



Pesaro 12 May 2021

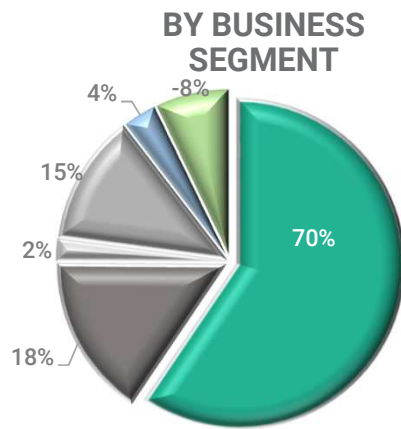
4 p.m.

phone conference call

Alberto Amurri - Group Investor Relator
www.biessegroup.com

SALES BREAKDOWN

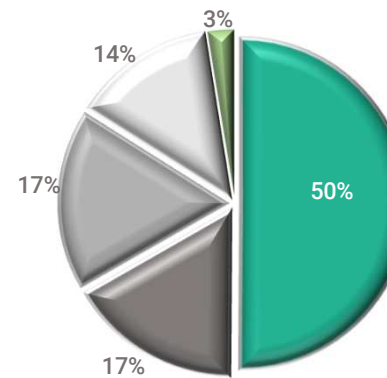
March 2021



- Wood
- Glass & Stone
- Tooling
- Mechatronics
- Components
- Elisions

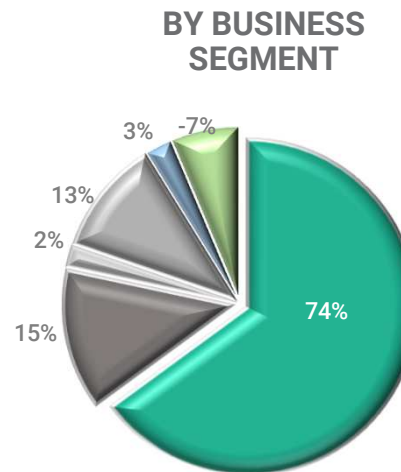
BY MAIN GEO-AREAS

Italy 16.1%



- Western Europe (Italy included)
- Eastern Europe
- North America
- Australasia
- Rest of the World

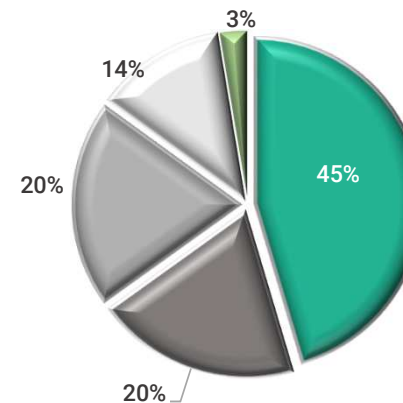
March 2020



- Wood
- Glass & Stone
- Tooling
- Mechatronics
- Components
- Elisions

BY MAIN GEO-AREAS

Italy 13.8%



- Western Europe (Italy included)
- Eastern Europe
- North America
- Australasia
- Rest of the World

IQ 2021 RESULTS

FIRST QUARTERS RESULTS

IQ 2021

Consolidated Net Revenues	161.4	
EBITDA	20.5	12.7% on sales
EBIT	11.3	7.0% on sales
Net Profit	6.8	4.2% on sales
Net Financial Position <small>(without IFRS16 impacts)</small>	82.1 (positive)	

IQ 2020

Consolidated Net Revenues	147.7	
EBITDA	12.4	8.4% on sales
EBIT	5.4	3.6% on sales
Net Profit	2.1	1.4% on sales
Net Financial Position <small>(without IFRS16 impacts)</small>	0.0	

IQ 2019

Consolidated Net Revenues	169.0	
EBITDA	18.9	11.2% on sales
EBIT	10.7	6.3% on sales
Net Profit	5.6	3.3% on sales
Net Financial Position <small>(without IFRS16 impacts)</small>	9.9 (positive)	

FIRST QUARTER RESULTS

 BIESSEGROUP



Turnover



EBITDA



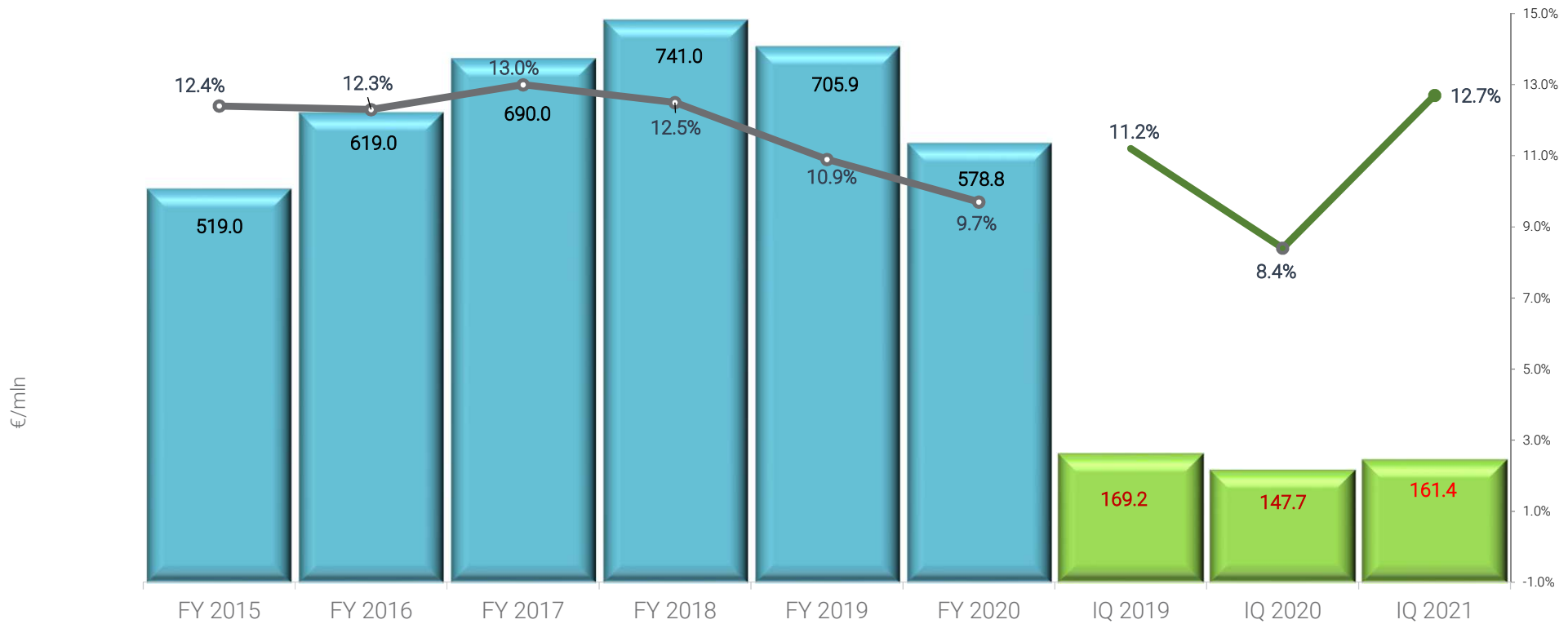
EBIT

■ IQ 2021	161.4	20.5	11.3
■ IQ 2020	147.7	12.4	5.4
■ IQ 2019	169.1	18.9	10.7
■ IQ 2018	162.3	19.8	13.9
■ IQ 2017	161.5	21.6	16.1

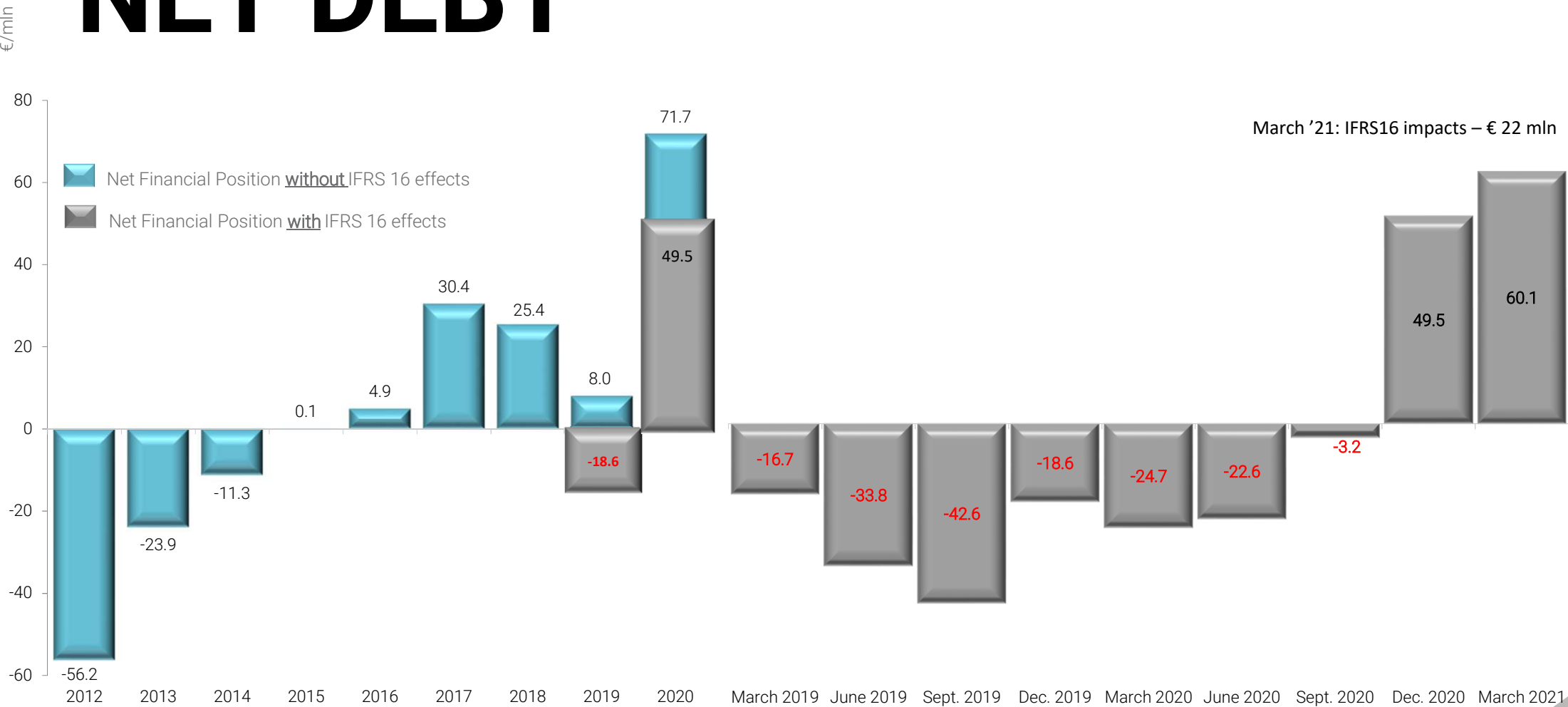
EXTRACT OF THE P&L

€/min	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020	IQ 2019	IQ 2020	IQ 2021
Net sales year -1	519 +21.5%	619 +19.1%	690 +11.6%	741 +7.4%	705.9 -4.8%	578.8 -18.0%	169.0	147.7	161.4 +9.3%
Labour & Overhead	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%	88.8 52.5%	77.4 52.4%	81.0 50.2%
EBITDA %	64 12.4%	76 12.3%	89 13.0%	93 12.5%	76.7 10.9%	56.0 9.7%	18.9 11.2%	12.4 8.4%	20.5 12.7%
EBIT %	44 8.4%	55 8.9%	67 9.7%	68 9.1%	39.6 5.6%	14.8 2.6%	10.7 6.3%	5.4 3.6%	11.3 7.0%

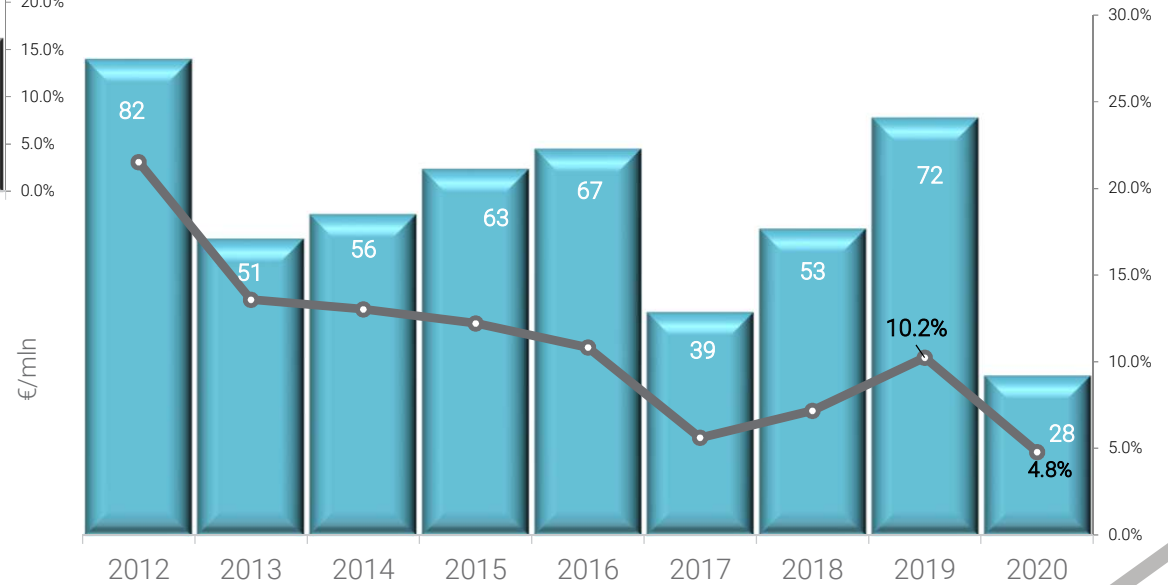
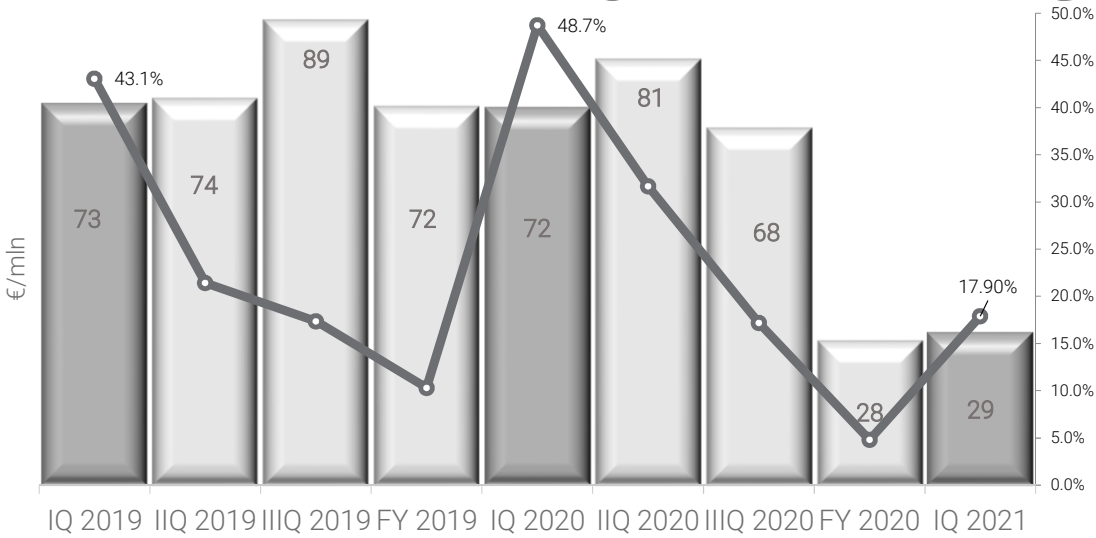
SALES & EBITDA MARGIN



NET DEBT



OPERATIVE NET WORKING CAPITAL

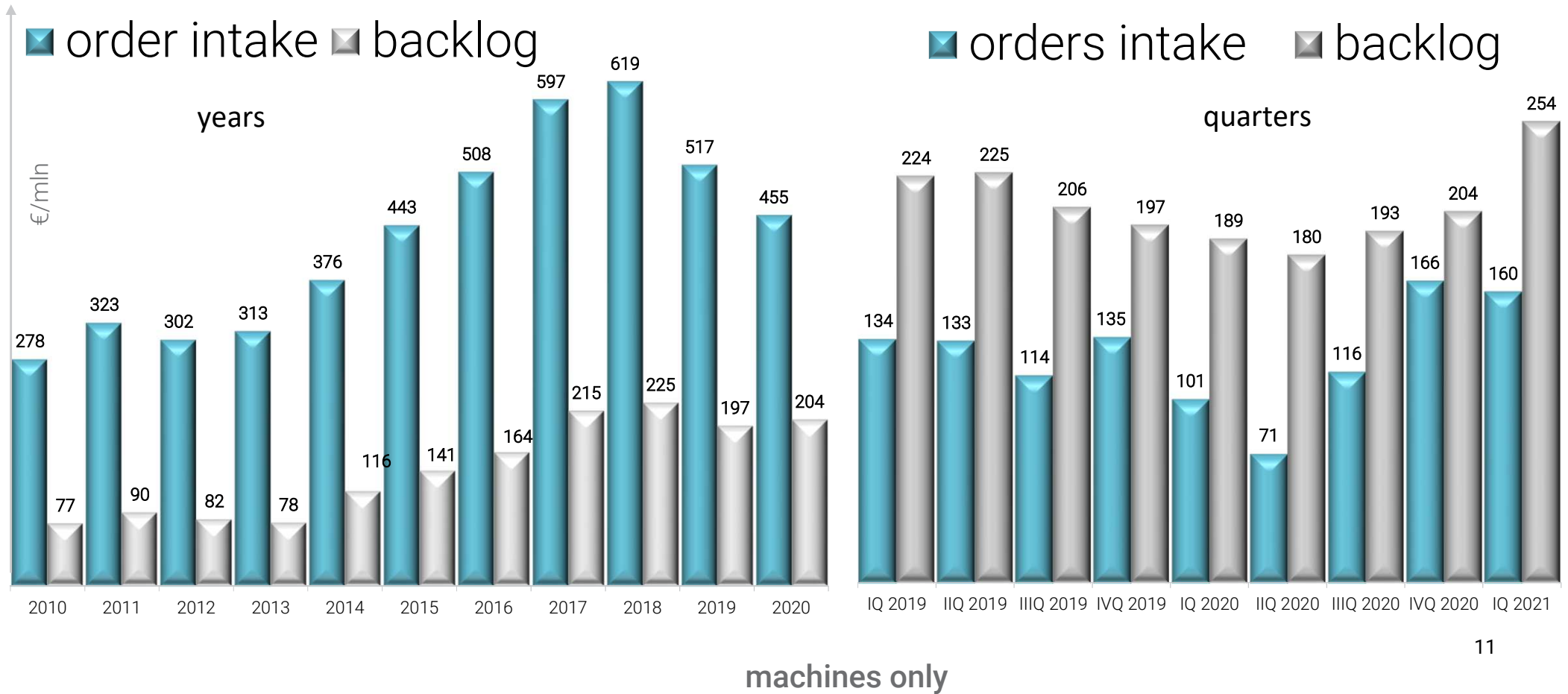


ORDERS INTAKE BACKLOG

GROUP ORDERS INTAKE & BACKLOG

BIESSEGROUP

IQ 2021 Group orders Intake +57.2% vs Mar 20
 (+19.2% vs Mar 2019)
 IQ 2021 Group orders backlog +18.6% vs Dec 20
 +34.0% vs Mar 2020
 (+13.4% vs Mar 2019)



STAFF DISTRIBUTION

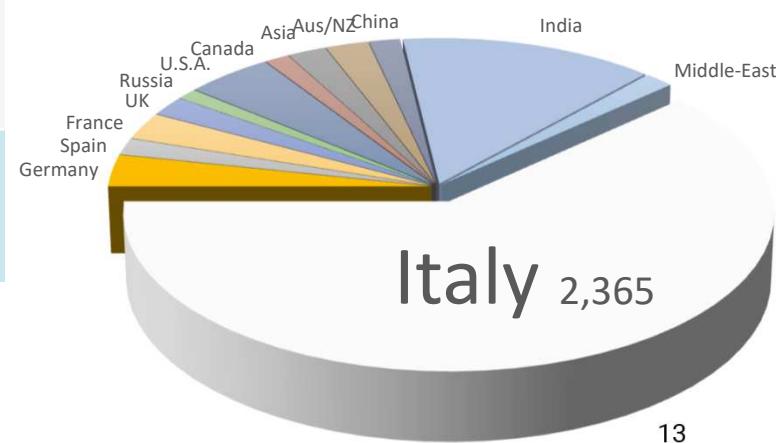
EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	IQ 2021
ITALY % of total people	1,646 59%	1,547 57%	1,605 56%	1,780 56%	2,009 70%	2,176 57%	2,483 59%	2,418 62%	2,383 63%	2,365 62%
OUTSIDE ITALY % of total people	1,136 41%	1,148 43%	1,276 44%	1,396 44%	1,609 44%	1,670 43%	1,744 41%	1,509 38%	1,380 36%	1,471 38%
TOTAL	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3763	3,835

interim people at the end of March 2021: 331

total 4,166

	FY2020	IQ 2021	%
Production	1,324	1,408	6.34%
Service & After Sales	962	973	1.14%
R&D	478	470	-1.67%
Sales & Marketing	637	651	2.20%
G&A	362	333	-8.01%
ITALY	2,383	2,365	-0.76%
OUTSIDE ITALY	1,380	1,470	6.52%
TOTAL	3,763	3,835	1.91%



EMPLOYEES DISTRIBUTION

 **BIESSE GROUP**

(without interim people)

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	IQ 2021
Production % of total people	1,264 45%	1,175 44%	1,201 42%	1,335 42%	1,482 41%	1,494 39%	1,621 38%	1,386 35%	1,324 35%	1,408 37%
Service & After sale % of total people	574 21%	613 22%	628 22%	690 22%	803 22%	894 23%	1,001 24%	992 25%	962 26%	973 25%
R&D % of total people	338 12%	321 12%	361 13%	383 13%	436 12%	479 12,5%	501 12%	482 12%	478 13%	470 12%
Sales & Marketing % of total people	364 13%	351 13%	439 15%	495 15%	587 16%	641 17%	715 17%	685 17%	637 17%	651 17%
G&A % of total people	242 9%	235 9%	252 9%	273 9%	310 8,5%	338 8,8%	389 9%	382 10%	362 10%	333 9%
ITALY % of total people	1,646 59%	1,547 57%	1,605 56%	1,780 56%	2,009 56%	2,176 56%	2,483 59%	2,418 62%	2,383 63%	2,365 62%
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TOTAL	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763	3,835

SHAREHOLDERS

(breakdown)

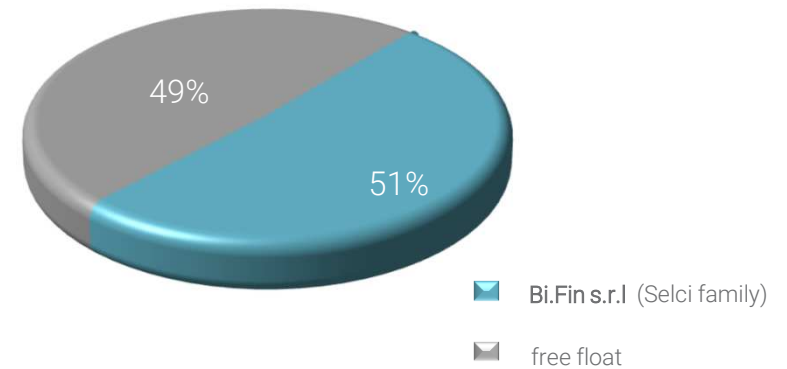
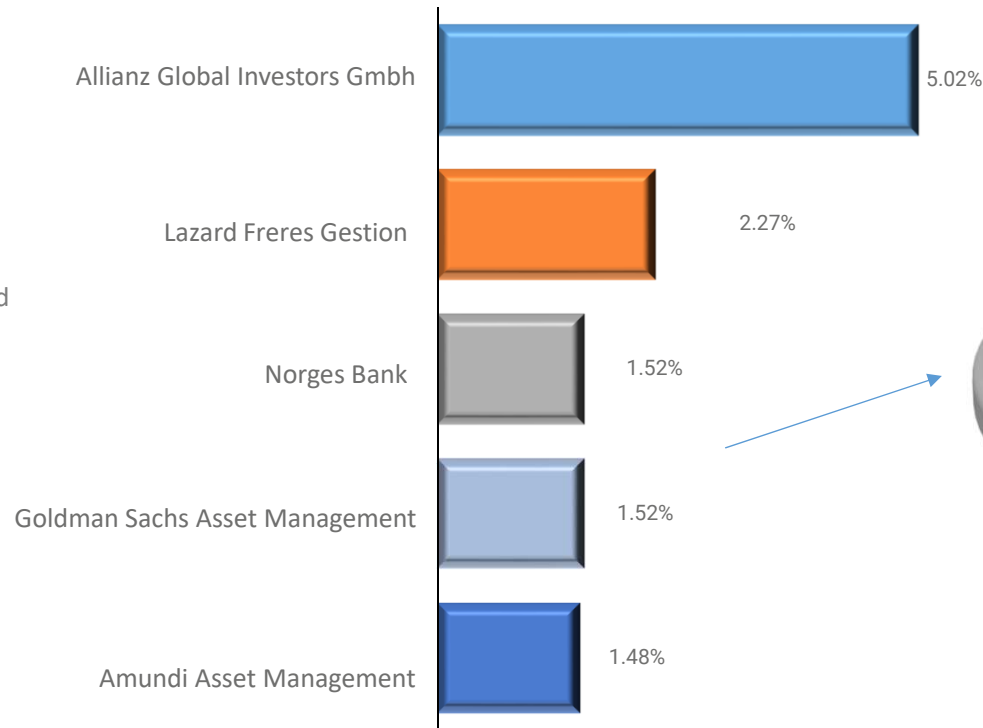
Board of Directors

SHAREHOLDERS BREAKDOWN BY OWNERSHIP & B.O.D.

Biesse B.o.D.:

- Giancarlo Selci (Founder - President)
- Roberto Selci (C.E.O.)
- Massimo Potenza (co C.E.O.)
- Alessandra Baronciani
- Rossella Schiavini
- Federica Ricceri
- Ferruccio Borsani

> 88% is very fragmented



Press Release

PRESS RELEASE - EXTRACT



On the sidelines of today's meeting the Group C.E.O. Roberto Selci commented:

The results approved today, within a framework of persistent instability and uncertainty due to the continuation of the negative effects of the pandemic, are undoubtedly promising for the rest of the year and testify to the soundness of the choices made. We are pleased to note the increase in volumes, the improvement in margins in both absolute as well as percentage of revenues terms - and, above all, the cash generation. Net profit has actually more than tripled with respect to 12 months ago.

The virtuous evolution of the order intake and backlog is an important confirmation of the positive momentum the Biesse Group is experiencing. We even expressly evaluated the current first quarter against the comparable 2019 period, precisely to eliminate the impacts of what has occurred during the past 12 months and compare ourselves with a pre-pandemic period.

We recently communicated the strengthening of our international structure, which demonstrates that our development plans have not been slowed down in any way. Our innate propensity for export leads us to follow all the international dynamics and every growth opportunity worldwide very carefully, which we will not fail to seize if there are the conditions and premises consistent with our development plan."



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