

# COMPANY PRESENTATION

2022 ITALIAN EXCELLENCES

MID CORPORATE CONFERENCE

PARIS

 **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

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



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



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

The background image shows a vast industrial manufacturing facility. In the foreground, there are several yellow storage bins on a metal cart, some stacked. To the right, a large white industrial machine with a yellow robotic arm is visible. The arm is labeled 'INDU' and 'LIFTRONIC EASY'. The machine has 'H46 M12' and 'MODULA' markings. In the background, there are rows of workstations with various equipment, including what looks like a CNC machine. The floor is light-colored with yellow safety lines. The overall scene is a busy, organized industrial environment.

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 'BIESSE GROUP' logo is in the top right corner.

# DIAMUT FOR TOOLING

 BIESSE GROUP

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, **40%** of employees reside abroad.



# PEOPLE

Workplace safety management system of Biesse S.p.A. and Bre.Ma. Brenna Macchine S.r.l certified to **UNI ISO 45001:2018** standard



Over **9.500 hours** of training dedicated to safety at work provided to employees



Over **100.000 hours**

of training provided to personnel and other workers during 2021

Support for social, cultural, artistic and sports initiatives in the **community**

# ENVIRONMENT

**100%**  
of electricity  
purchased from  
renewable sources  
with guarantees  
of origin for the  
Group's Italian  
companies

**BIESSEGROUP**

**CO<sub>2</sub>**

**5.470 t**

of CO<sub>2</sub> avoided  
through the purchase of  
electricity from renewable  
sources with guarantees of origin  
for the Group's Italian companies  
(Scope 2 market-based)

**668 t**

of CO<sub>2</sub> avoided  
by using photovoltaic  
panels



Environmental  
management system  
of HSD S.p.A. certified to the  
**UNI ISO  
14001:2015**  
standard

# COMMUNITY

PROMOTION OF EDUCATION AND SKILL DEVELOPMENT



Construction of school building for Government Primary School nearby Biese Nelamangala Plant -2020



Woodworking Training Centre in KIET Group of Institutions, Ghaziabad – North India -2021



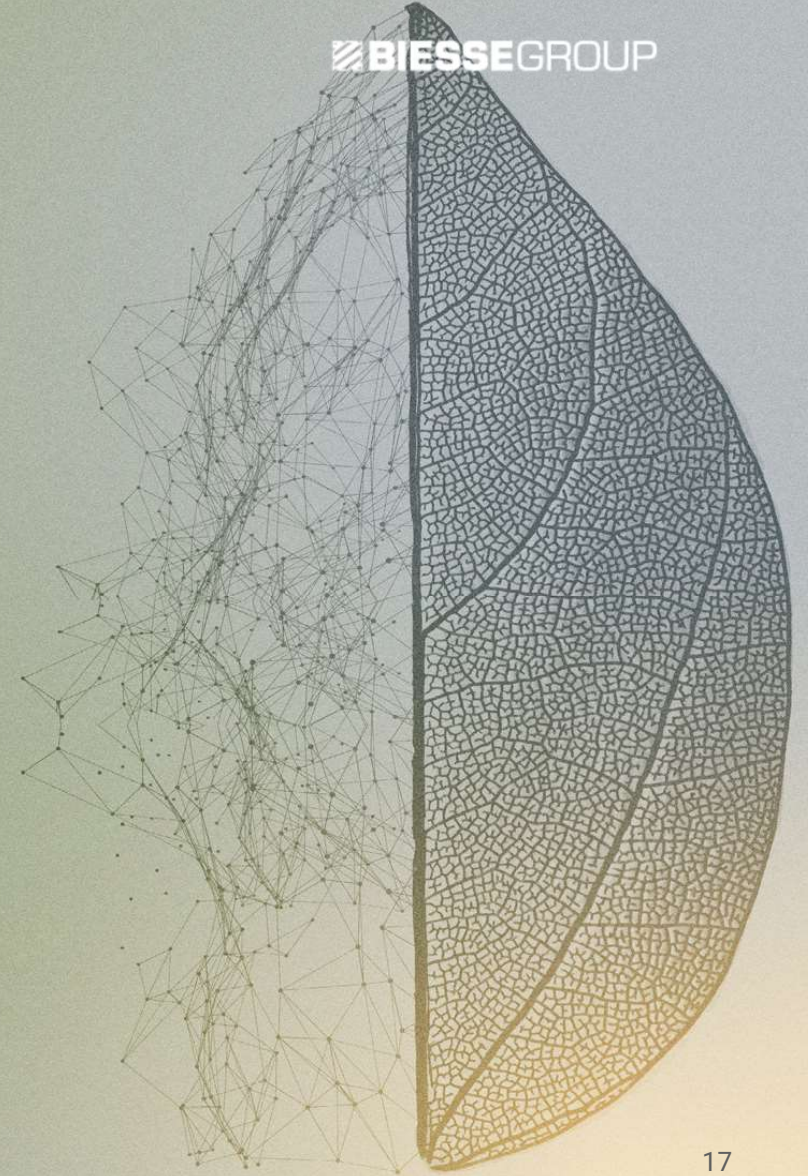
Construction of school buildings & establishing the Computer Lab - 2019



# PLANNING FOR A MORE SUSTAINABLE FUTURE

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.

 BIESSEGROUP



# MAIN GOALS ACHIEVED IN 2021

5.470t

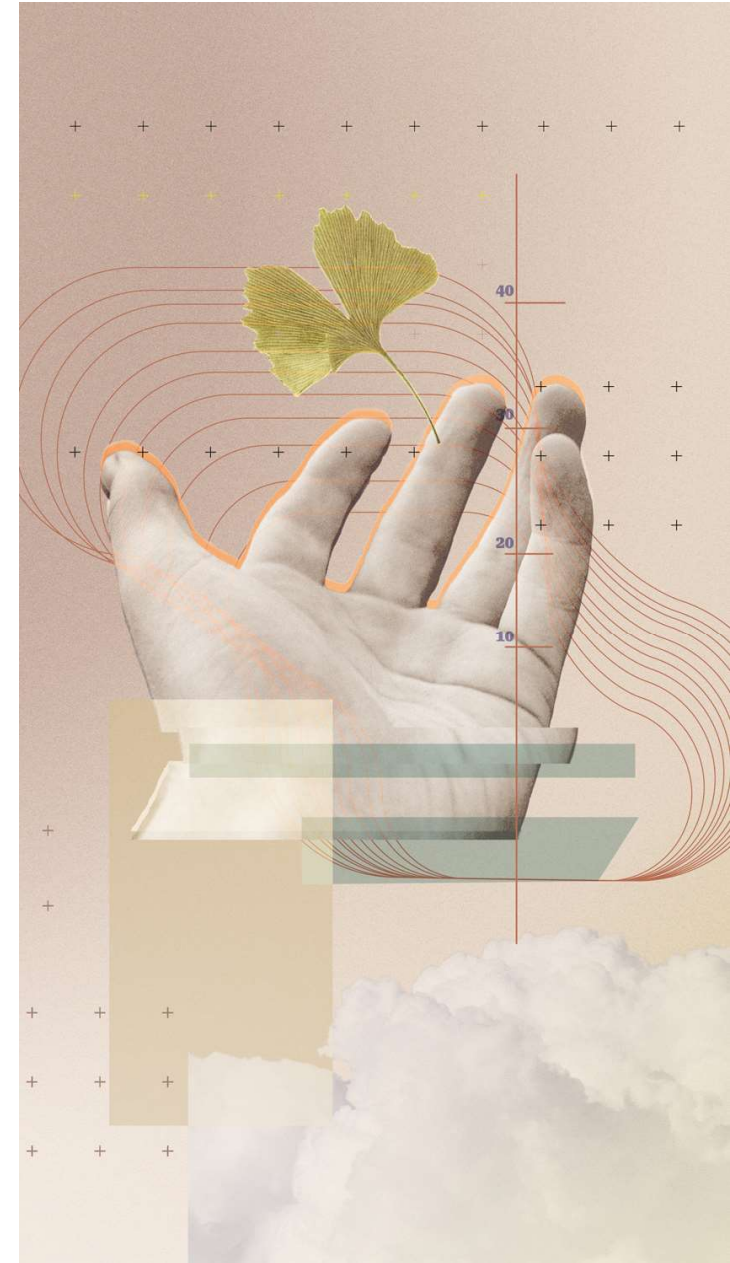
of CO<sub>2</sub> avoided through the purchase of electricity from renewable sources with guarantees of origin for the Group's Italian companies (*Scope 2 market-based*)

100%

of electricity purchased from renewable sources with guarantees of origin for the Group's Italian companies

ISO  
45001

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



# OUR CUSTOMERS' INDUSTRIES

Furniture



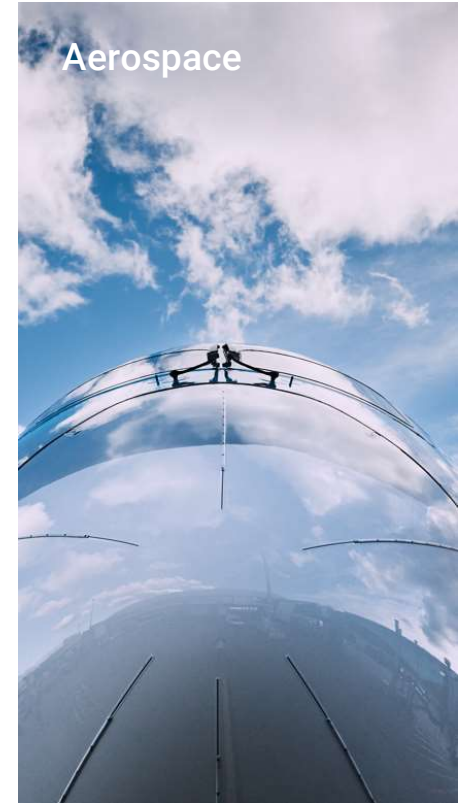
Housing & Construction



Automotive

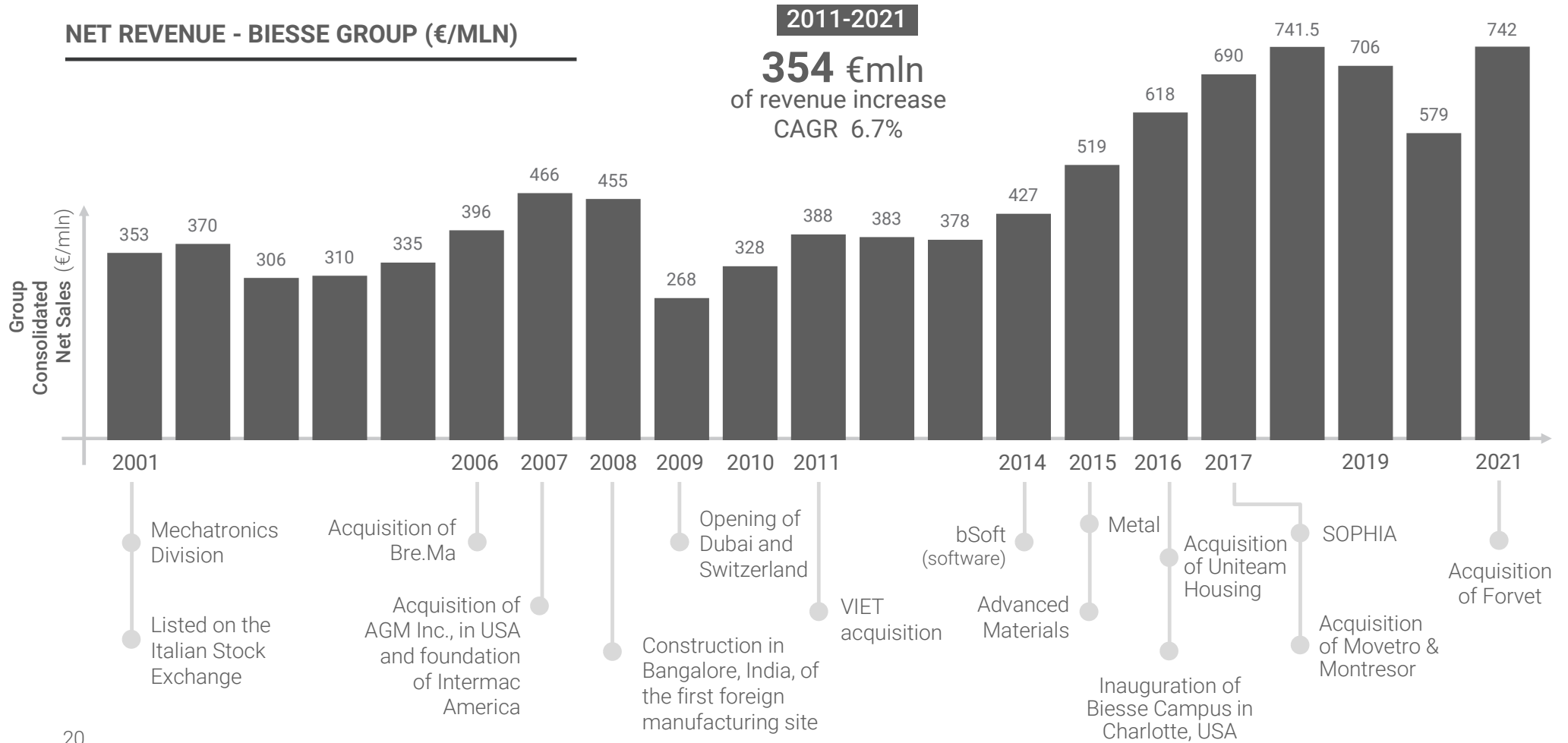


Aerospace

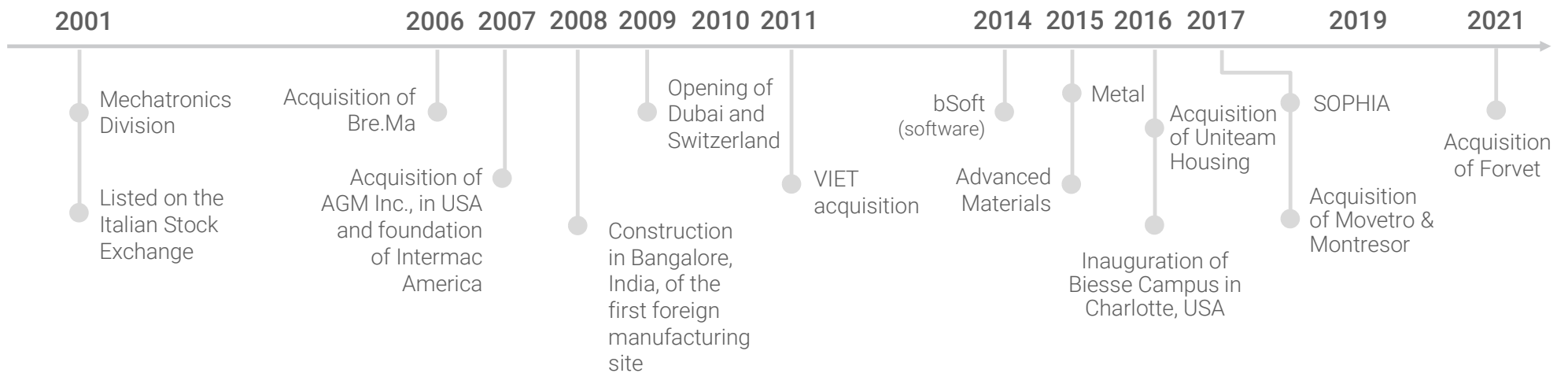


# REVENUE

## NET REVENUE - BIESSE GROUP (€/MLN)



# BIESSE GROUP OVER THE YEARS

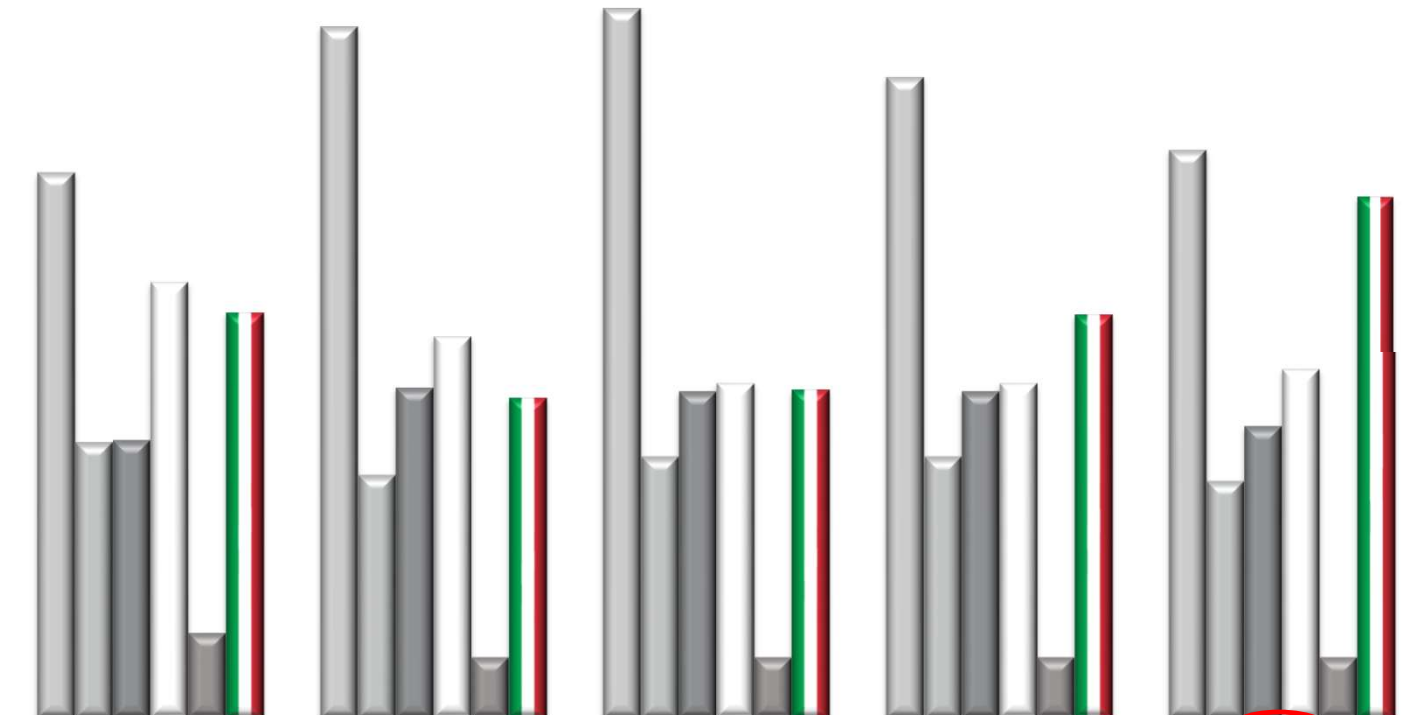
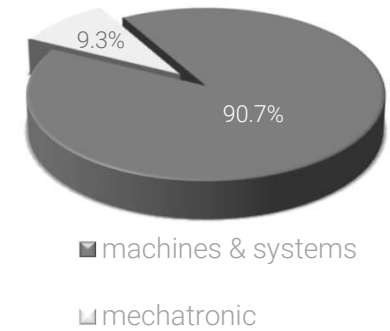




**IH 2022**

# SALES BREAKDOWN

3

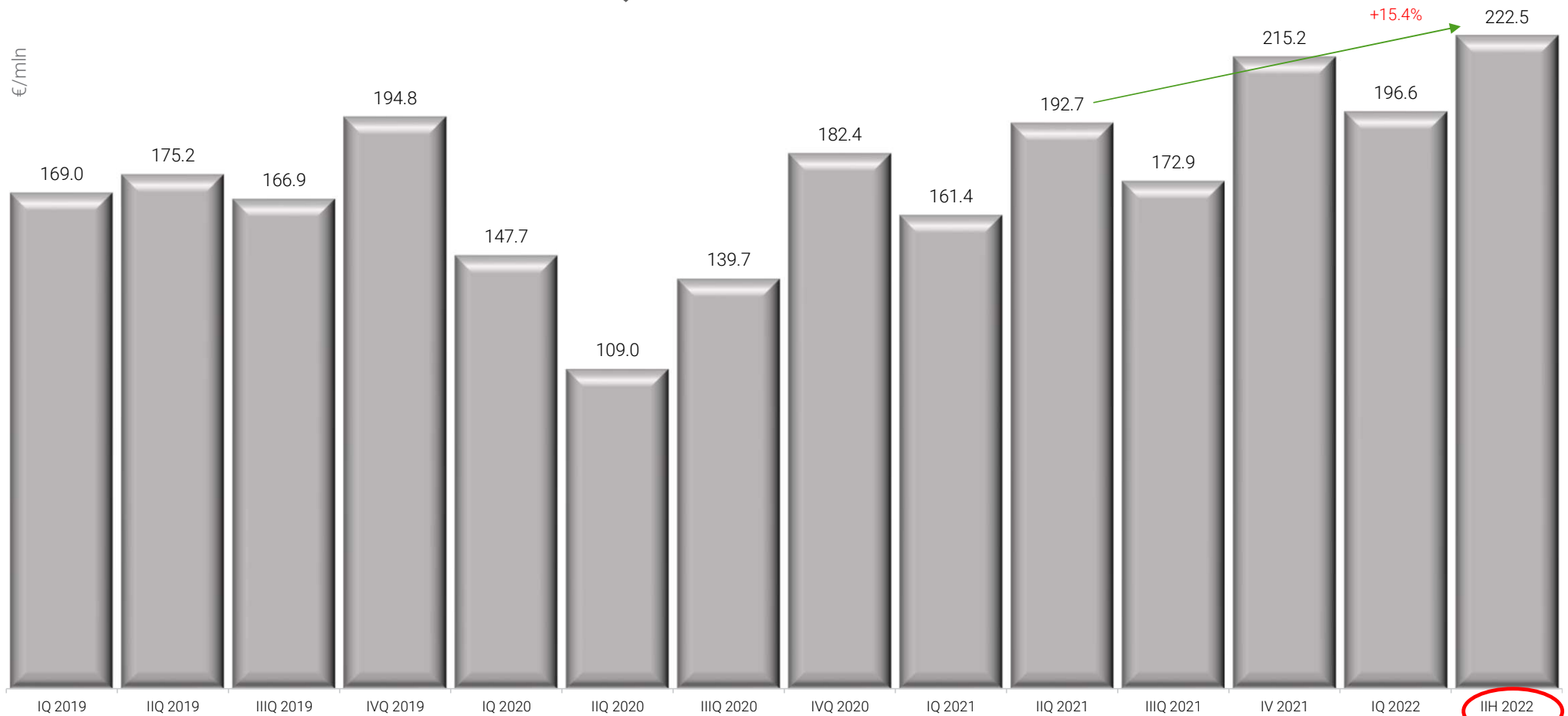


	FY 2019	FY 2020	FY 2021	IQ 2022	IH 2022
■ Western Europe	26.9%	34.1%	35.0%	31.6%	28.0%
■ Apac	13.6%	12.0%	12.9%	12.9%	11.7%
■ Eastern Europe	13.7%	16.3%	16.1%	16.1%	14.4%
■ North America	21.5%	18.8%	16.5%	16.5%	17.2%
■ Rest of the World	4.2%	3.0%	3.0%	3.0%	3.0%
■ Italy	20.0%	15.8%	16.2%	19.9%	25.7%

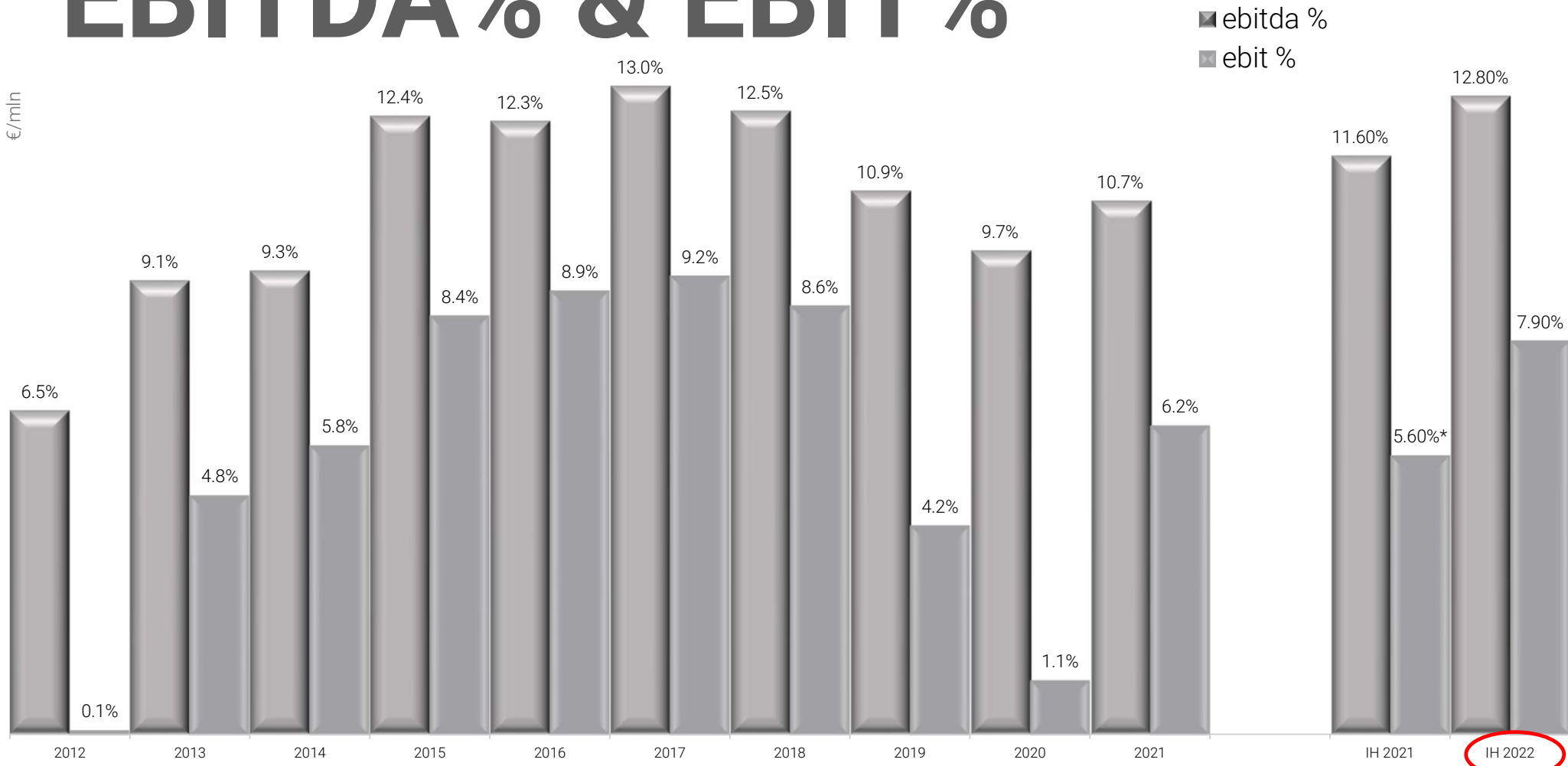


# SALES BY QUARTERS

**BIESSEGROUP**

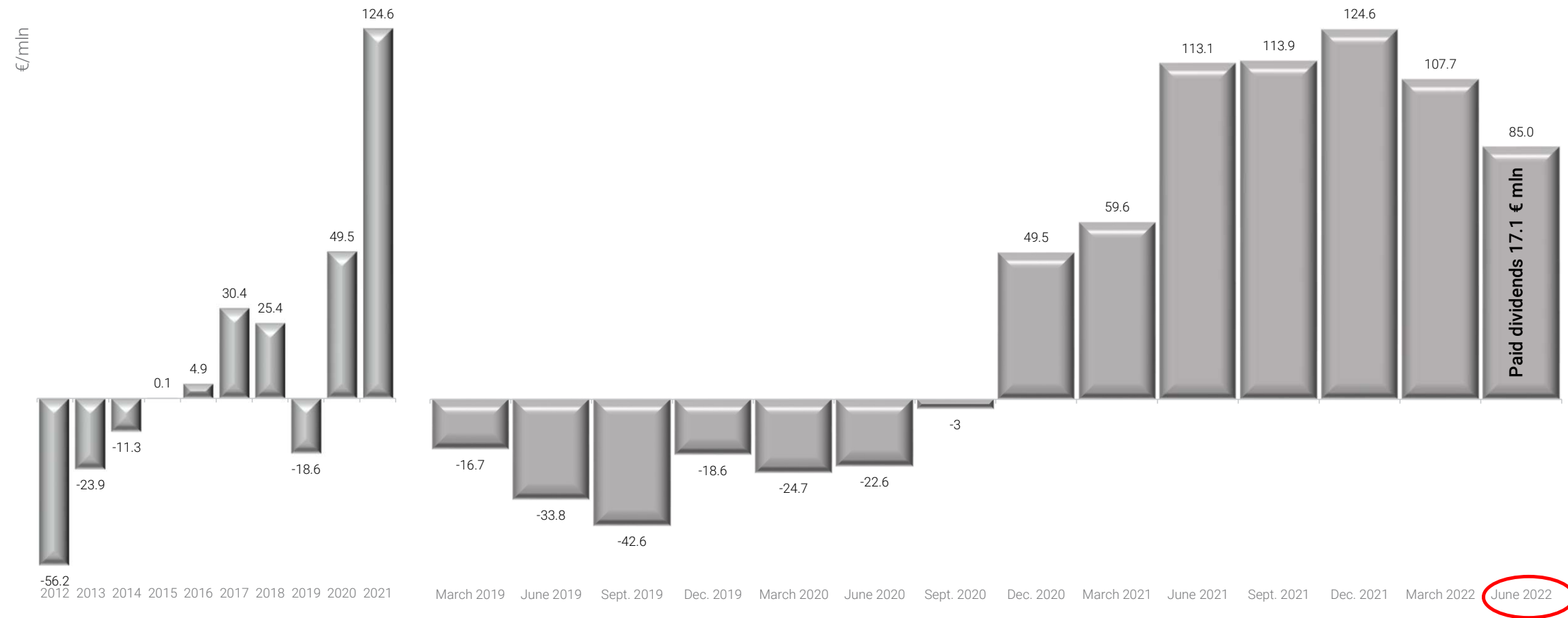


# EBITDA% & EBIT%



\*before positive non recurring items

# NET FINANCIAL POSITION

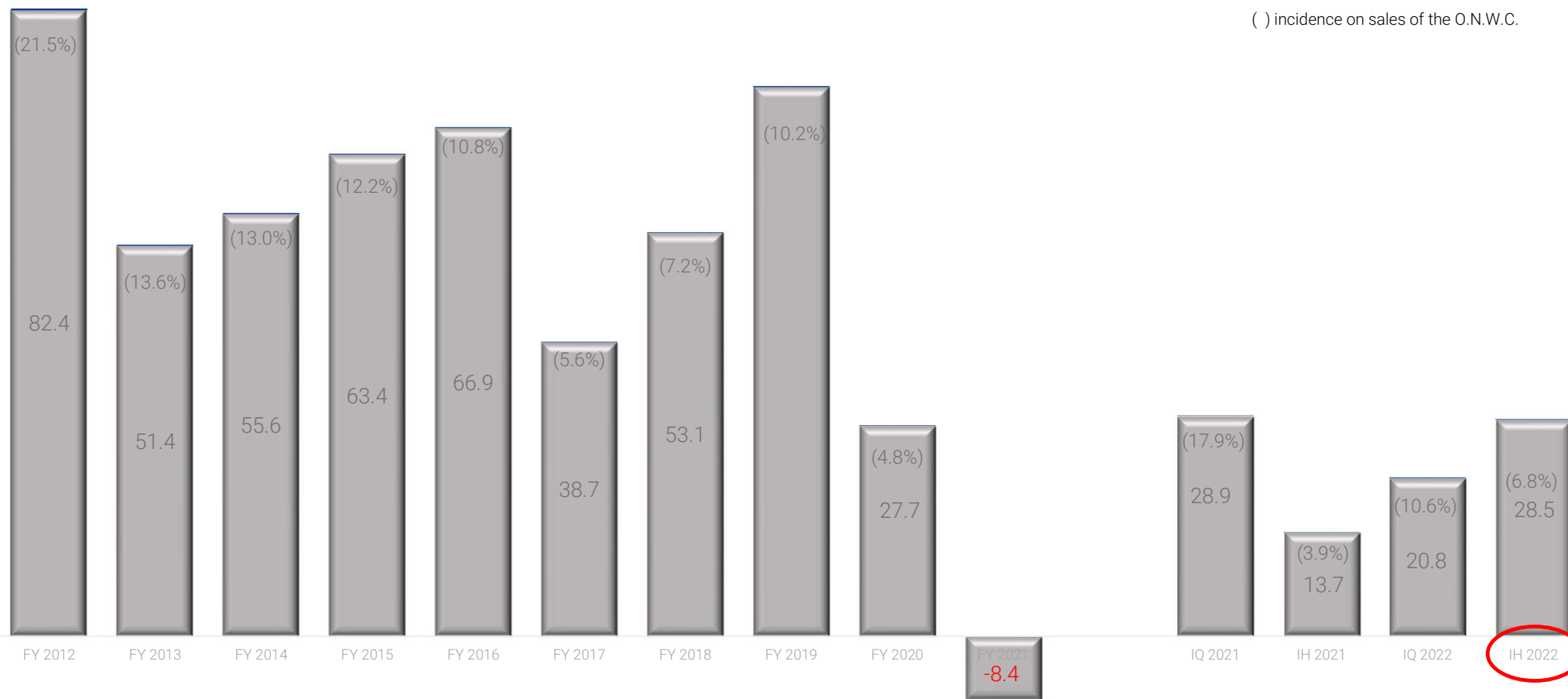


# OPERATING N.W.C.

€/min

■ O.N.W.C.

( ) incidence on sales of the O.N.W.C.



# ORDER INTAKE & BACKLOG

(LATEST UPDATE IH 2022)

 **BIESSE**GROUP

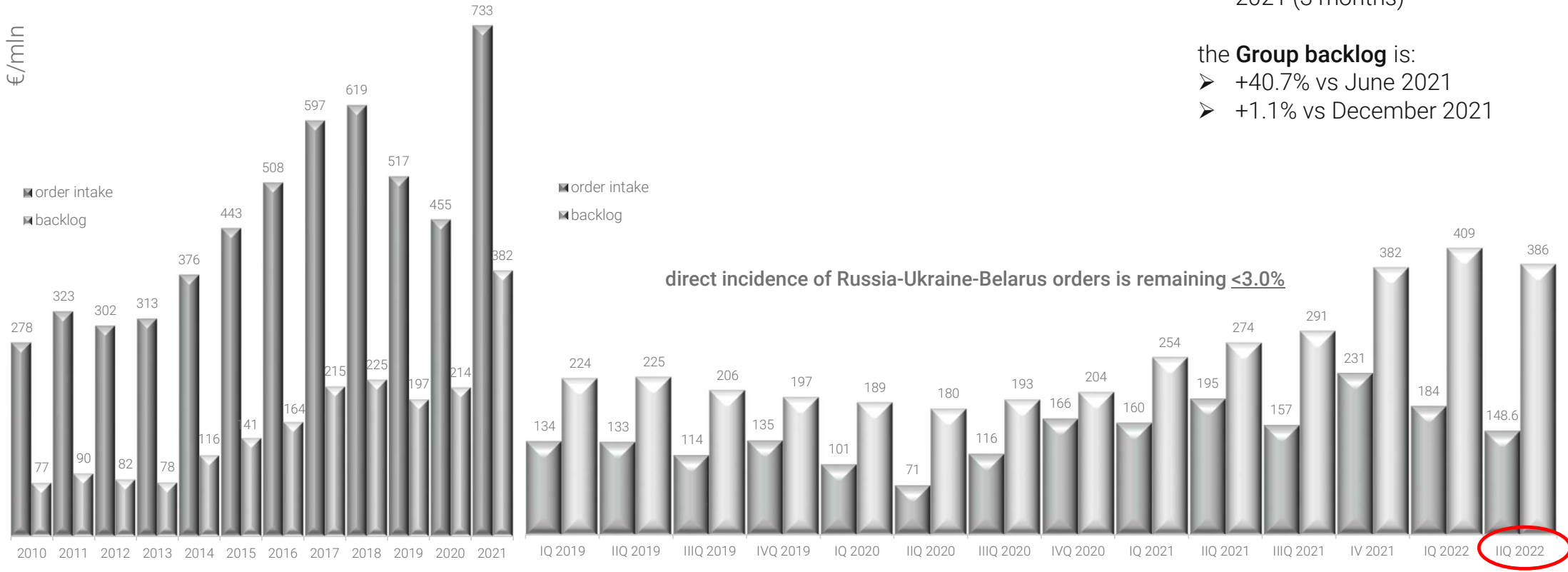
# GROUP ORDER INTAKE & BACKLOG

the **Group order intake** is:

- ❖ -6.3% IH 2022 vs IH 2021 (6 months)
- ❖ -23.6% IIQ 2022 vs IIQ 2021 (3 months)

the **Group backlog** is:

- +40.7% vs June 2021
- +1.1% vs December 2021

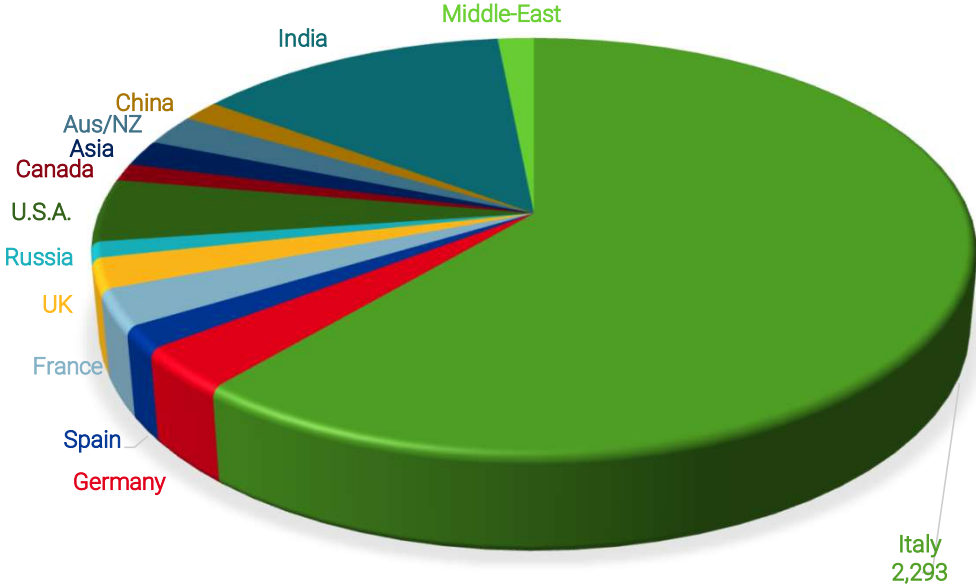


# STAFF DISTRIBUTION

# EMPLOYEES DISTRIBUTION

	FY2021	IH 2022	%
0.81 Production	1.393	1.294	-7,11%
Service & After Sales	992	1000	0.81%
R&D	451	550	21.95%
Sales & Marketing	655	604	-7.79%
G&A	337	300	-10.98%
ITALY	2.345	2.293	-2,22%
OUTSIDE ITALY	1.483	1.455	-1,89%
<b>TOTAL</b>	<b>3.828</b>	<b>3.748</b>	<b>-2,09%</b>

Including interim people: nr. 562



**Group 4,310**



# EMPLOYEES DISTRIBUTION

(without interim people)



	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	IH 2022
Production	1,264	1,175	1,201	1,335	1,482	1,494	1,621	1,386	1,324	1,393	1294
% of total people	45%	44%	42%	42%	41%	39%	38%	35%	35%	36%	35%
Service & After sale	574	613	628	690	803	894	1,001	992	962	992	1000
% of total people	21%	22%	22%	22%	22%	23%	24%	25%	26%	26%	27%
R&D	338	321	361	383	436	479	501	482	478	451	550
% of total people	12%	12%	13%	13%	12%	12.5%	12%	12%	13%	12%	15%
Sales & Marketing	364	351	439	495	587	641	715	685	637	655	604
% of total people	13%	13%	15%	15%	16%	17%	17%	17%	17%	17%	16%
G&A	242	235	252	273	310	338	389	382	362	337	300
% of total people	9%	9%	9%	9%	8.50%	8.8%	9%	10%	10%	9%	8%
ITALY	1,646	1,547	1,605	1,78	2,009	2,176	2,483	2,418	2,383	2,345	2,293
% of total people	59%	57%	56%	56%	56%	56%	59%	62%	63%	61%	61%
OUTSIDE ITALY	1,136	1,148	1,276	1,396	1,609	1,67	1,744	1,509	1,38	1,483	1,455
% of total people	41%	43%	44%	44%	44%	44%	41%	38%	37%	39%	39%
<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>	<b>3,748</b>

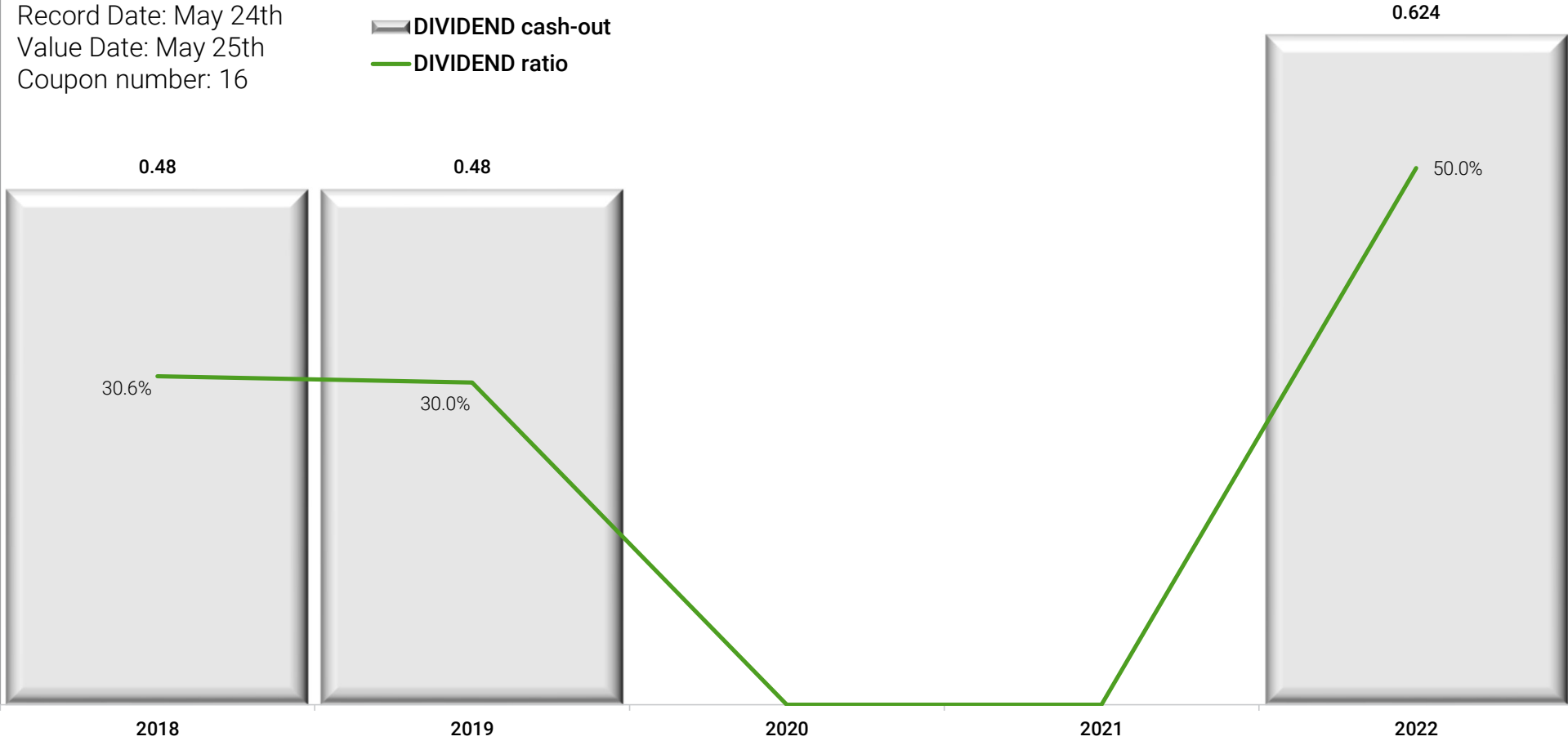


# DIVIDENDS PAID

# DIVIDENDS RATIO

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

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



# BUYBACK PROGRAM

 **BIESSE**GROUP

# BUYBACK PROGRAM - PROPOSAL

The Biesse Shareholders' General Meeting (April 27th) approved 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 (max 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

STRATEGY EXTRACT – 3Y BUSINESS PLAN

 **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 ▲





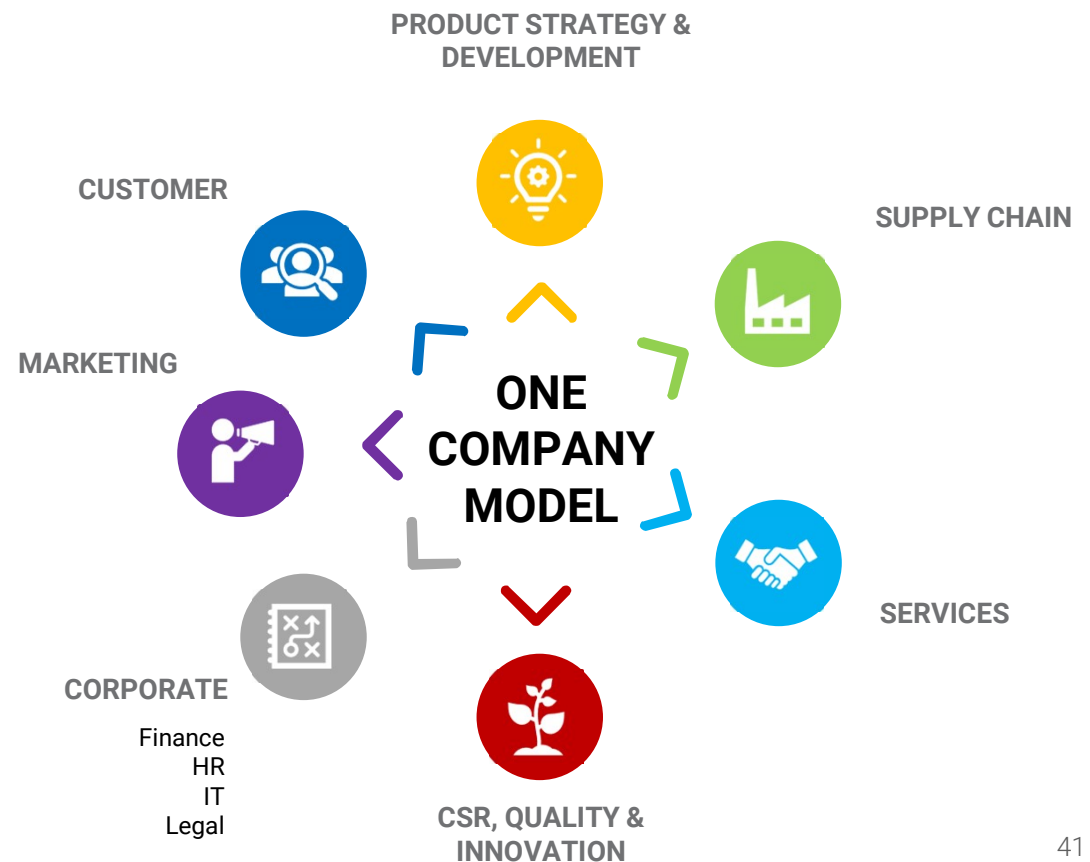
# ONE COMPANY MODEL FULLY OPERATIONAL

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.





# EXPECTED EVOLUTION

## FY 2022

 **BIESSE**GROUP

# PRESS RELEASE

.....The results achieved in the first half are confirming our solid and strong positioning within the objectives and targets of the Three-Year Plan approved last year.

On the sidelines of today's Board of Directors meeting, Group CFO Pierre La Tour commented:

*"The results approved today depict an undoubtedly positive situation, but it's necessary to maintain a cautious attitude for the immediate future. In the recent months there has been a slowdown in demand as a result of the conflict in Ukraine, persistent pandemic conditions extreme volatility in the financial markets and the evident persistence of unfavourable conditions on raw materials and logistic, which are obvious distorting factors that will inevitably affect our results. We are suffering from the negative repercussions of the sanctions applied to the countries involved in the conflict in Eastern Europe; economic sanctions -as such – also have negative repercussions on the way we do business and therefore on our short-term prospects.*

*Internally, the One Company project continues, with renewed determination, which is focused on the following directives: the simplification of business processes, the increasingly important structuring of markets, and the digitalisation of the Group.*

*From a financial point of view, we continue to have a very positive situation, which will be able to support growth both internally and externally. We will not give up investment in research and development, just as we will continue to expand and strengthen our international presence. The implementation of new technical solutions and the increasing connectivity of our products are an irreversible process and part of our DNA. We focus our attention on the concepts of sustainability and social responsibility, elements that generate concrete value and vehicles for improving our performance." .....*



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