

The background features a complex, abstract pattern of overlapping, angular shapes in shades of dark blue, teal, and red, creating a sense of depth and movement.

# Pesaro, July 30th

4 p.m.

**phone conference call**

Alberto Amurri - Group Investor Relator  
[www.biessegroup.com](http://www.biessegroup.com)

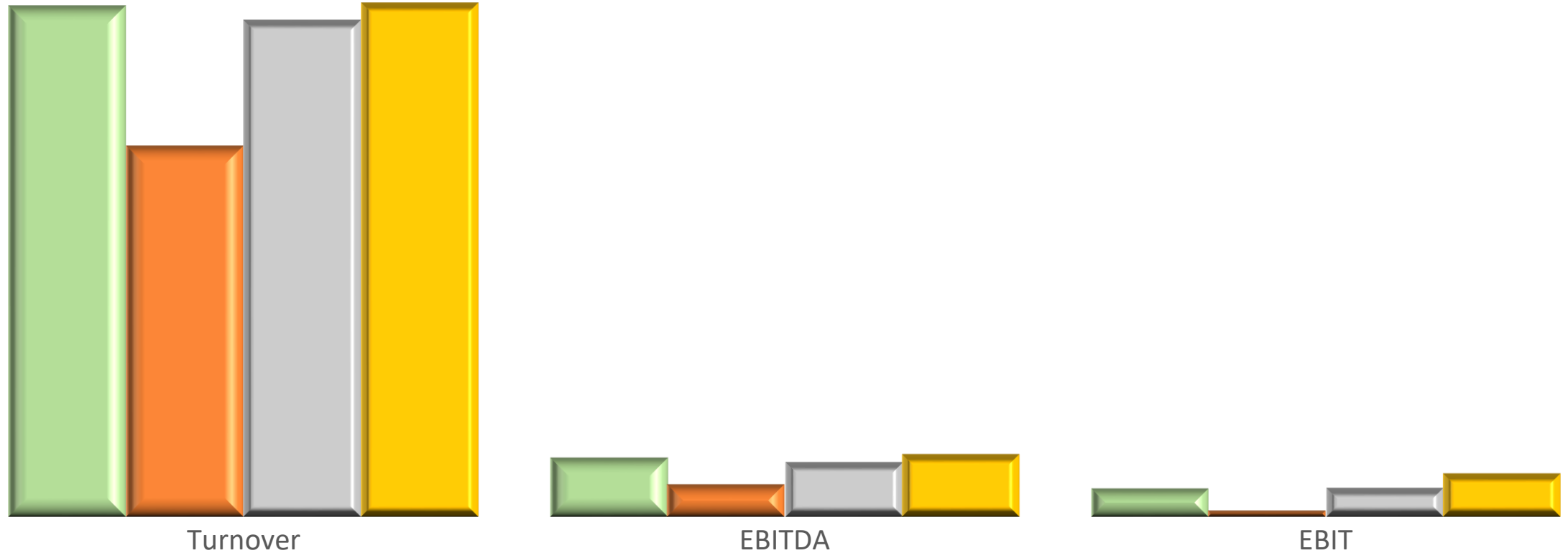
# IH 2021 RESULTS

# EXTRACT OF THE P&L

€/mln	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020
Net sales year -1	519 +21.5%	619 +19.1%	690 +11.6%	741 +7.4%	705.9 -4.8%	578.8 -18.0%
Labour & Overhead %	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%
<b>EBITDA</b> %	<b>64</b> 12.4%	<b>76</b> 12.3%	<b>89</b> 13.0%	<b>93</b> 12.5%	<b>76.7</b> 10.9%	<b>56.0</b> 9.7%
<b>EBIT</b> %	<b>44</b> 8.4%	<b>55</b> 8.9%	<b>67</b> 9.7%	<b>68</b> 9.1%	<b>39.6</b> 5.6%	<b>14.8</b> 2.6%

IH 2019	IH 2020	IH 2021
344.2	256.7	354.1
178.5 51.8%	133.3 51.9%	172.7 48.8%
<b>38.0</b> 11.0%	<b>22.5</b> 8.8%	<b>41.0</b> 11.6%
<b>20.1</b> 5.8%	<b>4.4</b> 1.7%	<b>19.7</b> 5.6%

# FIRST HALF RESULTS



■ IH 2021

354,1

■ IH 2020

256,7

■ IH 2019

344,2

■ IH 2018

356

EBITDA

41

22,5

38

43,5

EBIT

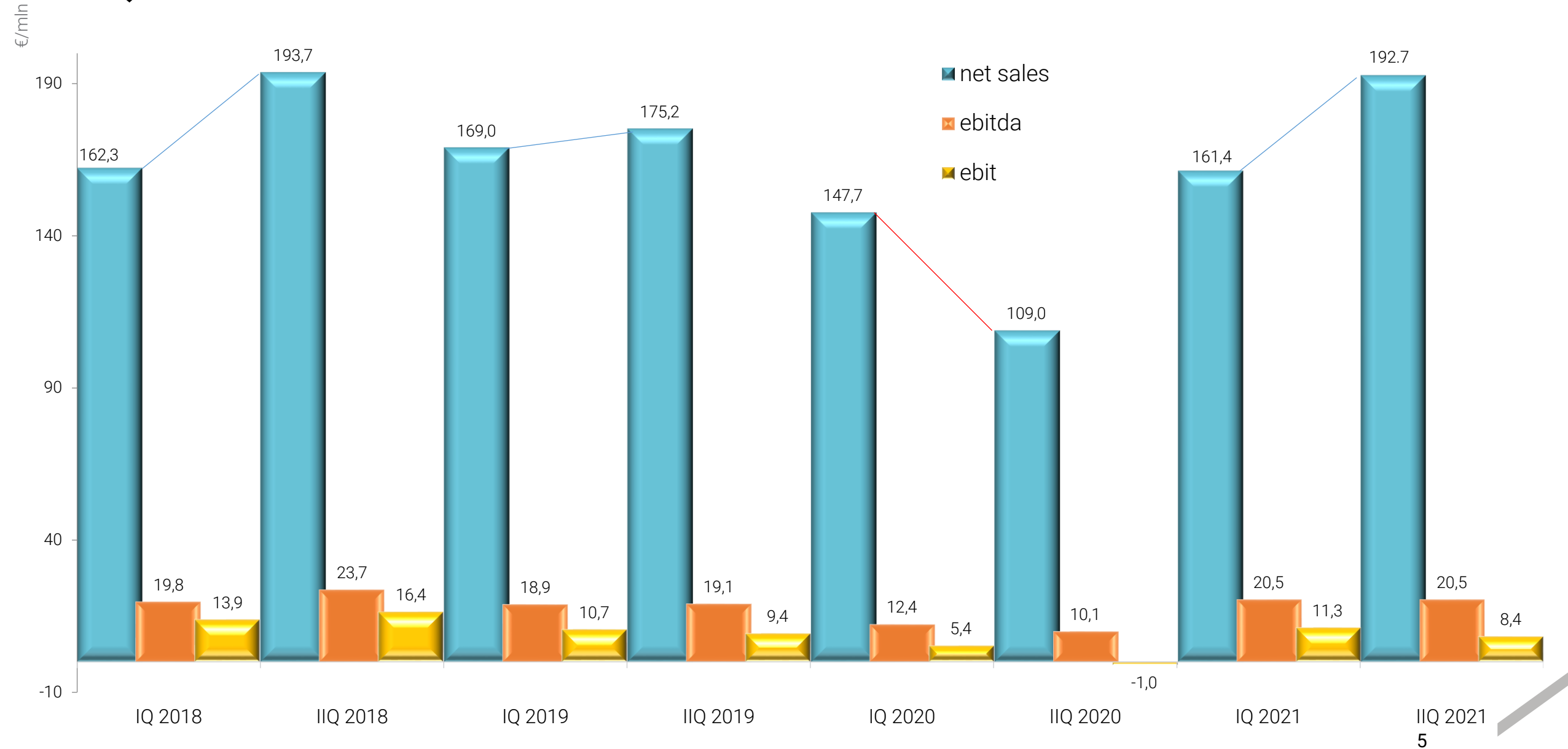
19,7

4,4

20,1

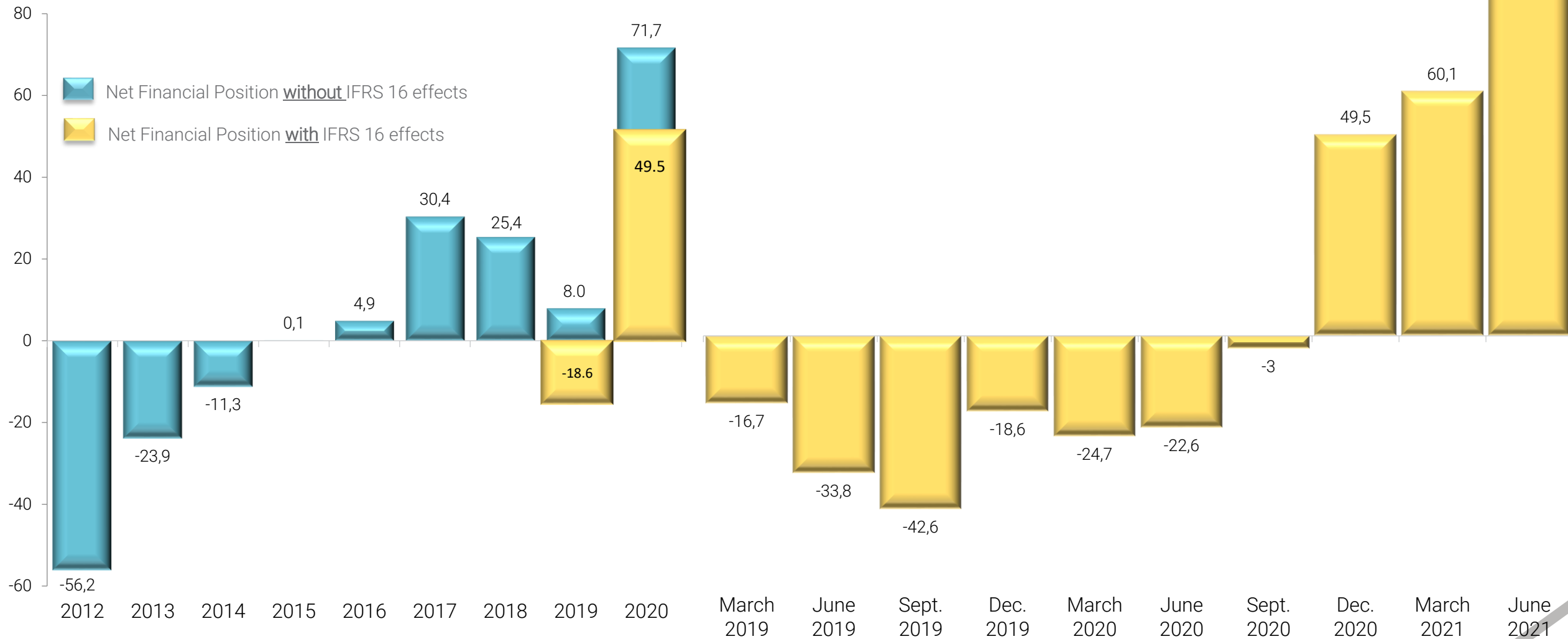
30,1

# QUARTERS

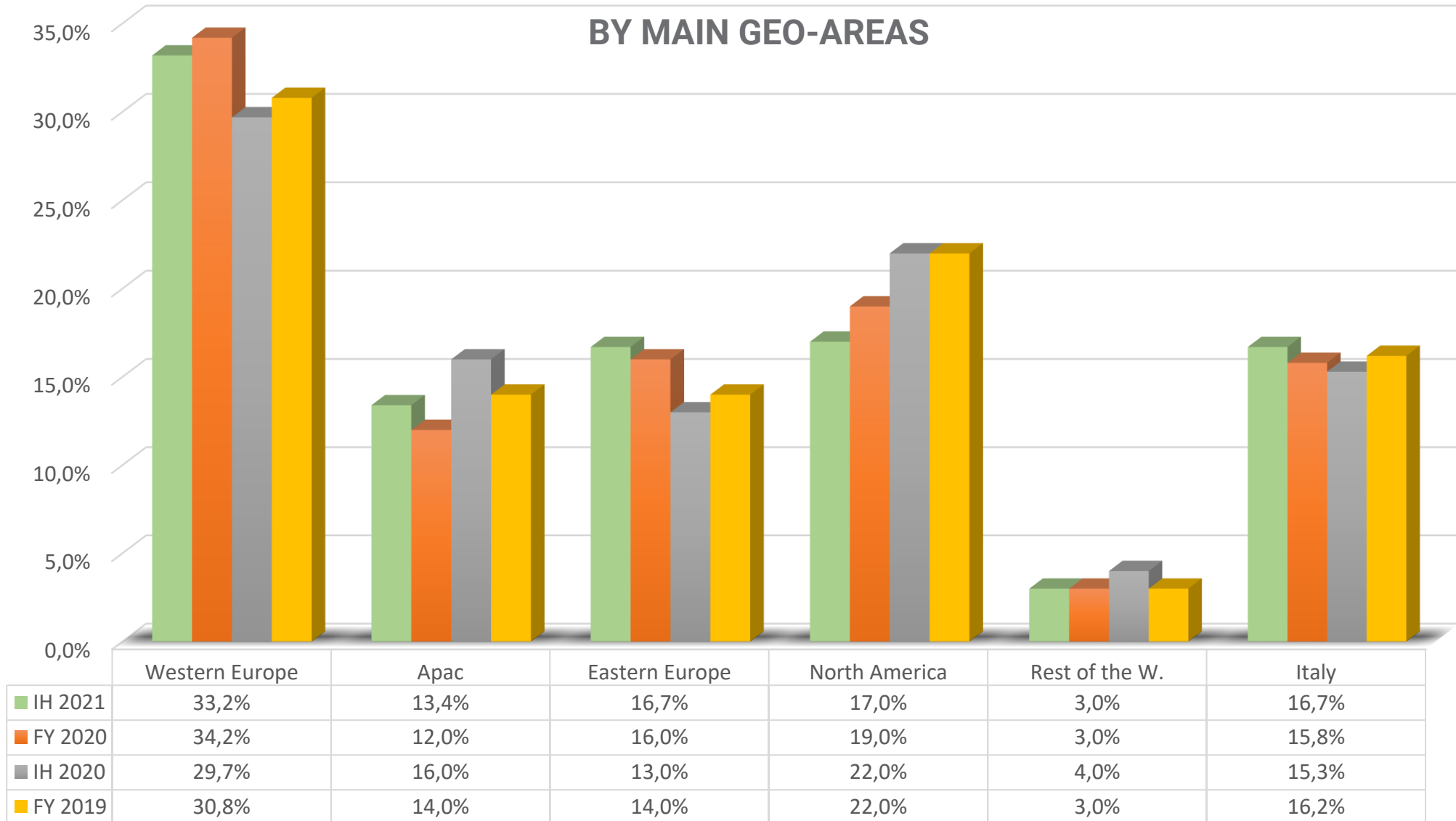


# NET DEBT

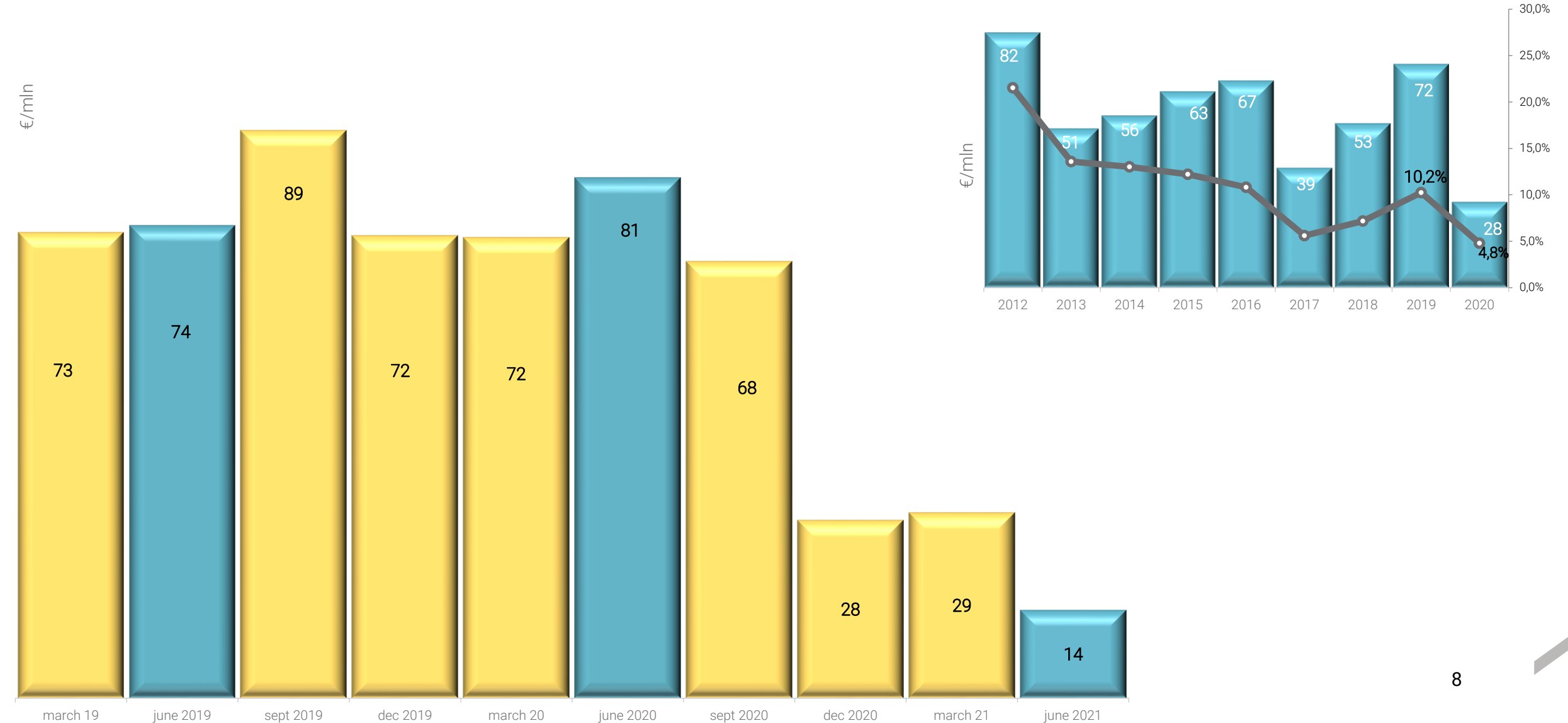
€/mln



# SALES BREAKDOWN



# OPERATIVE NET WORKING CAPITAL





# ORDER INTAKE BACKLOG

# GROUP ORDER INTAKE & BACKLOG

the Group progressive order intake (first 6 months) is:

- + 100% vs 2020
- + 28.9% vs 2019

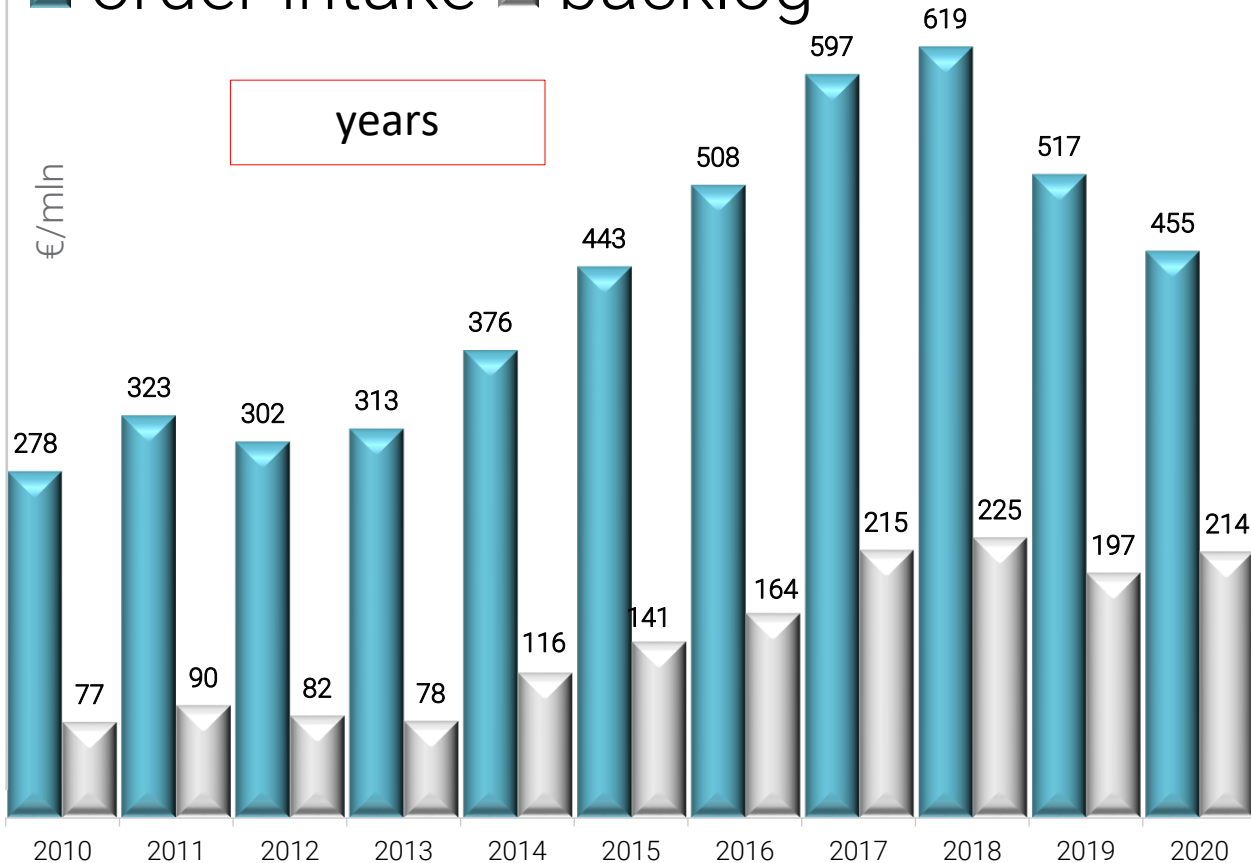
the Group backlog is:

- + 29.4% vs December 2020
- + 39.6% vs December 2019

■ order intake ■ backlog

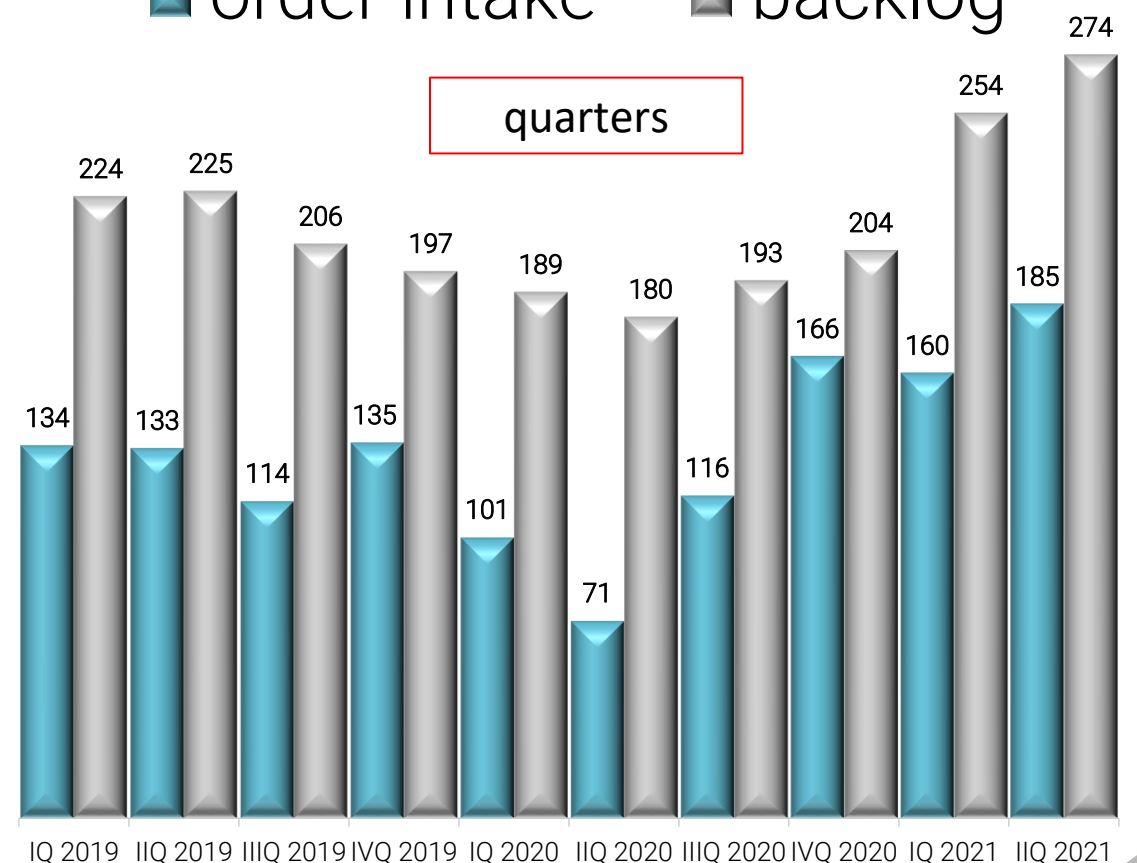
years

€/mln



■ order intake ■ backlog

quarters



machines only

# STAFF DISTRIBUTION

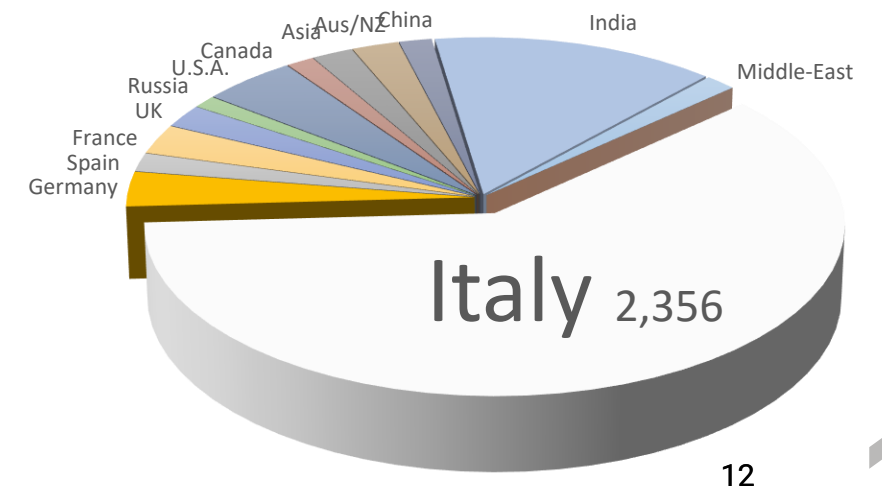
# EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	IIQ 2021
<b>ITALY</b> % 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%	2,356 61%
<b>OUTSIDE ITALY</b> % 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%	1,519 39%
<b>TOTAL</b>	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3763	3,875

interim people at the end of March 2021: nr. 419

total 4,294

	FY2020	IIQ 2021	%
Production	1,324	1,435	8,38%
Service & After Sales	962	983	2,18%
R&D	478	466	-2,51%
Sales & Marketing	637	659	3,45%
G&A	362	332	-8,29%
<b>ITALY</b>	<b>2,383</b>	<b>2,356</b>	<b>-1,13%</b>
<b>OUTSIDE ITALY</b>	<b>1,380</b>	<b>1,519</b>	<b>10,07%</b>
<b>TOTAL</b>	<b>3,763</b>	<b>3,875</b>	<b>2,98%</b>



# EMPLOYEES DISTRIBUTION

(without interim people)

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	IIQ 2021
<b>Production</b> % 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%	1,435 37%
<b>Service &amp; After sale</b> % of total people	574 21%	613 22%	628 22%	690 22%	803 22%	894 23%	1,001 24%	992 25%	962 26%	983 25%
<b>R&amp;D</b> % of total people	338 12%	321 12%	361 13%	383 13%	436 12%	479 12,5%	501 12%	482 12%	478 13%	466 12%
<b>Sales &amp; Marketing</b> % of total people	364 13%	351 13%	439 15%	495 15%	587 16%	641 17%	715 17%	685 17%	637 17%	659 17%
<b>G&amp;A</b> % of total people	242 9%	235 9%	252 9%	273 9%	310 8,5%	338 8,8%	389 9%	382 10%	362 10%	332 9%
<b>ITALY</b> % 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%	2,356 61%
<b>OUTSIDE ITALY</b> % 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%	1,519 39%
<b>TOTAL</b>	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763	3,875

# SHAREHOLDERS

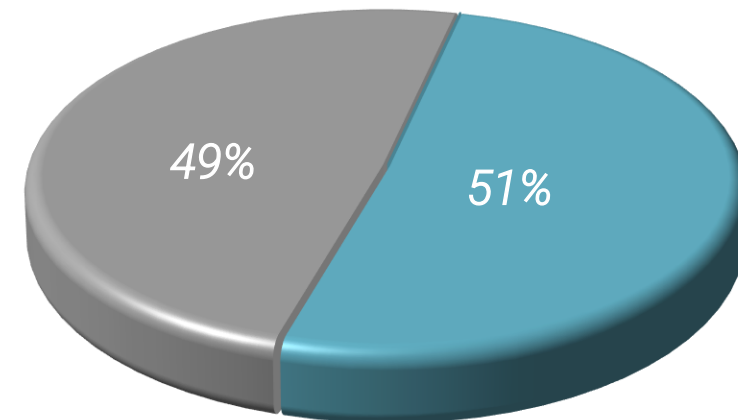
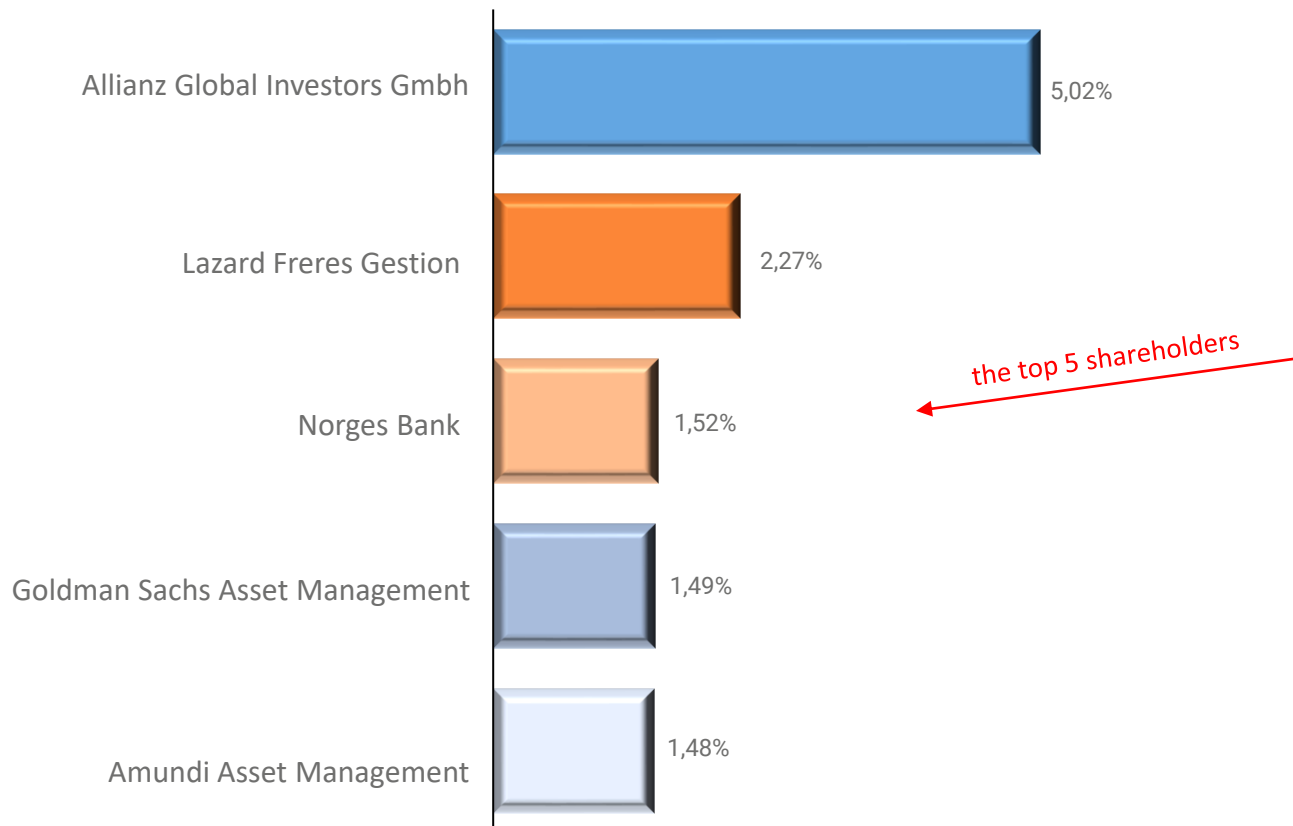
(breakdown)

# 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



Bi.Fin s.r.l (Selci family) 

free float 

# 2021-2023 Organic Business Plan

extract



# BUSINESS PLAN GUIDANCE

- ✓ **Net Sales:** 3 years c.a.g.r.: 8% - 12% vs 2020
- ✓ **EBITDA** margin: 9% - 11% in 2023
- ✓ **EBIT** margin: 4% - 6% in 2023
- ✓ **N.F.P.:** cash positive 80 – 90 Euro mln in 2023
- ✓ **CAPEX:** 90 – 110 Euro mln (3 years)

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