



# **BIESSE** phone conference call

(Pesaro, 14 March)

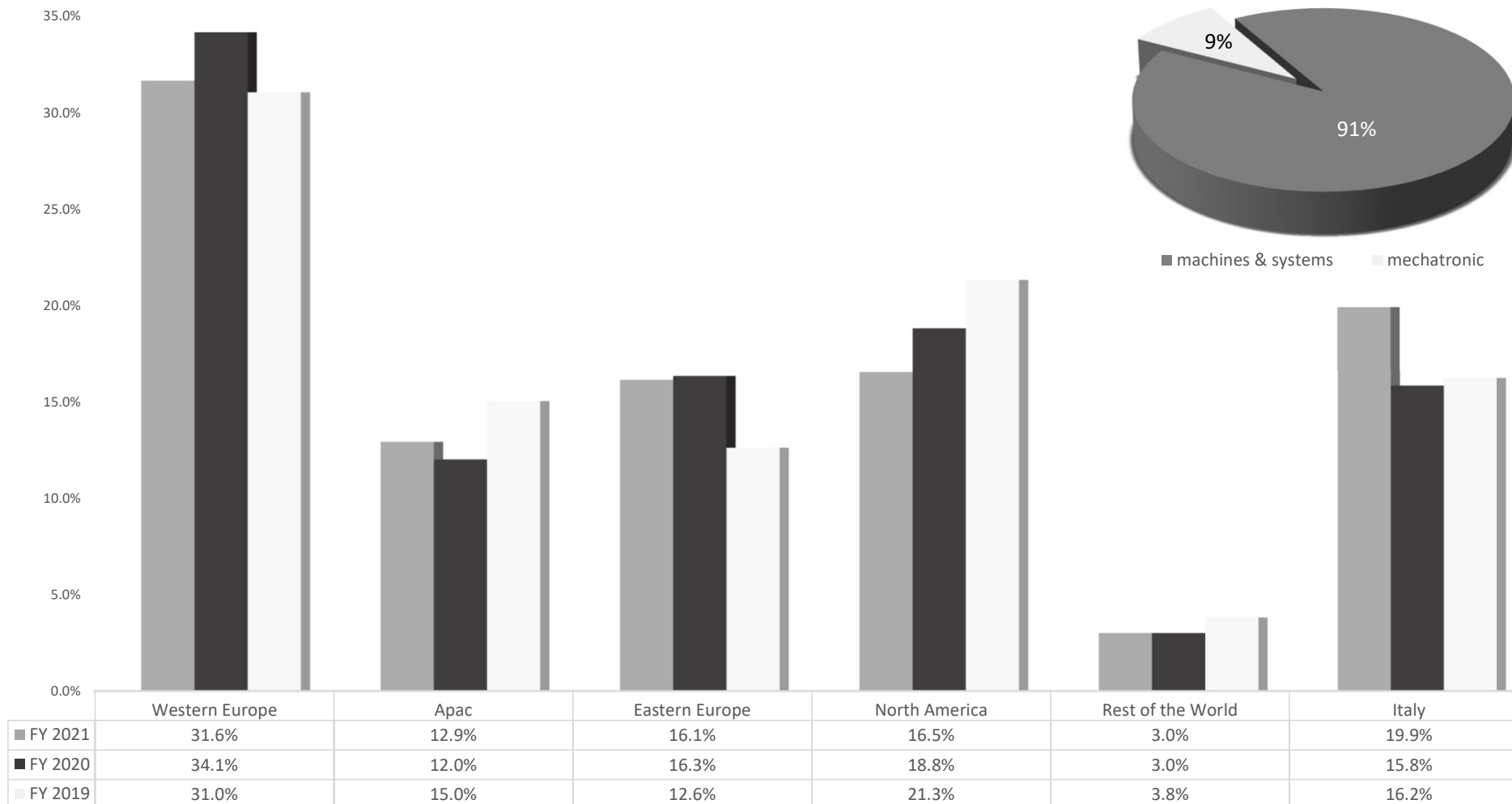
4.30 p.m.

# FY 2021 (draft)

# EXTRACT OF THE P&L

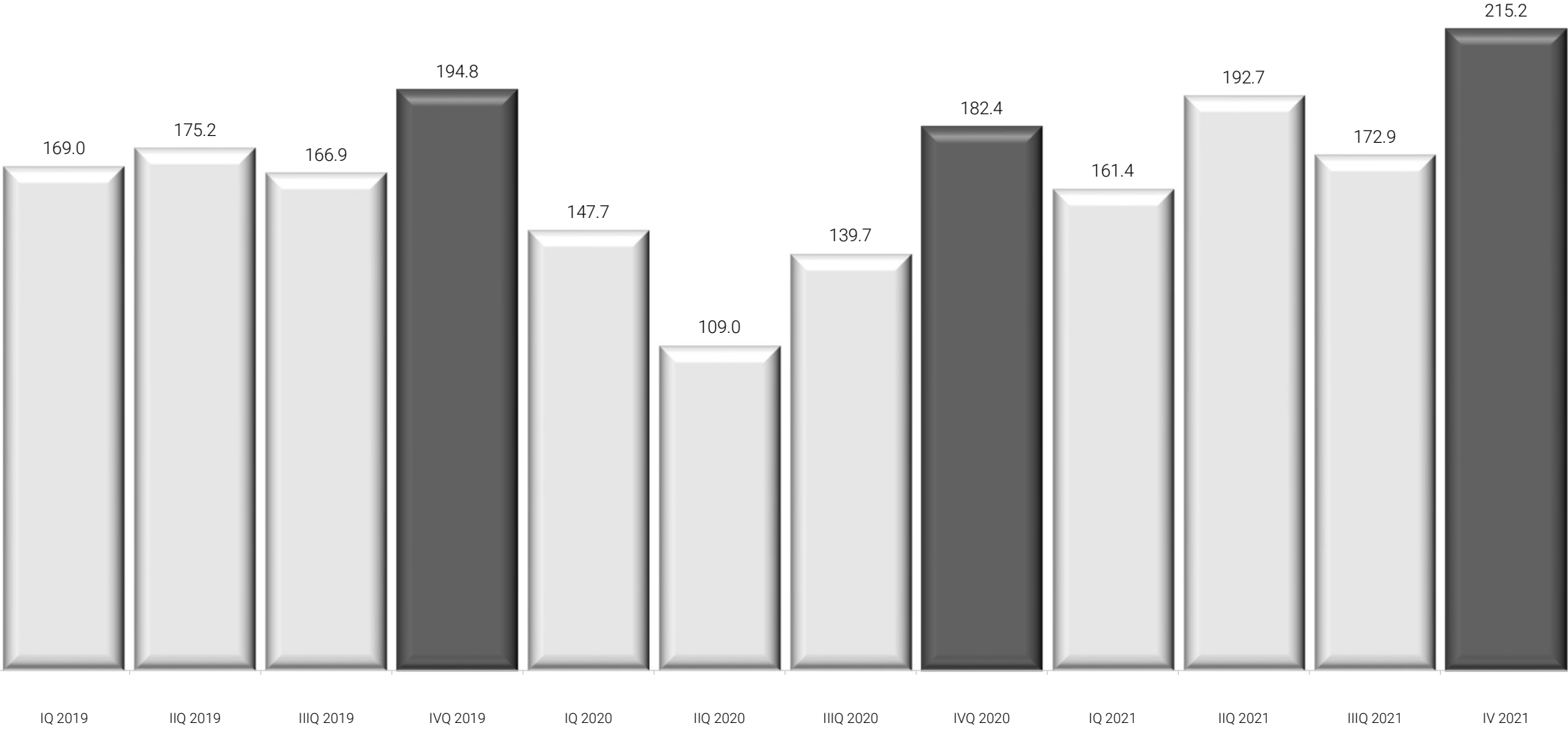
€/min	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020	FY 2021
Net sales year -1	519.1 +21.5%	618.5 +19.1%	690.1 +11.6%	740.2 +7.3%	705.9 -4.8%	578.8 -18.0%	742.2 +28.2%
Labour & Overhead %	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%	357.4 48.1%
<b>EBITDA</b> %	<b>64.1</b> <b>12.4%</b>	<b>75.8</b> <b>12.3%</b>	<b>89.4</b> <b>13.0%</b>	<b>92.7</b> <b>12.5%</b>	<b>76.7</b> <b>10.9%</b>	<b>56.0</b> <b>9.7%</b>	<b>79.7</b> <b>10.7%</b>
<b>NET RESULT (PROFIT)</b> %	<b>21.1</b> <b>4.1%</b>	<b>29.5</b> <b>4.8%</b>	<b>42.7</b> <b>6.2%</b>	<b>43.8</b> <b>5.9%</b>	<b>13.0</b> <b>1.8%</b>	<b>2.5</b> <b>0.4%</b>	<b>34.2</b> <b>4.6%</b>

# SALES BREAKDOWN



# SALES BY QUARTERS

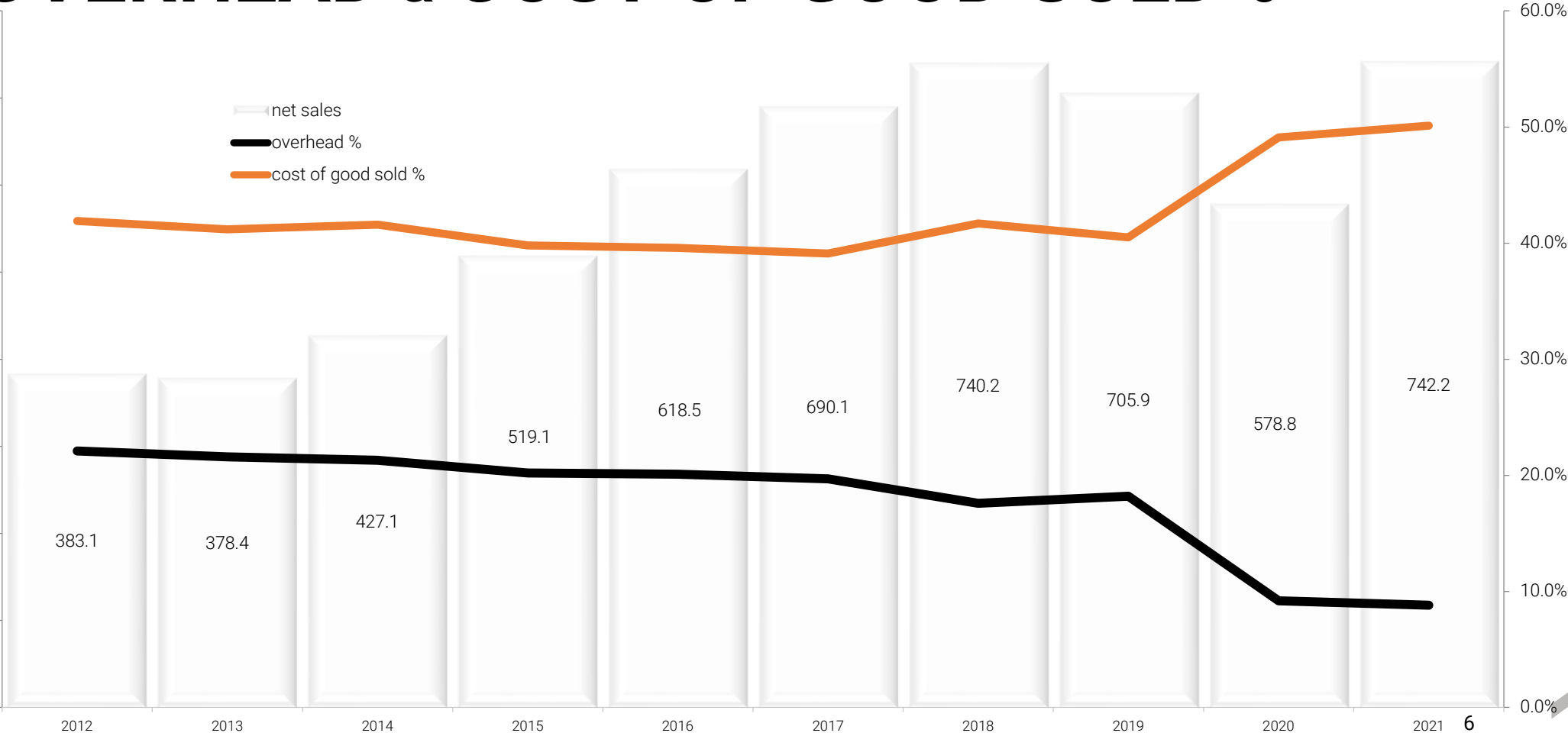
€/mln



# SALES BY YEAR

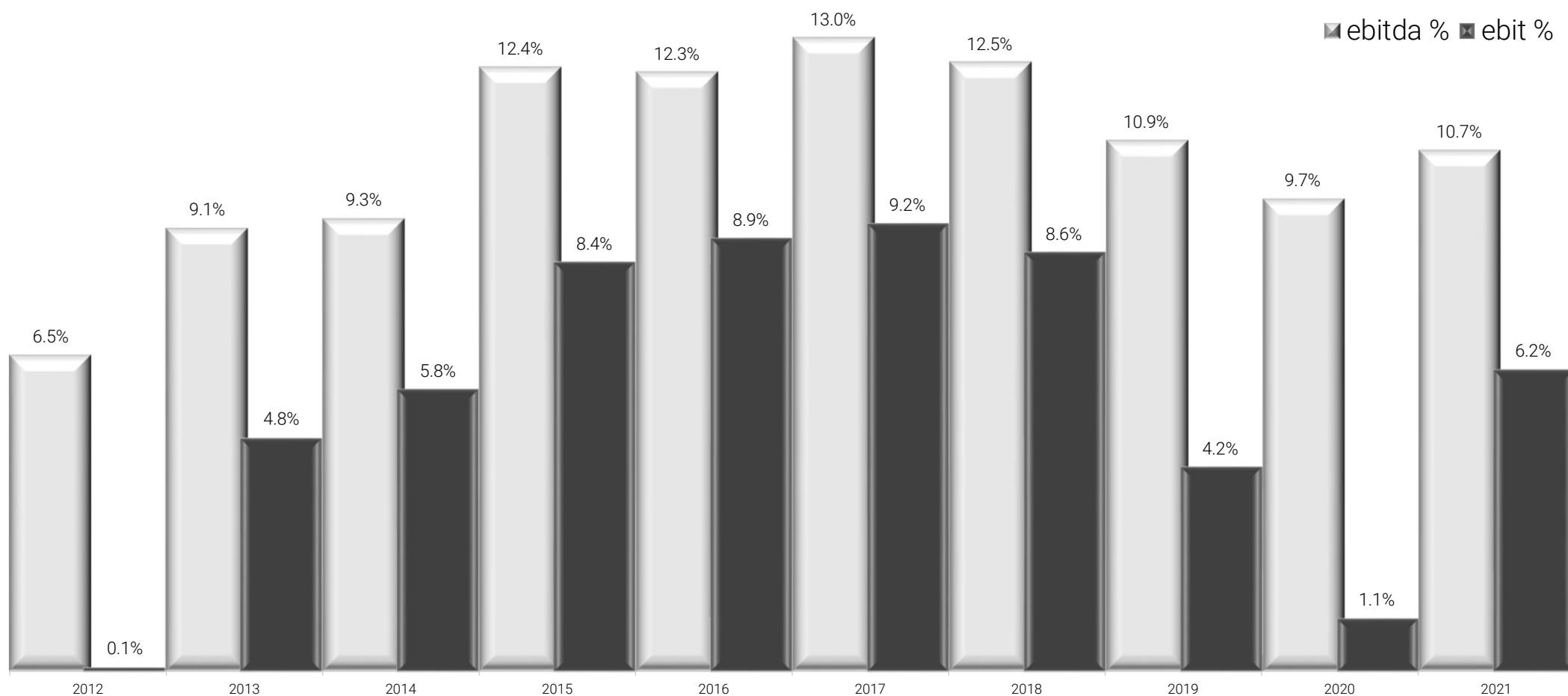
# OVERHEAD & COST OF GOOD SOLD%

€/mln



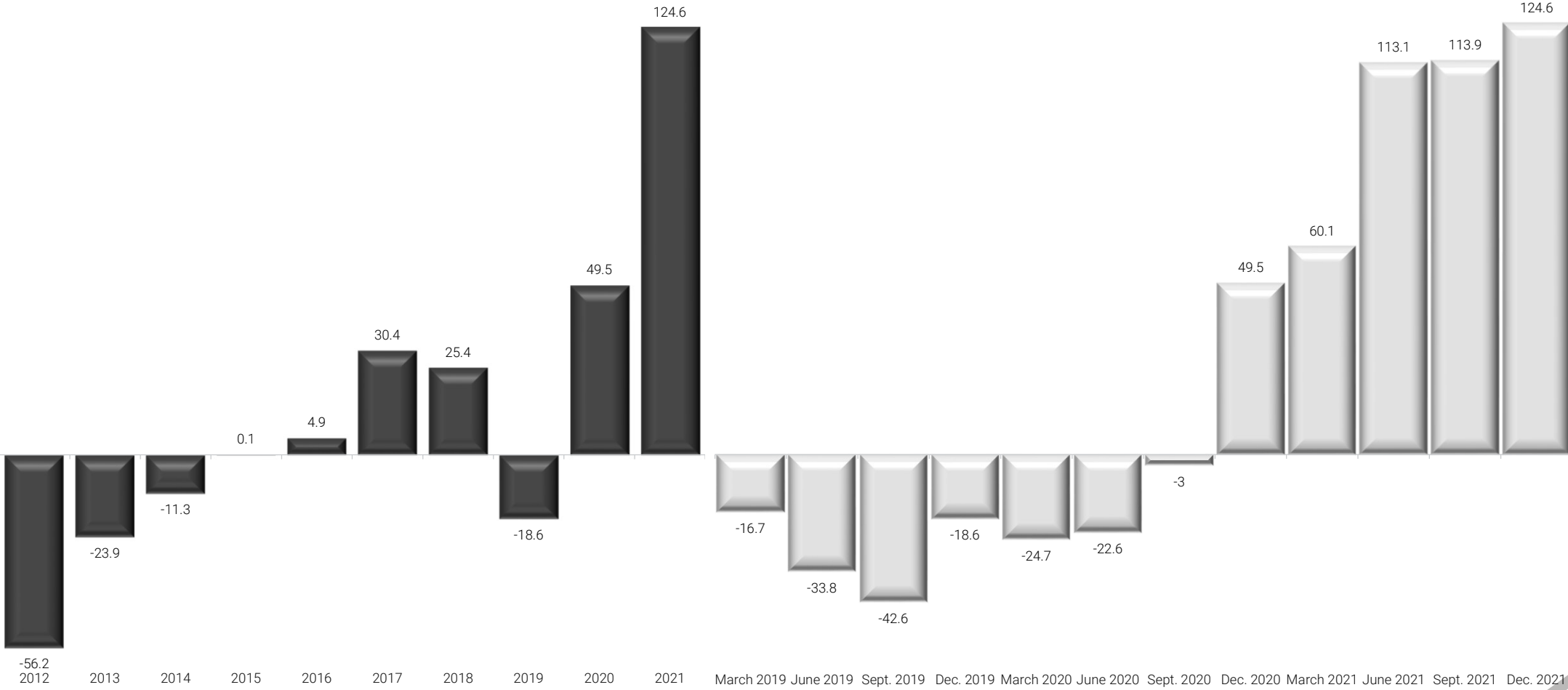
# EBITDA% & EBIT%

€/mln



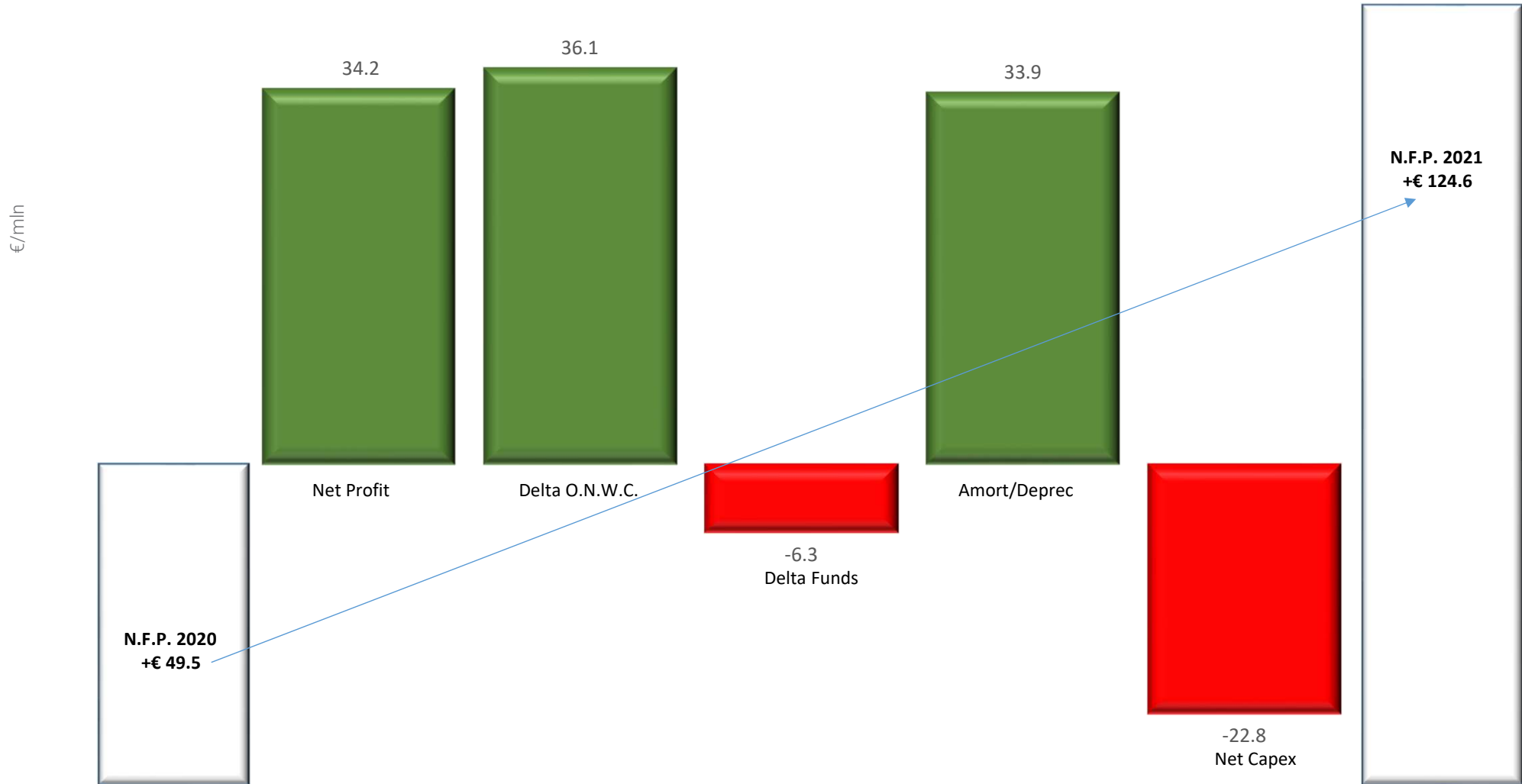
# NET FINANCIAL POSITION

€/mln

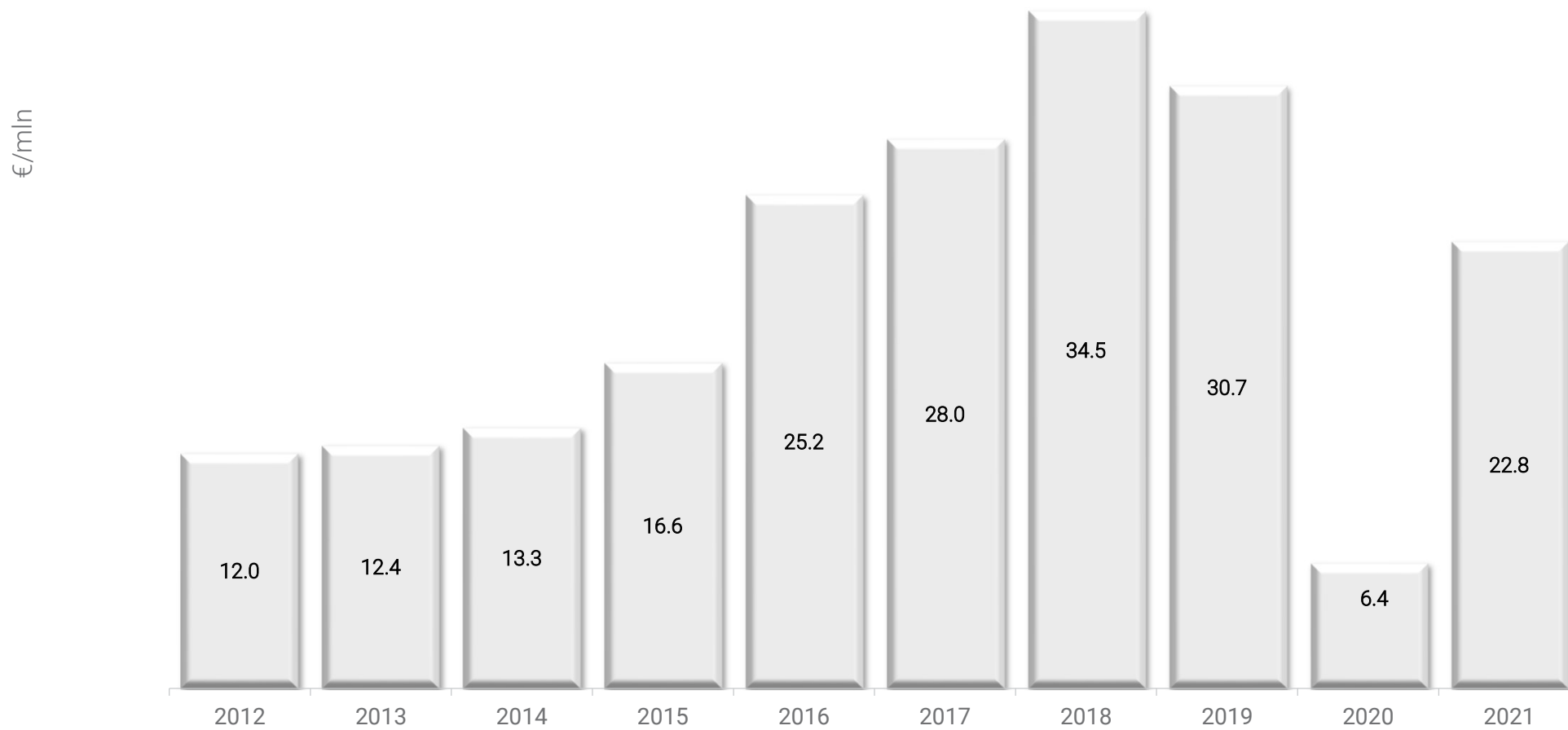




# CASHFLOW BRIDGE - DELTA N.F.P.

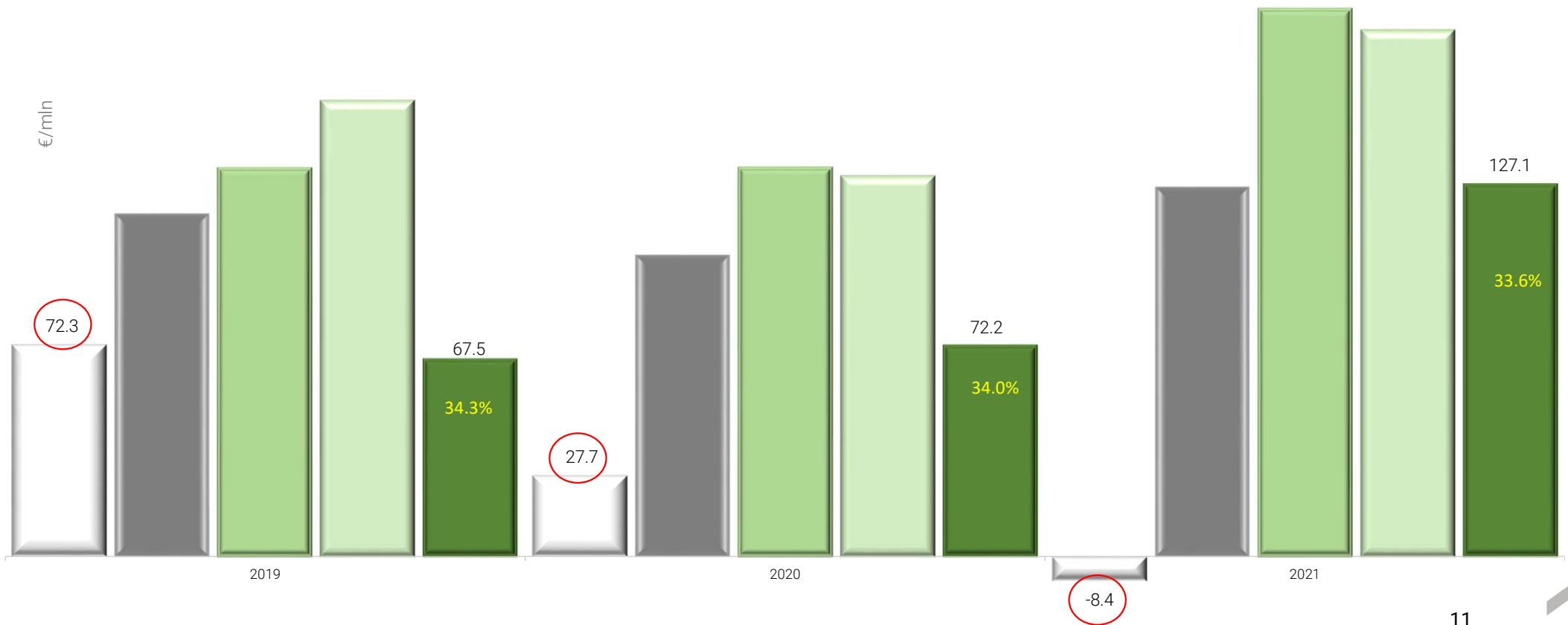


(NET CASH ABSORPTION FOR) **CAPEX**



# OPERATING N.W.C.

■ O.N.W.C.   
 ■ receivables   
 ■ payables   
 ■ inventory   
 ■ liabilities



# ORDER INTAKE & BACKLOG

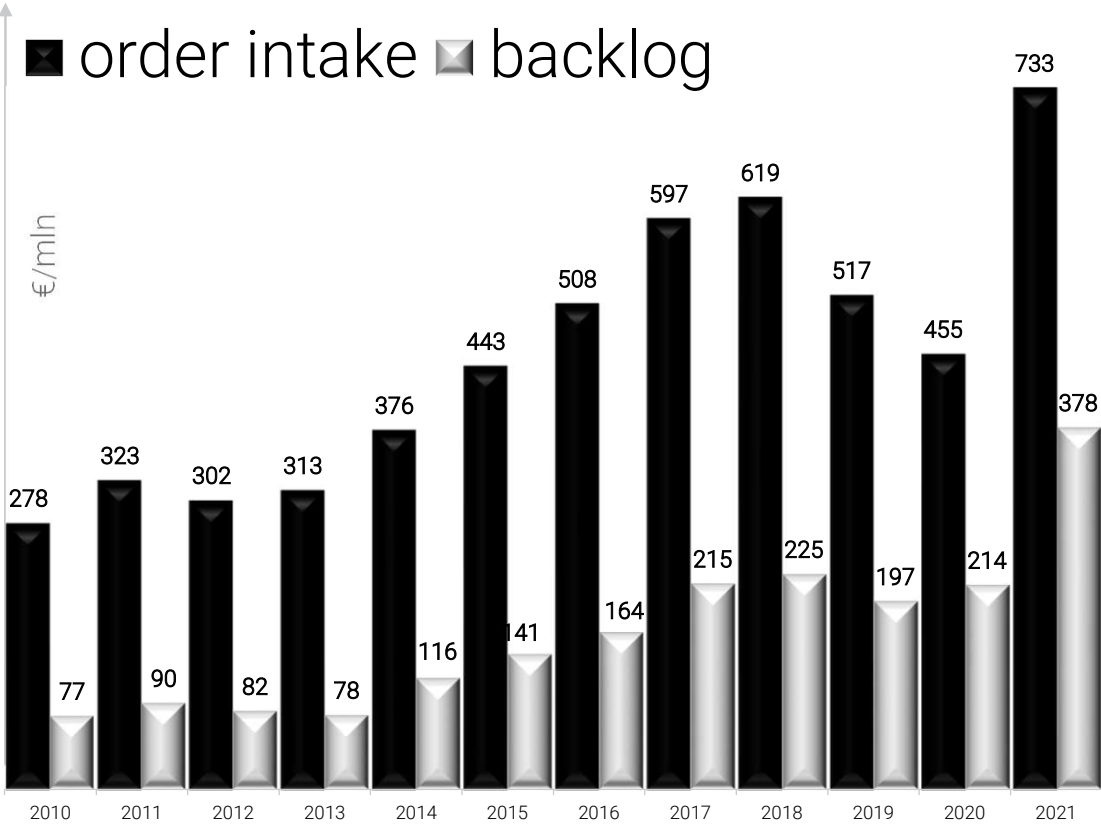
# GROUP ORDER INTAKE & BACKLOG



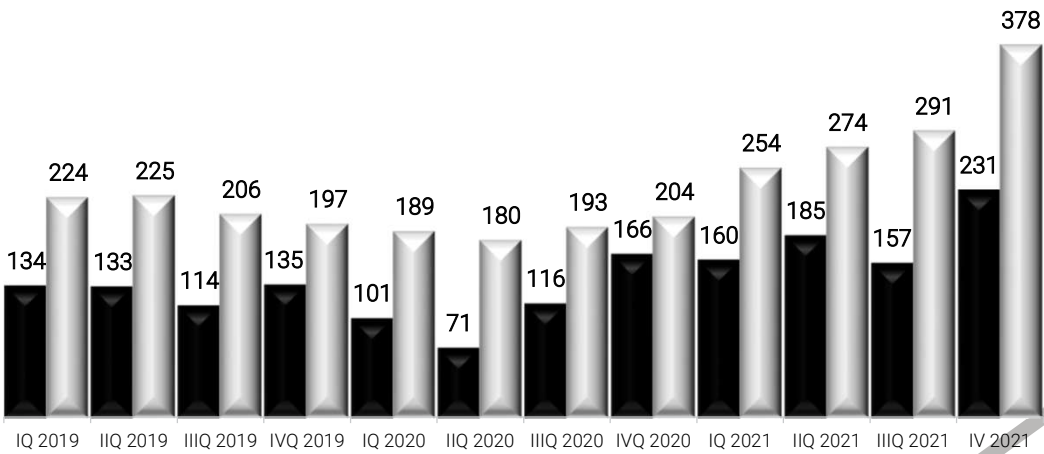
the 2021 Group order intake is:

- + 61.1% vs 2020
  - + 41.9% vs 2019
- the 2021 Group backlog is:
- + 78.3% vs December 2020
  - + 92.4% vs December 2019

■ order intake ■ backlog





■ order intake ■ backlog



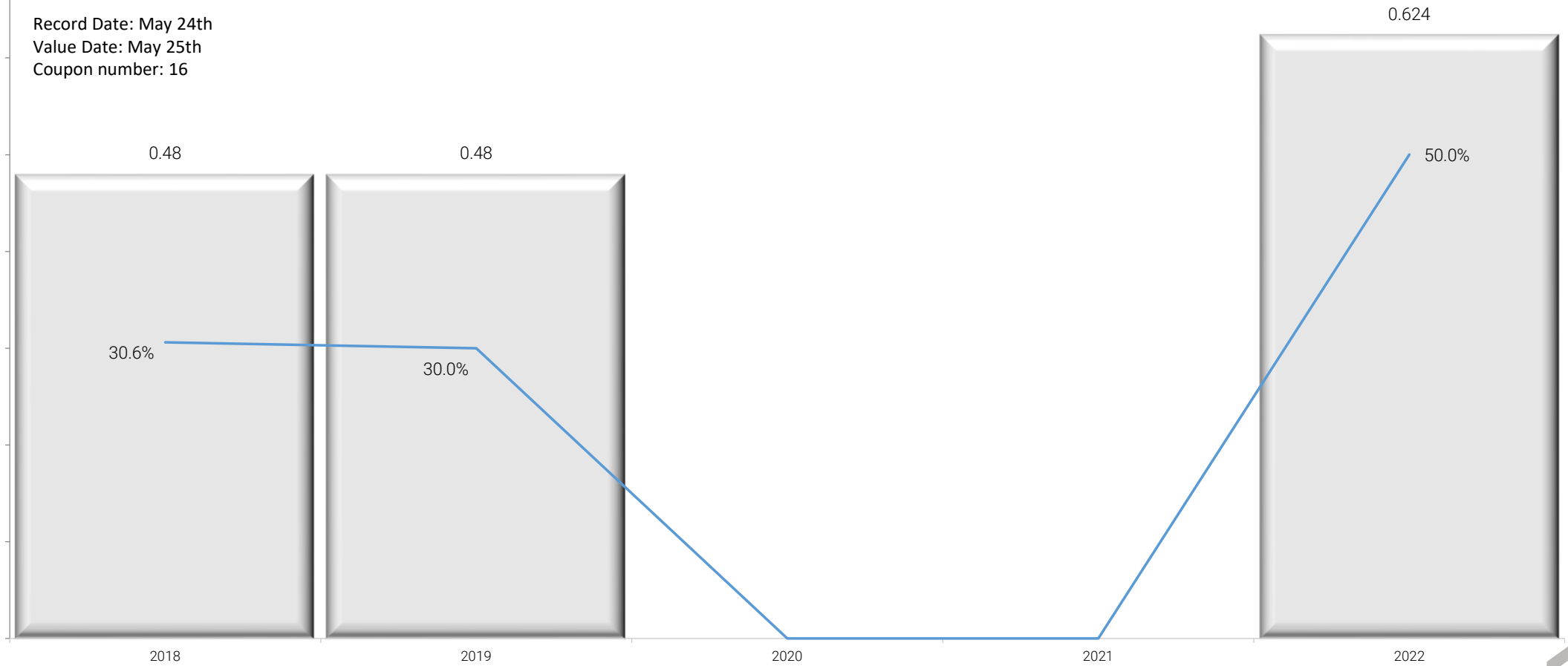
machines only

# DIVIDENDS

# DIVIDENDS

 DIVIDEND cash-out  
 DIVIDEND ratio

Record Date: May 24th  
Value Date: May 25th  
Coupon number: 16



# BUYBACK PROGRAM



# BUYBACK PROGRAM - PROPOSAL

The today's Board of Directors proposed to the Biesse Shareholders' General Meeting (April 27th) a plan to buy and dispose its own shares.

- Duration: 18 months (from the Biesse Shareholders' Meeting approval)**
- Amount: max 10% of the Biesse equity (nr. 2,740,259 shares), but in anycase not exceeding 15 mln of euro disbursement**

the authorisation to purchase and dispose of treasury shares has the following purposes:

- ✓ to service any stock option incentive schemes that may be approved by the Company in the future;
- ✓ set up a share warehouse to transfer, dispose of and/or use treasury shares, in line with the strategic guidelines that the Company intends to pursue, as part of extraordinary transactions, including, by way of example but not limited to, swaps, exchanges, contributions or to service capital transactions or other corporate and/or financial transactions and/or other transactions of an extraordinary nature such as, by way of example but not limited to, acquisitions, mergers, spin-offs, convertible bond issues, bonds, warrants, etc.;
- ✓ medium- and long-term investments or, in any case, those made to take advantage of realisation opportunities that may arise from market trends.

# STAFF

# DISTRIBUTION

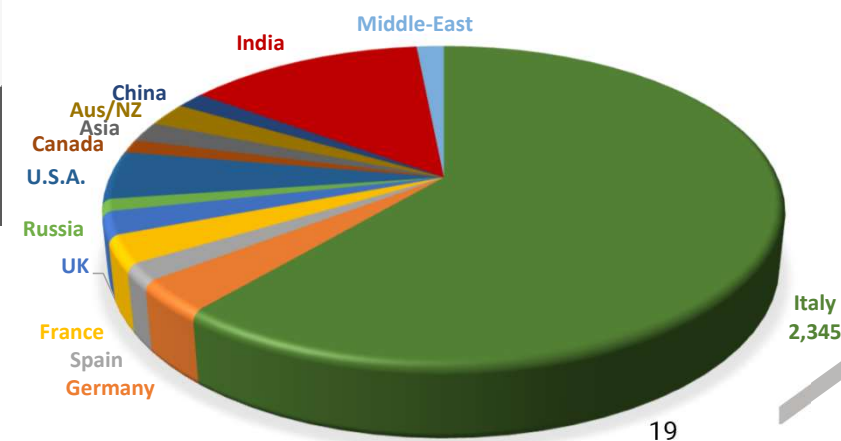
# EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
<b>ITALY</b> % 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%	2,345 61%
<b>OUTSIDE ITALY</b> % 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%	1,483 39%
<b>TOTAL</b>	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763	3,828

interim people at the end of December 2021: nr.480

total nr.4,308

	FY2020	FY 2021	%
Production	1,324	1.393	5.21%
Service & After Sales	962	992	3.12%
R&D	478	451	-5.65%
Sales & Marketing	637	655	2.83%
G&A	362	337	-6.91%
<b>ITALY</b>	<b>2,383</b>	<b>2.345</b>	<b>-1.59%</b>
<b>OUTSIDE ITALY</b>	<b>1,380</b>	<b>1.483</b>	<b>7.46%</b>
<b>TOTAL</b>	<b>3,763</b>	<b>3.828</b>	<b>1.73%</b>



# EMPLOYEES DISTRIBUTION

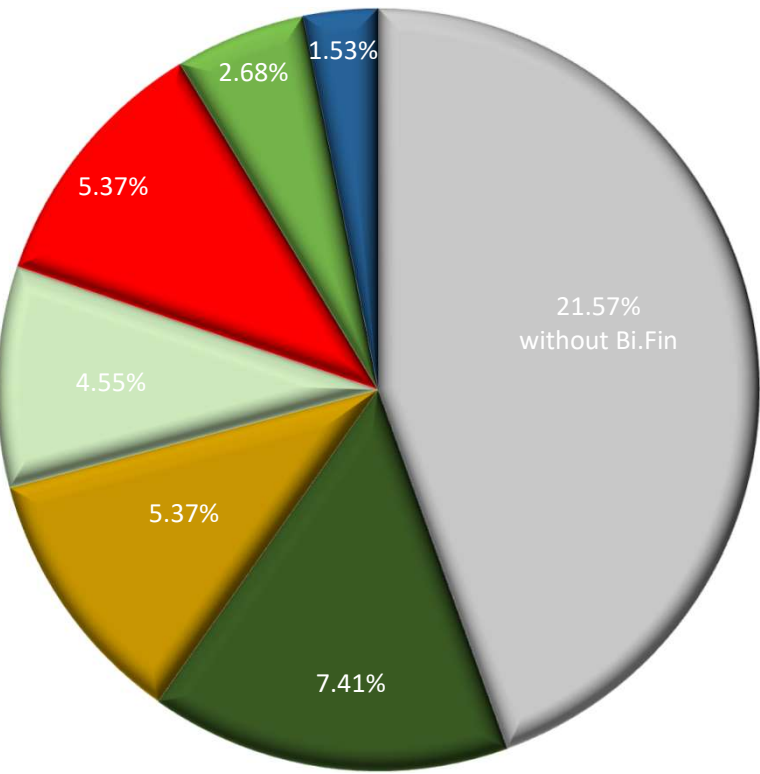
(without interim people)



	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
<b>Production</b> % 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%	1,393 36%
<b>Service &amp; After sale</b> % of total people	574 21%	613 22%	628 22%	690 22%	803 22%	894 23%	1,001 24%	992 25%	962 26%	992 26%
<b>R&amp;D</b> % of total people	338 12%	321 12%	361 13%	383 13%	436 12%	479 12,5%	501 12%	482 12%	478 13%	451 12%
<b>Sales &amp; Marketing</b> % of total people	364 13%	351 13%	439 15%	495 15%	587 16%	641 17%	715 17%	685 17%	637 17%	655 17%
<b>G&amp;A</b> % of total people	242 9%	235 9%	252 9%	273 9%	310 8,5%	338 8,8%	389 9%	382 10%	362 10%	337 9%
<b>ITALY</b> % 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%	2,345 61%
<b>OUTSIDE ITALY</b> % of total people	1,136 41%	1,148 43%	1,276 44%	1,396 44%	1,609 44%	1,670 44%	1,744 41%	1,509 38%	1,380 37%	1,483 39%
<b>TOTAL</b>	<b>2,782</b>	<b>2,695</b>	<b>2,881</b>	<b>3,176</b>	<b>3,618</b>	<b>3,846</b>	<b>4,227</b>	<b>3,927</b>	<b>3,763</b>	<b>3,828</b>

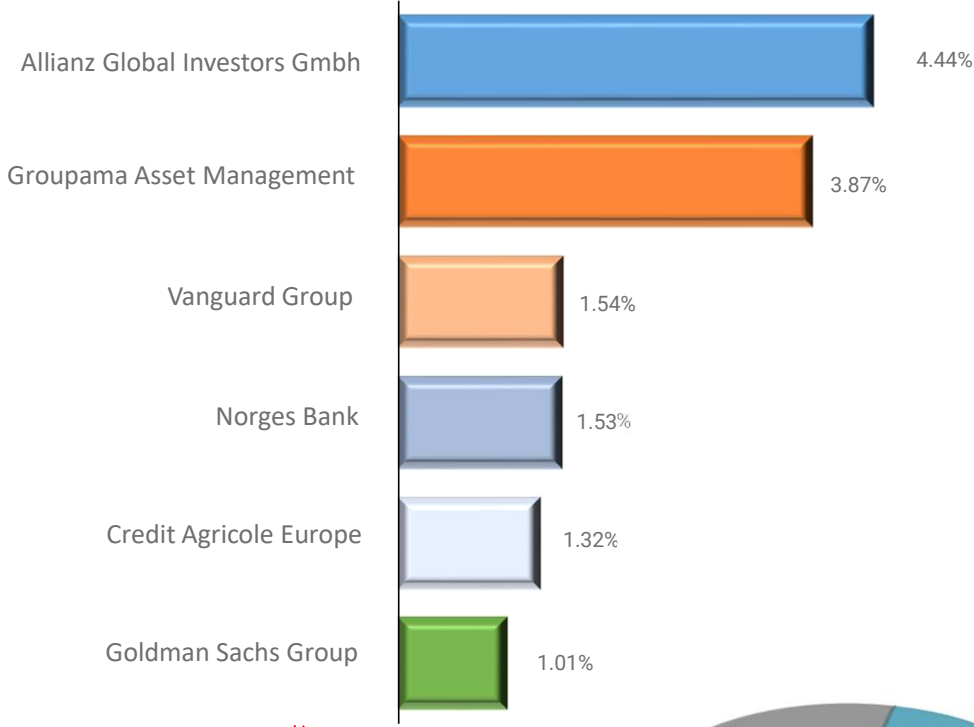
# MAIN SHAREHOLDERS BREAKDOWN

BY GEOGRAPHY



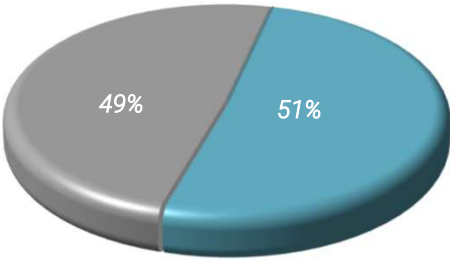
- Italy
- France
- Germany
- U.S.A.
- Lux
- Belgium
- Norway

source: Bloomberg/Reuters



*the top 6 shareholders not retail*

- Bi.Fin s.r.l (Selci family)
- free float



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