

The company celebrated on November 30th at the
Turin Employers' Association

The 40 years of Prima Industrie: “A success made by people”

From the birth of mechatronics to the latest generation of laser. On stage with President Gianfranco Carbonato, the protagonists of the history of an international group, whose heart “always remains in Turin”. Announced the expansion of the new headquarters of Collegno and the birth of the Additive Division for 3D metal printers. But the attention is aimed at China and the Far East, where the company aims to a continuous growing process. Growth also for external lines.

Turin 30 November 2017. Prima Industrie turns 40, a story of continuous innovation that the group wanted to celebrate with a book - *Sparks* - written by the historian of the Industry Giuseppe Berta and presented today at the Unione Industriale di Torino (Turin Employers' Association).

A story that the company led by Gianfranco Carbonato - leader in the high technology sector of laser systems and sheet metal processing and electronic components for industrial applications - has chosen to tell during two major events - one in front of an audience and the other, tomorrow, dedicated exclusively to employees - in which he brought together the people and protagonists of these first four decades.

The first event took place today in Turin, at the headquarters of Turin entrepreneurs. On stage, together with President Gianfranco Carbonato, Giuseppe Berta - Industrial historian, Alberto Dal Poz - President of Federmeccanica, Gian Maria Gros-Pietro - President of Gruppo Intesa Sanpaolo, Francesco Profumo - President of Compagnia San Paolo. Also present were the President of the Piedmont Region Sergio Chiamparino, and the Mayor of Torino Chiara Appendino. But the real main characters, involved both in person and through video interviews, were those who made possible the success of the original concept of Prima Industrie, that of continuous innovation, of the international vocation and the courage to experiment and realize always new ideas.

Prima Industrie was founded in 1977 by Franco Sartorio, a great innovator who had chosen to surround himself with very talented young people first in DEA, a mechatronics company, and then in Prima Progetti, whose first headquarters, a renovated farmhouse, was in an environment where technology mixed with a rural background. “*Here we make weddings between robots and hens*” so Giorgio Bocca defined the company in a newspaper of the time, telling Prima Progetti as the most sophisticated factory in Turin and referring to the location of its first seat.

“The first 40 years of history of Prima Industrie are in fact a compendium of technology, innovation, international development and financial evolution not common in our Country - stressed Carbonato - we have ideally travelled from the third to the fourth industrial revolution: from the age of computers, microelectronics and the first robots to that of the Internet, the cloud and big data. A wonderful journey that led us to the four corners of the world, allowing us to



meet fantastic people and companies. A success made by people, an experience so rich as to deserve to be remembered and handed down to future generations”.

Today the Group, listed on the Milan Stock Exchange in the Star segment, has more than 1700 employees - 600 in Piedmont - and production plants in Italy, Finland, USA and China, with a turnover of 394 million Euros in 2016. It boasts over 13,000 machines installed in more than 80 countries and is among the world's leading manufacturers in its reference market. In the first nine months of 2017 consolidated revenues reached 300 million Euro (+ 9.4% compared to 274.5 million), the EBITDA was 29.7 million (+23.8% compared to 24, 0 million), net profit 12.1 million (+116% compared to 5.6 million Euro) and the order portfolio reached 188.1 million (+30.0% compared to 144.7 million). In the last 20 years the group has registered a cagr (average growth) of 13% per year

But in the DNA of the Group there is the future. As Carbonato points out *“We have planned the expansion of the new headquarters in Collegno, which among other things will host the new Additive Division, dedicated to the creation of 3D printers for metalworking”.* But the far-reaching gaze is for the Far East and China where Prima Industrie aims to grow again and where growth could also be sustained by external lines. If the gaze is directed to the world, however, according to President Carbonato *“the heart and the head are in Turin, the Italian capital of automation in which many leading companies operate in this sector, with a background made of Schools and Universities of excellence. A relationship between the company and the territory that support each other, a situation we benefit from and to which we contribute. Not by chance, for some time we have been pursuing partnerships with the University such as Masters to enhance young talents and advanced research centres set up in collaboration with the Polytechnic”.* A path that has brought Prima Industrie to the technological leadership thanks to the strong investments in R&D, and that has allowed the company to be among the first 500 companies in Europe based on knowledge and to be perceived on the market as innovators.

“Sparks” of history

According to Gianfranco Carbonato, *“The idea of writing with Prof. Berta the story of Prima Industrie is based not so much on the will to celebrate the hard work done with my fellow adventurers and my collaborators, but on the firm belief that at least a part of our experience can come in handy for new generations of managers and entrepreneurs”.* President Carbonato commented on the occasion of the meeting.

Prima Industrie, no longer pioneering but as we know it today, ideally began in the Nineties, when it faced at least three crucial moments that would then determine its evolution. It became a laser focused company, successfully traded on the Milan stock exchange and gave rise to a growth program that led it to increase its size by about 10 times over a period of twenty years.

For Prima Industrie the entry into the year 2000 coincided with the fastest and most intense expansion stage of its history. The listing on the Stock Exchange marked the start of a development cycle that would be punctuated by a strong acquisition policy in order to design new corporate boundaries. In 2000 it was the turn of Convergent Energy (now Convergent Photonics Llc), an American company specialized in the development and production of laser sources, and in 2001 of Laserdyne, one of the leading players in the 3D laser sector for aerospace applications in North America. With these acquisitions, Prima Industrie consolidated its presence in the United States.

The most important moment of the growing trend of Prima Industrie occurred at the end of the global crisis of 2008-09, with the acquisition in 2008 of Finn-Power Oy, a Finnish company with a



turnover of 240 million, with an important international market and an excellent expertise in sheet metal working machines. The acquisition doubled the size of the Group, allowing it to become the global market leader as it is renowned today.

In 2015, the production plant in Suzhou (China) became operational, here Prima Industrie holds a controlling interest (70%) and produces the mid-range machines (2D laser and punching machines) for the Asian markets.

Also in the field of laser technologies important innovations are introduced: the Prima Electro division completes the development of fibre laser sources for Prima Power machines and invests in Diode Fab for the realization of power diodes.

Finally, one of the most recent “*spark*”: in May 2016 Prima Industrie inaugurated the new HQTC (Headquarters and Tech Centre) of Collegno (Turin), where the entire product range of the Group is exhibited. The HQTC has been a successful addition to Pima Industrie’s facilities, continuously hosting a considerable number of visitors coming from all over the world.

For further information

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PRIMA INDUSTRIE heads a leading Group in developing, manufacturing and marketing of laser systems for industrial applications, sheet metal processing machinery, as well as industrial electronics and laser technologies. The parent company Prima Industrie S.p.A. is listed on the Italian Stock Exchange since 1999 (MTA- STAR segment). With 40 years of experience the Group can count on over 13,000 machines installed in more than 80 countries worldwide and is among the main worldwide manufacturers in its own reference market.

The Group has about 1,700 employees and manufacturing sites in Italy (PRIMA INDUSTRIE S.p.A, PRIMA ELECTRO S.p.A, FINNPOWER Italia Srl), Finland (FINN-POWER Oy), USA (Convergent Photonics Llc, PRIMA POWER LASERDYNE Llc.) and China (PRIMA POWER SUZHOU Co. Ltd.). Remarkable is as well its direct commercial and after-sales presence in BRIC, NAFTA, European Union and other emerging Asian countries.

The Prima Industrie Group is structured on 2 Business Units:

Laser and sheet metal processing machines (Prima Power): including design, manufacturing and marketing of: - Laser machines for cutting, welding and drilling of 3D and 2D components. - Machines for sheet metal treatment by means of mechanical tools (punching machines, combined punching/shearing systems, combined punching/laser cutting systems, panel benders and automation systems).

Industrial electronics and laser technologies (Prima Electro): including development, manufacturing and marketing of power and control electronics, and of high-power laser sources for industrial applications, destined both to the Group machines and to third parties.

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