

Forward-thinking Solutions to leverage **the fourth industrial revolution**

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Biesse highlights IIIQ 2018 – 9 months

orders intake: +5.2%

backlog: +18.5%

group people nr. 4,383.

(including temporary people)

net consolidated sales: € 520.8

net financial position: positive € 19.4

ebitda: € 60.9 (incidence on sales 11.7%)

ebit before non recurring items € 42.5 (incidence on sales 8.2%)

net profit: € 23.5 (incidence on sales 4.5%)

€/mln

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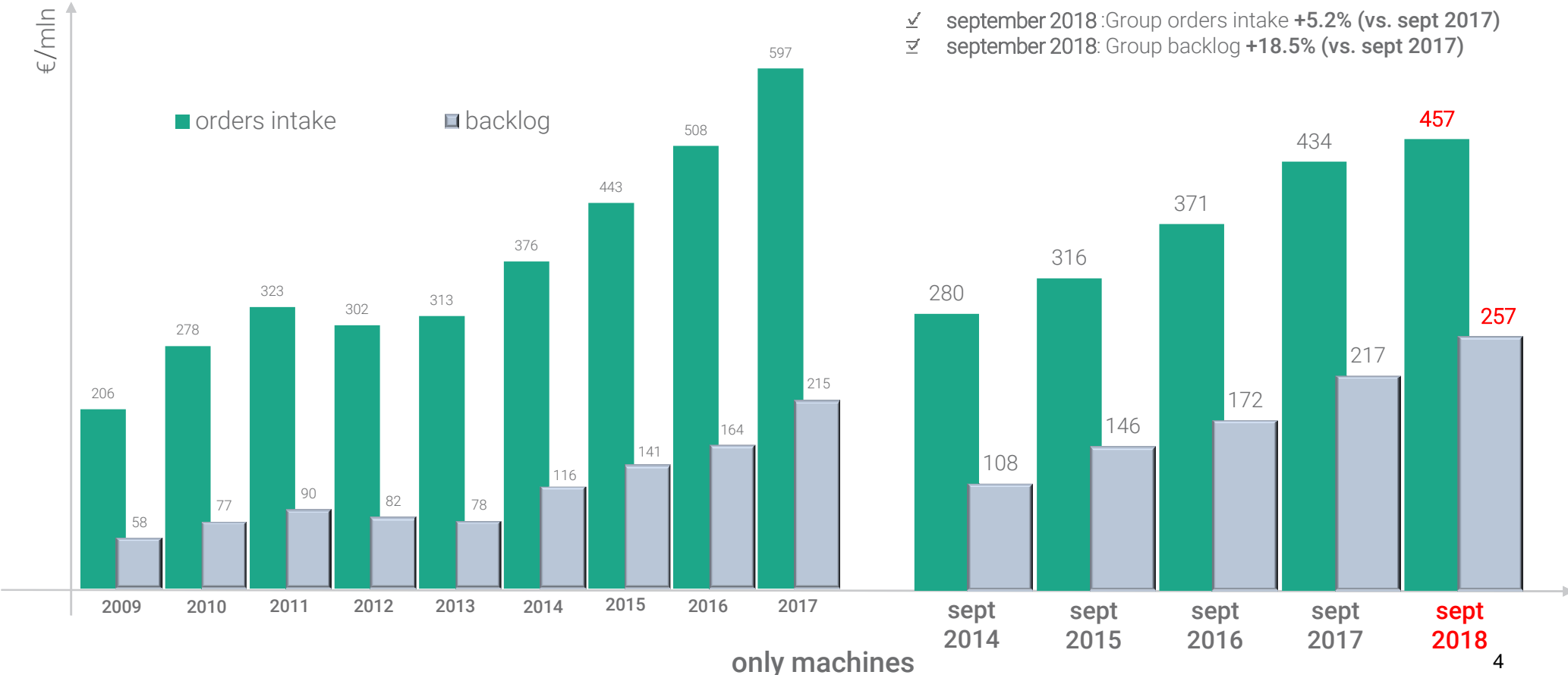
Extract of the P&L – 9 months 2018

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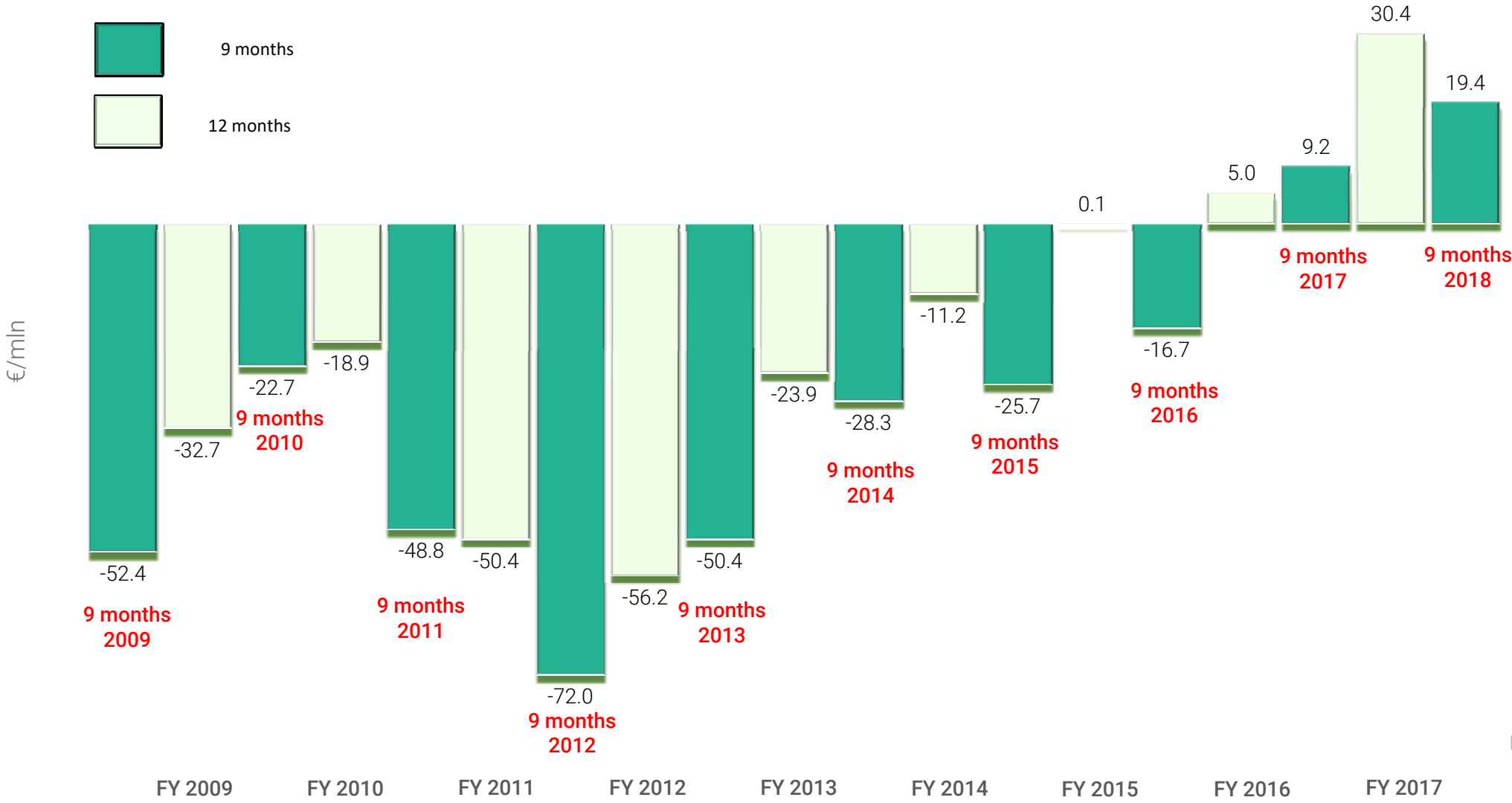
€/mln	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	9 months 2017	9 months 2018
Net sales year -1	378.4 -1.2%	427.1 +12.3%	513.1 +21.5%	618.5 +19.1%	690.1 +11.6%	498.3	520.8
Value added %	143.5 37.3%	163.1 33.6%	212.4 40.3%	252.4 40.8%	288.6 41.8%	209.5 42.0%	217.6 41.8%
Labour cost %	112.7 23.8%	128.2 30.0%	148.2 28.6%	176.6 28.6%	199.1 28.9%	143.9 28.9%	156.7 30.1%
EBITDA %	30.3 8.2%	40.3 3.6%	64.1 12.4%	75.8 12.3%	89.5 13.0%	65.5 13.2%	60.9 11.7%
EBIT* %	18.1 4.8%	26.5 6.2%	43.8 8.4%	55.1 8.9%	63.6 9.2%	48.1 9.7%	42.5 8.2%
					tax rate	36.2%	35.1%

* before non recurring items

GROUP ORDERS INTAKE & BACKLOG



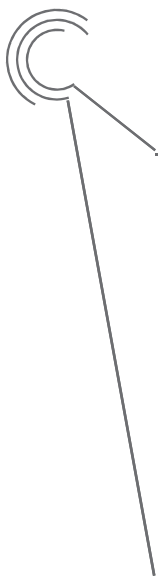
Net Financial Position trend – IIIQ vs full year



CASHFLOW NET DEBT

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€/mln	2013	2014	2015	2016	2017	9 months 2018	2020e
Gross Cashflow % net sales	52.0 13.8%	38.3 9.0%	46.3 8.9%	45.8 7.4%	75.4 10.9%	28.8 5.5%	95.2 10.5%
Investments % net sales	-19.8 5.2%	-20.8 4.9%	-25.2 4.9%	-32.0 5.2%	-39.2 5.7%	-26.7 5.1%	-50.5 5.6%
Net Cashflow % net sales	32.2 8.5%	17.5 4.1%	21.1 4.1%	13.8 2.2%	36.2 5.2%	2.1 0%	44.7 4.9%
dividends		-4.8 0.18 per share	-9.8 0.36 per share	-9.8 0.36 per share	-9.8 0.36 per share	-13.1 0.48 er share	-16.6 30% of net profit
Δ Net Debt		12.7	11.3	4.0	26.4	-11.0	
Net Debt	-23.9	-11.3	0.0	4.0	30.4	19.4	104.7



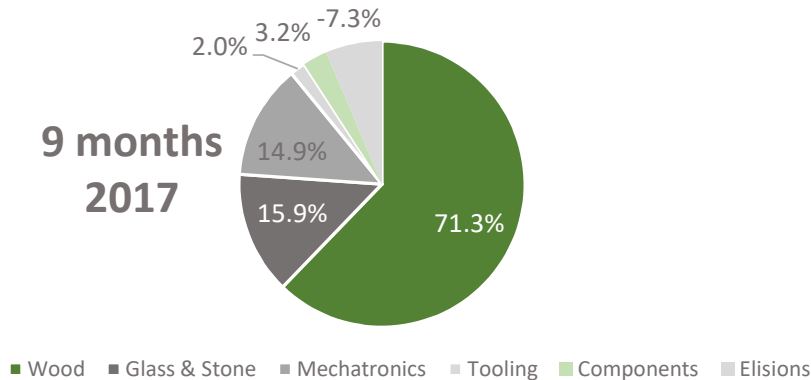
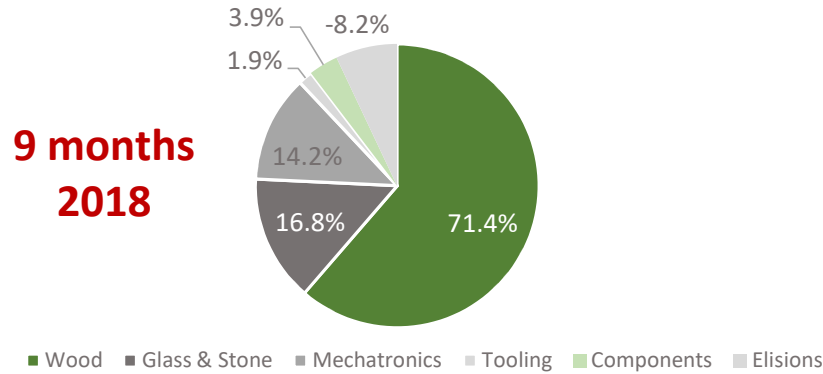
Biesse highlights IIIQ 2018 - 9 months

Orders & Sales breakdown

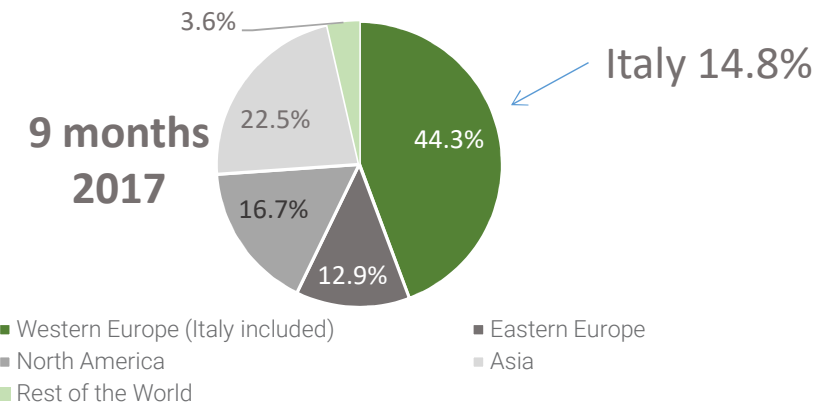
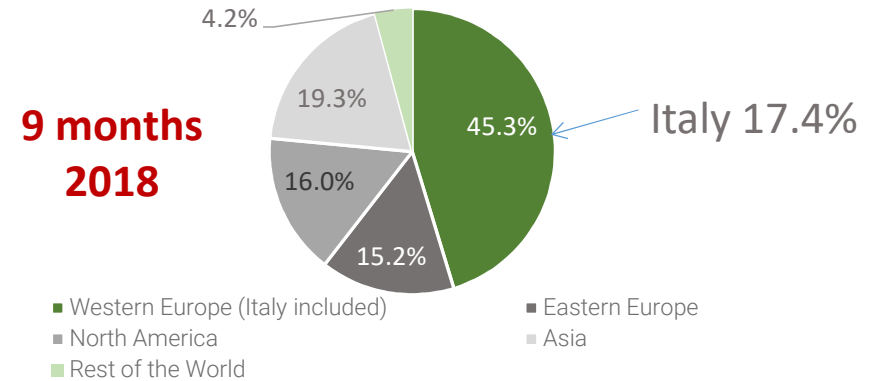
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Sales breakdown- September 2018

divisions



geo-areas



Biesse highlights IIIQ 2018 - 9 months

Group people distribution



People distribution

(without interim people)

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2016	FY 2016	FY 2017	Sept 2018
Production % of total people	965 41%	1.250 46%	1.265 45%	1.175 44%	1.201 42%	1.335 42%	1.482 41%	1.494 39%	1.649 39%
Service & After sale % of total people	568 24%	577 21%	574 21%	613 22%	628 22%	690 22%	803 22%	894 23%	969 23%
R&D % of total people	293 12%	316 12%	338 12%	321 12%	361 13%	383 13%	436 12%	479 12.5%	527 12.6%
Sales & Marketing % of total people	340 13%	361 13%	364 13%	351 13%	439 15%	495 15%	587 16%	641 17%	700 17%
G & A % of total people	202 9%	233 9%	242 9%	235 9%	252 9%	273 9%	310 8.5%	338 8.8%	351 8.0%
ITALY % of total people	1.660 70%	1.656 61%	1.646 59%	1.547 57%	1.605 56%	1.780 56%	2.009 56%	2.176 56%	2,461 59%
OUTSIDE ITALY % of total people	708 30%	1.081 39%	1.136 41%	1.148 43%	1.276 44%	1.396 44%	1.609 44%	1.670 44%	1,735 41%
TOTAL	2,368	2,737	2,782	2,695	2,881	3,176	3,618	3,846	4,196

People distribution

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	Sept 2017	Sept 2018	
ITALY % of total people	1660 70%	1656 61%	1646 53%	1547 57%	1605 56%	1780 56%	2009 56%	2176 56%	2146 56%	2461 59%	
OUTSIDE ITALY** % of total people	708 30%	1081 33%	1136 41%	1148 43%	1276 44%	1336 44%	1609 44%	1670 44%	1674 44%	1735 41%	
TOTAL	2368	2737	2782	2695	2881	3176	3618	3846	3820	4196	+9.8%

interim people at the end of Sept 2016: **232**

interim people at the end of Sept 2017: **184**

Interim people at the end of Sept 2018: **187**

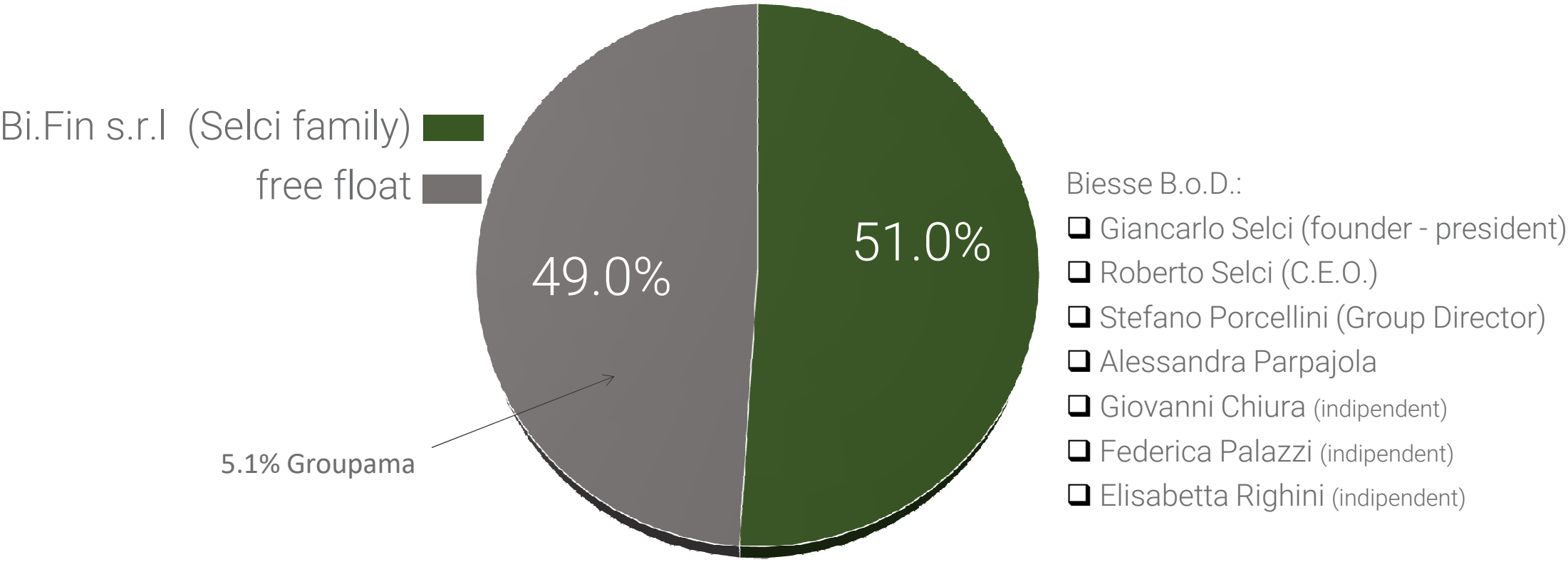
9 months 2018: 4,383

Shareholders

shareholders and B.o.D. structure

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Shareholders breakdown by ownership – Board of Directors



Source: Bloomberg

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