

BIESSE: RESULTS FOR Q3 2002 APPROVED

In Q3 2002:

- **3% increase in turnover**
- **Recovered profitability (Ebit + 24.6%)**
- **Order flow from North America is a positive sign**

Pesaro, 14 November 2002 – Today, the Board of Directors of Biesse S.p.A. has approved the quarterly report for the period ended 30 September 2002. Biesse is an Italian company with headquarters in Pesaro. It is quoted on the Star segment of the Italian stock exchange, and is one of the world's most important operators on the market of machines and systems for the processing of wood, glass and marble.

Q3 2002 turnover and profitability show a recovery compared to the same period of last year.

Turnover increased by 3%, from €76.8 million in 2001 to €79.0 million in 2002.

Gross operating profit amounted to €5.1 million, up 22.7% compared to the same period of the previous year (€4.2 million). The ratio of the **gross operating profit** to the added value of production **increased from 5.2% of 2001 to 6.4% in 2002.**

Operating profit amounted to €1.5 million, with an **increase of 24.6%** compared to the same period of the previous year. The **ratio** of the operating profit to the value of production also increased from **1.6% to 1.9%.**

The results for the **first nine months of 2002** were greatly **affected** by the **market slowdown that started in Q4 2001**, which also negatively influenced the first half of 2002. **Turnover** for the first nine months of the year amounted to €240 million, with a reduction of 4.7% compared to the results for the same period of 2001. **Gross operating profit** went from €19.1 million in 2001 to €9.7 million this year. **Operating profit for the first nine months** amounted to €0.3 million compared to €10.7 million for the same period of the previous year.

Net indebtedness at 30 September, 2002 amounted to €111.9 million, worsened slightly compared to the previous quarter (€103.8 million), with an increase in the medium/long-term debt.

"Figures for the third quarter show that both the partial recovery in the machinery sector and the in-house actions have led to encouraging results in terms of efficiency," highlights Claudio Granuzzo, General Manager of Biesse. "Biesse is carrying out a twofold strategy to optimize product costs and streamline overheads in order to recover the Group's structural profitability. The inflow of orders from North America is also a positive sign and lays the foundations for a likely recovery starting as early as Q4 2002".



Press Release



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.

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.

