

BIESSE: RESULTS AS AT 30 SEPTEMBER 2004 APPROVED

Pesaro, 10 November 2004 – Today the Board of Directors of Biesse SpA, a company with headquarters in Pesaro listed on the Star segment of the Italian Stock Exchange, approved the Report at 30 September 2004.

In the first nine months of 2004, the Biesse Group posted the following results:

- revenues amounted to €214.5 million (+1.5% compared to the same period of 2003)
- EBITDA amounted to €14.4 million (+141.5% compared to the same period of 2003), with a 6.7% ratio to revenues
- EBIT amounted to €5.9 million (negative at -€4.4 million in the same period of 2003), with a 2.8% ratio to revenues
- Pre-tax profit amounted to €9.6 million (loss of €12.4 million for the same period of 2003), with a 4.5% ratio to revenues

On a *pro-forma** basis due to the change in the consolidation area for 2003-2004:

- revenues amounted to €214.2 million (+13.3% compared to the same period of 2003)
- EBITDA amounted to €14.8 million (+45.2% compared to the same period of 2003), with a 6.9% ratio to revenues
- EBIT amounted to €6.4 million (+430.9% compared to the same period of 2003), with a 3% ratio to revenues
- Pre-tax profit amounted to €10.0 million (loss of €5.3 million for the same period of 2003), with a 4.7% ratio to revenues

Specifically, in **Q3 2004** the Biesse Group posted the following results:

- revenues were €66.4 million (-4.8% compared to Q3 2003)
- EBITDA amounted to €5.1 million (+40.7% compared to Q3 2003), with a 7.6% ratio to revenues.
- EBIT was positive at €2.2 million (positive at €0.125 million in Q3 2003), with a 3.3% ratio to revenues
- income before taxes was €0.177 million (loss of €1.7 million in Q3 2003), with a 0.3% ratio to revenues.

On a *pro-forma** basis due to the change in the consolidation area for 2003-2004:

- revenues were €66.4 million (+7.9% compared to Q3 2003)
- EBITDA amounted to €5.1 million (+15.3% compared to Q3 2003), with a 7.8% ratio to revenues.
- EBIT was positive at €2.4 million (+48% compared to Q3 2003), with a 3.6% ratio to revenues.
- pre-tax profit was €0.34 million, with a 0.5% ratio to revenues

Net financial position at September 30, 2004 was negative by €72.3 million, thus significantly improving compared to €120.7 million at September 2003 (**€-48.4 million**) and €106.7 million at December 2003 (**€-34.4 million**). This result, only partially due to the real estate transaction carried out at year-start (€20 million), shows the company's strong commitment to reducing its debt, especially through cash generation from Biesse's core business operations.

"We are very satisfied with the results obtained in these first nine months of 2004, especially for the encouraging effects arising from the comprehensive recovery of company efficiency. Given the situation, we feel confident about reaching the objectives set for 2004, and we expect this virtuous trend to last through next year. In fact in 2005, our commitment to reorganizing the company and innovating the technology of our products will still be strong".

* *pro-forma due to the change in the consolidation area for the years 2003-2004 (figures for 2003 do not include the results of the Schelling Group, transferred by Biesse last December. Figures for 2004 are posted net of the results of the subsidiary companies CABI srl, Sandymac srl, Intermac Viario Iberica S.A.)*



Press release



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

As a multinational with production plants in Italy and China, the Biesse Group markets its products through a network of subsidiaries and 18 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 approximately 1,860 people distributed over its six manufacturing sites located in Pesaro, Bergamo, Turin, Alfonsine, Anzola and Lugo (Italy), Dongguan (China) and its branch offices in Europe, North and South America, Asia and Oceania.

For further information

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BIESSE Tecnologie per dare forma al quotidiano