

## BIESSE S.p.A.

## SUMMARY

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## GROUP STRUCTURE

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


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## EXPLANATORY NOTES

The unaudited consolidated financial statements at March 312007 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, 2006, 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 March 31 2007, adjusted as necessary to comply with the Group's accounting principles;
- estimated figures of a significant amount are not presented.

Compared to the quarterly report at 31 December 2006, the consolidation area has changed. The company Biesse Brasil Ltda is no longer included, as it stopped trading on 10 January 2007, while the company Intermac, Inc., established last February by the subsidiary Biesse America, Inc. is included. On 2 April 2007 the new company took over the "distribution and service" company branch of AGM Glass Machinery Inc, which has been distributing the Intermac brand (glass and stone processing machines and systems) in the States for the last twenty years.

The equity investment in the associated company Hsd Deutschland GmbH has been 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 |
| Stafano 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 | Chairman |
| :--- | :--- |
| Adriano Franzoni | Statutory Auditor |
| Claudio Sanchioni | Statutory Auditor |

## HIGHLIGHTS




Temporary employees are included





Temporary employees are included

## GENERAL ECONOMIC OUTLOOK

The world economy continued its growth trend during the first quarter of 2007. In western and eastern Europe, the growth in demand for capital equipment can be compared to 2006 rates, while US macrodata is showing some signs of weakness. In any case, the general health of the North American economy seems to be more in line with a soft landing, as no signs of an actual recession are apparent.

After a sharp rise above the 1.365 mark, the euro/dollar exchange rate is now at a more customary level of 1.347, though it is still a critical factor for the future growth of exports.

## REFERENCE SECTOR

According to data released by ACIMALL - the national trade association of machines for the wood processing industry - the quarter has confirmed the positive variation in orders for Italian machines and tools for the wood processing industry, compared to the same period last year.
$<$ In fact, based on an analysis of the sample, ACIMALL reports that orders have increased in total by $5.9 \%$, due, once again, to the positive trend of foreign markets ( $+8.1 \%$ ), while the Italian market is basically stable $(+1.0 \%)>$.
<The association says that the next period should still be positive. $55 \%$ of the sample, with regard to foreign orders, will remain stable, $35 \%$ will increase, while $10 \%$ will decrease (a positive balance of +25 ). As regards the domestic market, information concerning the next few months highlights a similar trend to the current situation in $48 \%$ of cases, a stronger recovery in $38 \%$ of cases and a decrease in $14 \%$ of cases (a positive balance of +24 ) $>$.

TREND OF ORDERS: IQ 2005 - IQ2007

total orders
home market orders
foreign markets orders

## ACCOUNTING STATEMENTS

## First quarter 2007 Income Statement

| (thousand of Euro) | I Q 2007 | \% | I Q 2006 | \% | $\Delta \%$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Revenues from sales and services | 98,941 | 100.0\% | 78,403 | 100.0\% | 26.2\% |
| Change in work in progress and semi finished goods | 15,219 | 15.4\% | 11,308 | 14.4\% | 34.6\% |
| Other revenues and income | 1,193 | 1.2\% | 1,151 | 1.5\% | 3.6\% |
| Value of production | 115,353 | 116.6\% | 90,862 | 115.9\% | 27.0\% |
| Raw materials | $(52,463)$ | (53.0\%) | $(40,965)$ | (52.2\%) | 27.7\% |
| Other operating expenses | $(22,216)$ | (22.5\%) | $(17,036)$ | (21.7\%) | 28.3\% |
| Added value | 40,674 | 41.1\% | 32,861 | 41.9\% | 25.3\% |
| Personnel expenses | $(25,320)$ | (25.6\%) | $(21,869)$ | (27.9\%) | 15.8\% |
| Gross operating margin | 15,354 | 15.5\% | 10,992 | 14.0\% | 39.7\% |
| Amortizations expense | $(2,611)$ | (2.6\%) | $(2,577)$ | (3.3\%) | 1.3\% |
| Accruals to provisions | $(1,244)$ | (1.3\%) | $(1,366)$ | (1.7\%) | (8.9\%) |
| Operating result | 11,499 | 11.6\% | 7,049 | 9.0\% | 63.1\% |
| Financial income and expense | (185) | (0.2\%) | (529) | (0.7\%) | (65.0\%) |
| Revenues and expenses on currency exchanges | 0 | 0.0\% | 526 | 0.7\% | (100.0\%) |
| Share of profit/loss of affiliated companies | 38 | 0.0\% | (262) | (0.3\%) | (114.5\%) |
| Income before tax | 11,352 | 11.5\% | 6,784 | 8.7\% | 67.3\% |
| Taxes for the period | $(5,350)$ | (5.4\%) | $(2,744)$ | (3.5\%) | 95.0\% |
| Result of the period | 6,002 | 6.1\% | 4,040 | 5.2\% | 48.6\% |

## REPORT ON OPERATIONS

Results at 31 March 2007 indicate a marked improvement in sales, related to the increase in orders throughout the second half of 2006, as well as in the current quarter which, at the end of the period, will result in orders for a record value of EUR 138 million (net value vs. production sites), thus ensuring significant visibility for the sales trend in the next 2 quarters.

However, it should be noted that Biesse's orders and sales in 2006 were far higher in the second half of the year, thus comparison of the first quarter of 2007 with the previous year is particularly positive. We should therefore expect this strong advantage, in percentage terms, gained during the first quarter of 2007 on the top line, to decrease, albeit partially, in the next quarters.

The quarter also registered a significant operating leverage, and namely an improved absorption of structure costs which, despite going up in absolute terms as a result of an increase in demand, decreased considerably as a percentage of net revenue.

Net revenue in the first quarter of 2007 amounted to EUR 98,941 thousand, increasing by $26.2 \%$ compared to the previous year (EUR 78,403 thousand in the first quarter of 2006). Revenue increased in all divisions, though performance was particularly strong in the Wood Division, which is the group's leading and largest sector. As regards the geographic distribution of sales - see the tables on segment information for details sales on West European and particularly East European markets, with Russia in the lead, rose sharply during the first quarter of 2007, while the North American market reflected the effects of a penalising countervalue of revenues in euro, though against a stable, consolidated demand. The Asian and Pacific markets also performed very well.

Value of Production in the first quarter of 2007 amounted to EUR 115,353 thousand, increasing by $27 \%$ compared to the same period of the previous year (EUR 90,862 thousand in the first quarter of 2006).

Details of costs as a percentage of value of production are given below, for a clearer understanding of the Group's consolidated margins.

| (thousand of Euro) | March <br> 31 <br> 2007 | March <br> $\mathbf{3 1}$ |  |  |
| :--- | :---: | :---: | :---: | :---: |
| Value of production | $\mathbf{1 1 5 , 3 5 3}$ | $\mathbf{1 0 0 . 0} \%$ | $\mathbf{9 0 , 8 6 2}$ | $\mathbf{1 0 0 . 0} \%$ |
| Raw materials | $(52,463)$ | $(45.5 \%)$ | $(40,965)$ | $(45.1 \%)$ |
| Services | $(18,974)$ | $(16.4 \%)$ | $(14,340)$ | $(15.8 \%)$ |
| Leases and rentals | $(1,513)$ | $(1.3 \%)$ | $(1,300)$ | $(1.4 \%)$ |
| Other operating expenses | $(1,729)$ | $(1.5 \%)$ | $(1,396)$ | $(1.5 \%)$ |
| Added value | 40,674 | $\mathbf{3 5 . 3} \%$ | $\mathbf{3 2 , 8 6 1}$ | $\mathbf{3 6 . 2 \%}$ |

The trend of previous periods was slightly reversed during the quarter, with added value as a percentage of value of production decreasing by $0.9 \%$, due in particular to a greater use of outsourced services to meet an increase in production; the consumption of raw materials as a percentage of value of production increased only in apparent terms, due to the greater variation in inventory compared to the same period of the previous year; if this effect is neutralised (adding the mean sales margin to the industrial cost, used to value the variation in inventory), the consumption of raw materials and goods as a percentage of revenues and income would be lower than that of previous years.

Personnel expenses in the first quarter of 2007 amounted to EUR 25,320 thousand, with the percentage decreasing to $25.6 \%$, as against $27.9 \%$ in the first quarter of 2006.

Due to the leverage effect, the gross operating margin in the first quarter of 2007 amounted to EUR 15,354 thousand, accounting for $15.5 \%$ of net revenue, as against $14 \%$ in the first quarter of 2006 , while operating income which was positive in the same period of the previous year amounting to EUR 7,049 thousand, stood at EUR 11,499 thousand, accounting for $11.6 \%$ of net revenue, as against $9 \%$ in the previous period, thus registering an increase, in absolute terms, of more than $63 \%$; moreover, amortisation, depreciation and appropriations have basically remained unchanged from 2006 to 2007.

As regards financial operations, the gradual total reduction in the Group's debt exposure should be noted (for details reference is made to the notes below). This circumstance has led to a consequent decrease in financial charges payable to banks and other financial organisations, amounting to EUR 344 thousand quarter over quarter.

As regards exchange rate risk management, said risk was neutral during the quarter, despite customary cash flow hedging operations in compliance with the Group's policy on exchange rate risk management.

Income before taxes is therefore positive, amounting to EUR 11,352 thousand (accounting for $11.5 \%$ of net revenue), increasing by $67.3 \%$ compared to the same period of 2006 , which registered an income of EUR 6,784 thousand.

The balance of tax items is negative, amounting to EUR 5,350 thousand, of which approximately EUR 4,798 thousand for current income tax, approximately EUR 1,440 thousand for regional tax and approximately EUR 888 thousand for deferred taxes assets.

Net financial position at March 31 ${ }^{t}, 2007$

| (thousand of Euro) | March <br> $\mathbf{3 1}$ <br> $\mathbf{2 0 0 7}$ | December <br> $\mathbf{3 1}$ <br> $\mathbf{2 0 0 6}$ | March <br> $\mathbf{3 1}$ | December <br> $\mathbf{3 1}$ |
| :--- | :---: | :---: | :---: | :---: |
| Financial assets: | 50,997 | 36,102 | 39,287 | 31,210 |
| - Liquid assets | 50,947 | 36,052 | 39,224 | 31,210 |
| - Short term financing credits due by parent company | 50 | 50 | 63 | 0 |
| Short term financial debts | $(5,121)$ | $(2,336)$ | $(3,459)$ | $(3,266)$ |
| Short term bank debts | $(13,616)$ | $(10,786)$ | $(21,291)$ | $(20,550)$ |
| Short term net financial position | $\mathbf{3 2 , 2 6 0}$ | $\mathbf{2 2 , 9 8 0}$ | $\mathbf{1 4 , 5 3 7}$ | $\mathbf{7 , 3 9 4}$ |
| Medium/long term financial debts | $(8,092)$ | $(8,217)$ | $(13,539)$ | $(13,942)$ |
| Medium/long term bank debts | $(524)$ | $(642)$ | $(16,070)$ | $(17,354)$ |
| Medium/long term net financial position | $\mathbf{( 8 , 6 1 6 )}$ | $\mathbf{( 8 , 8 5 9 )}$ | $\mathbf{( 2 9 , 6 0 9 )}$ | $\mathbf{( 3 1 , 2 9 6 )}$ |
| Total financial position | $\mathbf{2 3 , 6 4 4}$ | $\mathbf{1 4 , 1 2 1}$ | $\mathbf{( 1 5 , 0 7 2 )}$ | $\mathbf{( 2 3 , 9 0 2 )}$ |

As concerns the net financial position, the positive trend continued, with a further cash flow generation of EUR 9.5 million.

As a result, main equity ratios improved considerably.

|  | March | December |
| :--- | :---: | :---: |
| RATIO | $\mathbf{3 1}$ | $\mathbf{3 1}$ |
|  | $\mathbf{2 0 0 7}$ | $(0.11)$ |
| Gearing | $(0.17)$ | 1.56 |
| Equity on net fixed assets | 1.57 | 1.54 |
| Financial Leverage | 1.63 |  |

Balance sheet figures

| (thousand of Euro) | $\begin{gathered} \text { March } \\ 31 \\ 2007 \end{gathered}$ | $\begin{gathered} \text { December } \\ 31 \\ 2006 \end{gathered}$ | $\begin{gathered} \text { March } \\ 31 \\ 2006 \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Intangible assets | 35,464 | 35,184 | 23,738 |
| Tangible assets | 50,337 | 49,702 | 58,367 |
| Other non-current assets | 11,301 | 10,428 | 9,355 |
| Real estate investments | 2,524 | 2,524 | 0 |
| Non-current assets | 99,626 | 97,838 | 91,460 |
| Inventories | 106,845 | 88,182 | 84,464 |
| Trade receivables | 101,066 | 113,153 | 88,838 |
| Other receivables | 11,264 | 14,263 | 6,844 |
| Cash and cash equivalents | 50,997 | 36,102 | 39,287 |
| Current assets | 270,172 | 251,700 | 219,433 |
| TOTAL ASSETS | 369,798 | 349,538 | 310,893 |
| Group shareholders' equity | 140,328 | 134,223 | 115,809 |
| Minority interests | 155 | 320 | 364 |
| Total equity | 140,483 | 134,543 | 116,173 |
| Non current bank loans and obligations under finance leases | 8,616 | 8,859 | 29,609 |
| Retirement benefit obligations | 16,205 | 15,929 | 15,247 |
| Other payables | 10,034 | 9,899 | 10,686 |
| Non-current liabilities | 34,855 | 34,687 | 55,542 |
| Trade payables | 122,616 | 113,679 | 87,701 |
| Other payables | 53,107 | 53,507 | 26,727 |
| Current bank loans and obligations under finance leases | 18,737 | 13,122 | 24,750 |
| Current liabilities | 194,460 | 180,308 | 139,178 |
| TOTAL EQUITY AND LIABILITIES | 369,798 | 349,538 | 310,893 |

Non-current assets basically remained stable, while current assets - compared to December 2006 were affected by seasonal variations in inventory and invoicing.

In particular, inventory increased due to restocking branches, as stock levels decreased in December. However this trend was offset by the decrease in trade receivables (related to lower sales compared to the last quarter) and by the increase in trade payables.

## Revenues by division

| (thousand of Euro) | I Q 2007 | \% | I Q 2006 | $\%$ | $\boldsymbol{\Delta} \%$ <br> $\mathbf{2 0 0 6 / 2 0 0 7}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Wood Division | 72,914 | $73.7 \%$ | 55.939 | $71,3 \%$ | $30.3 \%$ |
| Glass \& Stone Division | 16,983 | $17.1 \%$ | 14.323 | $18,3 \%$ | $18.6 \%$ |
| Mechatronics Division | 10,501 | $10.6 \%$ | 8.925 | $11,4 \%$ | $17.7 \%$ |
| Other | 14,399 | $14.6 \%$ | 9.682 | $12,3 \%$ | $48.7 \%$ |
| Interdivisional eliminations | $(15,856)$ | $(16.0 \%)$ | $(10.466)$ | $(13,3 \%)$ | $51.5 \%$ |
| Total | $\mathbf{9 8 , 9 4 1}$ | $\mathbf{1 0 0 . 0 0 \%}$ | $\mathbf{7 8 . 4 0 3}$ | $\mathbf{1 0 0 , 0 \%}$ | $\mathbf{2 6 . 2 \%}$ |

Revenues by division


Revenues by geographical area

| (thousand of Euro) | I Q 2007 | \% | I Q 2006 | $\%$ | $\boldsymbol{\Delta} \%$ <br> $\mathbf{2 0 0 6} / \mathbf{2 0 0 7}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 51,692 | $52.2 \%$ | 39,543 | $50.4 \%$ | $30.7 \%$ |
| North America | 14,319 | $14.5 \%$ | 16,337 | $20.9 \%$ | $(12.3 \%)$ |
| Eastern Europe | 16,841 | $17.0 \%$ | 9,165 | $11.7 \%$ | $83.7 \%$ |
| Asia | 5,847 | $5.9 \%$ | 4,966 | $6.3 \%$ | $17.7 \%$ |
| Oceania | 4,939 | $5.0 \%$ | 4,929 | $6.3 \%$ | $0.2 \%$ |
| Rest of the World | 5,303 | $5.4 \%$ | 3,463 | $4.4 \%$ | $53.1 \%$ |
| Total | $\mathbf{9 8 , 9 4 1}$ | $\mathbf{1 0 0 . 0 0 \%}$ | $\mathbf{7 8 , 4 0 3}$ | $\mathbf{1 0 0 . 0 0 \%}$ | $\mathbf{2 6 . 2 \%}$ |

Revenues by geographical area


Chairman of the Board of Directors
Roberto Selci


[^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 $15.01 \%$

