

# BIESSE

PHONE CONFERENCE CALL

Pesaro, October 28<sup>th</sup> – 5 p.m.

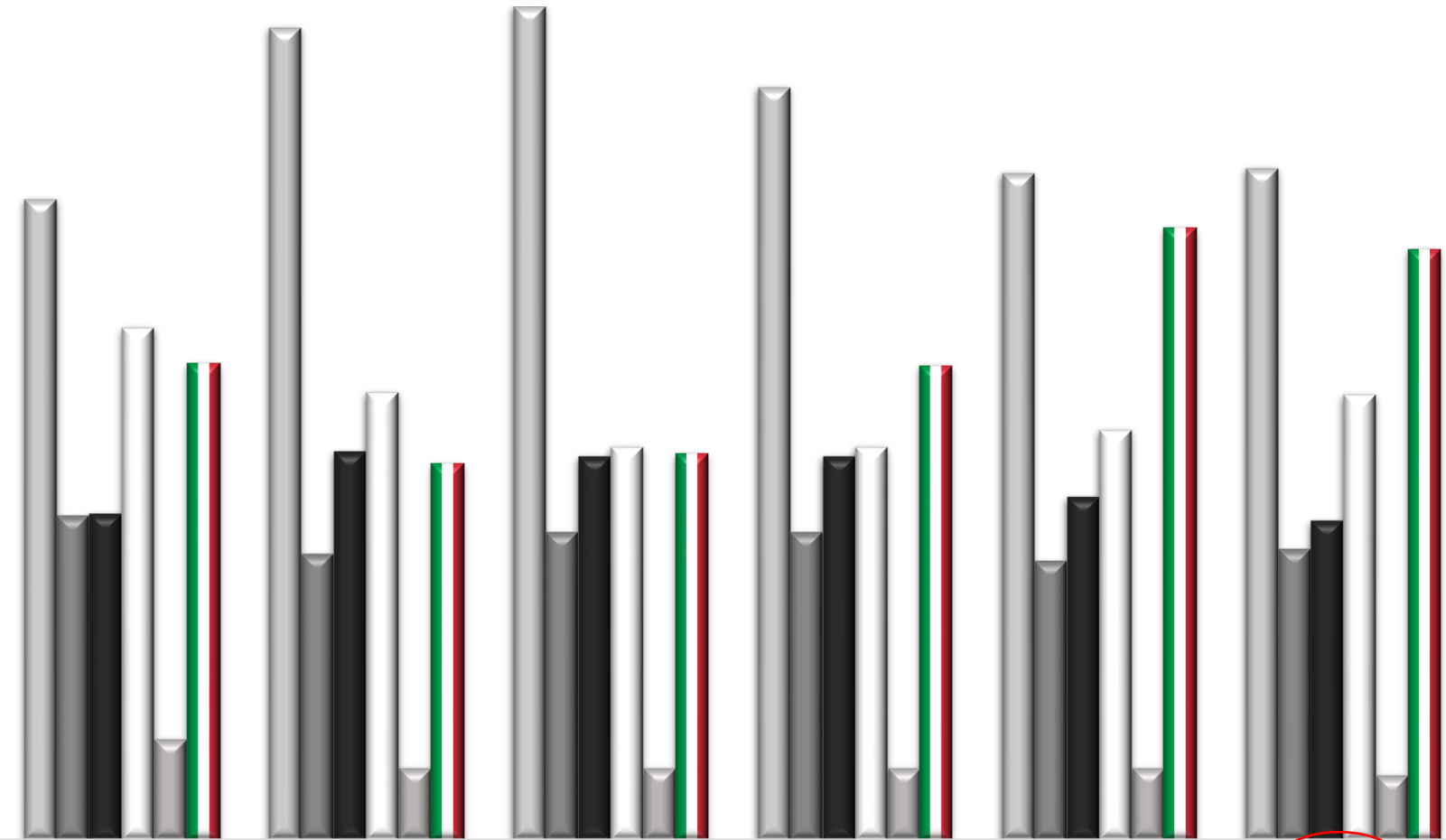
**CONSOLIDATED**

**IIIQ**

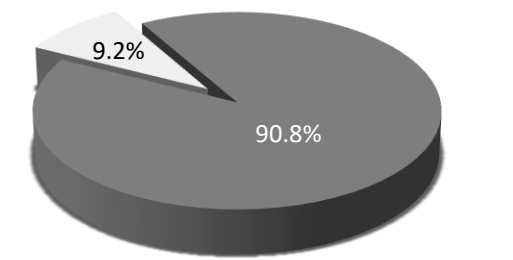
# EXTRACT OF THE P&L

€/mln	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020	FY 2021	9 months 2021	9 months 2022
Net sales year -1	519.1 +21.5%	618.5 +19.1%	690.1 +11.6%	740.2 +7.3%	705.9 -4.8%	578.8 -18.0%	742.2 +28.2%	527.0	613.4 +16.4%
Labour & Overhead %	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%	357.4 48.1%	254.2 48.2%	298.0 48.6%
<b>EBITDA</b> %	<b>64.1</b> <b>12.4%</b>	<b>75.8</b> <b>12.3%</b>	<b>89.4</b> <b>13.0%</b>	<b>92.7</b> <b>12.5%</b>	<b>76.7</b> <b>10.9%</b>	<b>56.0</b> <b>9.7%</b>	<b>79.7</b> <b>10.7%</b>	<b>61.9</b> <b>11.7%</b>	<b>70.8</b> <b>11.5%</b>
<b>NET RESULT (PROFIT)</b> %	<b>21.1</b> <b>4.1%</b>	<b>29.5</b> <b>4.8%</b>	<b>42.7</b> <b>6.2%</b>	<b>43.8</b> <b>5.9%</b>	<b>13.0</b> <b>1.8%</b>	<b>2.5</b> <b>0.4%</b>	<b>34.2</b> <b>4.6%</b>	<b>35.4</b> <b>6.7%</b>	<b>24.8</b> <b>4.0%</b>

# SALES BREAKDOWN



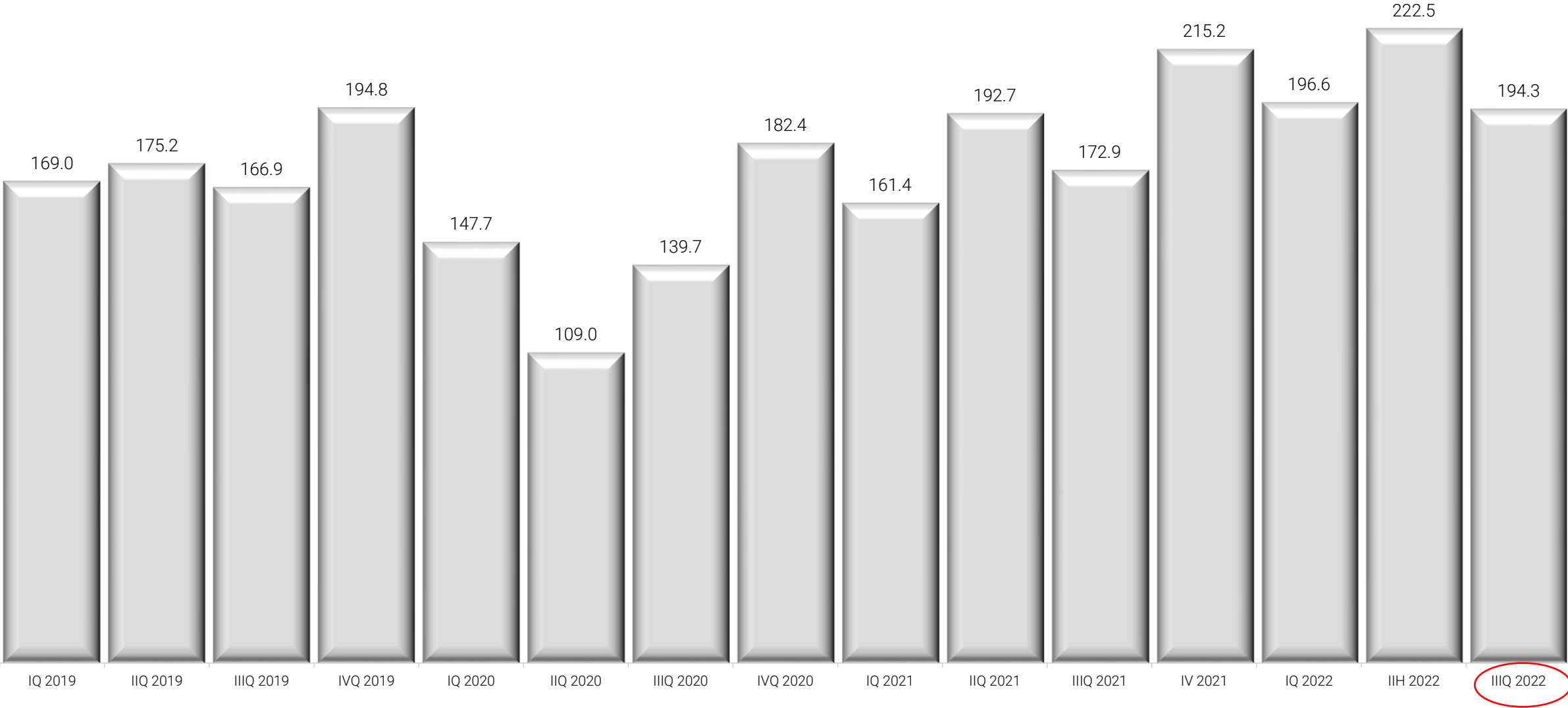
	Dec 2019	Dec 2020	Dec 2021	mar-22	Jun 2022	Sep 2022
Western Europe	26.9%	34.1%	35.0%	31.6%	28.0%	28.2%
Apac	13.6%	12.0%	12.9%	12.9%	11.7%	12.2%
Eastern Europe	13.7%	16.3%	16.1%	16.1%	14.4%	13.4%
North America	21.5%	18.8%	16.5%	16.5%	17.2%	18.7%
Rest of the World	4.2%	3.0%	3.0%	3.0%	3.0%	2.7%
Italy	20.0%	15.8%	16.2%	19.9%	25.7%	24.8%



■ machines & systems    ■ mechatronic

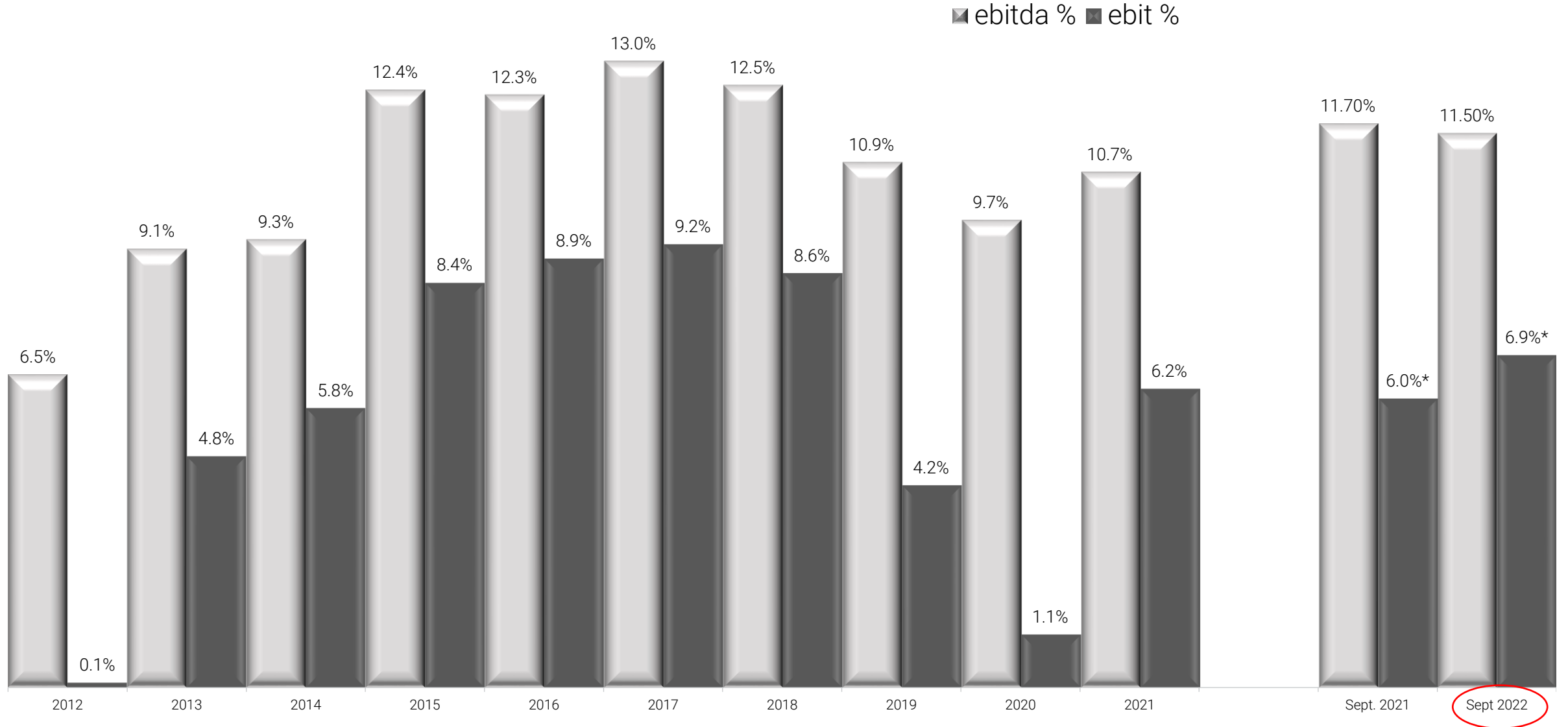
# SALES BY QUARTERS

€/min



# EBITDA% & EBIT%

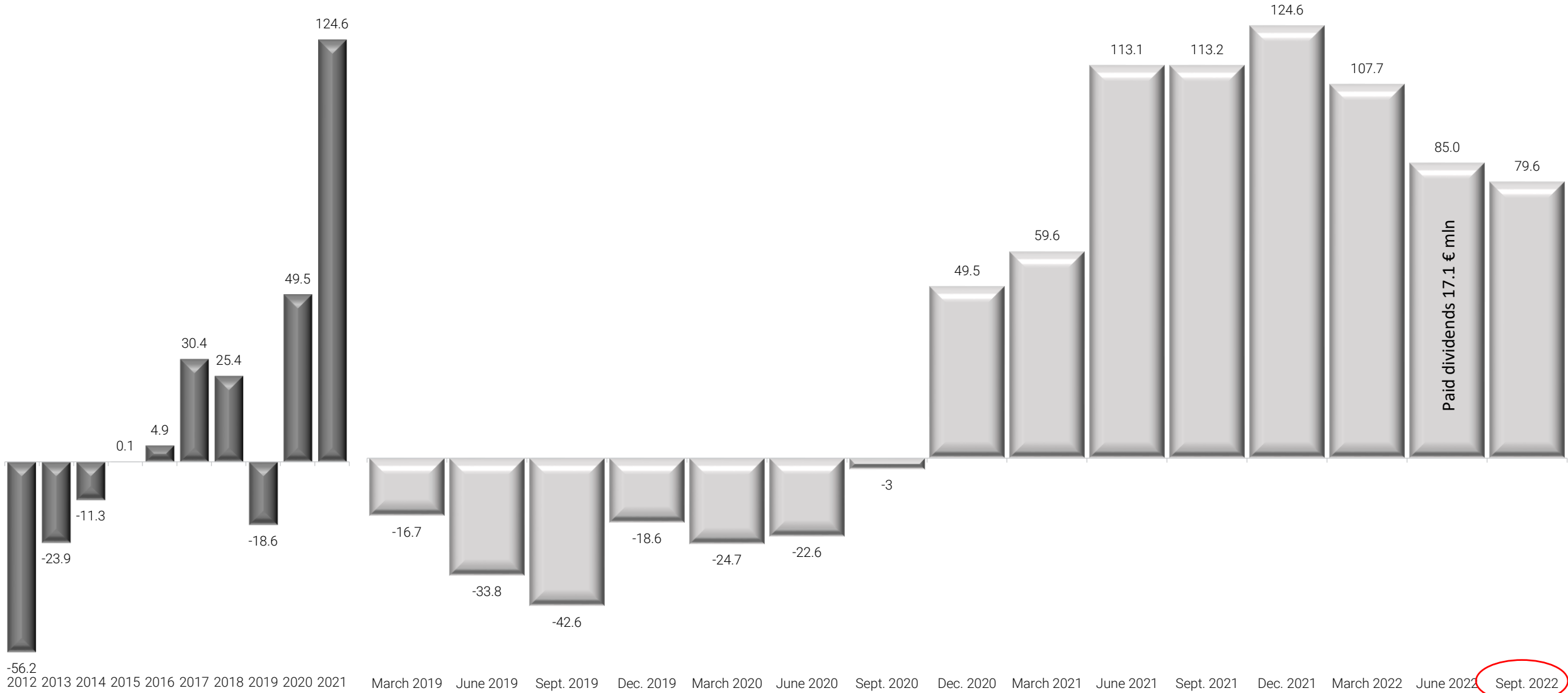
€/min



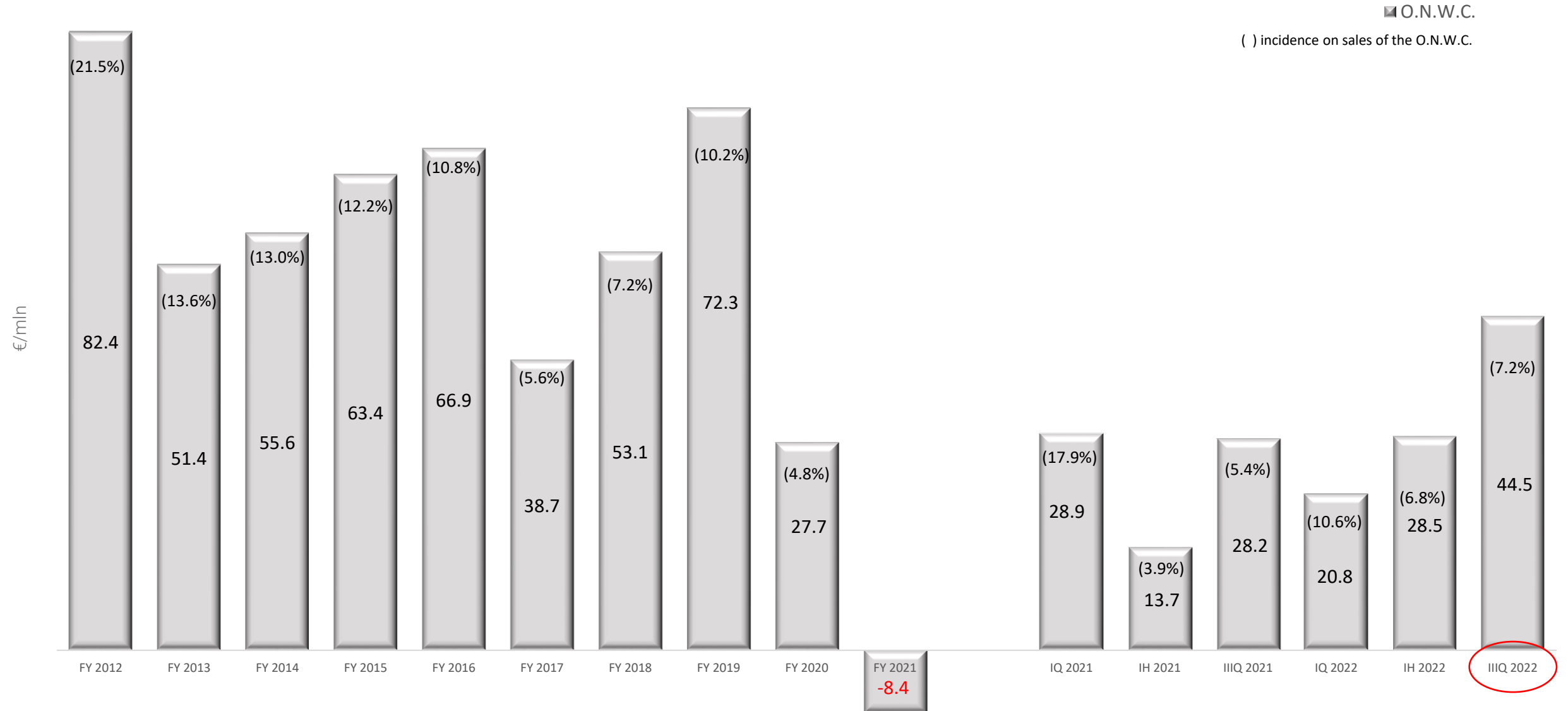
\*before positive non recurring items

# NET FINANCIAL POSITION

€/mln



# OPERATING N.W.C.





# ORDER INTAKE & BACKLOG

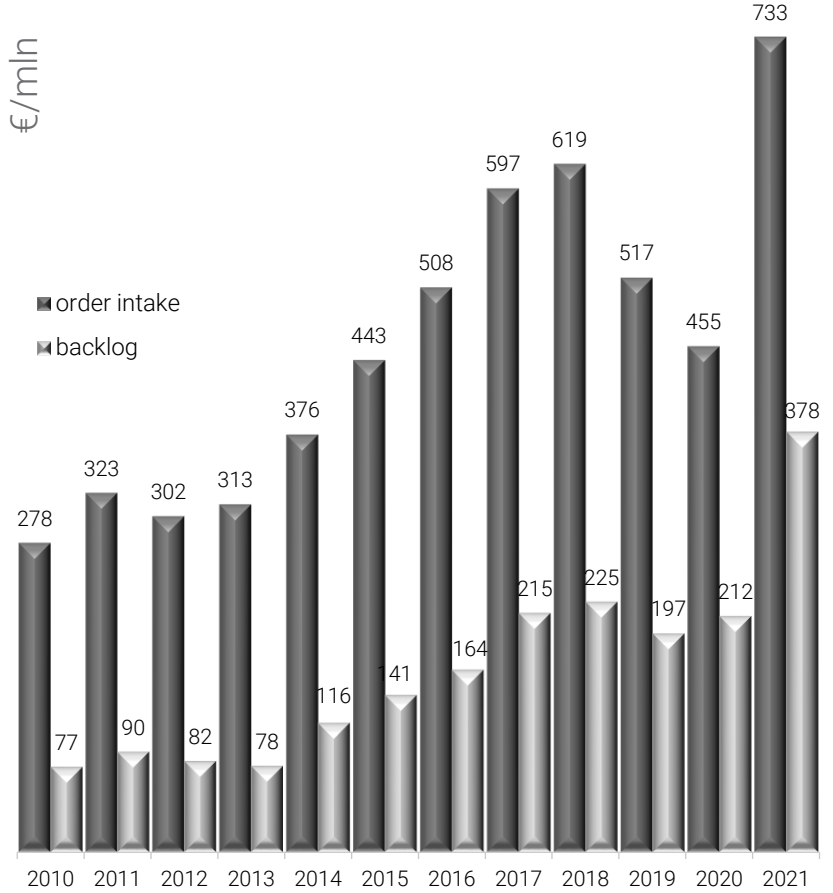
# GROUP ORDER INTAKE & BACKLOG

the **Group order intake** is:

- ❖ -9.9% 9 months 2022 vs 9 months 2021
- ❖ -17.7% IIIQ 2022 vs IIIQ 2021

the **Group backlog** is:

- +27.9% vs September 2021
- -1.5% vs December 2021
- -3.7% vs June 2022



**machines only**

# STAFF DISTRIBUTION

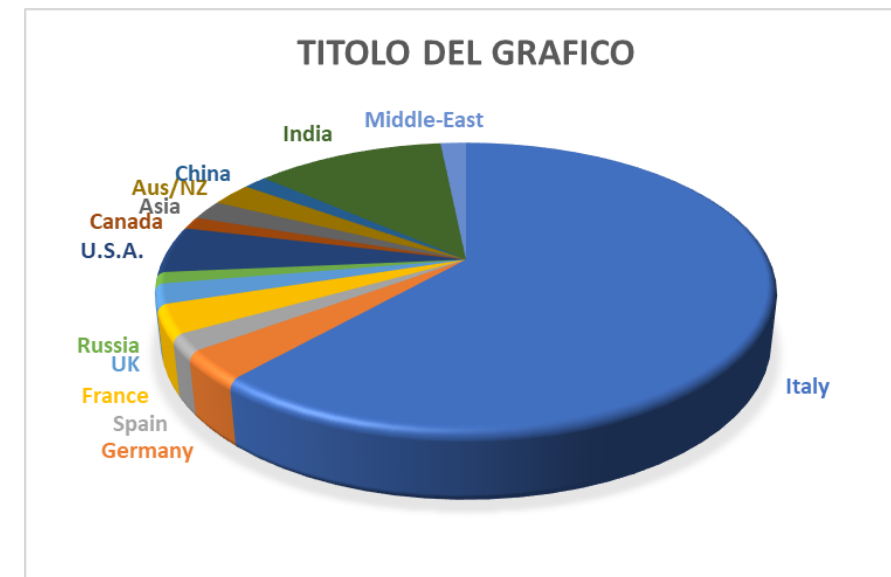
# EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	IIIQ 2022
ITALY	1.646	1.547	1.605	1.78	2.009	2.176	2.483	2.418	2.383	2.345	2.274
% of total people	59%	57%	56%	56%	70%	57%	59%	62%	63%	61%	62%
OUTSIDE ITALY	1.136	1.148	1.276	1.396	1.609	1.67	1.744	1.509	1.38	1.483	1.417
% of total people	41%	43%	44%	44%	44%	43%	41%	38%	36%	39%	38%
TOTAL	2.782	2.695	2.881	3.176	3.618	3.846	4.227	3.927	3763	3.828	3.691

	FY2021	IIIQ 2022	%
Production	1.393	1.254	-9,98%
Service & After Sales	992	997	0,50%
R&D	451	541	19,96%
Sales & Marketing	655	597	-8,85%
G&A	337	302	-10,39%
ITALY	2.345	2.274	-3,03%
OUTSIDE ITALY	1.483	1.417	-4,45%
TOTAL	3.828	3.691	-3,58%

interim people at the end of September 2022: 541

total 4,232



# 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	IIIQ 2022
<b>Production</b>	<b>1,264</b>	<b>1,175</b>	<b>1,201</b>	<b>1,335</b>	<b>1,482</b>	<b>1,494</b>	<b>1,621</b>	<b>1,386</b>	<b>1,324</b>	<b>1,393</b>	<b>1,254</b>
% of total people	45%	44%	42%	42%	41%	39%	38%	35%	35%	36%	34%
<b>Service &amp; After sale</b>	<b>574</b>	<b>613</b>	<b>628</b>	<b>690</b>	<b>803</b>	<b>894</b>	<b>1,001</b>	<b>992</b>	<b>962</b>	<b>992</b>	<b>997</b>
% of total people	21%	22%	22%	22%	22%	23%	24%	25%	26%	26%	27%
<b>R&amp;D</b>	<b>338</b>	<b>321</b>	<b>361</b>	<b>383</b>	<b>436</b>	<b>479</b>	<b>501</b>	<b>482</b>	<b>478</b>	<b>451</b>	<b>541</b>
% of total people	12%	12%	13%	13%	12%	12,50%	12%	12%	13%	12%	15%
<b>Sales &amp; Marketing</b>	<b>364</b>	<b>351</b>	<b>439</b>	<b>495</b>	<b>587</b>	<b>641</b>	<b>715</b>	<b>685</b>	<b>637</b>	<b>655</b>	<b>597</b>
% of total people	13%	13%	15%	15%	16%	17%	17%	17%	17%	17%	16%
<b>G&amp;A</b>	<b>242</b>	<b>235</b>	<b>252</b>	<b>273</b>	<b>310</b>	<b>338</b>	<b>389</b>	<b>382</b>	<b>362</b>	<b>337</b>	<b>302</b>
% of total people	9%	9%	9%	9%	8,50%	8,80%	9%	10%	10%	9%	8%
<b>ITALY</b>	<b>1,646</b>	<b>1,547</b>	<b>1,605</b>	<b>1,78</b>	<b>2,009</b>	<b>2,176</b>	<b>2,483</b>	<b>2,418</b>	<b>2,383</b>	<b>2,345</b>	<b>2,274</b>
% of total people	59%	57%	56%	56%	56%	56%	59%	62%	63%	61%	62%
<b>OUTSIDE ITALY</b>	<b>1,136</b>	<b>1,148</b>	<b>1,276</b>	<b>1,396</b>	<b>1,609</b>	<b>1,67</b>	<b>1,744</b>	<b>1,509</b>	<b>1,38</b>	<b>1,483</b>	<b>1,417</b>
% of total people	41%	43%	44%	44%	44%	44%	41%	38%	37%	39%	38%
<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>3,691</b>

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