



## Press release

### **BIESSE S.p.A. : APPROVAL OF INDUSTRIAL PLAN FOR 2006-2008 PERIOD** **and the opening balance for 2004 drawn up according to International Accounting Principles (IAS/IFRS)**

- **The Biesse S.p.A. Board of Directors has approved the Industrial Plan for the Three-year period 2006-2008 with the following targets:**
  - Consolidated annual growth rate (CAGR) during the three-year period 06-08, +4.5%
  - CAGR EBITDA 06-08, +17.8%
  - CAGR EBIT 06-08, +28.1%
  - CAGR Net Profit 06-08, +22.5%
  - Cancellation of the negative Net Financial Position in December 2007
- **The main Group investments during the three-year period will be concentrated on :**
  - Production and commercial penetration in emerging countries
  - Expansion of the product range, also by way of possible small acquisitions in target areas, and high levels of complementarity
  - Process rationalisation and automation
- **The opening balance for 2004, drawn up according to International Accounting Principles (IAS/IFRS), has been approved**

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Pesaro, 14th September 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 Three-year Industrial Plan. After careful evaluation of the main reference markets, the Board of Directors analysed the prospects of the Biesse Group for the three-year period 2006-2008.

Although with all due caution because of the continuing imbalance in the world economy, the company has presented a Three-year Industrial Plan whose main targets and objectives are as follows:

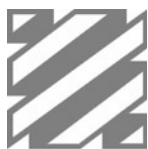
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The strategic goals highlighted in the Industrial Plan are:

- To maintain leadership on the reference markets
- To enter certain targeted new market sectors
- To improve profitability through a production costs reduction policy together with the other fixed costs
- To improve productivity and competitiveness with new products
- To continue to generate a positive cashflow

To achieve the goals that have been set, the main Group investments during the three-year period will be concentrated on :

- Production and commercial penetration in emerging countries
- Expansion of the product range, also by way of possible small acquisitions in target areas, and high levels of complementarity
- Process rationalisation and automation.



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At the same time the Board of Directors of Biesse S.p.A. approved the opening balance for 2004 drawn up according to international accounting principles (IAS/IFRS), preparatory to approval of the half-yearly balance sheet as at 30/06/2005, which will take place as foreseen on 29<sup>th</sup> September 2005.

“The three key words in this three-year period will be Product, Cost control and Customer service”, explains the President Roberto Selci. “After successful implementation of the Reorganisation Plan started in 2003, Biesse has once again recorded positive results, and has all the characteristics and abilities necessary to consolidate its leadership in the reference sector, so as to reach the profitability and cash production goals set.

The company from Pesaro confirms its goals for 2005, which show consolidated revenue of around € 320 million – EBITDA margin 10-10.5% - EBIT margin 6.3-6.8%, and a Net Financial Position that will be negative by € 28-30 million.

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*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 18 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 1,868 people distributed over its seven manufacturing sites located in Pesaro, Bergamo, Turin, Alfonsine (RA), Anzola (BO), Lugo (RA), China) and its branch offices in Europe, North America, Asia and Oceania.*

## For further information

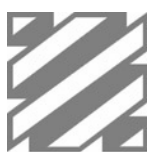
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