



BIESSE phone conference call

(Pesaro, May 12th)

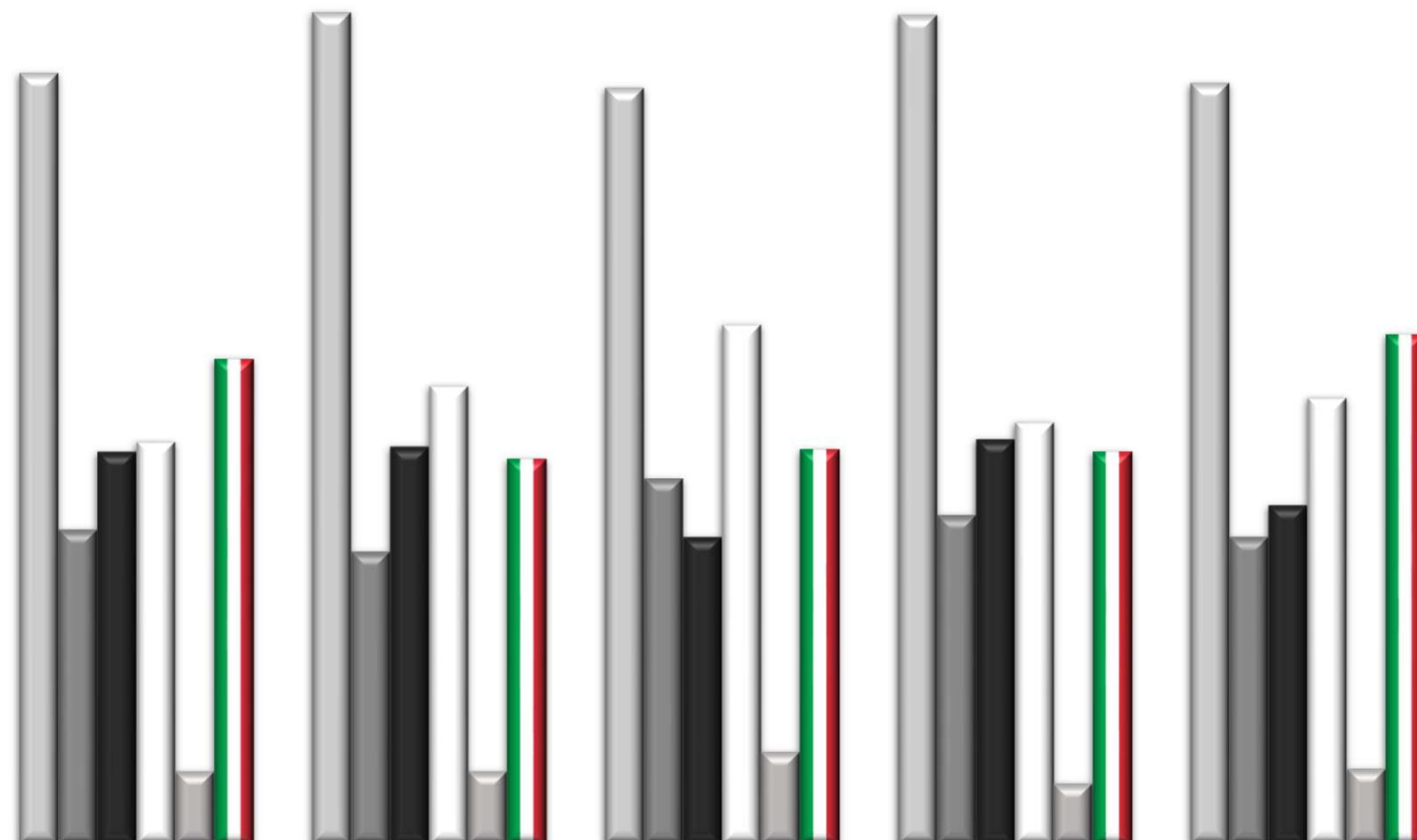
5.00 p.m.

IQ 2022

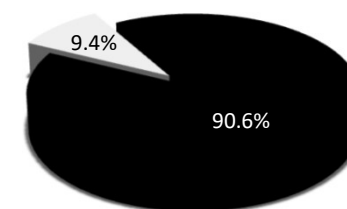
EXTRACT OF THE P&L

€/mln	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020	FY 2021	IQ 2022
Net sales year -1	519.1 +21.5%	618.5 +19.1%	690.1 +11.6%	740.2 +7.3%	705.9 -4.8%	578.8 -18.0%	742.2 +28.2%	196.6 +21.8%
Labour & Overhead %	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%	357.4 48.1%	78.4 39.8%
EBITDA %	64.1 12.4%	75.8 12.3%	89.4 13.0%	92.7 12.5%	76.7 10.9%	56.0 9.7%	79.7 10.7%	26.1 13.3%
NET RESULT (PROFIT) %	21.1 4.1%	29.5 4.8%	42.7 6.2%	43.8 5.9%	13.0 1.8%	2.5 0.4%	34.2 4.6%	9.8 5.0%

SALES BREAKDOWN



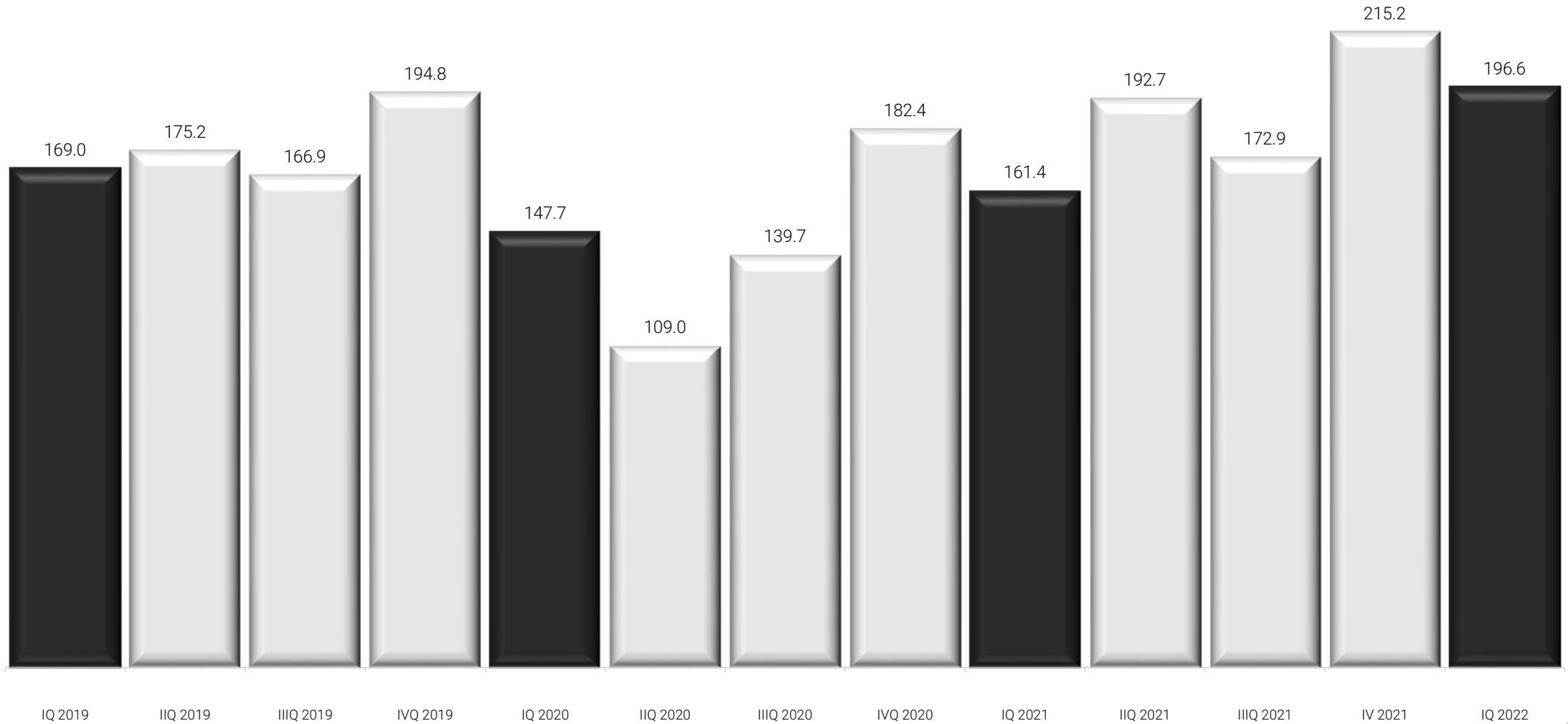
	FY 2021	FY 2020	FY 2019	IQ 2021	IQ 2022
Western Europe	31.6%	34.1%	31.0%	34.0%	31.2%
Apac	12.9%	12.0%	15.0%	13.5%	12.6%
Eastern Europe	16.1%	16.3%	12.6%	16.6%	13.9%
North America	16.5%	18.8%	21.3%	17.3%	18.3%
Rest of the World	3.0%	3.0%	3.8%	2.5%	3.1%
Italy	19.9%	15.8%	16.2%	16.1%	20.9%



■ machines & systems ■ mechatronic

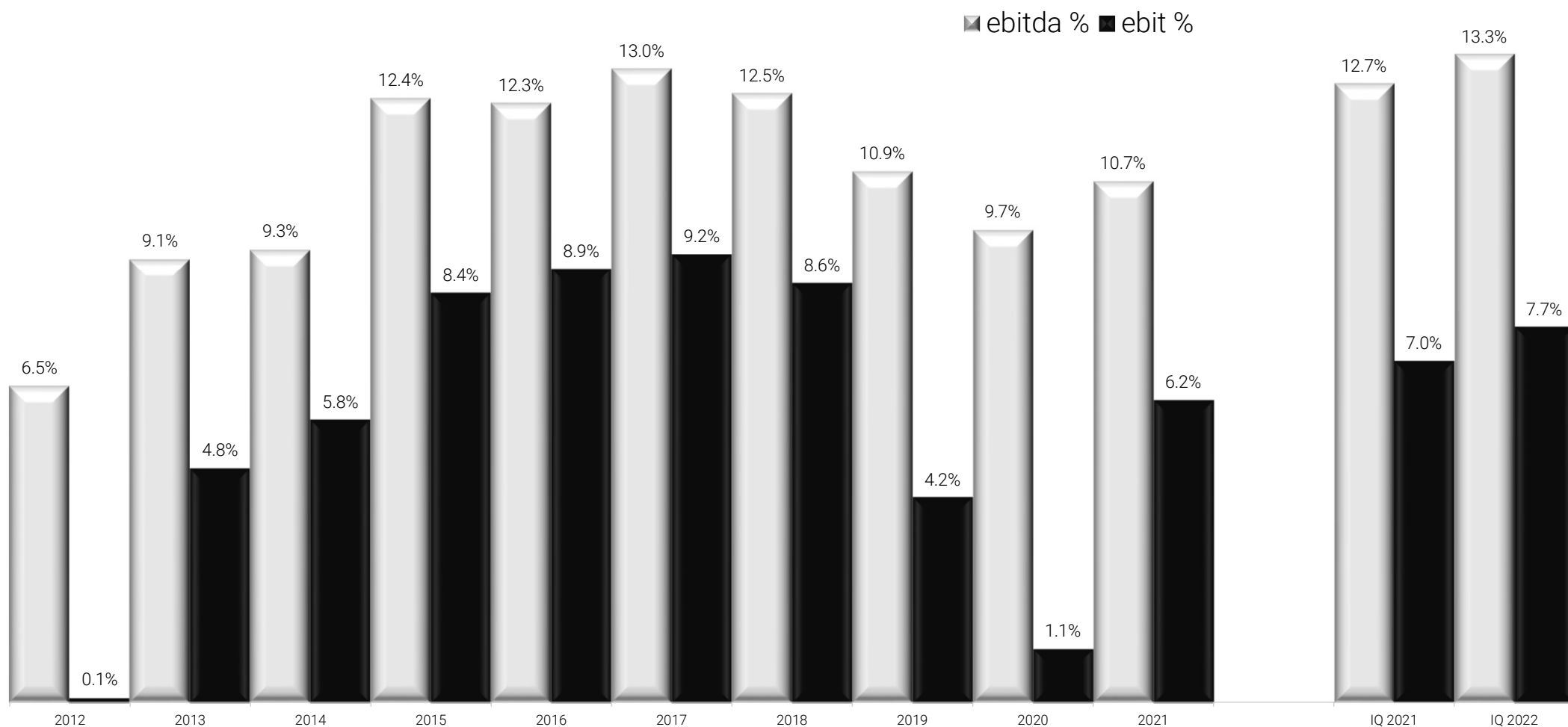
SALES BY QUARTERS

€/mln



EBITDA% & EBIT%

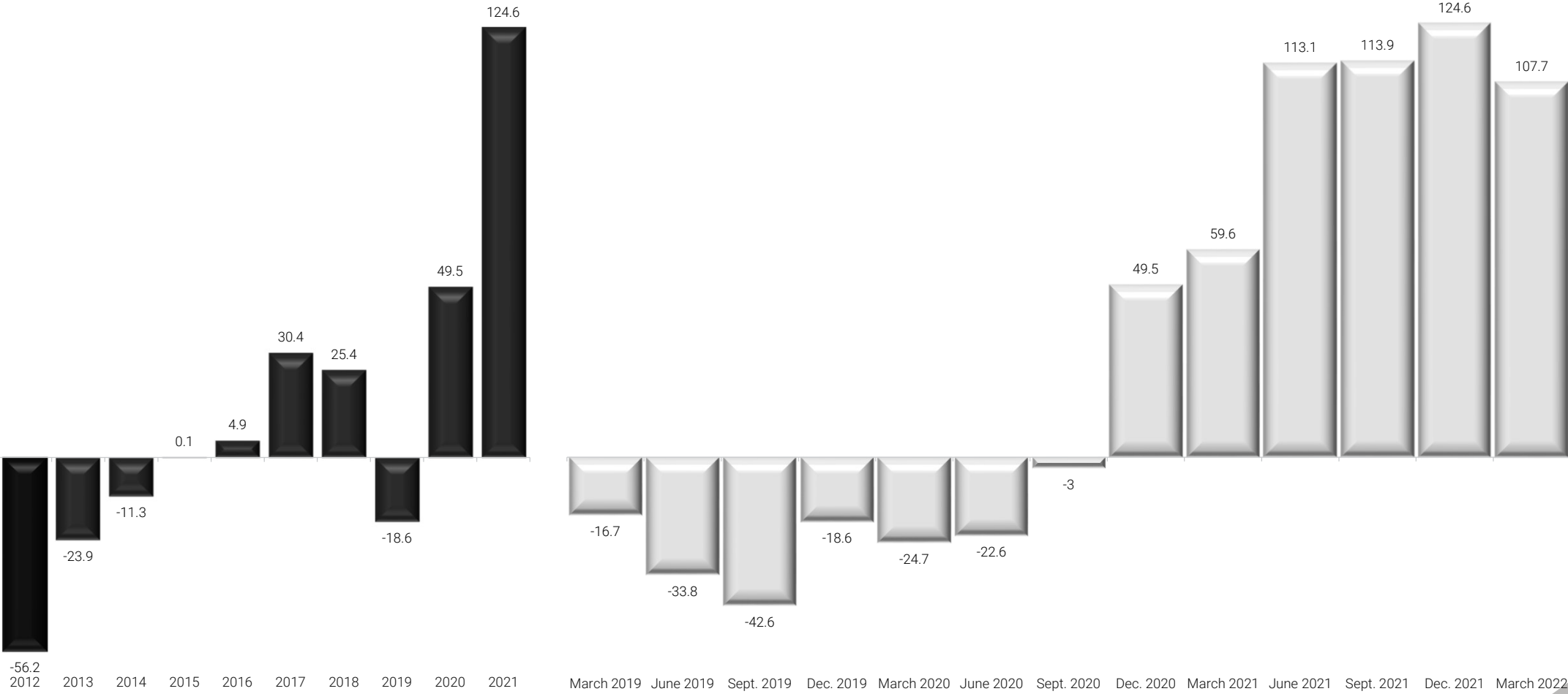
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NET FINANCIAL POSITION

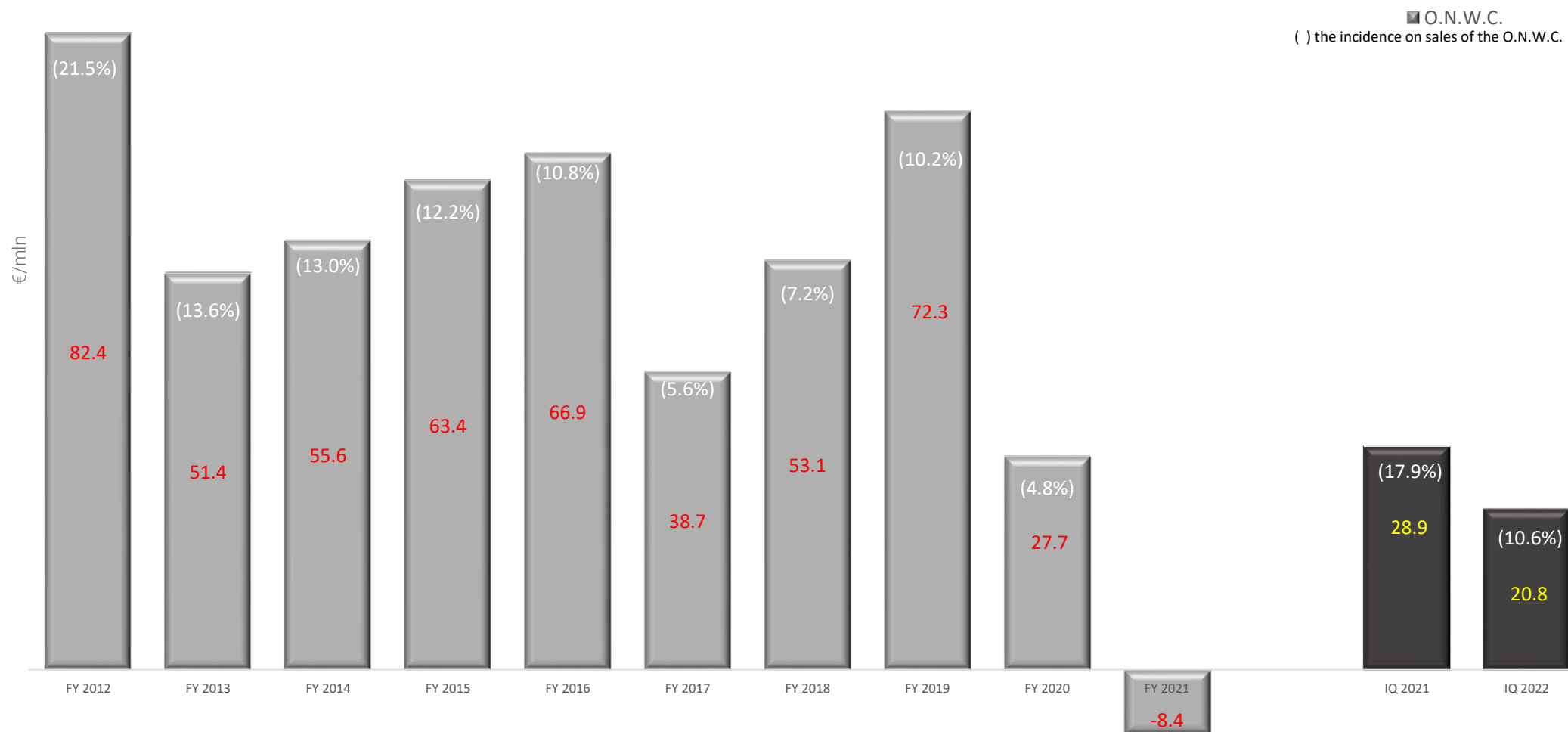


€/mln



OPERATING N.W.C.

BIESSEGROUP



ORDER INTAKE & BACKLOG

GROUP ORDER INTAKE & BACKLOG

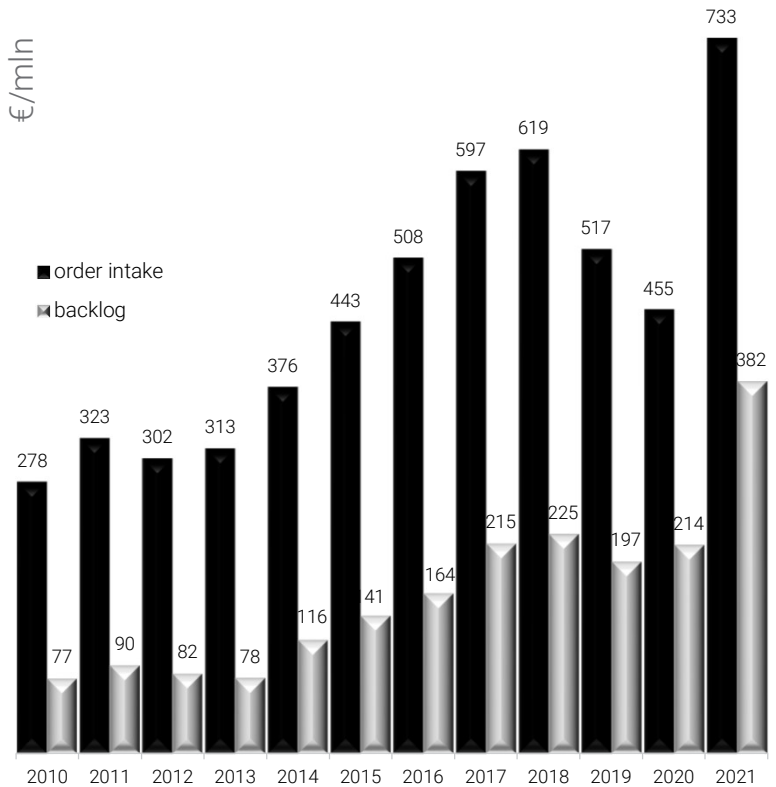


the IQ 2022 **Group order intake** is:

- +14.8% vs IQ 2021
- +80.5% vs IQ 2020
- +36.8% vs IQ 2019

the IQ 2022 **Group backlog** is:

- + 62.5% vs March 2021
- +116.4% vs March 2020
- +83.1% vs March 2019
- +7.2% vs December 2021



machines only

STAFF

DISTRIBUTION

EMPLOYEES DISTRIBUTION

(without interim people)

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	IQ 2022
Production	1,264	1,175	1,201	1,335	1,482	1,494	1,621	1,386	1,324	1,393	1,346
% of total people	45%	44%	42%	42%	41%	39%	38%	35%	35%	36%	36%
Service & After sale	574	613	628	690	803	894	1,001	992	962	992	972
% of total people	21%	22%	22%	22%	22%	23%	24%	25%	26%	26%	26%
R&D	338	321	361	383	436	479	501	482	478	451	552
% of total people	12%	12%	13%	13%	12%	12,50%	12%	12%	13%	12%	15%
Sales & Marketing	364	351	439	495	587	641	715	685	637	655	603
% of total people	13%	13%	15%	15%	16%	17%	17%	17%	17%	17%	16%
G&A	242	235	252	273	310	338	389	382	362	337	292
% of total people	9%	9%	9%	9%	8,50%	8,80%	9%	10%	10%	9%	8%
ITALY	1,646	1,547	1,605	1,78	2,009	2,176	2,483	2,418	2,383	2,345	2,310
% of total people	59%	57%	56%	56%	56%	56%	59%	62%	63%	61%	61%
OUTSIDE ITALY	1,136	1,148	1,276	1,396	1,609	1,67	1,744	1,509	1,38	1,483	1,455
% of total people	41%	43%	44%	44%	44%	44%	41%	38%	37%	39%	39%
TOTAL	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763	3,828	3,765

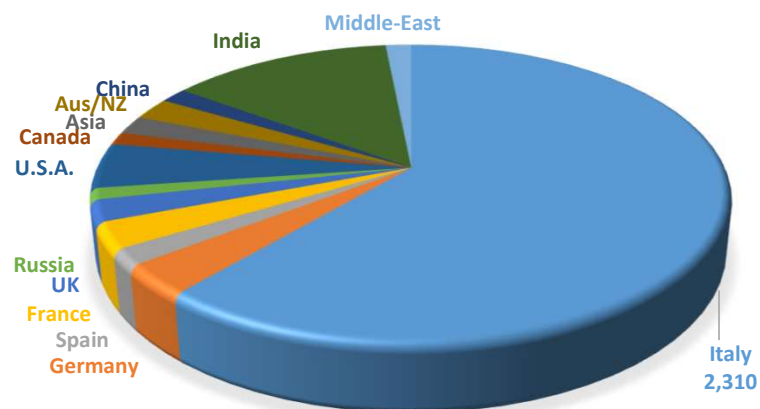
EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	IQ 2022
ITALY	1.646	1.547	1.605	1.78	2.009	2.176	2.483	2.418	2.383	2.345	2.310
% of total people	59%	57%	56%	56%	70%	57%	59%	62%	63%	61%	61%
OUTSIDE ITALY	1.136	1.148	1.276	1.396	1.609	1.67	1.744	1.509	1.38	1.483	1.455
% of total people	41%	43%	44%	44%	44%	43%	41%	38%	36%	39%	39%
TOTAL	2.782	2.695	2.881	3.176	3.618	3.846	4.227	3.927	3763	3.828	3.765

	FY2021	IQ 2022	%
Production	1.393	1.346	-3,37%
Service & After Sales	992	972	-2,02%
R&D	451	552	22,39%
Sales & Marketing	655	603	-7,94%
G&A	337	292	-13,35%
ITALY	2.345	2.310	-1,49%
OUTSIDE ITALY	1.483	1.455	-1,89%
TOTAL	3.828	3.765	-1,65%

interim people at the end of March 2022: 572

total 4,337



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