

# L A S E R   W O R L D W I D E



**Evolution is an endless contest:  
take the lead with PRIMA**

STAR Conference 2007 - Milan - March 1-2





Global player in laser systems for industrial applications:

- 3rd player in Europe
- 5th player Worldwide

World leader in multi-axis systems for automotive & aerospace:

- Approx. 45% market share in Europe
- Approx. 30% market share in North America

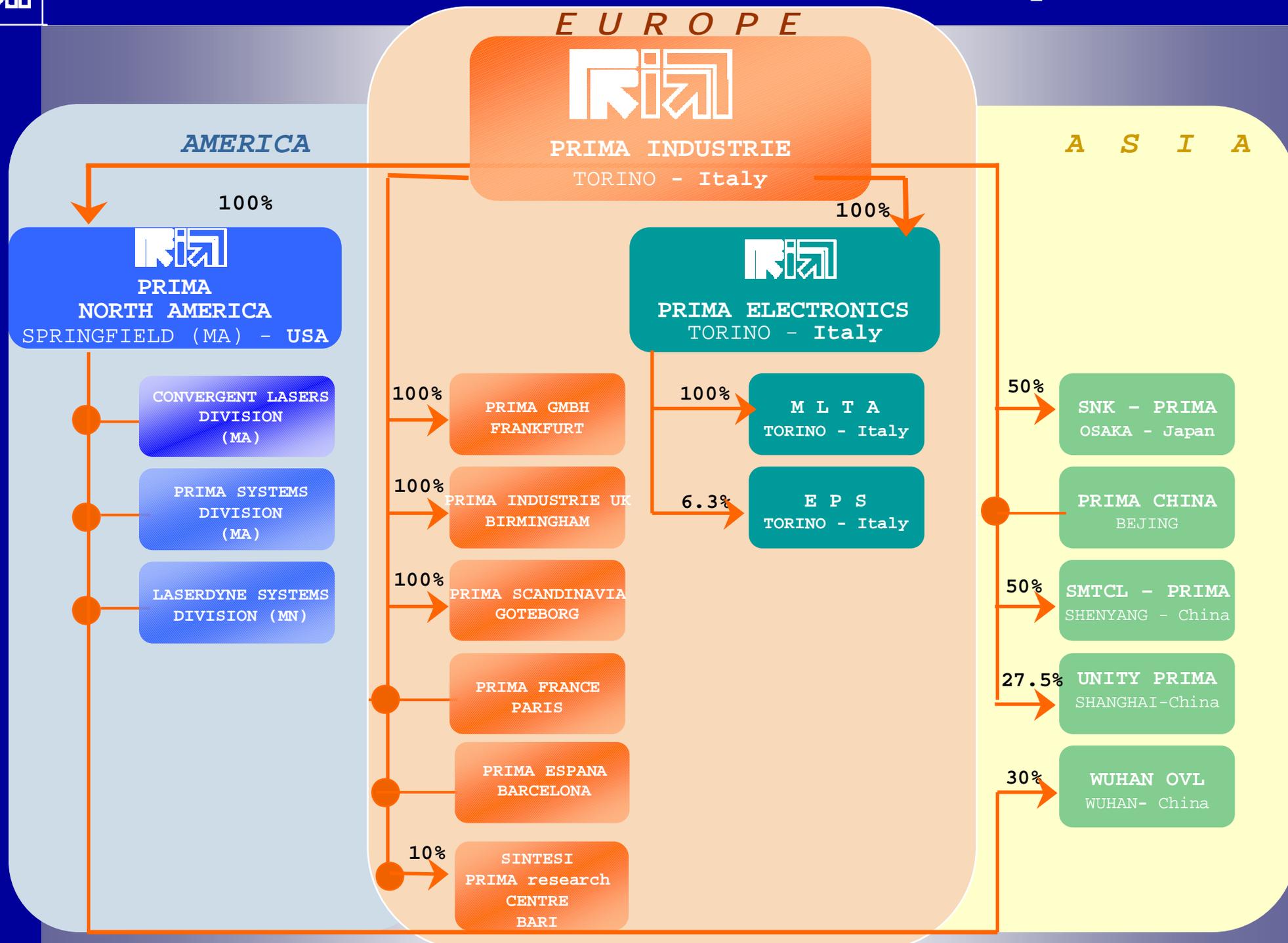
Over 2,500 laser systems installed in 50 countries

Over 1,000 Customers in automotive, aerospace and in a wide range of other sectors

Consolidated sales in 2006 over 147 M€, with 76% export

6 Manufacturing facilities in Italy (2), USA (2) and China (2)

560 employees in Italy (380), USA (120) and Europe (60).  
Additional 200 employees in China in JV (not consolidated)





# Group Facilities

## COLLEGGNO (TORINO), ITALY

CO<sub>2</sub> 2D and 3D laser systems for cutting and welding.



## Moncalieri (Torino), Italy

CNC, servodrives and custom electronic products.



## Chicopee, MA (USA)

CO<sub>2</sub> and Nd: YAG lasers.



## Champlin, MN (USA)

Nd: YAG and CO<sub>2</sub> laser systems for drilling, cutting and welding.



## Birmingham - UK

After-sale and Commercial Branch



## Paris - France

After-sale and Commercial Branch



## Goteborg - Sweden

After-sale and Commercial Branch



## Frankfurt - Germany

After-sale and Commercial Branch



## Shenyang, China

CO<sub>2</sub> 2D laser system for cutting



## Shanghai, China

CO<sub>2</sub> 2D laser system for cutting and Scribing.



## Barcelona - Spain

After-sale and Commercial Branch



## Bari - Italy

Sintesi Research Center

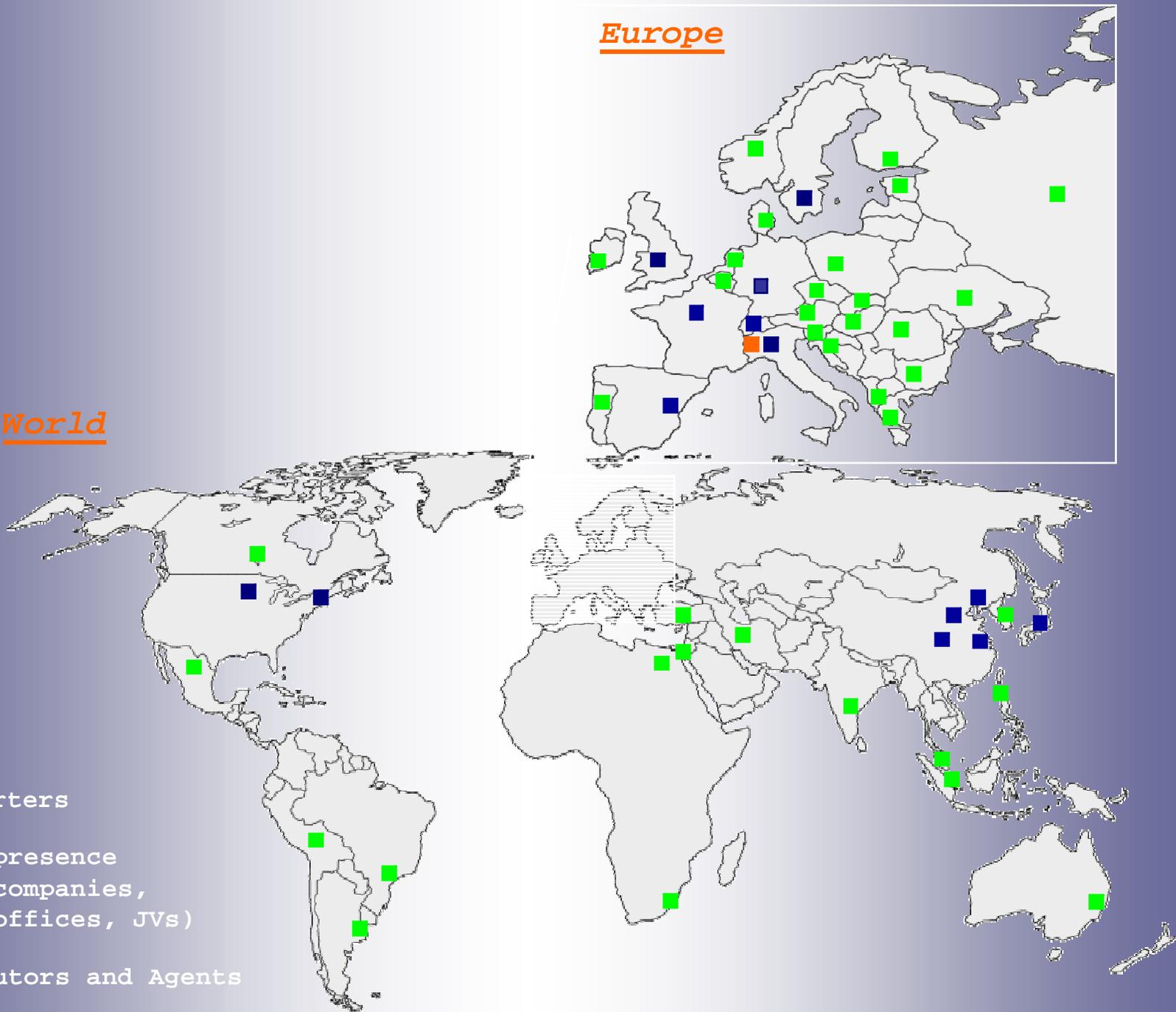


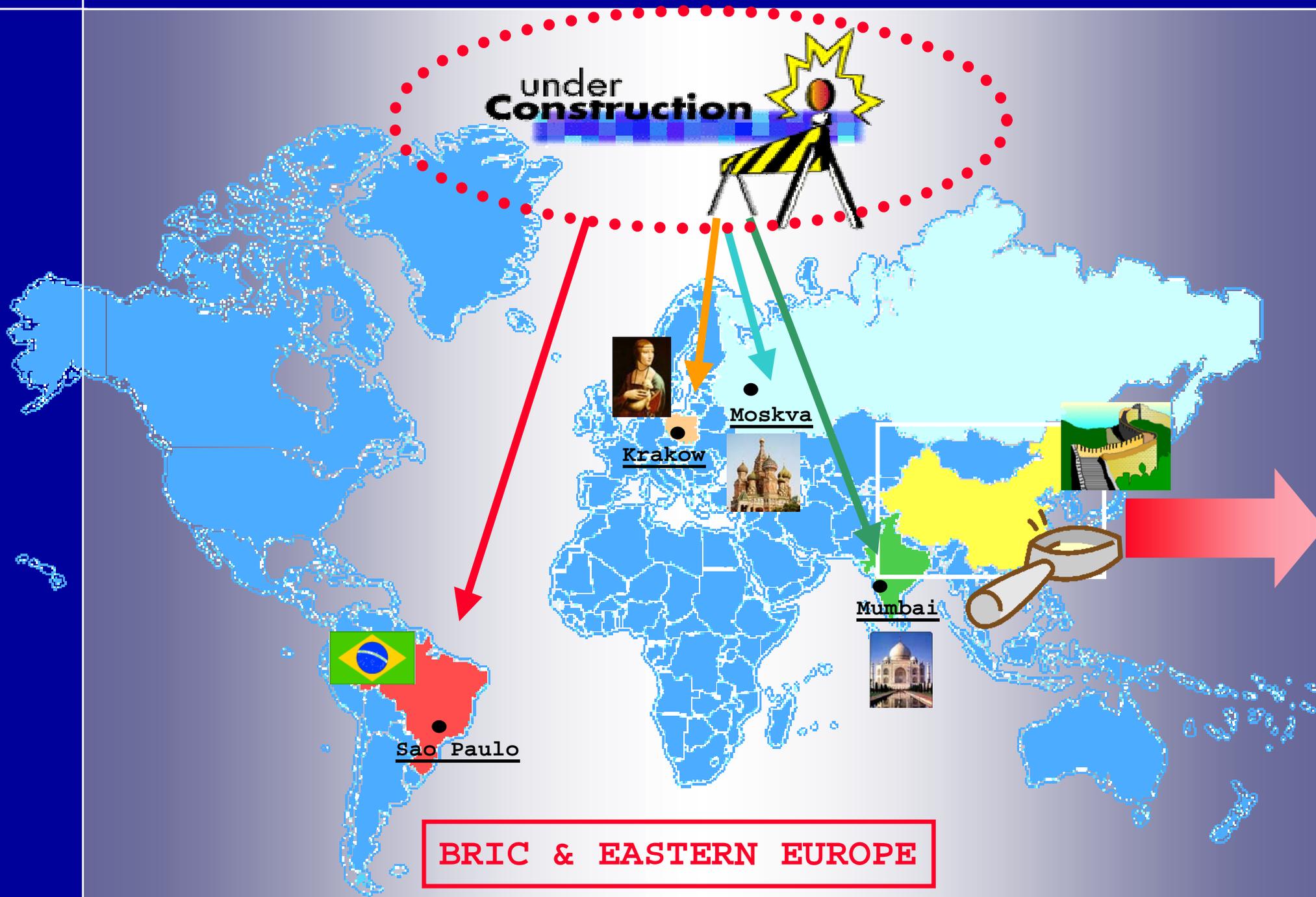


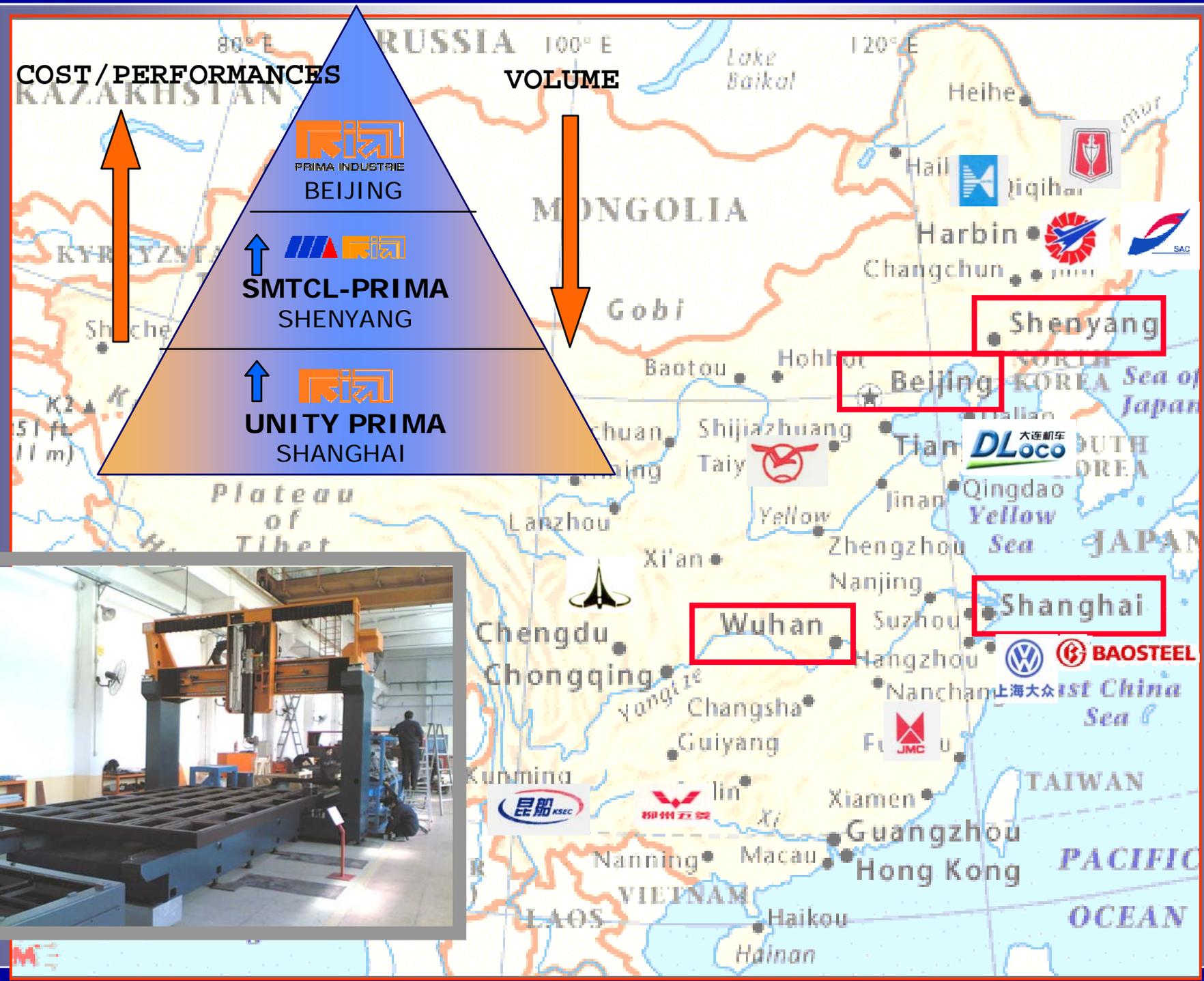
World

Europe

- Headquarters
- Direct presence  
(group companies,  
branch offices, JVs)
- Distributors and Agents









# HIGH TECH LEADER IN LASER SYSTEMS FOR HIGH POWER INDUSTRIAL APPLICATIONS



2D  
Laser cutting



3D  
Laser cutting

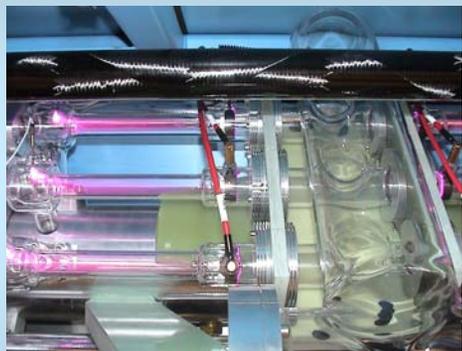


Laser  
drilling



Laser  
welding

Laser  
generator



Cutting  
head



CNC &  
software



Automation



OVER 25 YEARS OF EXPERIENCE  
FULLY INTEGRATED KNOW-HOW



Car manufacturers



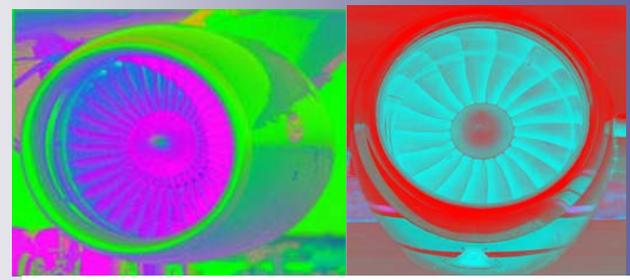
# Automotive



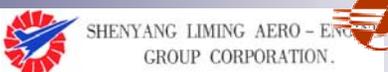
TIER ONE suppliers



Aircrafts manufacturers



# Aerospace



Engines / Components manufacturers





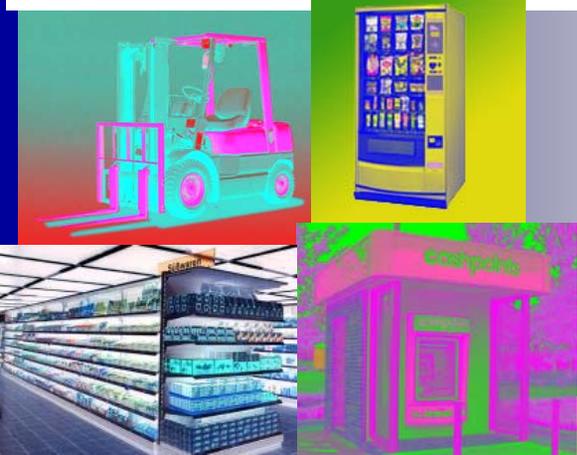
Agricultural & Construction machines, Trucks & Trailers



HVAC & White Goods



Forklifts, Industrial Machinery & Others





# Electronics Selected Customers



**SIEMENS**

**ALSTOM**

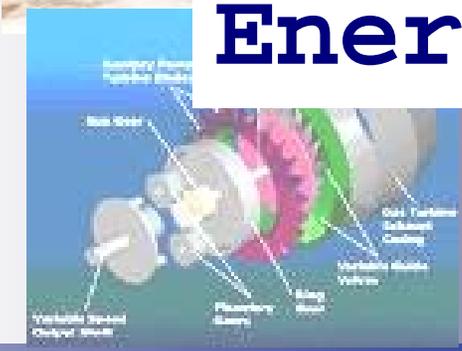
 **mitsubishi**

Joint Stock Company  
**"KALUGATURBINE WORKS"**

 **GTT**



**Energy**



**Electronics**

 **LOMBARDINI**

*Atlas Copco*

**ABB**

 **COMALI**

Saipem









optimo



THE LASER EVOLUTION

rapido



THE LASER SOLUTIONS

790 beamedirector



ACCURACY, SPEED, FLEXIBILITY

platino



THE LASER FOR EVERYONE

syncrono



THE NEW LASER ERA

domino



THE LASER FLEXIBILITY

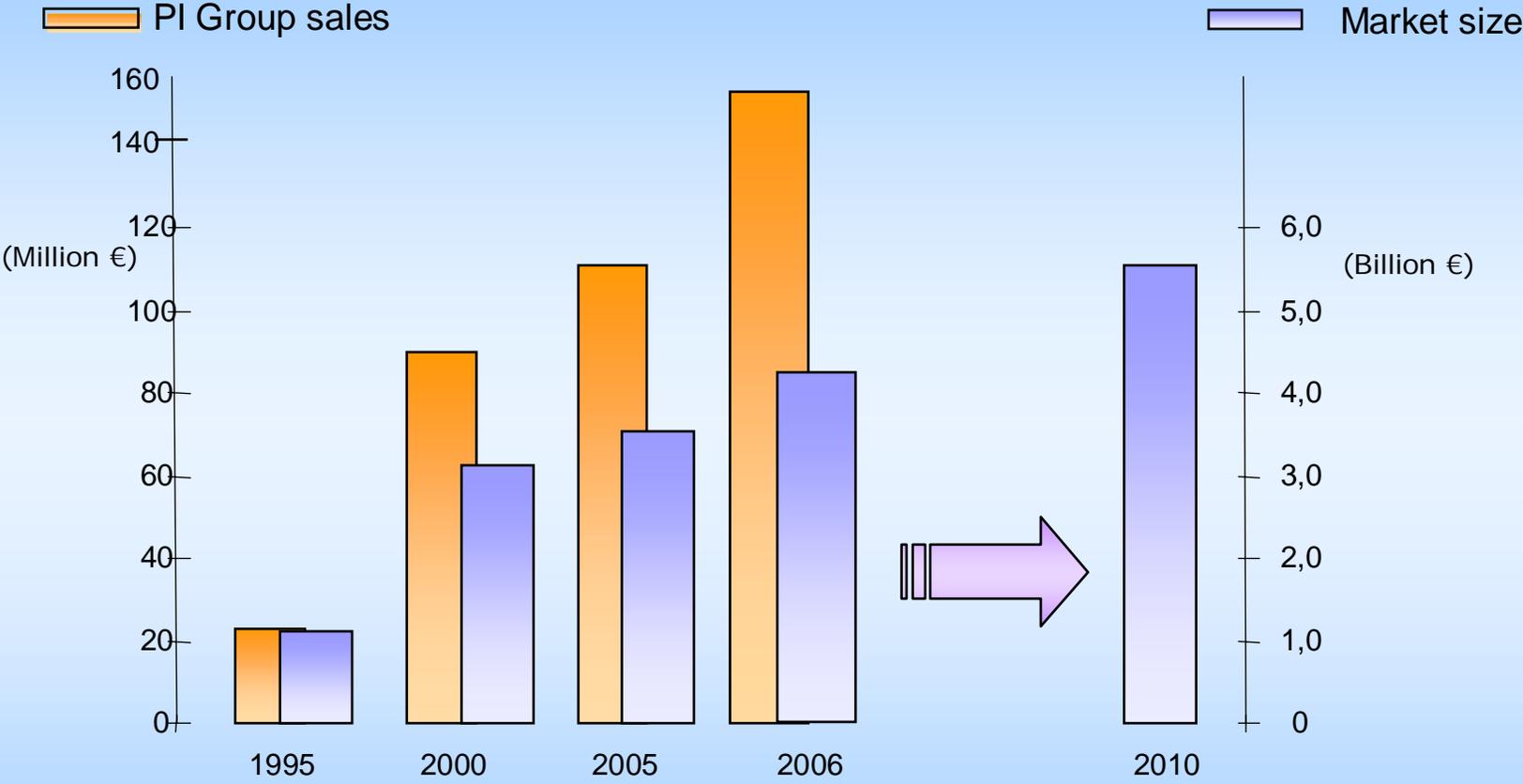


**LASER SYSTEMS SECTOR GROWTH vs PRIMA INDUSTRIE GROUP GROWTH**

Prima Industrie consolidated sales

vs

Laser Systems for Macro Material Processing Market size



CAGR PI 95-06	<b>+17,1%</b>	<b>Actual</b>
CAGR MARKET 95-06	<b>+12,3%</b>	<b>Actual</b>
CAGR MARKET 05-10	<b>+10,7%</b>	<b>Expected</b>



**METAL WORKING PRODUCTION AWARD 06  
BEST METAL FORMING/FABRICATION MACHINE TOOL**

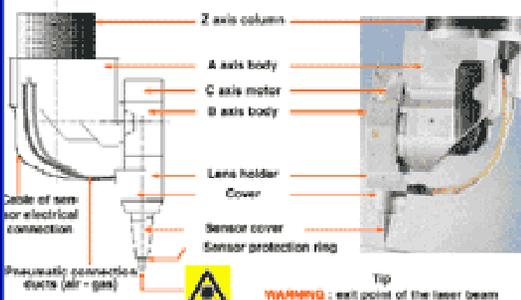


**VALUE CREATORS PRIZE 2006  
MILANO FINANZA**



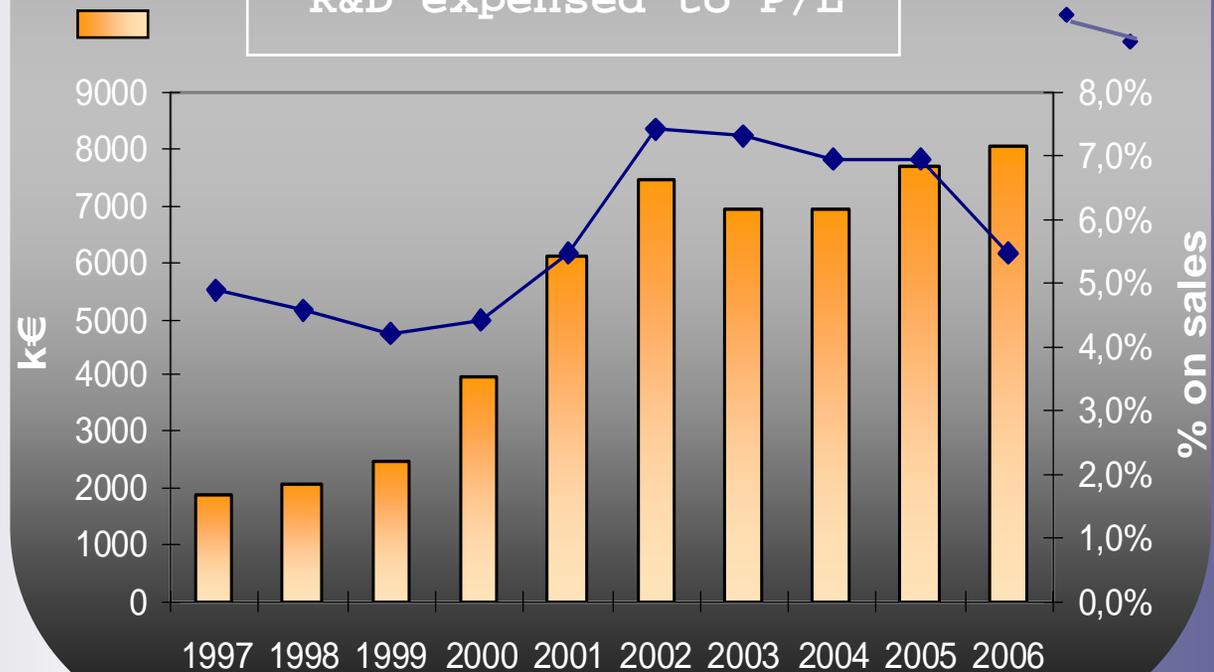
**NM AWARDS ZUR EUROBLECH 2006  
PRIZE FOR INNOVATION**





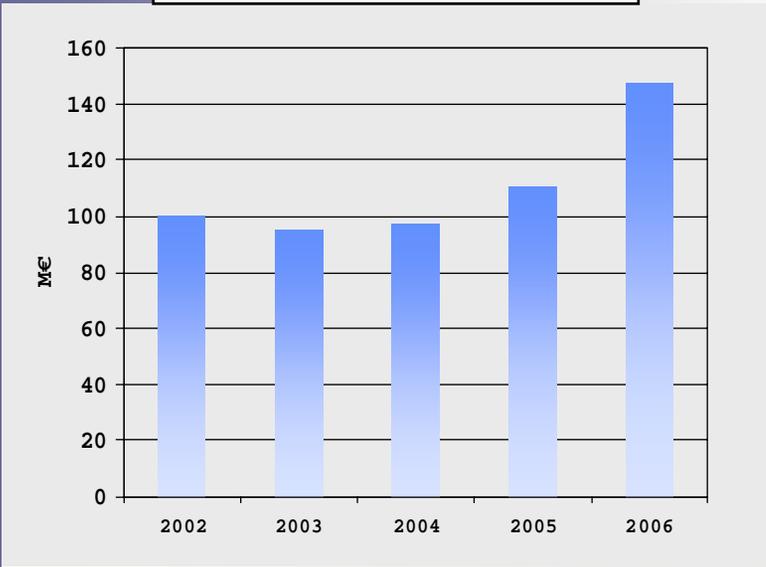
- Over 80 Engineers in R&D.
- R&D centers in:
  - Italy (Torino and Bari)
  - USA (Chicopee and Champlin)

R&D expensed to P/L

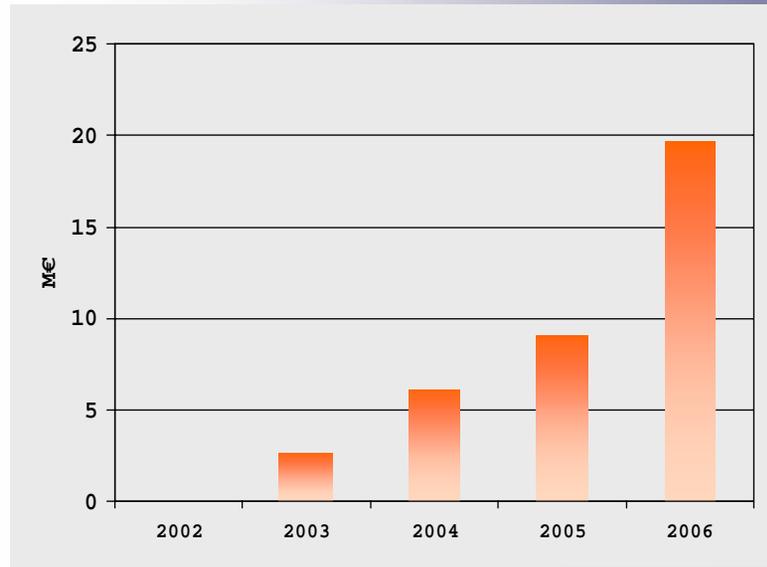




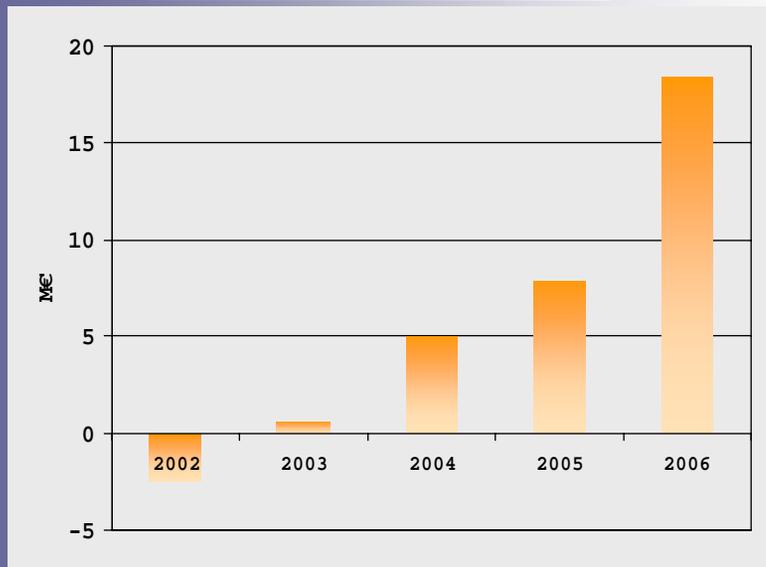
**CONSOLIDATED SALES**



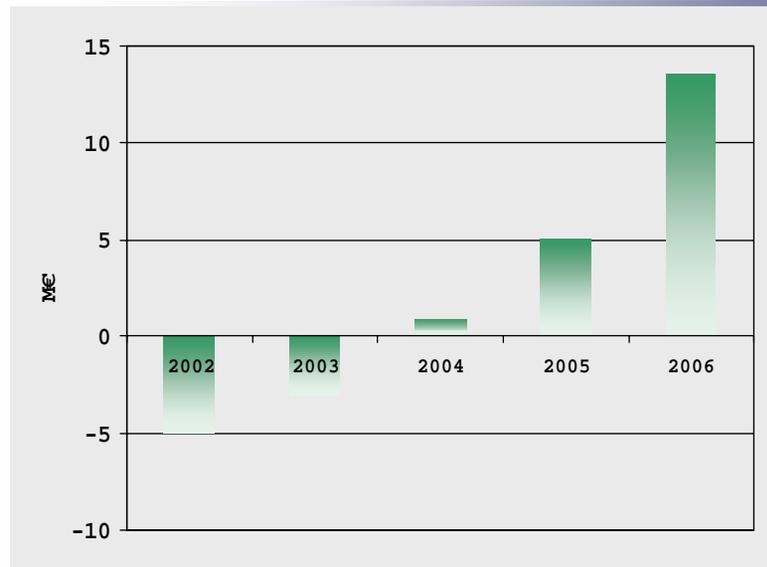
**CONSOLIDATED EBITDA**



**CONSOLIDATED EBIT**

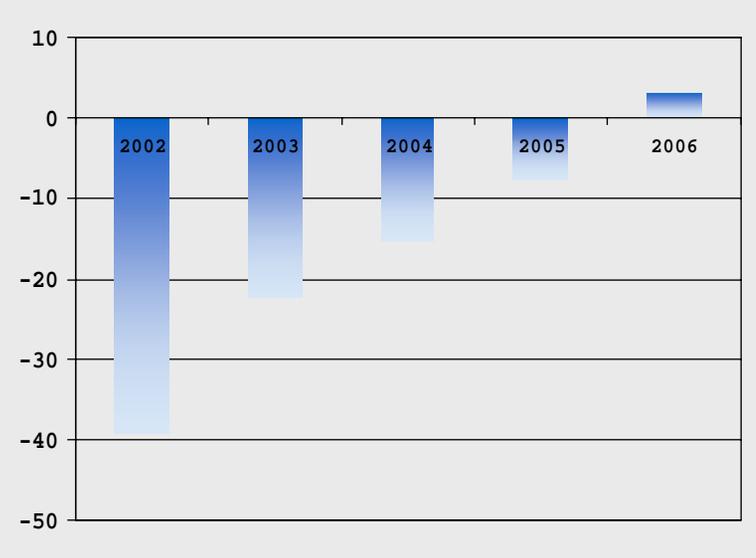


**CONSOLIDATED NET PROFIT**

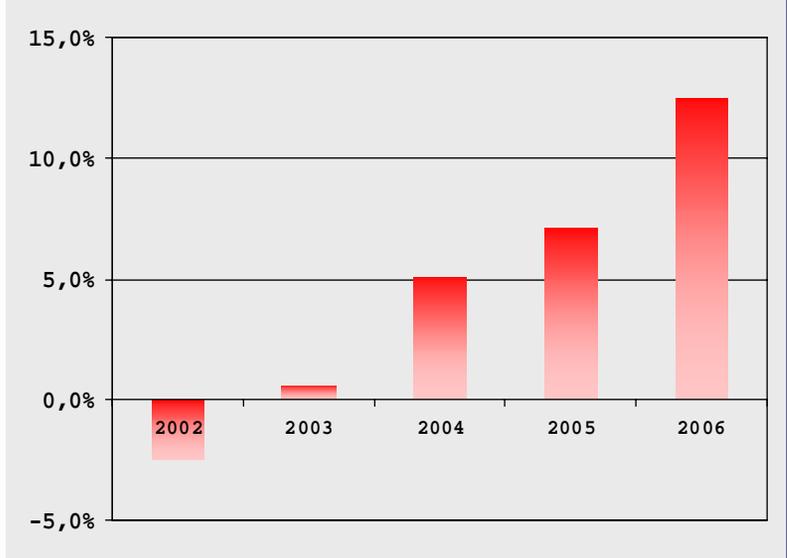




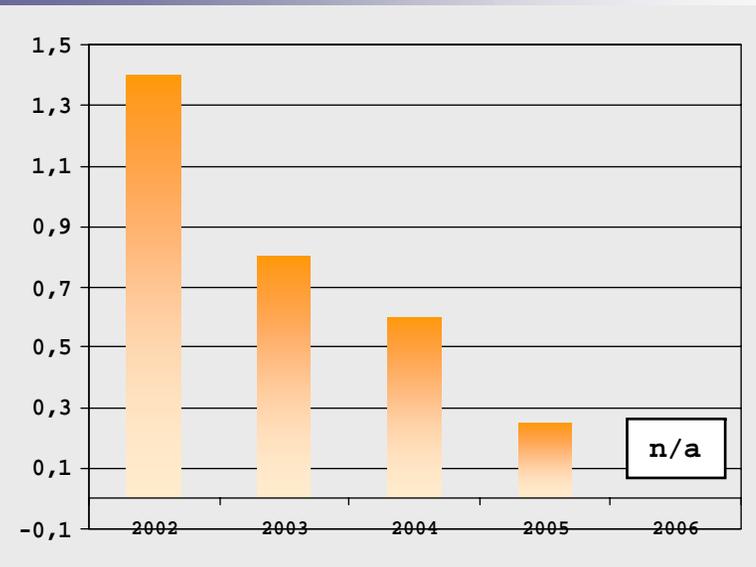
### NET FINANCIAL POSITION



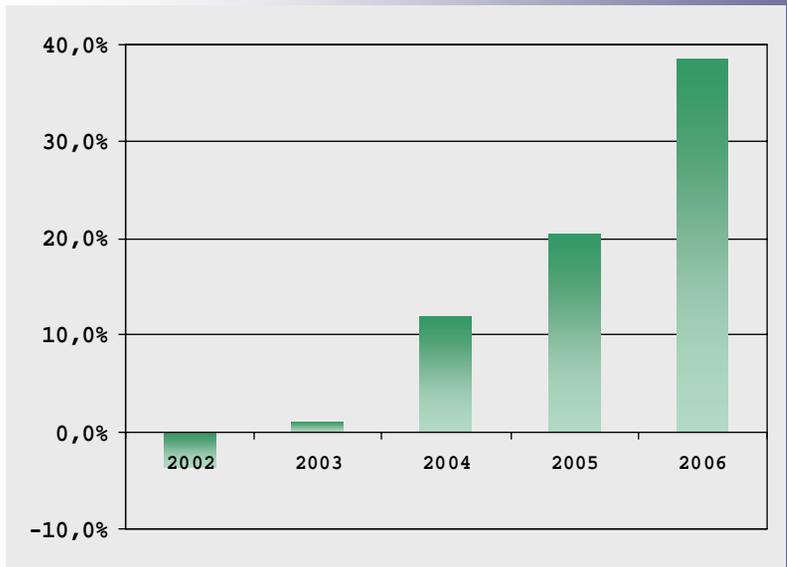
### ROS



### DEBT / EQUITY



### ROI



INCOME STATEMENT

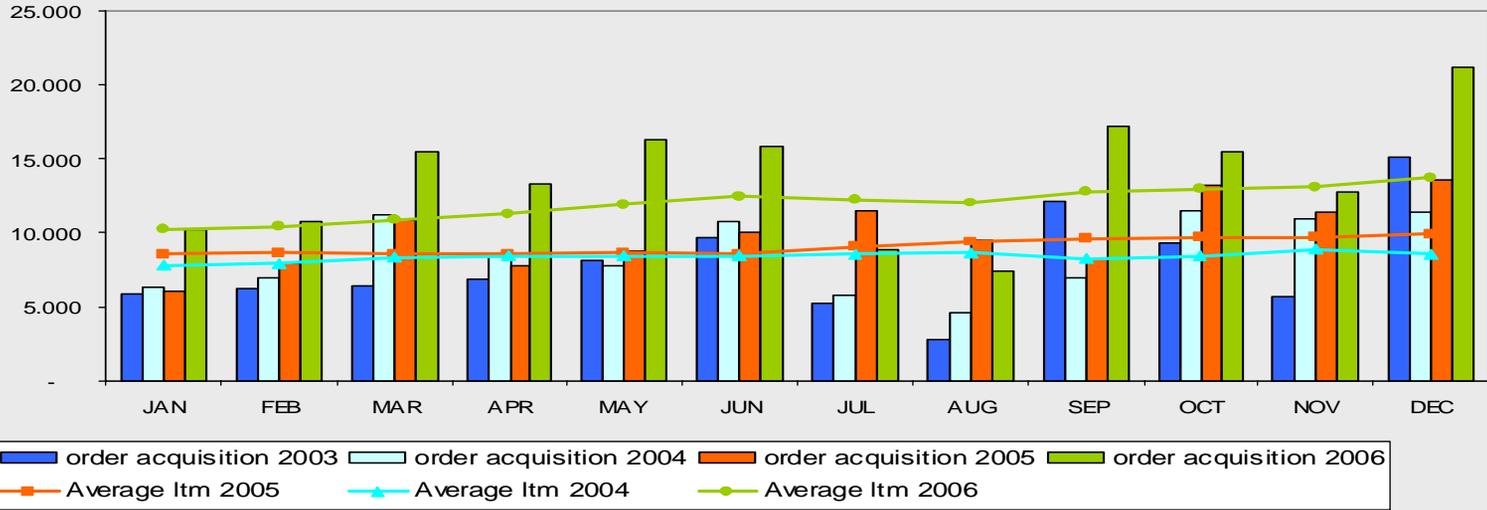
K€	December 31, 2006	December 31, 2005
SALES	147,536	110.885
VALUE OF PRODUCTION	145,800	115,851
EBITDA	19,745	9,125
<i>AS A % OF SALES</i>	13.4%	8.2%
EBIT	18,414	7,917
<i>AS A % OF SALES</i>	12.5%	7.1%
EBT	17,513	7,113
<i>AS A % OF SALES</i>	11.9%	6.4%
NET RESULT	13,586	5,108
<i>AS A % OF SALES</i>	9.2%	4.6%

**BALANCE SHEET**

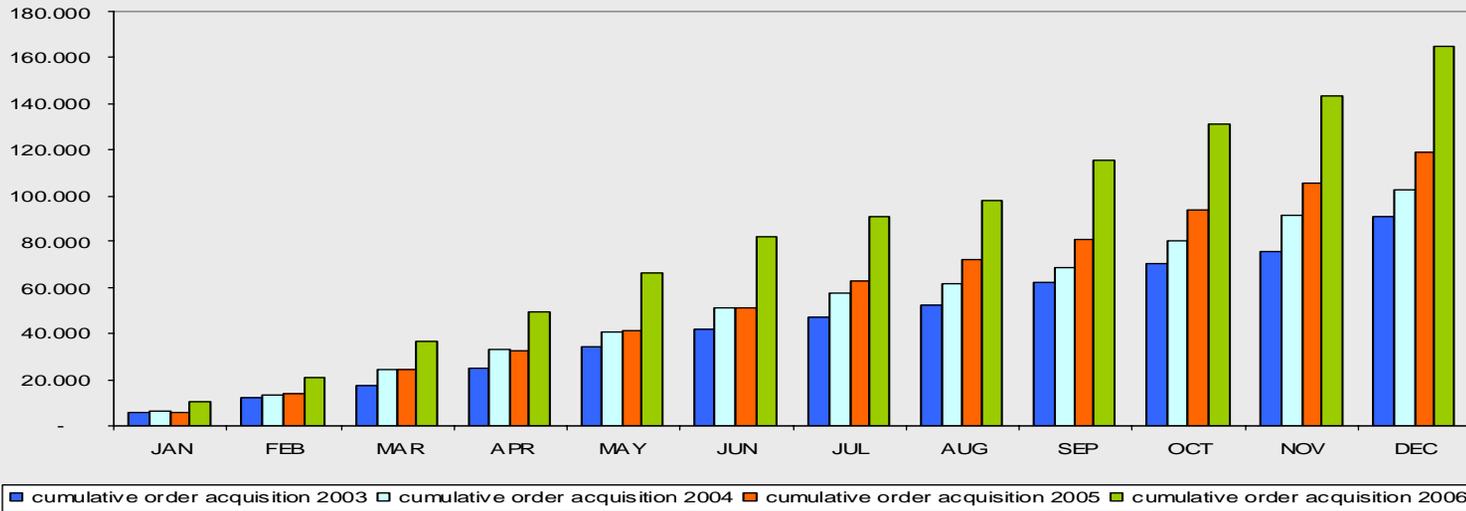
K€	December 31, 2006	December 31, 2005
NON-CURRENT ASSETS	19,388	17,378
CURRENT ASSETS	77,901	80,594
NET FINANCIAL POSITION	-3,059	7,733
NET EQUITY	42,274	30,839
NON-CURRENT LIABILITIES	8,205	7,468
CURRENT LIABILITIES	49,869	51,933
<i>DEBT / EQUITY</i>	<i>n/a</i>	<i>0.25</i>

### ORDER ACQUISITION TREND

ORDER ACQUISITION



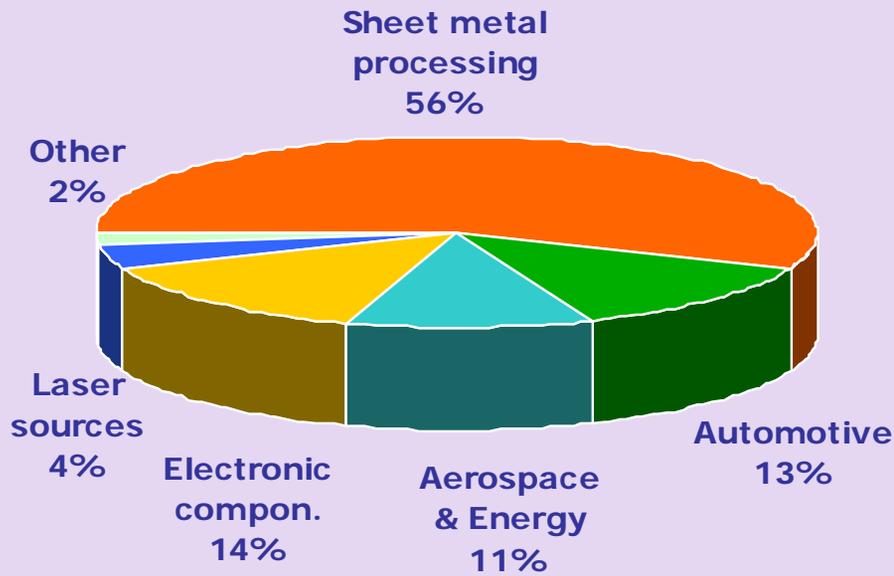
CUMULATIVE ORDER ACQUISITION



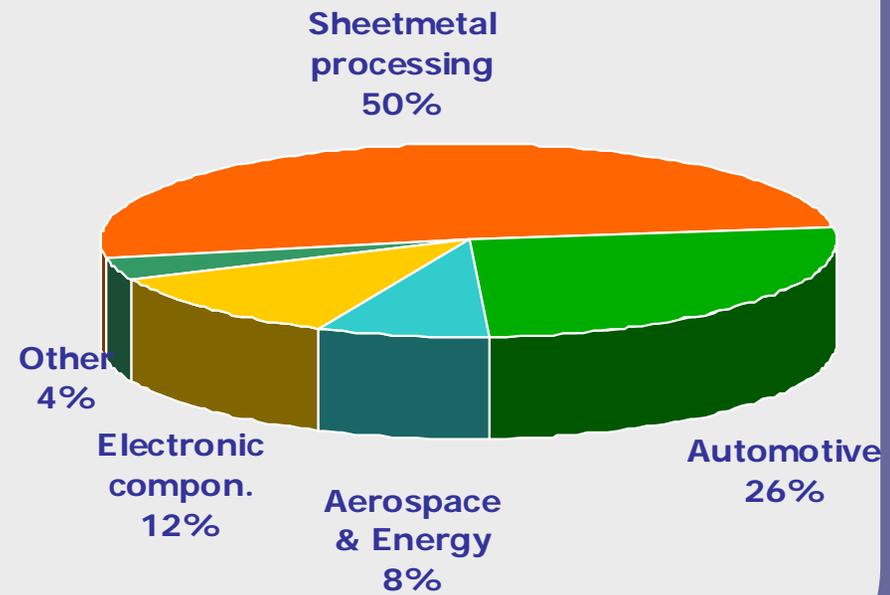


SALES BREAKDOWN BY MARKET

*December 31, 2006*



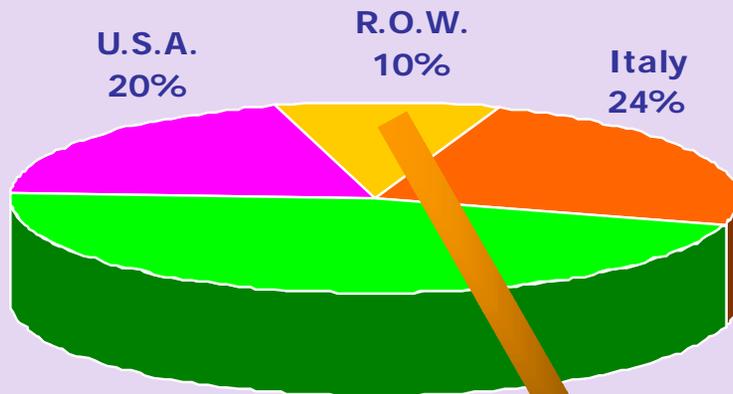
*December 31, 2005*





### SALES BREAKDOWN BY GEOGRAPHIC AREA

*December 31, 2006*



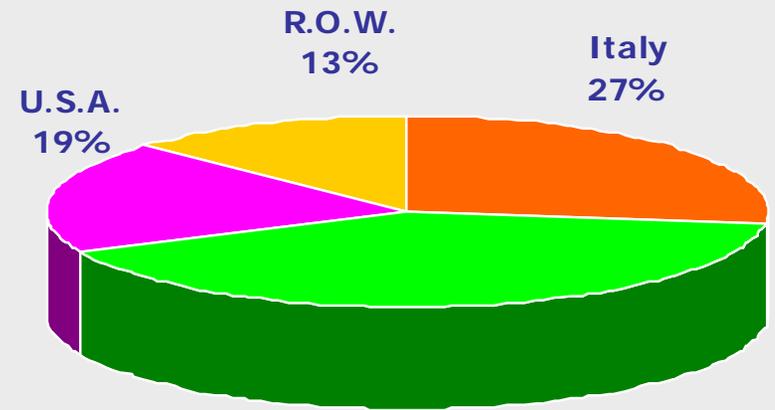
Europe  
46%

U.S.A.  
20%

R.O.W.  
10%

Italy  
24%

*December 31, 2005*



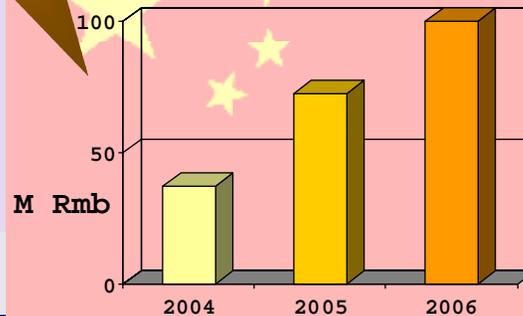
Europe  
41%

U.S.A.  
19%

R.O.W.  
13%

Italy  
27%

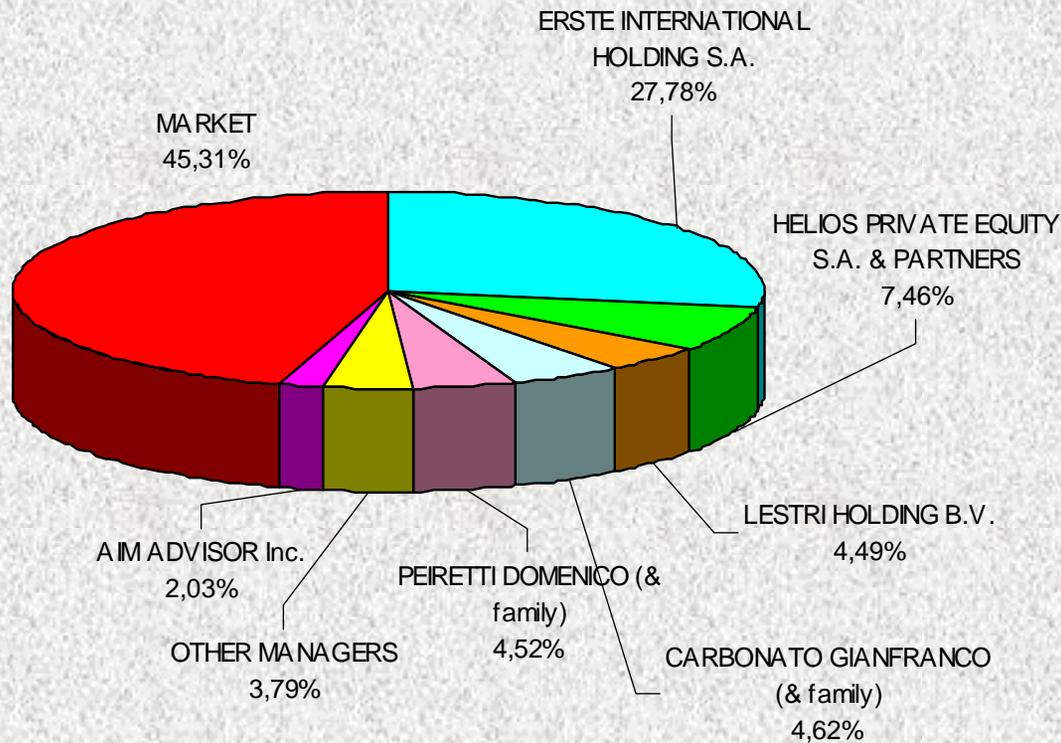
SHANGHAI UNITY PRIMA  
(not consolidated)







# Shareholders' structure & Board of Directors



## BOARD OF DIRECTORS

**CHAIRMAN & C.E.O.** Gianfranco CARBONATO

**BOARD MEMBERS** Domenico PEIRETTI (1)

Sandro D'ISIDORO (2)

Fabrizio LUGARESI (3)

Mario MAURI (3)

Pio PELLEGRINI (3)

Marco PINCIROLI (1)

(1) = Executive Director  
 (2) = Non Executive Director  
 (3) = Independent Director

## ANALYST COVERAGE





**1977 – 2007**  
**30 years**

**OPEN HOUSE**  
**April 16 - 21, 2007**

**come and celebrate with us**



**[www.primaindustrie.com](http://www.primaindustrie.com)**  
**new web site will be released on same date**