

# 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

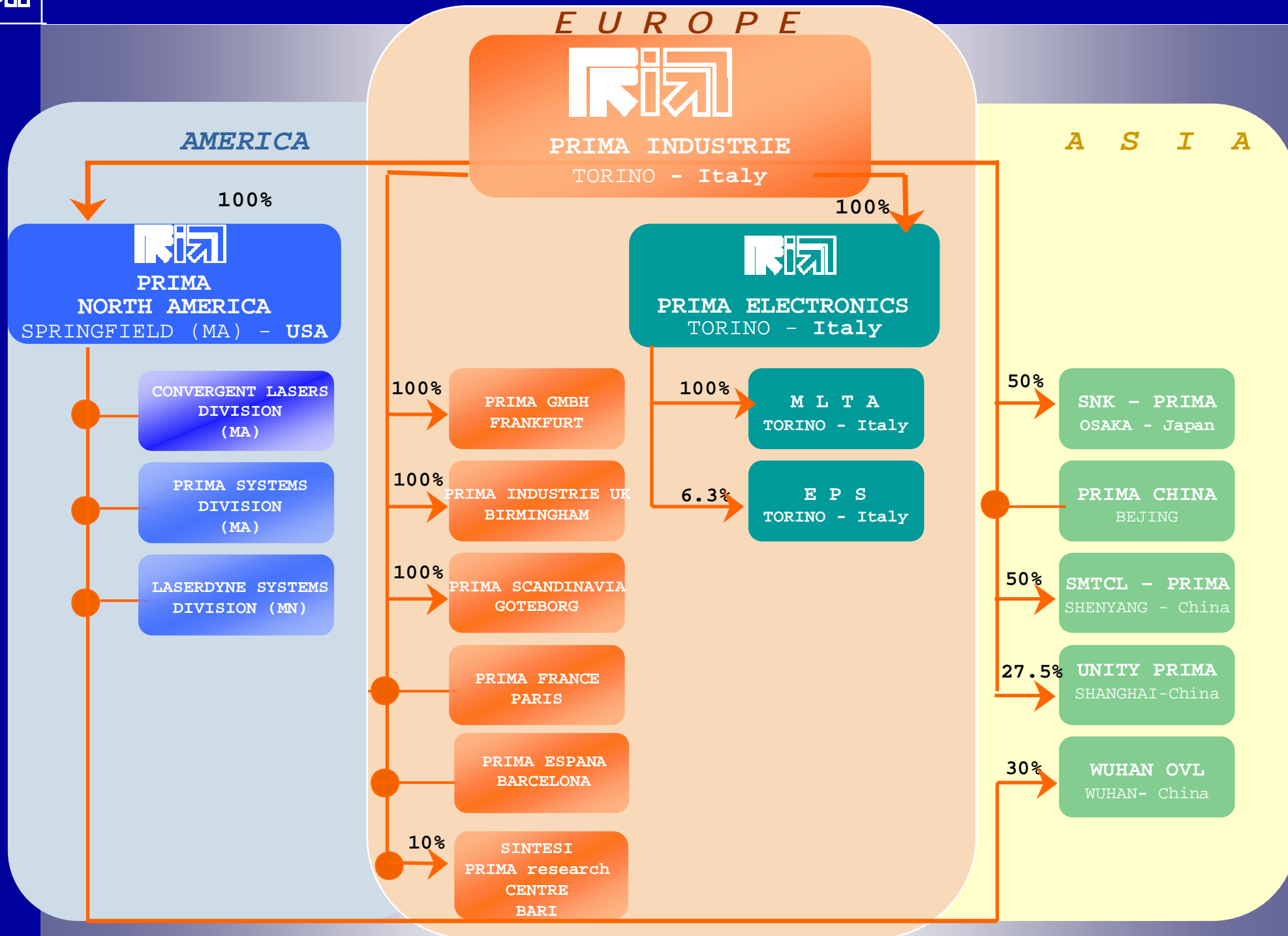
Over 2,500 laser systems installed in 50 countries

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

## COLLEGNO (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

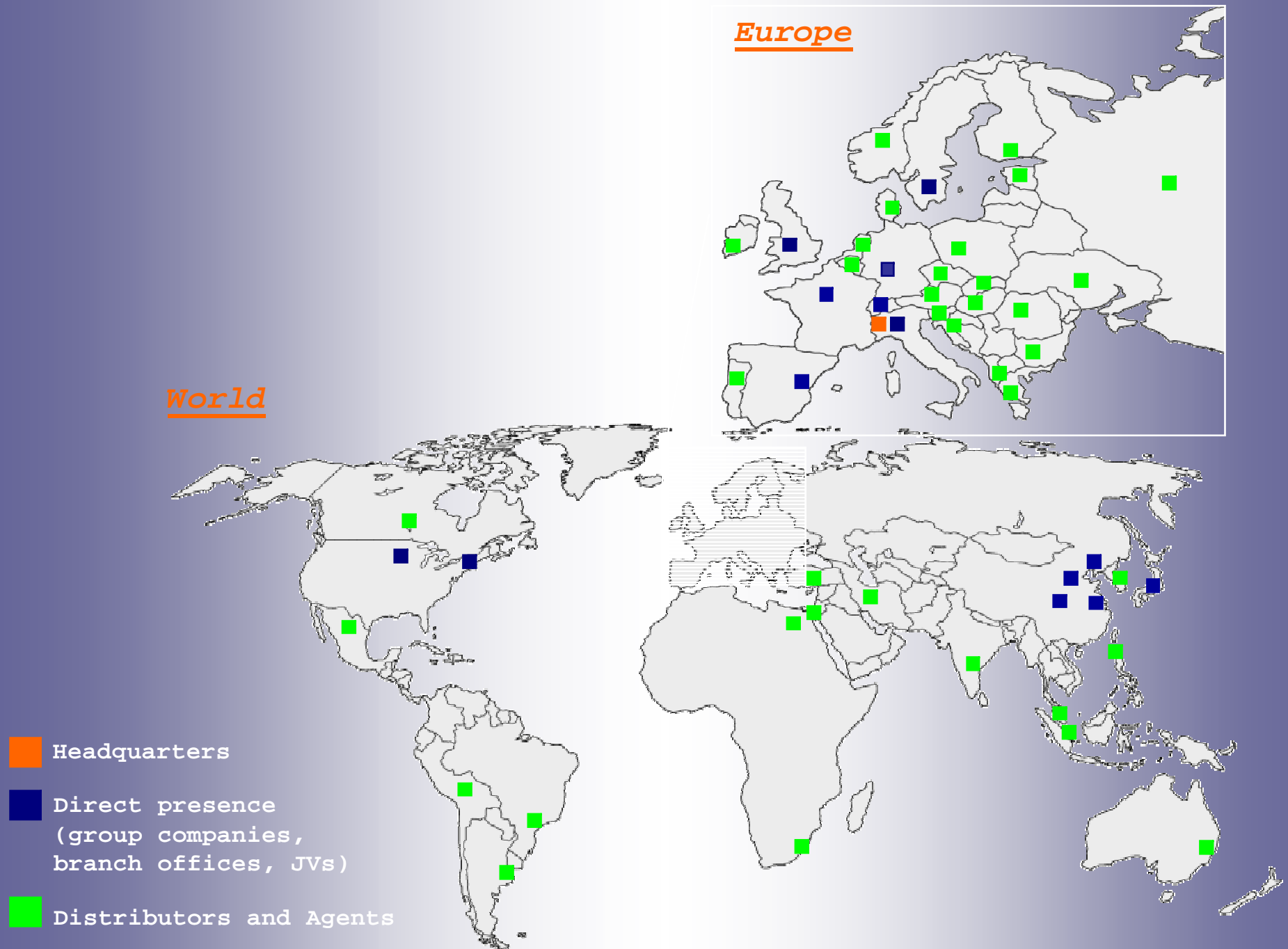


## Bari - Italy

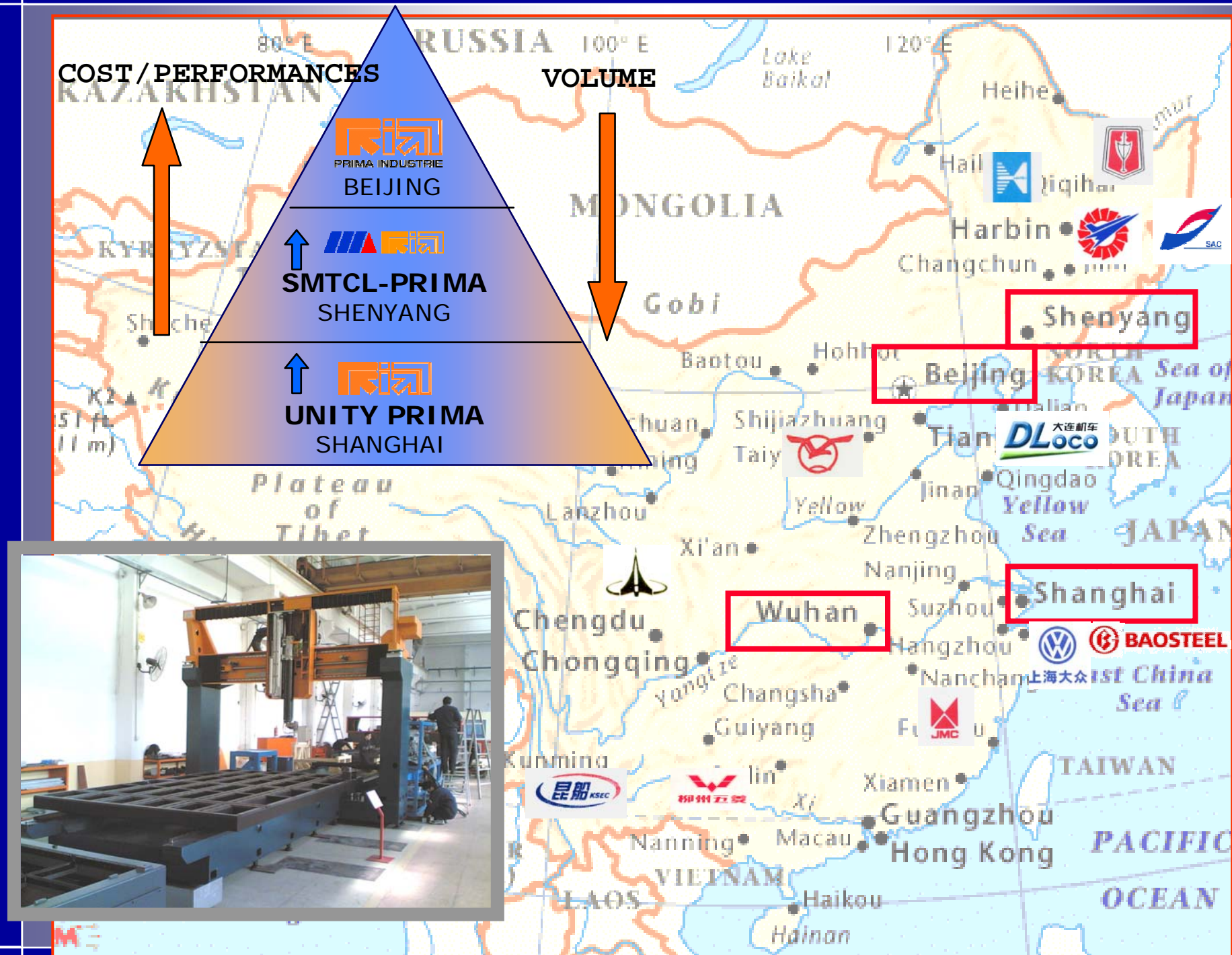
Sintesi Research Center













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



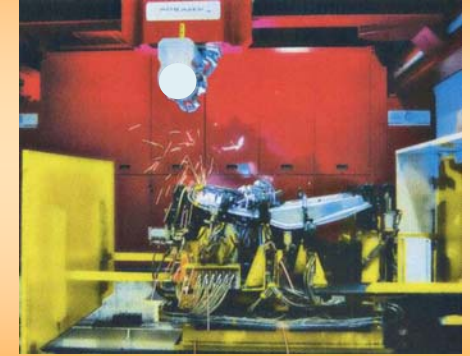
2D  
Laser cutting



3D  
Laser cutting

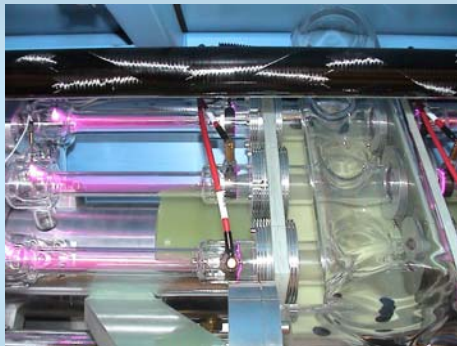


Laser  
drilling

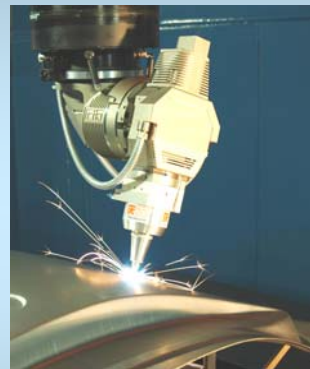


Laser  
welding

Laser  
generator



Cutting  
head



CNC &  
software

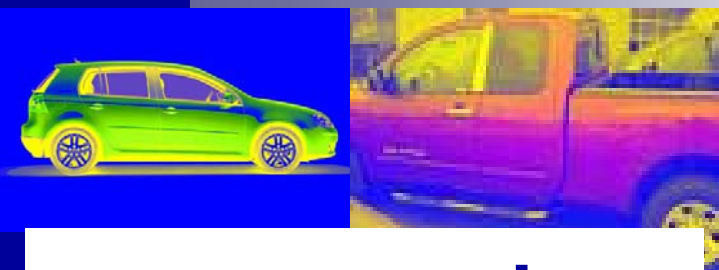


Automation



OVER 25 YEARS OF EXPERIENCE  
FULLY INTEGRATED KNOW-HOW





# Automotive



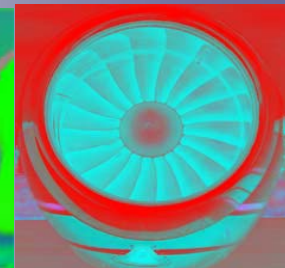
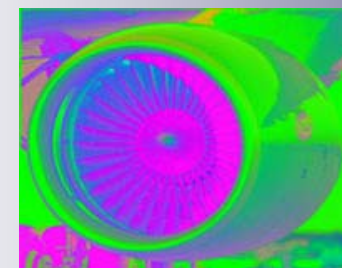
Car manufacturers



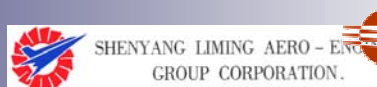
TIER ONE  
suppliers



Aircrafts  
manufacturers



# Aerospace

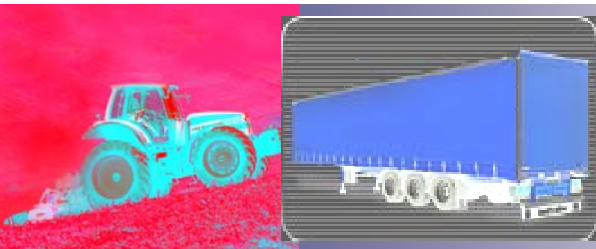


Engines / Components  
manufacturers





## Agricultural & Construction machines, Trucks & Trailers



## HVAC & White Goods



## Forklifts, Industrial Machinery & Others





# Electronics Selected Customers



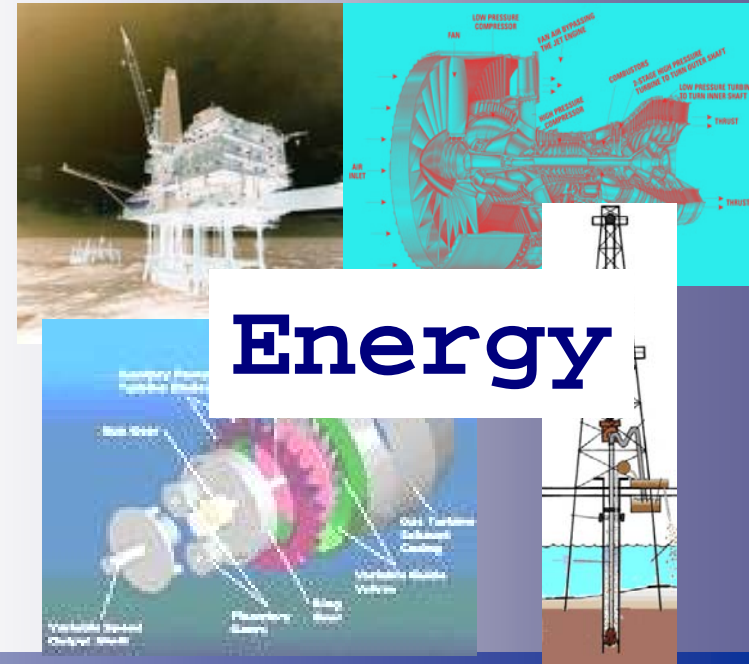
SIEMENS

ALSTOM

 **mitsubishi**

 Joint Stock Company  
"KALUGATURBINE WORKS"

 **GTT**



## Energy



## Electronics

 **LOMBARDINI**

*Atlas Copco*

**ABB**

Saipem















optimo



THE LASER EVOLUTION

rapido



THE LASER SOLUTIONS

790 beamdirector



ACCURACY, SPEED, FLEXIBILITY

platino



THE LASER FOR EVERYONE

syncrono



THE NEW LASER ERA

domino

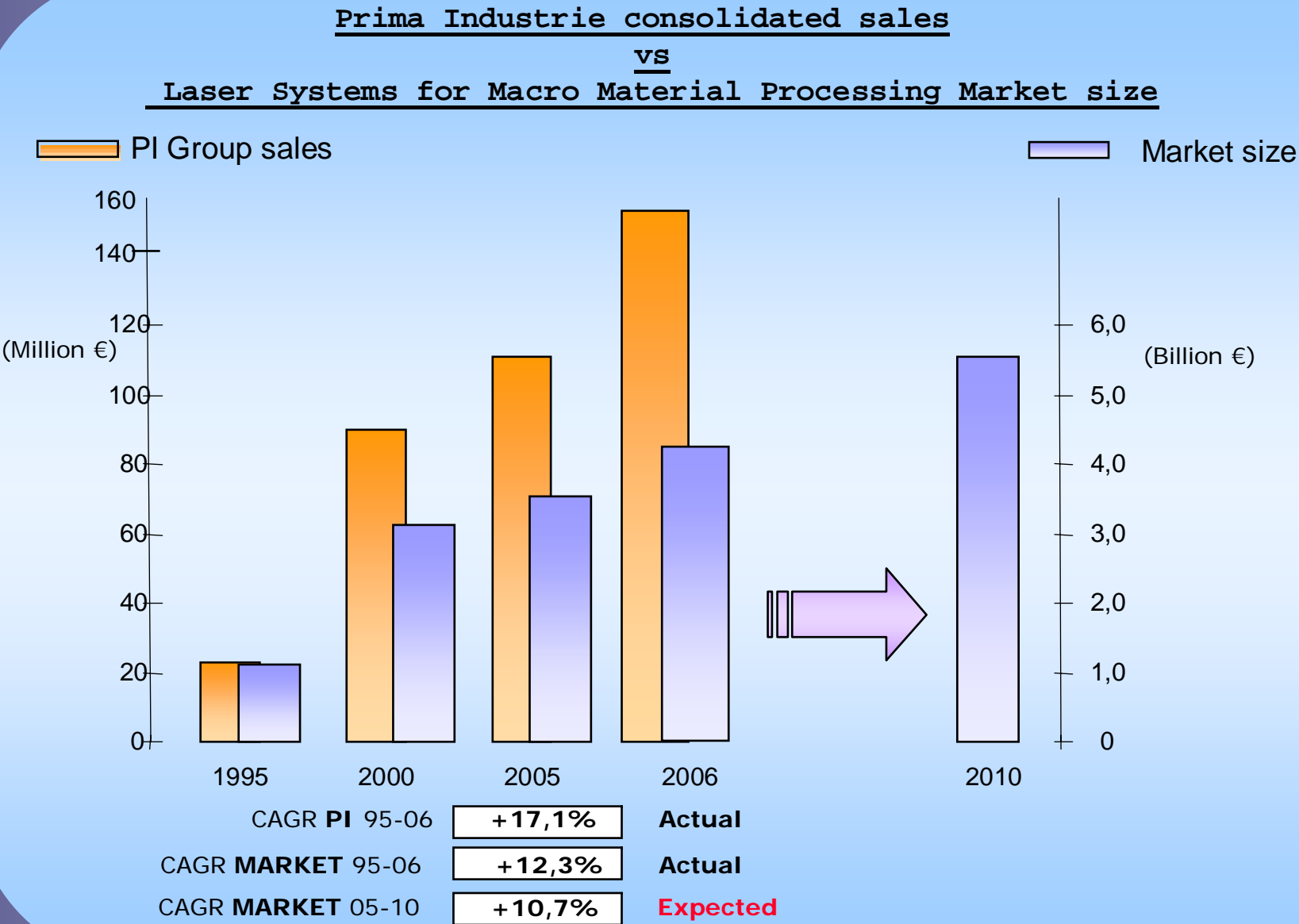


THE LASER FLEXIBILITY





LASER SYSTEMS SECTOR GROWTH vs PRIMA INDUSTRIE GROUP GROWTH



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

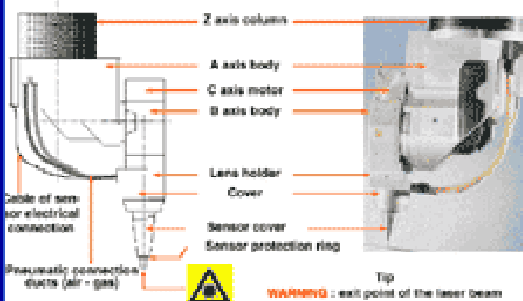


**VALUE CREATORS PRIZE 2006  
MILANO FINANZA**



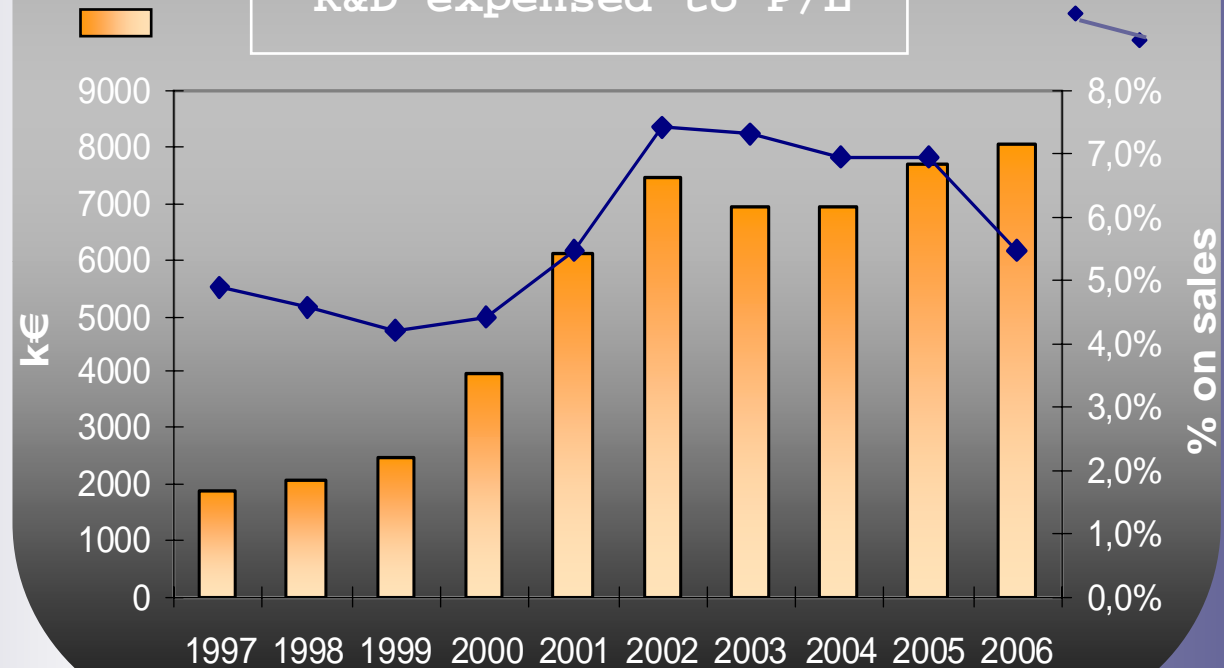
**NM AWARDS ZUR EUROBLECH 2006  
PRIZE FOR INNOVATION**





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

R&D expensed to P/L



A background image showing a close-up of a green plant stem with small leaves, set against a blurred background of a white wall and a window with a grid pattern.

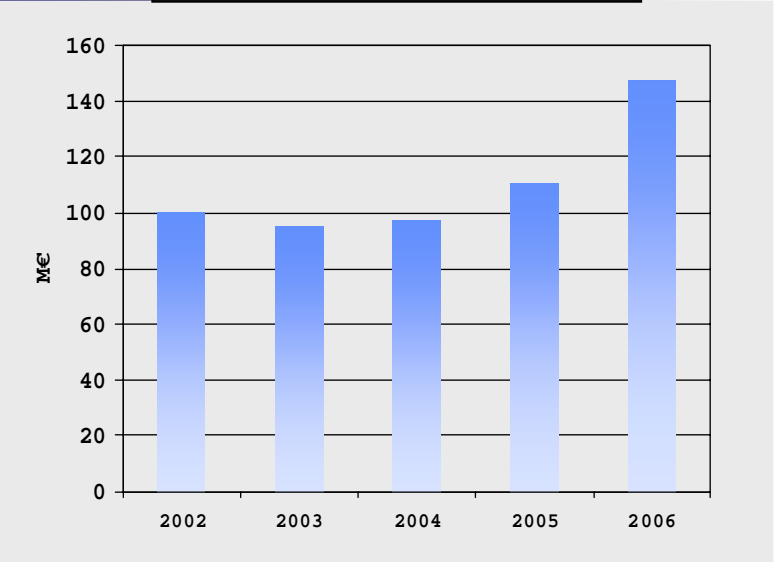
# **PRIMA GROUP**

## **FINANCIAL DATA**

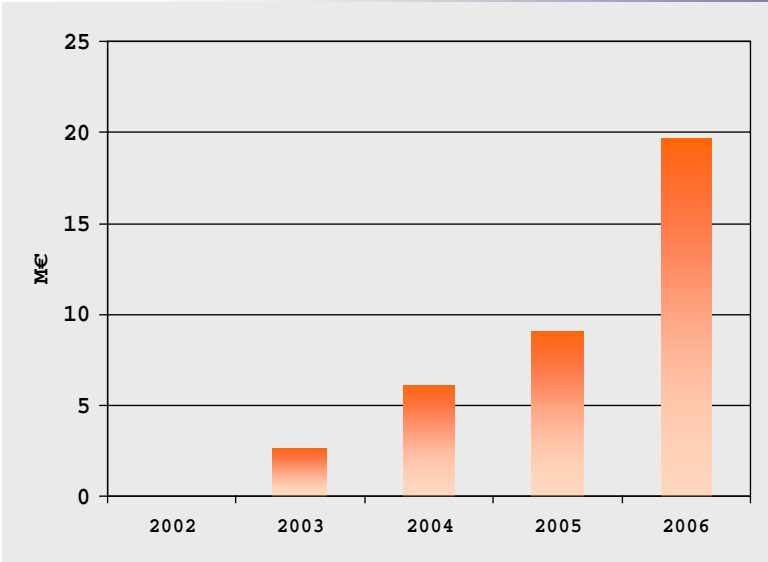




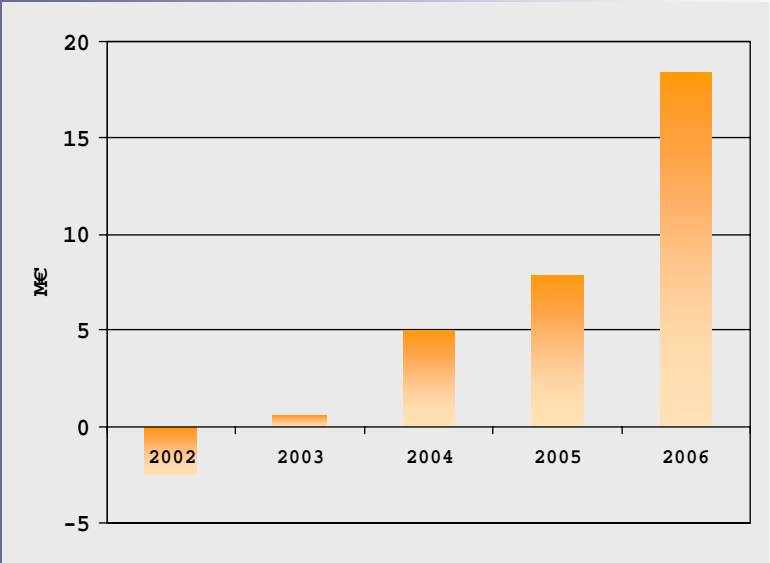
CONSOLIDATED SALES



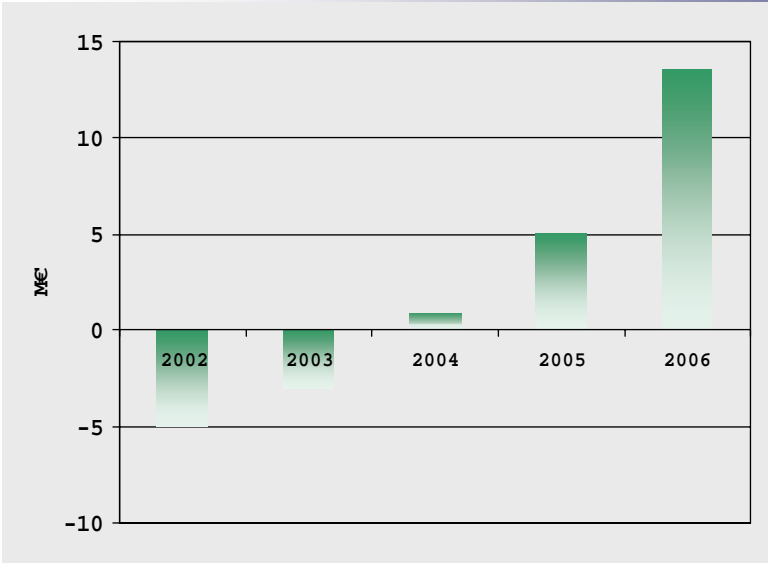
CONSOLIDATED EBITDA



CONSOLIDATED EBIT

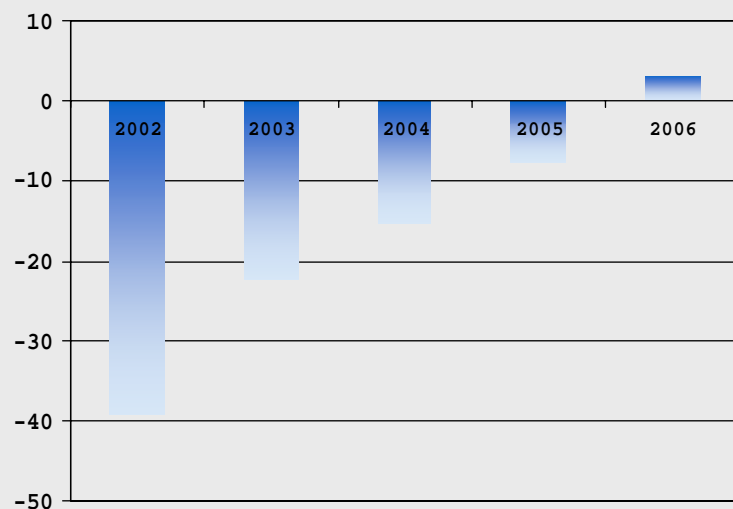


CONSOLIDATED NET PROFIT

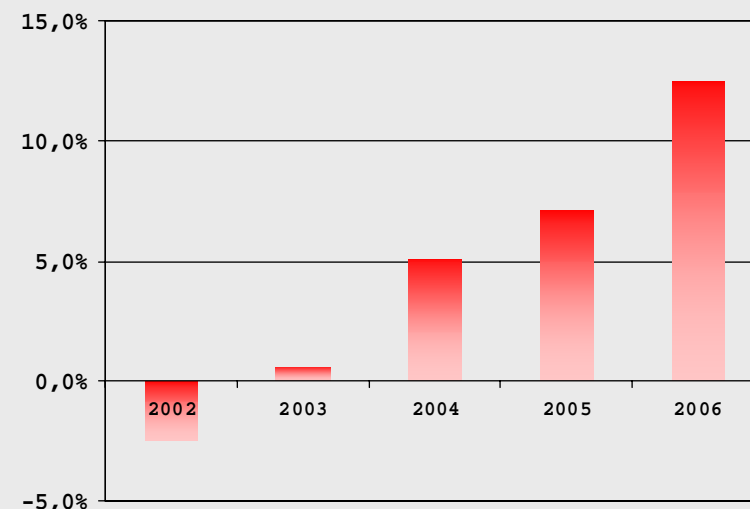




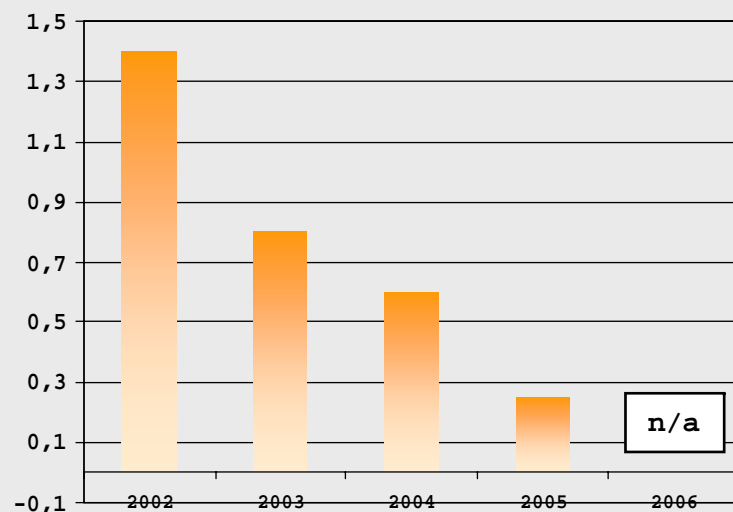
## NET FINANCIAL POSITION



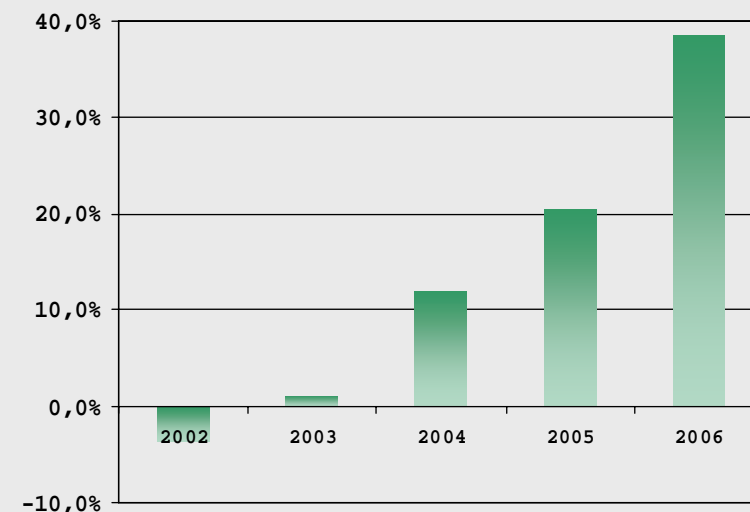
## ROS



## 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

AS A % OF SALES

13.4%

8.2%

EBIT

18,414

7,917

AS A % OF SALES

12.5%

7.1%

EBT

17,513

7,113

AS A % OF SALES

11.9%

6.4%

NET RESULT

13,586

5,108

AS A % OF SALES

9.2%

4.6%

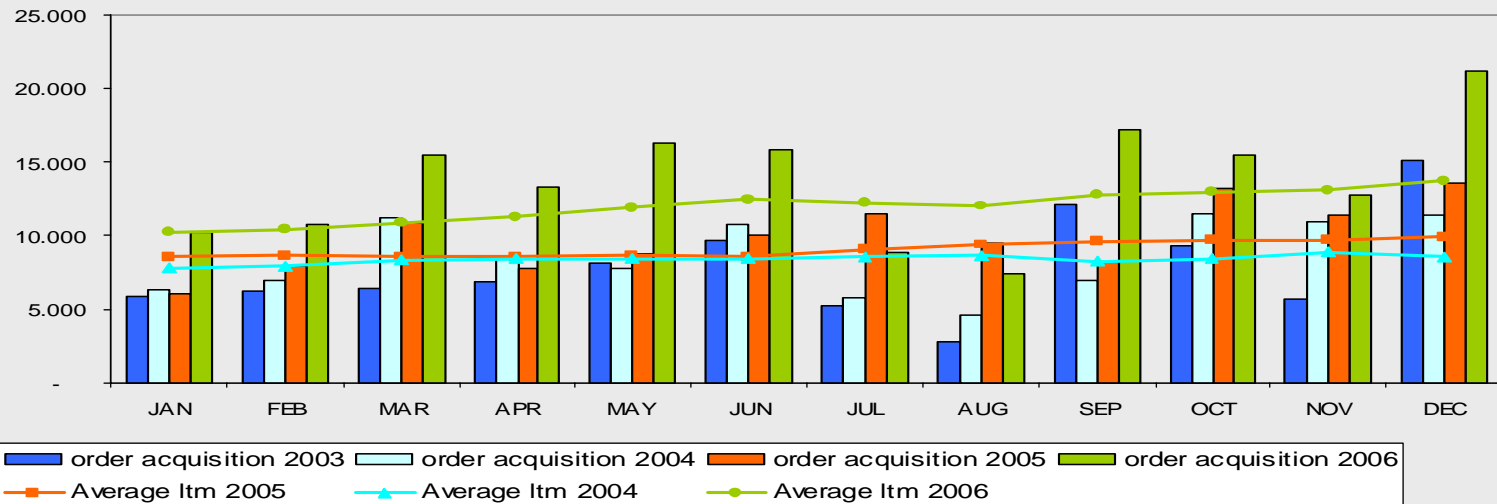
BALANCE SHEET

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
DEBT / EQUITY	n/a	0.25

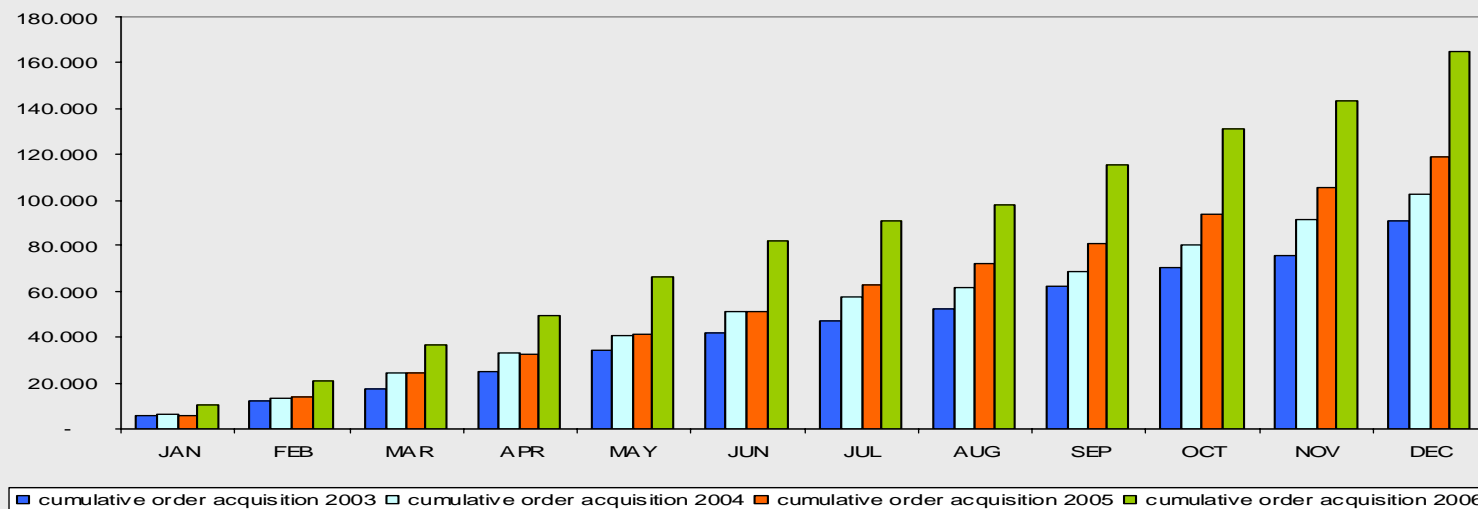


## ORDER ACQUISITION TREND

### ORDER ACQUISITION



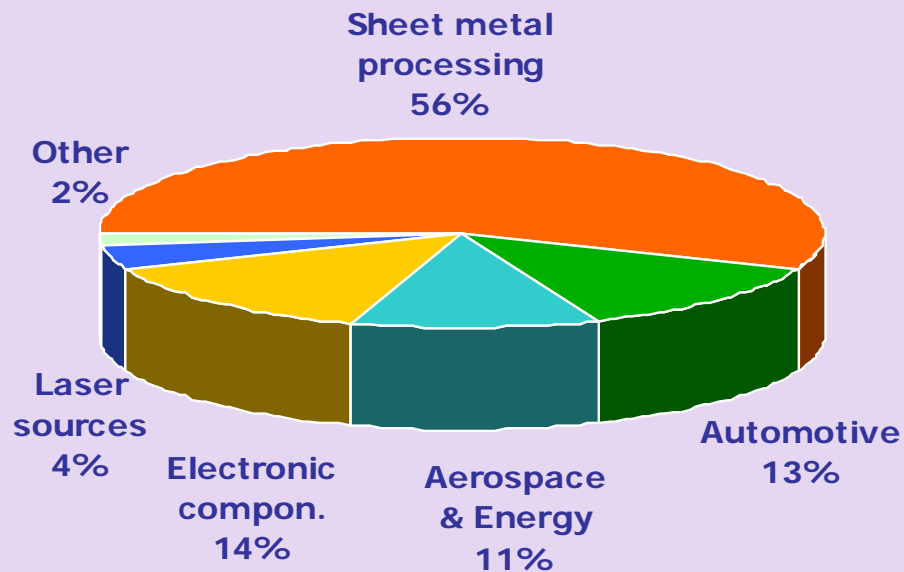
### CUMULATIVE ORDER ACQUISITION



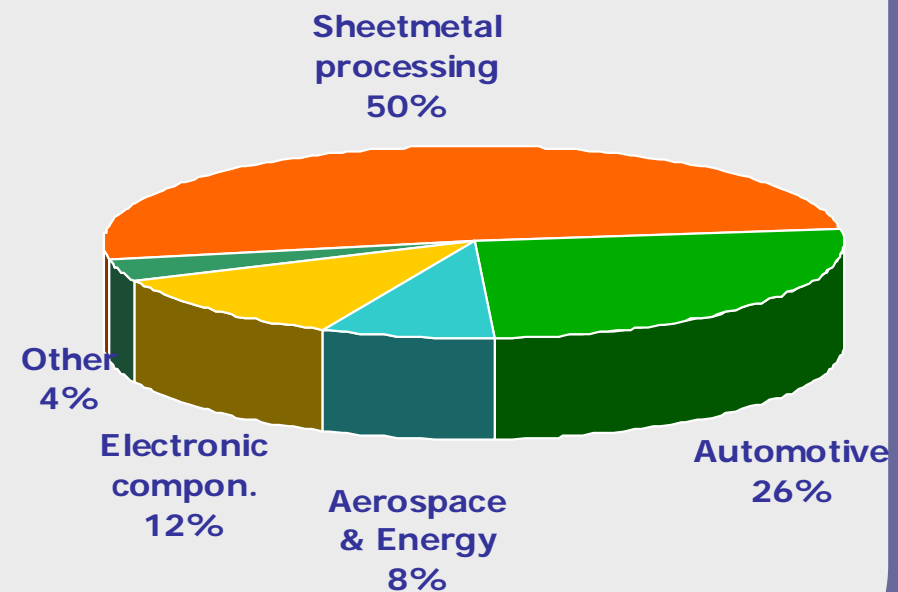


SALES BREAKDOWN BY MARKET

*December 31, 2006*



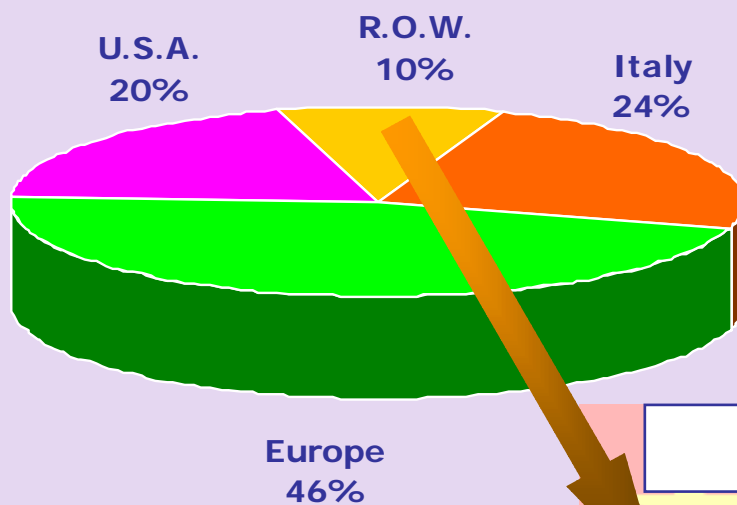
*December 31, 2005*



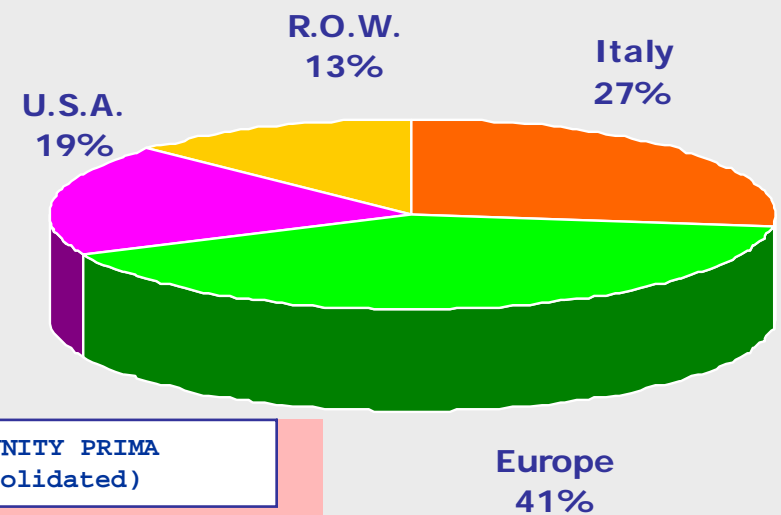


## SALES BREAKDOWN BY GEOGRAPHIC AREA

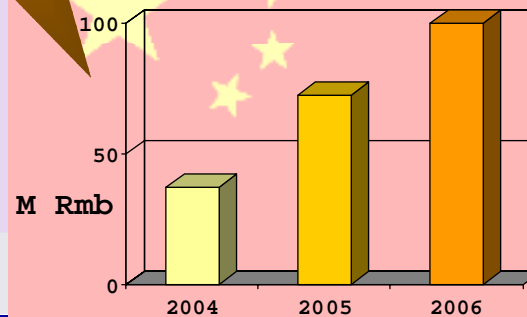
*December 31, 2006*



*December 31, 2005*



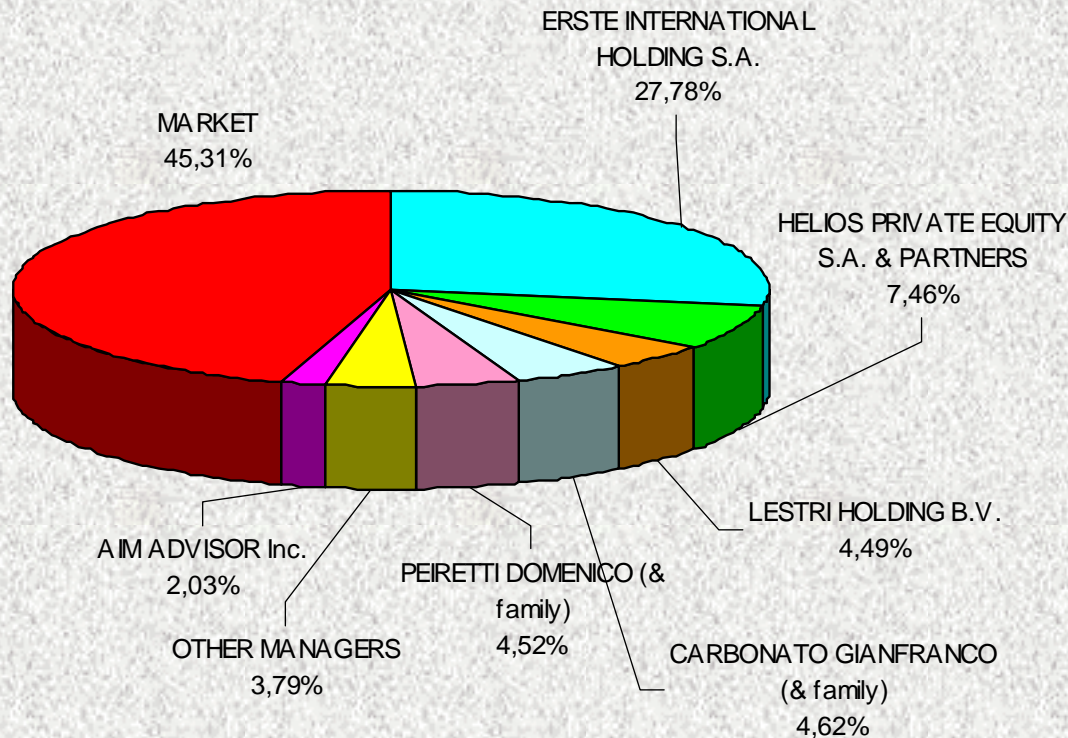
SHANGHAI UNITY PRIMA  
(not consolidated)







# 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

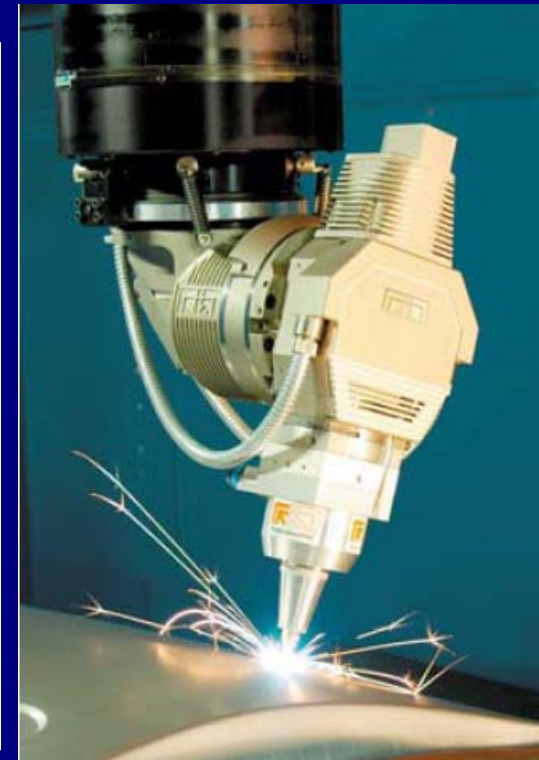




**1977 – 2007**  
**30 years**

**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**