

QUARTERLY REPORT MARCH 31<sup>ST</sup>, 2009

# BIESSE S.p.A.

# QUARTERLY REPORT AT MARCH 31<sup>ST</sup>, 2009

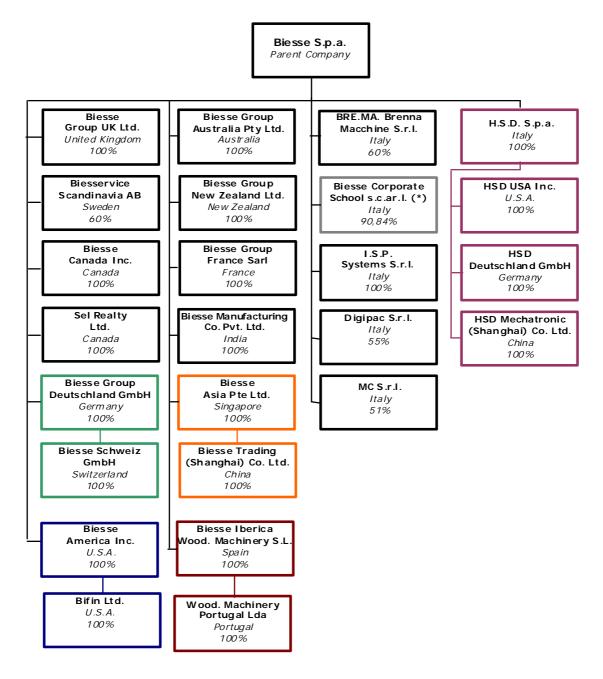
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#### **GROUP STRUCTURE**

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



 $\ast$  Consortium service company, the shareholding in which is 75.83% directly owned and 15.01% held indirectly through Hsd S.p.a.



#### **EXPLANATORY NOTES**

The unaudited consolidated financial statements at March 31 2009 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 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, 2008, 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 31 March 2009, adjusted as necessary to comply with the Group's accounting principles;

The consolidation area has been changed, compared with the financial statements for the period ended 31 December 2008, to include the company Biesse Schweiz GmbH, operational since January 2009 as a subsidiary of Biesse Deutschland for the marketing and after sales service of the Group's machines in Switzerland.



## PARENT COMPANY CORPORATE BODIES

The Board of Directors currently in office are as follows:

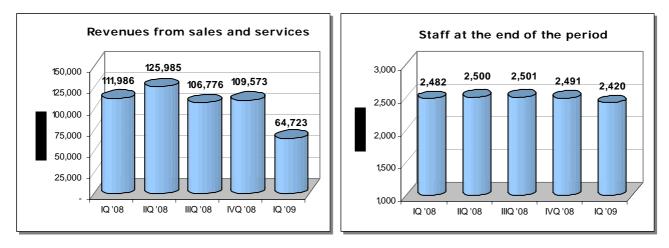
Roberto Selci	Chairman
Giancarlo Selci	Managing Director
Alessandra Parpajola	Delegate Director
Stafano Porcellini	Executive Director
Leone Sibani	Director *
Giampaolo Garattoni	Director *
Salvatore Giordano	Director *

\* Independent Director, as required under the Code of Conduct.

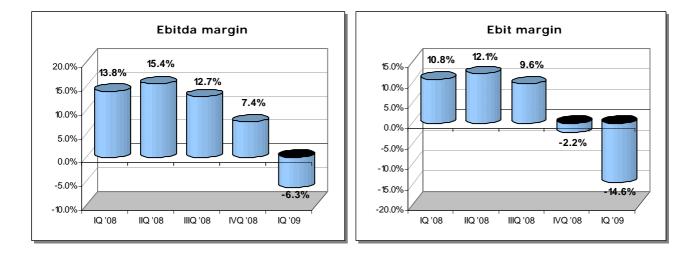
The Board of Statutory Auditors currently in office are as follows:

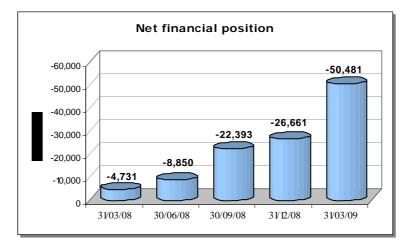
Giovanni Ciurlo Adriano Franzoni Claudio Sanchioni Chairman Statutory Auditor Statutory Auditor





\* the data includes temporary staff







### **GENERAL ECONOMIC OUTLOOK**

The first quarter of 2009 experienced the full force of the most violent systemic crisis since the nineteen-thirties, the period of the so-called "great depression"; between January and March 2009 the slowdown – which began dramatically in October 2008 – worsened and extended further into every world market, both mature and emerging, creating the prospect of a true and proper collapse in global GDP in the current year.

The latest OECD report, published in March, forecasts a decline in global GDP of -2.7% in 2009, with a worse performance of -4.3% in OECD member countries (representing the main international economies), to which must be added expectations of double-digit unemployment is several member states.

Global trade is expected to fall by 13% in 2009, partly as a result of the generalised creit crunch which is particularly significant in areas such as Russia and Eastern Europe that have recently experienced strong development.

Recovery expectations have been postponed to 2010; and any recovery is expected to be gradual with no strong "V" shaped rebound in prospect.

The impact of the crisis is particularly significant for the more cyclical sectors, such as the manufacturing sector, with even greater impact in the capital goods segment since the propensity for investment in capital goods is a direct function of business confidence and the availability of financing for such investments.

\* \* \*

As this report was being prepared several sources reported signs of a stabilisation of the rate of decline and timid signals of recovery in some sectors; while Biesse has also witnessed some revival of commercial activity in some geographical areas it is more realistic to expect a significant recovery in orders only towards the end of the current year with a limited impact on 2009 revenues; the combined economic effects arising from restructuring of costs and return to growth in volumes postpone the possibility of a positive result to 2010.



#### **REFERENCE MARKET**

According to data published by Acimall - the Italian national trade association for woodworking machinery – in its press release of 5 May < the global economic and financial situation is also having a decisive impact on the woodworking and related technologies sector; an impact that in the first quarter of 2009 heavily affected order flows, which again revealed a negative trend, which was however already evident throughout 2008 >.

In January-March 2009 – continued Acimall – < there was ac decline in orders of 54.8% compared with the same period of 2008, a heavily negative figure, which incorporated a decline in foreign orders of - 56% and a decline in domestic orders of - 50.6% >.

Average prices in the period under review fell slightly (down 0.1%), while the period of assured production, at the end of the first quarter of 2009, was 1.3 months.

The qualitative survey indicated that 90% of respondents are facing a declining trend in production, and just 10% report stability; no-one reported an increase in production.

Employment is believed to be static by 50% of the sample, and in decline by the remaining 50%.

Inventories are stable for 57% of the respondents, in decline for 26% and growing for the remaining 17%.

The outlook survey revealed that, according to interviewees, foreign orders rose for 30% of the sample, while they were static for 40%; the remaining 30% expect a fall (the net balance is 0).

17% of those interviewed expect growth in the domestic market, although 40% expect a further decline; the remaining 43% of those interviewed expect domestic sales to be stable (giving a negative net balance of 23).

Data published by the German association VDMA on the comparable sub-segment "Holzbearbeitungsmaschinen" for the first quarter of 2009 indicates a shocking decline of -63% in order intake (-65% in March 2009) and a decline of -29% in sales (-32% in March 2009), thanks to the pre-existing, but diminishing, order portfolio.



# ACCOUNTING STATEMENTS

## First quarter 2009 Income Statement

	1Q 2009	% of revenue	1Q 2008	% of revenue	DELTA %
€ 000's					
Revenues from sales and services	64,723	100.0%	111,986	100.0%	(42.2)%
Changes in inventories, WIP, semi-finished and finished goods	350	0.5%	7,354	6.6%	(95.2)%
Other revenues and income	708	1.1%	747	0.7%	(5.2)%
Value of Production	65,782	101.6%	120,087	107.2%	(45.2)%
Consumption of raw materials, accessory products and goods	28,958	44.7%	52,616	47.0%	(45.0)%
Other operating expenses	15,311	23.7%	23,148	20.7%	(33.9)%
Value Added	21,513	33.2%	44,323	39.6%	(51.5)%
Personnel costs	25,592	39.5%	28,851	25.8%	(11.3)%
Gross Operating Margin	(4,079)	(6.3)%	15,472	13.8%	(126.4)%
Depreciation and amortisation	3,248	5.0%	2,980	2.7%	9.0%
Provisions	2,118	3.3%	443	0.4%	-
Operating Result	(9,445)	(14.6)%	12,048	10.8%	-
Financial income/expense	(672)	(1.0)%	(207)	(0.2)%	-
Foreign exchange gains/losses	795	1.2%	(602)	(0.5)%	-
Pre-tax profit	(9,322)	(14.4)%	11,239	10.0%	-
Tax for the period	2,065	3.2%	(4,846)	(4.3)%	(142.6)%
Result for the period	(7,257)	(11.2)%	6,393	5.7%	-



### **OPERATIONAL REPORT**

The results for the period ended 31 March 2009 reflect in all its rawness the impact of the collapse in sales on a corporate structure that is substantially still set up on the levels of previous periods.

The recourse to social support (temporary lay-off) schemes and the reduction of even a significant portion of general expenses only partially offset the operational gearing impact deriving from such a decrease in volumes.

Cost reductions will have a more tangible effect in coming months, but at these levels of sales (there will be no improvement in revenues in the second quarter), - and not wishing the company to dismantle an organisation that should be prepared for recovery - it is not realistic to expect that the cost reductions that have been made can fully compensate for the operating leverage impact.

However, the containment of debt will have a more positive effect: this quarter took the brunt of the most damaging effects of the combined deterioration in working capital and economic loss; these effects will be more contained in the second half of the year which should make prospects of a stabilisation of the financial position more realistic thanks to the reduction in inventories and better synchronisation of payments and receipts.

\* \* \*

Net revenues in the first quarter of 2009 were  $\in$  64.723 million, a decline of 42.2% compared with the previous period ( $\in$  111.986 million in the first quarter of 2008).

The fall in sales was spread across all the divisions, but was slightly less severe in the Glass/Marble division (cfr. *segment information*)

During this period of 2009 there was a widespread fall in sales with the sharpest declines in Eastern Europe, North America and Australasia - please refer to the tables in the segment information section for more details.

Contrary to the usual seasonal trends there was no appreciable growth in stocks of finished goods owing to the fall in demand and the policy of continuous control of working capital, the benefits of which should materialise in the second half of the year.

The value of production in the first quarter of 2009 was  $\in$  65.782 million, a reduction of 45.2% compared with the figure for the period to March 2008, when it was  $\in$  120.087 million.

	1Q 2009	%	IQ 2008	%
<i>€ 000's</i> Value of Production	65,782	100.0%	120,087	100.0%
Consumption of raw materials and goods	28,958	44.0%	52,616	43.8%
Other operating expenses	15,311	23.3%	23,148	19.3%



Raw material costs recalculated as a percentage of value of production (rather than on net revenues) was 44% in this quarter, and was therefore substantially stable compared with figure of 43.8% reported for the period to March 2008.

Less positive, in percentage terms, was the figure for operating expenses, which, although they fell in absolute terms by a little less than € 8 million, rose, when expressed as a percentage of the value of production, by 4 percentage points compared with the figure reported at March 2008, due to the presence of fixed costs and costs which are inelastic compared with revenues including: rental expenses, project consultancy and promotional programmes commenced in 2008, travel costs etc.

Personnel costs in the first quarter of 2009 were  $\in$  25.592 million, or  $\in$  3.259 million less than in the first quarter of 2008, due to the recourse to social support schemes (temporary lay-off) and the dramatic reduction in temporary staff.

The Gross operating result for the first quarter of 2009 is negative for  $\in$  4.079 million.

Depreciation and amortisation rose slightly owing to the significant investment in intangible assets (information systems and R&D) in the two years 2007-2008, while provisions were particularly high to counteract the potentially adverse impact of adverse market conditions on trade receivables; following these provisions the credit risk reserve now exceeds  $\in$  7.900 million.

Financial expenses were  $\in$  672,000, which was in line with the debt position; income from foreign exchange differences in the period was  $\in$  795,000 due to lower foreign exchange volatility.

The pre tax result is therefore negative for  $\in$  9.322 million.

The estimated tax balance is  $\in$  2.065 million, as a result of accounting for the positive component of deferred tax assets calculated on losses in the period.

The estimated net result for the quarter is negative for  $\in$  7.257 million.



	31 March	31 December	30 September	31 March
	2009	2008	2008	2008
€ 000's				
Financial assets:	19,393	22,173	26,613	30,498
Current financial assets	27	0	647	110
Liquidity	19,366	22,173	25,967	30,388
ST finance lease liabilities	(2,517)	(2,602)	(2,667)	(2,757)
Bank and other ST financial debt	(58,380)	(37,033)	(36,077)	(22,390)
Net Short Term Financial Position	(41,503)	(17,462)	(12,131)	5,351
M/L term finance lease liabilities	(7,284)	(7,426)	(8,465)	(9,640)
M/L term bank debt	(1,693)	(1,772)	(1,798)	(442)
Net M/L Term Financial Position	(8,977)	(9,199)	(10,262)	(10,082)
Total Net Financial Position	(50,481)	(26,661)	(22,393)	(4,731)

### Net financial position at March 31<sup>st</sup>, 2009

The financial position shows net debt of  $\in$  50,481 million, a deterioration of a little less than  $\in$  24 million compared with the position at December 2008; the main trends in this quarter included the combined effect of a substantial increase in working capital (delayed payments and lower trade receivables) and the economic loss; these effects were contained in the second half of the period making the stabilisation of the financial position a more realistic prospect, thanks to the further reduction in inventories as well as a better synchronisation of payments and receipts.

\* \* \*

The main balance sheet ratios are as follows:

RATIO	31 March 2009	31 December 2008
Gearing	(0.34)	(0.17)
Equity on net fixed assets	1.45	1.51
Financial Leverage	1.26	1.29



# Balance sheet figures

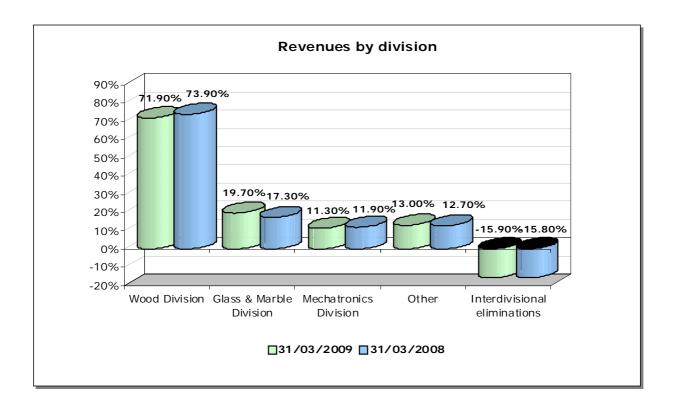
	31 March	31 December	30 September	30 June	31 March
	2009	2008	2008	2008	2008
€ 000's					
Intangible fixed assets	40,303	40,106	45,912	45,349	44,263
Tangible fixed assets	61,007	61,236	60,469	59,229	58,876
Other non-current assets	12,561	10,115	9,665	9,691	10,476
Investment property	0	0	0	0	1,311
NON CURRENT ASSETS	113,871	111,458	116,045	114,269	114,926
Inventories	103,947	103,678	116,560	119,375	112,986
Trade receivables	78,847	99,804	105,887	108,138	108,303
Other receivables	12,787	14,364	7,316	9,600	12,736
Other current financial assets	27	0	647	562	110
Cash and equivalents	19,366	22,173	25,967	28,751	30,388
CURRENT ASSETS	214,974	240,020	256,376	266,427	264,524
TOTAL ASSETS	328,845	351,478	372,421	380,696	379,450
Net equity of the Group	145,777	152,208	156,789	153,688	154,757
Minority interests	890	1,103	236	348	856
NET EQUITY	146,667	153,311	157,024	154,036	155,613
Bank debt and M/L term finance leases	8,977	9,199	10,262	9,055	10,082
Retirement benefit liabilities	12,314	12,718	13,212	13,618	13,425
Other payables and M/L term liabilities	4,515	4,195	4,783	5,156	4,872
NON CURRENT LIABILITIES	25,807	26,112	28,258	27,829	28,379
Trade payables and other short term liabilities	65,702	98,611	101,980	120,345	118,010
Other short term payables	29,773	33,809	46,415	49,457	52,301
Bank debt and short term finance leases	60,897	39,635	38,744	29,108	25,147
CURRENT LIABILITIES	156,371	172,055	187,139	198,910	195,458
TOTAL LIABILITIES AND NET EQUITY	328,845	351,478	372,421	380,775	379,450

Inventories were stable, while the mismatch in the trend of trade receivables and trade payables resulted in an increase in working capital of over  $\in$  12 million financed by higher short term bank debt.



### Revenues by division

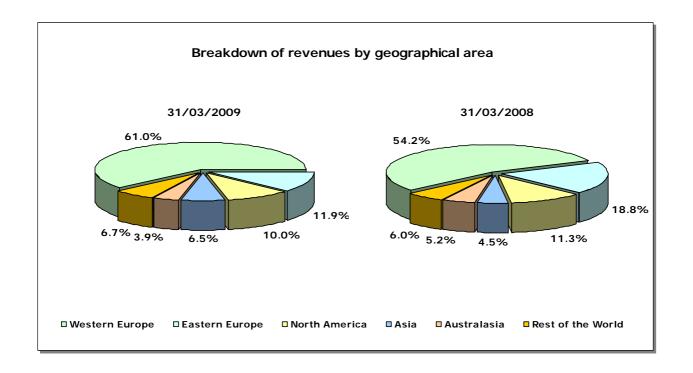
Euro '000	31 March 2009	%	31 March 2008	%	Change % 2008/2009
Wood Division	46,548	71.9%	82,632	73.9%	(43.7%)
Glass & Marble Division	12,720	19.7%	19,429	17.3%	(34.5%)
Mechatronics Division	7,345	11.3%	13,362	11.9%	(45.0%)
Other	8,386	13.0%	14,211	12.7%	(41.0%)
Interdivisional eliminations	(10,275)	(15.9%)	(17,648)	(15.8%)	(41.8%)
Group Total	64,723	100.0%	111,986	100.0%	(42.2%)





### Revenues by geographical area

Geographical area Euro '000	31 March 2009	%	31 March 2008	%	Change % 2008/2009
Western Europe	39,558	61.0%	60,646	54.2%	(34.8%)
Eastern Europe	7,697	11.9%	21,026	18.8%	(63.4%)
North America	6,463	10.0%	12,710	11.3%	(49.1%)
Asia	4,175	6.5%	5,062	4.5%	(28.2%)
Australasia	2,513	3.9%	5,816	5.2%	(50.3%)
Rest of the World	4,317	6.7%	6,726	6.0%	(35.8%)
Group Total	64,723	100.0%	111,986	100.0%	(42.2%)



Pesaro, 14 May 2009

Chairman of the Board of Directors Roberto Selci



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 31 March 2009 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, n° 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 19th July 2002-, as far as he is aware, corresponds to the results contained in the group's records, books and accounts.

14 May 2009

/signature / Stefano Porcellini Chief Financial Officer

