



Industrial & Healthcare Day

Borsa Italiana - 8 September 2021

IH 2021_{recap}

EXTRACT OF THE P&L

 BIESSEGROUP

€/min	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020
-------	--------	--------	--------	--------	--------	---------

IH 2019	IH 2020	IH 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%
----------------------	---------------	---------------	---------------	--------------	----------------	-----------------

344.2	256.7	354.1
-------	-------	-------

Labour & Overhead %	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%
------------------------	--------------	--------------	--------------	--------------	--------------	----------------

178.5 51.8%	133.3 51.9%	172.7 48.8%
----------------	----------------	----------------

EBITDA %	64 12.4%	76 12.3%	89 13.0%	93 12.5%	76.7 10.9%	56.0 9.7%
--------------------	--------------------	--------------------	--------------------	--------------------	----------------------	---------------------

38.0 11.0%	22.5 8.8%	41.0 11.6%
----------------------	---------------------	----------------------

EBIT %	44 8.4%	55 8.9%	67 9.7%	68 9.1%	39.6 5.6%	14.8 2.6%
------------------	-------------------	-------------------	-------------------	-------------------	---------------------	---------------------

20.1 5.8%	4.4 1.7%	19.7 5.6%
---------------------	--------------------	---------------------

FIRST HALF RESULTS

 BIESSEGROUP



■ IH 2021

354.1

41

19.7

■ IH 2020

256.7

22.5

4.4

■ IH 2019

344.2

38

20.1

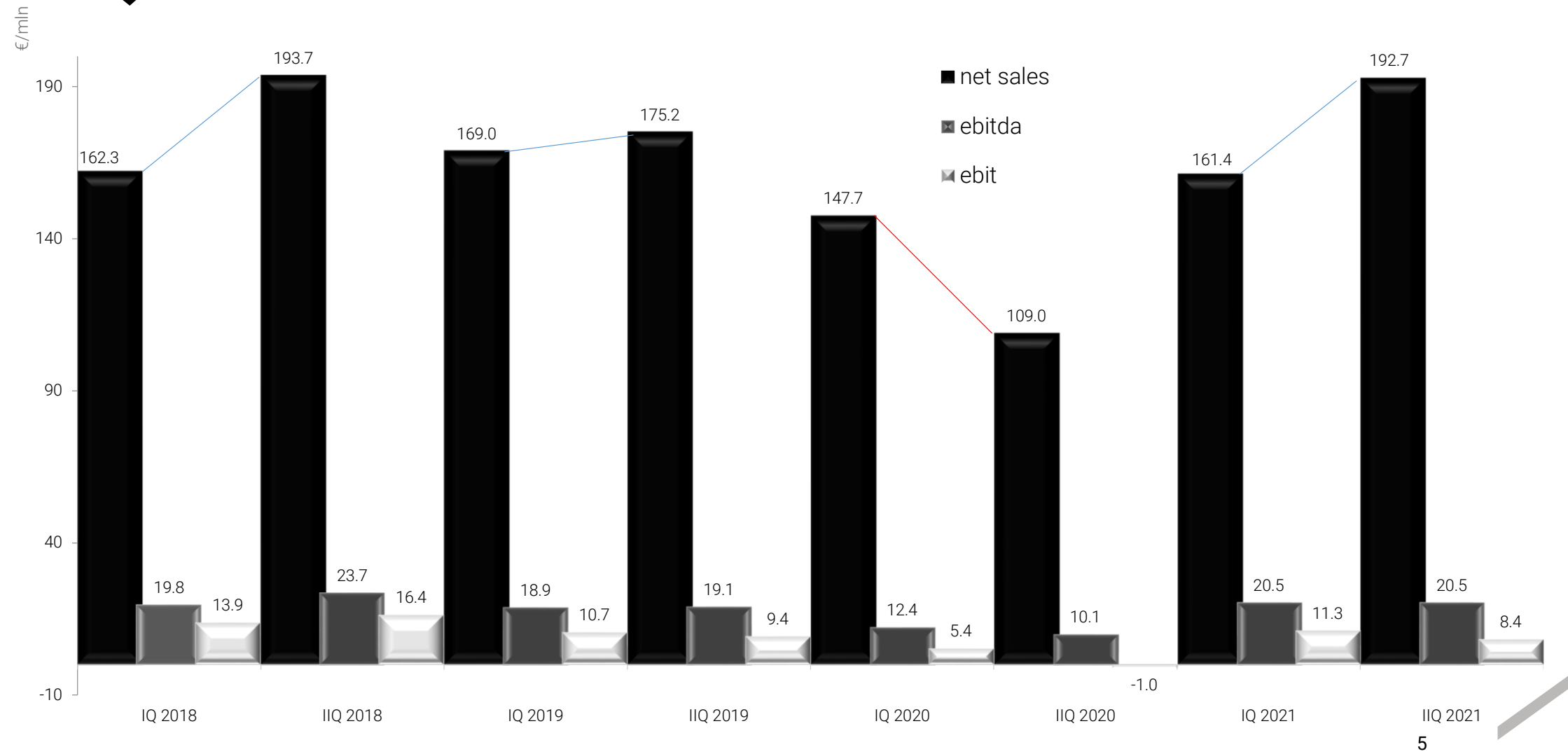
■ IH 2018

356

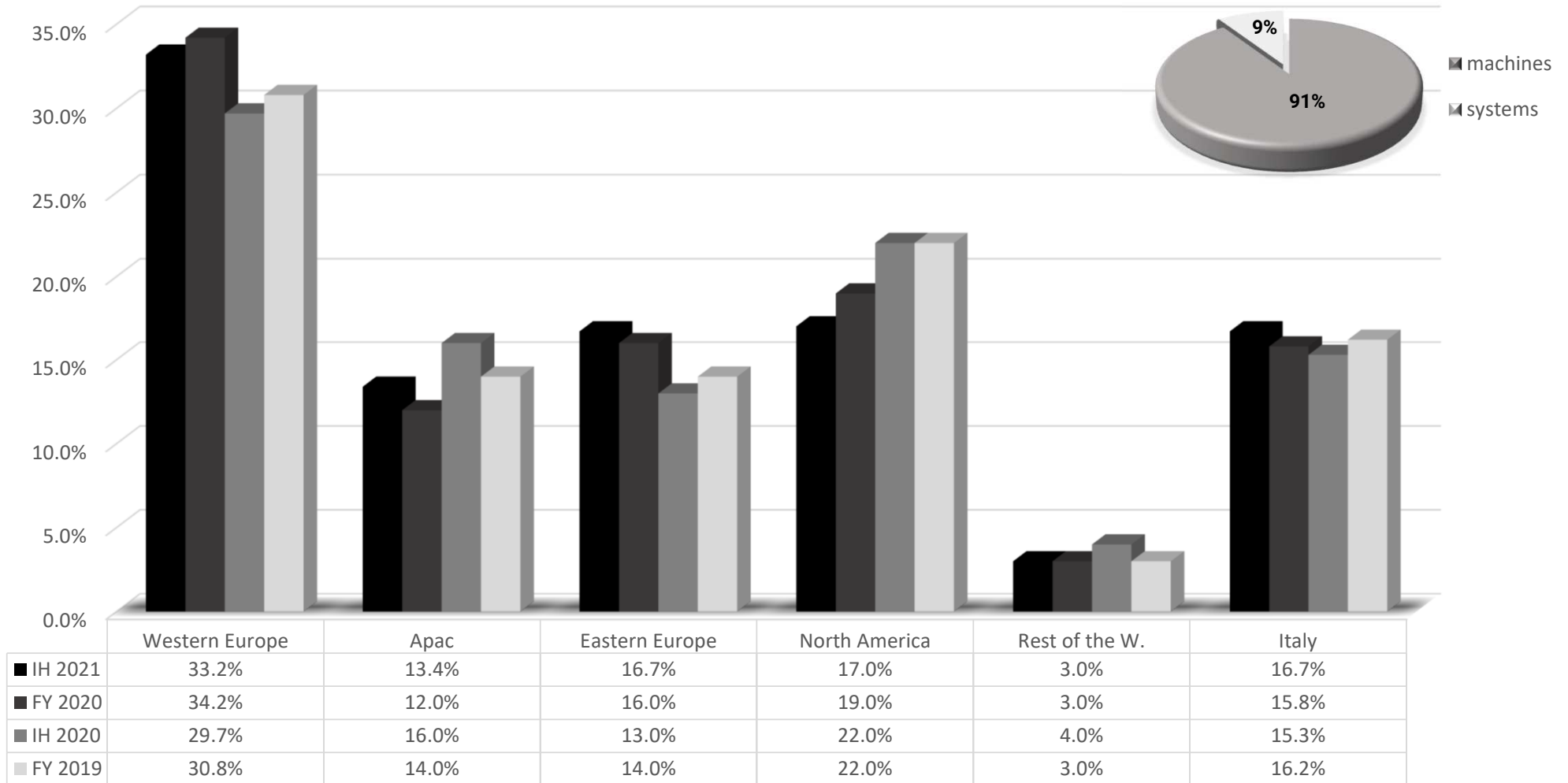
43.5

30.1

QUARTERS



SALES BREAKDOWN

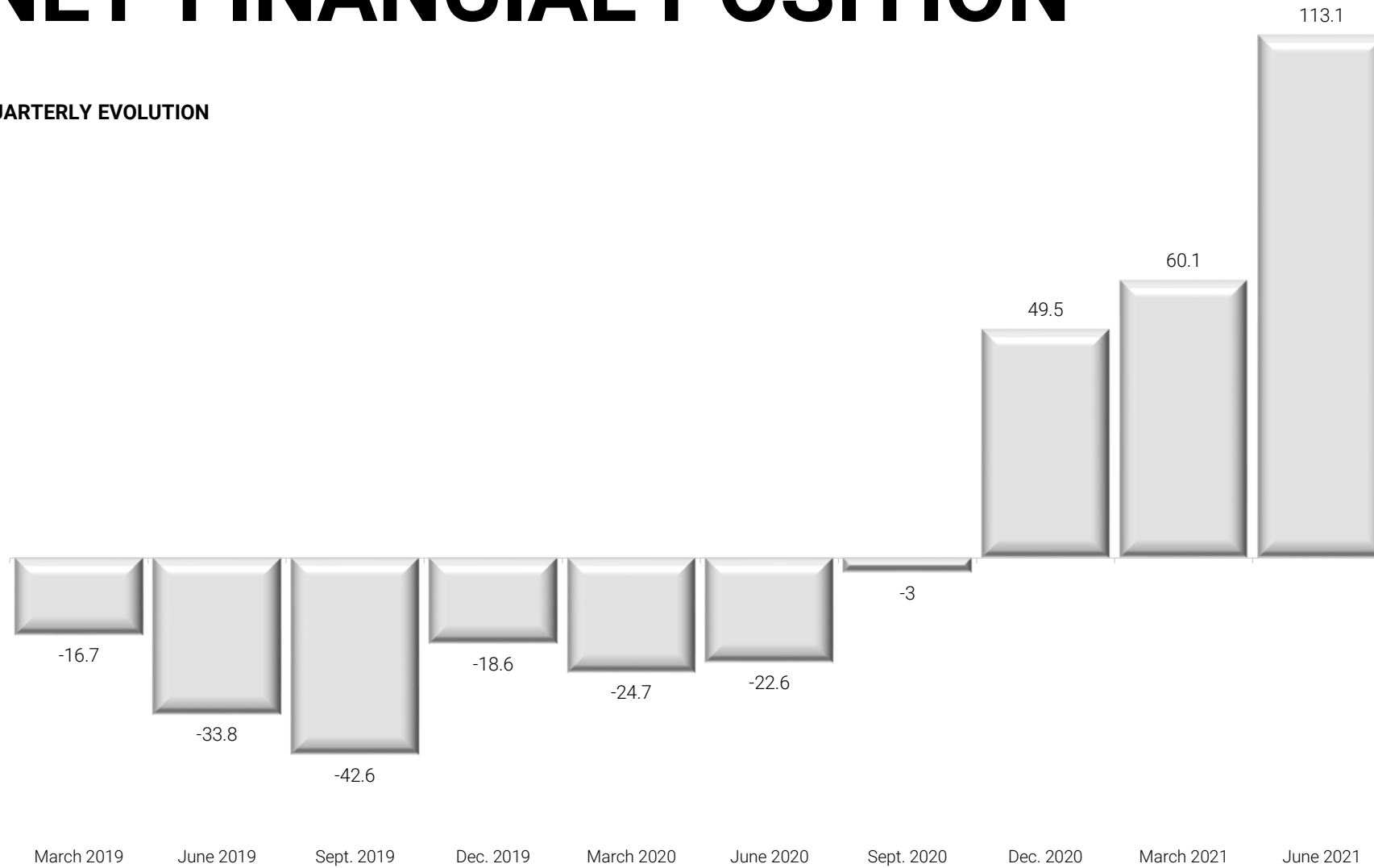


NET FINANCIAL POSITION

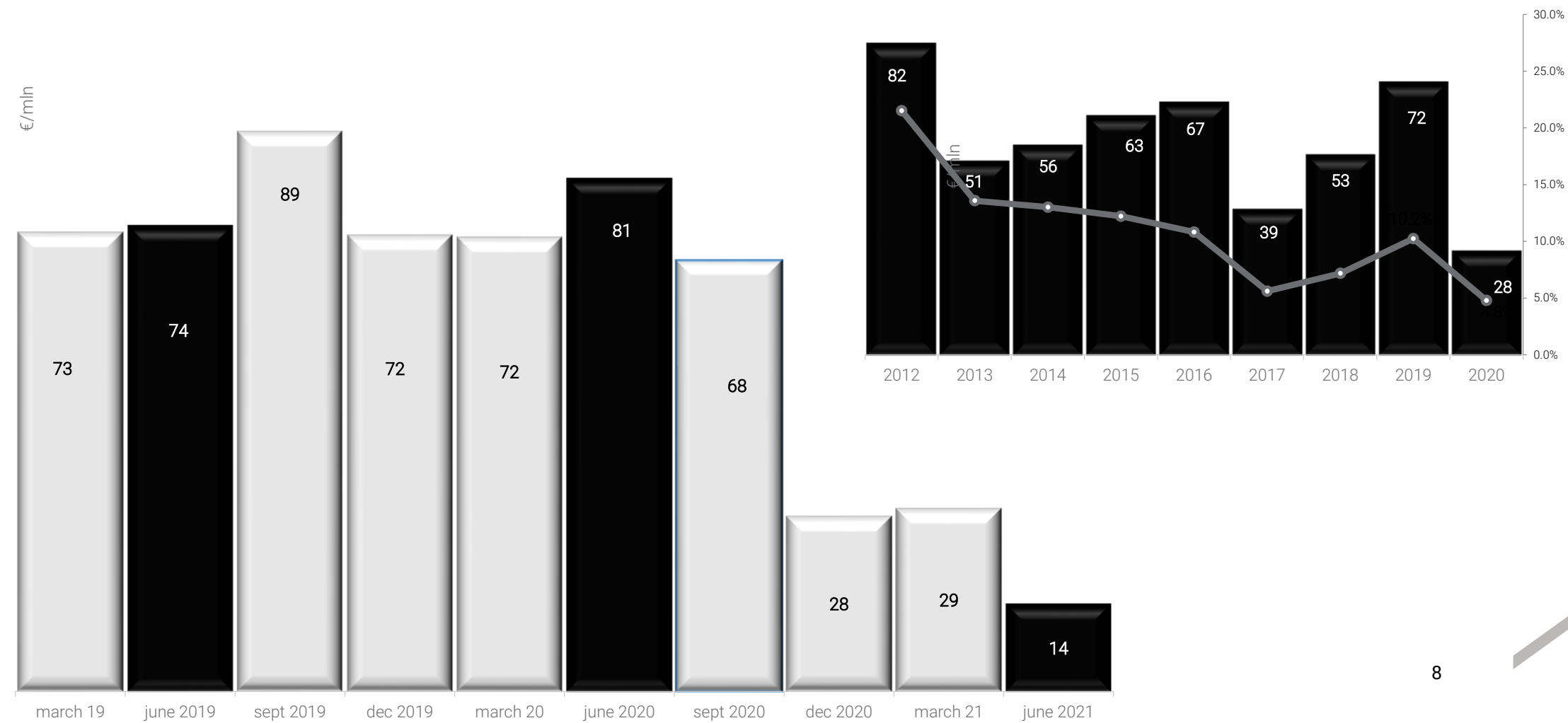
 BIESSEGROUP

€/mln

QUARTERLY EVOLUTION



OPERATIVE NET WORKING CAPITAL



ORDER INTAKE

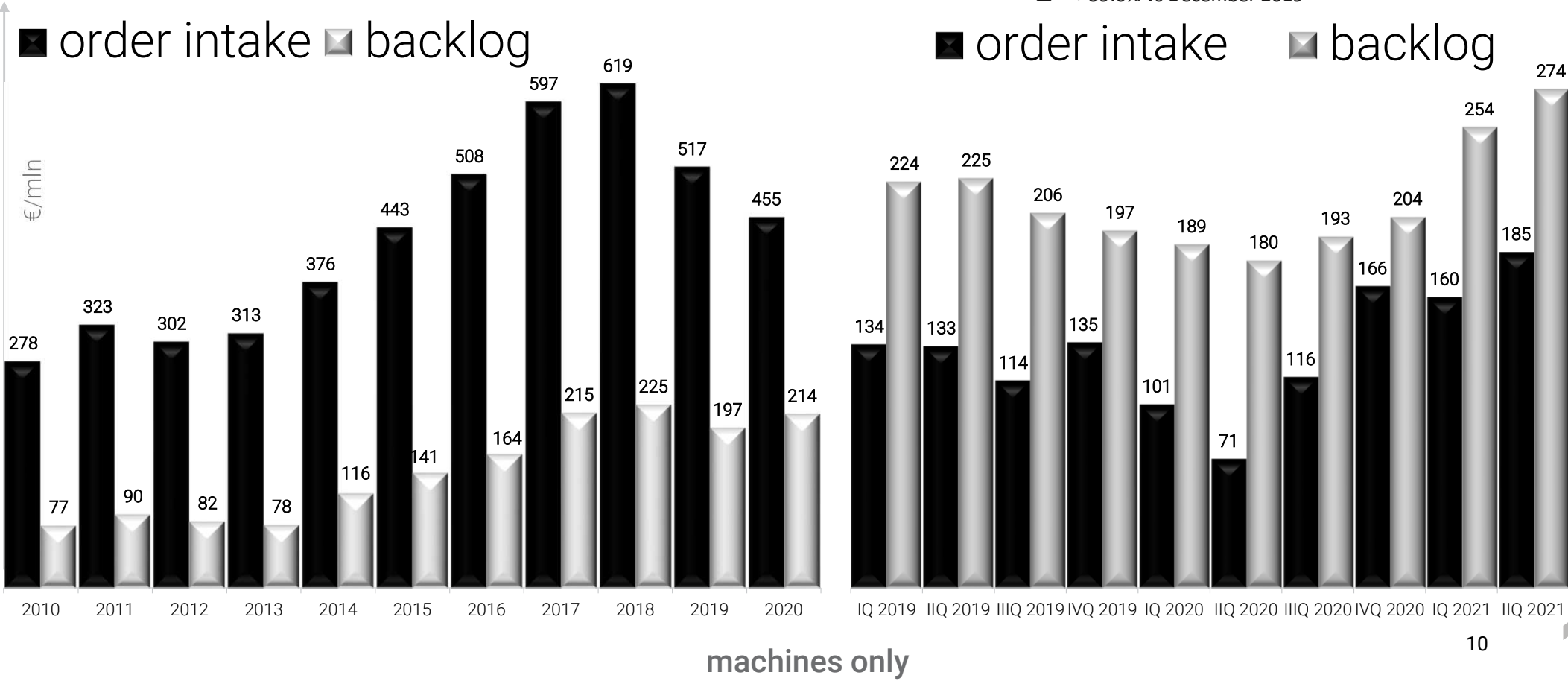
BACKLOG

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



STAFF

DISTRIBUTION

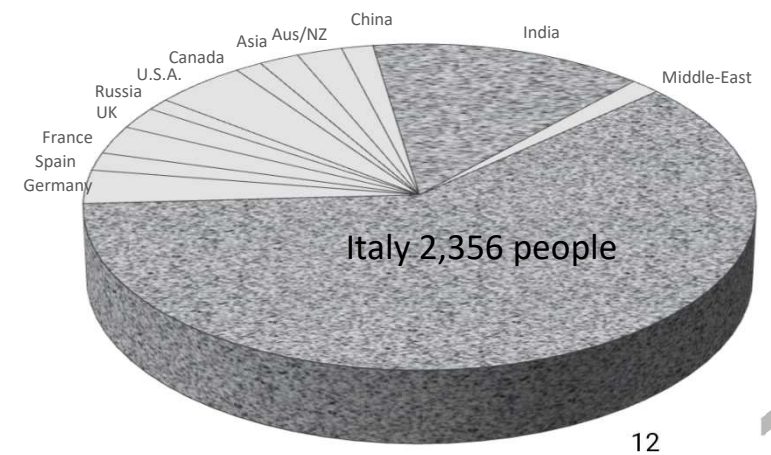
EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	IIQ 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%	2,356 61%
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%	1,519 39%
TOTAL	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%
ITALY	2,383	2,356	-1,13%
OUTSIDE ITALY	1,380	1,519	10,07%
TOTAL	3,763	3,875	2,98%



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
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%	1,435 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%	983 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%	466 12%
Sales & Marketing % of total people	364 13%	351 13%	439 15%	495 15%	587 16%	641 17%	715 17%	685 17%	637 17%	659 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%	332 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%	2,356 61%
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%	1,519 39%
TOTAL	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763	3,875

Group Business Plan 2021-2023

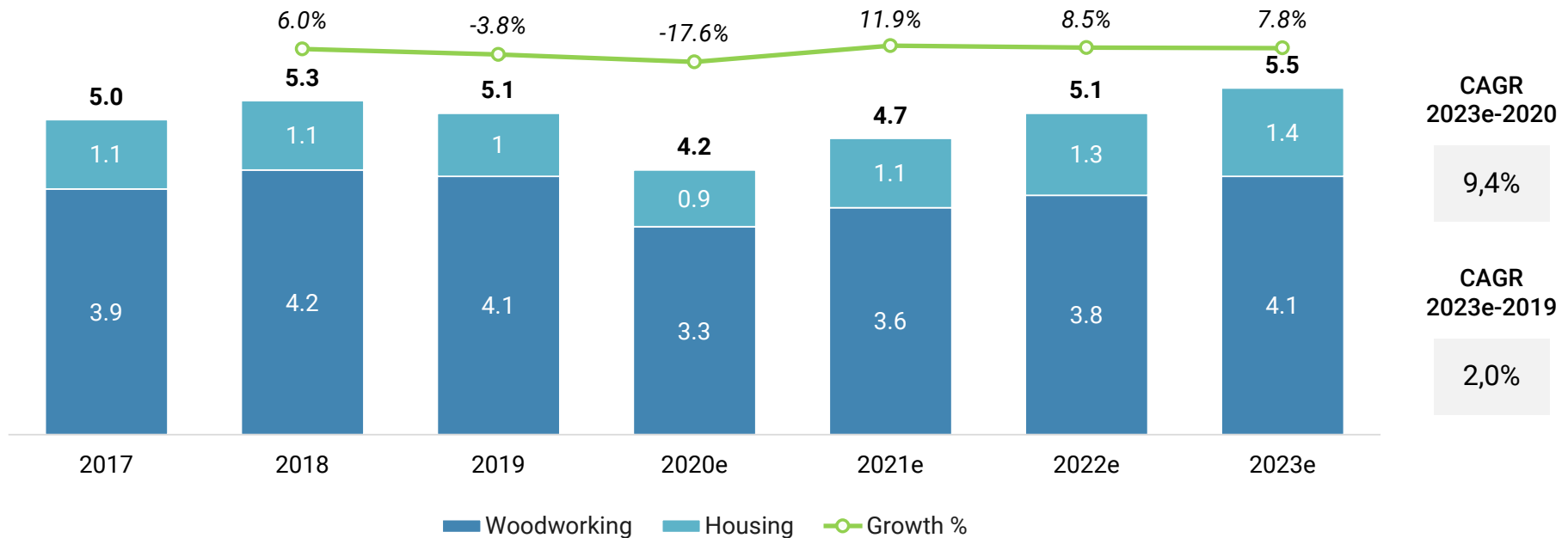
extract

 **BIESSEGROUP**

WOODWORKING MACHINERY: RECOVER FROM PANDEMIC

Woodworking Machinery market experienced a strong decrease in demand in 2020e due to Covid-19 crisis. In the period 2021-2023 the Market is expected exceed 2018 value. In the period **2020-2023e the estimated CAGR** in the reference market is approximately **9.4%**.

WOODWORKING MACHINERY MARKET - (€/bln - %)



CAGR
2023e-2020

9,4%

CAGR
2023e-2019

2,0%

STRATEGY 2021 -2023

In the next 3 years, Biesse's strategy will be focusing on **four main directives**.

Empower offering & go-to-market

- ▲ Strengthen **product portfolio**
- ▲ Accelerate **services** growth
- ▲ Focused **commercial** development
- ▲ Strengthen **brand** positioning

Enhance digital manufacturing

- ▲ HSD & **Lighthouse plant**
- ▲ **Sophia** & Industrial IoT



Ensure sustainable growth

- Integrated **Global Supply Chain** ▲
- Corporate **Social Responsibility** Journey ▲
- Inspire **people** ▲
- Finance** Evolution ▲

Enable future development

- One Company** model fully operational ▲
- Explore **additional** growth opportunities ▲

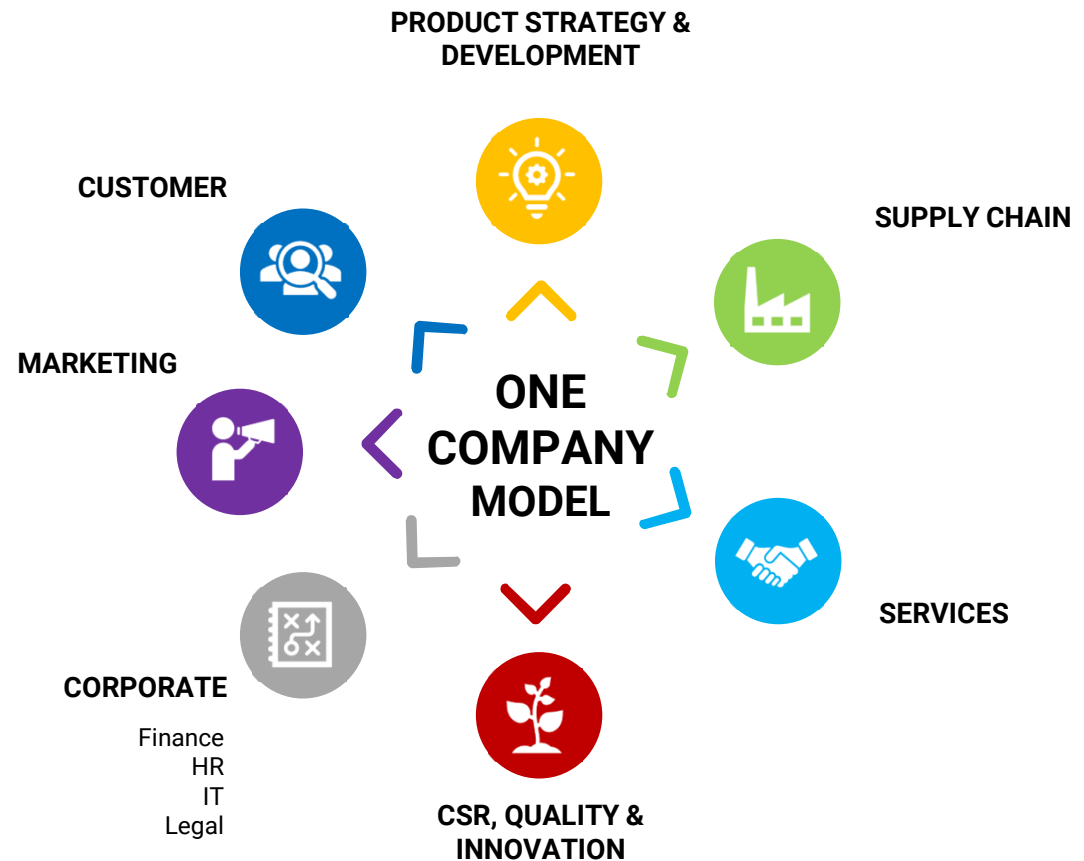
ONE COMPANY MODEL FULLY OPERATIONAL

In 2020 and 2021 the Group carried on an organization redesign project: the **One Company** project.

The project main objectives are:

- ▶ Make the Group more **flexible** and **reactive**, capable of responding promptly to external stress conditions
- ▶ **Simplify internal processes** to speed up business decisions
- ▶ Place the **Customer needs more and more** at the **center of business decisions**.

In the plan period the **new model will become fully operational**, fostering the growth path from the 2022.



OVERALL TARGETS

EBITDA
margin
9 - 11%

2023
Target Range

EBITDA
65 - 90

2023
Target Range
€/mln

Net Sales

8% - 12% Net sales
CAGR 2023e-2020

Cost of good sold

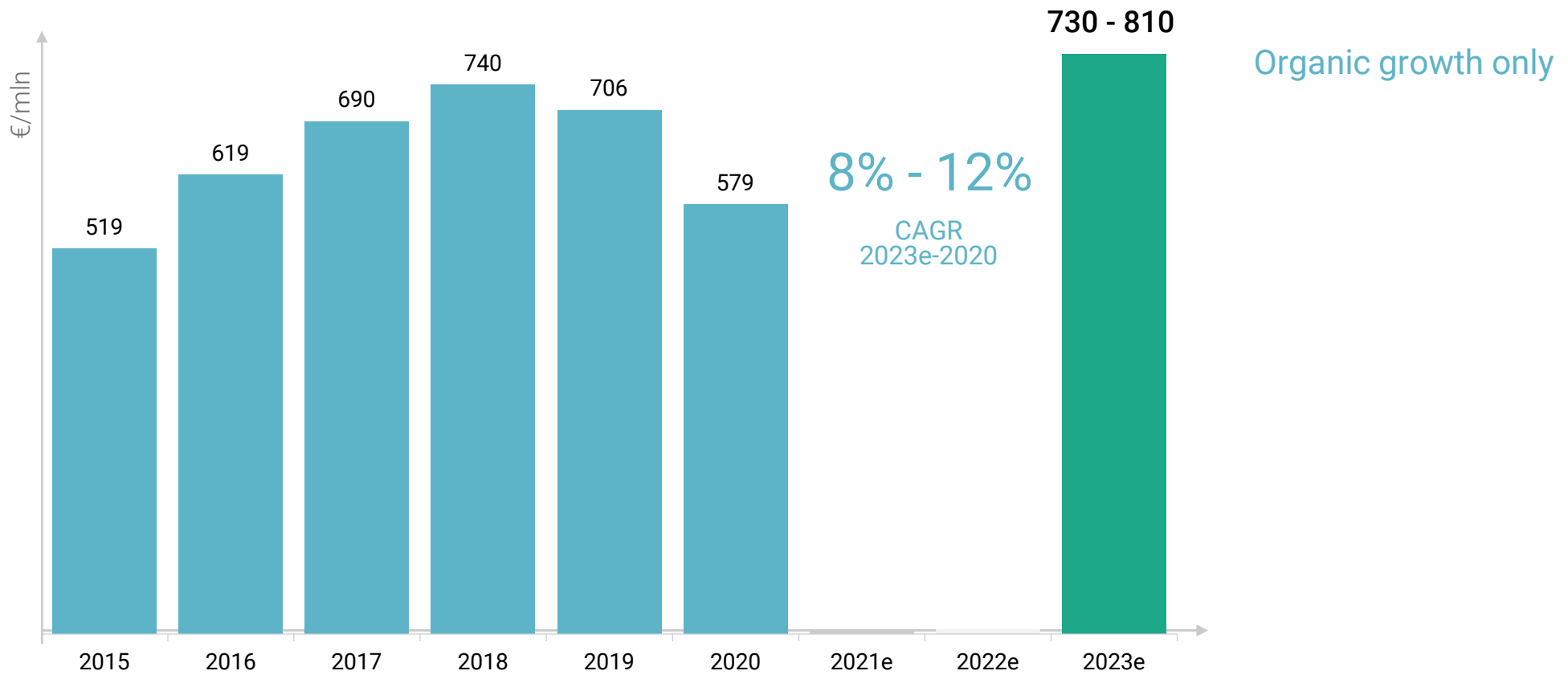
<42% Target COGS
incidence on Net Sales in 2023e

Labour &
Overhead cost

<48% Target Labour & Overhead Cost
incidence on Net Sales in 2023e

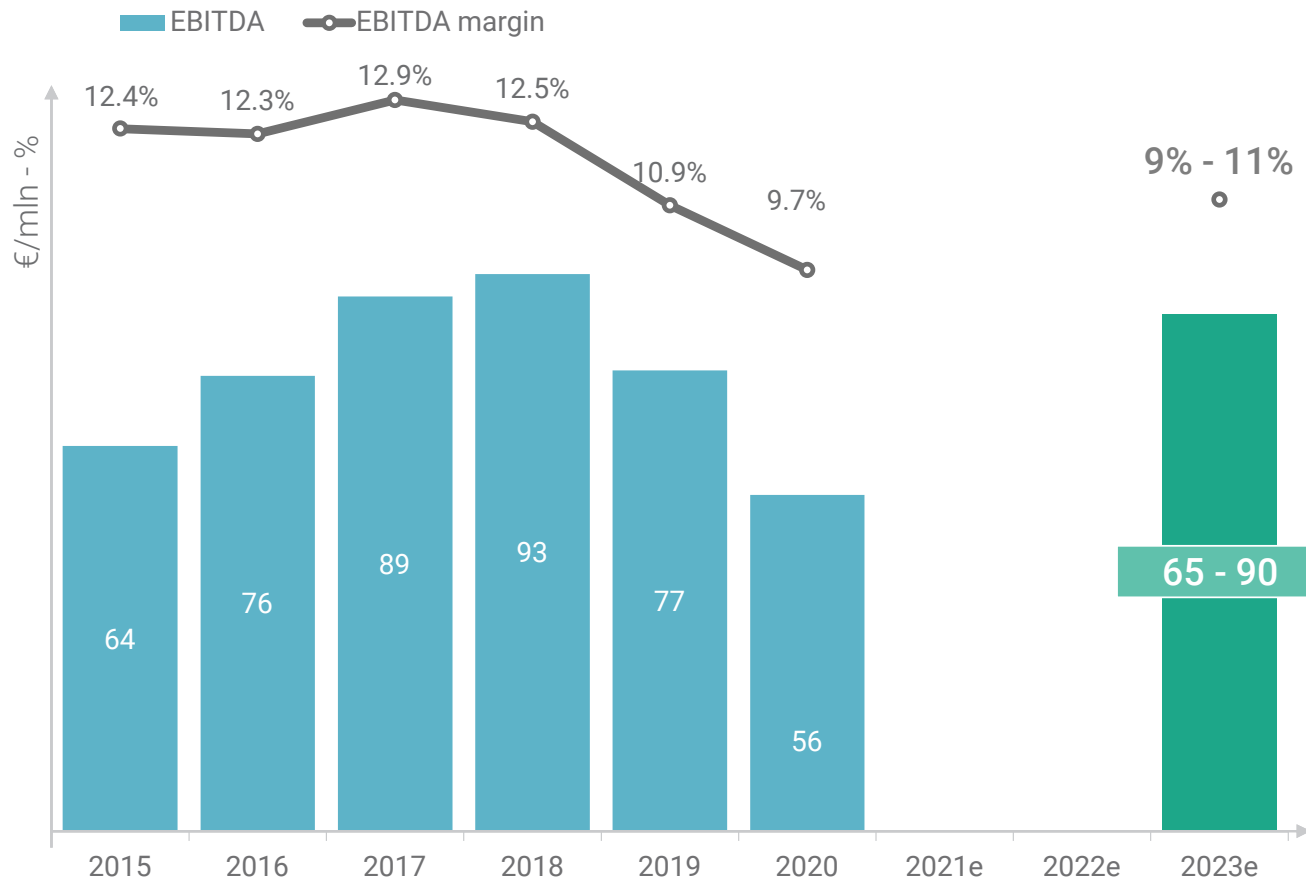
NET SALES

NET REVENUE - BIESSE GROUP (€/MLN)



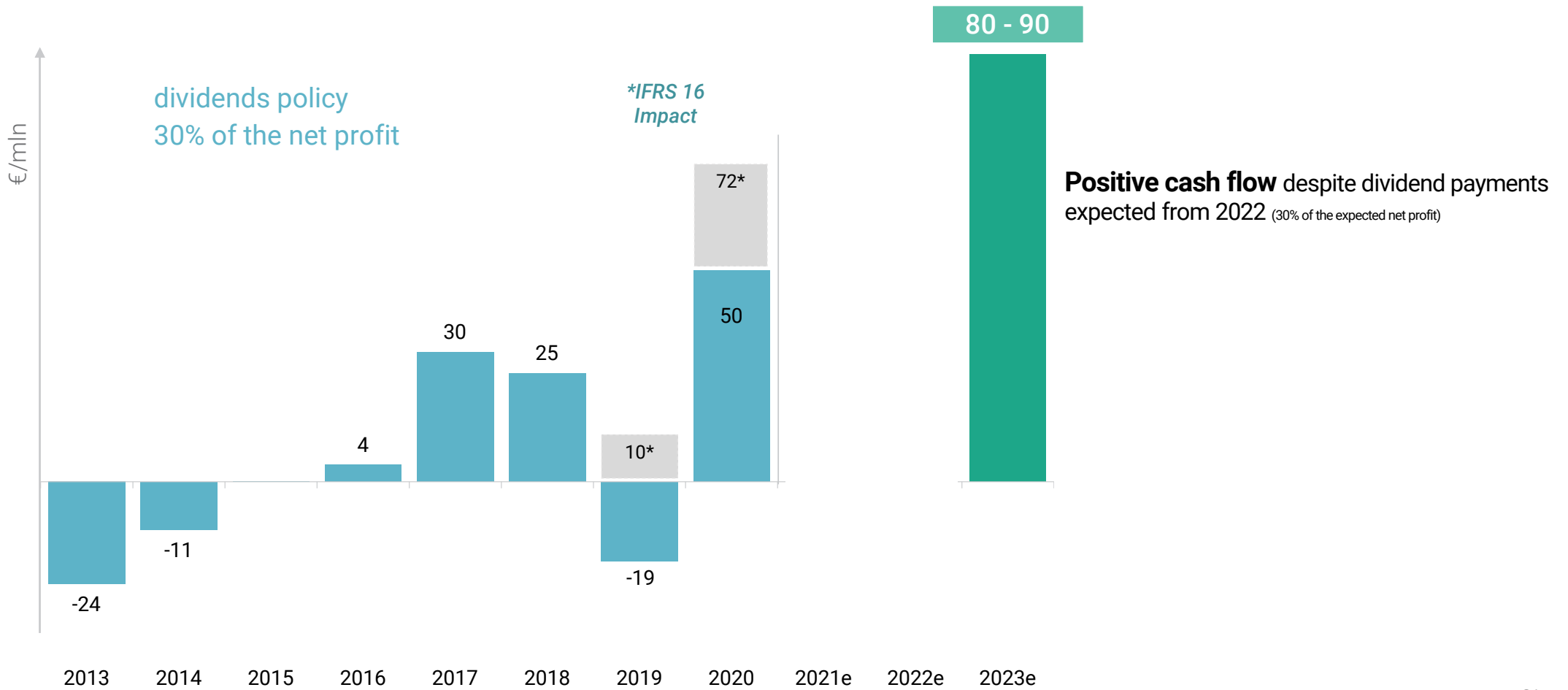
EBITDA MARGIN

EBITDA MARGIN – BIESSE GROUP (€/MLN - %)



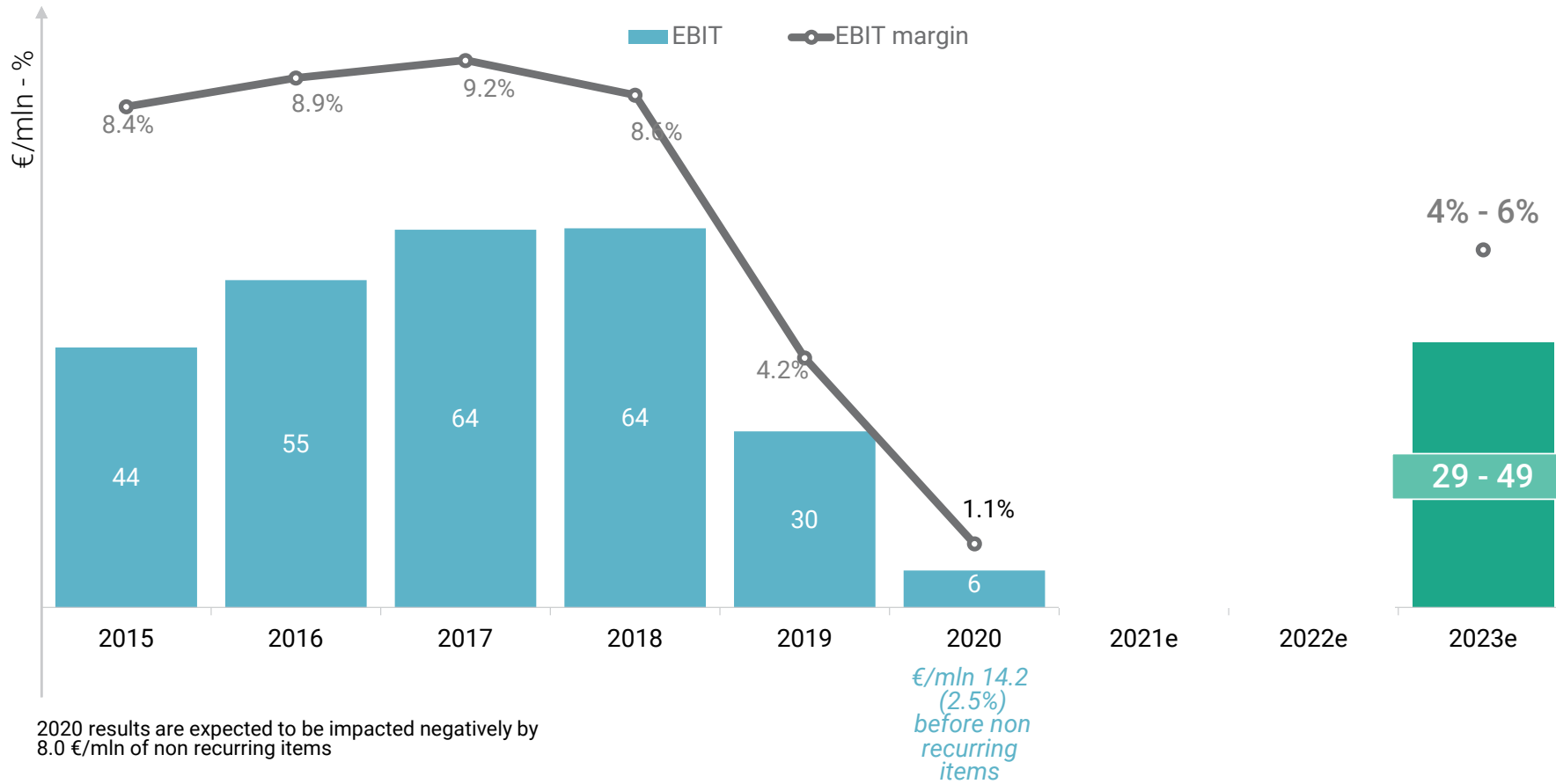
NET DEBT

NET FINANCIAL POSITION – BIESSE GROUP (€/MLN)



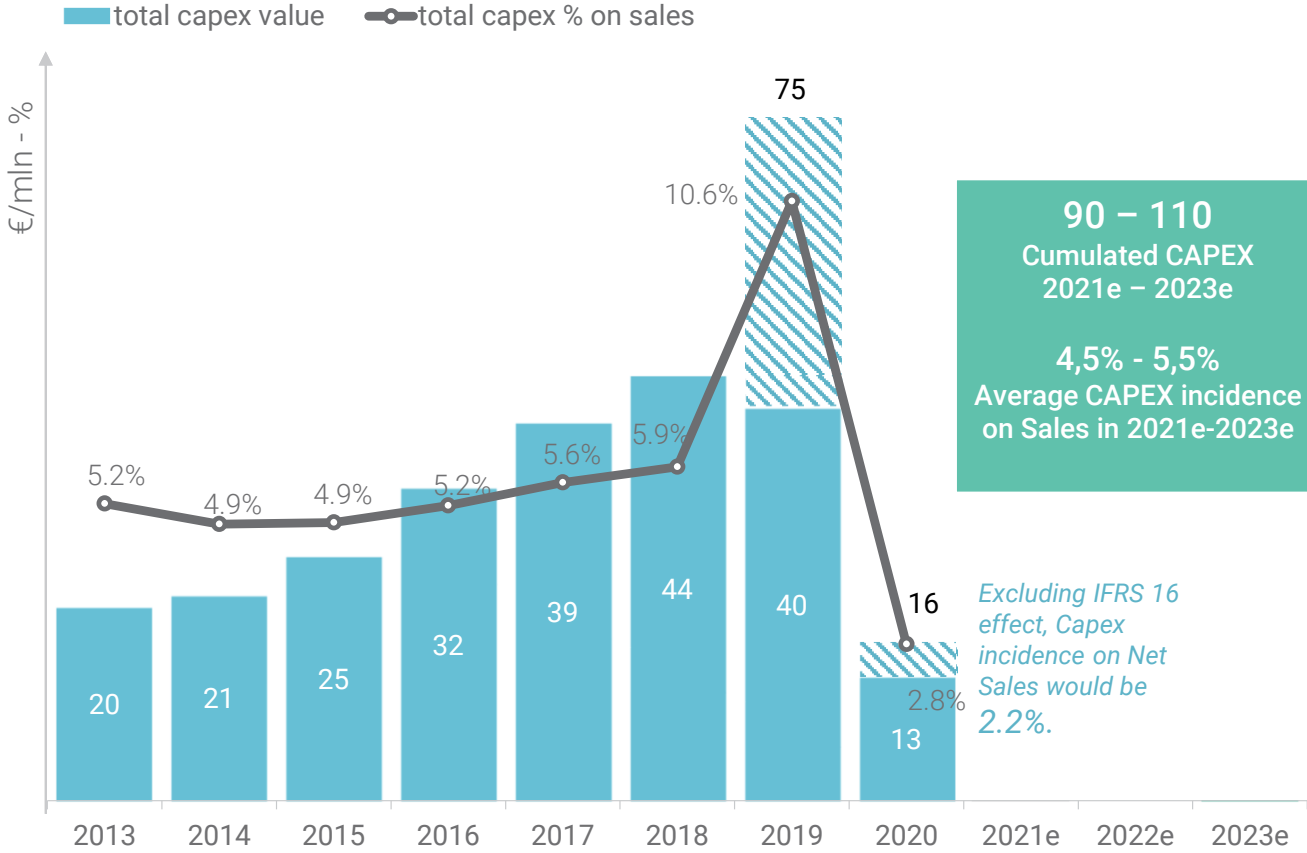
EBIT

EBIT MARGIN - BIESSE GROUP (€/MLN - %)



CAPEX PLAN

CAPEX - BIESSE GROUP (€/MLN - %)



90 – 110
 Cumulated CAPEX
 2021e – 2023e

4,5% - 5,5%
 Average CAPEX incidence
 on Sales in 2021e-2023e

Excluding IFRS 16 effect, Capex incidence on Net Sales would be 2.2%.

Main investments items in the plan period 2021-2023:

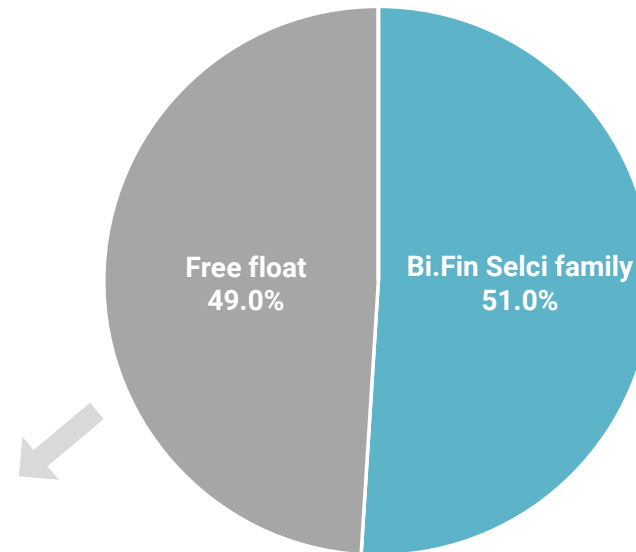
- ✓ Global Footprint evolution
- ✓ Supply Chain Digitalization
- ✓ Digital go-to-market
- ✓ Internal supplier empowerment
- ✓ HSD Lighthouse plant
- ✓ Services digitalization
- ✓ SOPHIA Evolution
- ✓ Finance digital evolution

IFRS impact

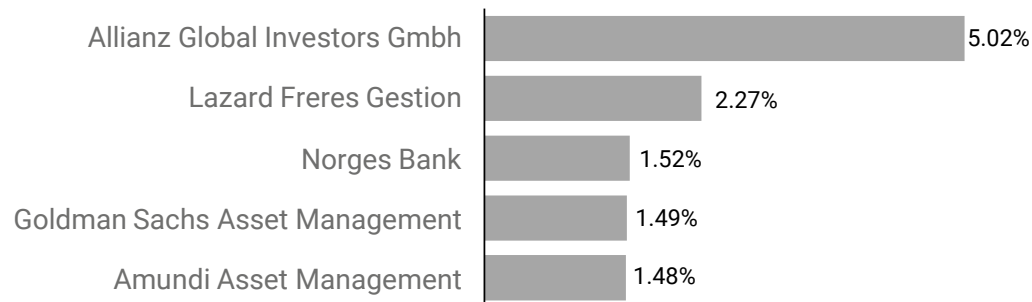
SHAREHOLDERS BREAKDOWN & B.o.D

Biesse Board of Directors:

- ▶ Giancarlo Selci (Founder - President)
- ▶ Roberto Selci (C.E.O.)
- ▶ Massimo Potenza (co C.E.O.)
- ▶ Alessandra Baronciani
- ▶ Rossella Schiavini
- ▶ Federica Ricceri
- ▶ Ferruccio Borsani



Top 5 Shareholders



source: Reuters

DISCLAIMER

- ✓ This presentation has been prepared independently by Biesse S.p.A. and can be used only during meetings with investors and financial analysts. It's solely for information purposes and it may contain statements regarding future financial performances and Company's expectations
- ✓ Even if Biesse takes care that the information contained in the document have the requirements of reliability, correctness and newness, Biesse is not responsible for the content processed by third parties and content indicated in this Document. No liability is accepted by or on behalf of Biesse for any errors, omissions or inaccuracies contained in this presentation.
- ✓ Any forward looking statements are not guarantees of future performances and is related only of the date of this document. They are based on the Group's current state of knowledge, future expectations and projections about the future events. By their nature they are subject to inherent risks and uncertainties.
- ✓ Further information concerning the Group results, including factors that could materially affect the Company itself (i.e. IFRS) will be included and detailed in the Financial Statement of the Group.
- ✓ For further details on the Biesse S.p.A. reference should be made to publicly available information. including the Quarterly Reports, the Half Annual Report, the Annual Reports and the Three Years Business Plan.
- ✓ Any reference to past performance of the Biesse S.p.A. shall not be taken as an indication of future performance.
- ✓ This document does not constitute an offer or invitation to purchase or subscribe for any shares and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.
- ✓ No action should be taken or omitted based on the information contained in this Document. Biesse accepts no liability for the results of any action taken on the basis of the information contained in this Document.
- ✓ By attending the presentation you agree to be bound by the foregoing terms.
- ✓ The User is not granted any license or right of use and therefore is not allowed to record such content – in whole or in part- on any type of media, reproduce, copy, publish and use them for any purpose without prior written permission.

biessegroup.com

Alberto Amurri
Investor Relator Manager
0039 - 0721439107
0039 - 3351219556