







## **Biesse - Acquisitions in Australia and New Zealand**

The Pesaro-based company has acquired Allwood Machinery, an Australian company involved in the distribution of wood-processing equipment in Australia and New Zealand. The deal was made through the subsidiaries Biesse Group Australia and Biesse Group New Zealand. Allwood Machinery employs a workforce of about 50 and closed fiscal year 2001 (ended June 30<sup>th</sup>, 2001) with a turnover of 35 billion liras.

Pesaro, December 4<sup>th</sup>, 2001 - Biesse, the Pesaro-based company that has been listed for trading in the STAR segment of the Italian Stock Exchange since June 22nd of this year is the world's leading manufacturer of machinery and digitally-controlled systems for working wood, glass and stone. This morning, it sealed a deal through its recently incorporated subsidiaries, Biesse Group Australia and Biesse Group New Zealand, for purchasing all the operating divisions of Allwood Machinery Co Pty Ltd, Allwood Machinery Qld Pty Ltd (Australia) and Allwood Machinery NZ Limited (New Zealand).

The Allwood Group, with six branches in Australia and New Zealand and fifty employees has been operating for over twenty years in marketing wood-working machinery and before the acquisition, about half its total sales were earned through distribution of Biesse machines. Allwood closed fiscal year 2001 (ended June 30<sup>th</sup> 2001) with sales of approximately ITL 35 billion and an EBIT of about ITL 2 billion. The value of the acquisition is estimated to be around ITL 5.35 billion, which may increase to a maximum of ITL 6.85 billion depending on results achieved in fiscal years 2002 and 2003. The payment schedule envisages a cash payment for the fixed part and, after approval of the 2002 and 2003 financial statements, a cash payment for the variable portion.

"With the Allwood acquisition, the Biesse Group consolidates its presence in an important and growing market like Australia, where it already has substantial market shares in the wood sector," stated Piero Valentini, General Manager of Biesse. "Our plan now is to exploit its wide-reaching distribution network to help our other two Group Divisions - Glass/Stone and Systems - penetrate this market."

The Biesse Group operates in the market of machinery and systems involved in processing wood, glass and stone. The company offers modular solutions that range from the design of turnkey systems for large furniture manufacturers to individual automatic machines and work stations for small and medium-sized companies, to the design and sale of individual high-tech components.

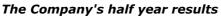
Thanks to its orientation towards innovation and research, over the years Biesse has perfected a highly efficient manufacturing process capable of developing products and modular solutions that can meet the varied needs of a broad customer base. A multinational with production plants in Italy and Austria, the Biesse Group markets its products through a network of subsidiaries and 19 branch offices located in strategic markets. The branch offices ensure specialized after-sales service to the customers, while also developing and carrying out feasibility studies and market research aimed at developing new products.

The Biesse Group has a staff of 2,165 distributed among its five manufacturing sites located in Pesaro, Bergamo, Turin, Schwarzach and Altach (Austria) and its branch offices in Europe, North and South America, and Asia.









The value of production was ITL 382.6 billion in the first half of 2001, up 22% compared with the period January to June 2000. In terms of profitability, gross operating profit was ITL 28.9 billion, up 11.4% compared with the same period last year (ITL 26.0 billion) and accounting for 7.6% of the value of production. Operating profit also improved, reaching ITL 18.3 billion (4.8% of the value of production) and showing an increase of 7.8% compared with last year.







ALLWOOD - Main Office of New South Wales (Australia)

