima Additive BU

**It has been a significant year for the innovations we have launched, which lead the pace to new application horizons.**

2021 was a year of transition in which some strategic sectors for metal additive manufacturing, such as aerospace, suffered. Nevertheless, it also brought remarkable opportunities thanks to the innovations we presented, leading to whole new application horizons.

For the PBF segment we launched our new Series 150, entirely made in Italy and extremely versatile in terms of laser source types and architecture, to satisfy diversified market needs in terms of materials, applications and production rates. In the DED field, we patented and launched the REAL\_DED technology for dynamic beam shaping, which offers the deposition process an increase in performance and efficiency.

Additive manufacturing requires a technology- and application-driven approach. Sharing with the Prima Industrie Group 45 years of know-how in laser technology and a crosscutting experience in a range of sectors, we can provide comprehensive support to our customers so they can adopt new and competitive manufacturing methods.

The expansion of the range of workable materials and applications paves the way to rapidly expanding industries such as the space economy, electrification, the medical field, and goldsmithing. Other important drivers for growth are new supply chain models, such as the on-demand production of parts on-site to reduce transportation and logistics – which are increasingly critical factors – and the application of circular economy principles, such as the repair of components subject to wear as a sustainable alternative to their replacement.

## CONSOLIDATED FINANCIAL STATEMENTS.

### CONSOLIDATED BALANCE SHEET

Year ended December 31 <sup>st</sup> , (Euro thousand except per share data)	2021	2020	2019	2018	2017
<b>FIXED ASSETS (NET)</b>	<b>219,397</b>	<b>214,649</b>	<b>229,638</b>	<b>201,569</b>	<b>198,047</b>
Intangible assets	116,624	120,837	134,705	145,000	149,603
Tangible assets	71,854	64,281	69,180	36,749	35,628
Other fixed assets	30,919	29,531	25,753	19,820	12,816
<b>NET WORKING CAPITAL</b>	<b>24,742</b>	<b>44,089</b>	<b>52,818</b>	<b>42,842</b>	<b>20,538</b>
Inventories	134,859	118,689	127,818	135,863	113,035
Trade receivables (net of advances from Customers)	38,714	37,605	50,691	70,212	70,029
Other current assets	16,258	13,745	17,353	18,596	17,399
Trade payables	-98,239	-69,390	-81,290	-115,141	-110,465
Other liabilities	-60,122	-49,456	-54,737	-59,118	-61,766
Employees' severance indemnity	-6,728	-7,104	-7,017	-7,570	-7,694
<b>FINANCIAL POSITION (NET)</b>	<b>68,421</b>	<b>96,274</b>	<b>107,343</b>	<b>74,639</b>	<b>69,632</b>
Cash and banks	-67,267	-62,999	-55,136	-71,078	-70,521
Bank borrowings	50,178	78,107	87,675	100,767	83,993
Bond	25,584	25,540	25,497	25,455	40,600
Borrowing from other financial institutions	59,926	55,626	49,307	19,495	15,560
<b>TOTAL CONSOLIDATED SHAREHOLDERS' EQUITY</b>	<b>175,718</b>	<b>162,464</b>	<b>175,113</b>	<b>169,772</b>	<b>148,953</b>
Minority interests	3,412	2,844	3,132	3,334	1,285
Shareholders' equity - Group	172,306	159,620	171,981	166,438	147,668

### CONSOLIDATED INCOME STATEMENT

Year ended December 31 <sup>st</sup> , (Euro thousand except per share data)	2021	2020	2019	2018	2017
Revenues from sales of machines	305,922	243,948	327,480	370,914	351,158
Revenues from after sales	101,650	89,015	100,102	96,018	98,345
<b>TOTAL REVENUES</b>	<b>407,572</b>	<b>332,963</b>	<b>427,582</b>	<b>466,932</b>	<b>449,503</b>
<b>EBITDA</b>	<b>33,444</b>	<b>27,185</b>	<b>38,432</b>	<b>45,059</b>	<b>43,178</b>
Amortization, Depreciation & Impairment	-19,285	-32,443	-24,041	-17,018	-16,882
<b>OPERATING RESULT (EBIT)</b>	<b>14,159</b>	<b>-5,258</b>	<b>14,391</b>	<b>28,041</b>	<b>26,296</b>
Financial income & expenses	-3,935	-5,307	-6,517	-8,653	-7,000
Adjustment to financial assets	-	5	2,582	7,233	2,556
<b>RESULT BEFORE INCOME TAXES (EBT)</b>	<b>10,224</b>	<b>-10,560</b>	<b>10,456</b>	<b>26,621</b>	<b>21,852</b>
Income taxes	-2,199	3,146	-1,638	-2,563	-3,184
<b>NET RESULT FOR THE YEAR</b>	<b>8,025</b>	<b>-7,414</b>	<b>8,818</b>	<b>24,058</b>	<b>18,668</b>
Minority interests	227	-213	-228	2	153
Net result for the year - Group	7,798	-7,201	9,046	24,056	18,515
<b>EARNINGS PER SHARE</b>	<b>0.75</b>	<b>-0.69</b>	<b>0.86</b>	<b>2.30</b>	<b>1.77</b>



**Prima Industrie S.p.A.**

**Investor Relations**

[ir@primaindustrie.com](mailto:ir@primaindustrie.com)

**General Inquiries**

[info@primaindustrie.com](mailto:info@primaindustrie.com)

**Find your local contact**

**on our websites**

[primaindustrie.com](http://primaindustrie.com)

[primapower.com](http://primapower.com)

[primaelectro.com](http://primaelectro.com)

[primaadditive.com](http://primaadditive.com)

[convergent-photonics.com](http://convergent-photonics.com)

**Concept & Design by Angelini Design**

**Printed in Italy by Micrograf**

