

## BIESSE S.p.A.

## QUARTERLY REPORT AT DECEMBER $31^{\text {ST }}, 2006$

## SUMMARY

- Group structure
page 3
- Explanatory Notes
- Parent company corporate bodies
- Highlights
- General economic context
- Reference market
- Accounting statements
page 4
page 5
page 6
- Operational report
page 7
page 7
page 8
page 10


## GROUP STRUCTURE

The companies belonging to the Biesse Group and included in the consolidation area are the following:


[^0]
## EXPLANATORY NOTES

The unaudited consolidated financial statements at December 312006 have been prepared in accordance with IAS/IFRS, in force on the date of its preparation.

The comparison data of the periods have also been determined according to IAS/IFRS.

The Quarterly Report has been prepared in accordance with Article 82 and Article 82 - bis of the "Regulations for the implementation of the Legislative Decree No. 58 of February 24, 1998 on the activities of issuers of securities" (Consob Resolution No. 11971 of May 14, 1999, as amended), amended by the Consob Resolution No. 14990 of April 14, 2005. Pursuant to the above mentioned Article 82, the Quarterly Report has been prepared applying for evaluations under the international accounting standards (IFRS), as according to the content stated by Exhibit 3D of the same Regulations. Therefore the Quarterly Report as of December 31, 2006 has not been prepared according to the accounting standards concerning disclosure in interim reports (IAS 34 "Interim financial reporting").

Accounting principles and valuation criteria comply with those of the interim financial statement at December 31,2005 , to which is referenced. We briefly state also the following:

- the quarterly statement was prepared according to the criterion of separating the periods on the basis of which the reference period is considered as an independent financial period; from this view point the quarterly Income Statement reflects the economic components relating to the period in respect of the pro-tempore basis principle;
- the accounting statements taken as a basis of the consolidation process are prepared by the subsidiary companies with reference to December 31 2006, adjusted as necessary to comply with the Group's accounting principles;
- estimated figures of a significant amount are not presented.

In comparison with the quarterly report dated September 30 2006, the consolidation area has not changed.

The investment in the affiliated company Hsd Deutschland GmbH is valued with the equity method.

## PARENT COMPANY CORPORATE BODIES

The Board of Directors currently in office are as follows:

| Roberto Selci | Chairman |
| :--- | :--- |
| Giancarlo Selci | Vice President |
| Alessandra Parpajola | Director |
| Stefano Porcellini | Director |
| Leone Sibani | Director * |
| Giampaolo Garattoni | Director * |
| Salvatore Giordano | Director * |
|  |  |
| * Independent Director, as required under the Code of Conduct. |  |

The Board of Statutory Auditors currently in office are as follows:

Giovanni Ciurlo<br>Adriano Franzoni<br>Claudio Sanchioni

## Chairman

Statutory Auditor
Statutory Auditor

## HIGHLIGHTS



Ebitda margin


Ebit margin




## GENERAL ECONOMIC CONTEXT

In this quarter, the world economy has continued a relatively generalised recovery in the various areas of the world. Even the most developed countries, in particular the Middle and Northern Europe, have recorded growth by $2 \%$ of the Gross Domestic Product, this can be realistically projected also in 2007, while the investments in capital equipment have recorded stronger growth rates in comparison to the same period of the proceeding year.

In this quarter, the prices of oil and raw materials are stabilizing after the highs of June. The other item that determines an important stability of the demand is the Euro/USD exchange rate that is still under the 1.30 area.

## REFERENCE MARKET

According to the most recent figures issued by Acimall, the association of the woodworking machinery market, in the last quarter 2006 the orders have increased by $6.6 \%$ in comparison to the equivalent period of 2005. The result, although positive, represent a deceleration of the expansive dynamic, that characterised the last six quarters.

The contribution of the foreign orders, increased by $10.9 \%$, has been very relevant, as stated from the typical sample of companies of the entire sector. The trend of the national market has been different, with a decrease of $8.8 \%$ in comparison with the same quarter 2005 .

With reference to the prices, the companies of the sample communicated an increase of $2.5 \%$. The back-log is in slight decrease: the production is planned for 3.1 months, while in the third quarter 2006 it was 3.4 months.

Other "qualitative" indications complete the Acimall analysis: the production is considered flat from $65 \%$ of the sample and increasing from $35 \%$. Stocks are considered flat from $69 \%$ of the sample, decreasing from $21 \%$ and increasing from $10 \%$. Employment is considered flat from $90 \%$ of the sample, increasing from $10 \%$.

According to the interviews, the forecasts for next year give further optimistic signs. This is the opinion of the $35 \%$ of the sample, that consider the situation in further improvement. There will be non change for the $62 \%$ of sample, while only $3 \%$ is looking bad (positive balance +32 ). According to the national enterprises, the perspectives for the future months are similar to the actual for $65 \%$ of the sample, increasing for $28 \%$ and decreasing for $8 \%$ (positive balance +21 ).

## ACCOUNTING STATEMENTS

## Fourth quarter 2006 Income Statement

| (thousand of Euro) | IV Q 2006 | \% | IV Q 2005 | \% | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from sales and services | 132,239 | 100.0\% | 108,158 | 100.0\% | 22.3\% |
| Change in work in progress and semi finished goods | $(9,290)$ | (7.0\%) | $(9,052)$ | (8.4\%) | 2.6\% |
| Other revenues and income | 1,716 | 1.3\% | 1,633 | 1.5\% | 5.1\% |
| Value of production | 124,665 | 94.3\% | 100,739 | 93.1\% | 23.8\% |
| Raw materials | $(51,915)$ | (39.3\%) | $(42,573)$ | (39.4\%) | 21.9\% |
| Other operating expenses | $(25,779)$ | (19.5\%) | $(21,403)$ | (19.7\%) | 20.4\% |
| Added value | 46,971 | 35.5\% | 36,763 | 34.0\% | 27.8\% |
| Personnel expenses | $(24,515)$ | (18.5\%) | $(21,094)$ | (19.5\%) | 16.2\% |
| Gross operating margin | 22,456 | 17.0\% | 15,669 | 14.5\% | 43.3\% |
| Amortizations expense | $(2,889)$ | (2.2\%) | $(2,995)$ | (2.8\%) | (3.5\%) |
| Accruals to provisions | (519) | (0.4\%) | (451) | (0.4\%) | 15.1\% |
| Non recurrent revenues and expenses | 102 | 0.1\% | --- | --- | --- |
| Operating result | 19,150 | 14.5\% | 12,223 | 11.3\% | 56.7\% |
| Financial income and expense | (477) | (0.4\%) | (762) | (0.7\%) | (37.4\%) |
| Revenues and expenses on currency exchanges | 596 | 0.5\% | (489) | (0.5\%) | --- |
| Share of profit/loss of affiliated companies | 56 | 0.0\% | (158) | (0.1\%) | --- |
| Income before tax | 19,325 | 14.6\% | 10,814 | 10.0\% | 78.7\% |
| Taxes for the period | $(5,829)$ | (4.4\%) | $(3,215)$ | (3.0\%) | 81.3\% |
| Result of the period | 13,496 | 10.2\% | 7,599 | 7.0\% | 77.6\% |

Income Statement at December 31 ${ }^{t}$, 2006

| (thousand of Euro) | $\begin{gathered} \text { December } 31 \\ 2006 \end{gathered}$ | \% | $\begin{gathered} \text { December } 31 \\ 2005 \end{gathered}$ | \% | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from sales and services | 396,636 | 100.0\% | 335,011 | 100.0\% | 18.4\% |
| Change in work in progress and semi finished goods | 7,874 | 2.0\% | $(1,837)$ | (0.5\%) | --- |
| Other revenues and income | 5,096 | 1.3\% | 5,439 | 1.6\% | (6.3\%) |
| Value of production | 409,606 | 103.3\% | 338,613 | 101.1\% | 21.0\% |
| Raw materials | $(173,023)$ | (43.6\%) | $(144,807)$ | (43.2\%) | 19.5\% |
| Other operating expenses | $(81,208)$ | (20.5\%) | $(70,005)$ | (20.9\%) | 16.0\% |
| Added value | 155,375 | 39.2\% | 123,801 | 37.0\% | 25.5\% |
| Personnel expenses | $(89,355)$ | (22.5\%) | $(82,365)$ | (24.6\%) | 8.5\% |
| Gross operating margin | 66,020 | 16.6\% | 41,436 | 12.4\% | 59.3\% |
| Amortizations expense | $(10,878)$ | (2.7\%) | $(10,890)$ | (3.3\%) | (0.1\%) |
| Accruals to provisions | $(2,625)$ | (0.7\%) | $(2,764)$ | (0.8\%) | (5.0\%) |
| Impairment loss | (497) | (0.1\%) | --- | --- | --- |
| Non recurrent revenues and expenses | 52,020 | 13.1\% | 27,782 | 8.3\% | 87.2\% |
| Operating result | $(1,692)$ | (0.4\%) | $(2,787)$ | (0.8\%) | (39.3\%) |
| Financial income and expense | 1,104 | 0.3\% | (714) | (0.2\%) | --- |
| Revenues and expenses on currency exchanges | (230) | (0.1\%) | (279) | (0.1\%) | (17.6\%) |
| Share of profit/loss of affiliated companies | 51,202 | 12.9\% | 24,002 | 7.2\% | 113.3\% |
| Income before tax | $(17,287)$ | (4.4\%) | $(7,949)$ | (2.4\%) | 117.5\% |
| Taxes for the period | 33,915 | 8.5\% | 16,053 | 4.8\% | 112.7\% |
| Result of the period | 396,636 | 100.0\% | 335,011 | 100.0\% | 18.4\% |

## OPERATIONAL REPORT

The year 2006 recorded a strong upsurge of sales ( $+18.4 \%$ ), as well as a strong growth of the profits derived by the effects of the deep action of rationalisation made in the last two years, combined with the "operational lever" effect (Ebit $+87.2 \%$ ). Considering the good result of this quarter and the rich back-log, the forecasts for the first part of 2007 are positive.

Net sales of 2006 are equal to $€ 396,636$ thousand, against the $€ 335,011$ thousand of 2005 , with a $18.4 \%$ growth on the preceding exercise ( $+22.3 \%$ quarter-to-quarter).

The company Bre.Ma. Brenna Macchine S.r.l., consolidated from $1^{\text {st }}$ August 2006, contributed to this result with $€ 6,963$ thousand of sales, representing an increase of $1.7 \%$, related to the Wood Division.

The sales increase is generalized for all the divisions, with the Mechatronics Division showing a particularly positive performance of sales ( $+28.1 \%$ ) after two years of stability. Regarding the geographical distribution of the sales, (details of which are given in the following segment information tables), in the year 2006 it is confirmed that the trend of the incoming orders has moved away from Eastern Europe and Asia and is now tending towards Europe and North America in primis; this has happened mainly due to the return of technology investments, and the replacement of the equipment in Central Europe and in Italy, after several years of inactivity. Also underlined is the good result of North America ( $+29.9 \%$ ), mainly determined by the good performance of the three branches Biesse America, Biesse Canada and HSD USA.

The value of the production of 2006 is equal to $€ 409,606$ thousand, against $€ 338,613$ thousand of 2005 , with a $21 \%$ growth on the previous result ( $+23.8 \%$ quarter-to-quarter). The Change in work in progress and semi finished goods is positive for $€ 7,874$ thousand, while it was negative in 2005 for $€ 1,837$ thousand; the growth of the stocks is necessary for covering the more greater demand and it is mainly composed by finished products already sold and under delivery/installation.

For a clearer analysis of the effect of the change in stock value, we report the percentage of the raw materials on the value of production.

| (thousand of Euro) | December 31 <br> 2006 | $\%$ | December 31 <br> 2005 | $\%$ |
| :--- | :---: | :---: | :---: | :---: |
| Value of production | 409,606 | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{3 3 8 , 6 1 3}$ | $\mathbf{1 0 0 . 0 \%}$ |
| Raw materials | $(173,023)$ | $(42.2 \%)$ | $(144,807)$ | $(42.7 \%)$ |
| Services | $(68,528)$ | $(16.8 \%)$ | $(59,787)$ | $(17.7 \%)$ |
| Leases and rentals | $(5,500)$ | $(1.3 \%)$ | $(5,298)$ | $(1.5 \%)$ |
| Other operating expenses | $(7,180)$ | $(1.8 \%)$ | $(4,920)$ | $(1.5 \%)$ |
| Added value | $\mathbf{1 5 5 , 3 7 5}$ | $\mathbf{3 7 . 9} \%$ | $\mathbf{1 2 3 , 8 0 1}$ | $\mathbf{3 6 . 6 \%}$ |

Continuing the trend of the previous quarters the Added Value grows by a further $1.3 \%$, by virtue of the improved productivity and efficiency and the never ending action of the purchasing department.

The personnel expenses are equal to $€ 89,335$ thousand, against the $€ 82,365$ of 2005 , with a percentage on sales decreasing from $24.6 \%$ to $22.5 \%$.

The gross operating margin is equal to $€ 66,020$ thousand ( $16.6 \%$ on net sales), a datum in $59.3 \%$ growth in comparison to the previous result ( $€ 22,456$ thousand in the fourth quarter $2006,17 \%$ of the sales).

Amortizations and provisions are constant: this is due to the substantially constancy of the combined amount of amortizations on intangible and tangible assets (the first ones are increasing, the second are decreasing), while the provisions for doubtful accounts and for warranties are still determined on a prudent basis.

We also highlight not recurrent revenues and expenses for $€ 497$ thousand, as the balance of the loss on the sale of the factory, placed in San Giovanni in Marignano (RN - Italy), the badwill deriving from the consolidation of ISP Systems S.r.l. (as already evidenced in the previous management reports) and the estimate of the contingent gain, made on a prudential basis, referred to the reimbursement of the VAT on cars costs (as per the sentence of the European Court.

The operating result, positive in 2005 for $€ 27,782$ thousand, is increasing to $€ 52,020$ thousand, with a percentage on sales that raises to $13.1 \%$ from the precedent $8.3 \%$, recording a growth of more than $87 \%$. On the subject, it has to be underlined that, according to IAS principles, the result of the company Bre.Ma. have been adjusted to reflect the fair value valuation of the opening stocks, determining the attribution of the operating result of the period to the computation of the goodwill.

With reference to the financial management, attention should be taken to the improvement of the debtors situation of the Group (detailed analysis of which is given in the successive notes). This situation has generated a reduction in bank charges and other financial institutions for about $€ 1,100$ thousand, respect the previous year.

As far as currency exchange risk management is concerned, the income amount of $€ 1,104$ thousand, is mainly due to the hedging operations in compliance with the Group's policy in terms of currency exchange risk management.

The pre-tax result is therefore positive for $€ 51,202$ thousand $(12.9 \%$ on sales) grown of $113 \%$ in comparison to 2005.

The estimated taxes for the period are $€ 17,287$ thousand, including $€ 4,712$ thousand for IRAP, $€$ 13,519 thousand for current income taxes, after deferred income taxes positive for $€ 944$ thousand.

The result for the period is equal to $€ 33,916$ thousand, $+112.7 \%$ in respect of the 2005 result.

Net financial position at December 31 ${ }^{\text {st }}, 2006$

| (thousand of Euro) | December <br> $\mathbf{3 1}$ <br> $\mathbf{2 0 0 6}$ | September <br> $\mathbf{3 0}$ <br> $\mathbf{2 0 0 6}$ | June <br> $\mathbf{3 0}$ | December <br> $\mathbf{3 1}$ |
| :--- | :---: | :---: | :---: | :---: |
| Financial assets: | 35,378 | 23,592 | 38,672 | 31,210 |
| - Liquid assets | 35,328 | 23,529 | 38,609 | 31,210 |
| - Short term financing credits due by parent company | 50 | 63 | 63 | 0 |
| Short term financial debts | $(2,336)$ | $(6,027)$ | $(3,079)$ | $(3,266)$ |
| Short term bank debts | $(9,109)$ | $(14,444)$ | $(17,685)$ | $(20,550)$ |
| Short term net financial position | $\mathbf{2 3 , 9 3 3}$ | $\mathbf{3 , 1 2 1}$ | $\mathbf{1 7 , 9 0 8}$ | $\mathbf{7 , 3 9 4}$ |
| Medium/long term financial debts | $(8,217)$ | $(9,240)$ | $(12,546)$ | $(13,942)$ |
| Medium/long term bank debts | $(642)$ | $(686)$ | $(7,129)$ | $(17,354)$ |
| Medium/long term net financial position | $\mathbf{( 8 , 8 5 9 )}$ | $\mathbf{( 9 , 9 2 6 )}$ | $\mathbf{( 1 9 , 6 7 5 )}$ | $\mathbf{( 3 1 , 2 9 6 )}$ |
| Total financial position | $\mathbf{1 5 , 0 7 4}$ | $\mathbf{( 6 , 8 0 5 )}$ | $\mathbf{( 1 , 7 6 7 )}$ | $\mathbf{( 2 3 , 9 0 2 )}$ |

The net financial position is positive by more than $€ 15$ million, with a recovery of about $€ 39$ million in 12 months, that is the crowning of the virtuous trend started in 2004; this after having paid dividend for $€$ 9,861 thousand in May and December. The result is possible also for the missing payment of the advances on 2006 current income taxes.

As a consequence all the main ratios improve.

|  | December | December |
| :--- | :---: | :---: |
| RATIO | $\mathbf{3 1}$ | $\mathbf{3 1}$ |
|  | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 5}$ |
| Gearing | $(0.11)$ | 0.24 |
| Equity on net fixed assets | 1.56 | 1.28 |
| Financial Leverage | 1.54 | 1.85 |

## Balance sheet figures

|  | December | December |
| :--- | :---: | :---: |
|  | $\mathbf{3 1}$ | $\mathbf{3 1}$ |
|  | $\mathbf{2 0 0 6}$ | $\mathbf{2 0 0 5}$ |
| Intangible assets | 36,035 | 23,673 |
| Tangible assets | 49,984 | 59,572 |
| Other non current assets | 10,829 | 9,100 |
| Non-current assets | $\mathbf{9 6 , 8 4 8}$ | $\mathbf{9 2 , 3 4 5}$ |
| Inventories | 88,232 | 72,798 |
| Trade receivables | 115,021 | 97,960 |
| Other receivables | 9,794 | 7,464 |
| Cash and cash equivalents | 35,378 | 31,210 |
| Current assets | $\mathbf{2 4 9 , 2 4 9}$ | $\mathbf{2 0 9 , 4 3 2}$ |
| TOTAL ASSETS | $\mathbf{3 4 6 , 0 9 7}$ | $\mathbf{3 0 1 , 7 7 7}$ |
| Shareholders' equity | 135,692 | 105,293 |
| Minority interest | 3557 | 343 |
| Total equity | $\mathbf{1 3 6 , 0 4 9}$ | $\mathbf{1 0 5 , 6 3 6}$ |
| Bank loans | 8,859 | 31,296 |
| Retirement benefit obligation | 15,885 | $\mathbf{1 5 , 0 9 0}$ |
| Other payables | 11,388 | 9,772 |
| Non-current liabilities | $\mathbf{3 6 , 1 3 2}$ | $\mathbf{5 6 , 1 5 8}$ |
| Trade and other payables | 162,471 | 116,167 |
| Bank overdrafts, loans and obligations under finance leases | 11,445 | 23,816 |
| Current liabilities | $\mathbf{1 7 3 , 9 1 6}$ | $\mathbf{1 3 9 , 9 8 3}$ |
| TOTAL EQUITY AND LIABILITIES | $\mathbf{3 4 6 , 0 9 7}$ | $\mathbf{3 0 1 , 7 7 7}$ |

The intangible assets are mainly influenced by the effects of the acquisition of Bre.Ma., which consolidation determined further intangibles, referred to brand, technology and goodwill for about $€ 10.6$ million, although the purchase contract includes a possible price adjustment. We specify that according to the most recent interpretations of the IFRS 3, the goodwill includes both the share indeed acquired, and the share referred to the minorities, by virtue of the Put option recognised to the founder shareholders of Bre.Ma.

The tangible assets decrease both for the mentioned sale of the factory in San Giovanni in Marignano and for the trend of lower investments in new assets.

The items related to the working capital are changing in line with the strong growth of sales and orders.

Revenues by division

| (thousand of Euro) | IV Q 2006 | \% | IV Q 2005 | $\%$ | $\boldsymbol{\Delta} \%$ <br> $\mathbf{2 0 0 5 / 2 0 0 6}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Wood Division | 297,382 | $75.0 \%$ | 249,152 | $74.3 \%$ | $19.4 \%$ |
| Glass \& Stone Division | 66,053 | $16.7 \%$ | 60,886 | $18.2 \%$ | $8.5 \%$ |
| Mechatronics Division | 36,295 | $9.2 \%$ | 28,335 | $8.5 \%$ | $28.1 \%$ |
| Other | 43,618 | $11.0 \%$ | 34,438 | $10.3 \%$ | $26.7 \%$ |
| Interdivisional eliminations | $(46,712)$ | $(11.9 \%)$ | $(37,800)$ | $(11.3 \%)$ | $23.6 \%$ |
| Total | $\mathbf{3 9 6 , 6 3 6}$ | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{3 3 5 , 0 1 1}$ | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{1 8 . 4 \%}$ |

## Revenues by division



## Revenues by geographical area

| (thousand of Euro) | IV Q 2006 | \% | IV Q 2005 | $\%$ | $\boldsymbol{\Delta} \%$ <br> $\mathbf{2 0 0 5 / 2 0 0 6}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 205,664 | $51.8 \%$ | 168,004 | $50.1 \%$ | $22.4 \%$ |
| North America | 62,917 | $15.9 \%$ | 48,450 | $14.5 \%$ | $29.9 \%$ |
| Eastern Europe | 59,817 | $15.1 \%$ | 53,826 | $16.1 \%$ | $11.1 \%$ |
| Oceania | 27,228 | $6.8 \%$ | 29,020 | $8.7 \%$ | $(6.2 \%)$ |
| Asia | 23,300 | $5.9 \%$ | 20,812 | $6.2 \%$ | $11.9 \%$ |
| Rest of the World | 17,710 | $4.5 \%$ | 14,899 | $4.4 \%$ | $18.9 \%$ |
| Total | $\mathbf{3 9 6 , 6 3 6}$ | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{3 3 5 , 0 1 1}$ | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{1 8 . 4 \%}$ |

Revenues by geographical area

$\square$ Western Europe $\quad \square$ North America $\quad \square$ Eastern Europe $\quad \square$ Oceania $\square$ Asia $\square$ Rest of the World


[^0]:    * the shareholding of $90.84 \%$ is directly held by Biesse S.p.A. for $75.83 \%$ and indirectly through Hsd S.p.a. for $15.01 \%$

