

The Biesse S.p.A. Board of Directors approves the Report for the 4th Quarter 2006 and examines the consolidated results for the full year 2006

## **BIESSE GROWTH CONTINUES IN THE 4TH QUARTER: NET REVENUE +22.3% AND NET PROFIT + 77.6%**

**The management forecasts a rise in the estimated growth in turnover and profit margins for the Group during the three-year period 2007-2009**

<b>4TH QUARTER 2006</b>	<b>31.12.06</b>	<b>31.12.05</b>	<b>variation %</b>
<b>Consolidated Profit and Loss Account</b> <i>(in millions of Euro)</i>			
Net Revenue	€ 132.2	€ 108.1	+22.3%
Added Value	€ 46.9	€ 36.7	+27.8%
Gross Operating Margin (Ebitda)	€ 22.4	€ 15.7	+43.3%
Operating results (Ebit)	€ 19.1	€ 12.2	+56.7%
Pre-tax profit (Ebt)	€ 19.3	€ 10.8	+78.7%
Net Result for the period	€ 13.5	€ 7.6	+77.6%

**The consolidated results recorded by the Group for the year 2006 show a strong increase in Net Earnings amounting to € 396.6 (+18.4%) and all the main margins:  
EBITDA € 66 mil. (+59.3%), EBIT € 52 mil. (+87.2%), Net Profit € 33.5 mil. (+112.7%)**

*Pesaro, 14th February 2006 – Today the Board of Directors of Biesse SpA, a company with headquarters in Pesaro listed in the Star segment of the Italian Stock Exchange, approved the results for the 4th quarter 2006 which feature a strong increase in revenue and both absolute and percentage profitability.*

The following are the main results achieved by the Biesse Group at Consolidated Profit and Loss Account level during the period **October-December 2006**, compared with the results for the corresponding period of the previous year:

- Net revenue € 132.2 million (+22.3% compared to the same period of 2005)
- Added Value € 46,9 million (+27,8% compared to the same period of 2005)
- EBITDA € 22.4 million, with a 17% ratio to net revenue (+43.3% compared to the same period of 2005)
- EBIT € 19.1 million, with a 14.5% ratio to net revenue (+56.7% compared to the same period of 2005)
- Pre-tax profit € 19.3 million (+78.7% compared to the same period of 2005), with a 14.6% ratio to net revenue
- Net Result for the period € 13.5 million, with a 10.2% ratio to net revenue (+77.6% compared to the same period of 2005)



# Press release



Consequently, **the consolidated results as at 31 December 2006** presented to the Biesse Board of Directors on today's date were as follows:

- Net revenue € 396.6 million (+18.4% compared to the same period of 2005)
- Value Added € 155.3 million, with a 39.2% ratio to net revenue (+25.5% compared to the same period of 2005)
- EBITDA € 66 million, with a 16.6% ratio to net revenue (+59.3% compared to the same period of 2005)
- EBIT € 52 million, with a 13.1% ratio to net revenue (+87.2% compared to the same period of 2005)
- Pre-tax profit € 51.2 million (+113.3% compared to the same period of 2005), with a 12.9% ratio to net revenue.
- Net Result for the period € 33.9 million, with an 8.5% ratio to net revenue (+112.7% compared to the same period of 2005)

The **Net Financial Position at December 31, 2006** was **positive for the first time by € 15.1 million**, with a net improvement of € 39 million as compared with the € 23.9 million indebtedness as at 31 December 2005.

The Biesse Board of Directors has also approved the new **Three-year Industrial Plan** for the period 2007-2009. Following the positive results achieved by the Group in 2006, the favourable outlook on the reference markets and the new industrial plans and those under completion, there has been an upward review of the turnover growth and profitability margin estimates for the Group over the three-year period 2007-2009.

In this sense, the Board of Directors has estimated achievement of consolidated revenue in a range of between 470-475 million Euro in 2009. From a profitability point of view the new expectations see EBITDA and EBIT margins settling at 17.5-18.0% and 14.5-15.0%, respectively, for 2009, with a net revenue of around € 38-40 million. In the same period, taking into account an ordinary and extraordinary Capex of almost 48 million Euro, it is forecast that the overall free cash flow will stand at around 80 million Euro, prior to distribution of dividends.

## **Aims of the new industrial plan for the three-year period**

Three-year CAGR 2007-2009 (compared to figures for 2006):

- Net Revenue: +6.2%
- EBITDA: +8.8%
- EBIT: +11.3%
- NET PROFIT: +5.9%



# Press release



*"I'm satisfied with the results achieved during the last quarter of 2006 and, more generally speaking, by the progress during the whole of 2006." is the comment made by the President of Biesse, Roberto Selci. "The Group have shown ourselves capable of interpreting the positive signals coming from all world markets in full, while at the same time achieving the goals of recovering profitability and increasing cash generation. The current order portfolio enables us to look to the future with hope, in the conviction that we will manage to implement all the operations and plans indicated in the Industrial Plan for the Three-year Period 2007-2009 that has been approved by the Board of Directors today. Counting on the continuation of this current favourable situation, I think that Biesse set ourselves ambitious goals, but they can be achieved realistically in the time foreseen, particularly as regards the improvements to the Group profitability margins and the Group ability to generate additional cash flow in spite of the increase in investments."*

## **The Biesse Group**

*The Biesse Group operates in the market of machinery and systems involved in processing wood, glass marble and stone.*

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

*The Company offers modular solutions that range from the design of turnkey systems for large furniture manufacturers to individual automatic machines and workstations for small- and medium-sized companies, to the design and sale of individual high-tech components.*

*Thanks to its orientation towards innovation and research, Biesse is able to develop products and modular solutions that can meet the varied needs of a broad customer base.*

*As a multinational, the Biesse Group markets its products through a network of subsidiaries and 18 branch offices located in strategic markets.*

*The branch offices ensure specialised after-sales service to the customers, while also carrying out market research aimed at developing new products. The Biesse Group has a staff of 2,060 people distributed over its six manufacturing sites located in Pesaro, Alzate Brianza, Bergamo, Turin, Anzola (BO), Lugo (RA) and its branch offices in Europe, North America, Asia and Oceania.*

## For further information:

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