





The Board of Directors of Biesse S.p.A. today approved the Report for the 3<sup>rd</sup> quarter of 2005, drawn up according to international accounting principles (IAS/IFRS\*).



- Net Revenue: €77.2 million +18.9% compared to the same period of 2004
- EBITDA: €9.8 million, 12.7% ratio to net revenue, +115.2% with respect to 2004
- EBIT: € 6.5 million, 8.5% ratio to net revenue, +321% with respect to 2004
- Pre-tax profit: €5.8 million, 7.6% ratio to net revenue (the result for the same period of 2004 was a profit of €0.3 million)
- Net profit: €3.9 million, 5.1% ratio to net revenue (the result for the same period of 2004 was a loss of €0.95 million)
- Net Indebtedness (IAS/IFRS\*) stands at € 42.3 million, down by 48.3% compared to the same period of 2004 (N.F.P. -€ 81.9 million as at 30 September 2004)

## Progressive figures as at 30 September 2005:

- Net Revenue: €226.8 million +6.6% compared to the same period of 2004
- EBITDA: €25.7 million, 11.4% ratio to net revenue, +61.4% with respect to 2004
- EBIT: €15.5 million, 6.9% ratio to net revenue, +115% with respect to 2004
- Pre-tax profit: €13.2 million, 5.8% ratio to net revenue, not immediately comparable with the same period of the previous year, when the result was €13.7 million, but

inclusive of special components amounting to € 10.3 million

• Net profit: € 8.4 million, 3.7% ratio to net revenue, not immediately comparable with the same period of the previous year, when the result was €5.1 million, but <u>inclusive of special</u> gross components amounting to € 10.3 million

Pesaro, 14th November 2005 – Today the Board of Directors of Biesse SpA, a company with headquarters in Pesaro listed in the Star segment of the Italian Stock Exchange, approved the results for the **3rd quarter 2005**.

The current situation has been drawn up using the International Accounting Principles ("IFRS") issued by the International Accounting Standards Board, and the comparative data for the corresponding period of 2004 have therefore been rearranged and re-calculated according to the new accounting principles.

## The third quarter 2005 thus produced the following results:

- Net revenue €77.2 million, +18.9% compared to the same period of 2004
- Value Added € 28.5 million, with a 36.9% ratio to net revenue, increasing by 27.2% compared to the same period of 2004
- EBITDA € 9.8 million, with a 12.7% ratio to net revenue, increasing by 115.2% compared to the same period of 2004
- EBIT € 6.5 million, with a 8.5% ratio to net revenue, increasing by 321% compared to the same period of 2004
- Pre-tax profit € 5.8 million, with a 7.6% ratio to net revenues, increasing considerably with respect to the same period of 2004, when a profit of € 0.3 million was recorded
- Net profit € 3.9 million, with a 5.1% ratio to net revenues, likewise increasing considerably with respect to the same period of 2004, which resulted in a loss of € 0.95 million

## During the period **January – September 2005** the following were recorded:

- Net revenue €226.8 million, +6.6% compared to the same period of 2004
- Value Added € 87,0 million, with a 38,4% ratio to net revenue, increasing by 16,8% compared to the same period of 2004
- EBITDA € 25.7 million, with a 11.4% ratio to net revenue, increasing by 61.4% compared to the same period of 2004
- EBIT € 15.5 million, with a 6.9% ratio to net revenue, increasing by 115% compared to the same period of 2004
- Pre-tax profit € 13.2 million, with a 5.8% ratio to net revenues not comparable with the result for the previous year (profit of € 13.7 million the result for the same period of 2004), as the figure at 30 September 2004 included extraordinary components totalling € 10.3 million deriving from the real estate operation completed during the first quarter of 2004)
- Net profit € 8.4 million, with a 3.7% ratio to net revenues, also not comparable with the result for the previous year (profit of € 5.1 million the result for the same period of 2004), as the figure at 30 September 2004 included extraordinary gross components totalling € 10.3 million deriving from the real estate operation completed during the first quarter of 2004)





## Press release

The Net Financial Position at September 30, 2005, reclassified according to the new international accounting principles, was negative by  $\leqslant$  42.3 million, with an improvement of  $\leqslant$  2.9 million in the net debt as compared with June 30, 2005. When compared to the same period of 2004, the positive delta amounts to  $\leqslant$ 39.6 million (-48.3%)





Net of the impact due to application of the international accounting principles, the net indebtedness of the Group would have amounted to € 35,1 million. The difference can be attributed mainly to reclassification of payables to factoring companies, rectification of treasury shares and extensive application of IAS 17.



"The results as at 30 September 2005 leave no doubt as to the validity of the reorganisation plan that has been in progress within Biesse since last year." is the comment made by the President of Biesse, Roberto Selci, on today's Meeting of the Board of Directors. "We are certainly satisfied with what has been achieved to date, but we are also convinced that further structural improvements can still be made to the Group's organisation."

"Strict control of structure costs, development of technologically advanced solutions for our products, greater industrialisation and rationalisation of production, strengthening of the sales network will be the hinge-pins of Biesse activities."

"We estimate that, based on what has been achieved during the first nine months of 2005, the current year will end positively, with the achievement of all our economic and financial goals \*."

€ 320/325 million
11.4% - 11.8%
7.2% - 7.4%
-€ 30 – 32 million

\*

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

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, Biesse is able to develop products and modular solutions that can meet the varied needs of a broad customer base.

As a multinational with production plants in Italy, the Biesse Group markets its products through a network of subsidiaries and 17 branch offices located in strategic markets.

The branch offices ensure specialised after-sales service to the customers, while also carrying out market research aimed at developing new products. The Biesse Group has a staff of 1,897 people distributed over its six manufacturing sites located in Pesaro, Bergamo, Turin, Alfonsine (RA), Anzola (BO), Lugo (RA) and its branch offices in Europe, North America, Asia and Oceania.

For further information

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