## 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 September 302008 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, 2007, 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 30 September 2008, adjusted as necessary to comply with the Group's accounting principles;
- estimated figures of a significant amount are not presented.


## 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




* the data includes temporary staff


Ebitda margin

Net financial position


Ebit margin



* the data includes temporayy staff


## GENERAL ECONOMIC OUTLOOK

The global economy, during the first nine months of the 2008 financial year, has clearly embarked upon a recessionary phase of the economic cycle.

The impact is particularly significant for the most cyclical segments of the manufacturing sector.
This was compounded, between September and October 2008, by the international crisis in the international financial system which added further complications to an already very negative macroenvironment; in other words, the collapse of Lehman and the State rescue of AIG, Fannie Mae, Freddie Mac, Northern Rock and other giants of the UK and US credit system, revealed what had been feared and suspected for some time: these events threw light on the substantial inadequacies embedded in the balance sheet assets of the global credit system.

This phenomenon, of unprecedented scale and severity, generated a multiplier effect on the impact of the crisis already afflicting the so-called "real economy": the dramatic contraction of interbank lending, the default risk of leading credit institutions have resulted in a sudden collapse of liquidity in the system and, for the first time in the post-war era, this has happened on a global scale.

The financing of the day-to-day operations of the industrial/manufacturing sector of the economy has been frozen or, rather, is possible only at prohibitively high costs and restrictive terms.

## REFERENCE SECTOR

According to data provided by Acimall, - the Italian national trade association for woodworking machinery -, $\ll$ the negative phase that has characterised the sector since the start of the year has accelerated in the third quarter, exacerbated by the global financial and economic crisis the real scale of which became evident in the month of September>>.

The results of this regular survey - conducted on a statistical sample representing the entire sector- <<leave no room for doubt: the Italian woodworking machinery and tools industry recorded a decline of $18.1 \%$ compared with the period for July-September 2007; This figure represents the total of the decline in foreign markets (down $13.2 \%$ ) and the severe contraction that affected the Italian market (down $32.6 \%$ compared with the same period of 2007) $\gg$.

The qualitative survey summarises the responses of those interviewed: $49 \%$ of respondents report a static production trend, $48 \%$ report declines and just $3 \%$ report growth.

The forecasts for the forthcoming period - determined on the basis of an objective assessment of the sector scenario and the more general economic climate - do not give grounds for optimism.
According to $18 \%$ of the respondents, orders from abroad remain stable, $70 \%$ of respondents expect further declines and $12 \%$ of respondents expect growth (a negative balance of -58).
With regard to the domestic market, none of the respondents expect growth; $36 \%$ of respondents expect conditions to remain similar to the existing situation, while $64 \%$ fear further deterioration (a negative balance of -64).

## ACCOUNTING STATEMENTS

## Third quarter 2008 Income Statement

|  |  | \% of revenue | $\begin{aligned} & \text { III Q } \\ & 2007 \end{aligned}$ | \% of revenue | DELTA \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| €000's |  |  |  |  |  |
| Revenues from sales and services | 106,776 | 100.0\% | 109,767 | 100.0\% | (2.7)\% |
| Changes in inventories, WIP, semi-finished and finished goods | $(4,823)$ | (4.5)\% | $(6,805)$ | (6.2)\% | (29.1)\% |
| Other revenues and income | 220 | 0.2\% | 1,324 | 1.2\% | (83.4)\% |
| Value of Production | 102,173 | 95.7\% | 104,286 | 95.0\% | (2.0)\% |
| Consumption of raw materials, accessory products and goods | 41,545 | 38.9\% | 40,802 | 37.2\% | 1.8\% |
| Other operating expenses | 20,826 | 19.5\% | 21,353 | 19.5\% | (2.5)\% |
| Value Added | 39,801 | 37.3\% | 42,132 | 38.4\% | (5.5)\% |
| Personnel costs | 26,246 | 24.6\% | 23,802 | 21.7\% | 10.3\% |
| Gross Operating Margin | 13,555 | 12.7\% | 18,330 | 16.7\% | (26.0)\% |
| Depreciation and amortisation | 3,038 | 2.8\% | 3,009 | 2.7\% | 1.0\% |
| Provisions | 299 | 0.3\% | (21) | 0.0\% | 0.0\% |
| Operating Result | 10,218 | 9.6\% | 15,342 | 14.0\% | (33.4)\% |
| Financial income/expense | (545) | (0.5)\% | (282) | (0.3)\% | 93.1\% |
| Foreign exchange gains/losses | (188) | (0.2)\% | $(1,317)$ | (1.2)\% | (85.7)\% |
| Share of associates profits/losses | 0 | 0.0\% | 140 | 0.1\% | (100.0)\% |
| Pre-tax profit | 9,486 | 8.9\% | 13,882 | 12.6\% | (31.7)\% |
| Tax for the period | 3,500 | 3.3\% | 5,117 | 4.7\% | (31.6)\% |
| Result for the period | 5,986 | 5.6\% | 8,765 | 8.0\% | (31.7)\% |

30 September 2007 Income Statement

|  | 30 September 2008 | \% su ricavi | 30 September 2007 | \% su ricavi | DELTA \% |
| :---: | :---: | :---: | :---: | :---: | :---: |
| € 000's |  |  |  |  |  |
| Revenues from sales and services | 344,746 | 100.0\% | 336,360 | 100.0\% | 2.5\% |
| Changes in inventories, WIP, semi-finished and finished goods | 10,288 | 3.0\% | 10,986 | 3.3\% | (6.3)\% |
| Other revenues and income | 2,142 | 0.6\% | 3,995 | 1.2\% | (46.4)\% |
| Value of Production | 357,177 | 103.6\% | 351,341 | 104.5\% | 1.7\% |
| Consumption of raw materials, accessory products and goods | 155,855 | 45.2\% | 148,480 | 44.1\% | 5.0\% |
| Other operating expenses | 67,963 | 19.7\% | 68,470 | 20.4\% | (0.7)\% |
| Value Added | 133,359 | 38.7\% | 134,392 | 40.0\% | (0.8)\% |
| Personnel costs | 84,891 | 24.6\% | 76,679 | 22.8\% | 10.7\% |
| Curtailment/TFR reform | 0 | 0.0\% | $(1,574)$ | (0.5)\% | (100.0)\% |
| Gross Operating Margin | 48,467 | 14.1\% | 59,287 | 17.6\% | (18.3)\% |
| Depreciation and amortisation | 9,674 | 2.8\% | 8,569 | 2.5\% | 12.9\% |
| Provisions | 1,331 | 0.4\% | 1,901 | 0.6\% | (30.0)\% |
| Operating Result | 37,463 | 10.9\% | 48,818 | 14.5\% | (23.3)\% |
| Financial income/expense | $(1,288)$ | (0.4)\% | (757) | (0.2)\% | 70.2\% |
| Foreign exchange gains/losses | (159) | 0.0\% | (957) | (0.3)\% | (83.4)\% |
| Share of associates profits/losses | 0 | 0.0\% | 203 | 0.1\% | (100.0)\% |
| Pre-tax profit | 36,017 | 10.4\% | 47,307 | 14.1\% | (23.9)\% |
| Tax for the period | 12,192 | 3.5\% | 19,164 | 5.7\% | (36.4)\% |
| Result for the period | 23,825 | 6.9\% | 28,144 | 8.4\% | (15.3)\% |

## REPORT ON OPERATIONS

In order to have a clearer reading of the results for these 9 months of the 2008 financial period, it is essential to repeat that the 2008 financial year compares with a similar period of 2007 that was characterised by extraordinary growth in volumes (revenues to 30 September 2007 rose $+27.2 \%$ compared with the period to 30 September 2006), giving rise to an "operational leverage" effect which impacted significantly on operating profitability. This was the result of the fact that the trend of costs (in particular personnel costs) increased at a lower rate than revenue growth.

In the 2008 financial period, given substantially stable revenues, these costs were on board from January and were not diluted by volume growth which has a consequent direct impact on the profitability of the Group.

The exchange rate impact should also be taken into consideration when evaluating the performance in the first nine months of 2008. At the average rates pertaining to the period the January - September 2008, the revenues generated by the foreign subsidiaries suffered a devaluation of $11.5-12 \%$ in the current period compared to the revenues that would have been recorded using the average rates for 2007, resulting in revenues being lower by $€ 7.2$ million due to translation effects.

Net revenues for the first nine months of the 2008 financial year were $€ 344.746$ million, an increase of $2.5 \%$ compared with the previous period ( $€ 106.776$ million for the third quarter alone, representing a decline in the quarter of $2.7 \%$ compared with the same quarter of 2007).

The most marked increase in revenues (about $+10 \%$ circa) was generated by the Glass/Stone and Mechatronics Divisions, compared with substantially flat revenues in the Wood Division.

As for the geographical breakdown of sales, - for which greater information is available in the segment information tables -, this period of the 2008 financial year confirmed the excellent performance of Western European markets, while the performance in the North American market reflected the combined impact of the sudden slowdown of demand and the negative impact of translation of dollar revenues into euro.
The performance of the Middle-Eastern and South American markets (RoW) was good.
The trend of inventories of finished and semi-finished goods was in line with the previous period and with the seasonal trend of stockbuilding that is typical of the second and third quarters of the year.

The Value of Production of the first nine months of 2008 was therefore $€ 357.177$ million, representing an increase of $1.7 \%$ compared with the position to September 2007, when it was $€ 351.341$ million.

There follows an analysis of the impact of costs as a percentage of the Value of Production.

|  |  |  |  |  |
| :--- | :--- | :--- | :--- | :--- | :--- |

Value added as a percentage of the Value of Production compared with the same period of the previous year was lower, by one percentage point (the increase of $1.3 \%$ in the consumption of raw materials was particularly notable) because of the previously mentioned exchange rate effect which impacted on the revenue contribution of the non-European subsidiaries and compromised the profitability of Group sales.

Personnel costs in the first nine months of 2008 were $€ 84.891$ million (+ $10.7 \%$ compared with the $€$ 76.679 million in the period to 30 September 2007), rising as a percentage of revenues to $24.6 \%$ from $22.8 \%$ in the first nine months of 2007; it has previously been explained that this increase was attributable to the strengthening of the organizational infrastructure of the Group to accommodate the rapid growth experienced in the preceding two years. It is also important to recall that the results for 2007 included nonrecurring income of $€ 1.574$ million deriving from so-called curtailment (the effect of actuarial adjustments relating to the application of the 2007 reform of the TFR - employment termination indemnity- in Italy); this effect, which accounted for $0.5 \%$ of revenues, should be eliminated from profitability indicators in 2007 in order to grant a more transparent comparison with the same period of 2008.

The Gross Operating Margin (Ebitda) to 30 September 2008 was $€ 48.467$ million, a reduction of $18.3 \%$ compared with the same period of the previous year, while the Operating Result (Ebit), which was $€ 48.818$ million in the first nine months of 2007 fell to $€ 37.463$ million, a decline of $23.3 \%$.

Ebitda and Ebit expressed as a percentage of net revenues in the two periods of 2007 e 2008 - having eliminated the curtailment effect $(0.5 \%)$ from the 2007 results - reveals a respective decline in the two indicators from $17.1 \%$ (Ebitda 2007) to $14.1 \%$ (Ebitda 2008) and from 14.5\% (Ebit 2007) to 10.9\% (Ebit 2008), representing a negative shift of 3 percentage points attributable, as previously indicated, to the increase in personnel costs and to the contraction of primary margins on sales.

These results were achieved in the context of an increase in depreciation and amortisation ( $+€ 1$ million, in particular on intangible assets) and having made provisions to various risk reserves of $€ 1.331$ million.

With regard to Financial income/expenses, the gradual return to a net debt position (for details of which please refer to the accompanying notes) resulted in a consequent increase in financial expenses attributable to banks and other financial institutions to $€ 1.288$ million, while foreign exchange management resulted in losses of $€ 159$ thousand.

Pre-Tax Profit was therefore positive at $€ 36.017$ million (representing a margin of $10.4 \%$ of net revenues), a decline of $23.9 \%$ compared with the result for the same period of 2007.

The estimate of Tax charges was negative for a total amount of $€ 12.192$ million, of which $€ 3.941$ million relates to IRAP, $€ 10.919$ million relates to current taxes on income, net of deferred tax assets of $€ 1.576$ million and recovery of taxes relating to previous years of $€ 1.091$ million due largely to the recovery of Ires related tax credits on research and development activity in 2007 for which the enabling decree was published in the Official Gazette on 18 April 2008.

Therefore, due to an improved tax rate (the main driver of which was the reduction in the IRES rate in Italy), the Group generated an estimated Net Profit of $€ 23.825$ million, representing $6.9 \%$ of net revenues, a decline of $15.3 \%$ compared with the result for the same period of 2007.

Net financial position at September 30th, 2008

|  | 30 September 2008 | 30 June 2008 | 31 December $2007$ | 30 September $2007$ |
| :---: | :---: | :---: | :---: | :---: |
| € 000's |  |  |  |  |
| Financial assets: | 26,613 | 29,313 | 36,845 | 22,546 |
| Current financial assets | 647 | 562 | 55 | 50 |
| Liquidity | 25,967 | 28,751 | 36,790 | 22,495 |
| ST finance lease liabilities | $(2,667)$ | $(2,735)$ | $(2,806)$ | $(2,545)$ |
| Bank and other ST financial debt | $(36,077)$ | $(26,373)$ | $(22,546)$ | $(2,260)$ |
| Net Short Term Financial Position | $(12,131)$ | 206 | 11,493 | 17,741 |
| M/L term finance lease liabilities | $(8,465)$ | $(8,614)$ | $(9,821)$ | $(10,379)$ |
| M/L term bank debt | $(1,798)$ | (442) | (524) | (792) |
| Net M/L Term Financial Position | $(10,262)$ | $(9,055)$ | $(10,345)$ | $(11,171)$ |
| Total Net Financial Position | $(22,393)$ | $(8,850)$ | 1,148 | 6,569 |

The Net Financial Position shows net debt of $€ 22.393$ million, representing an increase of $€ 13.543$ million compared with the net debt reported at 30 June 2008.

The increased cash absorption by net working capital impacted this data (June - September); measured against seasonal dynamics there was a lower decrease in "trade receivables" compared to historic data and the entry "trade payables" (see the Balance Sheet below) fell faster than in the preceding financial period. The performance of both of these entries reflects the reduced liquidity in the system which means that Biesse has, on the one hand, been obbliged to support the network of small and medium subcontractors of the Group through a reduction in the average payment periods and, on the other, except where there are guarantees, accept extended payment periods from clients.
The seasonal trend of inventories of finished goods deteriorated further compared with the position at December 2007.

The main balance sheet ratios are as follows:

| RATIO | $\mathbf{3 0}$ September <br> $\mathbf{2 0 0 8}$ | $\mathbf{3 1}$ December <br> $\mathbf{2 0 0 7}$ |
| :--- | :---: | :---: |
| Gearing | 0.14 | $(0.01)$ |
| Equity on net fixed assets | 1.48 | 1.47 |
| Financial Leverage | 1.37 | 1.44 |

Balance sheet figures

|  | 30 September 2008 | 30 June 2008 | 31 December 2007 | 30 September 2007 | 30 June 2007 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| € 000's |  |  |  |  |  |
| Intangible fixed assets | 45,912 | 45,349 | 43,146 | 41,220 | 41,031 |
| Tangible fixed assets | 60,469 | 59,229 | 57,641 | 56,838 | 53,293 |
| Other non-current assets | 9,665 | 9,691 | 9,285 | 10,808 | 11,878 |
| Investment property | 0 | 0 | 2,426 | 1,346 | 2,132 |
| NON CURRENT ASSETS | 116,045 | 114,269 | 112,498 | 110,212 | 108,334 |
| Inventories | 116,560 | 119,375 | 104,192 | 112,127 | 115,557 |
| Trade receivables | 105,887 | 108,138 | 109,981 | 99,528 | 106,174 |
| Other receivables | 7,316 | 9,032 | 8,415 | 10,706 | 12,091 |
| Cash and equivalents | 26,613 | 29,882 | 36,861 | 22,647 | 35,705 |
| CURRENT ASSETS | 256,376 | 266,427 | 259,449 | 245,008 | 269,527 |
| TOTAL ASSETS | 372,421 | 380,696 | 371,947 | 355,220 | 377,861 |
| Net equity of the Group | 156,789 | 153,688 | 151,699 | 152,694 | 144,161 |
| Minority interests | 236 | 348 | 794 | 518 | 246 |
| NET EQUITY | 157,024 | 154,036 | 152,493 | 153,212 | 144,407 |
| Bank debt and M/L term finance leases | 10,262 | 9,055 | 10,390 | 11,171 | 11,074 |
| Retirement benefit liabilities | 13,212 | 13,618 | 13,331 | 13,798 | 14,055 |
| Other payables and M/L term liabilities | 4,783 | 5,077 | 4,967 | 9,962 | 10,596 |
| NON CURRENT LIABILITIES | 28,258 | 27,751 | 28,688 | 34,932 | 35,725 |
| Trade payables and other short term liabilities | 101,980 | 120,345 | 119,464 | 115,906 | 131,331 |
| Other short term payables | 45,371 | 49,445 | 45,975 | 46,274 | 60,189 |
| Bank debt and short term finance leases | 39,788 | 29,120 | 25,327 | 4,896 | 6,209 |
| CURRENT LIABILITIES | 187,139 | 198,910 | 190,765 | 167,076 | 197,729 |
| TOTAL LIABILITIES AND NET EQUITY | 372,421 | 380,696 | 371,947 | 355,220 | 377,861 |

Having already reported, in the analysis of the Net Financial Position, the main trends affecting working capital it is to be noted that value of intangible assets rose primarily due to the capitalisation of projects relating to the Information Systems area (new Enterprise Resource Planning - ERP), while the value of tangible assets has increased following the completion of certain investments initiated in preceding quarters, of which the most notable are the new factory in Bangalore, in India and the commencement of the investment in the new headquarters of Biesse Canada, in Quebec.

Revenues by division

| Euro 000 | 30 September <br> $\mathbf{2 0 0 8}$ | $\%$ | 30 September <br> $\mathbf{2 0 0 7}$ | $\%$ | Change \% <br> $\mathbf{2 0 0 7 / 2 0 0 8}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Wood Division | 255,474 | $74.1 \%$ | 254,288 | $75.6 \%$ | $0.5 \%$ |
| Glass \& Marble Divison | 61,244 | $17.8 \%$ | 55,499 | $16.5 \%$ | $10.4 \%$ |
| Mechatronics Division | 39,328 | $11.4 \%$ | 35,991 | $10.7 \%$ | $9.3 \%$ |
| Other | 40,892 | $11.8 \%$ | 36,327 | $10.8 \%$ | $12.6 \%$ |
| Interdivisional eliminations | $(52,191)$ | $(15.1 \%)$ | $(45,745)$ | $(13.6 \%)$ | $14.1 \%$ |
| Total | $\mathbf{3 4 4 , 7 4 6}$ | $\mathbf{1 0 0 . 0 0 \%}$ | $\mathbf{3 3 6 , 3 6 0}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{2 . 5 \%}$ |



Revenues by geographical area

| Geographical area <br> Euro 000 | $\mathbf{3 0}$ September <br> $\mathbf{2 0 0 8}$ | $\%$ | $\mathbf{3 0}$ September <br> $\mathbf{2 0 0 7}$ | $\%$ | Change \% <br> $\mathbf{2 0 0 7 / 2 0 0 8}$ |
| :--- | :---: | :---: | :---: | :---: | :---: |
| Western Europe | 180,284 | $52.3 \%$ | 165,153 | $49.1 \%$ | $9.2 \%$ |
| Eastern Europe | 64,987 | $18.9 \%$ | 65,590 | $19.5 \%$ | $(0.9 \%)$ |
| North America | 41,535 | $12.0 \%$ | 49,445 | $14.7 \%$ | $(16.0 \%)$ |
| Australasia | 19,329 | $5.6 \%$ | 20,182 | $6.0 \%$ | $(4.2 \%)$ |
| Asia | 18,044 | $5.2 \%$ | 17,154 | $5.1 \%$ | $5.2 \%$ |
| Rest of the World | 20,568 | $6.0 \%$ | 18,836 | $5.6 \%$ | $9.2 \%$ |
| Group Total | $\mathbf{3 4 4 , 7 4 6}$ | $\mathbf{1 0 0 . 0 \%}$ | $\mathbf{3 3 6}$ |  | $\mathbf{1 0 0 . 0 \%}$ |



[^1]Chairman of the Board of Directors
Roberto Selci

## DECLARATION OF COMPLIANCE TO ARTICLE 36 OF CONSOB REGULATION REGARDING MARKETS

Due to changes in the regulatory disciplines relating to conditions for the quotation of issuers controlling non-EU companies, the company declares that it is in compliance with the provisions laid down in articles 36 and 37 of Consob Regulation no. 16191 in application of the regulations of the Decree Law of 24 February 1998, no. 58 regarding markets.

## DECLARATION OF THE NOMINATED MANAGER REGARDING THE PREPARATION OF THE COMPANY ACCOUNTING DOCUMENTS IN ACCORDANCE WITH THE PROVISIONS OF ARTICLE 154-BIS PARAGRAPH 2 OF LEGISLATIVE DECREE 58/1998 (TESTO UNICO DELLA FINANZA - CONSOLIDATED FINANCIAL LAW)

The undersigned Stefano Porcellini, Chief Financial Officer and Board Director of Biesse S.p.A., in his capacity as nominated manager responsible for the preparation of the company accounts, declares that the consolidated quarterly report at 30 September 2008 of Biesse S.p.A., unaudited, - prepared in compliance with the indications provided by CONSOB (in accordance with the provisions of article 82 and article 82-bis of the "Regulations governing rules of implementation of Legislative Decree 24 February 1998, $\mathrm{n}^{\circ} 58$ regarding issuers") and conforming to the valuation and measurement criteria established International Financial Reporting Standards (IFRS) issued by the International Accounting Standards Board (IASB) and adopted by the European Commission according to the procedures referred to in article 6 of Regulation (EC) no. 1606/2002 of the European Parliament and by the Council of $19^{\text {th }}$ July 2002-, as far as he is aware, corresponds to the results contained in the group's records, books and accounts.

12 November 2008
/signature/
Stefano Porcellini
Chief Financial Officer


[^0]:    * the $90.84 \%$ shareholding is 75.83 directly owned by Biesse S.p.A. and $15.01 \%$ is indirectly held through H.S.D. S.p.A.

[^1]:    Pesaro, 12 November 2008

