



Press release

**TODAY BIESSE PRESENTS GROUP RESULTS FOR Q3, DEVELOPMENT STRATEGIES
AND OBJECTIVES DURING THE "READY TO RUN"
PRESENTATION TO INVESTORS ORGANIZED BY UBM**

Milan, 19 November 2003 – The Management of Biesse Spa – a company with headquarters in Pesaro, listed on the Star segment of the Italian Stock Exchange and one of the world leading operators in the market of machinery and systems for the processing of wood, glass and stone – will present its Q3 2003 results and the Group's future strategies and objectives, during "Ready to Run" a Small Cap Conference organized by UBM in Milan.

The results for Q3 substantially confirm the validity of the **restructuring and streamlining plan** implemented by the Group aiming mainly to achieve cost cutting and process reorganisation. In the first nine months of the year, especially in the July-September period, Biesse showed **significant savings in the structure of costs - both fixed and variable - thus limiting the loss in profitability due to the reduction in revenues.**

During the presentation, **Roberto Selci**, Chairman of Biesse S.p.A. will also explain the **development strategy** implemented by the Company so as to **keep its position as market leader worldwide, achieve further savings in terms of fixed costs and overheads, and streamline industrial processes.** This **strategy** is based on two main drivers:

- **externally:** an increase in market shares obtained by developing new products, improving quality standards, penetrating new segments that are currently overlooked and new markets with greater development prospects;
- **internally:** rationalising overheads and achieving a further recovery of profitability.

The difficult international economic situation is still marked by uncertainty and by the weakness of Biesse's reference sectors. It will thus continue to affect the results of Biesse that forecasts a reduction in revenues by about 15% in 2003. For 2003, the Company also forecasts a reduction in EBITDA and a slightly negative EBIT also due to cost cutting generated by the restructuring plan underway.

Forecasts for 2004 show a 3-4% increase in revenues thanks to further market penetration, the launch of new products, improvement of existing products, and a recovery of profitability due to the constant implementation of the restructuring plan.



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 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 can develop products and modular solutions that can meet the varied needs of a broad customer base.

As a multinational with production plants in Italy and Austria, the Biesse Group markets its products through a network of subsidiaries and 22 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 2,200 people distributed over its seven manufacturing sites located in Pesaro, Bergamo, Turin, Alfonsine and Anzola (BO), Schwarzach and Altach (Austria) and its branch offices in Europe, North and South America, Asia and Oceania.

For further information

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