

The Board of Directors approve the three years 2015-2017 business plan

Pesaro, 19 February 2015- The Board of Directors of Biesse S.p.A. - a company listed on the STAR segment of Borsa Italiana – approve the update to its three-year 2015-2017 business plan today. As a result of the initiatives included in the business plan and following an analysis of the international macro-economic situation, the forecast results for the Biesse Group for the next three years are:

- an **8.1% CAGR in consolidated revenues** (with an absolute value of Euro 540 million in 2017)
- an **increase in Value Added** giving a record margin of value added to revenues of 42.5% (with an absolute value of Euro 229 million in 2017)
- an increase in margins:
 - an **EBITDA margin of 13.1%** (with an EBITDA of Euro 71 million in 2017)
 - an **EBIT margin of 10.0%** (with an EBIT of Euro 54 million in 2017)
- **total investments in excess of Euro 53 million** in the three years 2015-2017
- **positive free cash flow of approximately Euro 69 million** in the three years 2015-2017

“The business plan has evolved beyond that of the 2014 financial period” – commented the General Director of the company, Mr Stefano Porcellini - “when **revenues were approximately 427 Euro million** and **the order inflow was over 20.1% higher than that of 2013**, even though the economy growth has yet to show sustained growth.

In 2014 Biesse margins recovered well and there was a **strong reduction in net debt** (estimated net debt of 11.2 Euro million, with 12.7 Euro million improvement on the figure at year-end 2013) despite **increased investments in marketing and products**, the dividend distribution, etc..

This performance has provided the point of departure for the approval today of the initiatives that will support further Group growth in the three-year period 2015-2017, when the focus will more than ever be on innovation and on **investments in the commercial/marketing area**. The plan approved should lead to average **growth of 8.1% in the three-year period** with a particularly strong 2015 (estimated double-digit growth) based on the assumptions that economic growth will increase and because **the order backlog stands at over 116 Euro million** (+49.7% compared to 31 December 2013), and the Euro is currently very competitive.

As in the last two years, the most important element of the business plan is the **continued**

significant expansion of the commercial network”.

In addition to its planned participation in the STAR event organized by Borsa Italiana (**Milan 24 March 2015**), Biesse is available for meetings and/or conference calls to discuss in greater detail all matters concerning its three-year industrial plan.

BIESSE S.p.A. - The Biesse Group operates in the market for machinery and systems for working wood, glass, marble and stone. Founded in Pesaro in 1969 by Giancarlo Selci, Biesse S.p.A. has been listed on the STAR sector of Borsa Italiana since June 2001.

The Company offers modular solutions from the design of turnkey plants for large furniture manufacturers to individual automatic machines and work stations for small and medium enterprises and the design and distribution of individual highly technological components.

As a result of its attention to research and innovation, Biesse can develop modular products and solutions capable of responding to a vast range of requirements from clients.

A multinational company, the Biesse Group distributes its products through a network of subsidiaries and associates located in strategic markets.

The 30 directly controlled subsidiaries guarantee specialized after-sales assistance to clients whilst at the same time carrying out market research in order to develop new products. The Biesse Group has more than 2,880 employees in its main production sites in Pesaro, Alzate Brianza, Bangalore, Dongguan and its associates/branch offices in Europe, North America, Latin America, the Middle and Far East Asia and Australasia. The Group also has no fewer than 300 resellers and agents enabling it to cover more than 100 countries.

Alberto Amurri

IR & Financial Manager Biesse S.p.A.

biessegroup.com sezione investor relations

T: . +39 0721439107 +39 3351219556

alberto.amurri@biesse.com