



BIESSE: RESULTS FOR THE PERIOD ENDED 30 JUNE 2004 APPROVED

Pesaro, September 20, 2004 – Today the Board of Directors of Biesse SpA, a company with headquarters in Pesaro listed on the Star segment of the Italian Stock Exchange, approved the Half-Year Report for the period ended 30 June 2004.

The results of the Biesse Group for the first half of 2004 were as follows:

- revenues amounted to €148.1 million (+4.5% compared to H1 2003).
- added value was €52.7 million (+6.7% compared to H1 2003)
- EBITDA was €9.4 million (+291.6% compared to H1 2003)
- EBIT showed the **positive figure of €3.7 million** (as opposed to -€4.6 million for H1 2003)
- **income before taxes was €9.4 million** (loss of €10.7 million for H1 2003).

On a **pro-forma basis due to the change in the consolidation area for 2003-2004** (figures have been reported net of the results of the Schelling Group, transferred by Biesse last December, whereas figures for 2004 have been reported net of the results of the subsidiaries CABI and Sandymac srl)

- revenues were €147.8 million (+16% compared to H1 2003)
- added value was €52.4 million (+15.8% compared to H1 2003)
- EBITDA was €9.6 million (+68.7% compared to H1 2003)
- EBIT showed the **positive figure of €4.0 million** (as opposed to -€0.4 million for H1 2003)
- **income before taxes was €9.7 million** (loss of €5.5 million for H1 2003).

As confirmed by Acimall, the Italian woodworking machinery and tools manufacturers' association, the woodworking machine industry (71% of Biesse Group volumes) posted an increase of 12.6% in the orders in the first half of 2004 compared to the same period in 2003, characterised by a large foreign component (27%). The results described above are due to the reassuring figures on performance of Biesse's main reference market as well as, especially, the Company reorganization plan aimed at recovering efficiency.

Another extremely positive element regarding the **first half 2004** is the performance of the **negative net financial position for €74.7 million**, which was substantially better than the €113.7 million posted at June 2003 (**- €39 million**), the €106.7 million at December 2003 (**-€32 million**) and the €91.8 million at March 2004 (**-€17.1 million**). Though partially due to the real estate transaction concluded at the start of the year (net cash-in at 30/06/04 amounted to €17.1 million), this result demonstrates the Company's efforts to improve cash generation, which continued in the months subsequent to the end of the half year with a decrease in net indebtedness to **€69.2 million at 31 August 2004** (net indebtedness for the same period of 2003 amounted to €113.7).

"The Company will be present at the next STAR event in London (23-24 September)" - stated President Roberto Selci - "to disclose the results obtained pursuant to the structural reorganization plan launched a year ago, although we feel there is still much work ahead of us to meet the profitability expectations of our shareholders."





Press release

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The Biesse Group operates in the market of machinery and systems involved in processing wood, glass and stone.

The company offers modular solutions that range from the design of turnkey systems for large furniture manufacturers to individual automatic machines and workstations for small- and medium-sized companies, to the design and sale of individual high-tech components.

Thanks to its orientation towards innovation and research, Biesse can develop products and modular solutions that can meet the varied needs of a broad customer base.

As a multinational with production plants in Italy and China, the Biesse Group markets its products through a network of subsidiaries and 18 branch offices located in strategic markets.

The branch offices ensure specialized after-sales service to the customers, while also developing and carrying out feasibility studies and market research aimed at developing new products.

The Biesse Group has a staff of approximately 1,860 people distributed over its six manufacturing sites located in Pesaro, Bergamo, Turin, Alfonsine, Anzola and Lugo (Italy), Dongguan (China) and its branch offices in Europe, North and South America, Asia and Oceania.



For further information

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