



Italian **S**tock **M**arket **O**pportunities

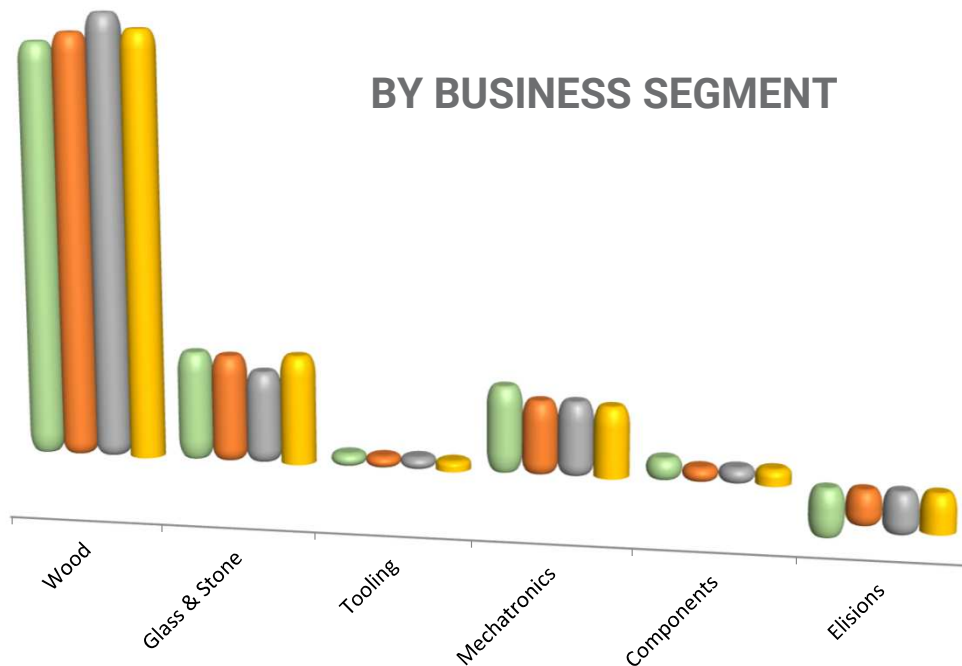
Paris virtual edition

Company Presentation

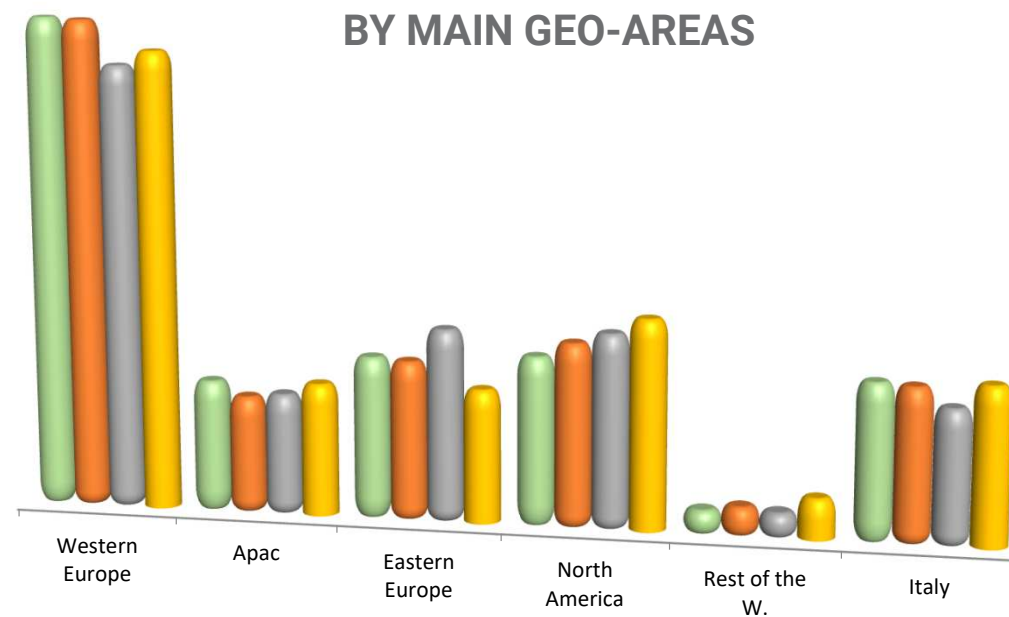
10 June 2021

SALES BREAKDOWN

BY BUSINESS SEGMENT



BY MAIN GEO-AREAS



	Wood	Glass & Stone	Tooling	Mechatronics	Components	Elisions
■ IQ 2021	70%	18%	2%	15%	4%	-8%
■ FY 2020	71.1%	17.9%	2.1%	12.4%	2.6%	-6.1%
■ IQ 2020	74.40%	15.4%	2.2%	12.5%	2.8%	-7.3%
■ FY 2019	71.8%	18.3%	1.8%	11.9%	2.8%	-6.7%

	Western Europe	Apac	Eastern Europe	North America	Rest of the W.	Italy
■ IQ 2021	50.1%	13.5%	16.6%	17.3%	2.5%	16.1%
■ FY 2020	49.9%	12.0%	16.3%	18.8%	3.0%	15.8%
■ IQ 2020	45.4%	12.4%	19.7%	19.9%	2.6%	13.8%
■ FY 2019	46.9%	13.6%	13.7%	21.5%	4.2%	16.2%

IQ 2021 RESULTS

FIRST QUARTER 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	

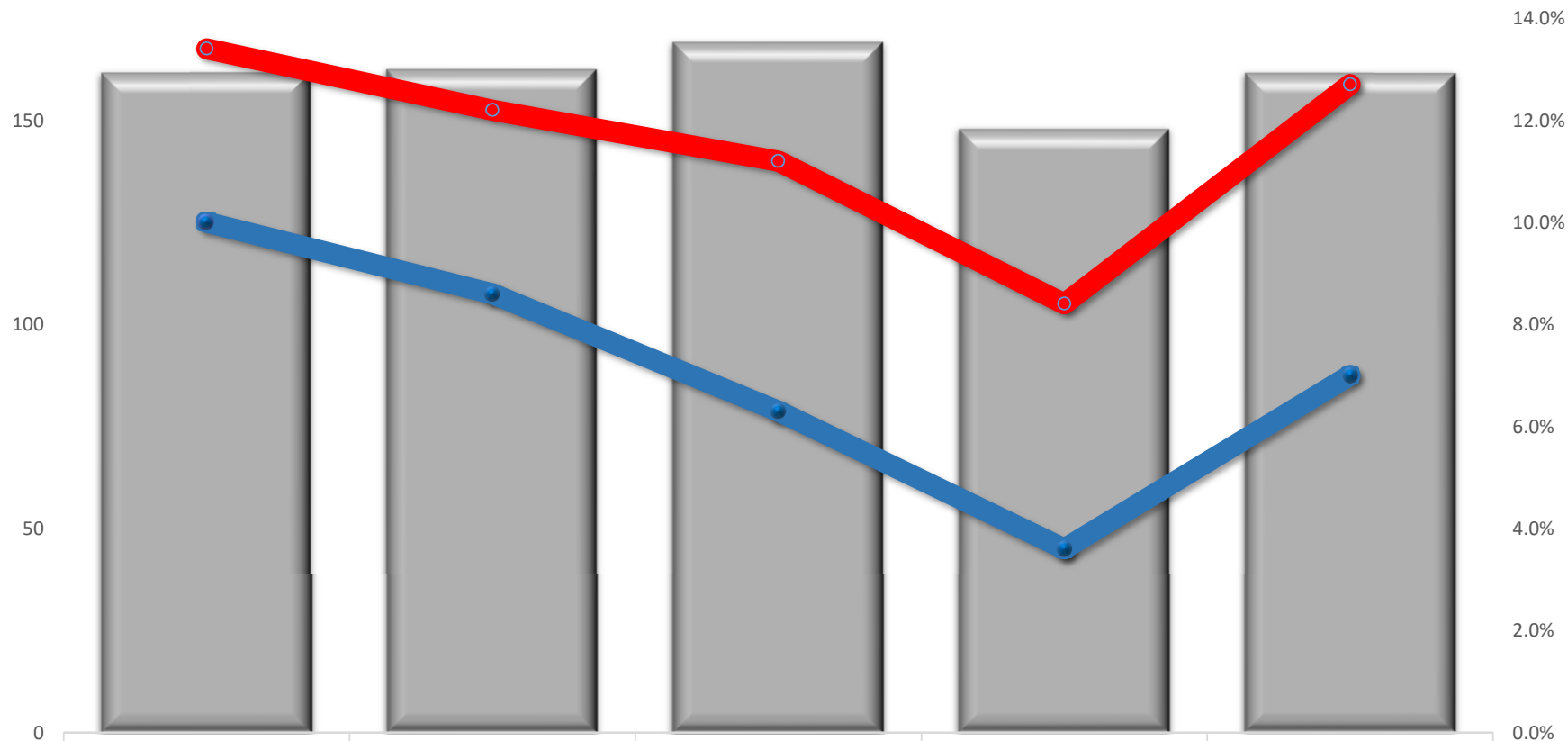
IQ 2019

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

200

16.0%

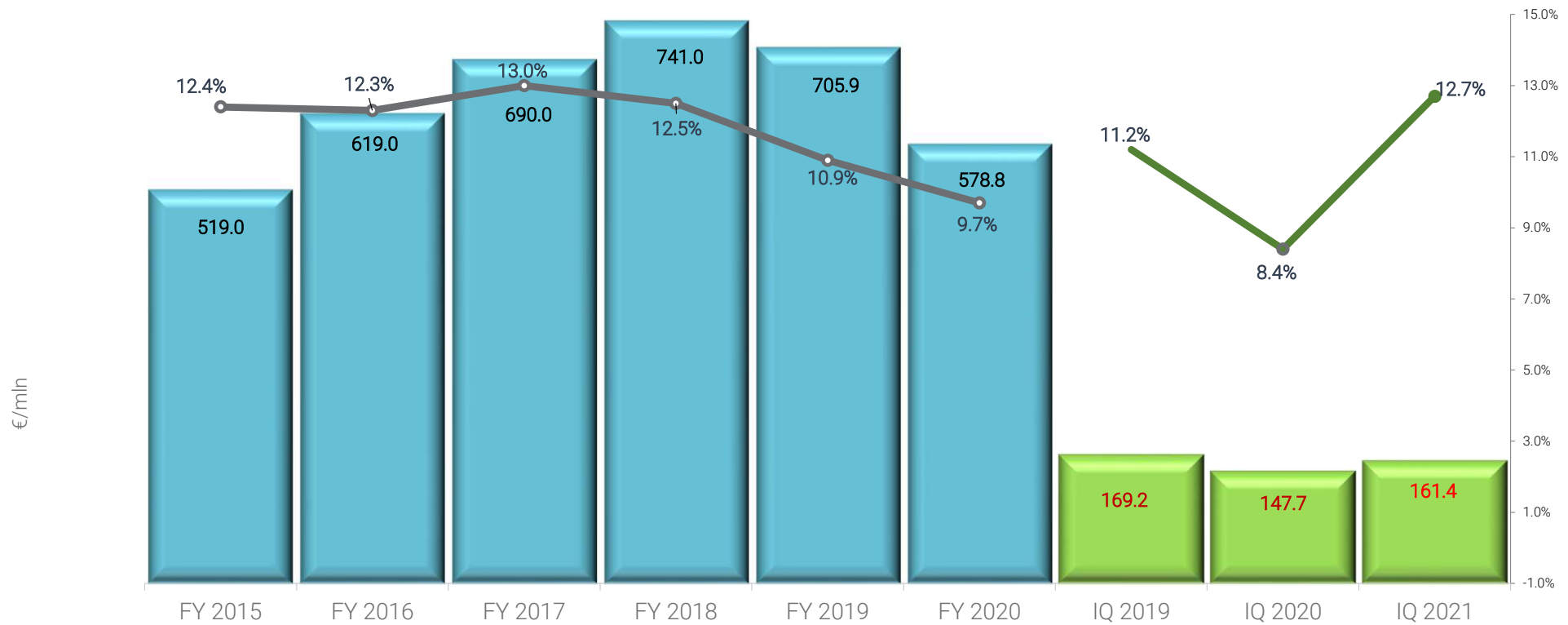


	IQ 2017	IQ 2018	IQ 2019	IQ 2020	IQ 2021
Turnover	161.5	162.3	169.0	147.7	161.4
EBIT %	10.0%	8.6%	6.3%	3.6%	7.0%
EBITDA %	13.4%	12.2%	11.2%	8.4%	12.7%

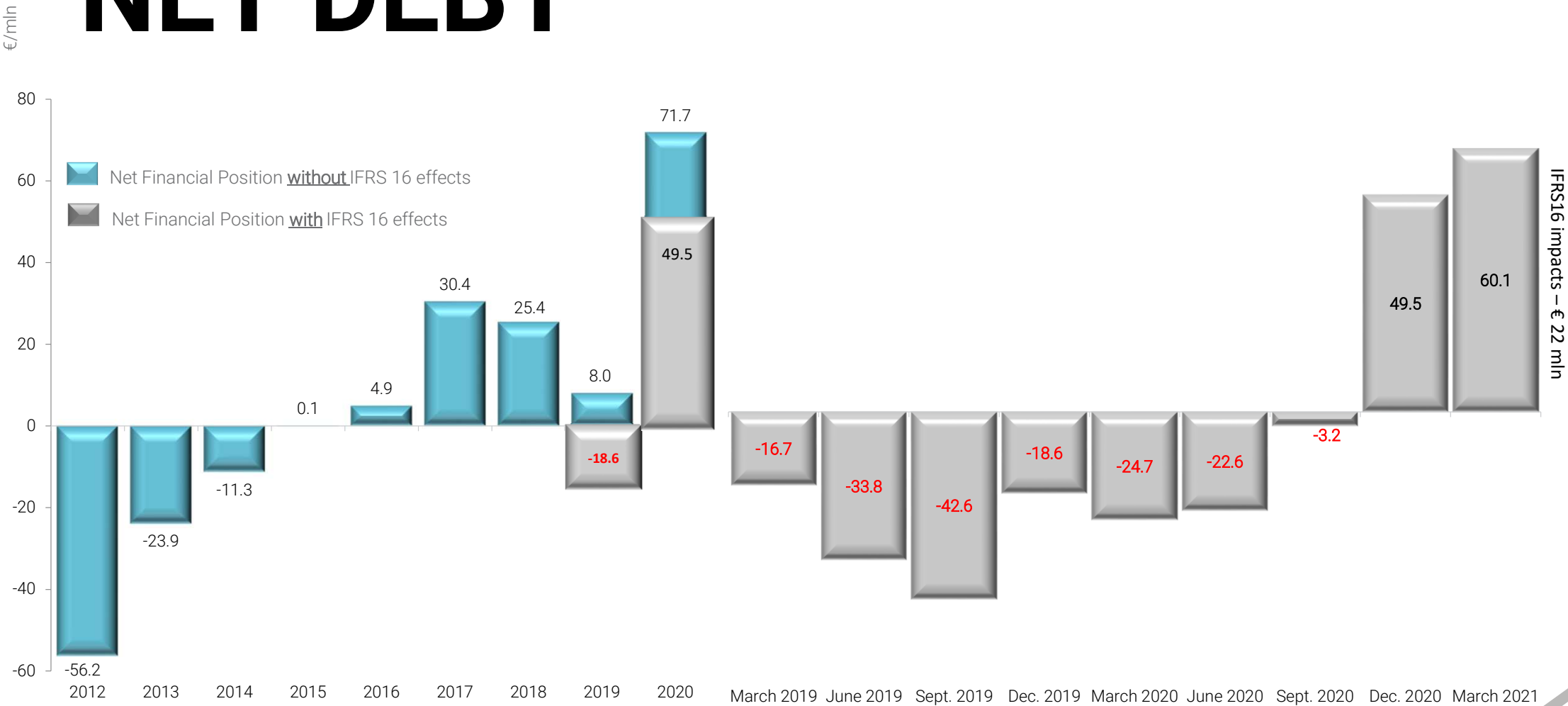
EXTRACT OF THE P&L

€/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

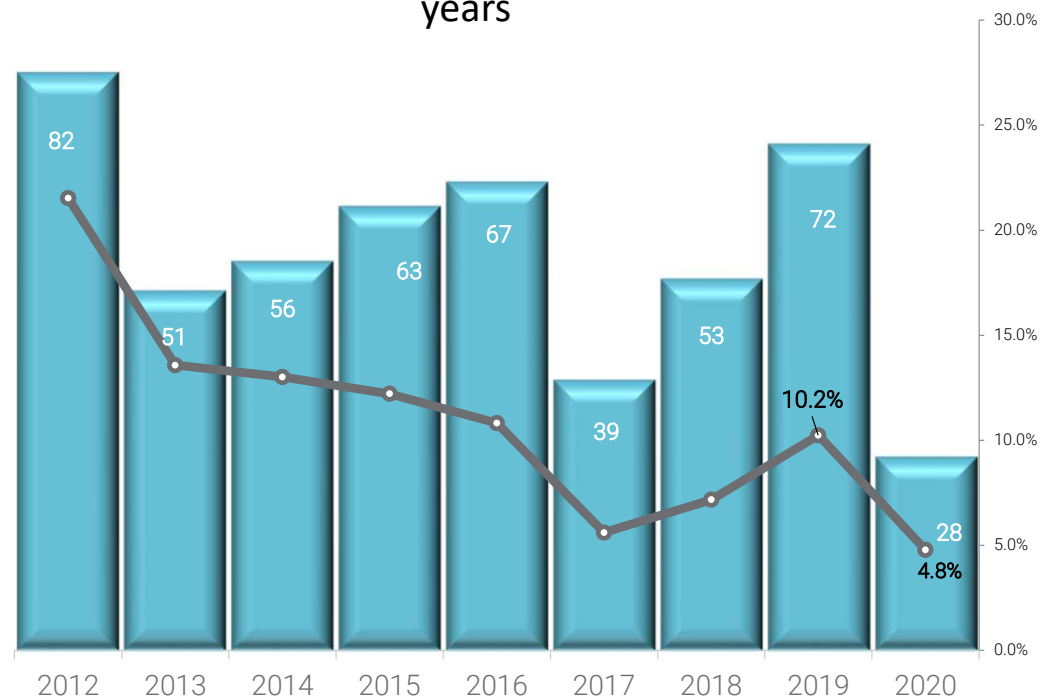


NET DEBT

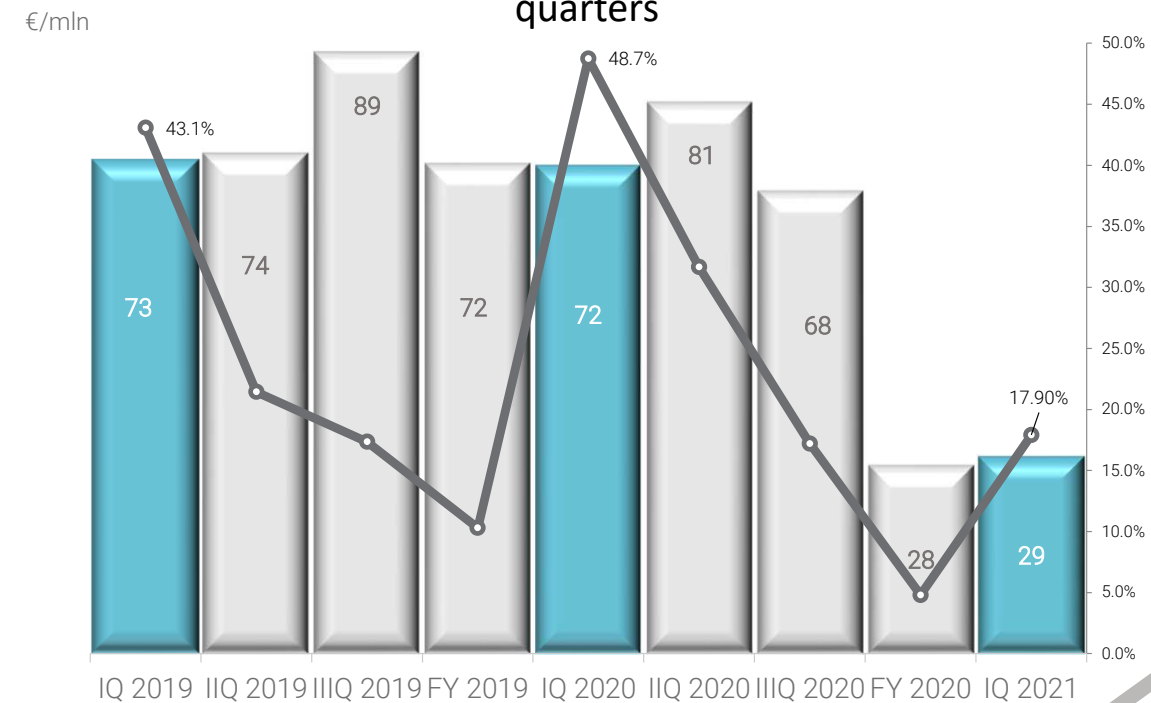


OPERATIVE NET WORKING CAPITAL

years



quarters



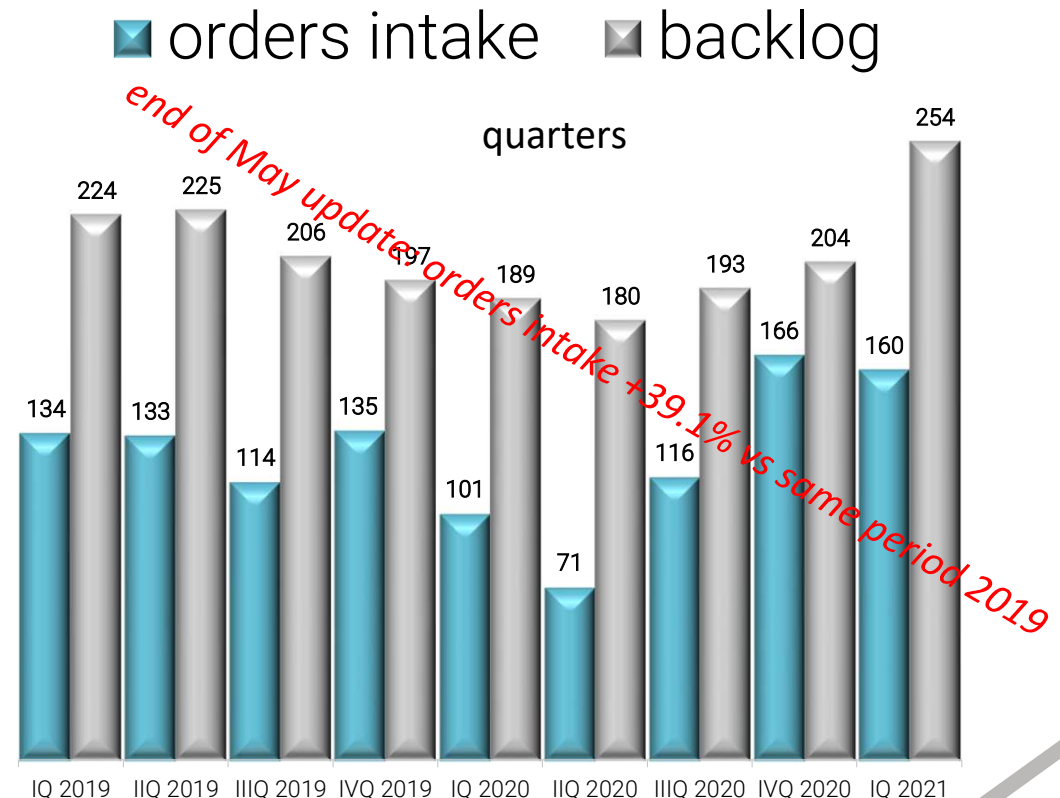
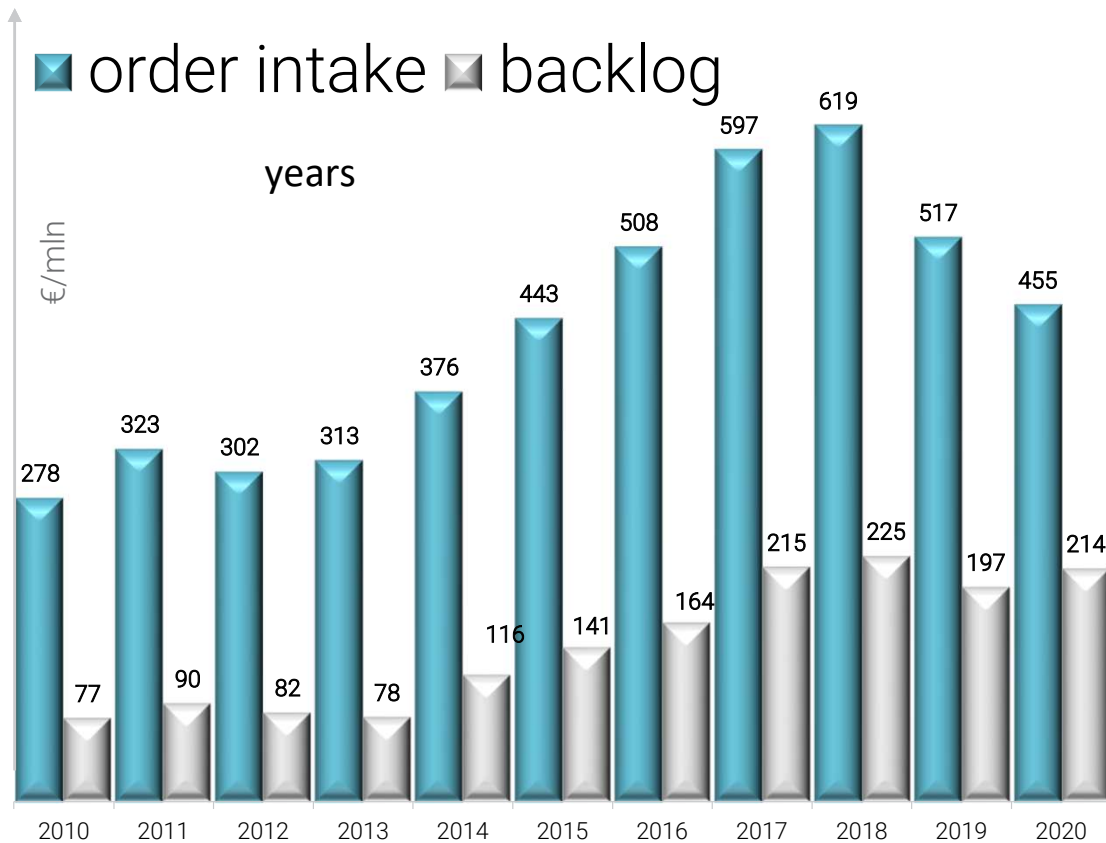
ORDERS INTAKE BACKLOG

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)



machines only

STAFF DISTRIBUTION

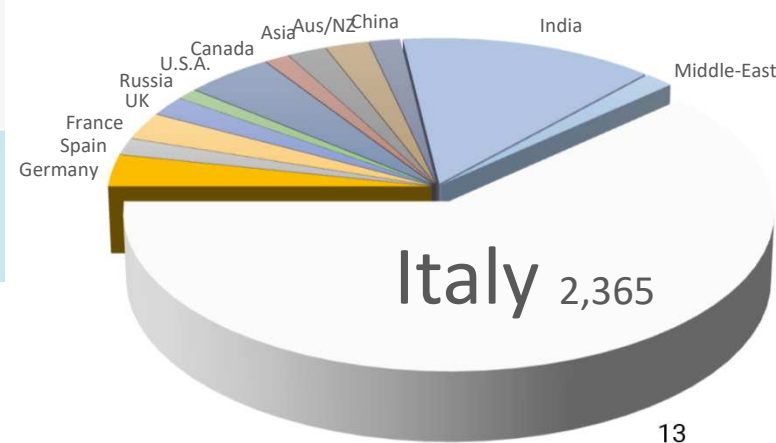
EMPLOYEES DISTRIBUTION

	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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SHAREHOLDERS

(breakdown)

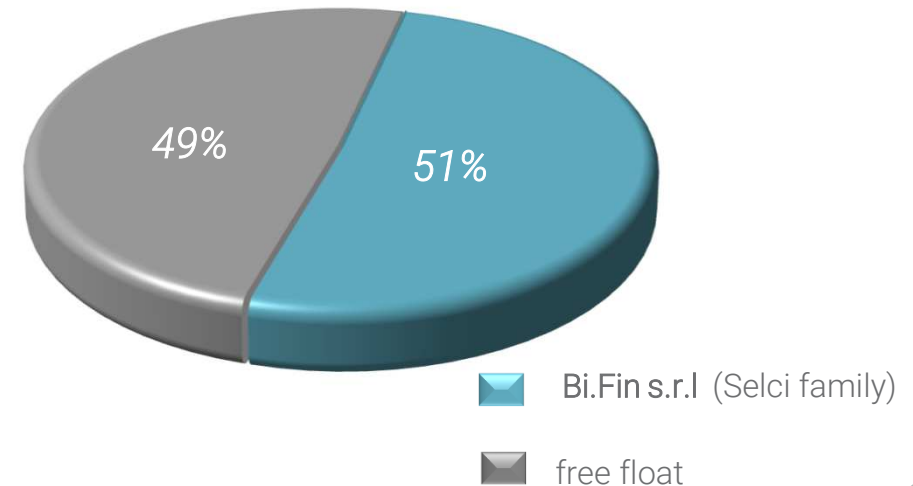
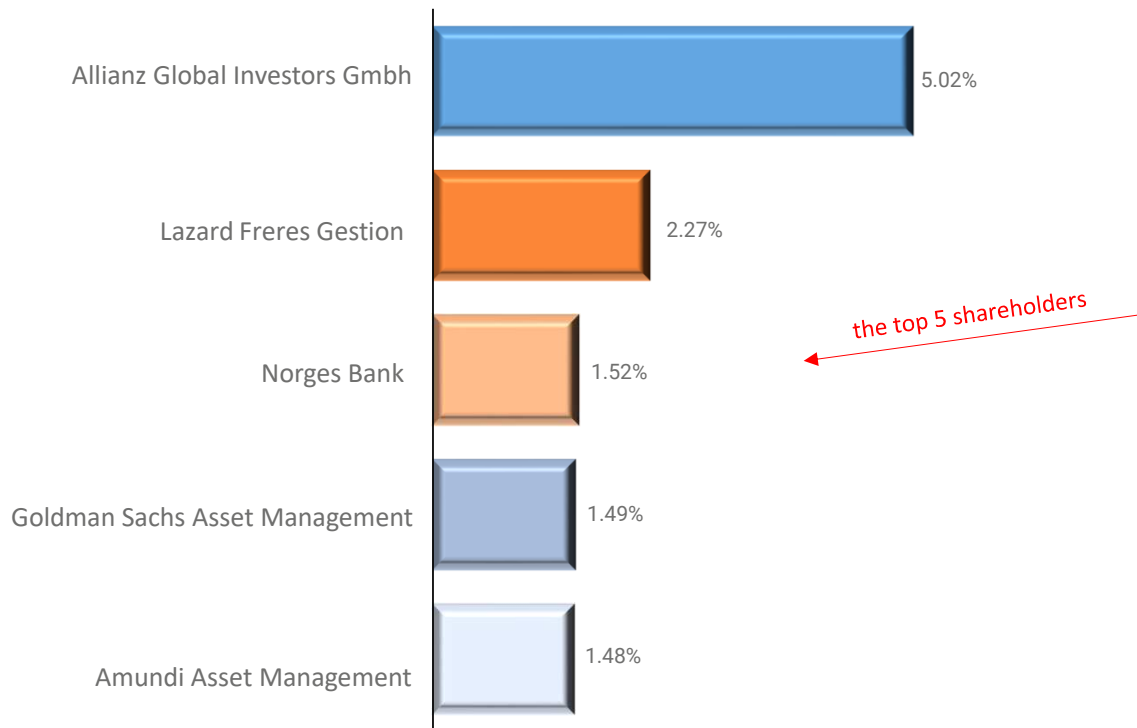
Board of Directors

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



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