

*Collegno (Torino), June 5, 2001* – Prima Industrie, a Company active in the high technology sector of laser systems for industrial applications, made two fundamental steps within the frame of its strengthening and globalization strategy.

## **Joint Venture**

As for Prima Industrie expansion on the international markets, after the strengthening of its position in North America through Convergent Prima and Laserdyne Prima acquisitions, the Company will have manufacturing facilities together with a remarkable sales organization on the Japanese market thanks to a Joint Venture Agreement signed with Shin Nippon Koki and Hanwa-HTS, companies leader in the field of capital goods and in distributing steel and sheet metal parts.

The Joint-Venture signed by G. Carbonato, Prima Industrie C.E.O., H. Yamaguchi, President of Shin Nippon Koki (SNK) and M. Tsuji, President of Hanwa-HTS, will bear the name of SNK-PRIMA with an initial capital of 90 million Yen, split as follows: Prima Industrie 40%, SNK 40%, Hanwa-HTS 20%.

The Joint Venture set-up is expected to be established by next July.

**SNK** is one of the major Japanese Corporations operating in the field of capital goods and will make available to the Joint Venture production facilities, managerial support and distribution network, very strong in the motorcars and aerospace sectors.

**Hanwa-HTS**, belonging to the Hanwa Group, listed on the Tokyo Stock Exchange, is a big trading organization specialized in distributing steel and sheet metal parts, and will support SNK-PRIMA in technologic applications and distribution organization, particularly in the automotive and construction areas.

**Prima Industrie** will act as a technological partner (for which it will receive royalties from the Joint Venture) and will supply technological components as laser, numerical control, software and laser working heads.

For the purpose of starting as soon as possible the promotion campaign, both SNK and HANWA-HTS will purchase from Prima Industrie a MOSAICO system each (being MOSAICO, together with OPTIMO and RAPIDO, the high range products of the company).

Commenting the above, Gianfranco Carbonato declared: *"It is well known that the world market of high technology products is uniformly distributed among the three largest areas of the world. After Europe, which is our domestic market, and North America, where we have strongly consolidated our position through the two recent acquisitions, now was time for Asia. In this continent we have a presence in the middle-east, in India, in China (where we have a joint venture) and, in the south-east (Singapore, Malaysia, Thailand, Indonesia).*

*This very important agreement in Japan is a fundamental step for our globalization process.*

*Thanks to it, Prima becomes one of the very few Companies in its sector having available productive facilities and distribution sales network in all most important world markets".*

## **Capital increase**

As for the shareholders structure consolidation, the recently established Helios Private Equity fund, whose reference Shareholder is UNICREDIT Group, has resolved to fully subscribe the Company capital increase to be made through the issue of 260,000 new shares (after the shares splitting into force as from June 4, 2001) resolved by the Company Board in order to finance Laserdyne acquisition in U.S.A. Helios Private Equity, with a 6.74% of the share capital of the Company, becomes one of the reference shareholders, looking at a medium term period.

Fabrizio Lugaesi, C.E.O of NCG, Advisor of Helios, has declared: *"We believe in the Company strong growth, starting from the consolidation of the two companies recently acquired in U.S.A. Prima Industrie operates with a well focused aggressive strategy in a market segment particularly dynamic, which allowed to position the Company among the most important world manufacturers of the field. We propose ourselves as a stable shareholder, capable to offering*

*further and important resources with a view to accompanying the Company along-with its process of globalization and further growth".*

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