

TODAY BIESSE PRESENTS ITS FIRST-HALF RESULTS AND THE GROUP'S DEVELOPMENT STRATEGIES TO THE FINANCIAL COMMUNITY

Pesaro, 17 October 2003 – The Management of Biesse S.p.A. – a company with headquarters in Pesaro listed on the Star segment of the Italian Stock Exchange and one of the world leading operators in the market of machinery and systems for the processing of wood, glass and stone – will present its first-half results for 2003 and the Group's strategies to the financial community during the meeting that will be held in Pesaro.

During the presentation, Biesse S.p.A.'s General Manager **Claudio Granuzzo** and President **Roberto Selci** will present the Company's projects and strategies aimed at **keeping the world market leadership, achieving cost saving in overheads and structure costs and streamlining industrial processes.**

In particular, to **keep the leading position on the world market** over the past year, Biesse continued to invest in product innovation and evolution in order to keep its market share, strengthen its technological leadership, and penetrate new market segments by **developing and launching on the market** a number of new products during national and international trade fairs.

In the second half of 2003 and in the first half of 2004 the Company will also introduce new and important innovations in the whole range of wood machinery, stemming from the use of a new R&D software (digital control WRT – Mechatronics Division) and the strengthened INNOVA research centre.

With reference to the achievement of **savings in overheads and structural costs and the streamlining of industrial processes**, it is noted that the presentation to the financial community will include the status of savings plans that Biesse started to implement last year and which already yielded some results in the first half of 2003.

The Company's development strategy focuses on two drivers that will be presented during the meeting:

- **externally:** increasing the market share by developing new products and improving quality standards;
- **internally:** rationalising structural costs through a further recovery of profitability.

Finally, to offset the economic slowdown registered on traditional European and North American markets, Biesse adopted a policy aimed at broadening its outlet and investment markets to countries with higher development prospects. This new policy includes the joint-venture agreement that led to the incorporation of Biesse China Company Ltd that will produce entry-level woodworking machinery, initially targeting the Chinese market and then other Asian markets.

The Biesse Group operates in the market of machinery and systems involved in processing wood, glass and stone.

The company offers modular solutions that range from the design of turnkey systems for large furniture manufacturers to individual automatic machines and workstations for small- and medium-sized companies, to the design and sale of individual high-tech components.

Thanks to its orientation towards innovation and research, over the years Biesse has perfected a highly efficient manufacturing process capable of developing products and modular solutions that can meet the varied needs of a broad customer base.



Press Release



As a multinational with production plants in Italy and Austria, the Biesse Group markets its products through a network of subsidiaries and 22 branch offices located in strategic markets.

The branch offices ensure specialized after-sales service to the customers, while also developing and carrying out feasibility studies and market research aimed at developing new products.

The Biesse Group has a staff of 2,200 people distributed over its seven manufacturing sites located in Pesaro, Bergamo, Turin, Alfonsine and Lugo (Italy), Schwarzach and Altsch (Austria) and its branch offices in Europe, North and South America, Asia and Oceania.

