

The background of the slide is an abstract, repeating pattern of dark blue and black geometric shapes, possibly representing a circuit board or a complex architectural structure. The shapes are outlined in a vibrant red color, creating a strong contrast. The overall effect is a sense of depth and complexity.

Pesaro 15 March 2021

4 p.m.

phone conference call

Alberto Amurri - Group Investor Relator
www.biessegroup.com

GLOBAL ORGANIZATION

EXPORT
around

84%
OF SALES



-  PRODUCTION SITES
-  SUBSIDIARY
-  TRADE
-  SUBSIDIARY AND TRADE

KOREX PRESS RELEASE

Pesaro, 28 January 2021 – The Biesse Group has reached an agreement for the total sale of the company Dongguan Korex Machinery Co. LTD with registered office in Dongguan (Guangdong province-China). The value of this transaction is estimated at **CNY 183.5 million** (HK\$212.5 million - €22.5 million) and, if all contractual provisions are met, the deal is expected to be completed by **mid-March 2021**.

Also the entire financial settlement of the operation is expected to be effected within the next month of March, through the contribution of the bank J.P. Morgan of Hong Kong.

As already pre-announced on 20 December 2019, in addition to the possible production synergies that will also involve the Group's company in India, this operation will lead to a reduction in operating costs that had contributed to accumulating losses of €32 million at Korex.

The expected impact on the Group's consolidated financial statements is a capital gain of around €17 million.

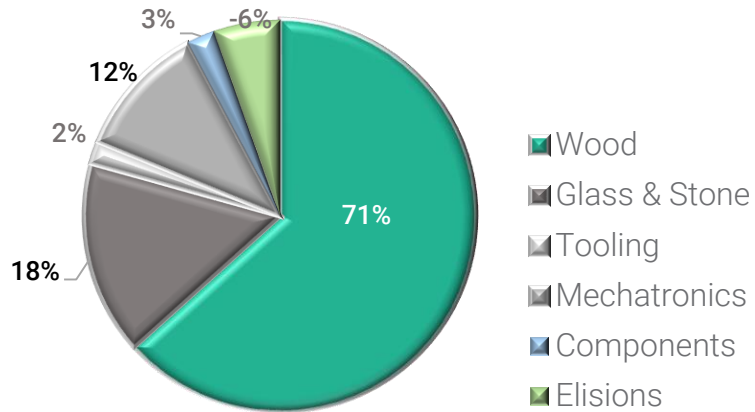
The above does not change the conviction that China can remain the main country for the demand of furniture and, more generally, of capital goods, with an expected growth rate higher than the current world average;

the Biesse Group intends to maintain and strengthen its presence in the entire Far East area through its branch offices already in the region, dedicating a particular commitment to the chinese branch (Biesse Trading Shanghai). In the post-sale deal, the Italian and Indian production companies will be therefore more involved in order to satisfy the needs of the chinese market, towards which the Biesse Group - with all its business divisions- remains firmly oriented.



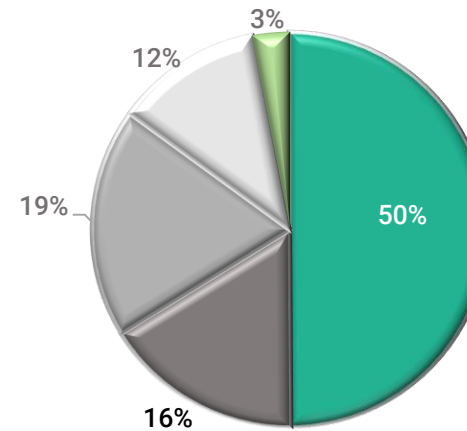
SALES BREAKDOWN

BY DIVISION



Dec 2020

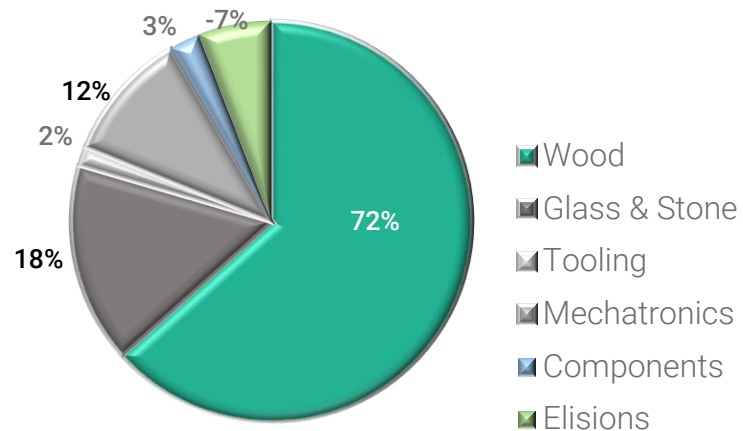
BY MAIN GEO-AREAS



Italy 15.8% (Sept. 14.3%)

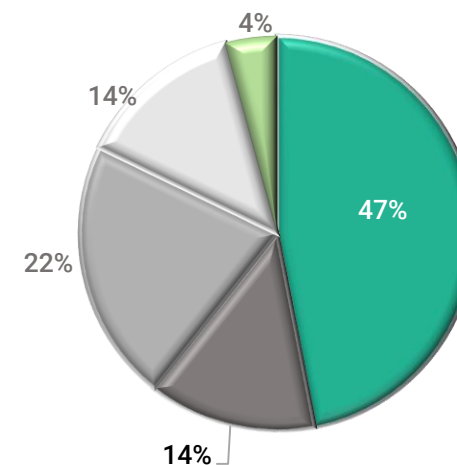
- Western Europe (Italy included)
- Eastern Europe
- North America
- Australasia
- Rest of the World

BY DIVISION



Dec 2019

BY MAIN GEO-AREAS



Italy 16.2%

- Western Europe (Italy included)
- Eastern Europe
- North America
- Australasia
- Rest of the World

FY 2020 RESULTS^(e)

FY 2020 RESULTS

SUMMARY

<i>(in € mln)</i>	FY 2020	FY 2019	delta
Consolidated Net Revenues	578.8	705.9	-18%
EBITDA	56.0	76.7	-27%
EBIT*	14.2	39.6	-64%
Net Profit	2.5	13.0	-81%
Net Financial Position <i>(without IFRS16 effects)</i>	72.7 positive	8.0 positive	+64.7

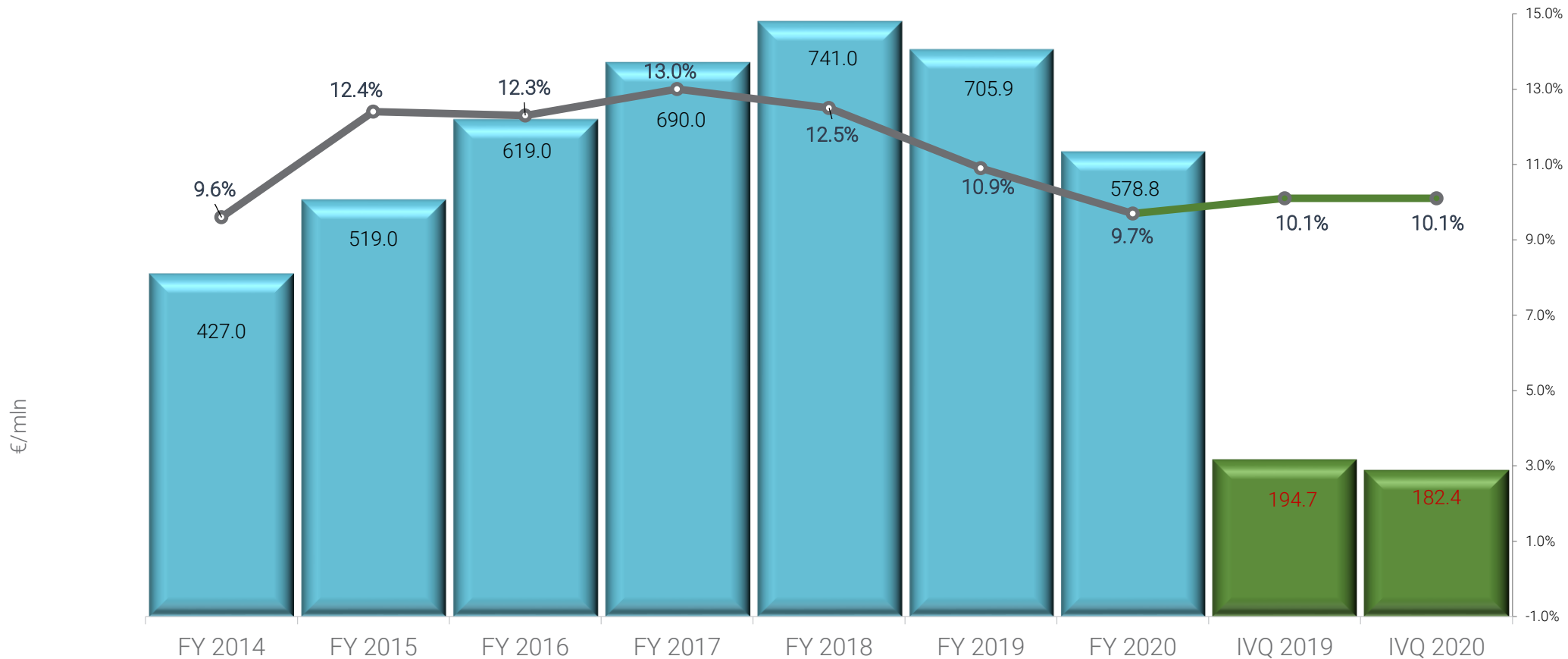
*before non recurring items

EXTRACT OF THE P&L

€/min	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020	IVQ 2019	IVQ 2020
Net sales year -1	427 +12.9%	519 +21.5%	619 +19.1%	690 +11.6%	741 +7.4%	705.9 -4.8%	578.8 -18%	194.7	182.4 -6.4%
Cost of goods sold	171 40.1%	206 39.7%	245 39.6%	270 39.1%	295 39.9%	286 40.6%	245 42.4%	88.3 45.3%	80.9 44.4%
Labour & Overhead cost	219 51.3%	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283,3 48.9%	89.1 45.8%	82.7 45.3%
EBITDA %	41 9.6%	64 12.4%	76 12.3%	89 13.0%	93 12.5%	76.7 10.9%	56.0 9.7%	19.6 10.1%	18.5 10.1%
EBIT* %	26 6.2%	44 8.4%	55 8.9%	67 9.7%	68 9.1%	39.6 5.6%	14.2 2.5%	10.2 5.2%	4.0 2.2%

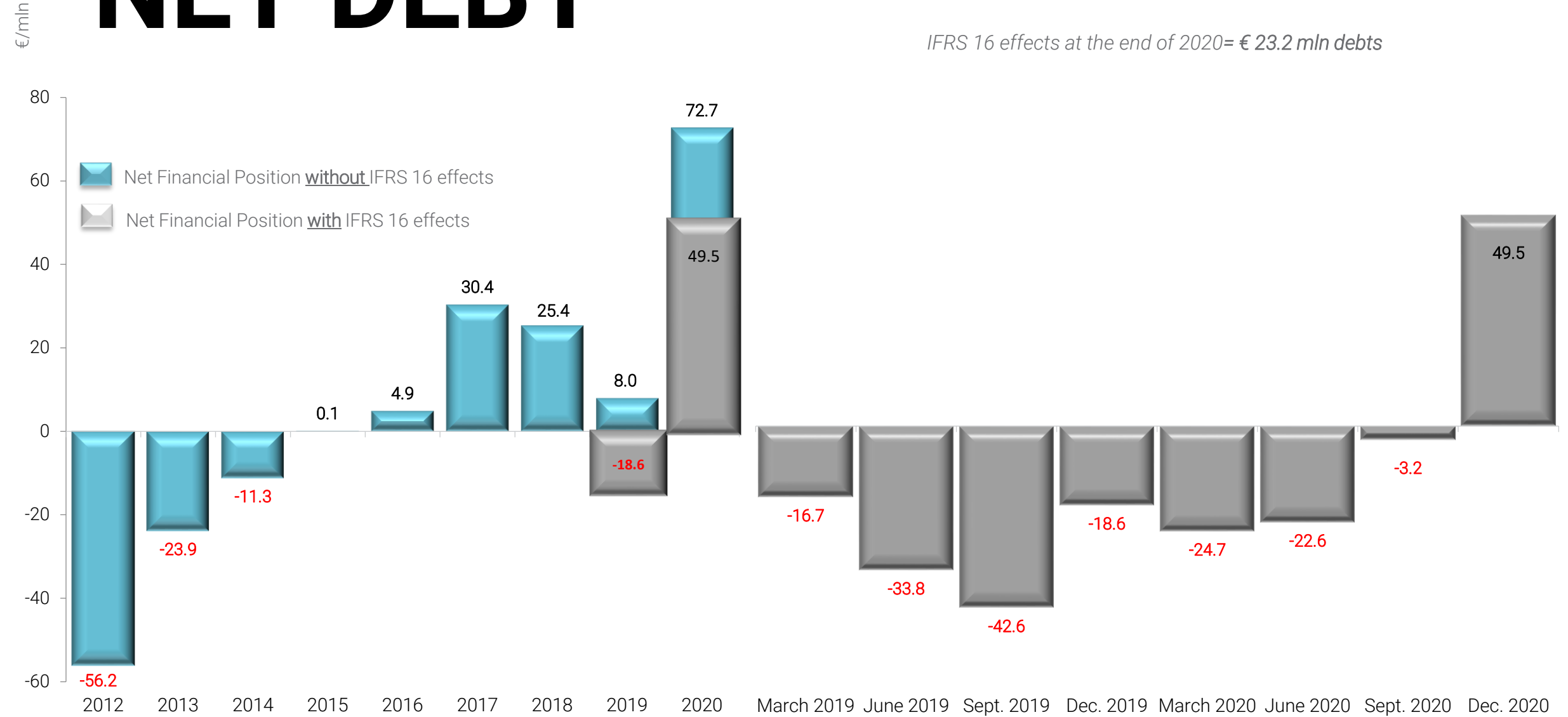
*before non recurring items

SALES & EBITDA MARGIN

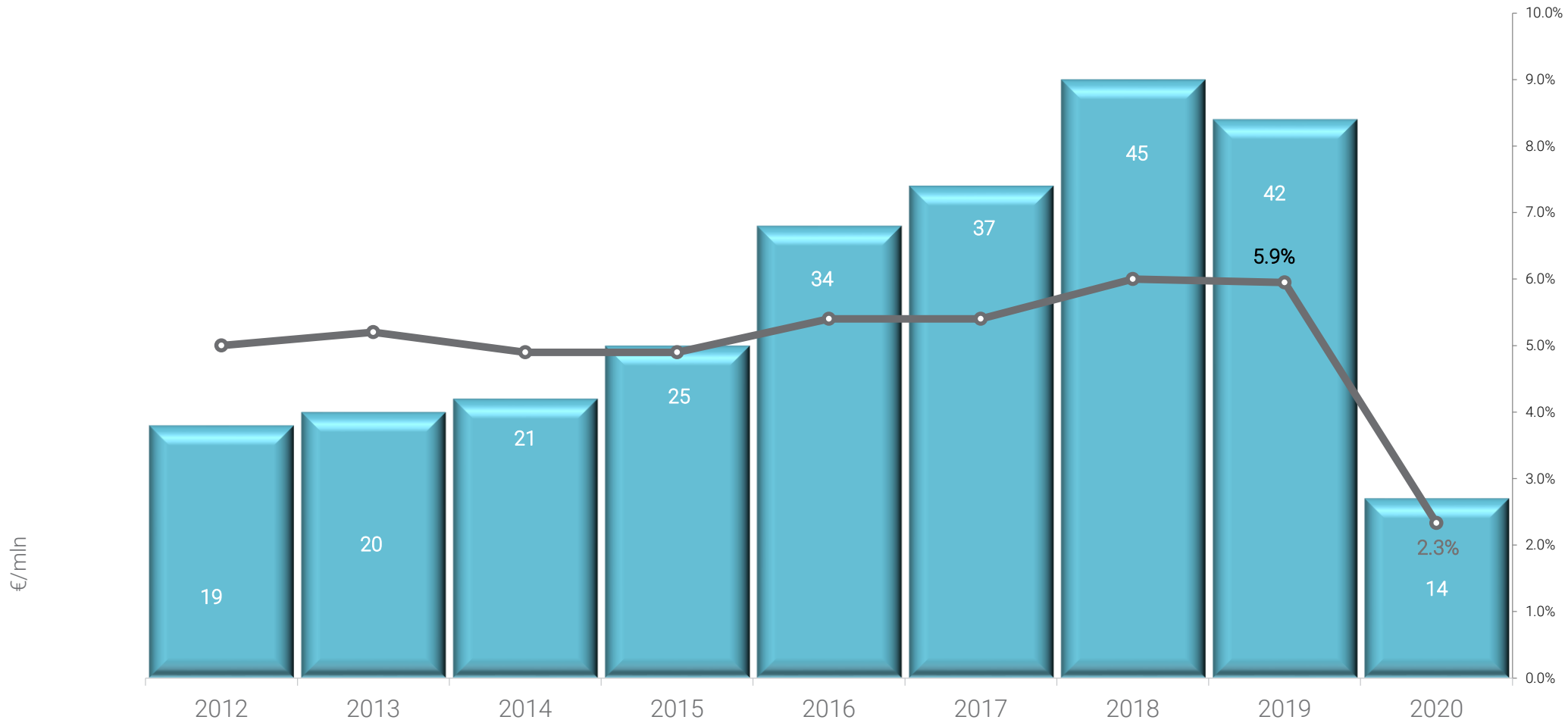


NET DEBT

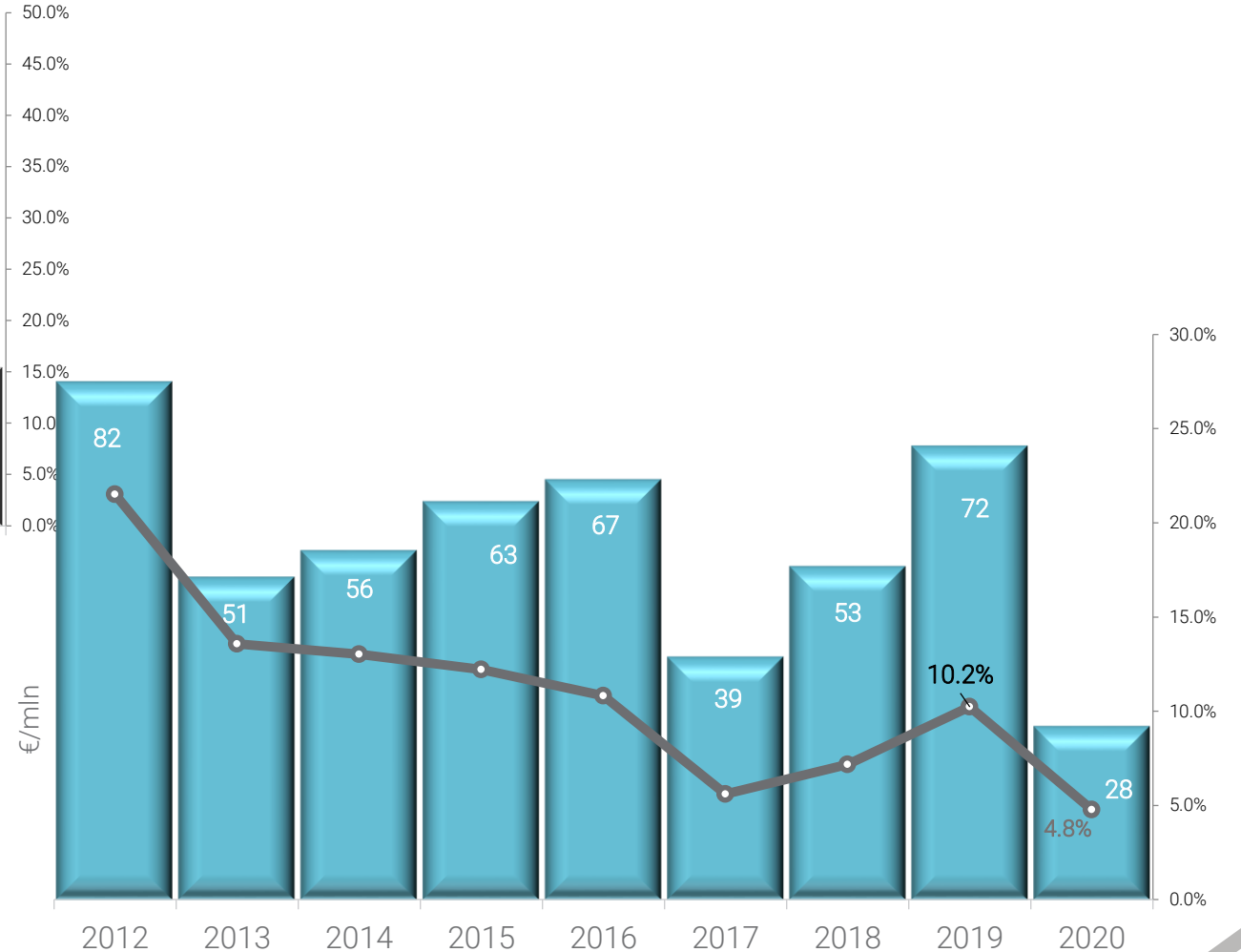
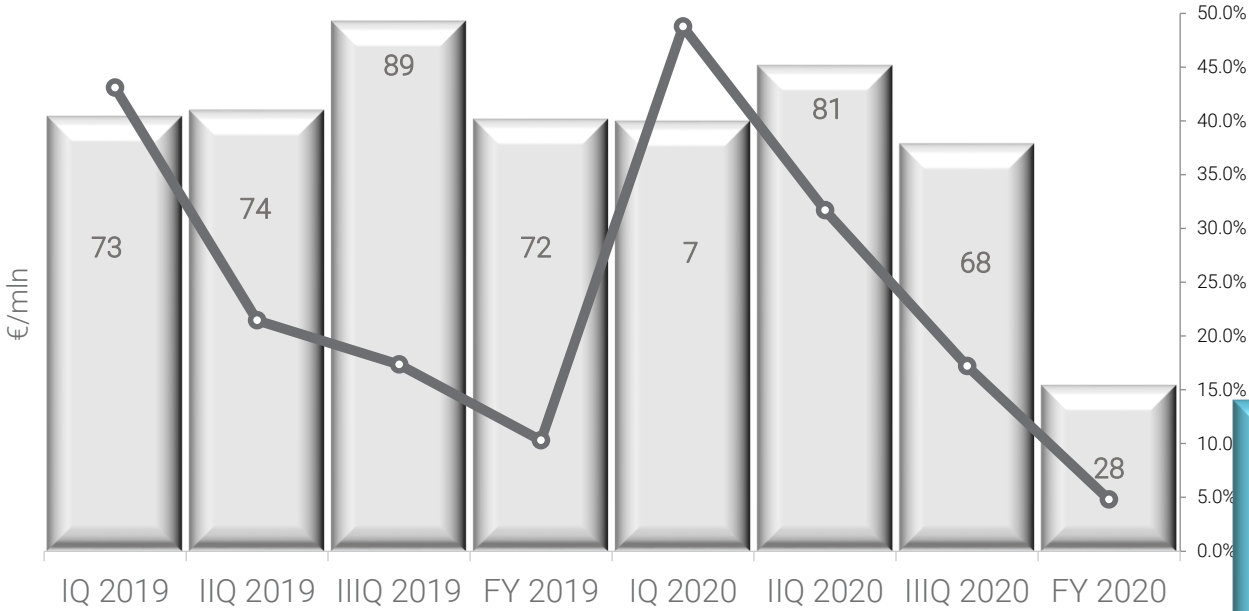
IFRS 16 effects at the end of 2020= € 23.2 mln debts



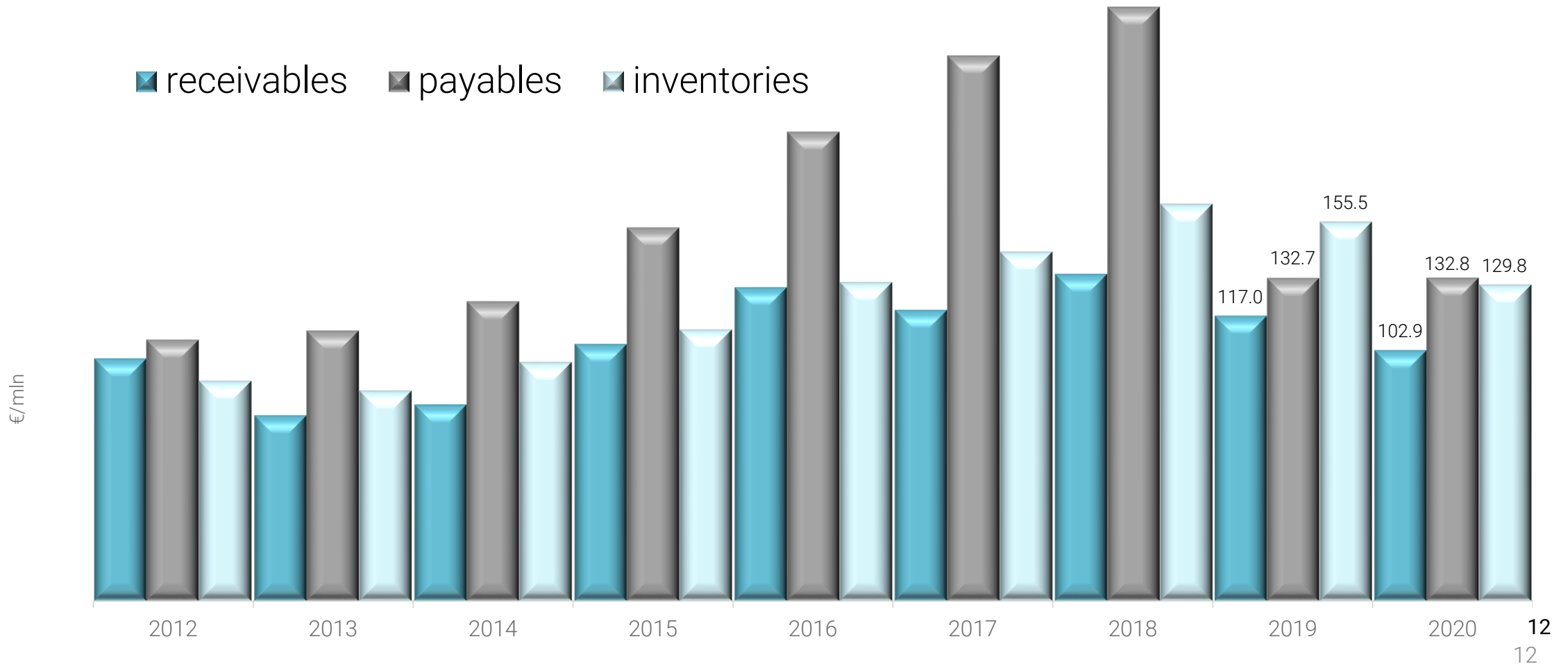
CAPEX



OPERATIVE NET WORKING CAPITAL



RECEIVABLES-PAYABLES- INVENTORIES

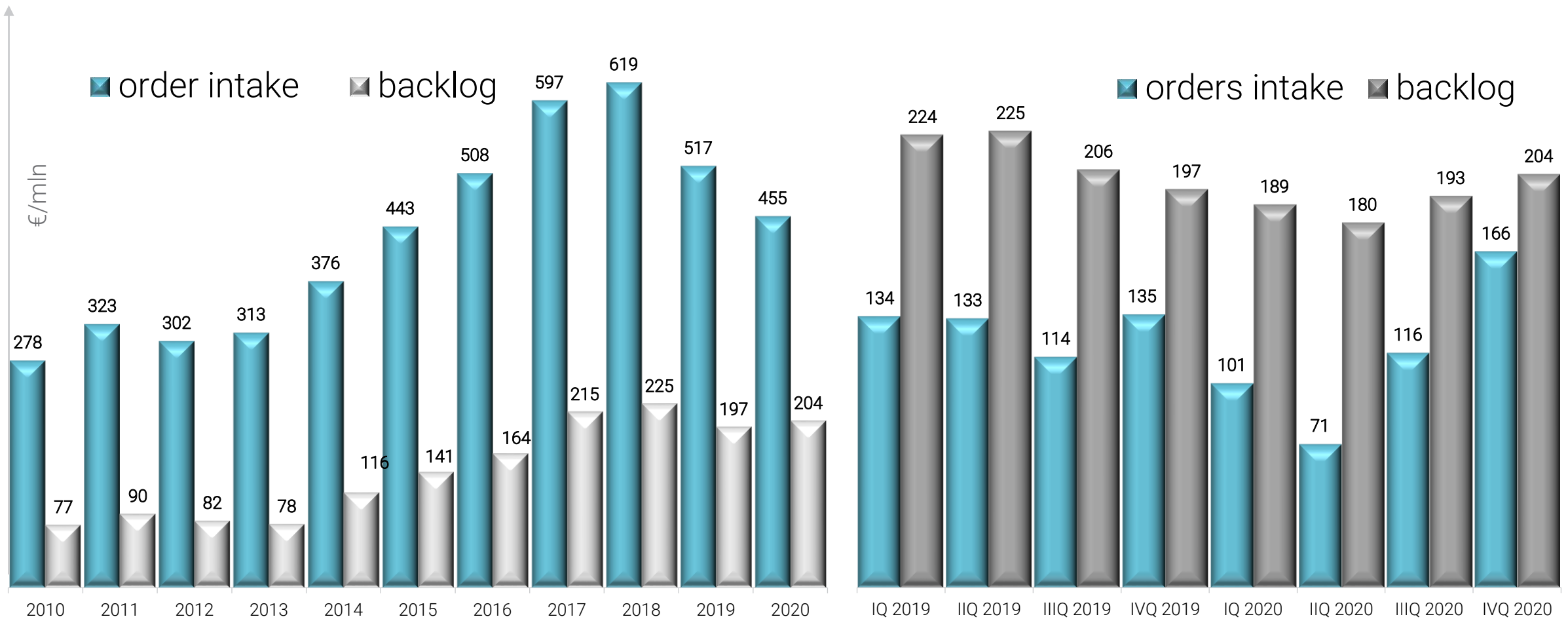


ORDERS INTAKE BACKLOG

GROUP ORDERS INTAKE & BACKLOG

□ 2020 Group orders Intake **-11.9%** (vs 2019)
 ○ IH 2020 -35,5%
 ○ IVQ 2020 +23,2%

□ 2020 backlog **+3,8%** (vs backlog December 2019)



machines only

STAFF DISTRIBUTION

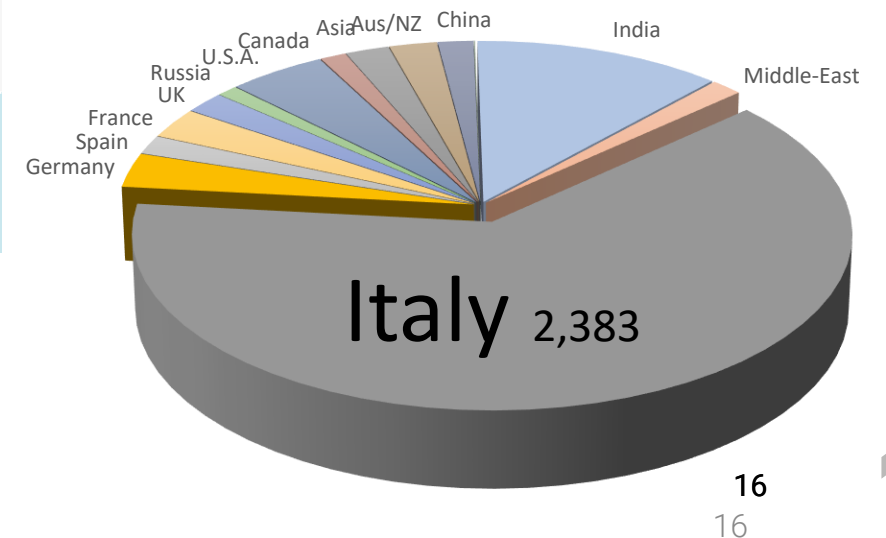
EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY2020
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%
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%
TOTAL	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3763

	FY 2019	FY2020	%
Production	1,386	1,324	-4,47%
Service & After Sales	992	962	-3,02%
R&D	482	478	-0,83%
Sales & Marketing	685	637	-7,01%
G&A	382	362	-5,24%
ITALY	2,418	2,383	-1,45%
OUTSIDE ITALY	1,509	1,380	-8,55%
TOTAL	3,927	3,763	-4,18%

interim people at the end of December 2020: 261

total 4,024



EMPLOYEES DISTRIBUTION

(without interim people)

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020
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%
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%
R&D % of total people	338 12%	321 12%	361 13%	383 13%	436 12%	479 12,5%	501 12%	482 12%	478 13%
Sales & Marketing % of total people	364 13%	351 13%	439 15%	495 15%	587 16%	641 17%	715 17%	685 17%	637 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%
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%
OUTSIDE ITALY % 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%
TOTAL	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763

FINANCIAL SUPPORT

FINANCIAL SUPPORT

Group update February 2021

mln

total cash facilities € 233.4

short term facilities - a revoca < 1 year

38%

62%

2021

chirografarie facilities - committed > 1 year

investments (cash instruments)

62

positive bank balances

62

total available cash in Italy € 124 mln

2021

282.4

233.4

75

+

124

=

- cash facilities
- existing loans
- net cash
- cash + available cash facilities

19
19

0

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