



Group profile



STAR Conference 2012, London

London Stock Exchange – October 3rd, 2012



A. GROUP PROFILE





Our Group: main figures

2 Divisions: Machinery, Prima Power - Components, Prima Electro

35 years experience in the sector

10+ years in the Milan's Stock Exchange

~1,500 employees (excluding JV's)

10,000+ machines and systems installed worldwide

310m € Turnover in 2011

>5% of sales invested yearly in R&D

8 manufacturing facilities in Italy, Finland, USA, China

7 R&D centers in Italy, Finland and USA

70+ countries covered by own units and distributors



Our Group: business sectors



Machinery Division

Laser and sheet metal fabrication machinery: 2D and 3D laser cutting, welding and drilling, punching, combined punching/laser or punching/shearing, bending, automation and FMS.

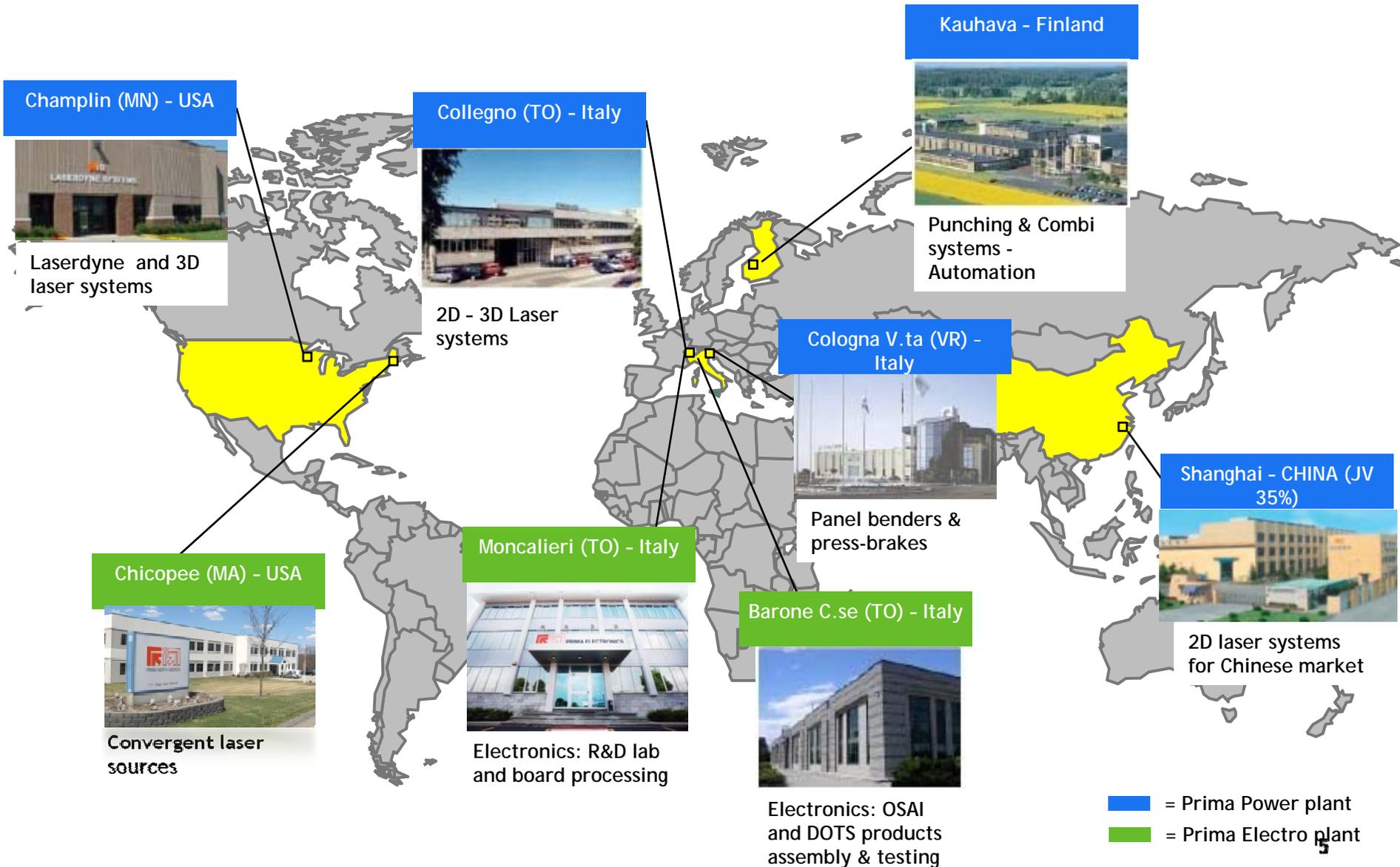
Electronics & laser technologies

Industrial electronics (power and control electronics, numerical controls).
High power CO₂ and Nd:YAG laser sources for industrial applications.





Manufacturing plants: 1 plant = 1 mission





Sale/service presence in Europe

- Italy:

Demo room Collegno (TO)

New Technology & Training Center Cologna V.ta (VR)



- Finland & Nordic countries:

HQ in Finland through FP acquisition

Renovated Tech Center Kauhava - Finland





Sale/service presence in Europe

- France:



Subsidiary - Paris



France former Minister of Ecology, Sustainable Development, Transport and Housing visits a Prima customer

- Germany:



Subsidiary - Frankfurt

- Spain:



Subsidiary - Barcelona

- UK:



Subsidiary - Coventry



London 2012 Olympic torch manufactured by Prima Power Optimo & Sincrono Laser machines

- Benelux:

Subsidiary - Gent

- Central Europe:

Subsidiary relocation to Warsaw, branches in Czech Rep. and Hungary



Sale/service presence in North America

- USA: Subsidiary and Tech Center - Chicago (IL)



- Laserdyne and 3D laser products - Champlin (MN)



- Convergent lasers - Chicopee (MA)



- Canada: Subsidiary - Toronto



US President Obama visiting a Prima Power customer in Wisconsin



Former MA governor Mitt Romney visiting Chicopee plant



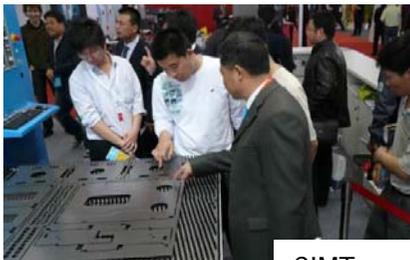
Multiple RAPIDO machines in operation at MAGNA-COSMA - Canada



Sale/service presence in China

- Beijing: Prima Power China - 3D high-end laser machines
- Hong Kong: Leeport Distributor - 2D and sheet metal processing systems
- Shanghai: JV Shanghai Unity Prima - 2D laser machines
- Guangzhou: Prima Electro CNC and other electronic products

Leeport



CIMT expo - Beijing



Leeport demo room



S.U.P. manufacturing plant



Recent investments in emerging markets

- The Gulf: Establishment of a branch in Sharjah (U.A.E.) in 2009
- Russia: Establishment of a subsidiary in Moscow in 2010
- India: Establishment of a subsidiary in Mumbai in 2011
- Brazil: Establishment of a subsidiary in Sao Paulo in 2011
- Turkey: Establishment of a subsidiary in Istanbul in 2011
- Korea: Establishment of a branch in Seoul in 2012



Steelfab expo - U.A.E.



Metallobrobotka expo - Moscow



Imtex expo - Bangalore



TATEF expo - Istanbul



Blech expo - Mumbai



VIP guests in front of a PP machine at CNH plant in Sorocaba, Brazil



Komaf expo - Seoul



Product range rationalization & innovation



New RAPIDO equipped with fiber laser

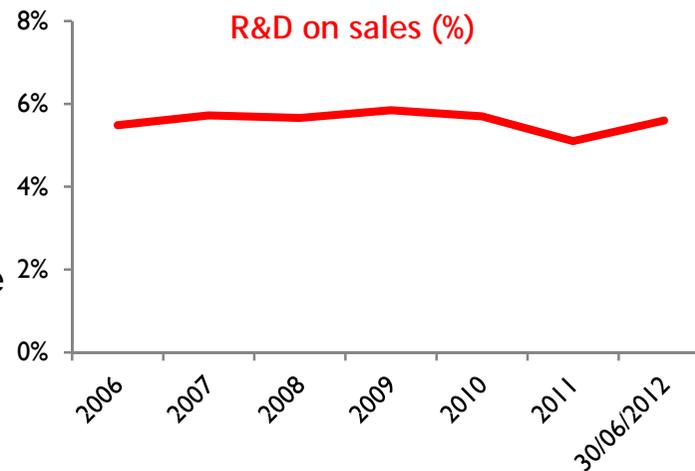
green
means®



New E6x servo electric turret punch press



New eP 1030 electric press brake



New SG6e, unique fully electric punching/shearing system

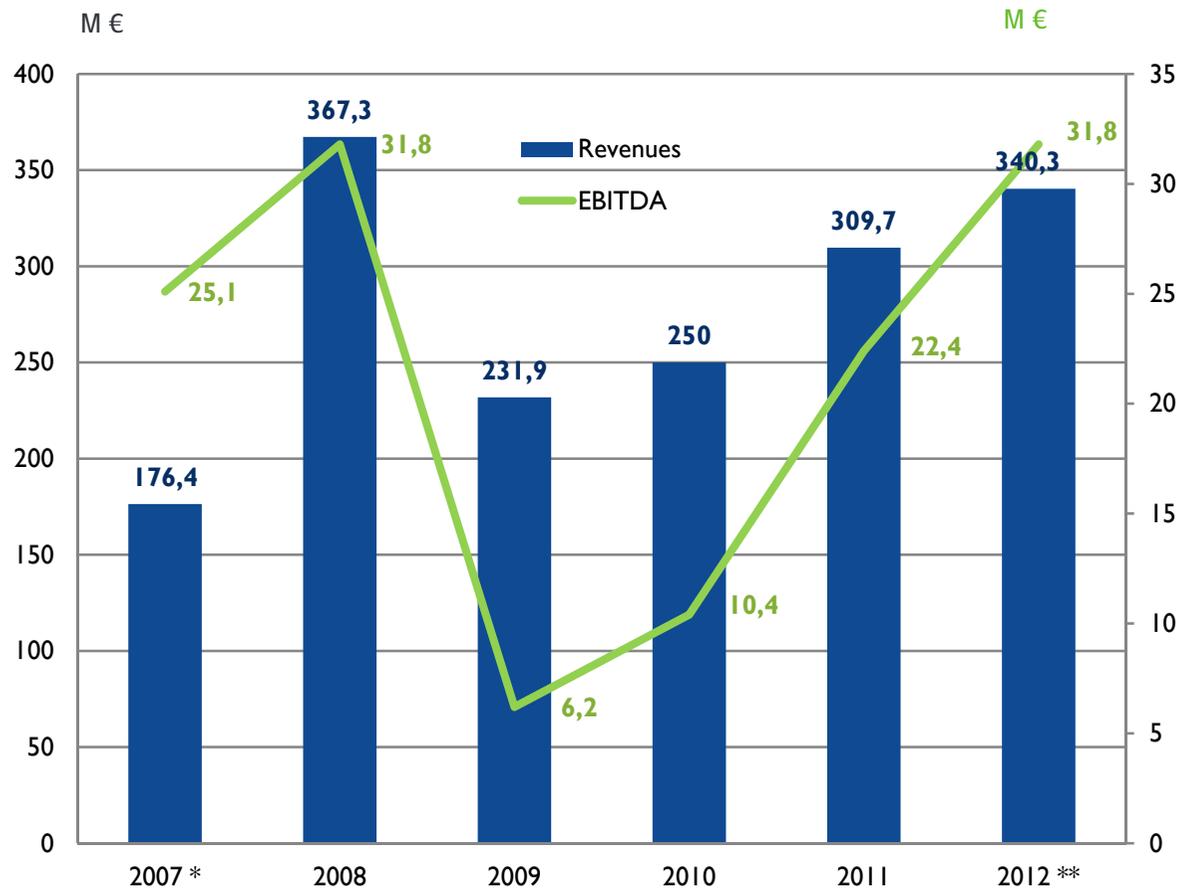


B. FINANCIALS

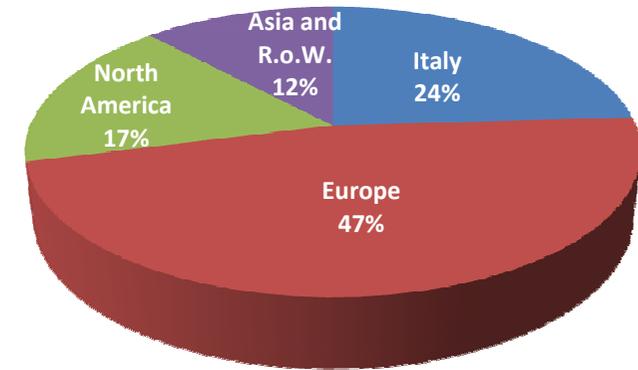




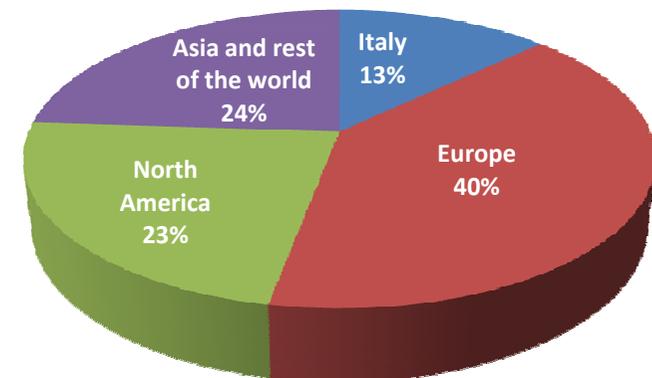
Revenues & profitability: historical trends



Revenues by geography
2007 *



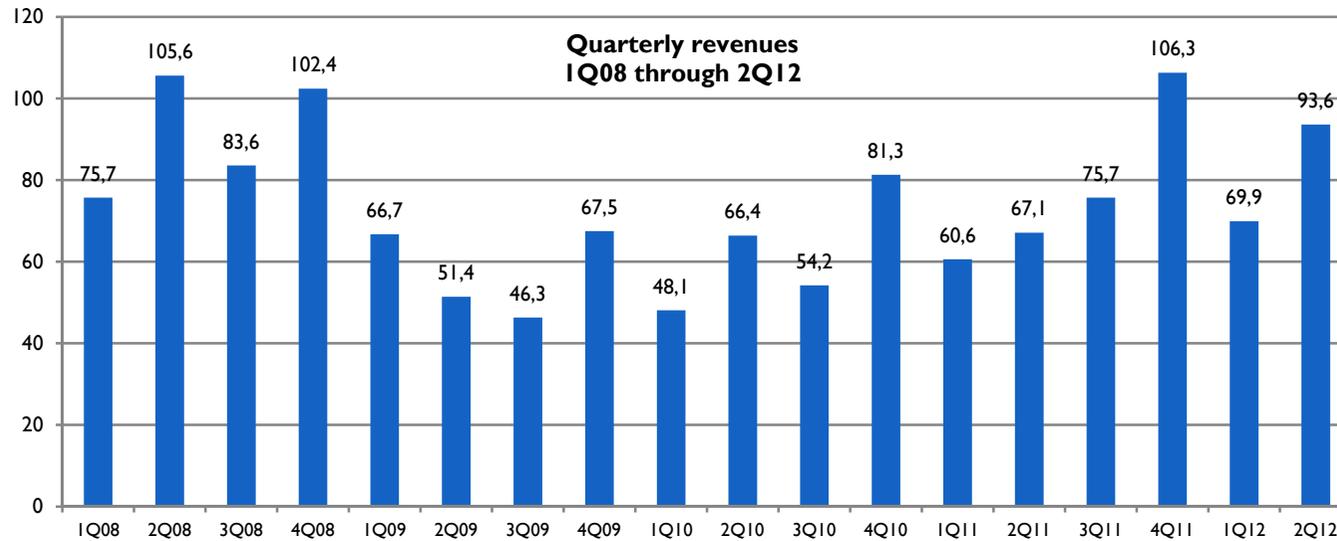
Revenues by geography
30/06/2012



(*) = prior to Finn-Power acquisition
(**) = according to analysts' consensus



Revenues and orders - quarterly trend





Financial statements as at June 30, 2012

BALANCE SHEET

(figures in Euro thousand)	30/06/2012	31/12/2011
Tangible assets	24,882	24,473
Intangible assets	152,402	152,630
Other non current assets	8,267	16,634
Non current assets held for sale	9,219	1,012
NON CURRENT ASSETS	194,770	194,749
Inventory	100,089	84,250
Trade receivables (net of down payments)	37,640	55,928
Trade payables	(78,445)	(79,797)
Other current assets	13,105	11,998
Other liabilities	(46,307)	(43,829)
Employee's severance indemnity	(6,764)	(6,793)
NET WORKING CAPITAL	19,318	21,757
NET DEBT	134,407	136,385
NET EQUITY	79,681	80,121



Financial statements as at June 30, 2012

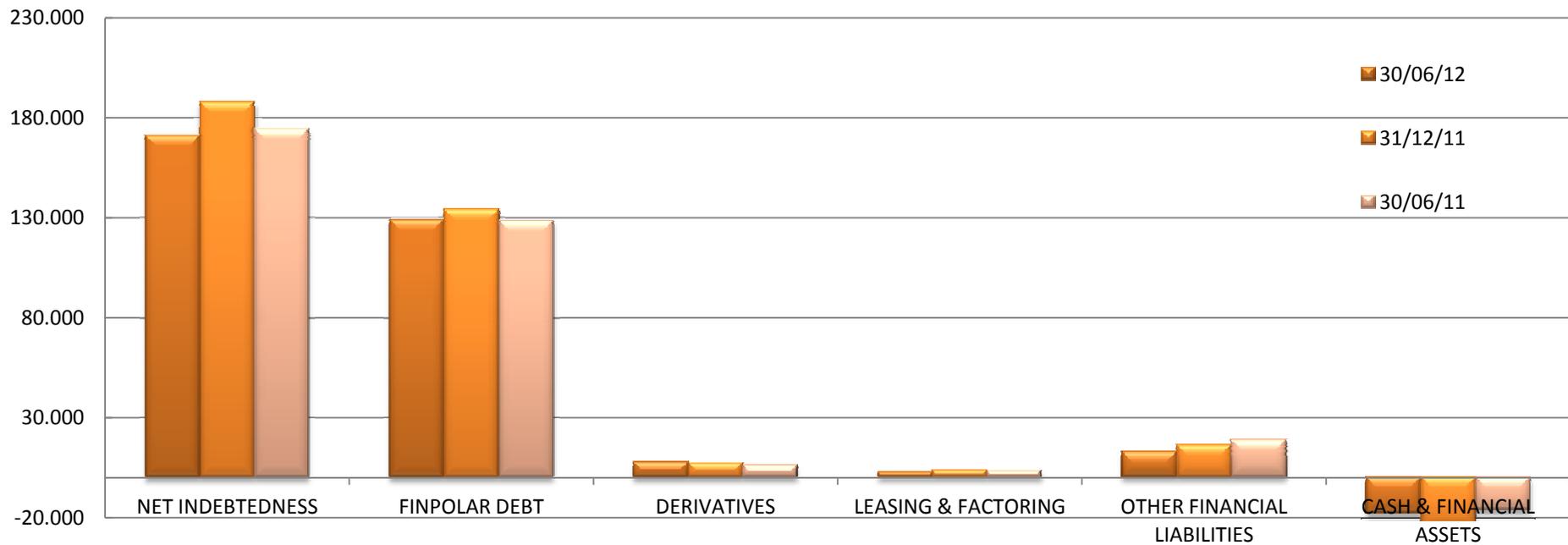
PROFIT & LOSS

(figures in Euro thousand)	30/06/2012	30/06/2011
SALES	163,525	127,679
VALUE OF PRODUCTION	177,592	143,736
EBITDA	11,219	7,302
% on sales	6.9%	5.7%
EBIT	5,685	2,459
% on sales	3.5%	1.9%
EBT	1,986	(2,421)
% on sales	1.2%	(1.9%)
NET INCOME	0.310	(3.421)
% on sales	0.2%	(2.7%)



Net debt as at June 30, 2012

Net Indebtness	June 30, 2012	Dec 31, 2011	June 30, 2011
Finpolar Debt	(128'872)	(134'171)	(128'628)
Derivatives	(8'047)	(7'711)	(6'528)
Leasing & Factoring	(2'794)	(3'675)	(3'473)
Other financial liabilities	(12'988)	(16'536)	(18'881)
Cash & Financial Assets	18'294	25'708	16'740
Net Indebtness	(134'407)	(136'385)	(140'770)





Bank facilities & covenants

FINPOLAR loan contract, amended on July 29, 2011

The loan includes:

TRANCHE	AMOUNT	REIMBURSEMENT
Bullet tranche	Principal amount 63.3 M€	Due date 2016
Two amortizing tranches	Total principal amount 40.1 M€	Half-yearly even installments up to 2015
Two working capital lines	Total amount 25.5 M€ (*)	Self liquidating

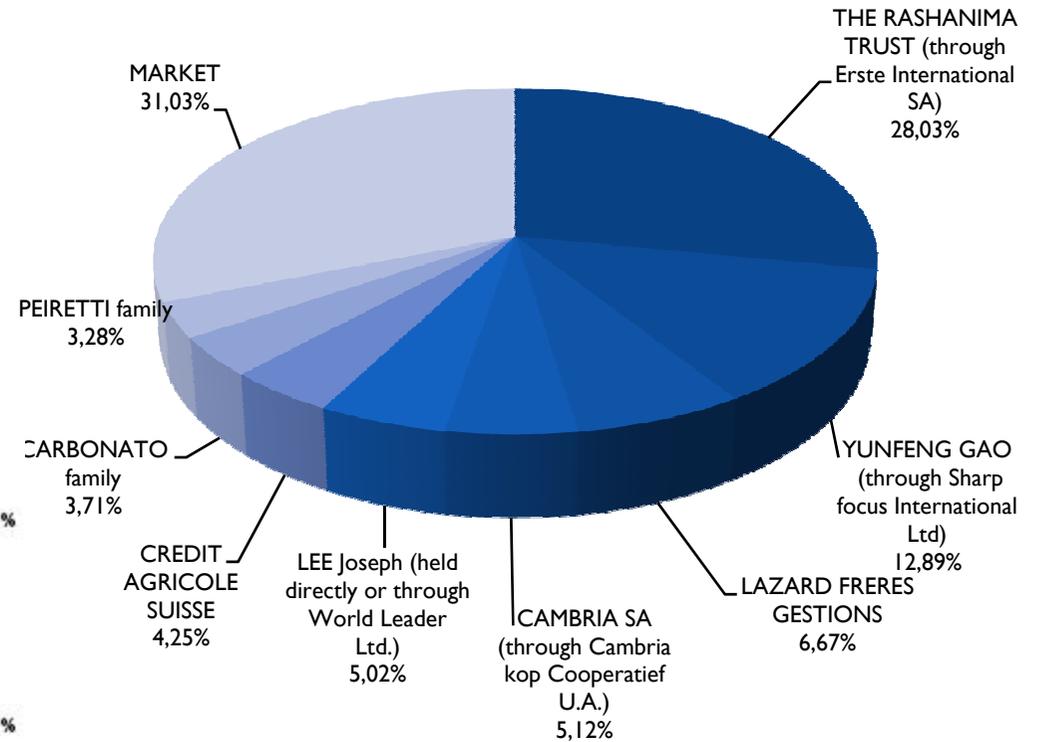
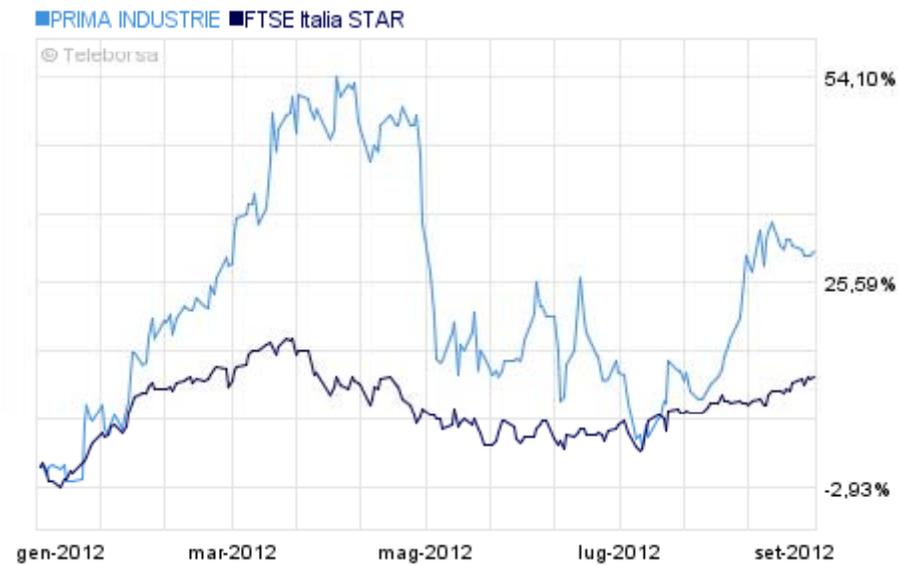
The spread currently paid on Euribor is an average 195-230 basis points.

New covenants have been agreed, based on a Group business plan with adequate headroom

(*)= including accrued interests



Stock price trend & shareholders





C. PRODUCTS & CUSTOMERS





Prima Power: product range

The Punch



The Punch

The Laser



The Laser

The Bend



The Bend

The Combi



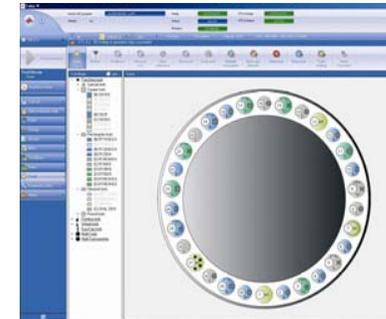
The Combi

The System



The System

The Software



The Software



Prima Power - selected customers



FIAT, CITROËN, PEUGEOT, VW, GM
 CHRYSLER, Ford, Renault
 KARSAN, Audi
 SEAT, GIUGIARO, OPEL, VOLVO
 TATA, Audi, DFM, GESTAMP
 BENTELER, EDAG, COMAU, ORAN, tiberina
 posco, MAGNA, DANA
 ThyssenKrupp, TOWER AUTOMOTIVE
 哈飞汽车集团, WILCO, DOVER
 BAOSTEEL, HUJER LASERTECHNIK GmbH, voestalpine, SALZGITTERAG



AIRBUS, BOEING, NASA
 TurboCare, CAMIOT, AVIC
 LOCKHEED MARTIN, eurocopter
 Avio, GE
 Rolls-Royce, Pratt & Whitney
 Honeywell, Snecma
 CHROMALLOY, Solar Turbines
 HAL, mitsubishi, Turbomeca
 NORTHROP GRUMMAN, TECNICHAPA



ABB, SIEMENS, Kawasaki
 ALSTOM, HITACHI, HYUNDAI
 "KALUGATURBINE WORKS"
 EMERSON, Liebert.
 HIMOINSA, AREVA
 CAT, CNH, BRINK
 VOLVO, Iveco, LeciTrailer
 TUCHEL, SCANIA, SEVEL
 POWER BEAM, PPFANZELT
 YANMAR, samro, MARINI
 KARAVAN TRAILERS



Prima Power - selected customers



STILL
NISSAN FORKLIFT
Linde
Jurop
TORO



Electrolux
Whirlpool
WOLF
HAAKON INDUSTRIES
RIELLO
HUSKVARNA
Miele
imperial
Halton
KESSEBÖHMER
KOJA
ARISTON
NOVENCO
Dantherm Filtration
systemair

Miscellanea

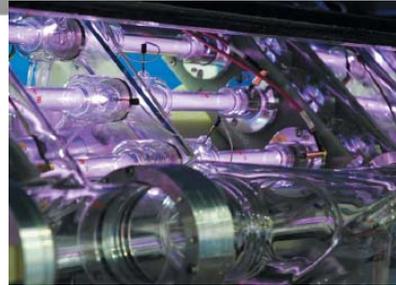
Dedicated to People Flow
KONE
Schindler
OTIS
infrico
BRP
IDE Technologies It.d.
SIGNATURE
ABLOY
kaizen signs
ØGLENDSYSTEM
DLoco
大連機車

Contract manufacturing

EATON
MECANOVA
Nu-Way Industries, Inc.
ILTOM GROUP
METALLISET GROUP
Hiasa Grupo Ganvanti
LASERLAM
SANMINA-SCI
FOXCONN
SIDERSTAMP S.A.S.
VG Venezia Gnoato
VERONALAMIERE Centro lavorazione lamiera
SIDERURGICA LUCHESE s.r.l.
dinamic
CNC cnc plát
ANACONDA



Prima Electro: product range



convergent



dots



osai



Prima Electro designs, manufactures and markets for its customers industrial-grade dedicated electronics and laser sources at competitive prices and fast time-to-market



Prima Electro - selected customers

Industrial

Atlas Copco
IREM
CAMPETELLA
ROBOTIC CENTER SH
MYDATA
NEGRI BOSSI

Transport

ALSTOM
CENTRO RICERCHE FIAT
ANSALDOBREDA
ATM OCLAP
PSA PEUGEOT CITROËN

Motion control

ABB AIR LIQUIDE
MOTOR POWER GROUP LVD
Nikon COMAU
Agilent Technologies
Prima Power PHASE MOTION CONTROL

Wood / Plastic

PROLINO BRACCI scmgroup
BIESSE GEDA
COSMEC CMS
SAOM COMEC GROUP UNITEAM
belotti
COMAC MACCHINE PADE
C.R. ONSRUD

Energy

LOMBARDINI A KOHLER COMPANY
Eni Saipem
electro power systems

Consumer

bticino
easydom
Comelit GROUP S.P.A.
TECHNOGYM
The Wellness Company

Glass / Stone

Bottero FORVET
CMS Brembana glass technology
mm (Grinding Machine Manufacturer) DENVER
COMANDULLI MARCHETTI
CREATIVE POWER FOR STONE PROCESSING

Defence & Aerospace

SAAB SAAB