



**It's in
our
nature
to
evolve**

2019

FACTS & FIGURES



IT'S IN OUR NATURE TO EVOLVE

The push towards building sustainable products in the field of industrial machinery is nothing new to us. We have always applied a long-term outlook to the products we design, responsibly creating lasting value for our customers by providing a broad range of cutting-edge solutions. Our products and services have always helped customers meet the ever-growing demand for sustainable productivity with new, rapidly evolving technologies.

Our commitment to sustainable productivity enables customers to exploit new industrial paradigms like zero-waste, the green and circular economy, digital transformation, and flexible and advanced automation.

We've always been focused on the long-term effects of what we create today. This means responsibly building and designing product lines now with the awareness of how our products will affect people and the earth in the future.

Our accountability to the community and the environment, combined with our open and highly responsive attitude to change, has made us successful these last 40+ years and will continue to guide our values going forward. After all, it's in our nature to evolve.

Table of contents

01

3 Message to
the Stakeholders

03

9 Next to you
10 Prima Industrie around
the world
12 Presence across sectors

05

38 Some moments
shared with you

02

6 Group Profile
8 Financial Highlights

04

14 Innovation
18 Investments
24 People
28 Environment

06

40 Consolidated
financial statements



THE TALENT
AND PASSION
OF OUR PEOPLE
ALLOW US
TO BE AT THE
FOREFRONT OF
INNOVATION.”

MESSAGE TO THE STAKEHOLDERS



Prima Industrie Corporate Team

Ladies and gentlemen,

As already anticipated last year, the capital goods market (derivative towards the macroeconomic evolution) entered into a period of contraction of the demand, typical of cyclical businesses, since mid-2018.

The UCIMU (Association of Italian Machine Tool Manufacturers) also described, *“The trade war between United States and China, the crisis of some leading manufacturing sectors, first of all the automotive one, and the fires of war in hot areas of the world, make the work of manufacturing companies particularly complex and the future definitely uncertain”*. In addition, the UCIMU reported an 18% drop of orders in such segment for full year 2019. Other international associations, such as VDW in Germany and CECIMO at the European level, also confirmed negative trends of around -15/-20%.

In this context, the Group recorded a turnover of €427.6 million in 2019, down by 8.4% after 5 years of continuous growth.

Such contraction (softened by the good performance of the American market and by the growth in after-sale revenues) is in line with what was disclosed by other listed companies operating within the same reference market. The value of revenues lies within the range indicated to the market by the Board of Directors at the time of the Half-Year Financial Report issued on 30/6/2019 and is in line with the forecasts made by financial analysts currently covering the Company.

In terms of profitability, the EBITDA margin was 9.0%, also in line with the indications provided, down from 9.7% in 2018.

Significant depreciations and write-downs were made during the year, penalizing the EBIT and the Net Result, which nonetheless remains positive at €8.8 million.

As expected, in the last quarter of the year an improvement was registered in the Net Financial Position compared to the previous quarters, when the figure was affected by a Net Working Capital that was too high. The Net indebtedness at 31/12/2019 is, net of payables to leasing, equal to €68.5 million, compared to the previous year's value of €65.9 million (net of payables to leasing as well).

The overall figure, including payables from leasing, is €107.3 million, up compared to €101.7 million as of 1/1/2019, mainly due to the leasing contract relating to the construction of Phase 2 of Collegno headquarters, where the ALC (Advanced Laser Center) building became operational as an area dedicated to the R&D activities on laser machines and Additive Manufacturing. The last phase of construction (Phase 3) is expected to be completed by the first quarter of 2021, a date by which all the laser activities of Prima Industrie S.p.A. will be concentrated in a single location with significant efficiency advantages compared to the current situation.

The order backlog at the end of 2019 is around €142 million, corresponding to almost 6 months of production (since the after-sale revenues are excluded from the figure), acceptable figures in recessive market conditions.

Among the most significant events of the year, we would like to highlight:

- March 21: the official inauguration of the new Seinäjoki facility. The new 20,000 sqm. facility was built-to-suit by the City Financial Office and rented to Finn-Power Oy under a nine-year contract with a redemption option exercisable at any time. The modern layout will allow significant improvements in efficiency.
- April 9: the increase to 19% of the participation in the 3D-NT start-up, active in the Additive Manufacturing sector.
- May 29: the event at our HQTC (Headquarters and Technology Center) dedicated to customers of the elevator sector, called "Elevate your Business", attended by about twenty companies in the segment, from 7 countries.
- October 22 and 23: the Innovation Days event at the new Advanced Laser Center in Collegno, where the new Additive Manufacturing technologies were presented to over 200 visitors.
- October 24: the celebration of Prima Industrie's 20-year IPO anniversary, with attendance from Borsa Italiana, as well as several banks and financial investors.
- November: attendance of the most important international exhibitions, Blechexpo in Stuttgart, Fabtech in Chicago and, for the first time, Formnext in Frankfurt, the most important worldwide exhibition in the new Additive Manufacturing segment.
- December: partial divestment operation of the Osai business, considered not strategic. The Group has retained all rights connected with the CNC and drives applications on the Group machines and will continue to produce the electronic systems for the internal requirement. The transaction has allowed Prima Electro to get a significant disposal of

intangible assets (goodwill and capitalized R&D costs) also generating a plus value of €2.6 million.

R&D activity in 2019 involved the whole family of products of the Group with a total investment of over €23 million, in line with the previous year and equal to 5.4% of total revenues.

Among our most important projects, we wish to mention the Lyrae BL 200/250, a new family of high efficiency multiemitter diodes. These new components allow a very significant reduction of the Fiber Laser CF family costs and an increase of power to 12 kW and 15 kW.

Other significant projects underway include a new family of laser cutting machines and a new mid-size platform (LD 811) for diversified laser processes, including Additive Manufacturing.

The beginning of the year 2020 was unfortunately harmed by the COVID-19 pandemic.

Originating in China in January, especially in Wuhan and in the Hubei Province, the epidemic quickly spread to the whole world, particularly impacting Italy, where restrictive decisions were taken on several occasions about the movement of people and industrial activities and services considered non-essential.

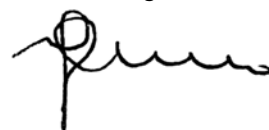
Other European countries are following Italy in the advancement of the contagion curve and containment measures. Recently, the United States of America have also taken similar decisions following the strong expansion of the pandemic. In this context, it is impossible to make reliable forecasts about the impact of this situation on the economy, even though a significant drop in the global GDP seems inevitable.

The Group capital and financial structure remains solid: however, given the result of the past year and the current uncertain picture, we believe it prudent not to distribute any dividend to Shareholders, confident that they will understand and share our conservative attitude.

Several important market studies were expecting (prior to the COVID-19 diffusion) a recovery for our segment by the end of the current year. To-date, the time of recovery is not yet known and could likely be postponed. Cyclical businesses have, however demonstrated very strong growth in the past soon after the macroeconomic cycle inversion. We trust that this may also happen this time and that our Group will be able to return to offering all its stakeholders greater economic and professional satisfaction soon.

In the meantime, in thanking you for the continued support, we invite everyone to keep up the climate of trust and pride that comes from belonging to a company that has always believed in the values of sustainability, ethics and technology, which will distinguish our development prospects in the coming years.

With kind regards,



The Chairman of the Board
Gianfranco Carbonato

“We invite everyone to keep up the climate of trust and pride that comes from belonging to a company that has always believed in the values of sustainability, ethics and technology.”

Gianfranco Carbonato

Prima Industrie group

WHO WE ARE AND WHAT WE DO

Committed to addressing the latest trends and requirements in the manufacturing sector with innovative and sustainable technologies.

Prima Industrie Group is a leader in the high-tech laser and sheet metal fabrication machinery, electronics and laser technologies, and additive manufacturing sectors. These cutting-edge solutions are offered through its Prima Power, Prima Electro, and Prima Additive brands.

We have always been committed to offering the latest trends in the manufacturing sector. Our development of advanced and eco-friendly systems and photonics solutions, and smart and flexible automation, has ensured that our products are always at the forefront of innovation.

We provide a wide range of technologies and solutions. What makes us different is that we develop, manufacture, and service all the main components of the products offered by our Group, allowing us to be a one-stop supplier for our customers.

Sustainability, across all our divisions and sectors, has always been our focus. We promote long-term, responsible, fair, and transparent relationships with our employees, customers, partners, shareholders, and the community. Our values are our main priority. We put these values to work by combining productivity and sustainability, using green technology for fabrication.

We are passionate about what we do. We employ about 1,800 people all over the world, who, through their dedication, provide our customers with dynamic solutions that meet their ever-changing needs. Above all, we advocate for equal opportunity and provide a safe environment, offering development programs to our employees to help them live our values through their work.

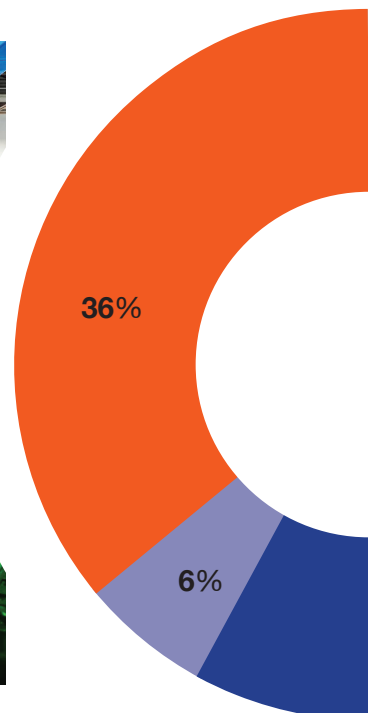
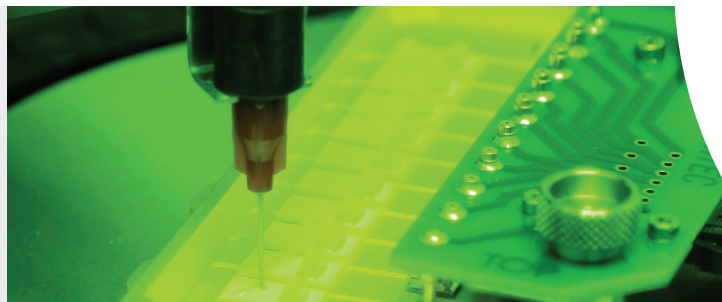
**Punching machines,
Bending machines
& Systems**

36%



**Laser source
& Electronics**

6%





Laser and sheet metal fabrication machinery

Featuring a wide range of products, we provide innovative solutions that cover all aspects of sheet metal working. We do all of this while keeping our commitment to offer smart, sustainable technology that responds to customer needs across the globe and in all industrial sectors.



Electronics and laser technologies

We have been active in the embedded electronics market for 40+ years, designing, engineering, and producing tailored solutions based on customer input. In the laser market, the company has been active since 1961, playing a leading role previously in gas lasers, and since 2015 in fiber and diode lasers.



Metal Additive Manufacturing solutions

Our presence in the metal additive manufacturing sector has helped many customers launch new business models. Thanks to our innovative solutions, our customers have efficiently and creatively expanded their product lines, responding to the fast-paced demands of the marketplace.

GROUP HIGHLIGHTS

40+

Years

20

Years listed

~1800

People

8

Plants

8

R&D Centers

>5%

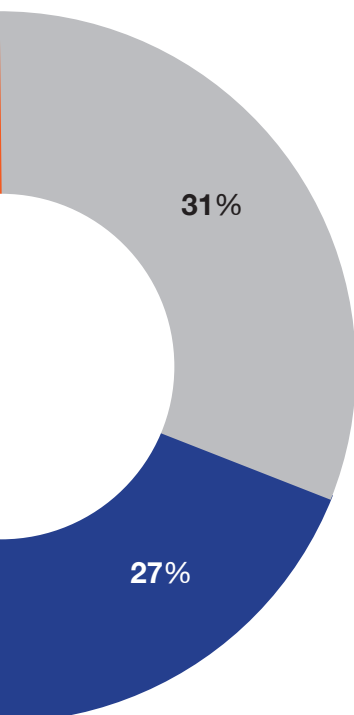
Invested in R&D

13000+

Installed Systems

80+

Covered Countries



Laser
machines
31%

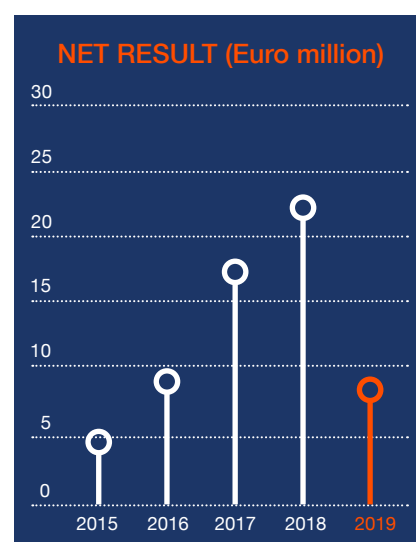
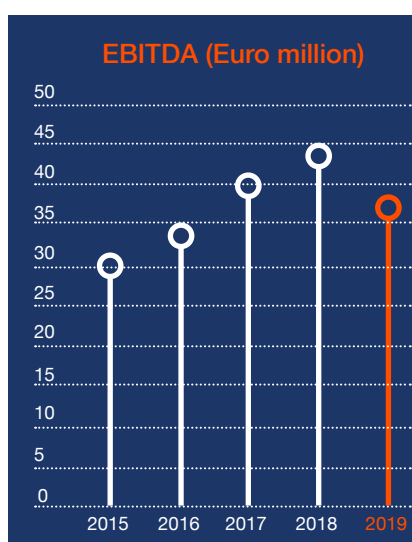
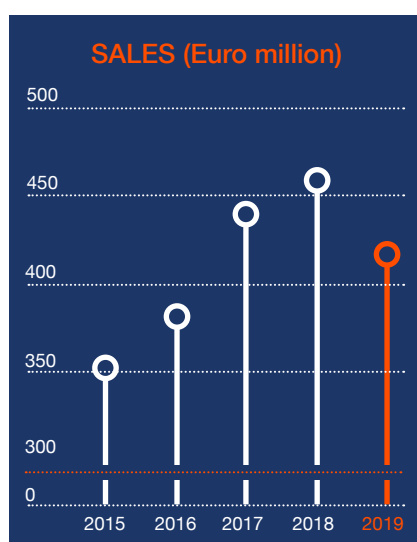


After sale &
Miscellaneous
27%

Financial highlights

Year ended December 31 st , (Euro thousand except per share data)	2019	2018	2017	2016	2015
PROFIT AND LOSS STATEMENT					
Net Sales	427,582	466,932	449,503	393,886	364,466
Gross Operating Margin (EBITDA)	38,432	45,059	43,178	35,409	31,402
Operating Result (EBIT)	14,391	28,041	26,296	18,528	17,487
Result Before Taxes (EBT)	10,456	26,621	21,852	11,347	8,132
NET RESULT FOR THE YEAR	8,818	24,058	18,668	10,160	5,606
Minority interests	(228)	2	153	58	(411)
NET RESULT FOR THE YEAR-GROUP	9,046	24,056	18,515	10,102	6,017
BALANCE SHEET					
Fixed Assets (net)	229,638	201,569	198,047	204,027	197,766
Working Capital (net)	52,818	42,842	20,538	19,140	34,893
Shareholders' Equity and Minority Interests	175,113	169,772	148,953	138,952	130,912
Financial Position (net)	* 107,343	74,639	69,632	84,215	101,747
PER SHARE DATA					
Number of outstanding shares	10,483,274	10,483,274	10,483,274	10,483,274	10,483,274
Net result per share	0.86	2.30	1.77	0.96	0.57
Book value per share	16.70	16.19	14.21	13.25	12.49
Dividend per share	-	0.44	0.40	0.30	0.25
OTHER KEY INFORMATION					
Research and Development Expenses	23,064	23,843	23,401	22,917	23,564
Year-end Order Backlog	142,332	169,367	169,865	143,400	117,700
Number of Employees	1,781	1,871	1,781	1,664	1,643

* The amount includes 31.235 K€ coming from the application of new accounting principle IFRS16



NEXT TO YOU

“We are a global Group that acts locally, providing a fast response at any time, from anywhere”



One of our biggest strengths is our global footprint. It is an essential element to our customer-centric approach, allowing us to be close to our customers and cultivate a strong understanding of their needs in relation to the market they operate in. Our global presence means that we are ready to tackle the challenges our customers face in any part of the world today.

We are a global Group that acts locally; from our diffused network of plants and offices, we can provide a fast response at any time, from anywhere. We cover more than 80 countries, 30+ of which we have a direct presence in, both in mature and emerging markets. Our eight plants are spread over

three continents and they are specialised in different technologies, delivering high-tech machineries and services all over the world. Our six tech centres are available for technological consultation, feasibility studies, cycle time optimisation, and demonstrations. They are always open for customers and prospects.

Our global presence brings with it a great responsibility. For this reason, we pay the utmost attention to minimising the social and environmental impact of our business in all the locations we operate in, as well as promote and share common values with all the Group's companies around the world.

PRIMA INDUSTRIE AROUND THE WORLD

We serve customers in more than 80 countries worldwide. This demonstrates our extensive global reach, as well as our nearly 1800 employees who are committed to satisfying the diverse needs of our customers across the globe.

In 2019, we further increased our global presence through investments in newer, larger, and more sustainable facilities in Italy, Finland, and The United States. These investments are aligned with our mission to stay close to our customers, no matter where they are located, while also positively impacting the environment.



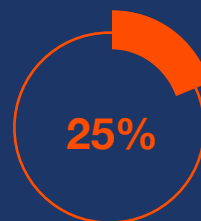
More details about our presence in the world are available online: primaindustrie.com/our-presence-in-the-world



AMER

2 Plants
4 Branches
2 Tech Centers

Sales by Geographical Area

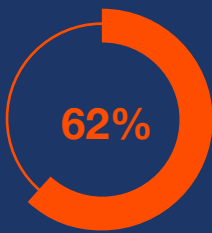
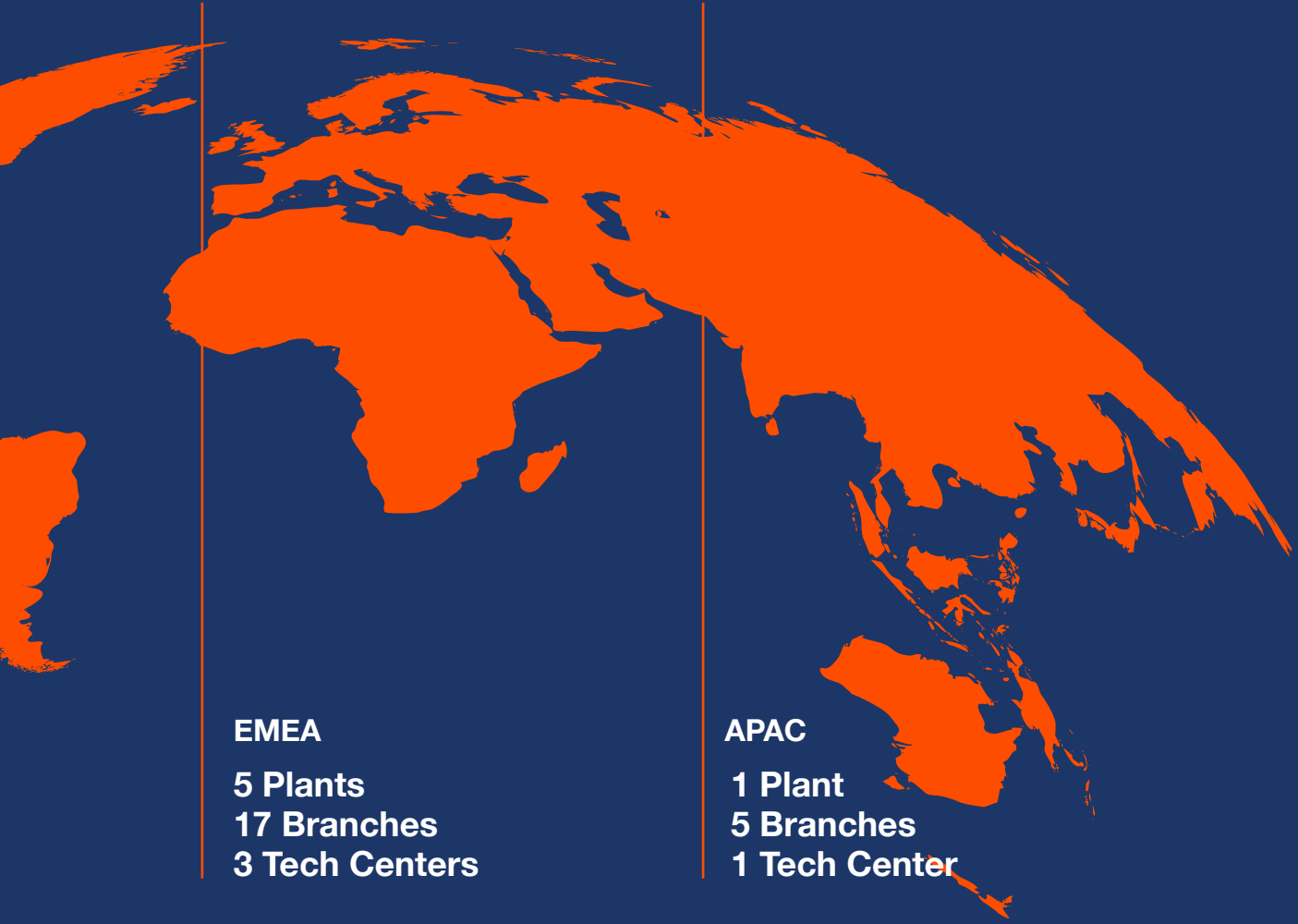


AMER

21.7% USA
3.3% Other Americas

Employees by region

TOTAL 1781



EMEA

APAC

- 18% Italy
- 9.5% Eastern Europe
- 7.3% North & Baltic
- 7.2% D-A-CH
- 6.9% Spain & Portugal
- 13.1% Other EMEA

- 9.9% China
- 3.1% Other APAC



PRESENCE ACROSS SECTORS

Aerospace
8.0%



Automotive
11.8%



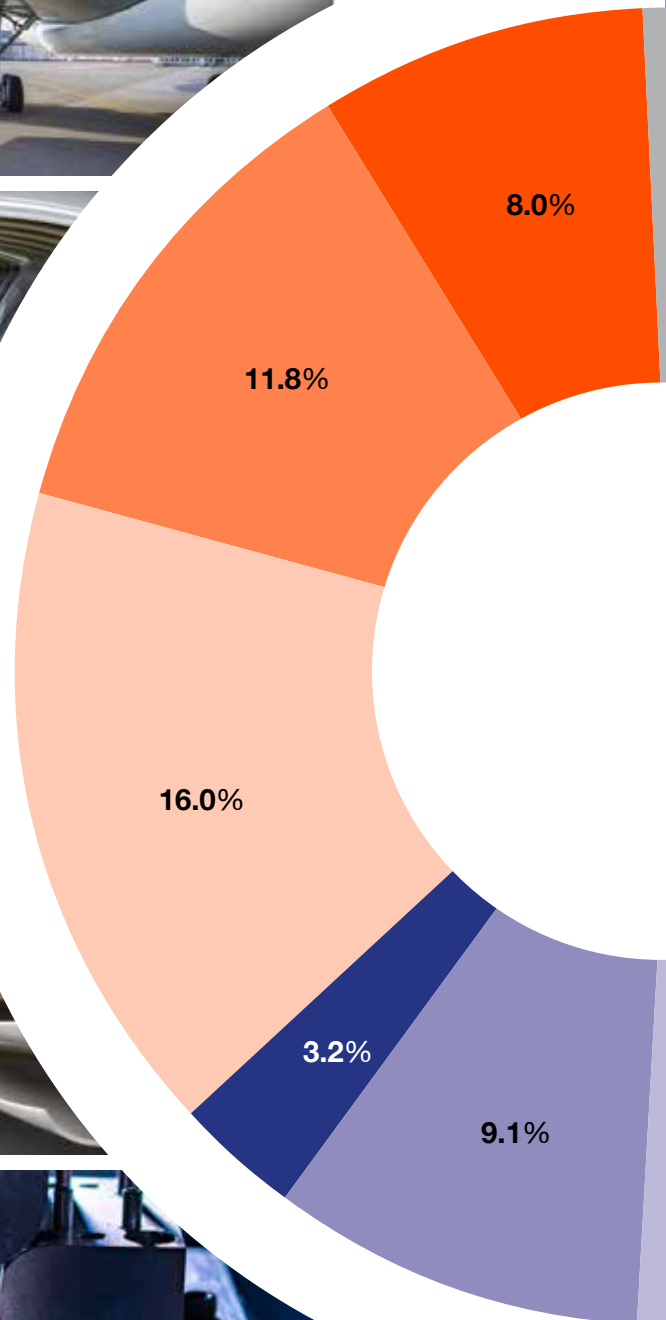
**Construction
& Building**
16.0%



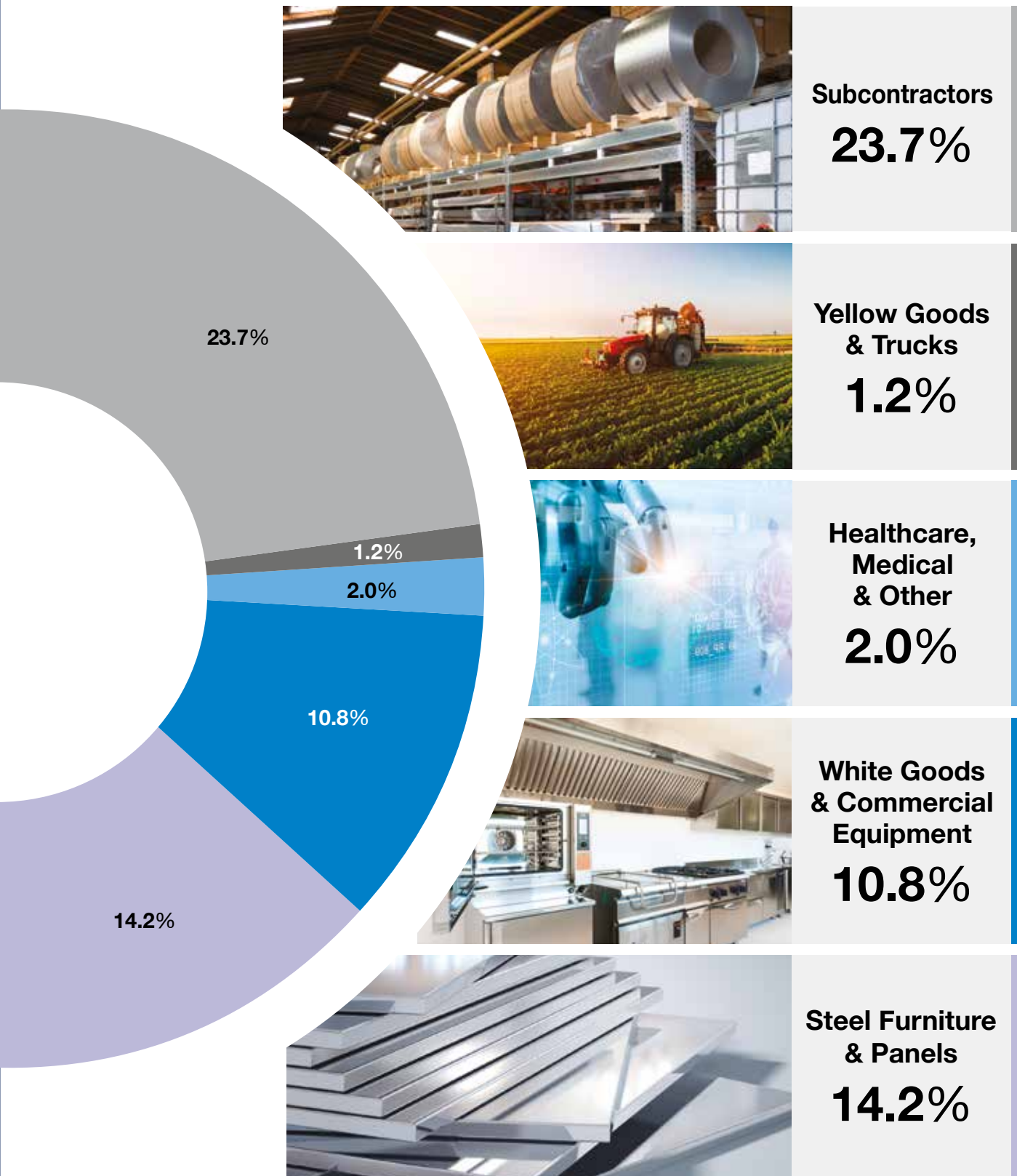
Energy
3.2%



**Mechanics
& Machinery**
9.1%



Our comprehensive product portfolio provides flexible solutions that create efficient, reliable, and sustainable manufacturing processes that are utilized by diverse end markets.



“We are open and highly responsive to change and with this strategy in mind, we are integral players in the global innovation ecosystem.”



A Partner in Innovation

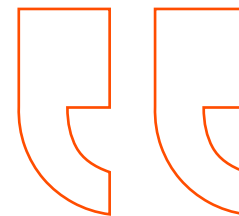
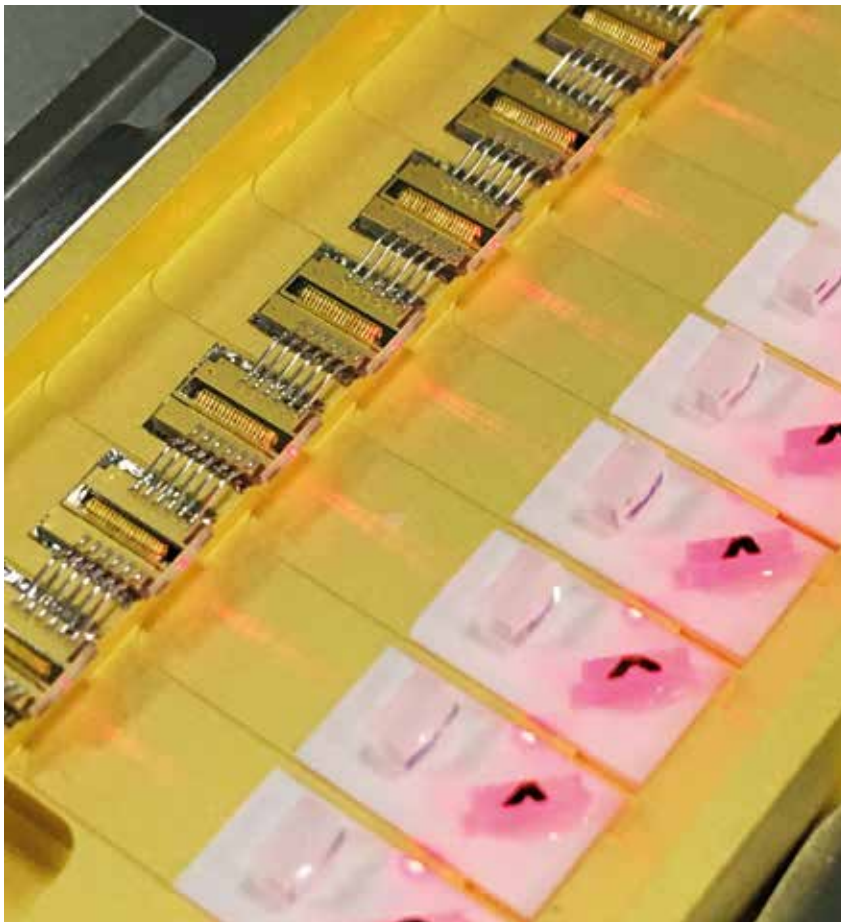
Our approach to innovation starts from the combination of the customer's need for greater and more long-term competitiveness, and the ethics of sustainable technological transformation. We include our customers and scientific partners in the loop regarding our innovation programs and apply a sustainable approach to new technologies. We are open and highly responsive to change. With this strategy in mind, we are integral players in the global innovation ecosystem. This ecosystem puts us in touch with the major revolutionaries in the manufacturing sector, allowing us to share expertise and provide the most up-to-date technological solutions and services to our customers. The same synergetic approach is at the core of the relationships between the companies of the group: constant collaboration and sharing of projects and development takes place at every level, ensuring well-defined, coordinated, and common goals.

Our intelligent solutions capture the major trends occurring in the manufacturing sector.

Social and Economic Sustainability

Our technology aims to reduce emissions with the application of high-efficiency photonics to material processing and with the advent of more eco-friendly machines that allow for low consumption and reduced maintenance.

We are active participants in the circular economy: Additive Manufacturing solutions save energy and promote recycling, lengthening the product life cycle and functionality of machine components to drastically improve performance. Real time quality monitoring and control, advanced software for remote care, and predictive maintenance minimize waste, reduce downtime, and unwelcome service interventions.



Innovation Days,
organized by
Prima Industrie
on a yearly basis,
are an occasion in which
to share the latest sector
trends and the newest
technological advances
with our business
partners.



Building Flexible and Advanced Systems

Our laser technology addresses the need for maximum flexibility and productivity in material processing and allows for the widest range of materials, applications, and industrial sectors.

Integrated and synergetic manufacturing lines allow for high process versatility, reducing the number of necessary machines and the need for post-processes.

Adaptable automation systems ensure the profitable tackling of any batch size, from mass production, to small series and prototypes. The modularity of automation systems makes it possible to shift from stand-alone machines to complex, “hands off” factory-wide manufacturing lines that respond to the production needs of the customer.

Flexible systems and modular automation allow for the tailoring of manufacturing solutions to the needs of customers, ensuring that customers satisfy diverse market demands.

Connectivity and Digitalization

Digital transformation and Industry 4.0 are positive disruptors in the manufacturing sector: data and software have become the pillars of today’s production.

Increasingly efficient, intelligent, and flexible machines guarantee user-friendliness and “close to zero defect” manufacturing.

Big data, IoT, and Augmented/Virtual Reality are increasingly applied to industrial manufacturing, creating flexible manufacturing hubs that quickly adapt to changing production needs together with a measurable production capacity.



This provides the opportunity to offer new, customer-oriented services and business models that are more feasible also thanks to increasing cybersecurity, superior performance, and the speed

of fifth generation technologies.

The shift from CAPEX to OPEX in the manufacturing sector produces more flexible costs and optimizes the use of resources as market demands change.

Did you know? Some Facts Regarding Innovation

- Our new Advanced Laser Centre, including an AM application centre, opened in 2019 in Collegno (TO). It is dedicated to research and innovation in the field of laser systems.
- In 2019, the new α L-100 pumping diodes produced in our Diode Factory in Torino started to equip our lasers.
- Over 260 employees are dedicated to R&D.
- More than 100 partnerships in funded projects.
- Founding member of the EIT (European Institute of Innovation and Technology), a community made up of a partnership that brings together the main players in European innovation.
- Industrial partner of the two main Italian competence centres (CIM4.0 in Turin and MADE in Milan), designed to support SMEs in their growth and adoption of new technologies for digital transformation.
- 19% participation in the 3D-NT start-up, active in the Additive Manufacturing sector with laser technology for melting metal powders.





Prima Additive



**“Investments
are driven by
our sustainable
growth strategy
and value
creation for our
customers
and
stakeholders.”**



Investments made by us support the sustainable growth strategy and value creation for our customers and stakeholders.

In 2019, some new buildings became operational. They have been designed according to the latest sustainability standards and technological innovation, contributing to the reduction of emissions and improving the quality of the workplace.

New site in Seinäjoki

Our new, 20,000 square metre facility in Finland is where turret punch presses, and combined machines and systems are manufactured. In comparison with previous facilities, there has been a reduction of 40% in heating energy while production capacity has increased by 40%. The site was commissioned by the City Financial Office with an overall investment of around 20 million euro and was specifically designed and built for Finn-Power Oy, which rented it on a long-term basis. The new facility was inaugurated on March 21st, 2019.

Advanced Laser Center (ALC)

The new Advanced Laser Center in Collegno (TO, Italy), is dedicated to the research and innovation of advanced laser production systems. The new 4,000 square meter facility is part of a wider initiative that began in 2016 with the opening of the HQTC. It will be completed with the relocation of the production plant for laser machines in a new building currently under construction in the same area. All buildings use geothermal systems and solar panels to minimize the environmental impact. The total investment is around 25 million euro. The new ALC was opened on October 22nd, 2019.

New plant in Minneapolis

The new Prima Power Laserdyne facility in Minneapolis is approximately 6,000 square metres, with a rental commitment on a long-term basis. In this plant, 3D laser machines for drilling, welding, cutting, and additive manufacturing are produced.

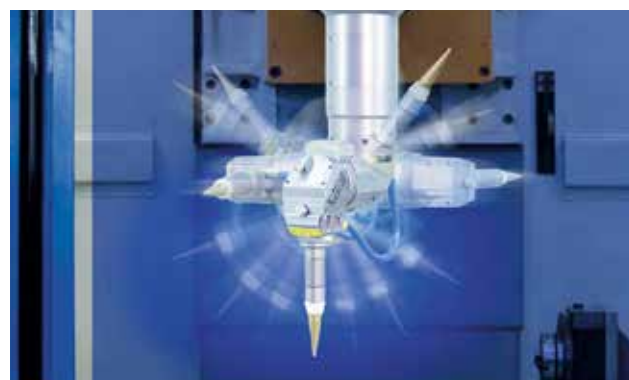


These advanced systems are mainly employed in the aerospace industry, used specifically for drilling the hot parts of aeroengine and land-based turbines. The new plant will be inaugurated in 2020.

R&D investments for long-term growth

Investments in research and innovation are a crucial ingredient for our long-term growth. We invest annually 5%+ of our revenues in R&D projects. The results stemming from our most recent initiatives have been applied to our products and services that were presented to the market during 2019. Here's a list of just some of the products we presented:

- The eP Genius 1030, consisting in the integration of a servo-electric press brake eP-1030 with an automatic tool change storage.
- The Combi Sharp, the integrated servo-electric punching and laser cutting machine that displays a large tool capacity and fast setup change.
- The Laser Next Evo, which boasts increased performance thanks to adaptive dynamics for cycle time reduction and new features to improve process reliability.
- Laser Sharp 2060, the new, large-scale, high-power fiber laser machine fit for heavy duty applications.
- API (Advanced Profile Inspection) and TMS (Thickness Measurement System), two brand-new technologies that increase the accuracy and productivity in panel bending.
- New SW applications and functions like Remote Care for analyses derived from machine data and parametric functions for bending.
- LASERDYNE® 430 DED, the laser metal deposition platform suitable for 3D part fabrication, reworking, and repairing that features the innovative multi-purpose Advanced Head.
- Print Genius 250, the new powder bed fusion machine suitable for high productivity of medium-sized components.
- The new αL-100 pumping diodes, with a high optical and electrical efficiency.
- Variable Frequency portable drives with lower noise levels, and zero on-site emissions.





“Technical skills are essential but today soft skills have become equally important.”



Technical and soft skills

In high-tech sectors like ours, technical skills are essential. Today, soft skills have become equally important, as they are integral not only to managing customers and other external relationships, but also to building a strong team and encouraging collaboration, especially in an international climate. Diversity management has also become increasingly more important, especially with respect to generational differences. A fine balance must be struck between preserving the experience accumulated over the years and promoting the new skills possessed by young workers, namely with respect to the applications of new technology.

Skill mapping and training

We constantly evaluate the adequacy and development of the skills held by our resources. We do this using the skill mapping method,

relying on the consequent gap analysis to plan and activate specific training strategies in various areas. This analysis happens around the globe at all our international locations. Training ranges from technical aspects relating to our products and technology, which takes place on the job and allows trainees to experiment directly in the field with practical training techniques.

Long-life development and internal mobility

Professional development programs guarantee growth and career satisfaction among our people. These opportunities range from job rotation (including role, activity, and function), to mobility programs, which are managed at an international level through the assignment of temporary international positions or long-term transfers. We also offer new opportunities to our internal staff through job postings as a priority.

Transparency and communication

The Group is committed to encouraging communication and promoting knowledge sharing with respect to its organisation. It uses an international knowledge sharing HR platform called Prima People, in which posts concerning organisational changes, information, and news are published. It is also used to share performance assessment and employee feedback. Each quarter, top management meets with employees, to comment on the quarterly results. “Breakfast at Prima” meetings are organised on a monthly basis between management and smaller groups in a more informal environment, giving employees an opportunity to have their say.

Working with schools and the community

- We work together with high schools and universities to hire new talent, especially by encouraging Masters degrees on topics such as additive manufacturing and Industry 4.0.
- We organise student visits that include company testimonials, internships, and project work, putting our expertise and experience at the service of young people beginning to work. Above all, we support them during the orientation phase.
- We collaborate with local governments for the “Student Parliament” event to share ideas and experience on issues such as diversity and inclusion in the workplace.
- We sponsor school projects and tournaments linked to innovative industrial applications.
- We are among the founders and members of the “STEM by Women” association, which promotes technical studies aimed at increasing the number of women choosing careers in technical fields.

About 90% of our employees hold high school degrees, 30% of which university degrees.

Employees by geographical area

EMEA	
Italy	799
Finland	409
Other EMEA	226
AMER	248
APAC	99
Total	1,781

Employees by Function

Production & Installation	664
Service & Spare Parts	499
R&D	264
Sales & Marketing	198
General & Administrative	156
Total	1,781





**“Translating
into
technology
the most
sustainable
manufacturing
requirements.”**



We have designed and created a possible coexistence

We have considered the issue of sustainability to be at the forefront of the design and manufacturing criteria for our products since the start. We have a strong commitment to balancing high productivity with low impact on the planet. We've been pioneers in sustainability: in 1998 we made this commitment official with our trademark **Energy in Efficient Use®** and ten years ago we launched our concept **Green means®**. Not only are our machines manufactured in an environmentally friendly and socially responsible conditions, they are also designed to operate profitably and sustainably in the factories of our customers.

"Green means" translates into an increased profit with a decreased environmental footprint. It is a win-win benefit for the customer, allowing for the

manufacturing of more sheet metal components with a higher quality and lower cost, all while preserving the planet's resources.





Reduced Consumption and Emissions - Decreasing our environmental footprints by radically reducing consumption

Right from the start, our firm commitment to reducing greenhouse emissions and consumption has driven the improvement of machine efficiency.

This means great benefits for the customer, who has nothing to lose, and everything to gain: our technology is a competitive force in the marketplace that has a positive impact on the environment.

We are among the first manufacturers who have applied servo-electric technology to sheet metal punching and bending, cutting down on



Energy saving for the customer, lower emissions for the environment.

A wide range of products means providing the customers exactly what they need, without redundancies and wastes.

Industry 4.0 technologies increase machine availability and reduce service travels and emissions.

3





1. Our 3D fiber laser machine Laser Next is widely used for the production of low-emission and efficient vehicles.
2. The fiber lasers of the CF series by Convergent Photonics are designed to deliver the best performance with the lowest consumption levels.
3. The CO₂ emissions of our servo-electric panel benders are reduced by 64% when compared to hydraulic solutions.
4. Punch Sharp is a fully servo-electric turret punch press featuring lower operating and maintenance costs compared to hydraulic machines.

consumption, waste, and emissions. Our turret punch presses, for example, save 82% energy thanks to servo-electric and Ecopunch technology, and our BCe Smart, the most compact panel bender with automatic manipulation solution, has an average power consumption of only 4kWh.

Our laser sources allow for less electrical consumption thanks to their high wall-plug efficiency. Their new aL-100 pumping diodes technology has further increased electro-optical efficiency. Every single detail of our laser and sheet metal processing systems is designed with the aim to increase productivity and improve dematerialization.

Our Remote Care software solutions contribute to a drastic reduction of in-field interventions and, consequently, of the emissions due to service staff travels. They also allow for a highly efficient digital management of the production.



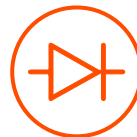
82%

energy saved by our servo-electric punching machine with ECOPUNCH® in comparison to hydraulic solutions.



40%

reduction in power consumption in our new panel benders in the 4.20 series thanks to new electric solutions.



60%

optical-to-optical efficiency of our aL-100 pumping diodes.

4





Efficiency and reduced maintenance - Reducing footprint and costs

Creating innovative solutions that require less maintenance and improve efficiency is important to the green supply chain. Higher efficiency also means decreasing operating costs, disruptions in productivity, and harmful consequences to the environment.

All our product lines feature advanced technologies with fewer critical components compared to conventional solutions, allowing for lower maintenance and better Overall Equipment Efficiency. Automatic and fast machine set-up grant an increase in productivity and easier changes of production.

Efficiency is at the very core of our products. Our machine constructions are designed for superior accuracy and reliability, increased life cycle, and reduced maintenance. The O-frame and servo-



0

hydraulic oils in our servo-electric press brakes.



30%

improved efficiency in powder use in our LMD additive manufacturing systems.



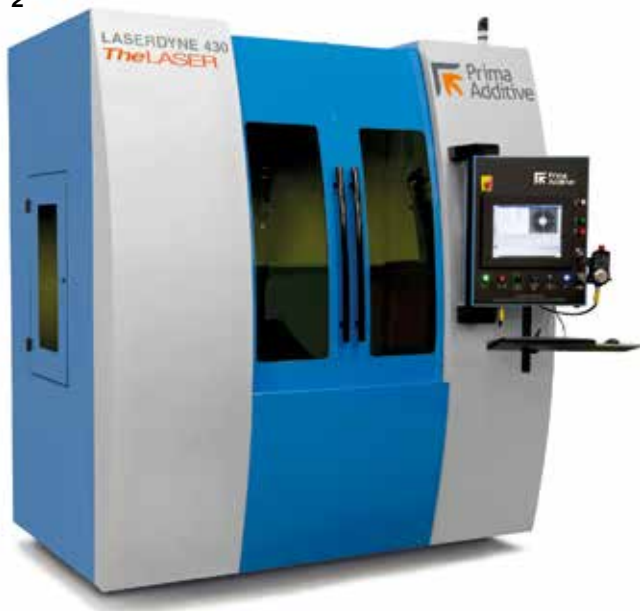
Almost 100%

sheet utilization with efficient nesting systems and combined technologies.

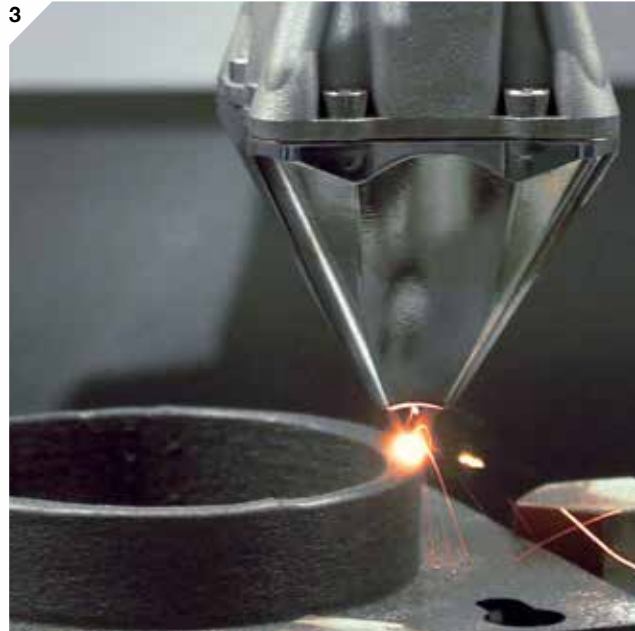
electric drives of our press brakes, the linear motors, granite frame, and carbon fiber carriage of our laser machines and the sophisticated tooling systems of our punching machines, are just some examples of this design approach.



2



3



Less Waste - Product lines that have positive impact on the environment and the bottom line

Many companies are seeking to reduce their waste emissions, scrambling to create products that drastically reduce, if not eliminate, the amount of waste materials they produce, as well as conserve and recover resources. This goal is nothing new for us but today new technologies and business models make it easier to be accomplished.

Metal parts can be reworked and repaired with the use of Additive Manufacturing. This allows customers

to embrace the new business paradigm of the Circular Economy.

The use of servo-electric machines instead of hydraulic ones has a reduced impact on the planet eliminating the need to use hazardous oil waste and does not aggravate company costs for its purchase and disposal.

Our smart software solutions with efficient nesting algorithms grant optimal sheet utilization and reduce scraps. The high quality of the parts processed with accurate machines drastically minimizes waste and the need for reworking. Bending angle correction technologies allow for parts that are 100% usable.



1. Laser Genius® 2D fiber cutting machine featuring higher speeds and reduced gas consumptions equipped with Combo Tower Laser automation.
2. Laser Metal Deposition technology is used for the repairing of worn turbine blades that otherwise would be wasted.
3. The new modular Advanced Head for additive manufacturing allows different machine configurations.
4. The servo-electric press brake eP 2040 eliminates the use of hazardous oil waste and increases bent part quality thanks to its accuracy.

Flexibility and modularity - The benefits of synergistic and scalable solutions

Thanks to our 40+ years of experience in a wide array of industrial applications, we have always been focused on the adaptability and flexibility of the systems we manufacture.

Our integrated punch-laser and punch-shear machinery combines multiple processes (punching, forming, laser cutting or right-angle shear, bending, etc.), thus reducing the number of machines needed, as well as the reworking of the final product.

The highly versatile laser machines allow for different processes (cutting, welding, drilling, additive manufacturing), different part geometries and materials to cover the widest range of sectors.

Flexible Manufacturing Lines and modular and scalable automation solutions meet any manufacturing demand, from small batches to mass production, and can be upgraded in different steps, growing with the customers.

Less factory space - Smaller facility space means bigger savings for the environment

Reducing factory and logistic space is a huge pay-off for our customers.



1. Night Train FMS® Genius (here integrated with PSBB, Laser Genius and eP brake) combines different manufacturing stages into a single flexible process.
2. The operator friendly Prima Electro Open Control leads to a considerable reduction in programming times.
3. PSBB with FL Storage is a highly compact and automated manufacturing line allowing more productivity with less floor space.

1



100%

usable parts with new angle correction technologies on panel benders.



2x

productivity with same footprint thanks to dual laser on high end PBF additive manufacturing system.



0

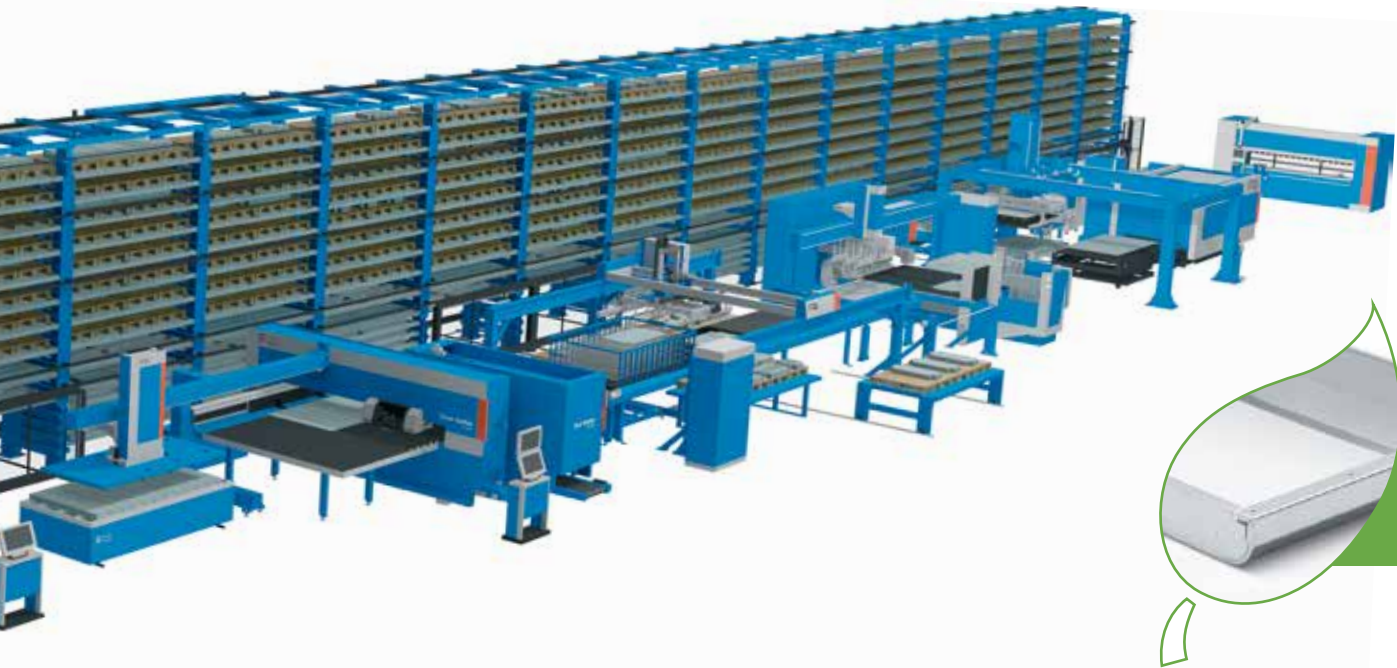
time setup to change material and thickness on our laser machines.

**green
means®**

Higher OEE translates into higher productivity and better use of the resources.

Integrated products combining different technologies means the same production levels with less machines.

Superior quality of the processed parts allows close to zero defect production and reduces wastes generated.



There are many examples of product lines that overtly demonstrate our space-saving philosophy.

Our Combi and Shear machines are highly efficient, combining different processes in one cell rather than multiple machines, conserving space. Our 3D laser cutting systems are true space savers, dramatically increasing productivity with the same footprint of machines in the same category.

With our manufacturing lines and automatic storage systems customers can produce finished ready-made parts from raw material in full autonomy: a full factory in a very compact layout.

In 2020 we are celebrating the 30 years anniversary of our FMS. With these systems, customers can increase their productivity and realise their goal of operating in more sustainable factories.

2



3





Improved Health, Safety, and Working Conditions - People as the top priority

All workers have the right to work in healthy, secure, and positive working environments. This is a value that we strongly believe and invest in.

There is no compromise with this commitment—all the product lines and individual machines adhere to rigorous standards in terms of worker health and safety, improving overall working conditions.

All our machines make use of total protection cabins, which meet the strictest safety standards, without sacrificing operator's accessibility to and visibility of the working area. "Hands free" solutions like laser scanners and light barriers adopted in our bending machines further improve safety and working conditions. Enhancing ergonomics and reducing noise pollution are other important aspects we always consider in the design of our products.

Usability and user-friendliness are fundamental factors since they allow to make complex operations simple and intuitive and to increase productivity. Industry 4.0 solutions reduce monotonous operations and allow people to dedicate to more value-added and interesting working activities.



1. Our press brakes are equipped with the most advanced safety solutions in terms of productivity and protection level.
2. Tulus® MUPS is a multifunctional application available on tablets designed to improve efficiency and ease of use.
3. The four-in-one Combi Sharp punch-laser cell with Compact Express increases productivity while reducing heat and noise emissions.

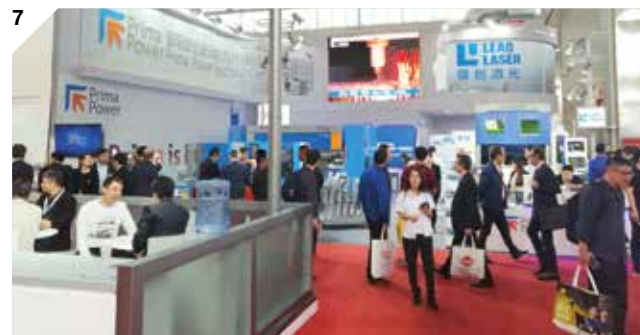
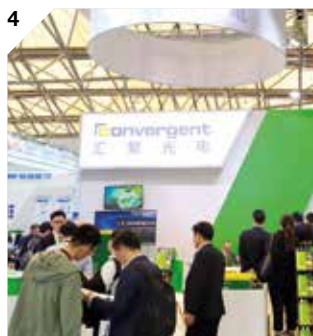
3





Prima
Power

LD



FEBRUARY

- 1 Southern Manufacturing - Farnborough (UK)

MARCH

- 2 Finn Power Oy Opening - Seinäjoki (Finland)
- 3 Finn-Power Oy 50th Anniversary - Seinäjoki (Finland)
- 4 Laser World of Photonics China - Shanghai
- 5 Open House - Suzhou (China)

APRIL

- 6 Metal Furniture - Prima Industrie HQTC
- 7 CIMT - Beijing (China)

MAY

- 8 EY Manufacturing Lab - Prima Industrie HQTC
- 9 Ligna - Hannover (Germany)
- 10 Elevate your Business - Prima Industrie HQTC
- 11 Lamiera exhibition - Milano (Italy)



JUNE

- 12 System Tour - Seinäjoki (Finland)
- 13 Laser World of Photonics - Munich (Germany)
- 14 ITM - Poznan (Poland)

AUGUST

- 15 Winning car at Neste Rally - Finland

SEPTEMBER

- 16 MWCS - Shanghai (China)
- 17 Open House 2D Laser - Prima Industrie HQTC

OCTOBER

- 18 Innovation Days - Prima Industrie ALC
- 19 20 years listing - Prima Industrie ALC

NOVEMBER

- 20 Formnext - Frankfurt (Germany)
- 21 Blechexpo - Stuttgart (Germany)
- 22 Fabtech - Chicago (USA)



Consolidated financial statements

Year ended December 31 st , (Euro thousand except per share data)	2019	2018	2017	2016	2015
CONSOLIDATED INCOME STATEMENT					
Revenues from sales of machines	327,480	370,914	351,158	302,124	274,543
Revenues from after sales	100,102	96,018	98,345	91,762	89,923
TOTAL REVENUES	427,582	466,932	449,503	393,886	364,466
EBITDA	38,432	45,059	43,178	35,409	31,402
Amortization, Depreciation & Impairment	(24,041)	(17,018)	(16,882)	(16,881)	(13,915)
EBIT (OPERATING RESULT)	14,391	28,041	26,296	18,528	17,487
Financial income & expenses	(6,516)	(8,653)	(7,000)	(8,230)	(9,311)
Adjustment to financial assets	2,581	7,233	2,556	1,049	(44)
EBT (RESULT BEFORE INCOME TAXES)	10,456	26,621	21,852	11,347	8,132
Income taxes	(1,638)	(2,563)	(3,184)	(1,187)	(2,526)
NET RESULT FOR THE YEAR	8,818	24,058	18,668	10,160	5,606
Minority interests	(228)	2	153	58	(411)
Net result for the year-Group	9,046	24,056	18,515	10,102	6,017
EARNINGS PER SHARE	0.86	2.30	1.77	0.96	0.57

Year ended December 31 st , (Euro thousand)	2019	2018	2017	2016	2015
CONSOLIDATED BALANCE SHEET					
FIXED ASSETS (NET)	229,638	201,569	198,047	204,027	197,766
Intangible assets	134,705	145,000	149,603	155,713	157,771
Tangible assets	69,180	36,749	35,628	35,281	28,466
Other fixed assets	25,753	19,820	12,816	13,033	11,529
NET WORKING CAPITAL	52,818	42,842	20,538	19,140	34,893
Inventories	127,818	135,863	113,035	98,561	93,993
Trade receivables (net of advances from Customers)	50,691	70,212	70,029	62,348	65,029
Other current assets	17,353	18,596	17,399	11,480	15,048
Trade payables	(81,290)	(115,141)	(110,465)	(88,448)	(78,323)
Other liabilities	(54,737)	(59,118)	(61,766)	(56,701)	(52,941)
Employees' severance indemnity	(7,017)	(7,570)	(7,694)	(8,100)	(7,913)
FINANCIAL POSITION (NET)	* 107,343	74,639	69,632	84,215	101,747
Cash and banks	(55,136)	(71,078)	(70,521)	(62,680)	(41,365)
Bank borrowings	87,675	100,767	83,993	88,850	96,788
Bond	25,497	25,455	40,600	124,361	40,460
Borrowing from other financial institutions	49,307	19,495	15,560	17,514	5,864
TOTAL CONSOLIDATED SHAREHOLDERS' EQUITY	175,113	169,772	148,953	138,952	130,912
Minority interests	3,132	3,334	1,285	1,212	1,196
Shareholders' equity-Group	171,981	166,438	147,668	137,740	129,716

* The amount includes 31.235 K€ coming from the application of new accounting principle IFRS16

Prima Industrie S.p.A.

Investor Relations

ir@primaindustrie.com

General inquiries

info@primaindustrie.com

Find your local contact in our websites

primaindustrie.com

primapower.com

primaelectro.com

primaadditive.com

Concept and Design Micrograf

Printed in Italy by Micrograf

Icons made by Freepik



www.primaindustrie.com