Technologies for shaping everyday life

Italian Small Caps Investor Day

London STAR Conference – 7-8 October 2009

BIESSE

WOOD DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

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Global leader in the market

WOOD DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

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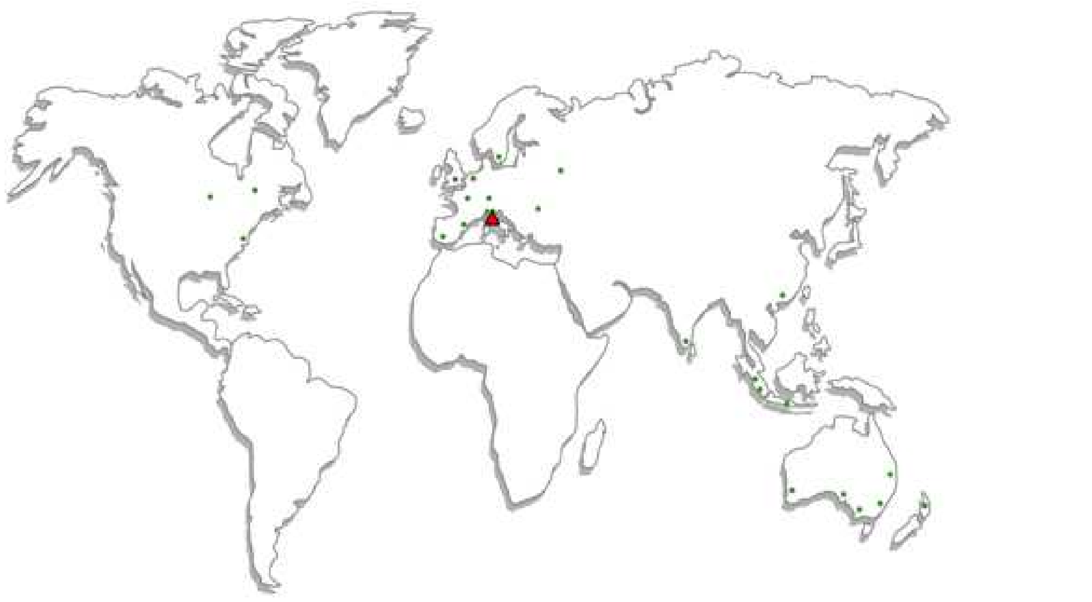
- **1st** world's manufacturer of computer numerically controlled (CNC) centres for wood and glass working
- **2nd** Italian producer of automated woodworking machinery
- **2nd** worldwide provider of turn-key systems for major companies
- **3rd** manufacturer of woodworking machinery worldwide.

Biesse world-wide presence enables…

- to cover all major markets
- to provide extensive customer service & support (24h on site)
- to closely monitor market trends and competitors strategy



30 subsidiaries and sales offices

300 distributors and agents

in 100 nations worldwide

our international structure

Italy
Milano-Treviso-Bergamo

U.S.A.
Charlotte. NC
Ft. Lauderdale FL

Asia
Singapore

Canada
Montreal
Toronto

China
Shanghai

Germany
Elchingen
Loehne
Gingen

France
Lyon

Spain
Barcelona

Portugal
Syntra

Dubai U.A.E.

India
Bangalore

Indonesia
Jakarta

Malaysia
Kuala Lumpur

Australia
Sidney
Brisbane
Adelaide
Melbourne
Perth

New Zealand
Auckland

Russia
Moscow

Sweden
Jonkoping

Ukraine
Kiev

U.K.
Daventry

Suisse

Some of our major clients

WOOD DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

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… with an extremely wide customer base

The Biesse Group structure

WOOD DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

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WOOD DIVISION	GLASS & STONE DIVISION	MECHATRONIC DIVISION
BIESSE WOOD DIVISION	INTERMAC GLASS & STONE DIVISION	HSD MECHATRONIC DIVISION
BIESSE	INTERMAC	MC
BIESSEEDGE	BUSETTI	
BIESSESAND	diamut	
BIESSEARTECH		
COMIL		
RBO		
SELCO		
Bre.Ma.		
DIGIPACSISTEMI		
BIESSE SYSTEMS		

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GLASS & STONE DIVISION

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reference markets:

sizes & shares

Primary and Secondary woodworking phases: market size

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GLASS & STONE DIVISION

MECHATRONIC DIVISION

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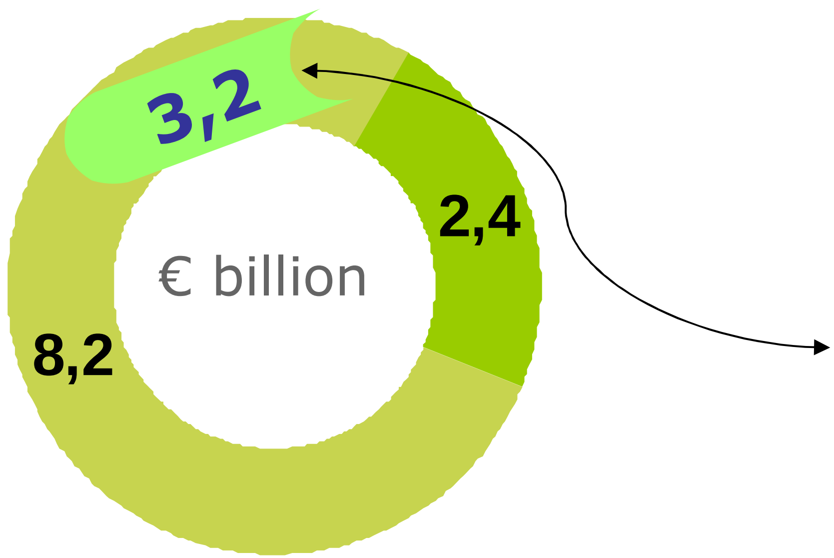


- 8.2 € billion is the secondary woodworking phase
- **3.2 € billion is the part of the secondary woodworking phase <u>where Biesse is insisting</u>**
- 2.4 € billion is the primary woodworking phase estimation

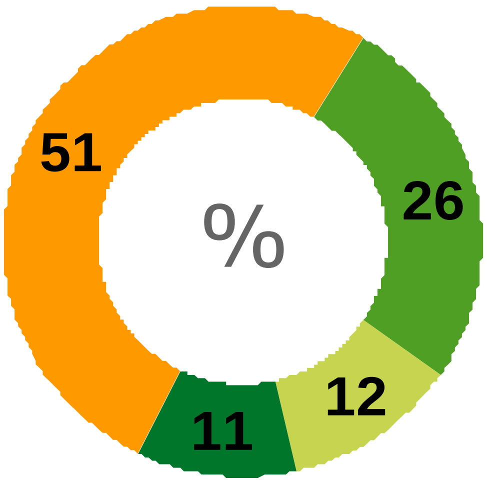
Primary phase

Secondary phase

Value of Biesse reference market

(**2008** company evaluation)

BIESSE market share: wood (panel & solid)



Rest of the Market
HOMAG
SCM * same product segment
BIESSE

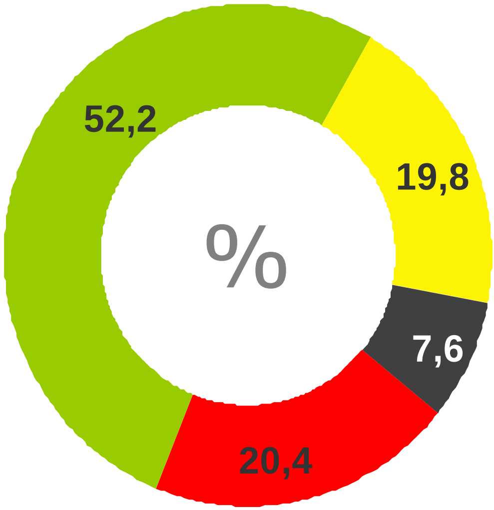
Italian Association: ACIMALL

- Broad array of products ranging from manual to highly automated machinery
- In an effort to increase productivity and flexibility costumers have been shifting toward higher-end (computer controlled) machinery
- The vast majority are small-medium companies
- BIESSE & HOMAG are the only listed companies

€ 3,200,000,000.
Value of reference market
<u>'2nd process' CNC machinery</u>

(**2008** company evaluation)

BIESSE market share: glass (internal glass market)



Rest of the Market
BOTTERO
BAVELLONI
BIESSE

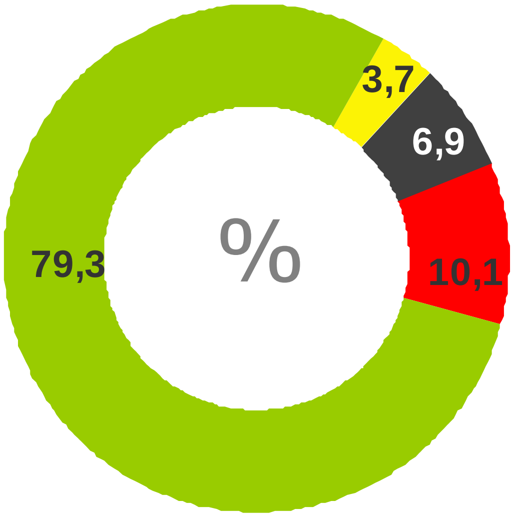
Italian Association: GIMAV

- Basically an “italian manufactuging “ market
- Only 2 companies have market shares over 10%
- Biesse S.p.A. (Intermac brand) and Bavelloni (Glaston Group-Finland) are the only listed companies

€ 330,000,000.
Value of reference markets

(**2008** company evaluation)

BIESSE market share: stone/marble



Rest of the Market
BOTTERO
BAVELLONI
BIESSE

Italian Association: Marmomacchine

- ➔ Biesse clear worldwide market leader
- ➔ Only 1 company (Biesse) has market shares over 10%
- ➔ Biesse S.p.A. (Intermac brand) and Bavelloni (Glaston Co.) are the only listed companies

€ 110,000,000.
Value of reference markets

(**2008** company evaluation)

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sales breakdown by:

geography – business divisions – type – end users market

BIESSE sales breakdown (1) by: geography – divisions

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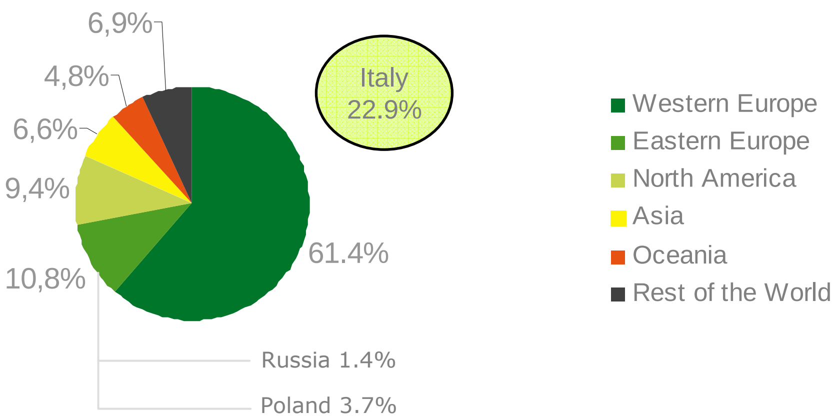
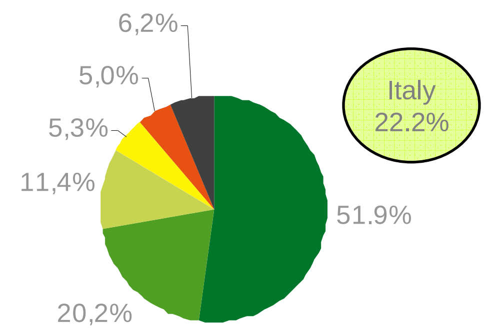
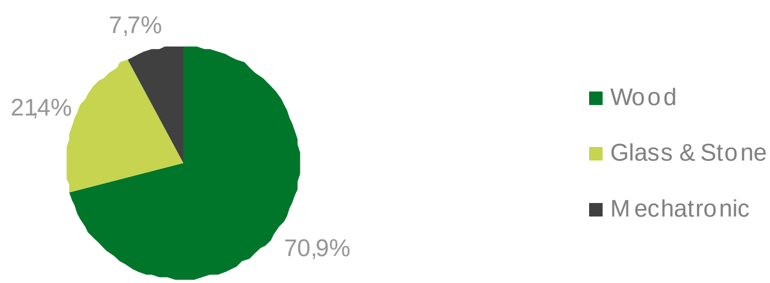
sales by geography - IH 2009



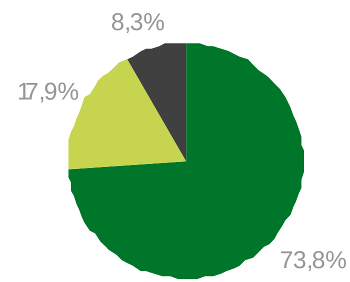
sales by geography - IH 2008



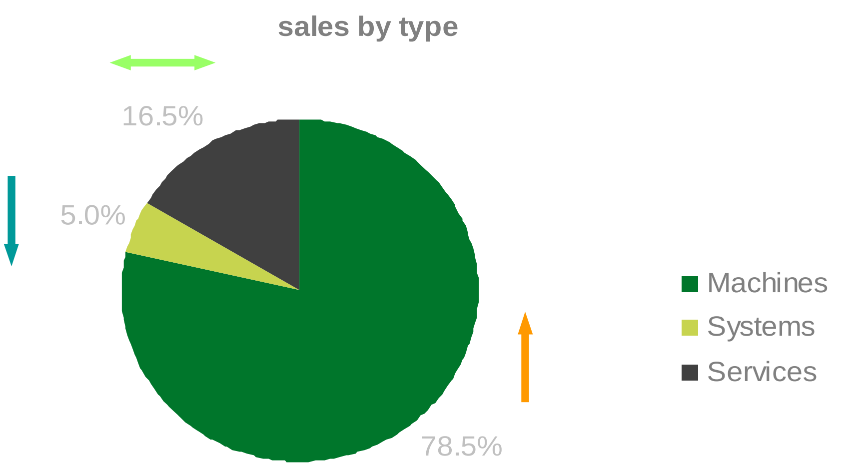
sales by business divisions - IH 2009

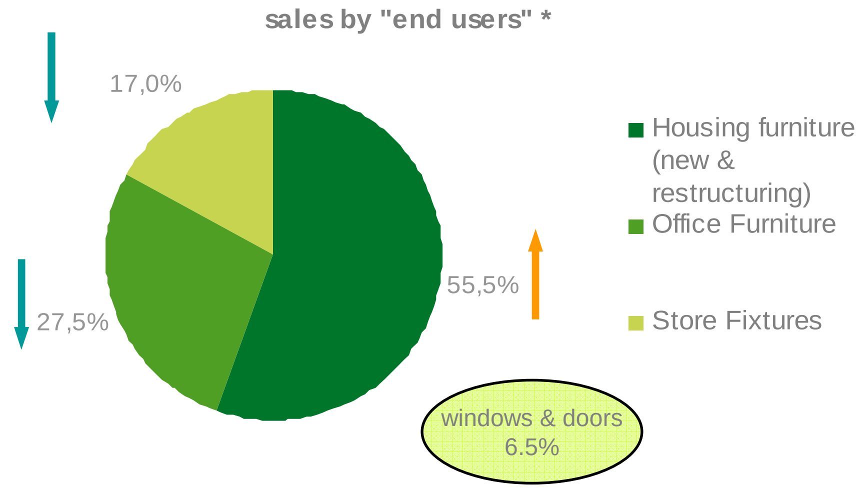


sales by business divisions - IH 2008



BIESSE sales breakdown (2) by: type – end users market





financials: 1st half 2009

Biesse main economic figures:

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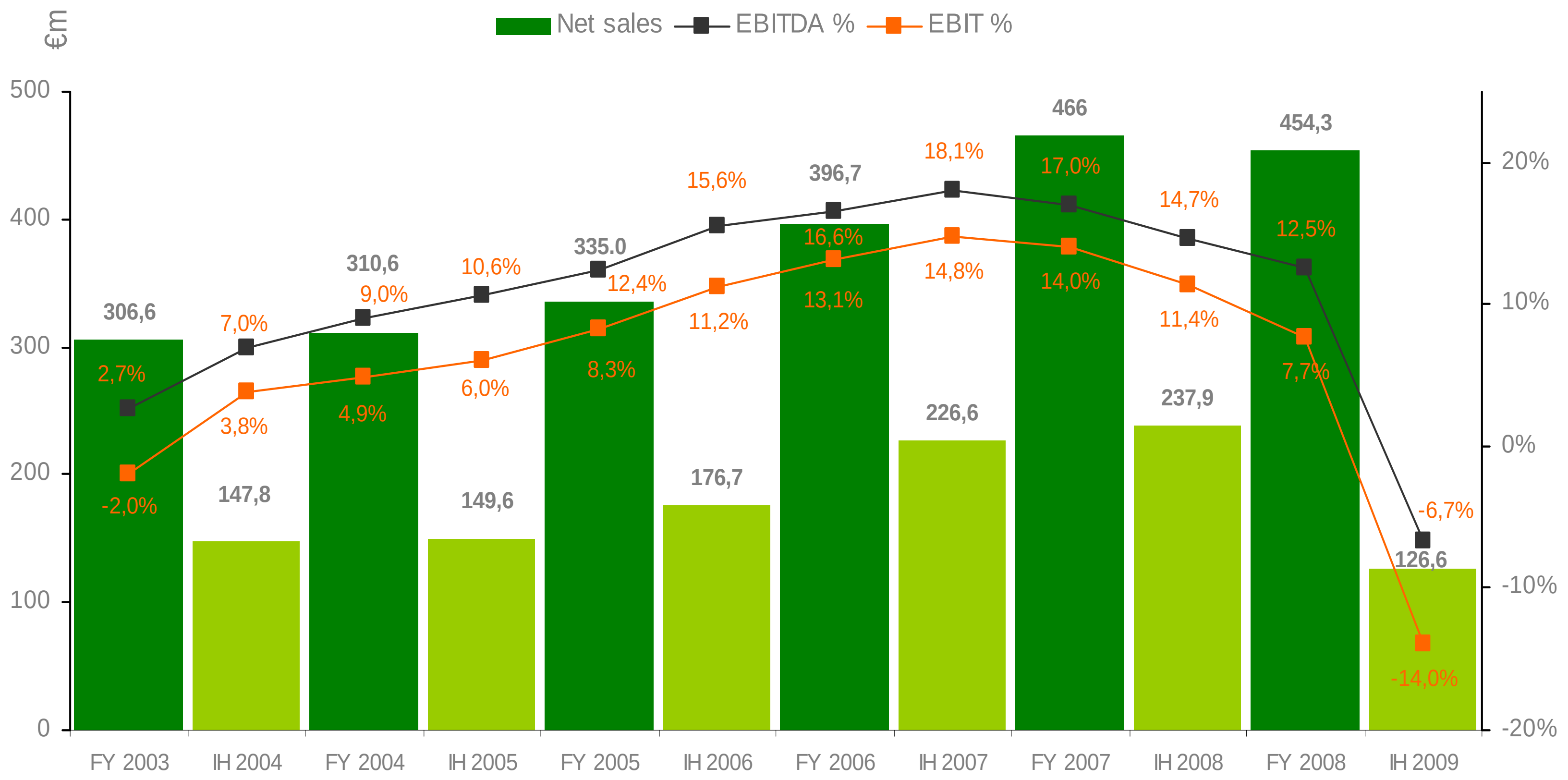

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IH results: P&L details

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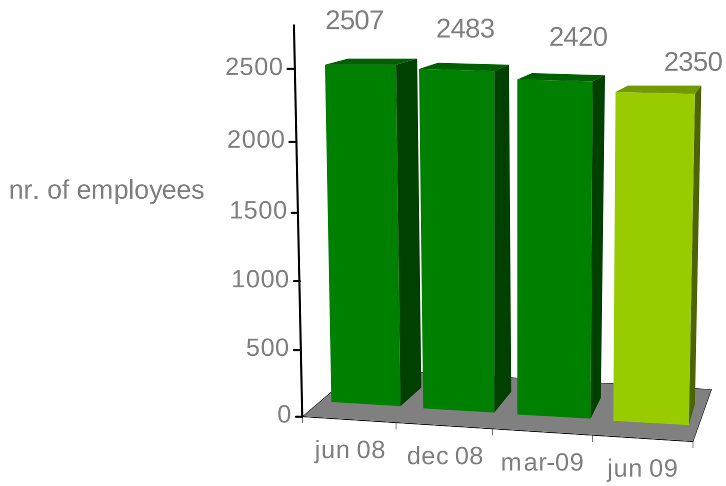
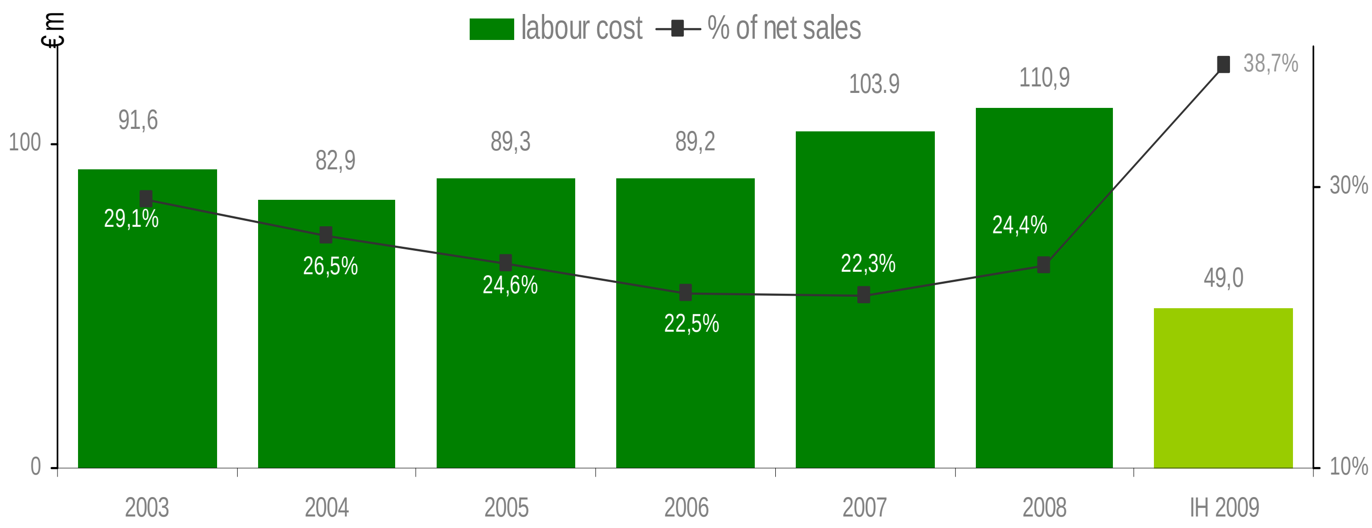
€/MIL	IH 2009	IH 2008	
Net sales	126.6	237.9	-46.8%
Value Added	41.2 32.5%	93.8 39.4%	-56.1%
Labour cost	49.0 38.7%	58.9 24.7%	-16.7%
EBITDA	-8.4 --	34.9 14.7%	
EBIT	-17.7 --	27.2 11.4%	
Net result	-14.8 --	17.8 7.5%	

Biesse labour cost details:





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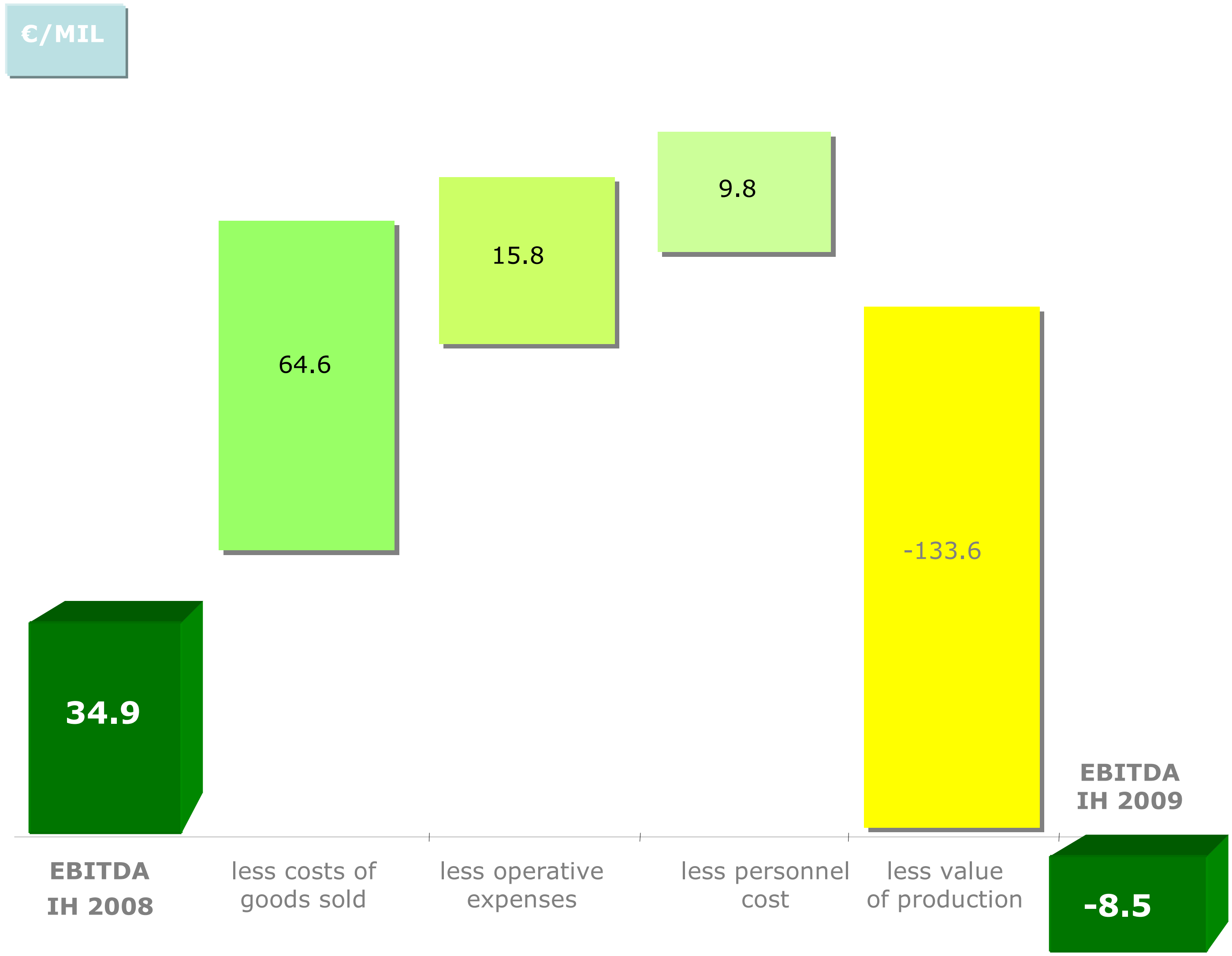
IH results: EBITDA evolution



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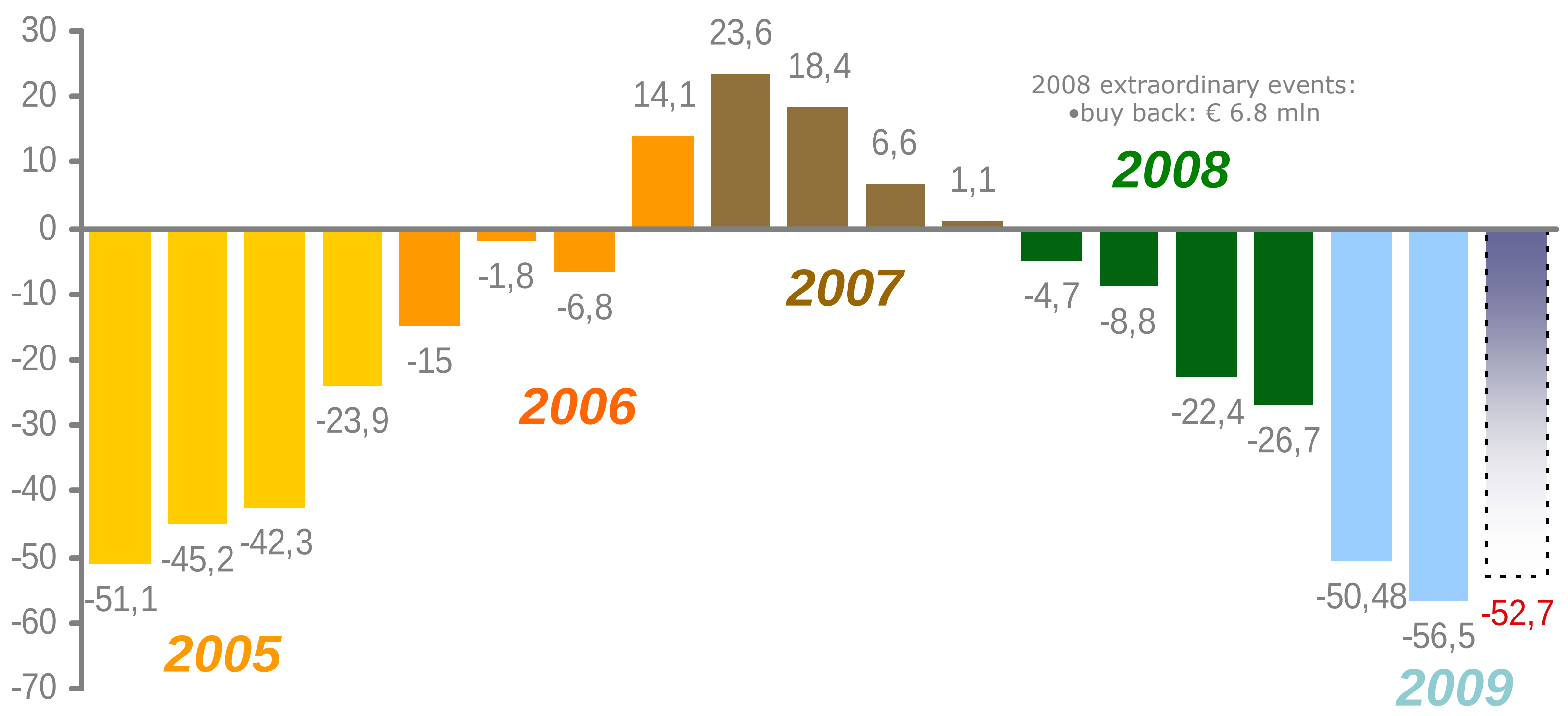
Biesse Net Financial Position: quarterly trend



IH results: cashflow

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€/MIL	IH 2009	IH 2008
Gross cashflow	-24.3	8.3
Capex	-5.5	-12.4
Net cashflow	-29.8	-4.1
N.F.P.	-56.5	-8.8

IH results: operating working capital details

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€/MIL	IH 2009	IH 2008	
Inventories *% of net sales*	**93.6** *73.9%*	**119.3** *50.1%*	*-21.5%*
Receivables *% of net sales*	**69.9** *55.2%*	**108.2** *45.5%*	*-35.4%*
Payables *% of net sales*	**50.0** *39.5%*	**120.3** *50.5%*	*-58.4%*
O.W.C. *% of net sales*	**113.5** *89.6%*	**107.2** *45.0%*	+5.5%
delta O.W.C. *(against dec. '08)*	**-8.6**		

IH results: net equity – assets & liabilities

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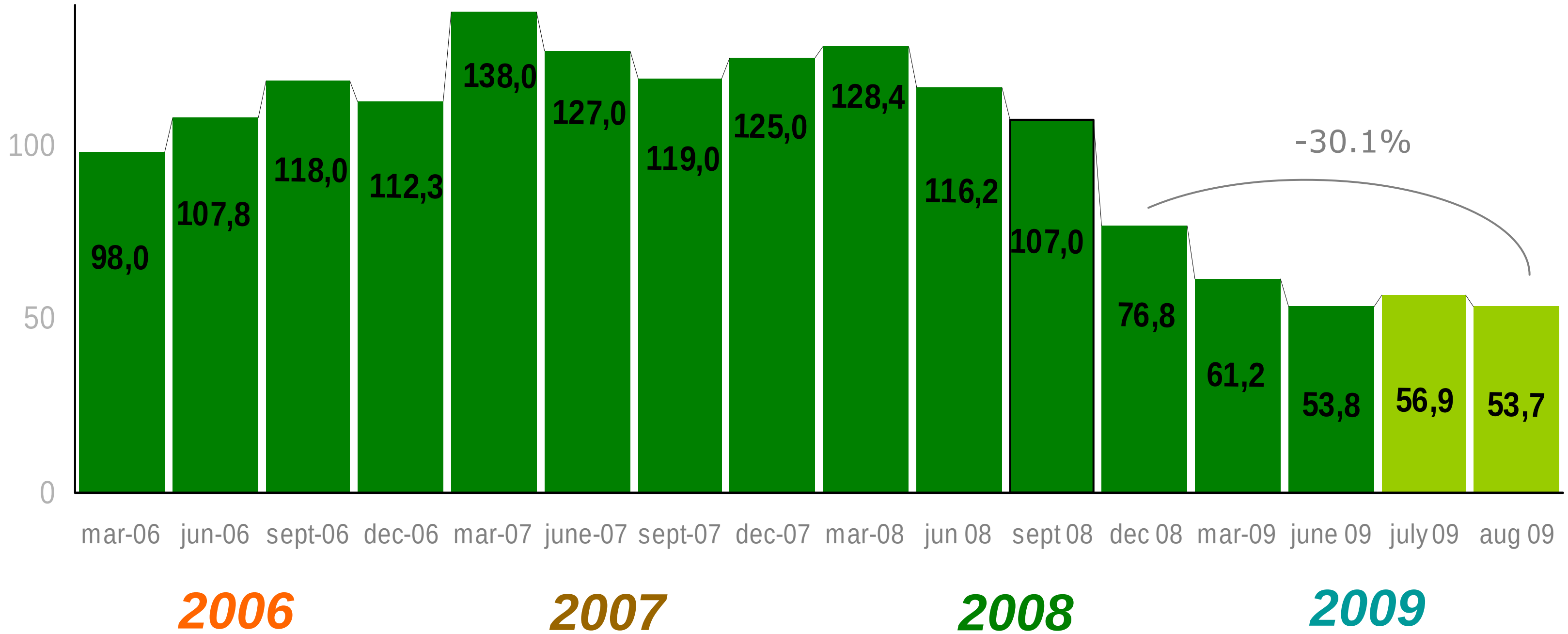
€/MIL	IH 2009	IH 2008	FY 2008
net equity	138.8	154.1	153.3
assets	319.2	380.7	351.5
liabilities	180.4	226.6	198.2

Backlog (machines & systems): what ahead

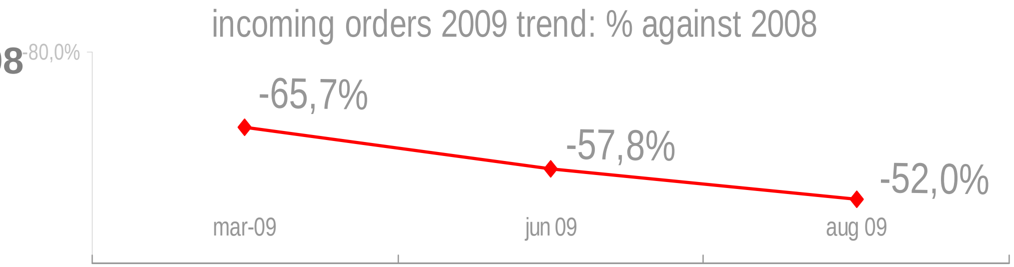


incoming orders:

2009 against 2008

(8 months result)

-52.0%



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what we expect now – Biesse assumptions

sales side:

- the italian temporary stimulus package (Tremonti-ter) is increasing the attitude to invest in capital goods
- progressive improvement of the credit conditions is helping the recovery in the main business areas (western economies)
- the new Group subsidiaries (China-U.A.E.-Switzerland), together with the strengthening of the sales and distribution network in India, are going to widen our market shares in their strategical countries
- the limitated personnel reduction regarding the subsidiaries network (only affecting the back-office dept.) will allow us to better face the competition of our historical peers granting an higher recovery-speed

Living in a cycle

what we expect now – Biesse assumptions

costs side:

- CIGo-s until Dec ’09 with a monthly savings of 2.5 euro mil. (average) during the period July-December 2009.
- stop to the temporary workers & terminated contracts – no overtime allowed
- closing of the Torino site (Mechatronic Div.) to concentrate their activities (HSD S.p.A. – Pesaro H.Q.)
- internal mergers and removal concerning Group companies/production sites to obtain efficiency sinergies and costs cutting
- reduction of advice, travel, fairs, events and advertising expenses as well as royalties, provisions and maintenance fees
- aggressive price and terms renegotiation with the main suppliers

Italy – the new fiscal package

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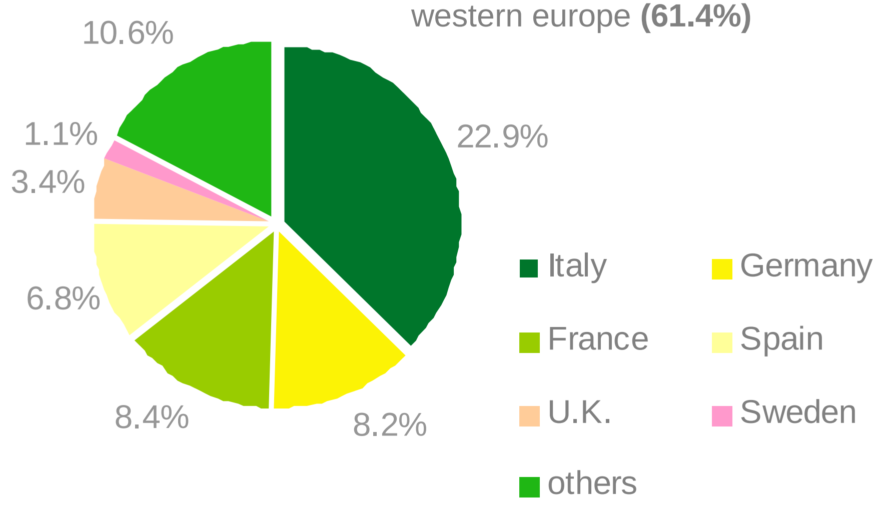
Tremonti-ter :
temporary stimulus package to increase capital goods investment

- ➔ validity: 12 months (July 1st 2009 – June 30th 2010)
- ➔ terms: 50% IRES discount regarding capital goods (machinery)
- ➔ beneficiaries: 6,600 producers (Federmacchine source)
- ➔ sales impact: 15% the expected improvement of the domestic 2009 turnover

6 months 2009 sales breakdown

western europe **(61.4%)**



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“Seize Advantage in a Downturn”

One Lean Company

Biesse projects: One Lean Company

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ORACLE

KAIZEN

New processes

New organization

New I.T. systems

B.P.R.

Business **P**rocess **R**eengineering

BIESSE

=

ONE

LEAN COMPANY

Biesse projects: One Lean Company

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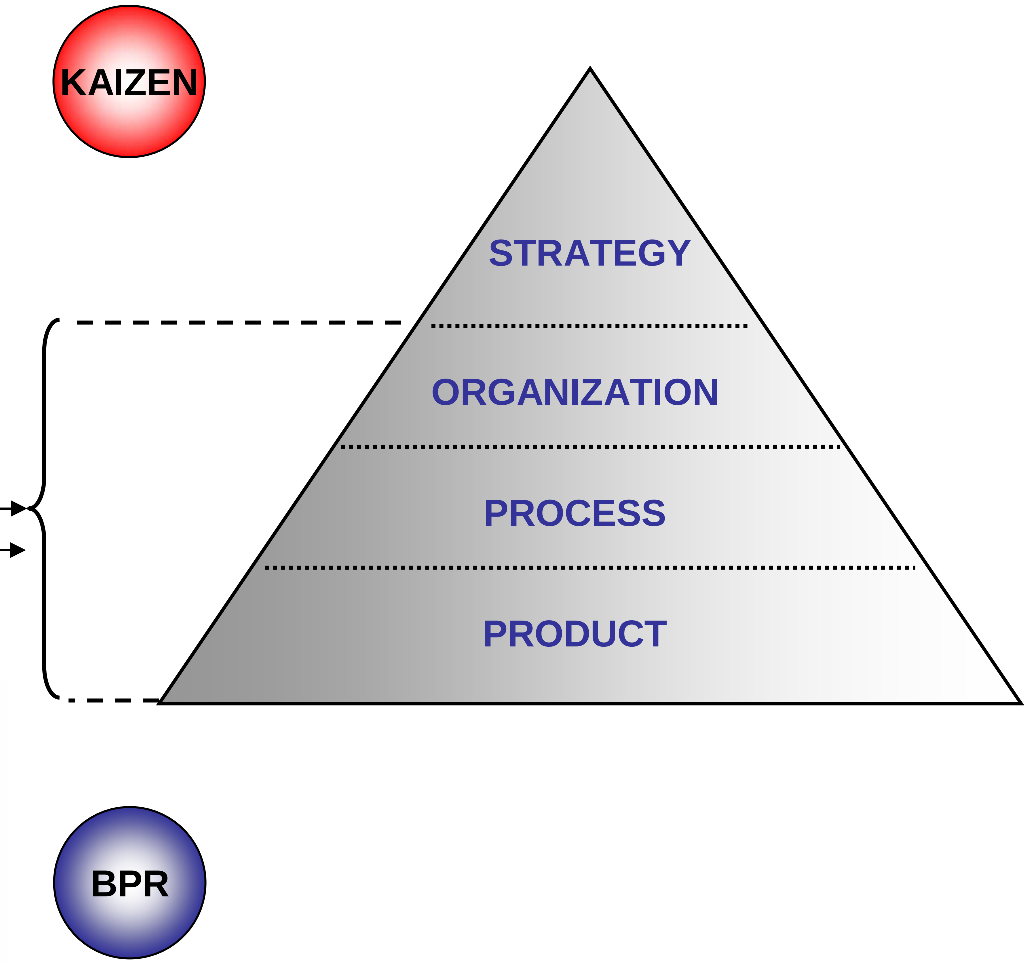

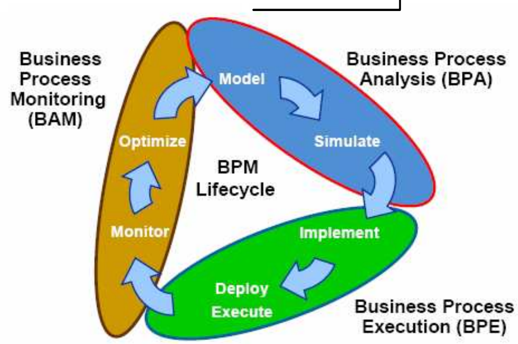

Biesse lean company

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what’s going on

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last statements:

- “Italian production (mechanic) decrease -31.9% in the first half 2009” **Federmeccanica** said, “despite a light *better than expected* trend in the last few weeks, the situation is quite negative and, even if we probably feel we reached the bottom, it doesn’t mean we can easily rebound. Starting from September we can forecast the drop will slow but it’s not the right time to be too much optimistic”

- “The message is clear, the signs of long-awaited turnaround are still far and we still are in the middle of a stage of stagnating productions” **Acimall** said. “Orders went down 53.8% against same period 2008 and we expect to have a situation of substantial stability not a quick recovery process.”

- “The index of machine tool orders dropped -63.1% compared to the first six months 2008” **UCIMU** said, “we would have to go back 26 years to find a worse result like this. There is no evidence we’re turning the corner but, on the other hand, manufacturing companies have noticed encouraging signs that the demand is not dead nevertheless the market seems to be blocked by the lack of financial resources”

- “German engineering orders fell 43% in July, fourteen consecutive month of declining of orders” **VDMA** said, “ Orders can be expected to stabilize gradually in coming months as a result of the potential infrastructure spending and cash initiatives in various countries. The world demand remains fragile and questionable. In particular for the German machine tool industry we see no respite ahead from the present profound crises in demand. In the second quarter of 2009, orders plummeted once more by 65% over against against the previous year's figures. At present, customers simply have no need of the additional capacity that normally goes hand-in-hand with new machines. Signs of growth in industrial production which have only just been announced are far from having reached our branch ”.

- The 2009 is being the worst year of the century “**Real Estate Scenario Forum** stated during the recent Outlook 2010 presentation, “Strong decline of the business volume in Spain (-17.2%), U.K.(-11.2%), Germany (-9.4%) and Italy (-10.2%) could only see a positive trend not before the 2010 (Spain excluded).”

The Italian Associations (Italy): mechanical industry

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Italian Associations: production trend by sector

Produzione (milioni di euro)	2006	2007	2008 *	Var. % 07/06	Var. % 08/07
Acimac – Macchine ceramica	1.702	1.938	1.991	13,9	2,7
Acimall – Macchine lavorazione legno	1.820	1.866	1.825	2,5	- 2,2
Acimga – Macchine per grafica e cartaria	1.670	1.680	1.750	0,6	4,2
Acimit – Macchine tessili	2.704	2.794	2.285	3,3	- 18,2
Assocomaplast – Macchine materie plastiche e gomma	3.850	4.250	4.100	10,4	- 3,5
Assofluid - Settore oleoidraulico e pneumatico	2.728	3.162	3.197	15,9	1,1
Assomac – Macchine calzature, pelletteria e conceria	500	503	427	0,6	- 15,1
Gimav – Macchine e prodotti lavorazione vetro	1.238	1.370	1.400	10,7	2,2
Marmomacchine – Macchine lavorazione pietre naturali	1.250	1.280	1.277	2,4	- 0,2
Ucima – Macchine confezionamento e imballaggio	3.276	3.610	3.807	10,2	5,5
Ucimu – Macchine utensili, robot e automazione	4.992	5.820	6.110	16,6	5,0
Unacoma – Macchine agricole	11.068	12.227	13.141	10,5	7,5
Totali	**36.798**	**40.500**	**41.310**	**10,1**	2,0

The "associations" point of view: ACIMALL (Italy)

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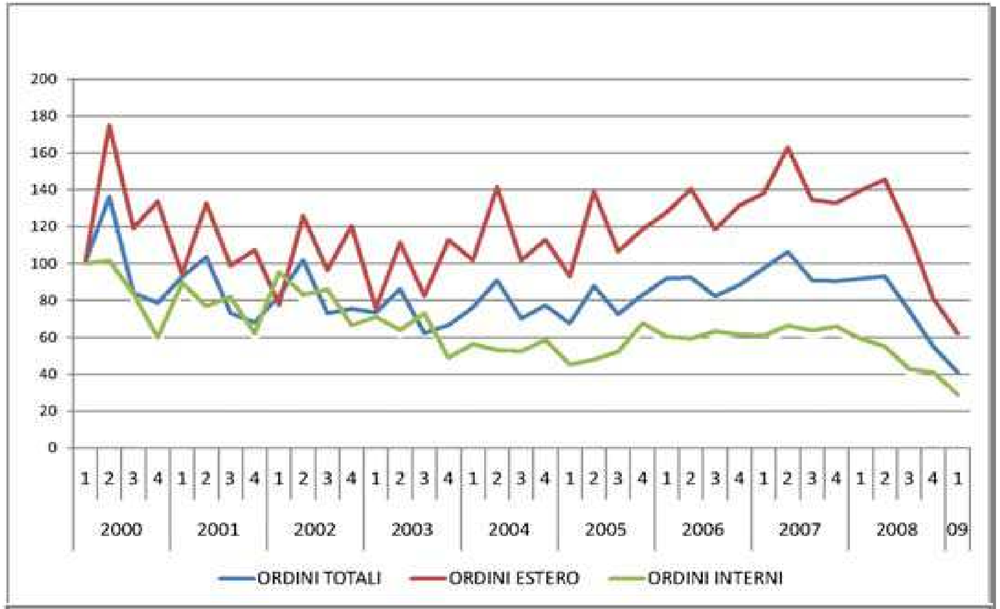
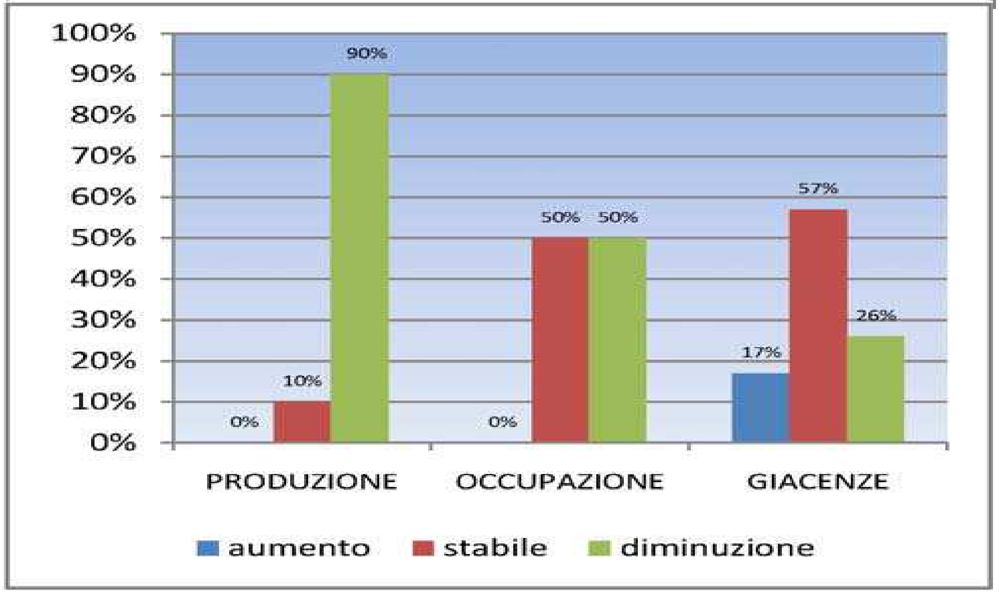


ACIMALL (wood)
analysis for orders intake from 2000y (=100)



ACIMALL (wood)
Sentiment consensus 2° quarter 2009

The “associations” point of view: VDMA (Germany)

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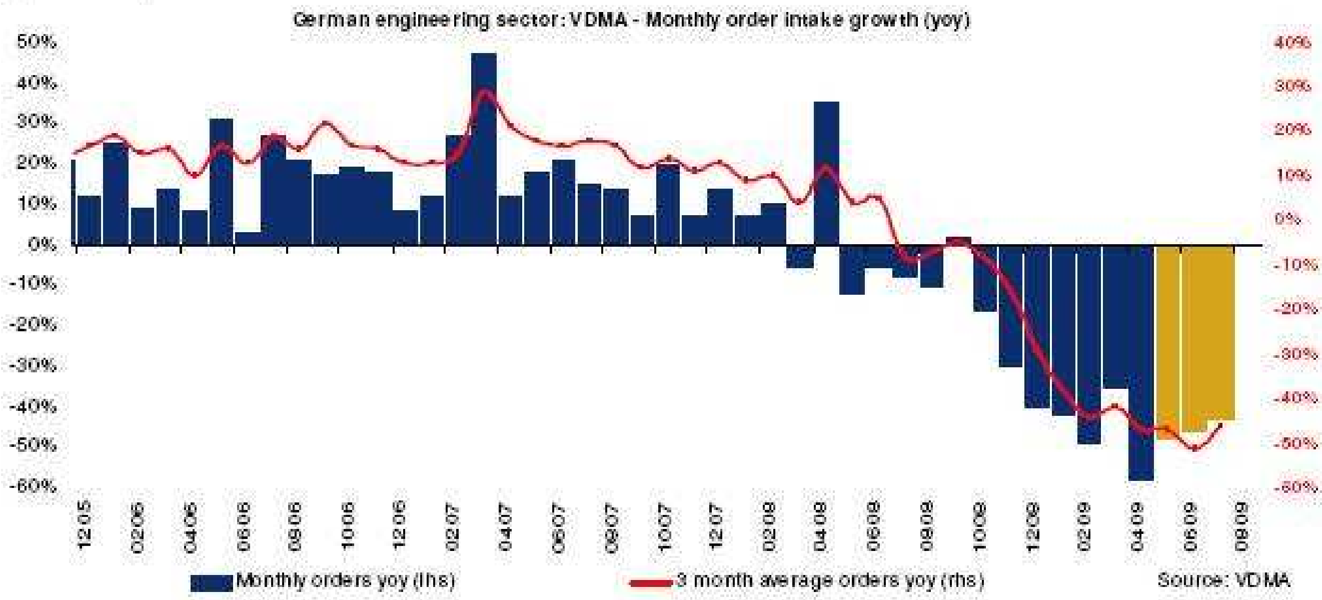
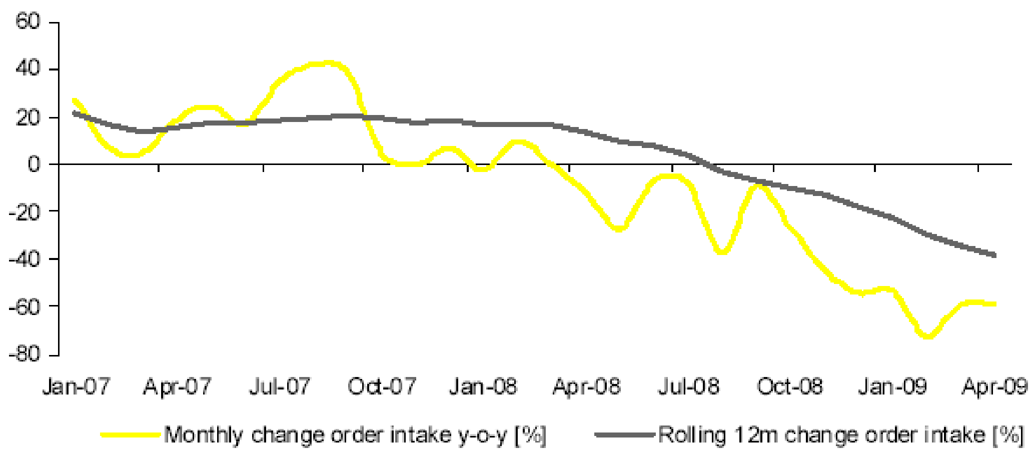


VDMA order intake tells the story

CHART 6: **Order intake: standard woodworking machines**



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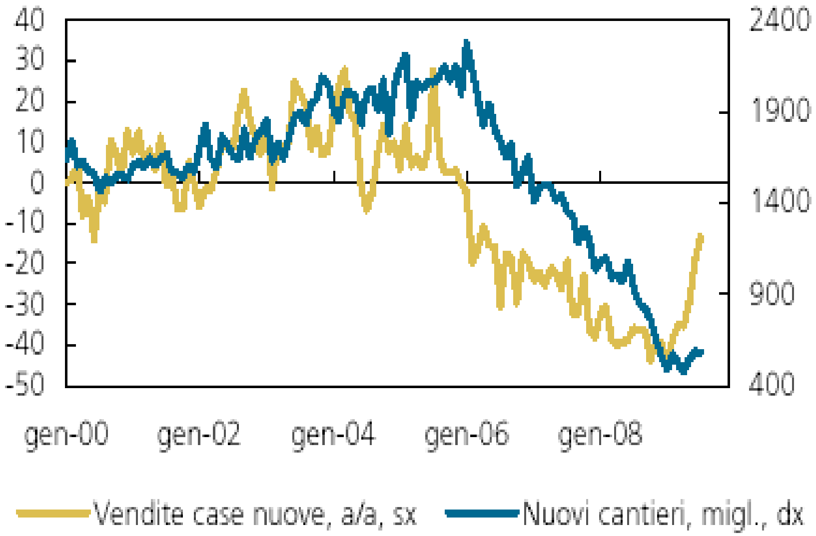
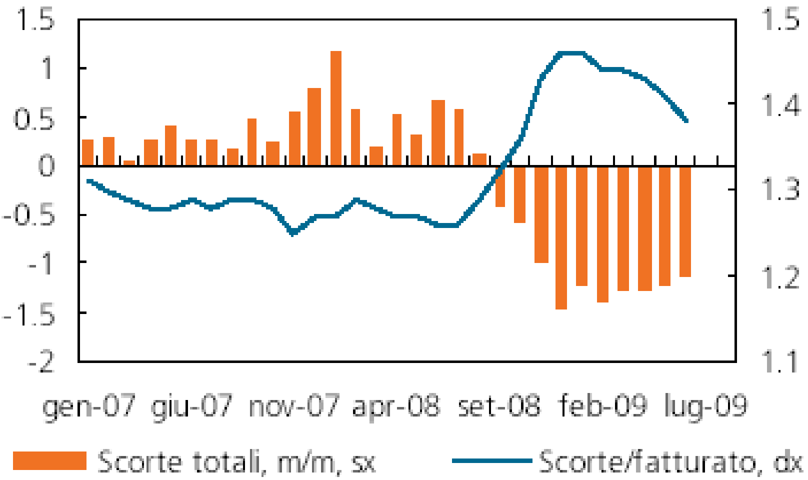


new home sales & new residential yard

stocks trend & stocks ags turnover



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London, October 2009: U.S.A.

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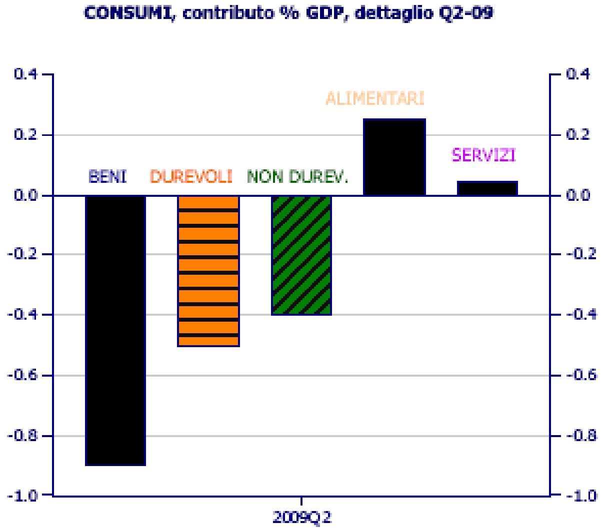
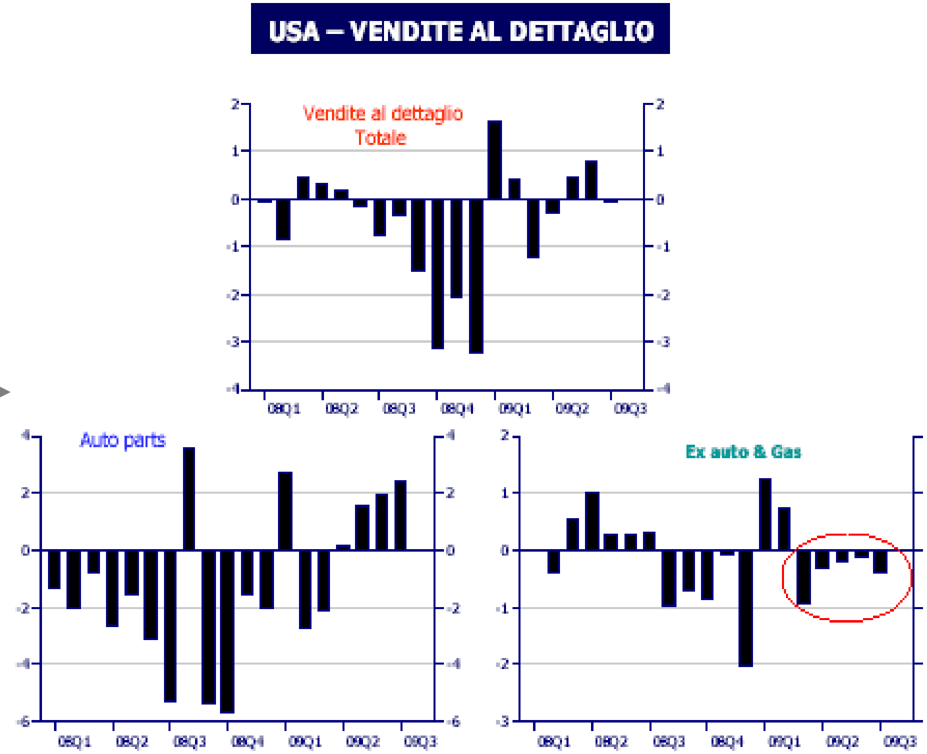


consumer contribution to GDP: 2nd Q '09 details



retail sales details

London, October 2009:Europe

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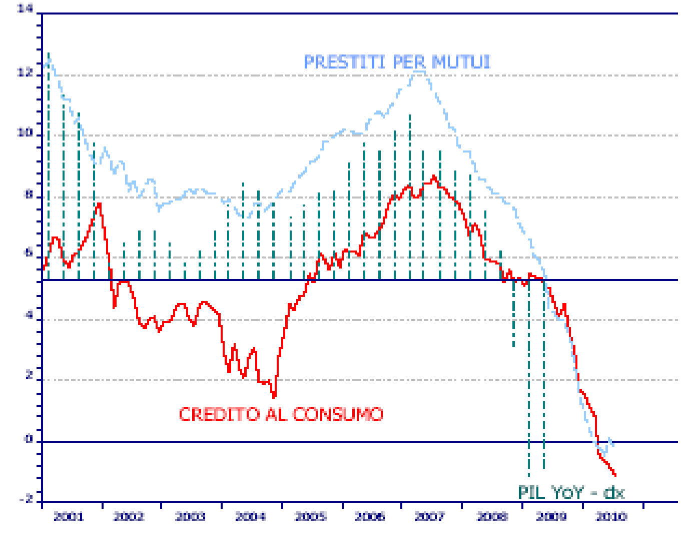

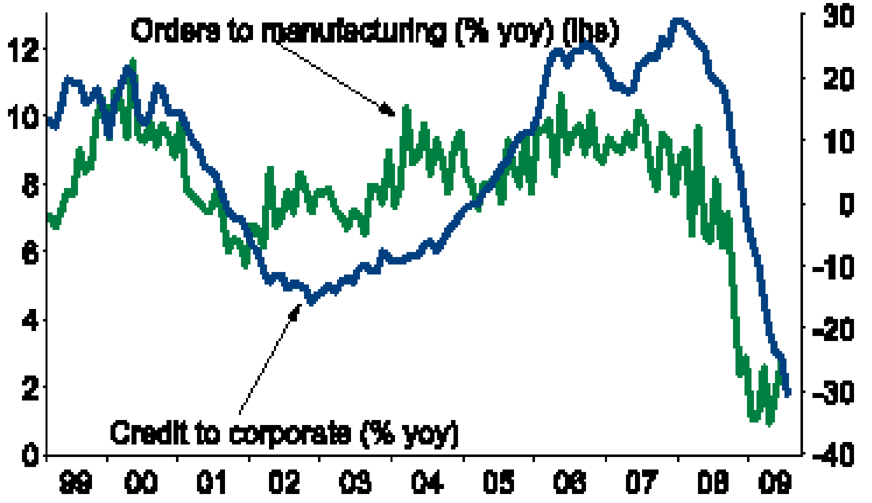

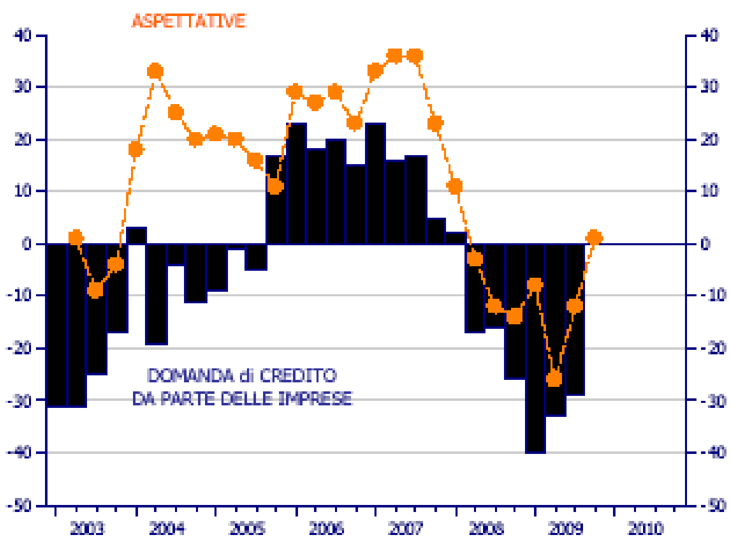

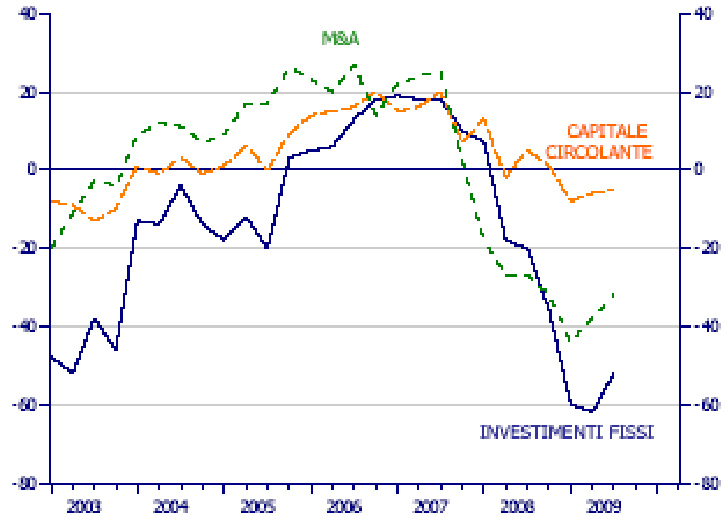

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London, October 2009:Europe

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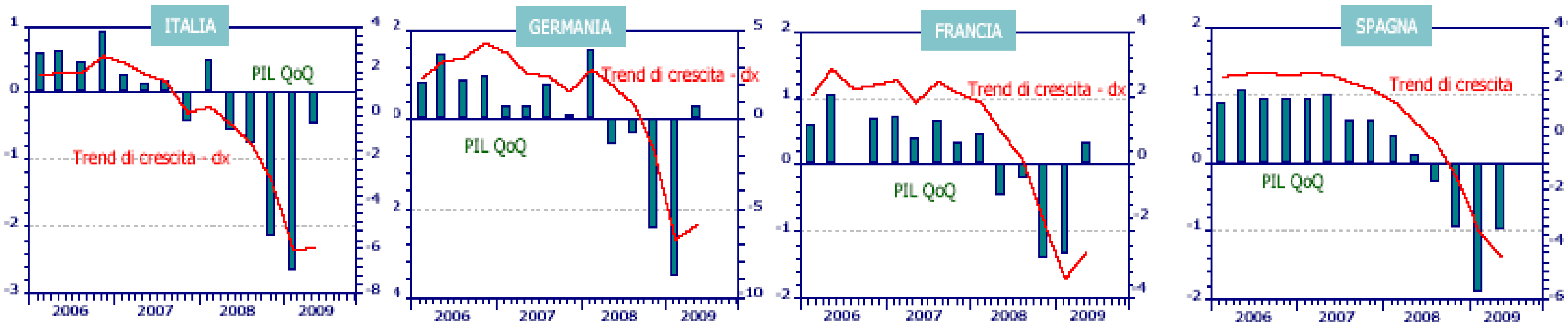
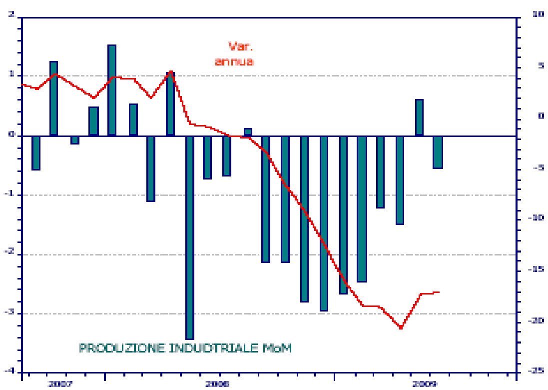
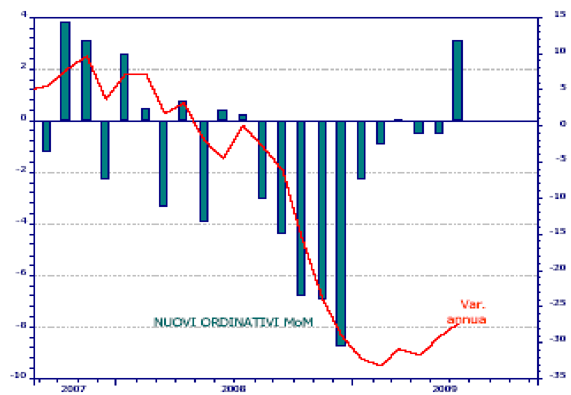


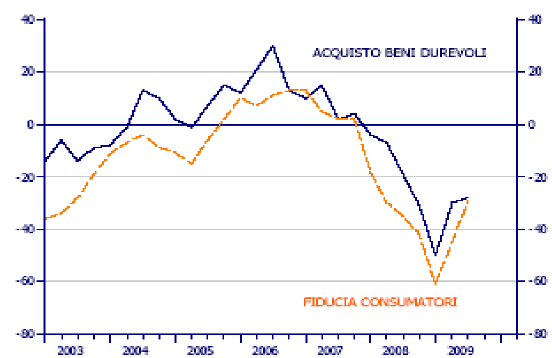




industrial production

&

new orders



durable goods investments

&

consumer confidence

WOOD DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

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financials trend:

“Predictions are very difficult, especially about the future”

Niels Bohr – Nobel Prize in Phisics

updated the three years plan: consolidated revenues

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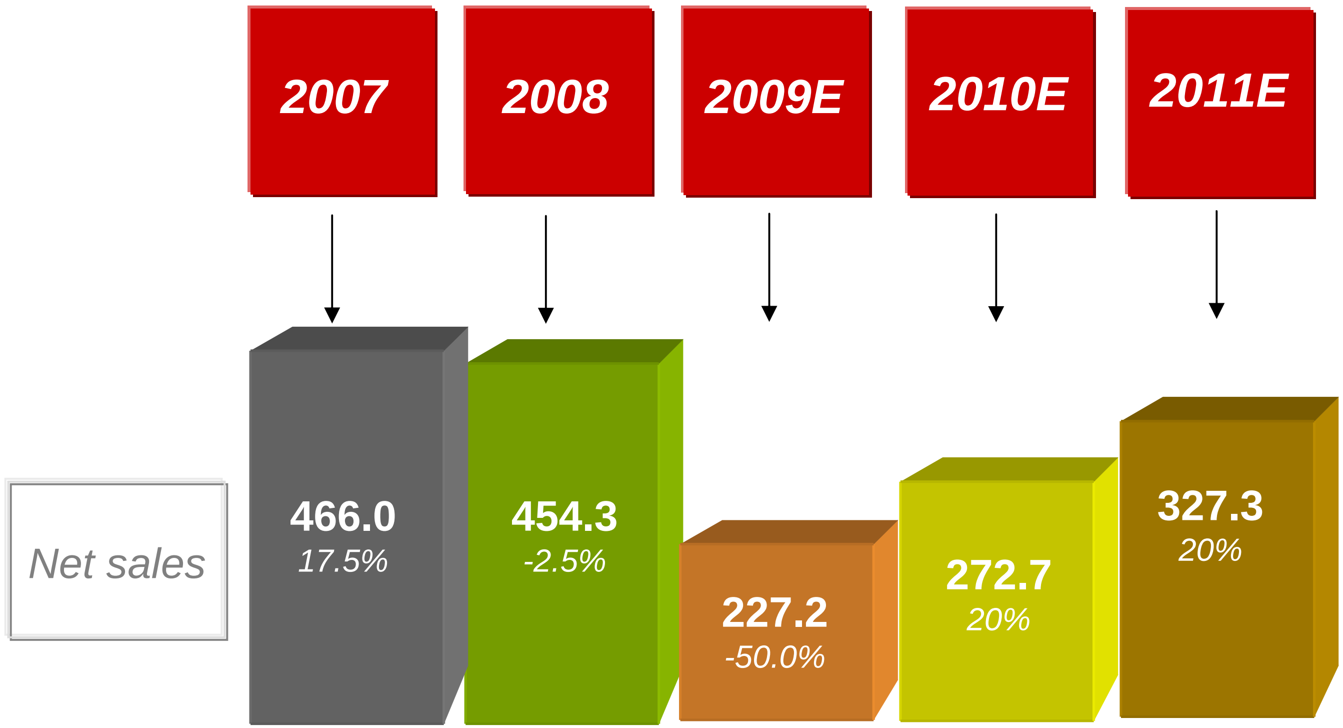
€/MIL

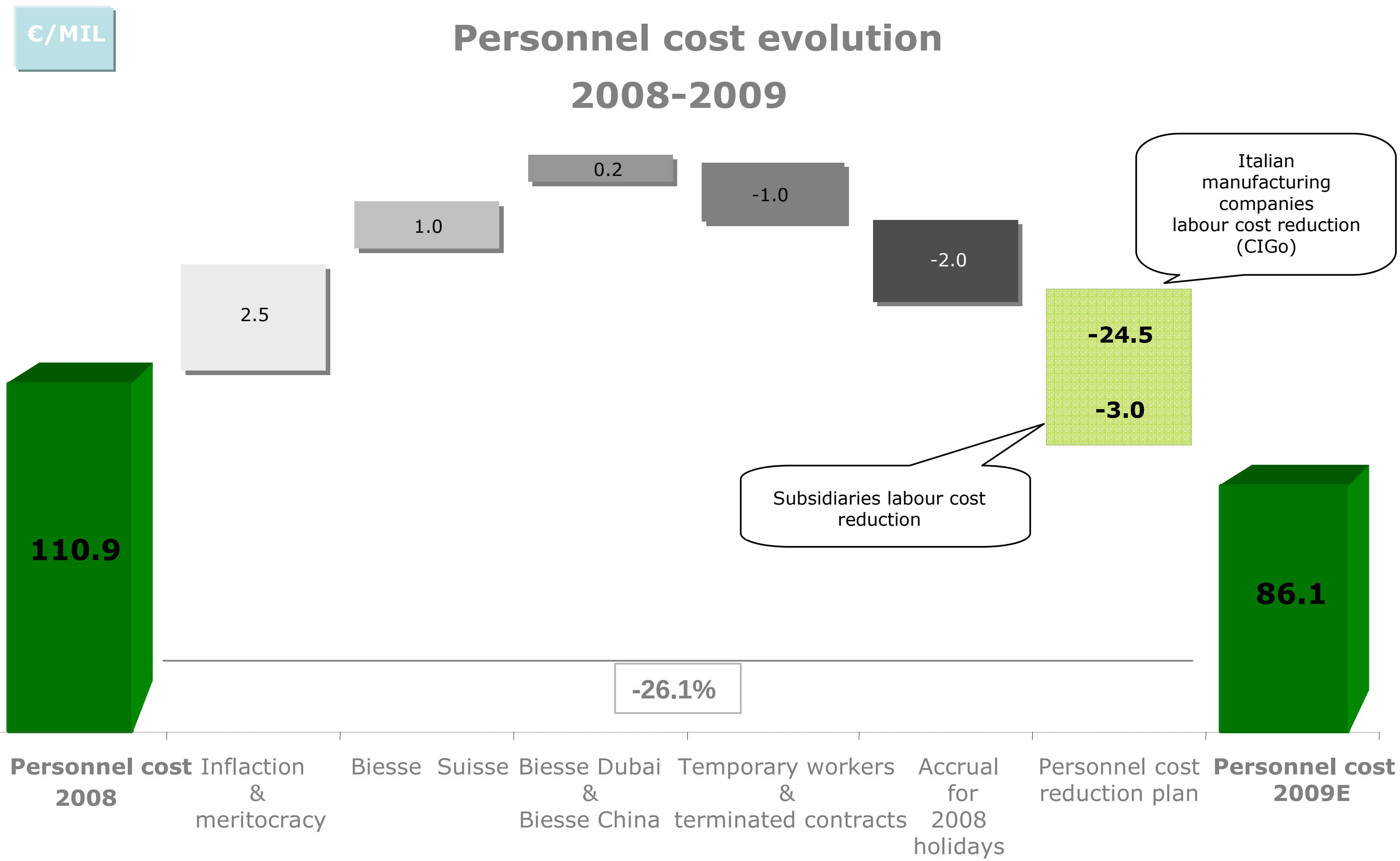


Cagr 2009-2011: -10,35%

updated the three years plan: P&L details

€/MIL	2007	2008	2009E	2010E	2011E
Value Added	183.0 39.0%	167.5 36.9%	77.7 34.2%	100.2 36.8%	124.4 38.0%
Labour cost	103.9 22.3%	110.9 24.4%	86.1 37.9%	86.7 31.8%	95.4 29.1%
EBITDA	79.1 17.0%	56.6 12.5%	-8.4 -3.7%	13.5 5.0%	29.0 8.9%
EBIT	65.4 14.0%	35.0 7.7%	-27.6 -12.1%	0.0 -%	15.0 4.6%
Net result	41.7 8.9%	19.7 4.3%	-31.4 ---	-4.8 ---	9.8 3.0%

updated the three years plan: personnel cost evolution



updated the three years plan:Cashflow – Net Financial Position

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MECHATRONIC DIVISION

€/MIL

	2007	2008	2009E	2010E	2011E
Gross Cashflow	37.2	8.7	-15.0	14.7	21.5
Capex (tangibles&intangibles)	-26.8	-17.4	-9.1	-12.4	-14.6
Free Cashflow	10.7	-8.7	-24.1	2.3	6.9
N.F.P.	1.1	-26.7	-50.8	-48.5	-41.6

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- 2009: no dividend payment
- 2009: buy back plan expired in July

- new m/t bank facilities (on top of the existing ones) for 60 € mil. obtained – **NO covenants / NO lien-mortgages on assets**
- 70% of the outstanding Group financial liabilities is more than “12 month expiry”

updated the three years plan: Net Operating Working Capital

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€/MIL

	2007	2008	2009E	2010E	2011E
Inventories *% on net sales*	**104.2** 22.3%	**103.7** 22.8%	**68.3** 30.0%	**75.7** 27.8%	**82.3** 25.1%
Trade receivables *% on net sales*	**110.0** 23.6%	**99.8** 21.9%	**65.9** 29.0%	**77.7** 28.5%	**91.7** 28.0%
Trade payables *% on net sales*	**119.5** 25.6%	**98.6** 21.7%	**48.6** 21.4%	**60.0** 22.0%	**73.7** 22.5%
Delta N.O.W.C.	**-7.1**	**-10.2**	**19.3**	**-7.8**	**-6.9**

updated the three years plan: ratios analysis

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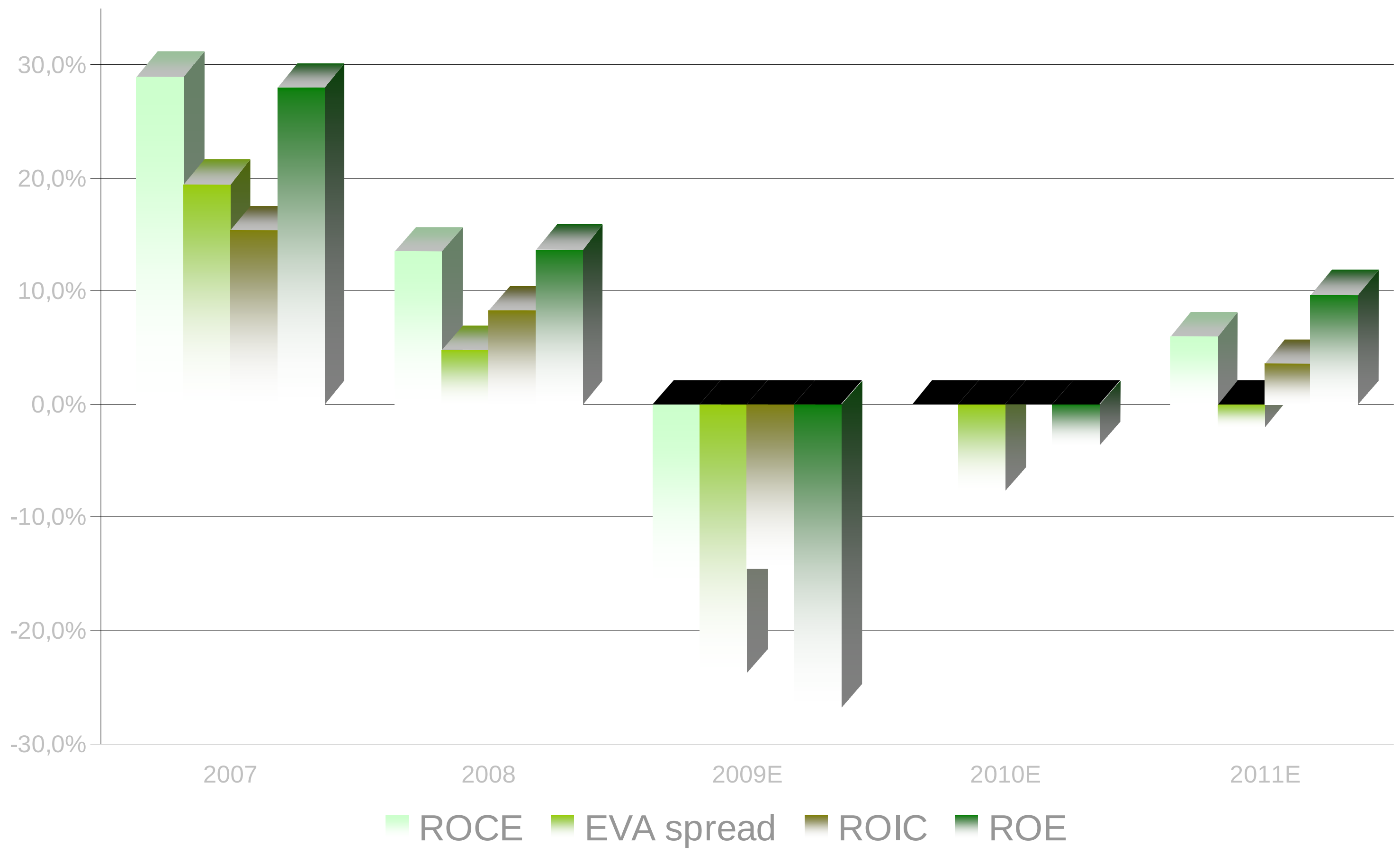

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MECHATRONIC DIVISION

BIESSE

…watching the peers

Homag and Biesse IH results & outlook

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MECHATRONIC DIVISION

BIESSE

Biesse

	IH 2009	IH 2008	2009E	2010E
Net Sales	126.6	237.9	227.2	272.7
EBITDA %	-6.7%	14.7%	-3.7%	5.0%
EBIT %	-14.0%	11.4%	-12.1%	0.0%
Gearing	0.4	0.0	0.45	0.47
Net debt/ebitda	-	0.25	-	3.6

Homag

	IH 2009	IH 2008	2009E	2010E
Net Sales	240.9	450.0	521.3	576.7
EBITDA %	-3.5%	11.8%	1.7%	7.0%
EBIT %	-8.6%	9.4%	-3.0%	2.7%
Gearing	0.6	0.4	0.8	0.8
Net debt/ebitda	-	1,5	14.0	3.3

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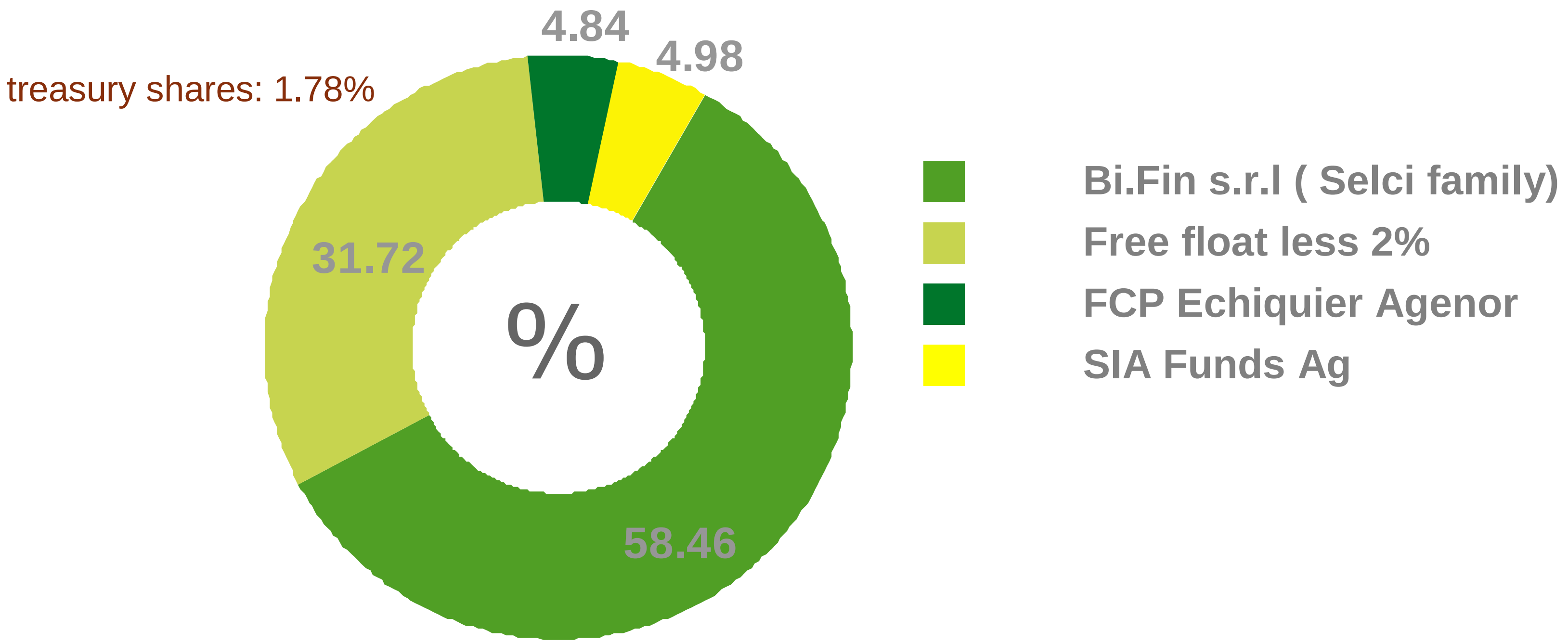
MECHATRONIC DIVISION

BIESSE

shareholding structure

Biesse shareholding structure: October 2009 update



(Consob source)

Biesse shareholding structure: October 2009 update

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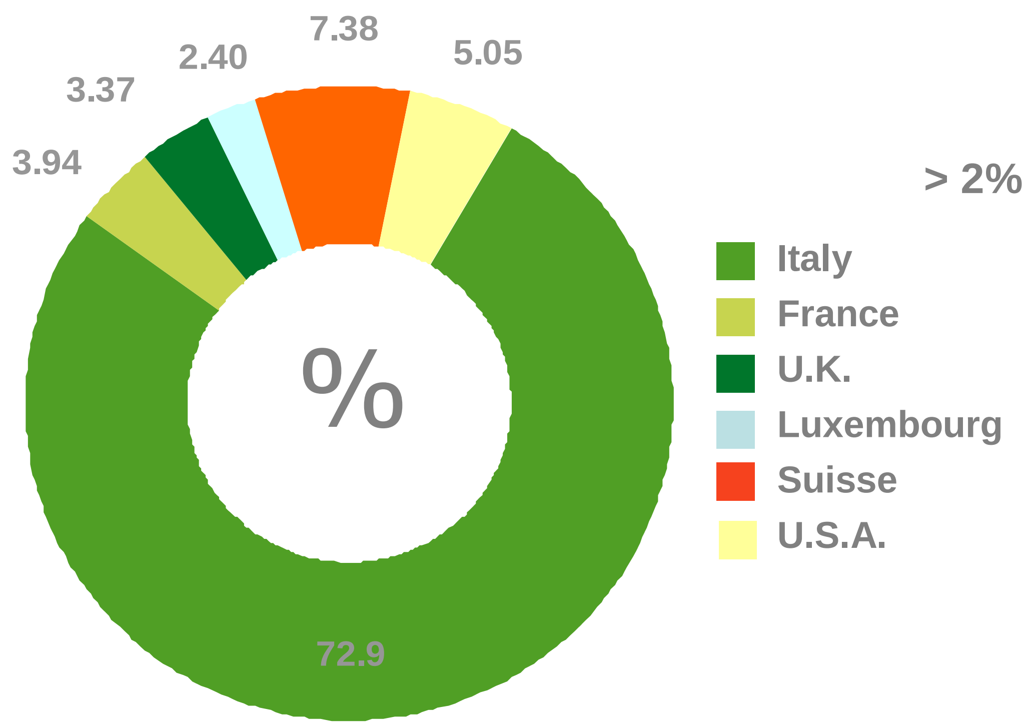
geographical breakdown



(company source - Istifid)

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e-mail: alberto.amurri@biesse.it

APPENDIX

London, October 2009: new proposals (1) - wood

W O O D
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GLASS & STONE
DIVISION

MECHATRONIC
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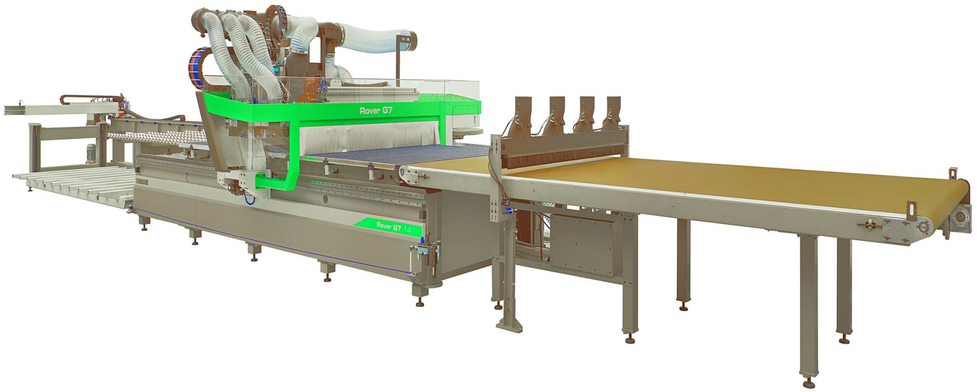

UniWin HP WMS (Windows Manufacturing System)is the new Biesse multicentre with total flexibility dedicated to the machining of standard and special window frames. It guarantees non-stop processes, with zero piece repositioning, for each type of frame and any type of jointing. The ideal machine to meet the need for maximum productivity with minimum labour and minimum overall dimensions.

New solution for Nested - based manufacturing introducing Rover G, the Gantry machine with high productivity for the processing of large size panels.
Its working table allows to perform boring, milling and sawblade cutting operations, obtaining elements of different shapes and sizes from a single panel of medium / large format.

London, October 2009: new proposals (2)- wood

WOOD DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

BIESSE

The new Series WN/WNT/WNTR 710 - 730 is replacing the EB/EBT/EBTR 108 - 120 Series (panel sizing centre) with:

•increased flexibility on narrow strips

•reduced foot print: the new lateral Twin Pusher doesn’t modify the machine length

•reduced installation time

London, October 2009: new proposals (3)- wood

WOOD DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

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MATRIX. drilling and inserting machine, is an evolution of the Comil range for the market. A machine that can be configured according to clients' requirements, aimed at producers of assembled and RTA furniture and at related third-party producers.

Matrix is a compact machine which combines the concepts of modularity, versatility and high performance flexibility. It allows boring on five surfaces of a panel (upper, lower and horizontal) and produces customized routing, grooving by blade, hardware insertion and glue injection.

London, October 2009: new proposals (1)- glass

WOOD DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

BIESSE

Master 155 for glass (Intermac):

The world's largest work centre. Specially developed for a German customer, this machine allows to process a single glass sheet up to 15x3,3 m or process a 6,5x3,3 m glass sheet, while loading/unloading another sheet with the same dimensions on the other half of the work table, thus granting great time saving and an increase in productivity.

Primus 5-axes waterjet system for stone, glass, metal, plastic (Intermac):

This machine completes the range of Intermac waterjet systems with a brand new 5 axes cutting head that allows the execution of inclined cuts even with varying angle. The patent for the infinite rotating C-axis of the head is currently under evaluation

London, October 2009: new proposals (2)- glass

W O O D
DIVISION

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DIVISION

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Genius comby lines for glass cutting (Intermac):

The new range of cutting machines is built in order to allow the combination of the machines for laminated glass with those for monolithic glass thus allowing their combination in extremely compact and economic flexible lines that are targeted at the small and medium sized workshops around the world.

BHT tempering furnaces:

The partnership with the Vasto based company has developed to a further and more profound stage. The first tempering plant installation is expected for January 2010.

London, October 2009: new proposals (1)- mechatronic HSD Brand

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MECHATRONIC DIVISION

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HSD (mechatronic division): automatic electrospindles-operating units for cut tools supply which embed motors into a single body- rectangular series electrospindles. The 2 and 5 axes electroheads designed for industrial machineries are “quick-change air-cooled and liquid-cooled electro-spindles” dedicated to the world leader producers in the machining of wood, aluminium and plastics. The liquid-cooled electro-spindles with models mechanically compatible with the air-cooled versions, are designed for heavy duty applications and used for machining steel, marble, wood, aluminium and plastics..

London, October 2009: new proposals (2)- mechatronic – MC brand

W O O D DIVISION

GLASS & STONE DIVISION

MECHATRONIC DIVISION

CNC BORING HEAD

TILTING AGGREGATE WITH WIRELESS DIRECTION CONTROL

MC (mechatronic division) is leader in Italy in the production of right angle heads and NC boring heads for machining wood, aluminium and PVC. (aggregates for electrical spindles as motors-vertical and horizontal spindles-multple spindles boring eads)

BIESSE