

PRESS RELEASE

20/05/2009



LIGNA Fair (Hannover, 18-22 May 2009)

BIESSE: 40 YEARS OF INNOVATION AT THE SERVICE OF CLIENTS

This fair sees the Biesse Group celebrate 40 years of history and technological innovation at the service of clients, a long journey that has allowed the company from Pesaro to position itself amongst the leading global operators in the industry today.

Biesse will be exhibiting in Hall 25 (stand B46 C45) and, for the first time, in Hall 11 (stand D56) in an area dedicated to BiesseArtech which produces machinery for craftsmen and small and medium-sized businesses.

Amongst the innovations being presented at Hannover, is the latest evolution of the after sales services offered by the Service unit of Biesse Wood Division

Hannover, 20 May 2009 – In the international context of **Ligna 2009**, the biennial fair that for five days makes Hannover the world capital of woodworking technology with visitors from over 90 countries, **the management of the Group** led by **Chairman Roberto Selci**, celebrated **40 years of Biesse** (the company which has been quoted on the Star segment of the Italian Stock Exchange since June 2001). It is a long history of success that has seen a small company set up in Pesaro in 1969 become one of today's world leaders in the production of machines and integrated systems for working wood, glass and stone. Biesse is currently the world's leading producer of numerically controlled machining centres (wood and glass) and the second largest producer of turnkey production lines and plant for large industrial users.

At today's meeting Group management presented to the press and sector operators the main successes achieved to date and the short term **industrial projects** to be implemented in the near term by the company from Pesaro, which in the 2008 financial year reported revenues of Euro 454.3 million and which benefits from an international presence in over 100 countries, thanks to its 30 subsidiaries located in strategic markets and a network of 300 resellers and agents around the world.

The management of Biesse illustrated the results of the "Lean Company" industrial reorganization initiated two years ago. *"The Lean approach applied to product development has allowed us to develop a new generation of "lean" products not only with regard to the decision making process that led to their design but also – and above all- in the focus on the end user,"* stated **Roberto Selci**, Chairman of Biesse and son of the Company's founder Giancarlo. *"The application of Lean Manufacturing to production processes resulted in productivity gains of over 30%, reducing transfer times and space required by up to 50%, and cutting re-working and product defects by up to 70-80%. Two master lines, which have been designed in accordance with Lean principles, are already operating in the plants at Pesaro. Implementation procedures are also currently under way in the company's other production facilities with the aim of increasing the application of this management approach to 80% of the Group by 2009".*



*"I am extremely proud that the challenge taken up 40 years ago by my father, has today achieved such a significant milestone," added **Roberto Selci**. "Talent, foresight and a professional team are some of the components that confirm the international position of the Group which today is an undisputed leader in the world market thanks to its growing commitment to researching innovative solutions at the service of clients. Strong customer relationships and our desire to be a 360° partner to our clients are amongst the secrets of Biesse's success. On the occasion of this important anniversary we wish to implement further the Service concept which is increasingly globally significant".*

In line with the Group's philosophy which places clients' needs at the centre of its business, Biesse management presented in Hannover the latest **evolution of the after sales services** offered by the "Service" unit of Biesse Wood Division to guarantee value added to clients. "Service" is technical assistance, maintenance, spare parts service and training. Amongst the innovations introduced is BiesseE-parts: the direct on-line management of replacement parts orders which allows immediate confirmation of the availability of materials, guarantees order tracking and reduces both dispatch times and the margin of error.

In order to be a global partner, close to client requirements and to the areas in which they operate, the Group has consolidated its presence in markets with high strategic potential and has opened two **new commercial subsidiaries in Switzerland and the Middle East** for the sale of Wood Division products. *"The two new subsidiaries guarantee a strengthening of our extensive commercial network with the aim of taking advantage of all the **development opportunities** in these areas, significantly increases proximity to clients with a notable improvement in the quality of services provided"* stated **Riccardo Quattrini**, Sales and Marketing Director of Biesse.

The opening days of LIGNA have already generated great interest amongst clients and operators in the sector who have come from around the world and who have visited Biesse's two exhibition areas which occupy a total space of about 2,200 mq. In addition to the traditional area in **Hall 25** (stand B46 C45), Biesse is also exhibiting for the first time in **Hall 11** (stand D56), a separate space in which the company wanted to present the solutions offered by the BiesseArtech brand which is dedicated to the needs of craftsmen and small and medium sized businesses.

In Hall 25, amongst the many innovations, Biesse presents Matrix, a throughfeed machining centre that renews the range of boring and boring-inserting machines; it is also possible to participate in demonstrations of **Biesse Simtrack**, the 3D simulator that Biesse Systems uses in the analysis of production processes.

Also being shown at Ligna is the first aggregate capable of direct interface with CNC machines through a wireless device, created by **MC Components**, the leading company in the production of aggregate and boring units for working in wood, aluminium and PVC.

Amongst the innovations presented by **BiesseEdge** is its newest solution for panel squaring applied to a standard single-sided machine. The **MDS** module for **Stream B1** allows precise measuring and squaring of panels for a very modest investment.

Starting from this trade fair, **Digipac Sistemi** will also be present on the Biesse stand, the Group company which specializes in the design and production of automatic stretch film wrapping machines to protect and stabilize loads on pallets. Digipac Sistemi is exhibiting **CinetiC**, an exclusive automatic wrapping machine with a rotating arm beneath the work surface, which combines high performance, compactness and great practicality.

HSD Mechatronic Division, the reference company in the component sector also has a dedicated stand at the Hannover fair (**Hall 26 Stand A64**).



The Biesse Group

Biesse 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 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 single 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 branch offices and subsidiaries located in strategic markets.

The subsidiaries guarantee specialized post-sales assistance to clients whilst at the same time carrying out market research in order to develop new products. The Biesse Group has over 2,450 employees in its main production sites in Pesaro, Novafeltria, Alzate Brianza, and Bergamo, Turin, Ravenna, Bangalore and the 30 subsidiaries and sales office in Europe, North America, Asia and Australasia. The Group also has no less than 300 distributors and agents which enable it to cover more than 100 countries.

CONTACTS:**Biesse S.p.A**

Lara Maggiore - Image & Communication

Tel. +39 0721 439390 / 331.6868966

lara.maggiore@biesse.it

Alberto Amurri - Investor Relations

Tel. +39 0721 439107 / 335.1219556

alberto.amurri@biesse.it

Mirella Villa Comunicazione S.r.l.

Adriana Liguori

Tel. +39 02-4980162 / 334.3202718

adriana.liguori@villacomunicazione

www.biessegroup.com



Out of respect for the environment, Biesse has opted to distribute the press kit digitally and to print this press release on recycled paper.

