



BIESSE: RESULTS AS AT 30 JUNE 2004 APPROVED

Pesaro, 6 August 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 Quarterly Report at 30 June 2004.

Specifically, in **Q2 2004** the Biesse Group posted the following results:

- revenues were €81.8 million (+11.8% compared to Q2 2003)
- added value was €29.1 million (+15.8% compared to Q2 2003)
- EBITDA was €6.4 million (+233.5% compared to Q2 2003)
- EBIT rose to the positive figure of €3.5 million (as opposed to -€1.6 million at 30/06/2003)

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

revenues were €81.5 million (+26.6% compared to Q2 2003).
added value was €28.9 million (+30.2% compared to Q2 2003)
EBITDA was €6.5 million (+109.5% compared to Q2 2003)
EBIT was €3.6 million (€0.17 million at 30/6/2003)

The **figures at 30 June 2004** thus reflect the following values:

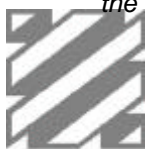
- revenues were €148.1 million (+4.5% compared to 30/6/2003)
- added value rose to €52.7 million (+6.5% compared to 30/6/2003), with a 35.6% ratio to revenues
- EBITDA was €9.4 million (+293.5% compared to 30/6/2003), with a 6.3% ratio to revenues
- EBIT was positive at €3.7 million (-€4.6 million at 30/6/2003), with a 2.5% ratio to revenues
- income before taxes was €9.4 million (loss of €10.7 million at 30/6/2003), with a 6.3% ratio to revenues.

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

revenues were €147.8 million (+16% compared to 30/6/2003)
added value rose to €52.4 million (+15.8% compared to 30/6/2003)
EBITDA was €9.6 million (+68.7% compared to 30/6/2003)
EBIT was positive at €4 million (-€0.4 million at 30/6/2003)
income before taxes was €9.7 million (loss of €5.5 million at 30/06/2003).

The trend in **net financial position has been extremely encouraging, posting the figure of -€74.7 million at 30 June 2004**, thus reflecting a significant improvement compared to the figure of -€113.7 million for June 2003 (**-€39 million**), -€106.7 million for December 2003 (**-€32 million**) and -€ 91.8 million for March 2004 (**€17.1 million**). These results, though partly due to the realty transaction completed at the beginning of the year (net cash-in at 30/6/04 of €17.1 million), are extremely significant, above all because they were posted during the first half of the year, which normally represents the period of highest indebtedness for the Pesaro-based industrial Group. Therefore, given these results, and counting on the historically positive track record of the second half of the year, Biesse is confident that it will continue to improve its debt/equity ratio by the end of the year; at **30 June 2004 this ratio dropped to 0.80**.

"We believe that, after the first six months of 2004, we have definitely come to a turning point with respect to the 2001-2003 three-year period, the most difficult period in our 35-year history," commented Chairman



Press Release



Roberto Selci. *“Nonetheless, we still have a lot of work ahead of us in order to bring the Group back to the level of profitability posted before 2001 and thus to meet our shareholders’ expectations. We feel we are moving in the right direction, despite the fact that world economic scenario is still anything but reassuring regarding the extent and stability of recovery.”*

Selci continued, “The efforts that have been made, in particular to recover efficiency and thus profitability within our Group, are starting to yield their first results, and we intend to continue along this path with dedication and determination in the near future. Over the next several weeks, further actions will be implemented to make our structure as efficient and flexible as possible.”

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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 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 approximately 2,200 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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