

Approved the Group three years business plan 2016-2018

Pesaro, 26 February 2016 - The Board of Directors of Biesse S.p.A. – a company listed in the STAR segment of the Italian Stock Exchange, FTSE IT MID CAP- has today approved an updated Group Industrial Plan for the three year period 2016-2018.

As a consequence of the initiatives contained in the aforementioned plan and an evaluation of the international macro-economic situation the principal results expected by Biesse Group over the next three years are as follows:

- **growth in consolidated revenues** with a three year CAGR of **10.7%** (*revenues of more than Euro 704 million expected in 2018*)
- **increase in Value Added** with a three year CAGR of **11.9%** (*a record as a percentage of revenues of 42.4%*)
- **increased operating profitability:**
 - **ebitda showing** a three year CAGR of **14.3%** (*ebitda margin 13.6% in 2018*)
 - **ebit showing** a three year CAGR of **17.9%** (*ebit margin 10.2% in 2018*)
- **positive free cashflow** totalling Euro **82 million** in the three-year period 2016-2018 (*free cashflow margin 5.6% in 2018*)

"The plan stems from the excellent result achieved in the financial year 2015," – *stated Group General Manager, Dr. Stefano Porcellini* - "a financial year that closed with **record growth in revenues, a strong increase in profitability and the elimination of debt.**

Consolidated revenues for 2015 are estimated to have risen by 21.6% compared with the previous year (the value of consolidated revenues at 31.12.15 are expected to be Euro 519.2 million), with order inflow (machinery) rising by more than 17.8% compared to 2014, despite politico-economic turbulence in several important geographical regions.

Also in 2015 we have achieved a strong increase in profitability and significant cash generation. We have today approved initiatives in support of the growth plan for the three year period 2016-2018, focused as always on investment in innovation, **quality and in commercial/distribution activities.**

The plan for the period 2016-2018 anticipates average growth in sales of **10.7% (organic), cash generation and a further improvement in profitability.**

In addition to our planned participation at the STAR event organised by Borsa Italiana (*Milan, 15-16 March 2016*), Biesse is available for the organisation of dedicated meetings to examine in greater detail the main features of its three year industrial plan, both in Italy and abroad.

This afternoon at 16.30 CET, Biesse will present the key elements of its new Three-year Industrial Plan via the ELITE Connect platform/portal of Borsa Italiana. For dedicated access please contact:

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BIESSE S.p.A. - The Biesse Group operates in the market for machinery and systems for working wood, glass, marble and stone. Established in Pesaro in 1969 by Giancarlo Selci, Biesse SpA has been listed since June 2001 in the STAR segment of the Italian Stock Exchange.

The Company offers modular solutions from the design of turnkey plants for large furniture manufacturers to individual automatic machines and work stations for small and medium enterprises and the design and distribution of individual highly technological components.

As a result of its attention to research and innovation, Biesse can develop modular products and solutions capable of responding to a vast range of requirements from clients.

A multinational company, the Biesse Group distributes its products through a network of subsidiaries and associates located in all leading strategic markets.

The 34 directly controlled subsidiaries guarantee specialized after-sales assistance to clients whilst at the same time carrying out market research in order to develop new products. The Biesse Group currently has more than 3,170 employees in its main production sites in Pesaro, Alzate Brianza, Bangalore, Dongguan and its subsidiaries/branch offices in Europe, North America, Latin America, the Middle East and Far East and in Australasia. The Group also has no fewer than 300 resellers and agents enabling it to cover more than 100 countries.

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