

# COMPANY PRESENTATION

EURONEXT  
STAR CONFERENCE 2022  
MARCH 25<sup>TH</sup>

 **BIESSE**GROUP

# AN INDUSTRIAL GROUP

Biesse Group is an international company that designs, manufactures and distributes systems and machines for processing wood, glass, stone, metal, plastic and composite materials aimed at the furniture, housing & construction, automotive and aerospace sectors.

Founded in Pesaro in 1969 by Giancarlo Selci, it has been listed in the **STAR segment of the Italian Stock Exchange since 2001**.

**80%** of its consolidated turnover is achieved abroad.

It operates in **over 160 countries** with **14 manufacturing sites** and a direct presence in the main world markets.

Its customers include **industry leading companies** and some of the most prestigious names in Italian and international design.

Today it has more than **4,300 employees**.



# A DIRECT PRESENCE

 BIESSEGROUP

Worldwide  
Showrooms  
and Offices



# THE OFFER RANGE



## MACHINES

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We design, manufacture and distribute a full range of machinery and technologies for processing wood, glass, stone, metal, plastic and composite materials.

## SYSTEMS

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We build engineering solutions, from system design to manufacturing, implementation, installation and maintenance.

## SERVICES

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We provide professional after-sales services to support the efficiency and productivity of installed machinery.

## MECHATRONICS

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We design, manufacture and supply high-tech mechanical and electronic components for Industry 4.0 ready machines.

## TOOLING

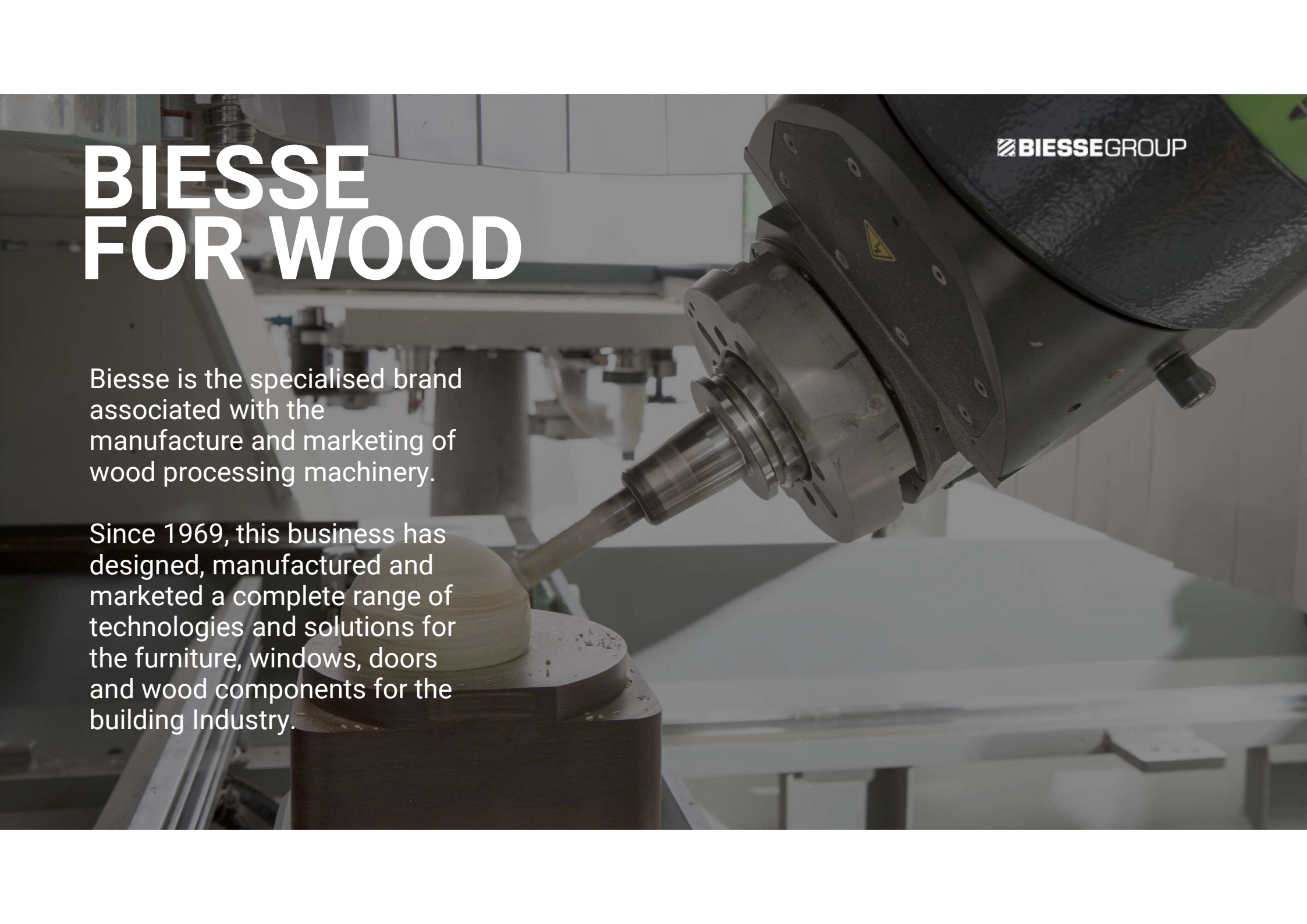
We design, manufacture and distribute a complete range of tools for working with glass, natural and synthetic stone and ceramics.

# BIESSE FOR WOOD

 BIESSEGROUP

Biesse is the specialised brand associated with the manufacture and marketing of wood processing machinery.

Since 1969, this business has designed, manufactured and marketed a complete range of technologies and solutions for the furniture, windows, doors and wood components for the building Industry.



# BIESSE FOR PLASTIC & COMPOSITE MATERIALS

Biesse brand offers solutions for the processing of technological, packaging, construction and visual communication materials, including the processing of expanded and compact plastic materials, composite materials and cardboard.

# INTERMAC FOR GLASS & STONE



 BIESSE GROUP

Intermac is the brand under which the Group, since 1987, has designed, manufactured and marketed machinery for the processing of glass, stone and metal destined for flat glass and stone processing companies and for the furniture, construction and automotive industries.

# FORVET FOR THE FLAT GLASS

 BIESSEGROUP

Forvet is the Biesse Group brand that designs, manufactures and distributes machines and special automated systems for processing flat glass.

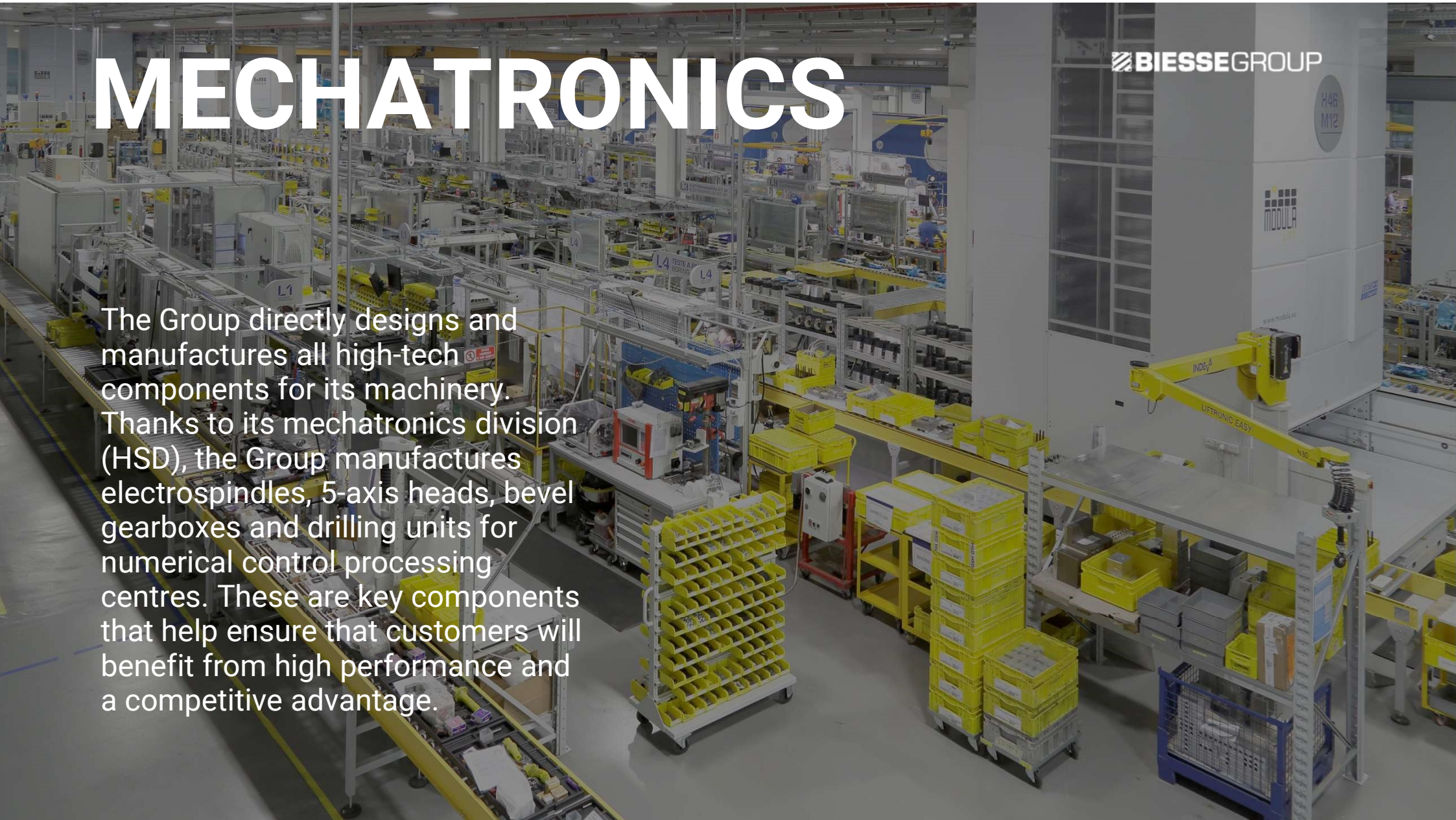
Forvet S.p.A. is a unique reference in the market and it is nationally and internationally known for its high-technology machines and special solutions for flat glass processing that encapsulate a high level of know-how, capable of producing a complete product in a reduced space, including loading, unloading and intra-logistics operations that can be customised according to customer needs.



# MECHATRONICS

 BIESSEGROUP

The Group directly designs and manufactures all high-tech components for its machinery. Thanks to its mechatronics division (HSD), the Group manufactures electrospindles, 5-axis heads, bevel gearboxes and drilling units for numerical control processing centres. These are key components that help ensure that customers will benefit from high performance and a competitive advantage.



A close-up photograph of industrial machinery, likely a diamond tooling component. The image shows several orange and blue diamond-tipped tools mounted on a metal shaft. The background is a soft, out-of-focus grey. The text 'DIAMUT FOR TOOLING' is overlaid in large white letters on the left side. The 'BIESSEGROUP' logo is in the top right corner.

# DIAMUT FOR TOOLING

 BIESSEGROUP

Under the Diamut brand, the Tooling division manufactures and markets tools for the processing of glass, stone and ceramic. Its synergy with Intermac has enabled it to develop a range of tools, which in terms of reliability, have become a benchmark in the market.

# SUPPLY CHAIN

Customer focus and satisfaction are the basis of a strategic approach that begins with **sustainable supply chain management** and continues through all stages of the product life cycle.

An **integrated, end-to-end and flexible** approach allows us to deal with unexpected events and guarantee production continuity, to offer a level of service that is increasingly responsive to customer needs over time.

## MANUFACTURING SITES

The Group has **14** manufacturing sites in Italy and India with a total of over **110,000** square meters.

**8** sites are ISO 9001:2015 certified.

## GROUP SUPPLIERS

The Group cultivates the relationship with the territories: **89%** of purchases are made with suppliers local to manufacturing sites in Italy and India.



# PEOPLE

The Group recognizes its **people** as the essential factor in its success and ability to pursue excellence.

## TRAINING

**69,000** hours of training provided to employees during 2020.

## RETENTION

**1,500** people have worked for the Biesse Group for over 10 years.

## CONTRACTS

**95%** of employees have a permanent contract.

## INTERNATIONALISATION

The Group's Headquarters is in Italy, around **40%** of employees reside abroad.



# PLANNING FOR A MORE SUSTAINABLE FUTURE

 BIESSE GROUP

All activities are carried out in recognition of the moral and social responsibilities that we have towards our stakeholders, in the belief that the achievement of sales objectives cannot overlook our values of honesty, integrity, fair competition and correctness in dealings with all our stakeholders, including shareholders, customers, employees, suppliers and local communities.

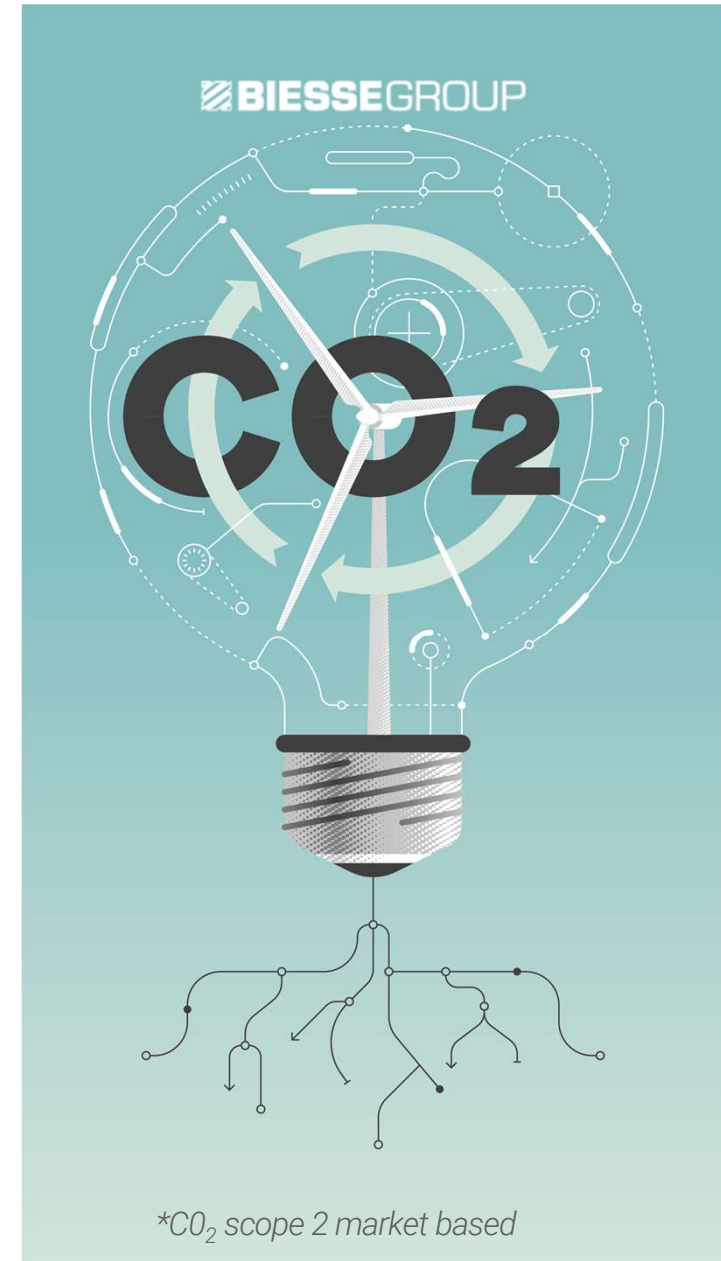
# MAIN GOALS ACHIEVED IN 2020

-70%

CO2 emissions (Scope 2 market based)  
compared to 2019.

ISO 45001

UNI ISO 45001:2018 certified  
occupational safety management  
system for HSD S.p.A.



*\*CO<sub>2</sub> scope 2 market based*

# OUR CUSTOMERS' INDUSTRIES

 **BIESSEGROUP**

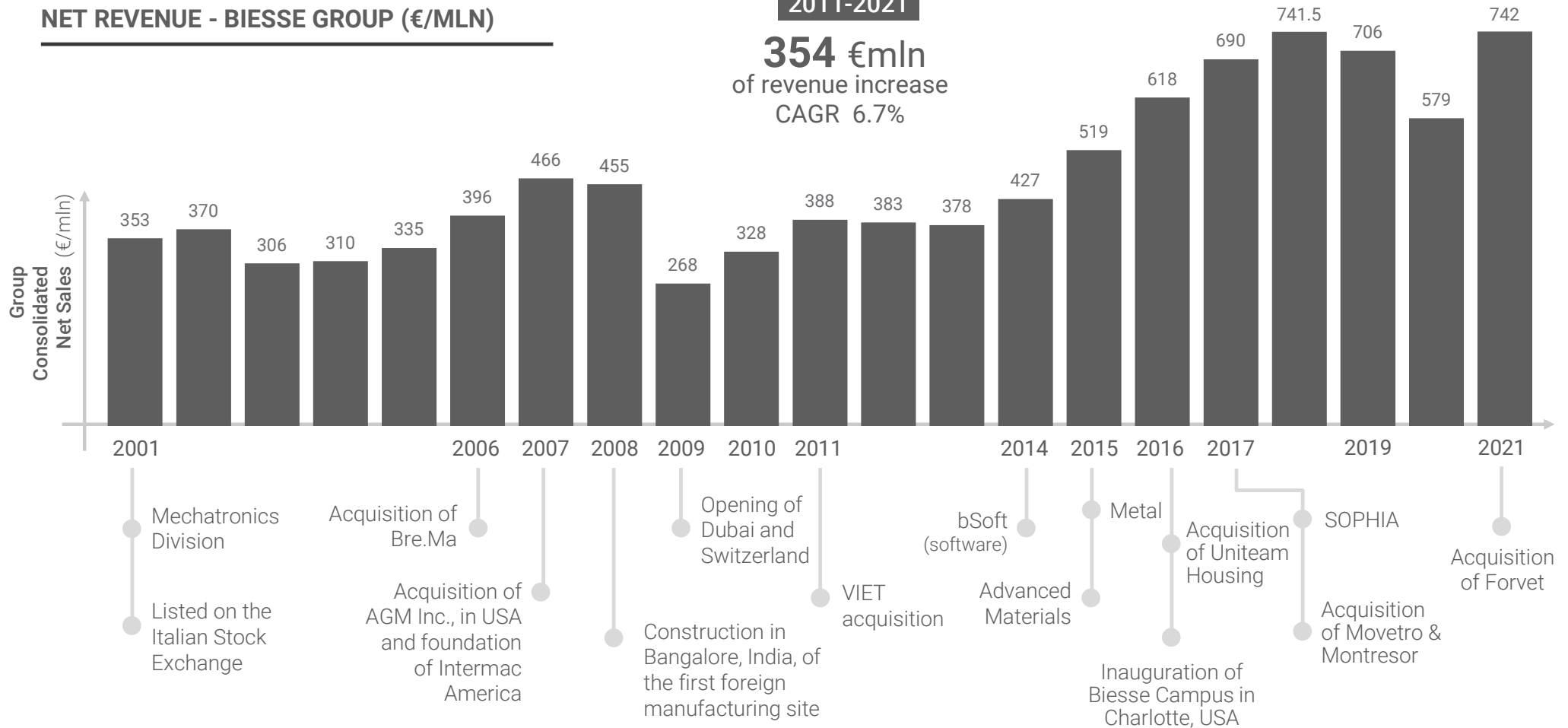


# REVENUE

## NET REVENUE - BIESSE GROUP (€/MLN)

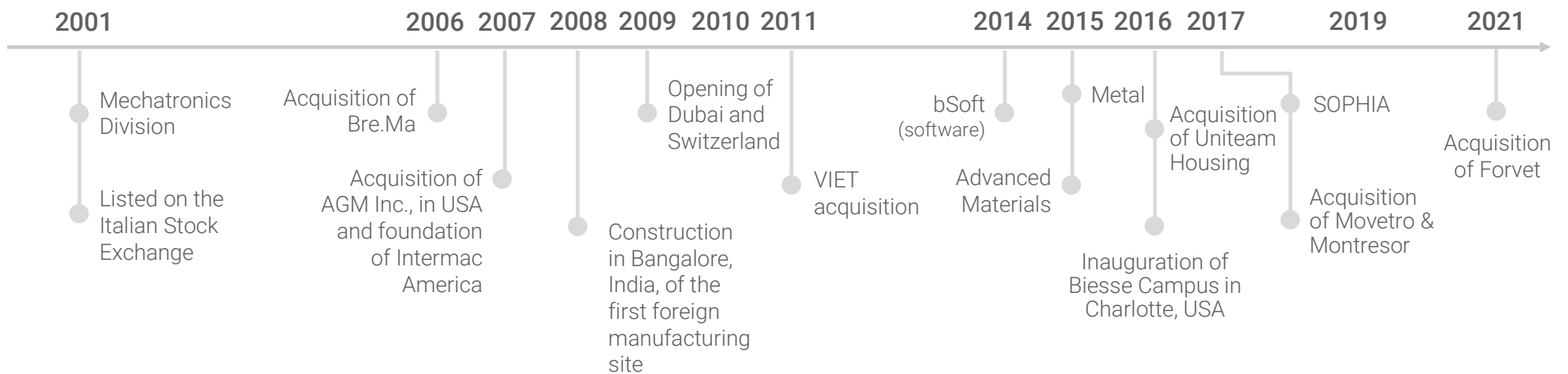
2011-2021

**354 €mln**  
of revenue increase  
CAGR 6.7%





# BIESSE GROUP OVER THE YEARS



# FY 2021

(DRAFT)

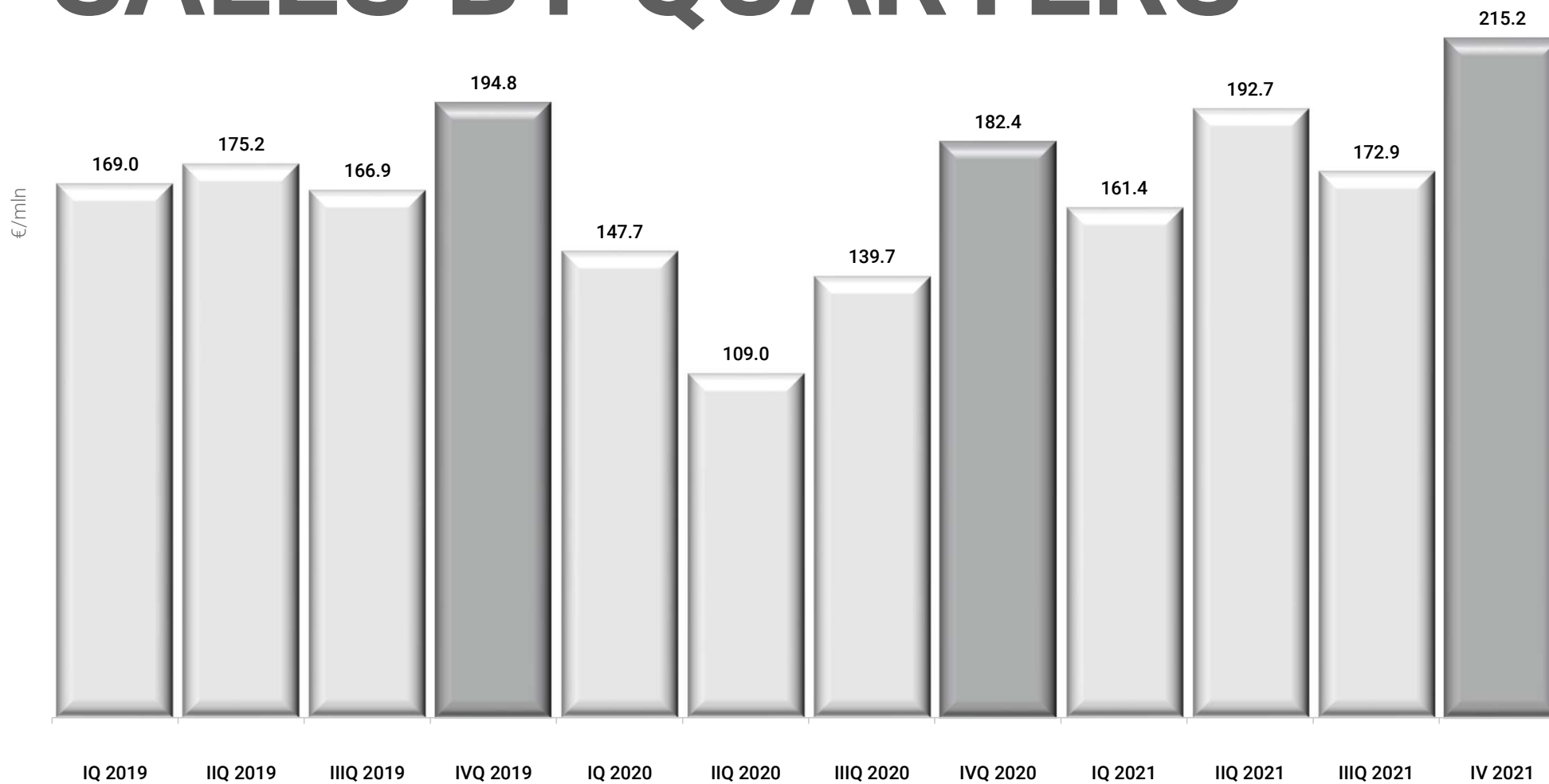
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# EXTRACT OF THE P&L

 BIESSEGROUP

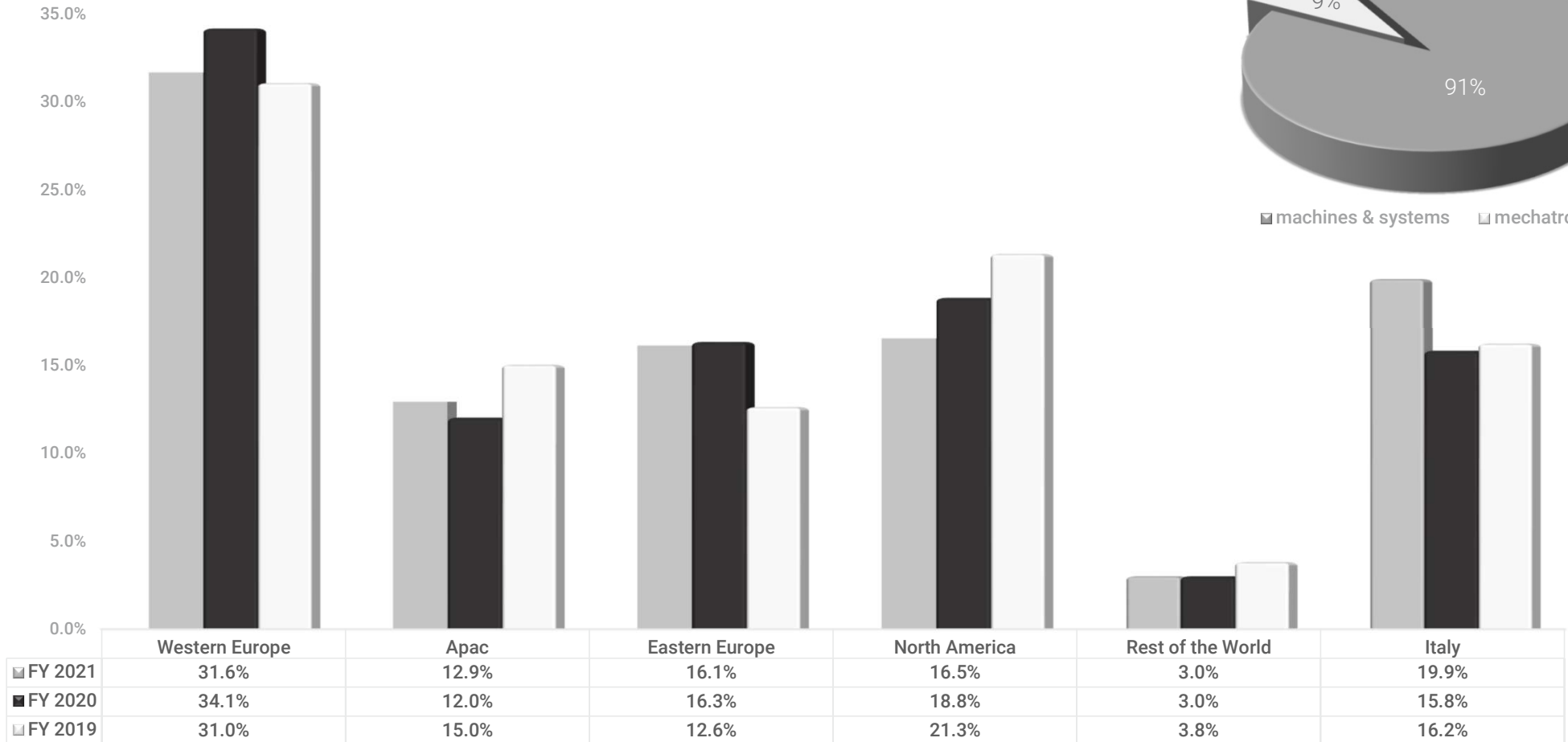
€/mln	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020	FY 2021
Net sales year -1	519.1 +21.5%	618.5 +19.1%	690.1 +11.6%	741.5 +7.4%	705.9 -4.8%	578.8 -18.0%	<b>742.2</b> <b>+28.2%</b>
Labour & Overhead %	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%	<b>357.4</b> <b>48.1%</b>
<b>EBITDA</b> %	<b>64.1</b> 12.4%	<b>75.8</b> 12.3%	<b>89.4</b> 13.0%	<b>92.7</b> 12.5%	<b>76.7</b> 10.9%	<b>56.0</b> 9.7%	<b>79.7</b> <b>10.7%</b>
<b>NET RESULT (PROFIT)</b> %	<b>21.1</b> 4.1%	<b>29.5</b> 4.8%	<b>42.8</b> 6.2%	<b>43.8</b> 5.9%	<b>13.0</b> 1.8%	<b>2.5</b> 0.4%	<b>34.2</b> <b>4.6%</b>

# SALES BY QUARTERS



# SALES BREAKDOWN

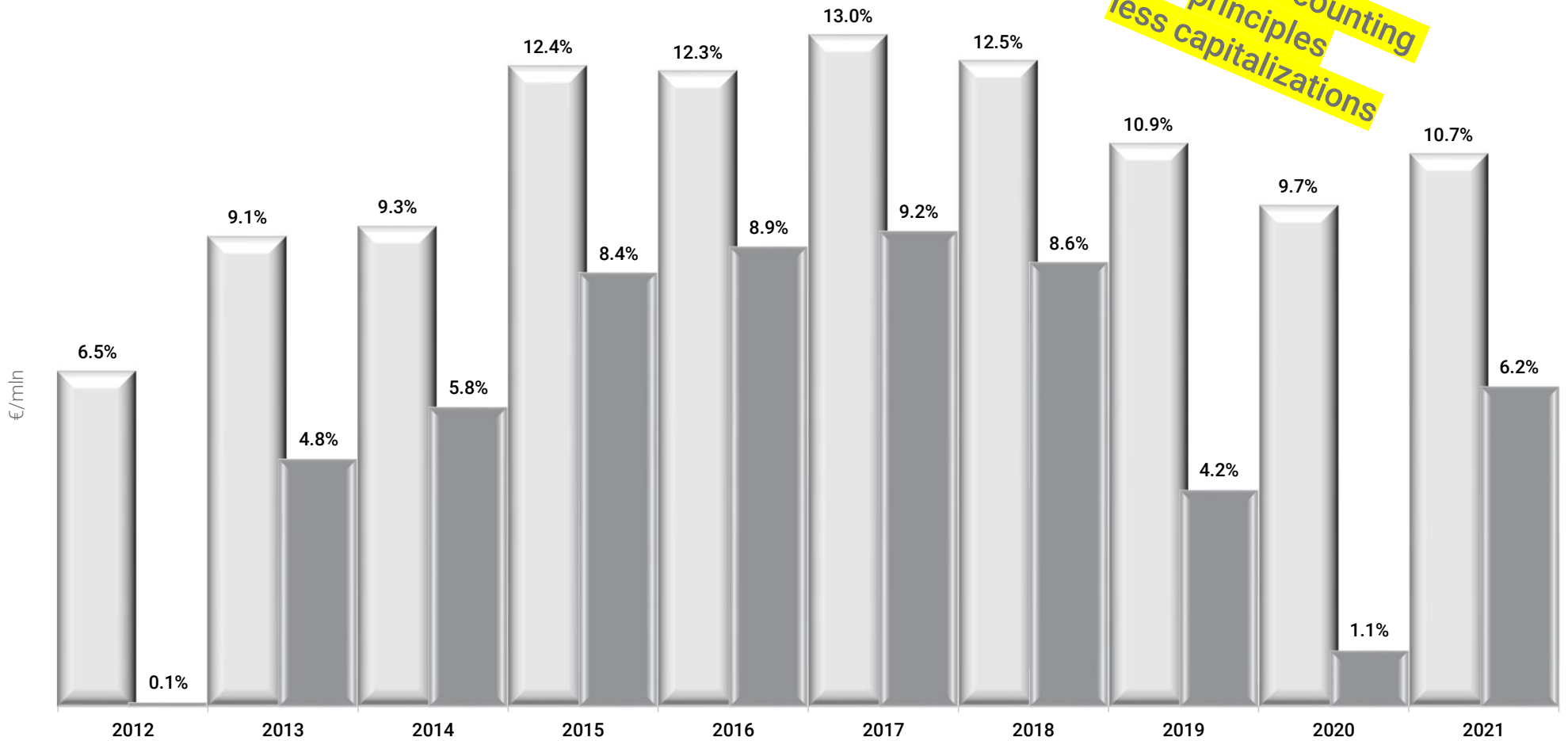
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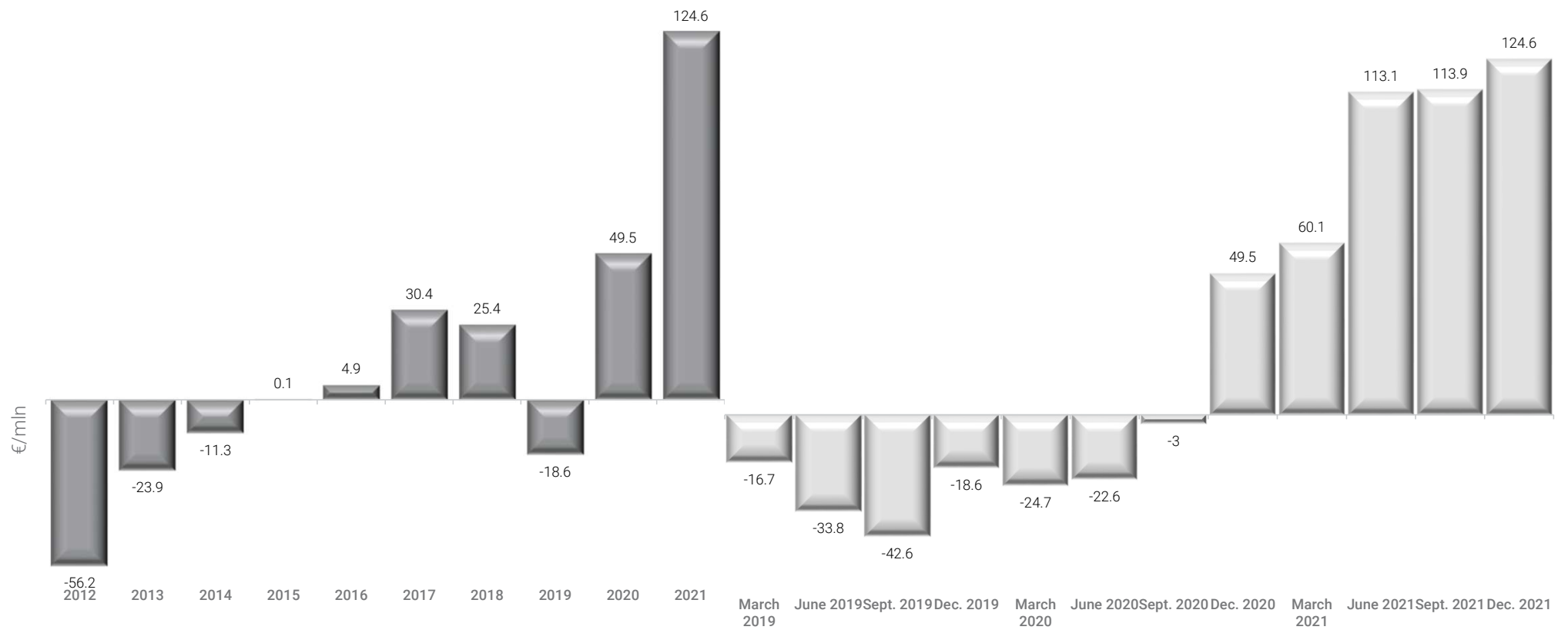
# EBITDA% & EBIT%

different accounting principles  
less capitalizations

■ ebitda % ■ ebit %

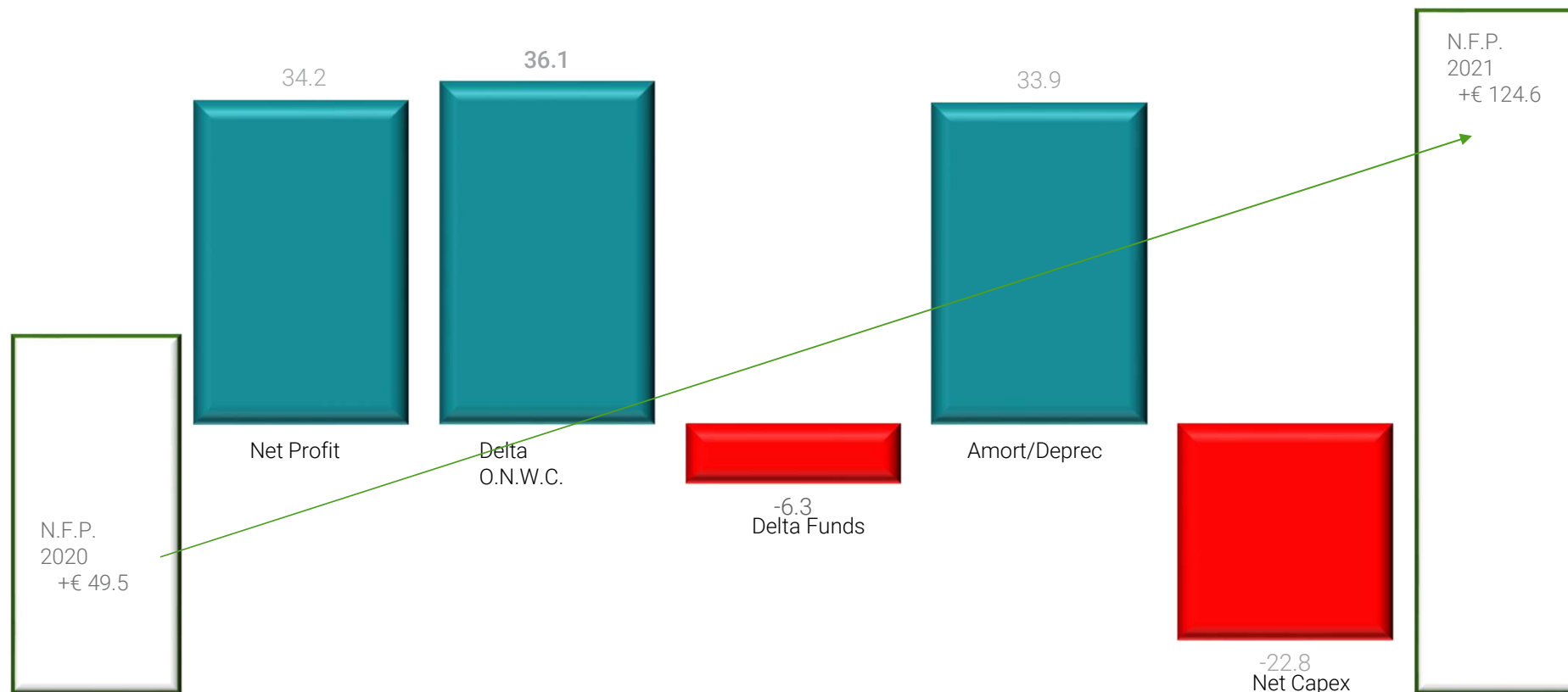


# NET FINANCIAL POSITION



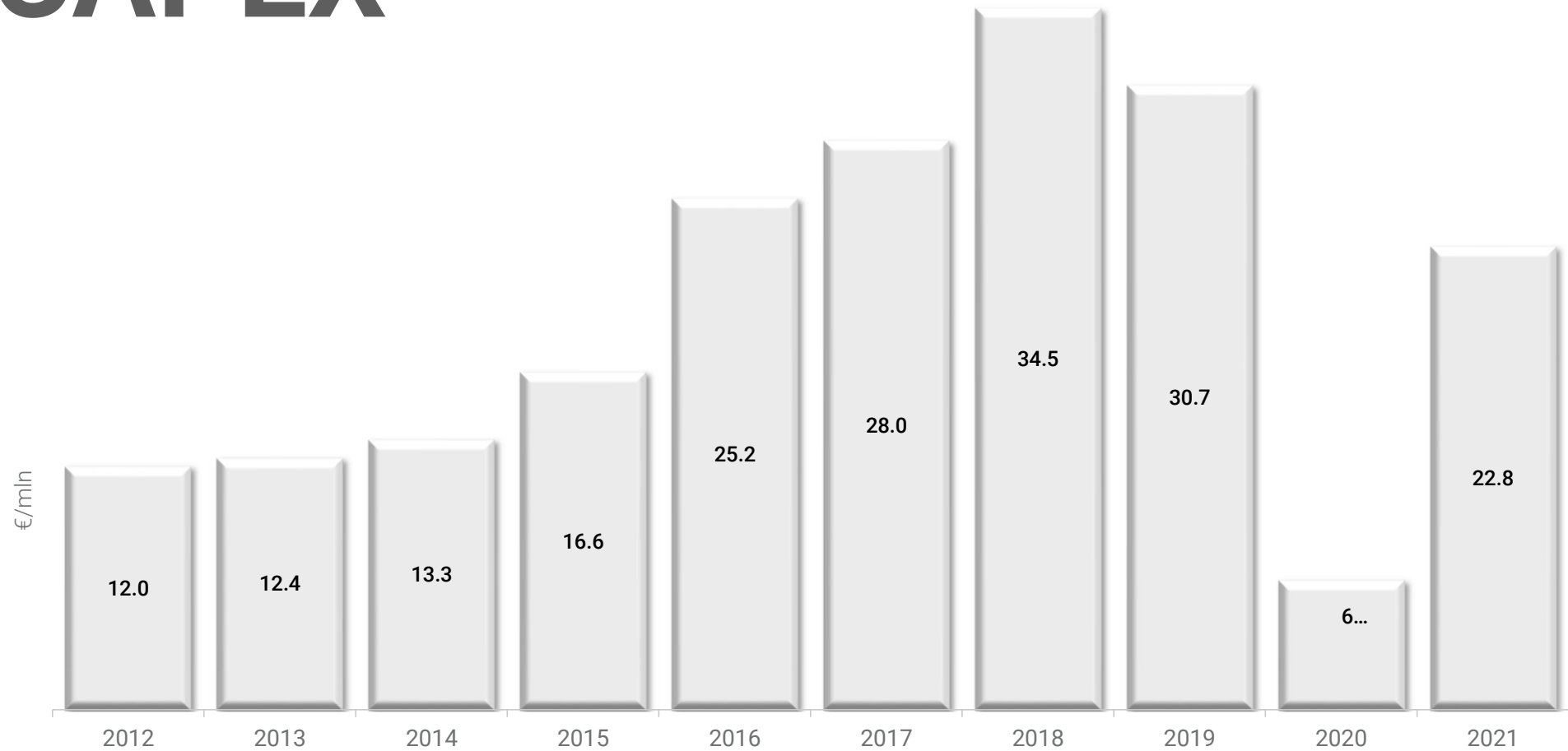
# CASHFLOW BRIDGE - DELTA N.F.P.

€/min

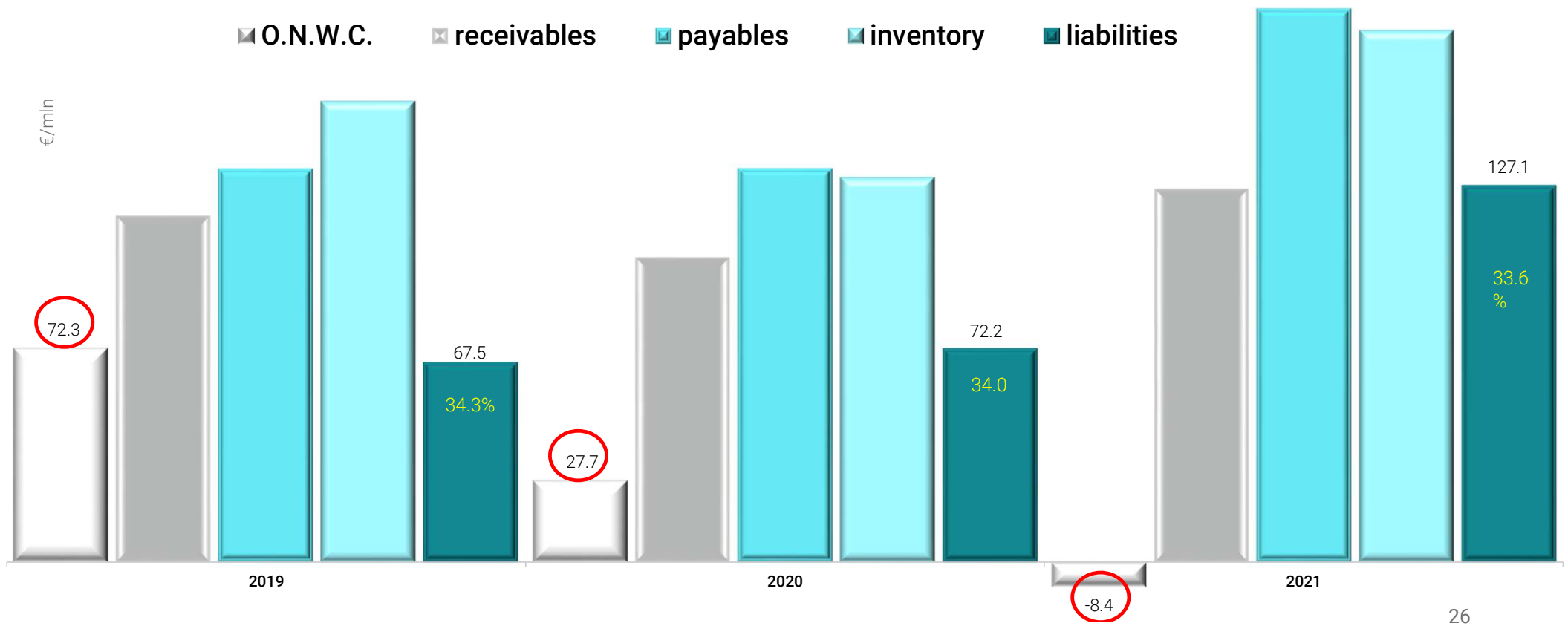




# (NET CASH ABSORPTION FOR) CAPEX



# OPERATING N.W.C.



# ORDER INTAKE & BACKLOG

 **BIESSE**GROUP

# GROUP ORDER INTAKE & BACKLOG

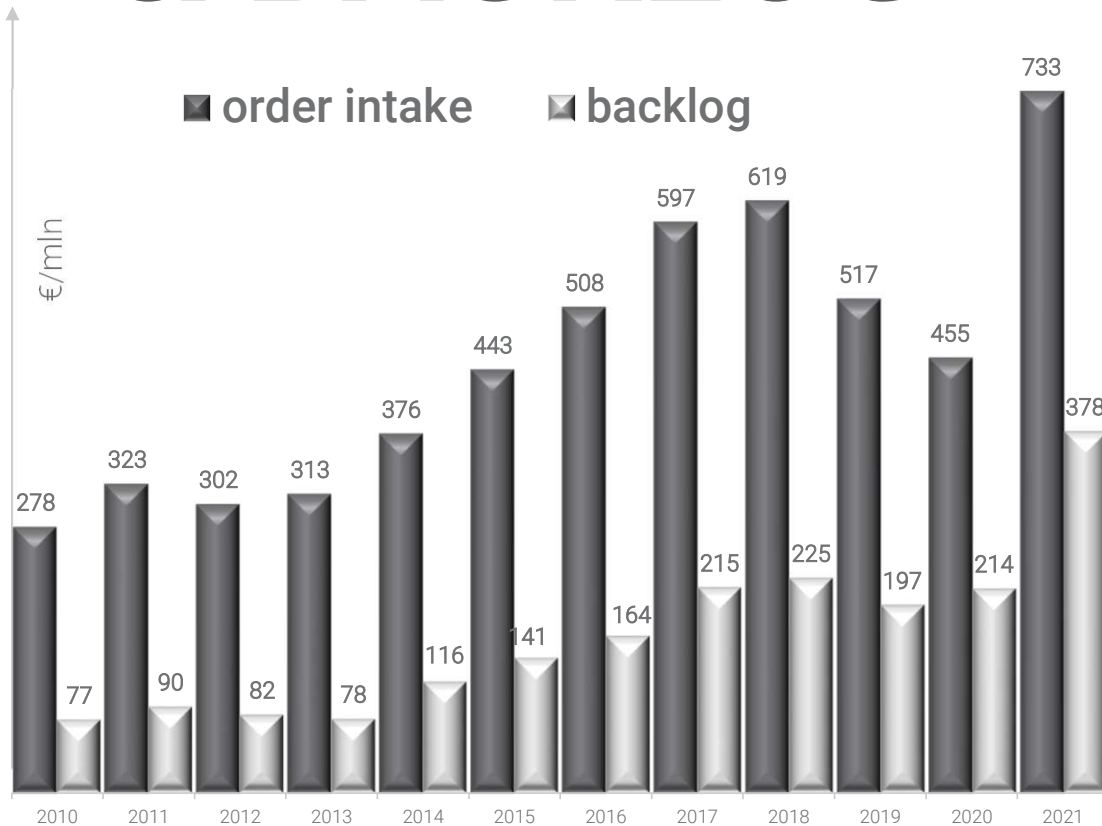


the 2021 Group order intake is:

- + 61.1% vs 2020
- + 41.9% vs 2019

the 2021 Group backlog is:

- + 78.3% vs December 2020
- + 92.4% vs December 2019



machines only

# STAFF DISTRIBUTION

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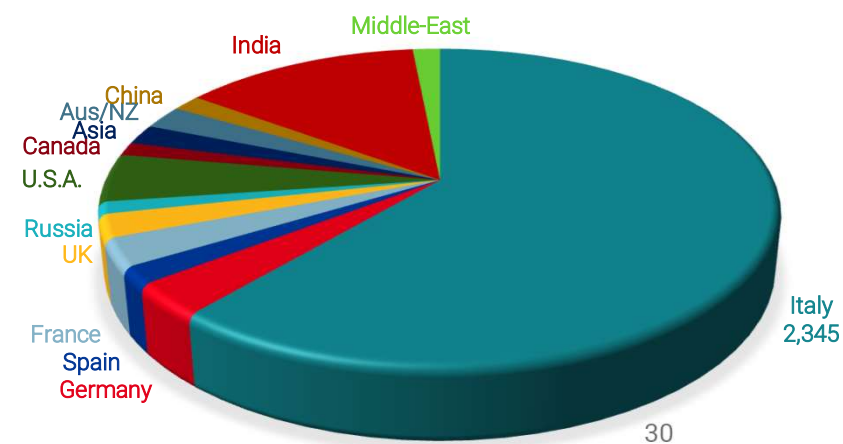
# EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 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%	2,345 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%	1,483 39%
<b>TOTAL</b>	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763	3,828

interim people at the end of December 2021: nr.480

**total nr.4,308**

	FY2020	FY 2021	%
Production	1,324	1.393	5.21%
Service & After Sales	962	992	3.12%
R&D	478	451	-5.65%
Sales & Marketing	637	655	2.83%
G&A	362	337	-6.91%
<b>ITALY</b>	<b>2,383</b>	<b>2.345</b>	<b>-1.59%</b>
<b>OUTSIDE ITALY</b>	<b>1,380</b>	<b>1.483</b>	<b>7.46%</b>
<b>TOTAL</b>	<b>3,763</b>	<b>3.828</b>	<b>1.73%</b>



# EMPLOYEES DISTRIBUTION

 BIESSEGROUP

(without interim people)

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 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%	1,393 36%
<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%	992 26%
<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%	451 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%	655 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%	337 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%	2,345 61%
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<b>TOTAL</b>	<b>2,782</b>	<b>2,695</b>	<b>2,881</b>	<b>3,176</b>	<b>3,618</b>	<b>3,846</b>	<b>4,227</b>	<b>3,927</b>	<b>3,763</b>	<b>3,828</b>



# DIVIDENDS

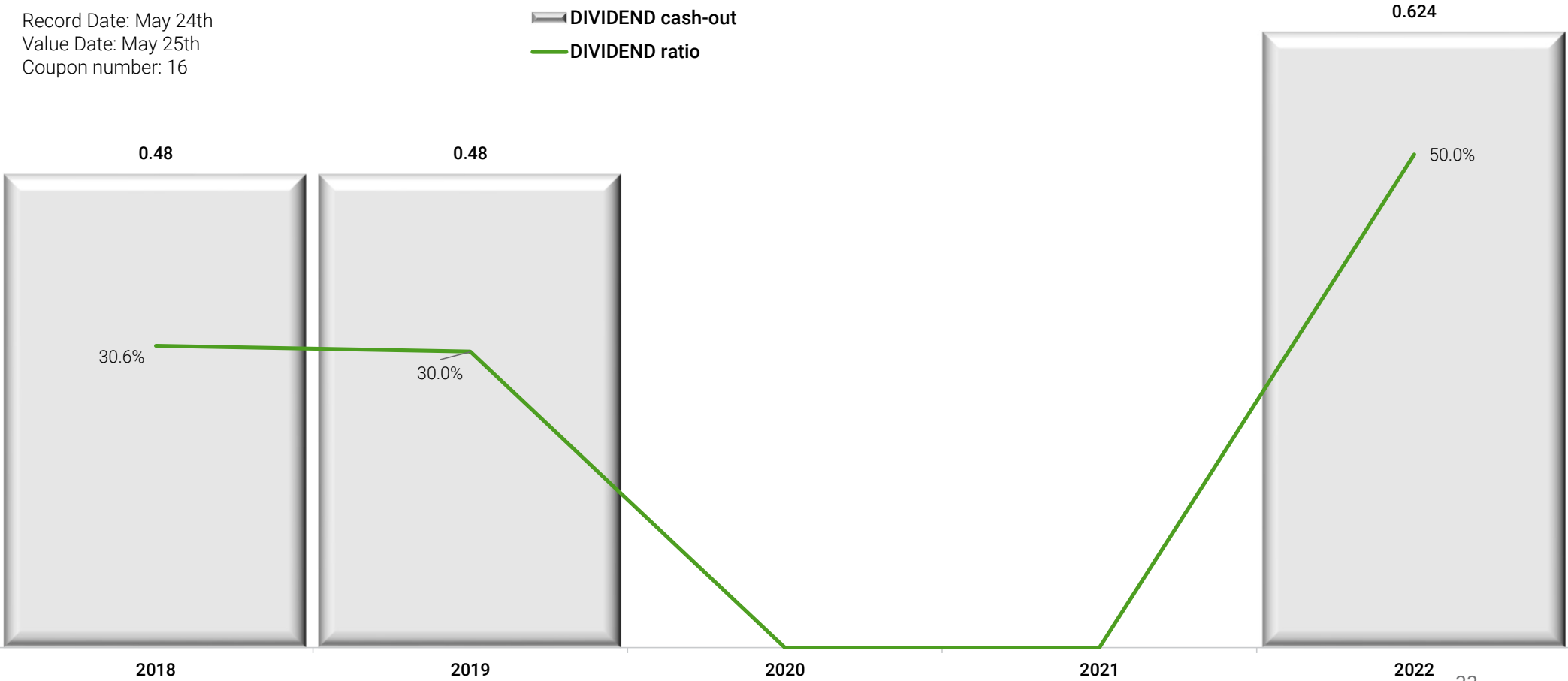
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# DIVIDENDS

Record Date: May 24th  
Value Date: May 25th  
Coupon number: 16

 **DIVIDEND cash-out**  
 **DIVIDEND ratio**



# BUYBACK PROGRAM

 **BIESSE**GROUP

# BUYBACK PROGRAM - BIESSEGROUP PROPOSAL

The Board of Directors proposed to the Biesse Shareholders' General Meeting (April 27th) a plan to buy and dispose its own shares.

- Duration: 18 months (from the Biesse Shareholders' Meeting approval)**
- Amount: max 10% of the Biesse equity (nr. 2,740,259 shares), but in anycase not exceeding 15 mln of euro disbursement**

the authorisation to purchase and dispose of treasury shares has the following purposes:

- ✓ to service any stock option incentive schemes that may be approved by the Company in the future;
- ✓ set up a share warehouse to transfer, dispose of and/or use treasury shares, in line with the strategic guidelines that the Company intends to pursue, as part of extraordinary transactions, including, by way of example but not limited to, swaps, exchanges, contributions or to service capital transactions or other corporate and/or financial transactions and/or other transactions of an extraordinary nature such as, by way of example but not limited to, acquisitions, mergers, spin-offs, convertible bond issues, bonds, warrants, etc.;
- ✓ medium- and long-term investments or, in any case, those made to take advantage of realisation opportunities that may arise from market trends.

# GROUP BUSINESS PLAN 2021-2023

EXTRACT

 **BIESSE**GROUP

# 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 ▲

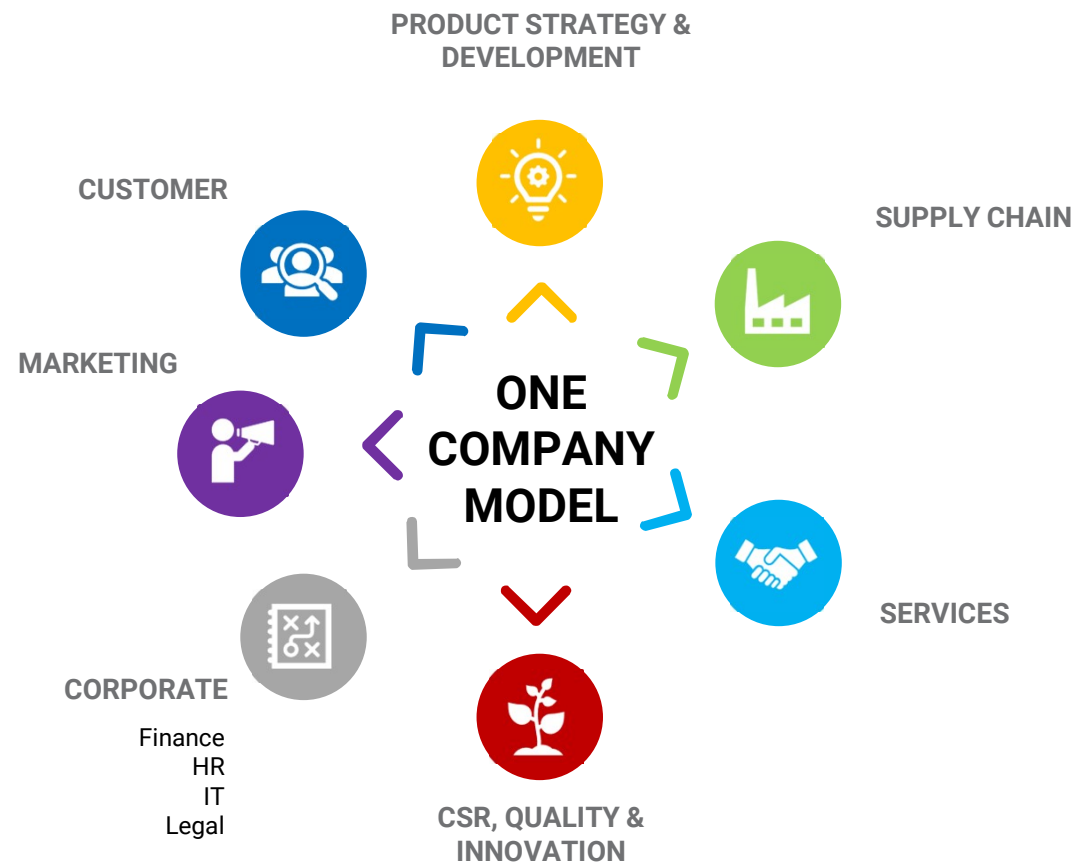
# ONE COMPANY MODEL FULLY OPERATIONAL

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**.

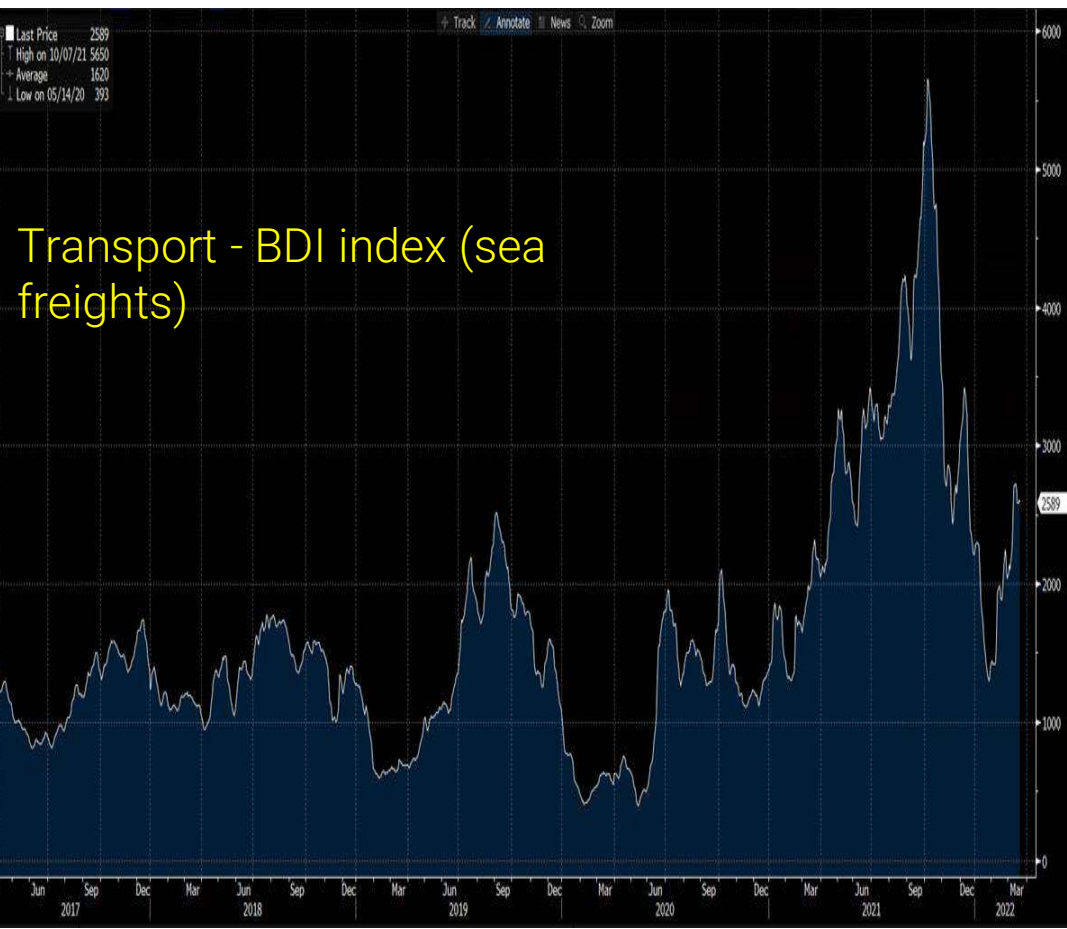
In the plan period the **new model will become fully operational**, fostering the growth path from the 2022.



# ANALYSIS

 **BIESSE**GROUP

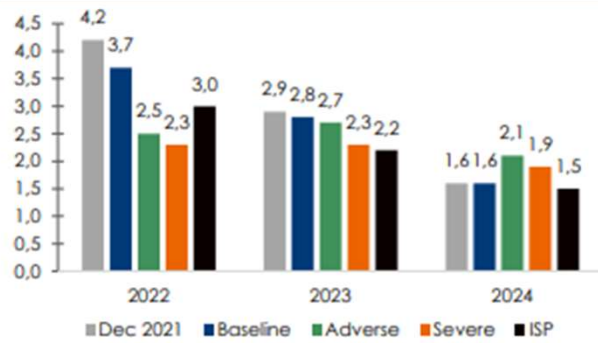
# ANALYSIS (1)



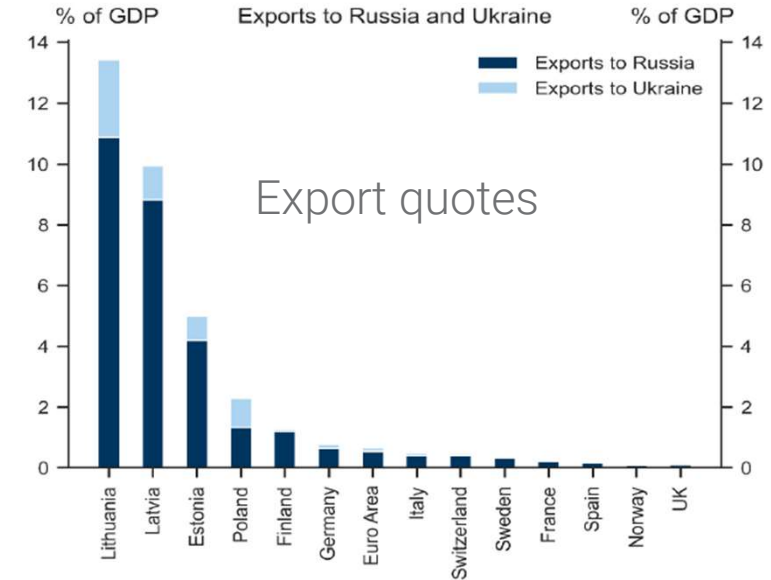
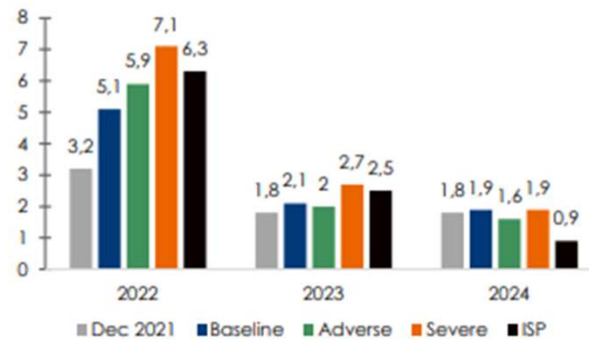


# ANALYSIS (2)

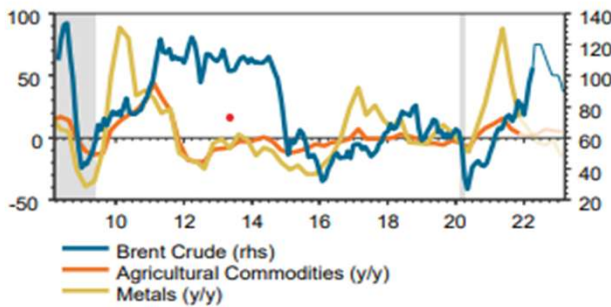
**Fig. 19 – Le nuove previsioni dello staff BCE: crescita del PIL...**



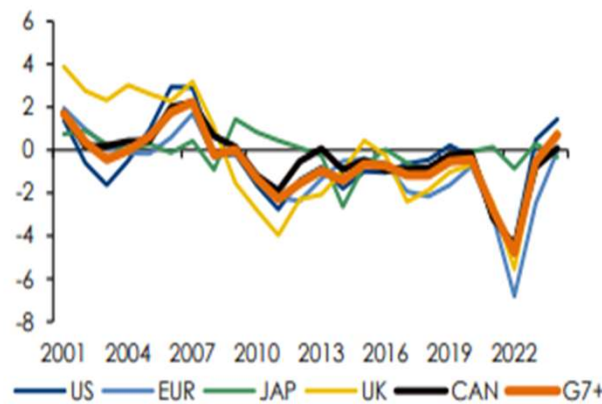
**Fig. 20 – ... e inflazione**



**Fig. E – Prezzi delle materie prime**



**I tassi ufficiali reali dovrebbero risalire ai livelli pre-crisi nel 2023, ma l'aggiustamento sarà più lento nell'Eurozona**



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