

# PRESSE RELEASE

*1st June 2011*



**BIESSE**

## Ligna Trade Fair – Hanover 30 May - 3 June 2011

### Innovation for Growth

Biesse's leadership in the development of new technologies is confirmed at the Ligna trade fair with the presentation of avant-garde technological solutions for the processing of window and door fittings and by its presence in the Pavilion dedicated to the "Lightweight.network", a real novelty at this international event

Investments in technology, attentiveness to client needs, energy savings the focus of the Group's development strategies over the coming years

*Ligna, Hanover, 1 June 2011* – In the international environment of **Ligna 2011**, the biennial trade fair that makes Hanover the world capital of **woodworking technologies** for five days, Biesse's management led by the **Chairman, Roberto Selci**, presented to an audience of clients and sector specialists from 90 countries, the new technologies developed to guarantee increasingly targeted responses to client requirements, high standards of quality, finish and design; the first results achieved and the new three-year plan.

A real novelty this year is the presence of Biesse in Pavilion 24 dedicated to the "Lightweight.network" as a global leader focused on technological innovation and new materials. This area involved companies which, to different degrees, contribute to the processing of light panels and which are distinguished by the excellence of the technology they apply to this type of material. The objective of this pavilion is to create a focal point within the fair representing a genuine skills centre and an opportunity for producers and suppliers. Live demonstrations will be given during the exhibition to show participants how to produce a finished product with these avant-garde technologies, together with videos, films, research studies and designs.

The innovations being presented at the Fair include the complete range of **5 axes machine centres**, dedicated to the processing of both panels and solid wood with an offer combination capable of satisfying large industrial companies as well as small and medium sized companies. The solutions for **window and door fittings** met with a great public reception opening days of the exhibition, including not only the innovative technologies of the **Multicentri Uniwin** and the **Rover WMS** machine centres but also the range of **Sanders and Calibrators**, of the **Viet** label, an historic brand that recently became part of the Biesse Group, and also the new **Hybrid Door** for packaging doors and windows.

Biesse is also present at Ligna with significant innovations in drilling machines and broadens its range with the new **SKIPPER V31** and **EKO 902**, vertical drilling machines recently introduced under the Bre.Ma brand for small and medium-sized businesses.



The Ligna Trade Fair takes place following a very important year for Biesse, a year in which the company has succeeded in obtaining good results at the level of both revenues and margins. And the figures confirm it. Consolidated revenues in 2010 rose 22% to € 327.5 million with a return to positive results at both the EBITDA and EBIT level. The results for the first four months of 2011 are also reassuring both because of the significant increase in revenues and for the consistent growth in orders received which, at end April, was about 20% higher than that for the same period of 2010.

At the end of 2010 Biesse also approved an Industrial Plan for the three years 2011-2013 the key points of which are the clear focus on reducing industrial costs, the reinforcement of its sales distribution network, technological innovation through investment aimed at renewing and expanding the product range and the commitment to improving after-sales service. In addition to this the Group will also focus on the development of management leadership skills as a key factor in the sustainable long term growth of the company's value.

*"We are delighted to return to Ligna following an important year like 2010. A year that saw Biesse return to encouraging levels of production and results. – stated Roberto Selci, Chairman of the Company – Now, however, these positive results must be maintained through a 360° attention to client needs and therefore to the product portfolio. This year – **Roberto Selci** continued- we will launch on the market machines that have been conceived to give clients the possibility of working in the most efficient way, through a complete range of solutions that respond to every single requirement. Biesse's decision to reinforce its own research and development activities have had a particularly significant impact on this trend which, for the Wood division in particular, will result in the introduction of new products and technologies on more than 40% of its range – within the next 6-12 months. We are also planning a reinforcement of the commercial network at an international level".*

*"Since I joined the company in January, I have been able to see how very dynamic Biesse is – stated **Giorgio Pitzurra** the new Chief **Executive Officer** "Having approved its industrial plan at the end of 2010, Biesse has begun to make significant investments in its product area – organisation- information systems and business units. The essential feature of the current year, however, will be the focus on execution of our plans, as a determining element of our ability to arrive in 2012 with sufficient velocity to achieve the targets laid out in our three year plan. – **Pitzurra** continued – We are certain that another important contribution in this regard will come from the increased utilisation of our Indian production location in Bangalore as a true business centre for all of Asia. Our presence there and the specific investments we have made in this region should facilitate growing commercial penetration by Biesse in markets that, on the basis of the most recent macro-economic forecasts and trends, have considerable short and medium term development potential."*

## **Biesse will be exhibiting on stand B46 C45 in Pavilion 25 Biesse be present in Pavilion 24 "Lightweight.network"**

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The Biesse Group

*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 20 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 over 2,300 employees in its main production sites in Pesaro, Gradara, Alzate Brianza, Bangalore and its associates/branch offices in Europe, North America, the Middle East, Asia and Australia. The Group also has no fewer than 300 resellers and agents enabling it to cover more than 100 countries.*

## **PRESS CONTACTS**

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