

Our customers define
the shape of the world,
**we make it
possible.**

April 2016

 **BIESSEGROUP**

pages

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Group description / Purposes & beliefs

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Who / How / Where / With / We / Innovation / Reliability / Sustainability

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Excellence / More revenue / More profit / More cash

26-31

Business model (production, delivery, products) / Customers

32-65

Strategy (wood, glass & stone, mechatronics)

66-79

The figures

80-94

Annex

Biesse Group

Biesse Group is a global leader in the technology for processing wood, glass, stone, plastic, advanced materials and metal.

Founded in Pesaro in 1969 by Giancarlo Selci, the company has been listed on the Italian Stock Exchange (*STAR*) since June 2001.

Starting from October 2015 Biesse is included in the Mid-Cap segment.

Our **Beliefs**

We believe in challenging standards, in thinking forward and in acting differently.

Creating **advanced technologies** and **beautifully-designed solutions** is the key to transforming our beliefs into **real value**.

We shape
our customer dreams.



Our Purpose

Since 1969,
we have tirelessly
dedicated ourselves to
**creating value for our
customers** first and
foremost.



"...back when we were simply producing machines, I was talking with a dear friend, and realised that the rough, imprecise way he was working was ineffective, and above all, dangerous to his personal safety. At that moment, I recognised a need for change, and immediately understood that **we could do something** - we could introduce innovative new ways of working, automate processes, and above all, create safer working conditions. **A new kind of machine was about to be born**".



Founder and CEO

Think4ward

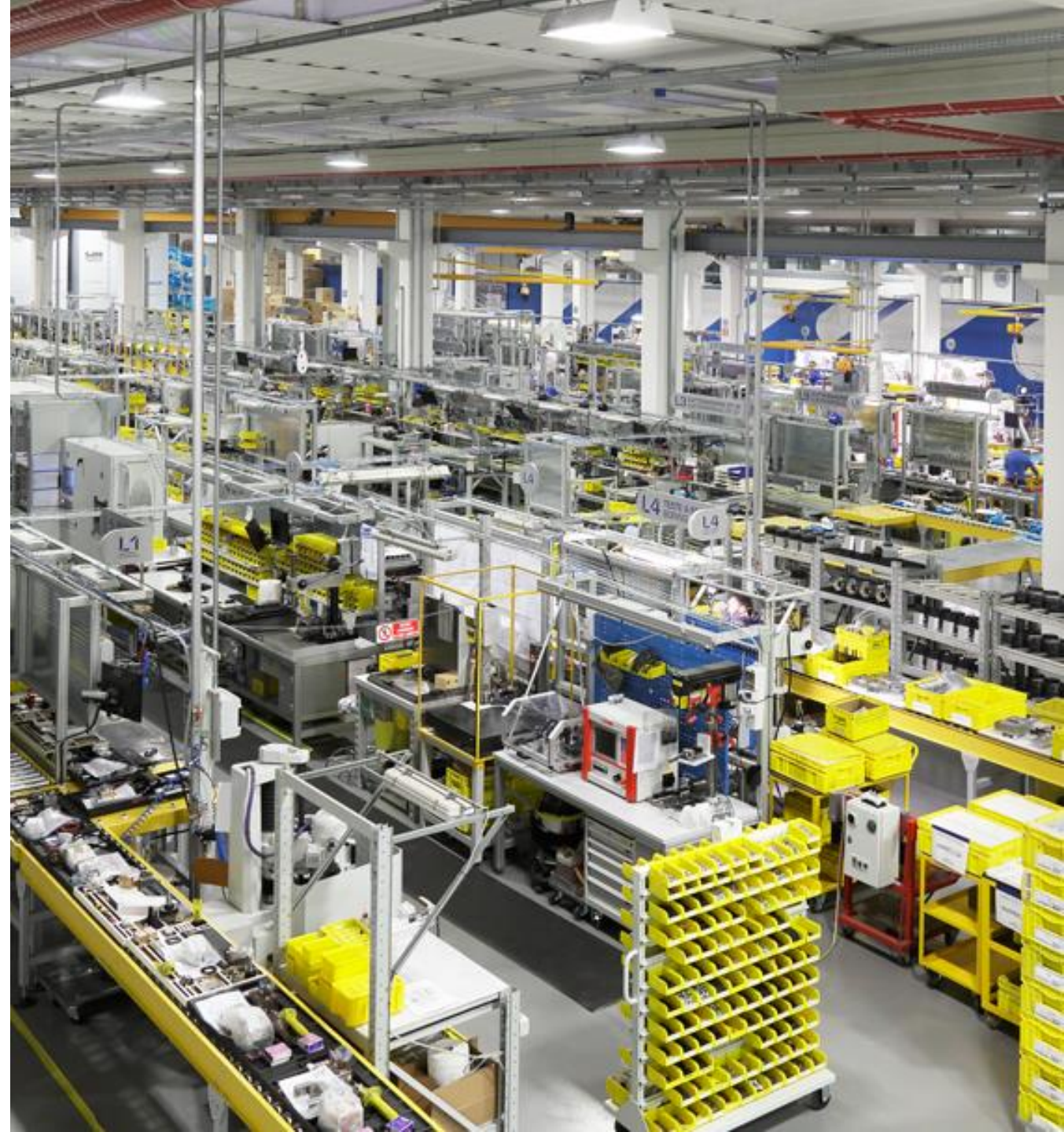
becoming a **4.0 factory**.

01 Implementing **lean production** in order to fully satisfy customer requirements, increasing quality and reducing waste.

02 Understanding **sector trends** and deciding when and how to invest in order to grow.

03 Finding the **best solutions** ahead of competitors.

04 **Anticipating** customers' needs.



Think4ward

creating **4.0 factories** for our customers.

Forward-thinking automation and software solutions to help our customers leverage the fourth industrial revolution.

- ✓ Orders processed on the same day.
- ✓ Custom-designed, integrated machines.
- ✓ Streamlined, intelligent warehousing.
- ✓ Impeccable quality and simplified processes without unnecessary costs.

Meeting tomorrow's demands today.





Who we are

- 1.1 Group **description**
- 1.2 Our **Values**
- 1.3 Our **Business Model**



In

We manufacture machines and components for wood, glass, stone, plastic and metal processing through specialised business units and 8 manufacturing sites in Italy and worldwide.

1

industrial
group

4

business
divisions

8

production
sites



*Made in
Biesse*

How

Growing investments in R&D have enabled us to create software programs that have simplified the management of CNC machines, improving our customers' processes revolutionising market standards.

more than

200

patents duly
registered



*Innovation is
our driving force*

Where

We support our colleagues everywhere in the world, using the most advanced management, sales and support system. Our global network enables us to be always close to our customers.

34

branches and
representative
offices

300

agents &
certified
dealers



*Biesse Asia
Grand Opening*

With

Customers in
120 countries



Allen Organ, U.S.A



Milan Design Week,
Italy



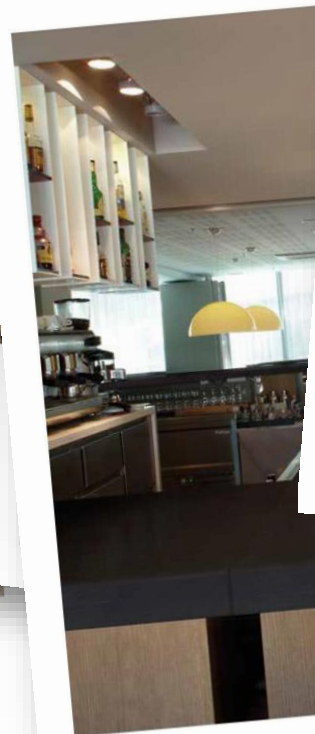
Lago, Italy

Made **With** Intermac



Sagrada Familia,
Spain

Made **With** Biesse



Cosentino Group,
Spain

Made **With** Diamut



Bigelli Marmi, Italy



Fiam, Italy

Made

We

Our Human capital.

more than

3,150

employees throughout
the world (temporary workers
included)

25 YEARS 1990-2015
BIESSE AMERICA



*“Strength lies in differences,
not in similarities”.*

A close-up photograph of a person's hands holding several light-colored wooden blocks. The hands are positioned to show the blocks from different angles, highlighting their smooth texture and precise shapes. A semi-transparent geometric graphic, consisting of overlapping triangles, is overlaid on the left side of the image.

1.2 Our Values

Innovation
Reliability
Sustainability
Excellence

Our **values** /

Innovation

meets **creativity**.

Our pillars to mastering
innovation:

- ✓ Customer focus
- ✓ Internet of Things
- ✓ Digital Manufacturing
- ✓ Industry 4.0 / Think4ward

Biesse, the perfect combination
of **innovation** and
italian creativity.

Our **values** /

Innovation

generates **value**.

Some of our leading
technology solutions:

- ✓ **Automatic blade
change on beamsaws**
- ✓ **5-axis operating unit**
- ✓ **Air Force System**
- ✓ **Twin Pusher**
- ✓ **bSuite software**

 **BIESSEGROUP**



Our **values** /

Reliability

to enhance **trust** and **compliance**.

Satisfied

Customers

Trusted & Loyal

Partners

Winning & Committed

Employees

Growing & Qualified

Investors

OUR MAIN PRINCIPLES

- ✓ Fairness to all stakeholders
- ✓ Mutual trust and transparency
- ✓ Unrestricted and clear communications
- ✓ Sharing of knowledge and experience

Sustainability

to get **widespread goodwill** and **strong reputation**.

Society

Environment

People

Regulation

Financial

Only the culture of strictly adherence to **good compliance** can keep our Group ahead on **sustainable** basis.

Our values /

Excellence

More
Revenue

01

More
Profit

02

More
Cash

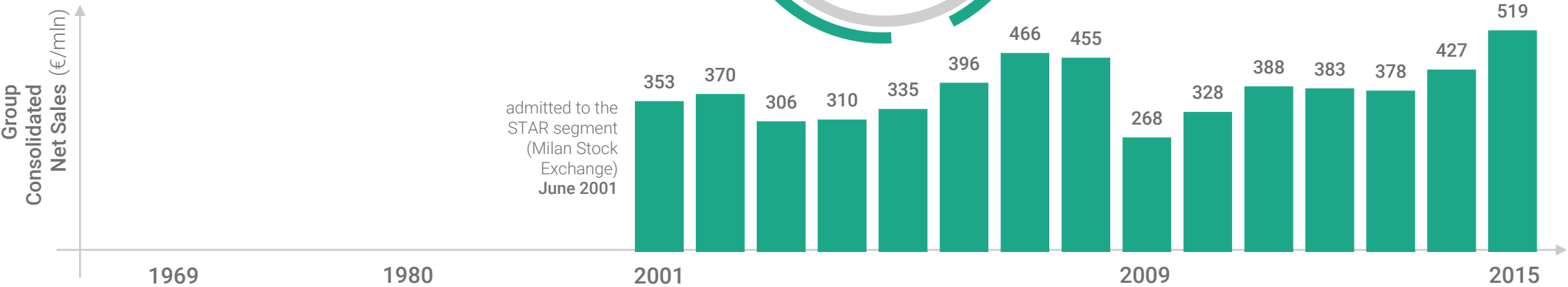
03

for a consistent
growth.

More Revenue



 Biesse Group
Consolidates Net Sales (€/mln)



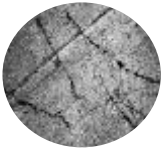
Wood



Glass



Mechatronics



Stone



bSoft
(software)



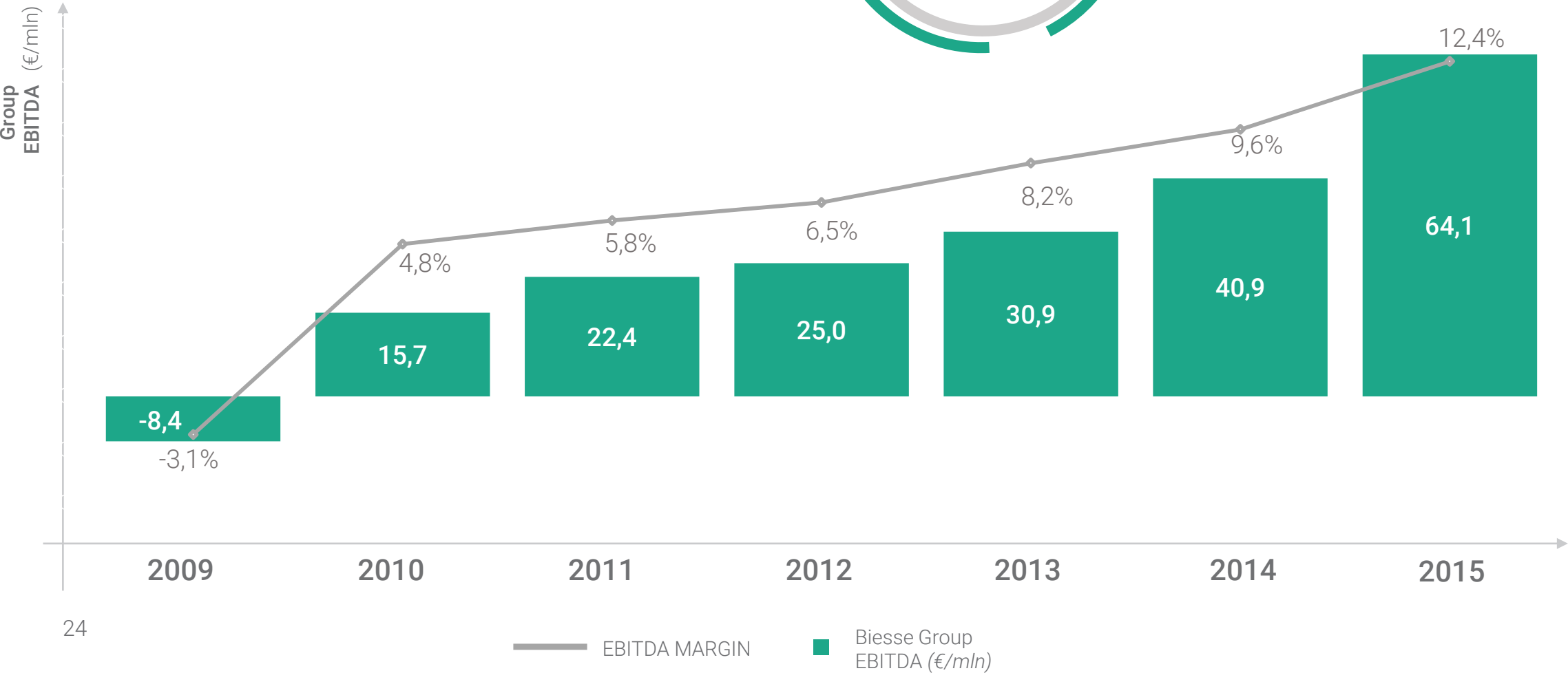
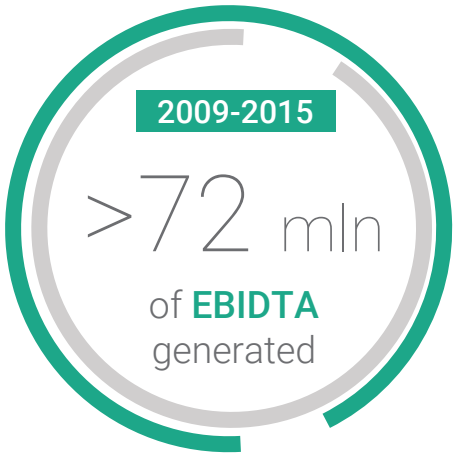
Metal



Plastic &
Advanced
Materials

More Profit

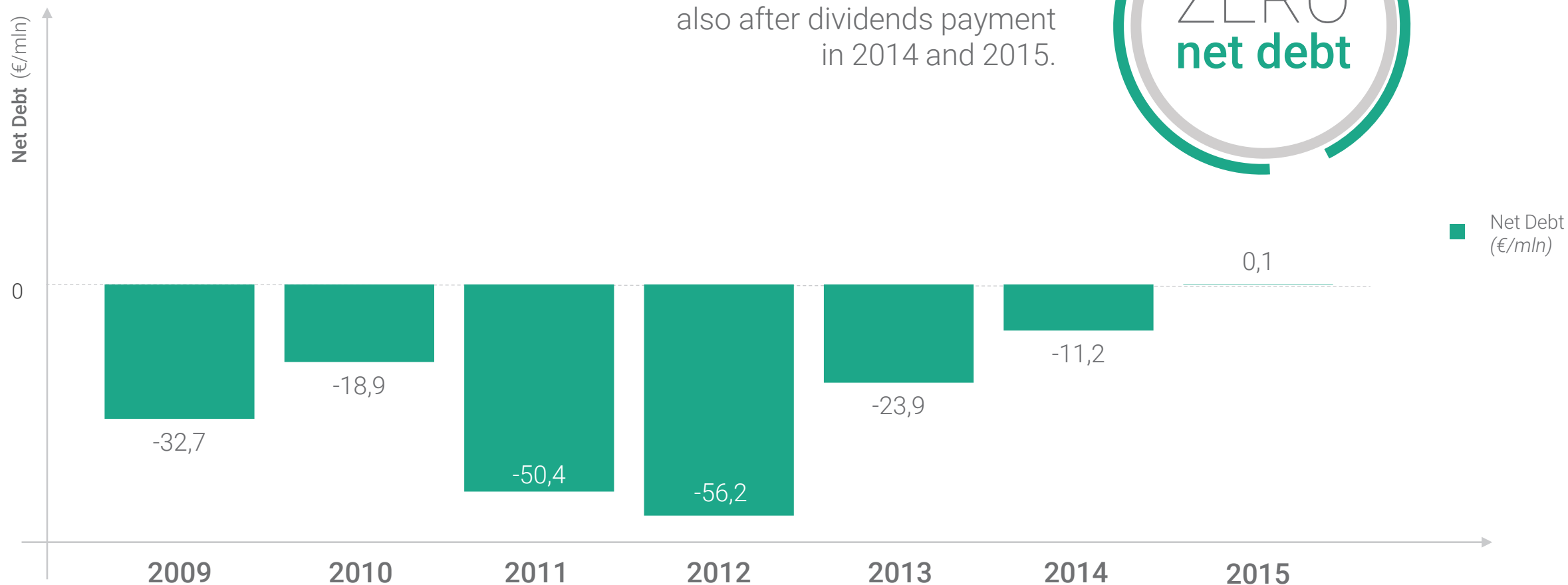
EBITDA



More Cash

Net debt

Our **Net Cash Flow** is positive
also after dividends payment
in 2014 and 2015.



1.3 Our Business Model



We **make** top-quality Italian **products**



We **deliver** top-quality, dedicated **solutions** worldwide

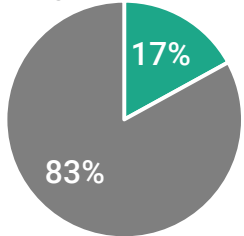
key points

Knowledge
Delivery
Products
Customers

Knowledge

On consolidated Net Sales

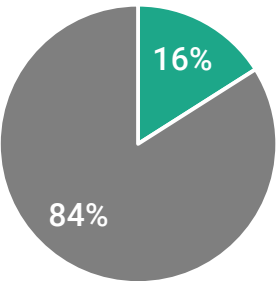
Sales breakdown
by offering



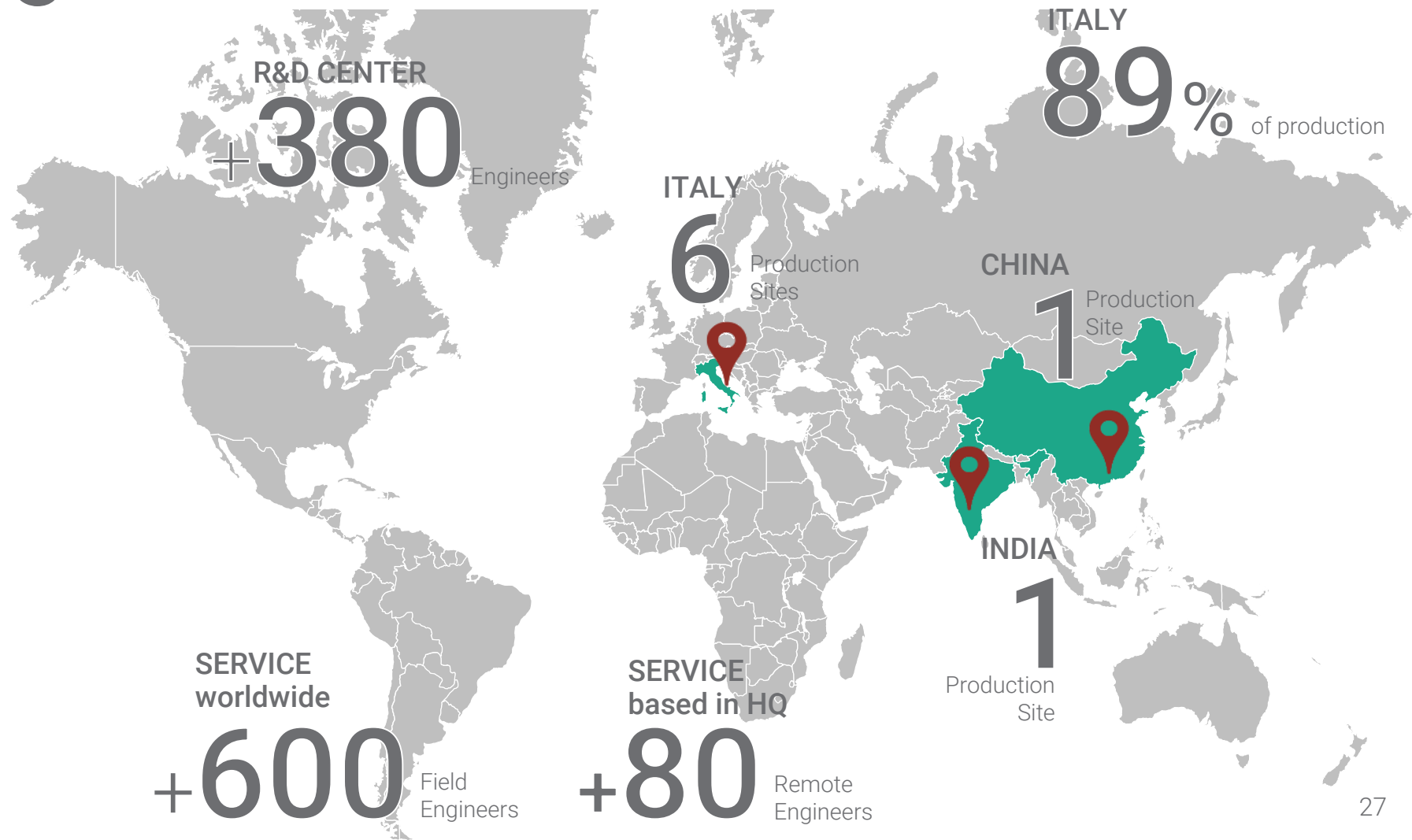
- Services & Spare parts
- Machinery

On Machines sold

Sales breakdown
by type

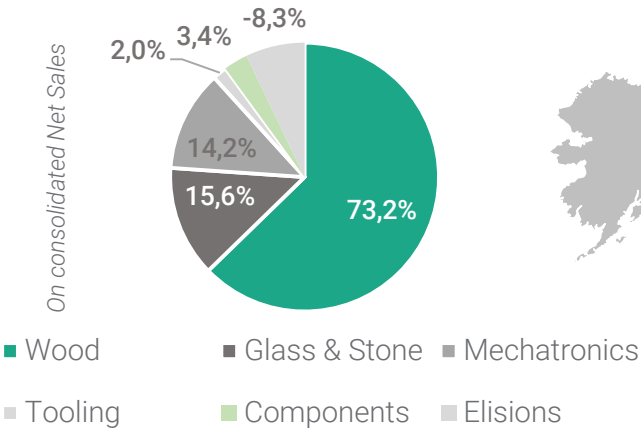


- Systems
- Stand Alone

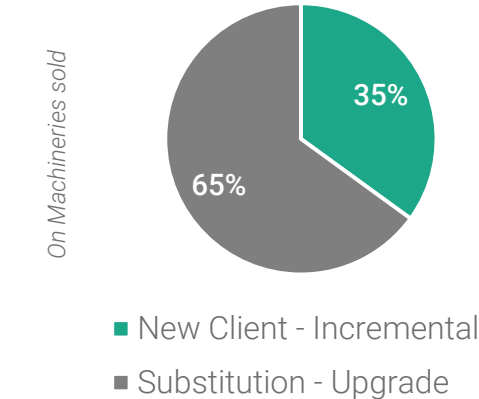


Delivery

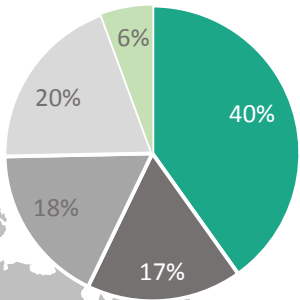
Sales breakdown
by division



Sales breakdown
by Client Type



EXPORT
around
87%
of Sales



- Western Europe (Italy included)
- Eastern Europe
- North America
- Asia
- Rest of the World

SUBSIDIARIES
34 around the World
Each Subsidiary has its own Service Department

TRADERS & DISTRIBUTORS
+300 around the world

We deliver our solutions in
120
COUNTRIES

- Traders
- Subsidiary
- Headquarters

Our **Business Model** / Wide offering for a wide customer base

Our Products



WOOD



GLASS



STONE



PLASTIC



METAL

02

Systems

We create engineered solutions, from plant design to production, implementation, installation and maintenance

01

Machines

We design, manufacture and distribute a comprehensive range of machinery and technologies for processing wood, glass, stone and, in recent years, plastics.

04

Tooling

We create customized diamond and binder mixes for stone and glass processing machinery.

03

Mechatronics

We design, manufacture and deliver high-tech mechanical and electronic components for machinery.



Our Business Model

Our main customers

Ikea
Howdens
Masonite
Colombini Group
Veneta Cucine
Roland Gerling

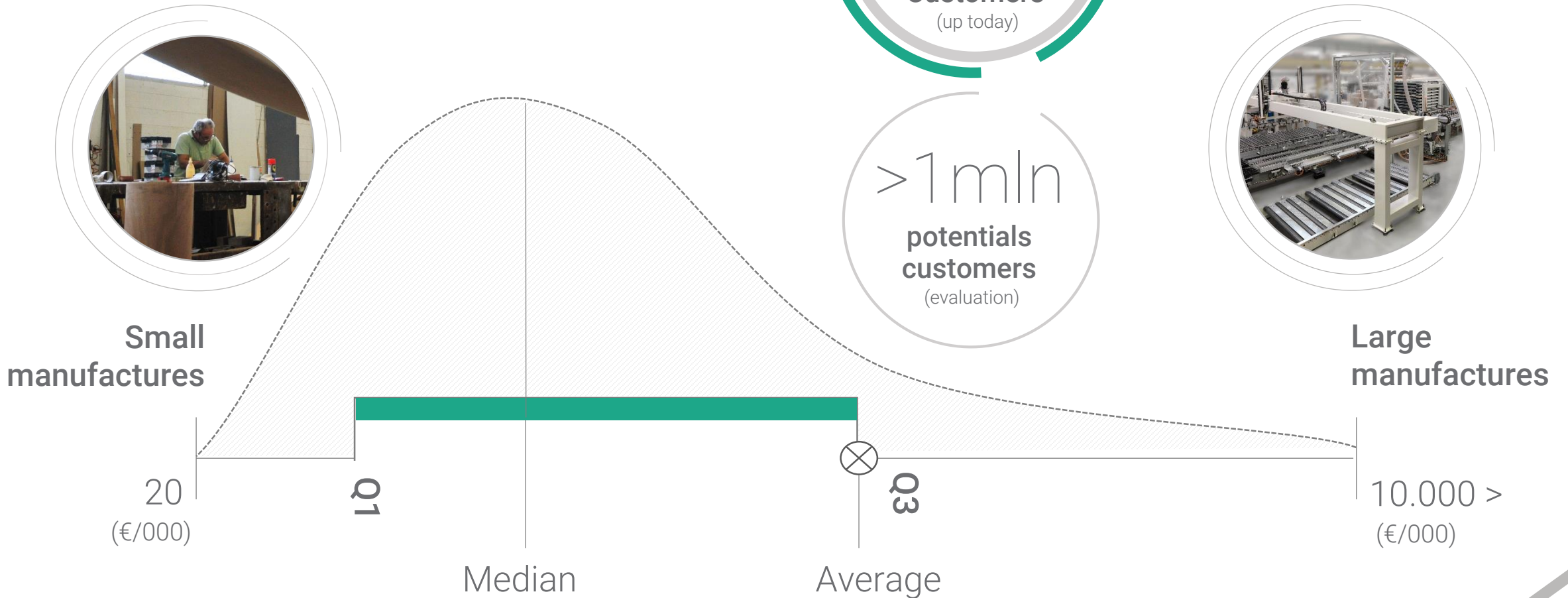
Lube Cucine
Lago
Fiam
Onsrud
Heian

Saint Gobain
Pilkington
Fidia
Glaströsch
Cosentino
Sauder

TYPE OF CUSTOMERS		
<input checked="" type="checkbox"/> Joiners	<input checked="" type="checkbox"/> Glass workers	<input checked="" type="checkbox"/> Wood machinery producers
<input checked="" type="checkbox"/> Makers of large furniture items	<input checked="" type="checkbox"/> Marble workers	<input checked="" type="checkbox"/> Aluminum machinery producers
<input checked="" type="checkbox"/> Windows and doors	<input checked="" type="checkbox"/> Furniture	<input checked="" type="checkbox"/> Plastic machinery producers
<input checked="" type="checkbox"/> Wood building companies and manufacturers	<input checked="" type="checkbox"/> Kitchen companies and manufacturers	<input checked="" type="checkbox"/> Metal machinery producers

Wide **customer base**

Customer Sales Distribution 2015e





Evolution Journey

2.1 + **Products**

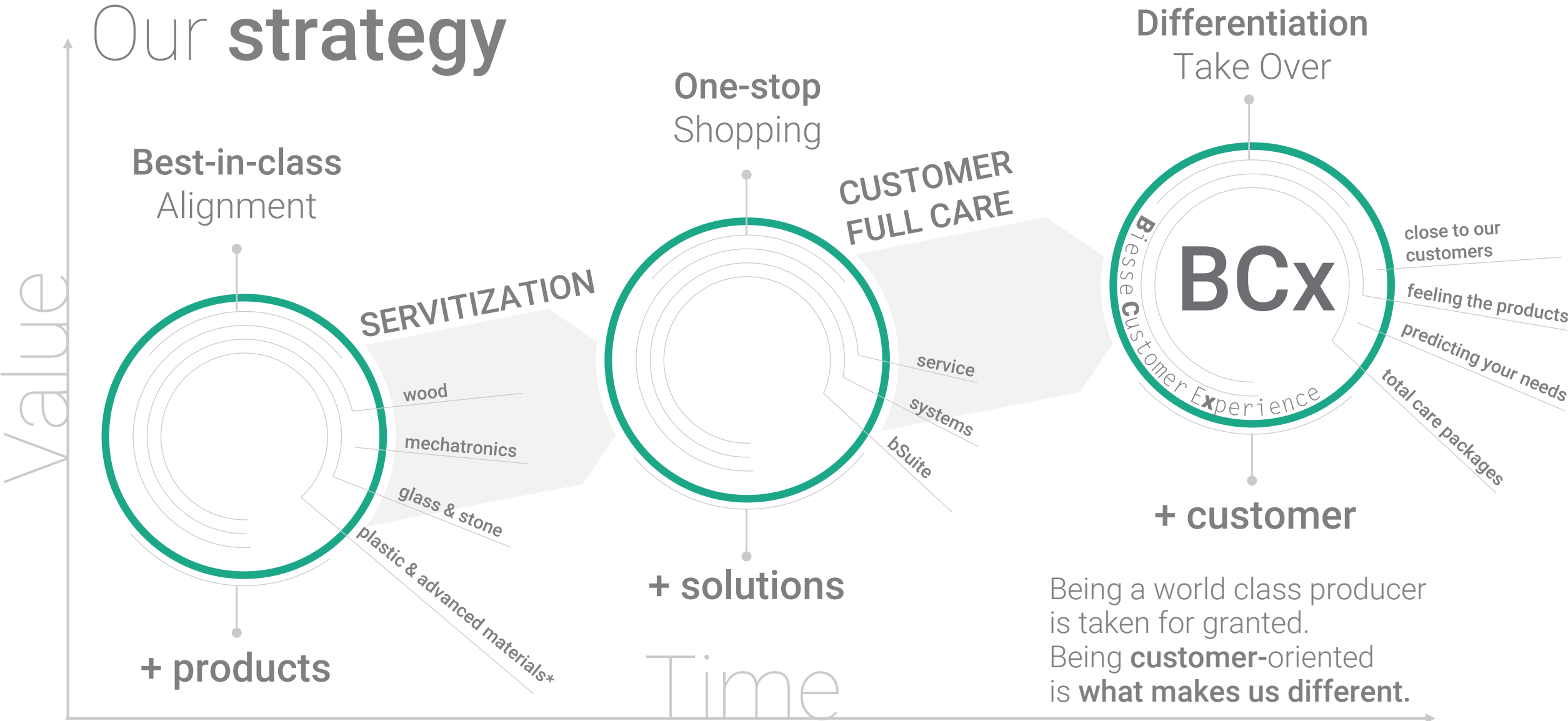
2.2 + **Solutions**

2.3 + **Customers**

2.

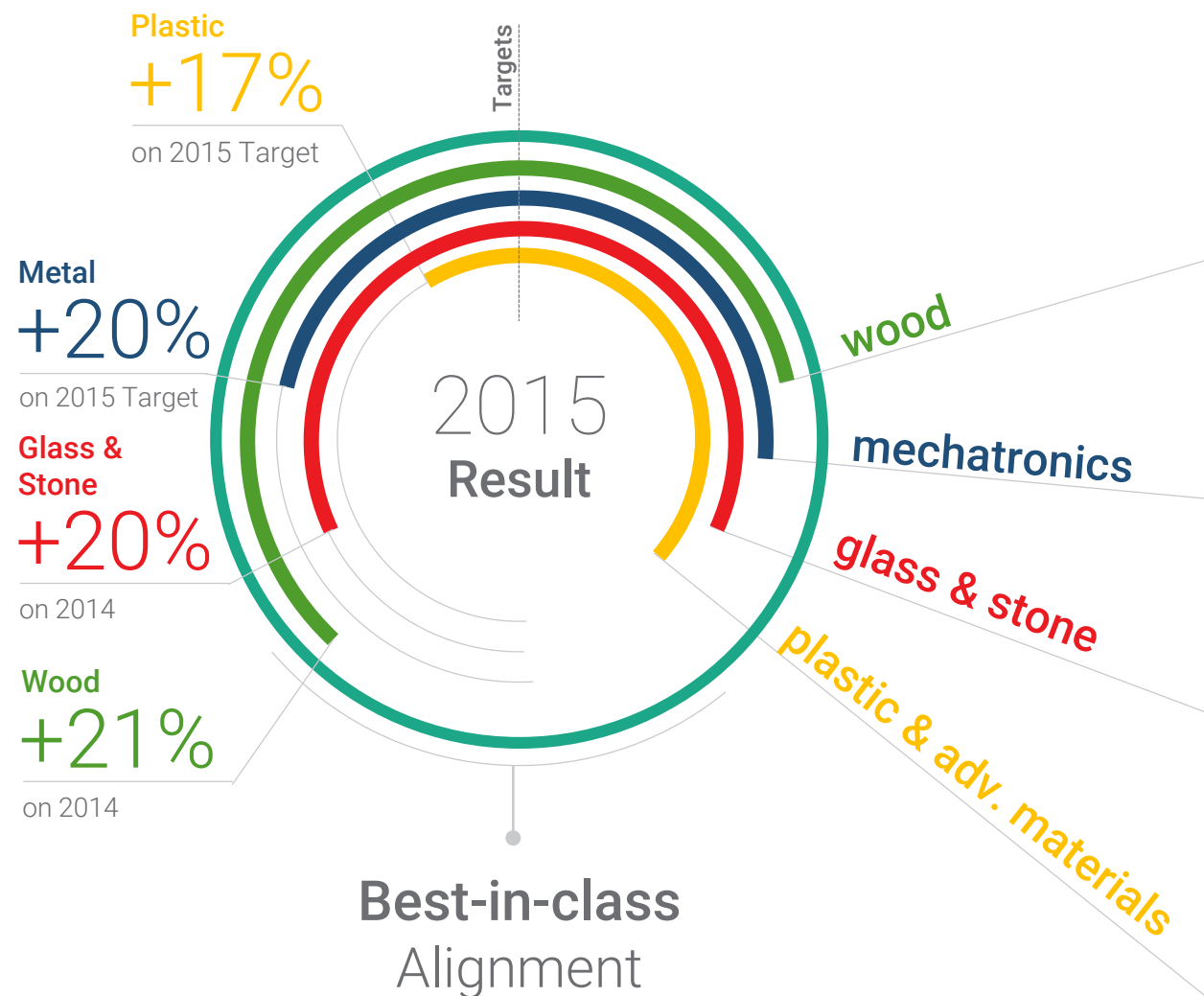
Evolution journey

Our strategy



2.1 + Products

Our strategy in action



We reinforced our industry-leading position, increasing our market share in the actual products segment.

We successfully introduced electrospindles and electroheads for machine tools for metals.

We enhanced our product offering and became more competitive on the market.

We successfully transferred our product knowledge to the new business unit and achieved great results.

+ Products

Our new targets



9%

Wood Division Estimated
CAGR 2015-2018

4%

Market Estimated
CAGR 2015-2018

10%

Mechatronics Unit Estimated
CAGR 2015-2018

5%

Market Estimated
CAGR 2015-2018

12%

G&S Division Estimated
CAGR 2015-2018

7%

Market Estimated
CAGR 2015-2018

78%

Plastic & A.M. Division Estimated
CAGR 2015-2018

+ Products

Wood

Targets



BIESSEGROUP

01

Enhance R&D for innovative solutions (technologies and new materials)

02

Expand the product range: renovation and completion of the range of machines

03

Improve product reliability, **renew** existing product range

9%

Wood Division Estimated
CAGR 2015-2018

4%

Market Estimated
CAGR 2015-2018

+ Products

Wood

Market



Outlook

Looking forward, we expect the market to continue grow at about 3.7 times the reference sector average growth rate.

Competitors

The competition in the current market is consolidated. We are the second leading company in the sector. Main competitors are located in Germany and in Italy. The most important of these are **HOMAG** (29% estimated market share) and **SCM** (7% estimated market share).

CUSTOMERS



+ Products

Glass & Stone

Targets



BIESSEGROUP

01

Maintain and reinforce our **leading position** in the glass sector

02

Expand our offering in **new product segments**

03

Increase our market share in the stone segment, reinforcing our leadership in this area

12%

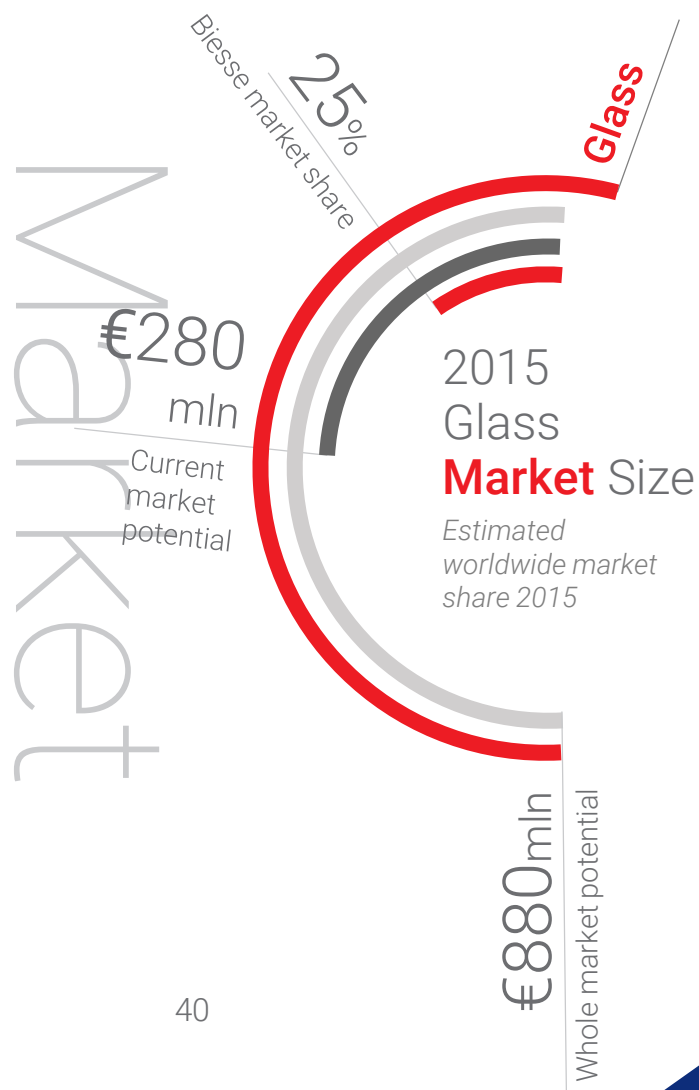
G&S Division Estimated
CAGR 2015-2018

7%

Market Estimated
CAGR 2015-2018

+ Products

Glass



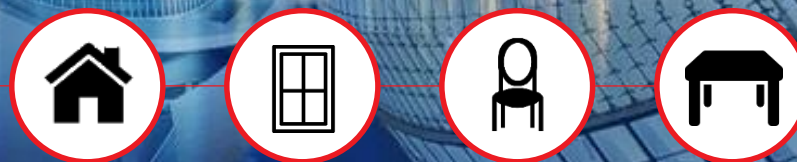
Outlook

In the near future, we anticipate that the glass processing market will grow at about 3.7 times the reference sector average growth rate.

Competitors

We are currently the industry leader in the glass processing market in which we operate. Main competitors are located in Italy and they are **CMS**, **Bottero**, and **Hegla**.

CUSTOMERS



Ciudad de las
Artes y las
Ciencias
(Valencia)

Stone

Market



Outlook

Looking to the future, as the in the wood sector, we expect the market to continue to grow at about 3.7 times the reference sector average growth rate.

Competitors

The competition in the current market is consolidated. We are among the leading companies in the sector and we intend to reinforce our positioning. Main competitors are located in France and in Italy and they are **CMS**, **Breton** and **Thibaut**.

CUSTOMERS



"Bicefalo"
marble
sculpture
Marmi
Fontanelli

+ Products

Mechatronics

Targets



01

Maintain and reinforce our **leading positioning** in the Wood- Aluminum- Plastic (WAP) sector

02

Reinforce our partnership with our current customers

03

Diversify into other sectors, continuing to **expand our presence in the metal sector** and replicating our WAP standards of excellence in new sectors

10%

Mechatronics Unit Estimated CAGR 2015-2018

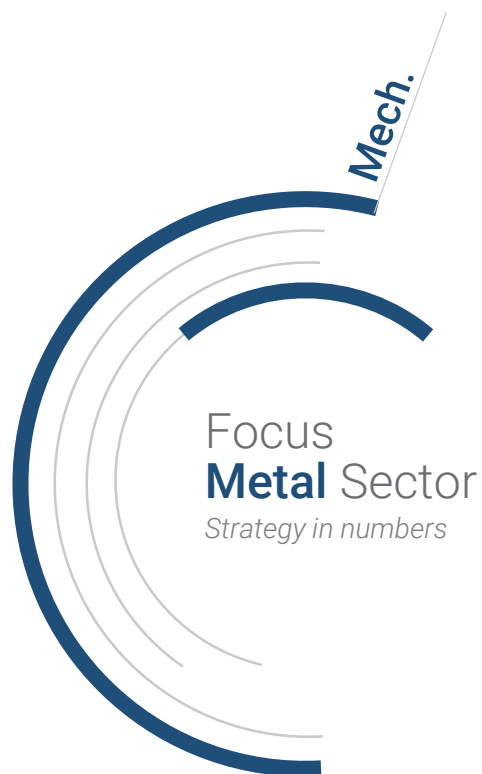
5%

Market Estimated CAGR 2015-2018

+ Products

Mechatronics

Targets



BIESSEGROUP

5,6 mln/€
2015 target

6,7 mln/€
2015e Result

15 mln/€
2018 target in
metal sector

+19,7%
on target

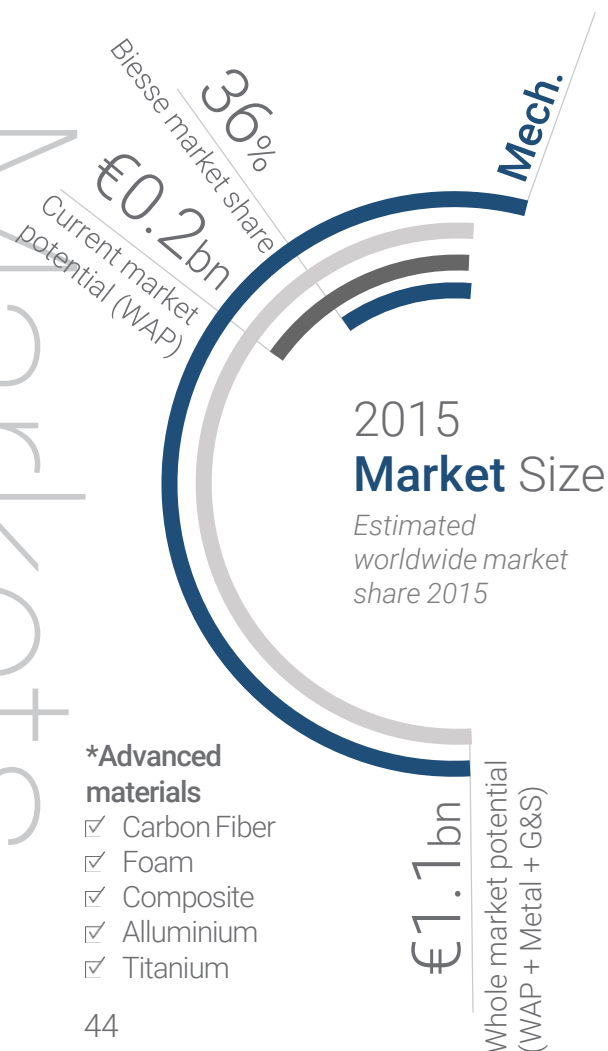
Our expansion in the metal segment has shown that we have the **capabilities to successfully extend** our areas of competence and **compete in new sectors**.

We will continue to invest in R&D in order to identity new product expansion opportunities in other sectors.

+ Products

Mechatronics

Markets



Outlook

In the near future, we anticipate that the spindles market will grow in line with the reference markets of WAP and metal working machines.

Competitors

Our mechatronics division is currently the leader in the WAP (Wood Advanced Materials*, Plastic) spindles sector. We recently entered the metal spindles sector. Our main competitors are from Germany. They are **KESSLER**, **IBAG**, **GMN**, **WEISS** (Siemens), **FISHER PRECISE** and **STEP TEC**.

CUSTOMERS



Mechatronics

Offering



Biesse Group directly designs and manufactures all **high-tech components** for its machines. Through our Mechatronics Unit, we guarantee our **technological independence**.

The vocation of our Mechatronics Unit is **continuous innovation**. Until a few years ago, our business activity was focused on creating and selling mechanical components.

Now, we create and sell **smart devices** and **smart mechanical components**

Our devices interact with the machinery to support **predictive logics** with regard to functionality, performance and preventive maintenance of the machines, and of the factory as a whole.

Our **product reliability**,
our **technologically-advanced** offering,
our ability to **introduce innovation** into the market.
These are our **Competitive Advantages**.



+ Products

Mechatronics

Offering.



***Advanced materials**

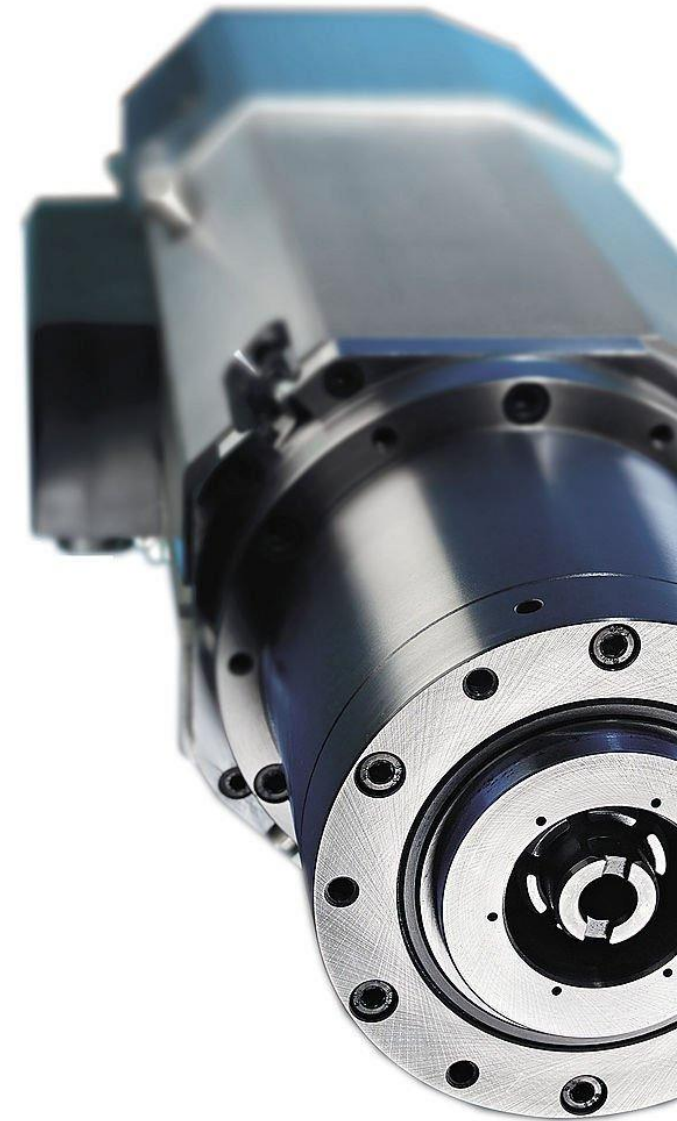
- ✓ Carbon Fiber
- ✓ Foam
- ✓ Composite
- ✓ Aluminium
- ✓ Titanium

Our Mechatronics Division is the **trailblazer for expansion** into new sectors.

We **successfully entered the advanced materials* & plastic processing machinery sector**, thanks to our dedication to constant innovation.

Through our capability to create top-quality solutions, we also **successfully entered the metal** electro-spindles sector.

Our **Mechatronics Division** is the key to **breaking into new sectors** and **diversifying our business**.



+ Products

Mechatronics

 BIESSE GROUP

Offering



01

We combined **2 Axis Heads** and **Direct Drive Technology**

- ✓ improved **working precision** due to the absence of mechanical stress
- ✓ improved **positioning speed**
- ✓ extended **reliability**.

02

We will introduce new **electro-spindles models** to enhance our offering in the metal sector

- ✓ Medium size spindles
- ✓ Large size spindles



+ Products

Advanced Materials*

Targets



***Advanced materials**

- ✓ Carbon Fiber
- ✓ Foam
- ✓ Composite
- ✓ Aluminium
- ✓ Titanium

3 mln/€
2015 target

3,5 mln/€
2015e result

+16,7%
On target

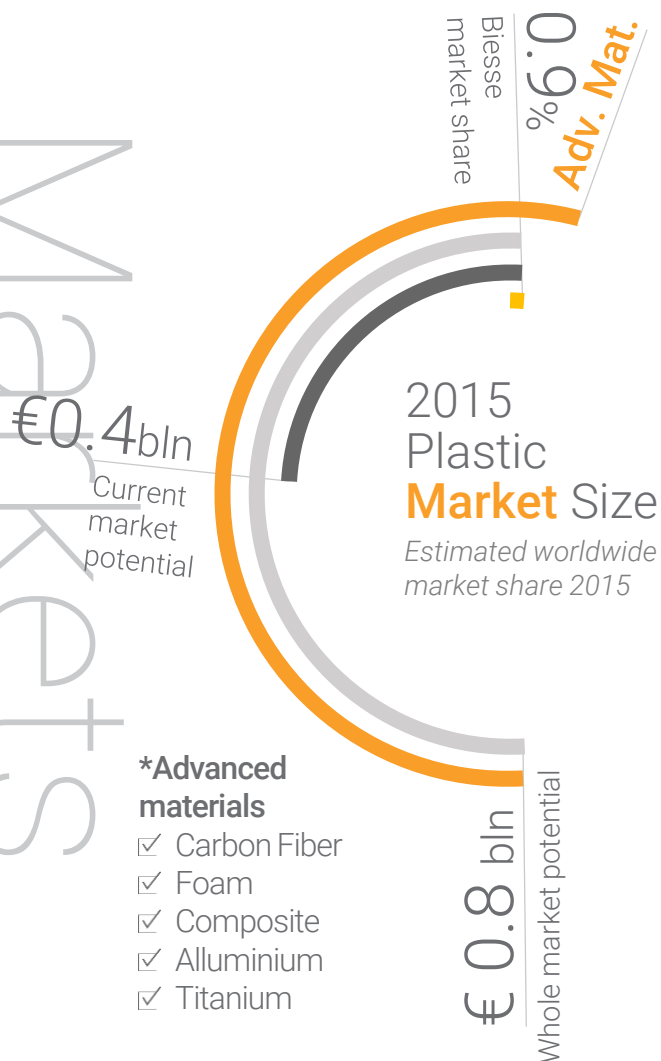
Our successful entry into the plastic & advanced materials sector confirms our **capability to diversify** into new sectors through our innovative **Mechatronics Division** and our **consolidated expertise**.

20 mln/€
2018e target

In the future, we will expand our product offering in order to meet the needs of the entire market.

Advanced Materials*

Markets



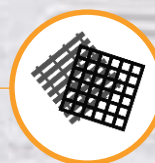
Outlook

In the near future, we expect that the market of Advanced Materials* processing where we insist will double around the GDP grow rate.

Competitors

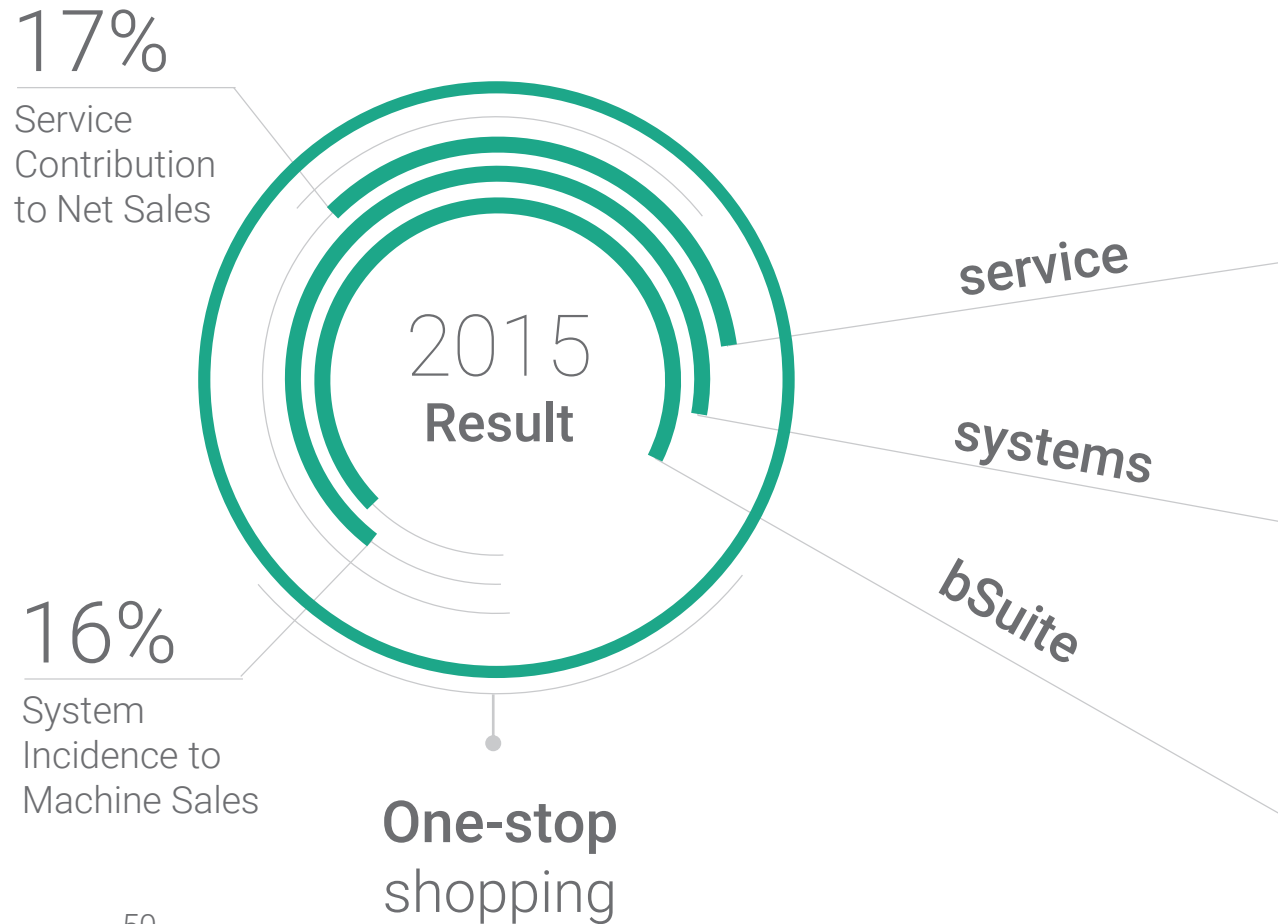
The plastic processing machinery market is highly fragmented worldwide and there are not the same number of companies as in the woodworking machines sector (CMS Industrie - Multicam - Flow Corporation).

CUSTOMERS



2.2 + Solutions

Our strategy in action



We are continually strengthening our services worldwide. We continue to invest in the training of our engineers, in order improve the level of service we deliver

We have successfully adopted a Lean Production approach, and have implemented an order management system which covers each stage, from sales to installation.

We have successfully developed new tools to satisfy the majority of our customers' software requirements with a single, integrated solution.

+ Solutions

Our new targets

18,5%

Service
Target
Contribution to
Net Sales

20%

System
Target
Contribution
to Machine
Sales

0,5%

Software
Target
Contribution
to Net Sales

2015
Result

**One-stop
shopping**

service

systems

bSuite

To evolve to Service 2.0: from a "break and fix" approach to a predictive service

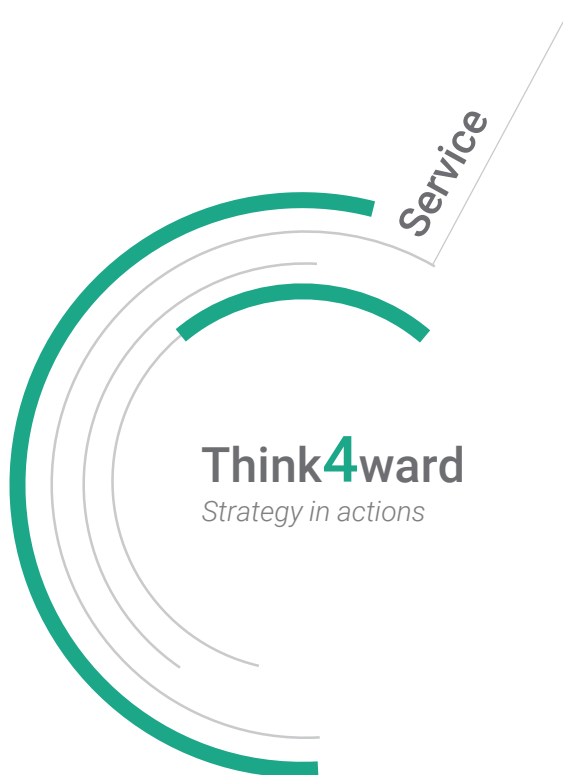
To increase our market share in the system solutions market.

To begin to profit from software fees on a yearly basis.

+ Solutions

Service

Targets



Our network supports **our customers worldwide**.
Through Biesse service and Biesse parts, we offer **technical services and machine/component spares to businesses** anywhere in the world on-site, as well as on-line - 24/7.

Our Service will evolve to **Service 2.0**

- ✓ **Proactivity:** leave "break-and -fix" service logics in the past and move onto **predictive services**
- ✓ **Spare Parts:** encourage a 24/7 assistance / no **down-time approach** with maintenance contracts
- ✓ Maintain **excellence** in terms of service levels

18,5%

2018 Target
incidence on Net Sales

+ Solutions

Systems

Targets



BIESSEGROUP

We want to reinforce our positioning and **increase our market share, becoming a leading company** in the engineering solutions sector.

65 mln/€

2015e results

20%

2018 Target
incidence on
Machine Sales

+ Solutions

Systems

Offering



Biesse Systems is a team of sector experts, capable of understanding and anticipating business needs, who work with the customer from inception through to system installation and testing.

From **engineering to the manufacturing**, from the installation to the after-sales support, we are able to realize complete solutions for our Clients.

- 01 **Boost our sales** and after-sales approach
- 02 **Ensure dedicated** and highly-specialized **services** with key accounts for 360-degree customer management
- 03 **Enhancing** our offering of **flexible systems**

+ Solutions

bSuite

Targets



BIESSEGROUP

01

Consolidation, reliability and rationalization.

Superior technology for creating synergies in machine automation.

02

Technological superiority and sustainability.

Ensuring advanced, sustainable know-how in order to develop intelligent machines.

03

Simple, smart software. Meeting growing technological needs through application software and smart apps.

04

Business software. Business-oriented software to enhance collaboration with our customers' businesses.

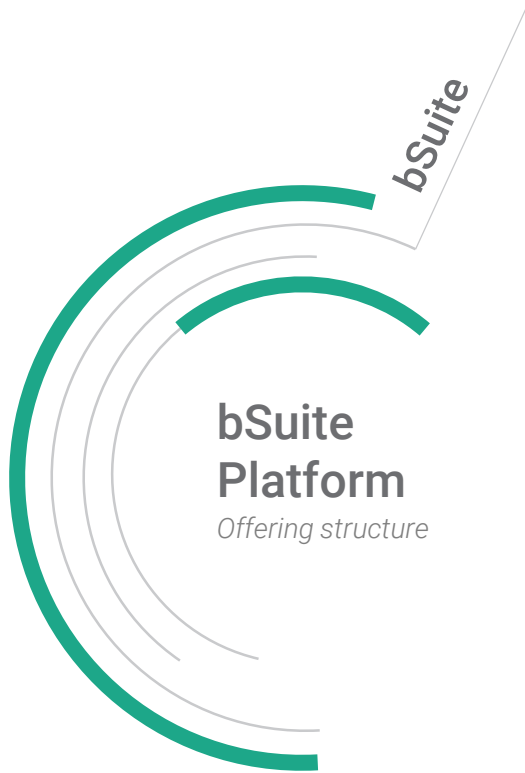
0,5%

Potential Software Fees
contribution to Net Sales

+ Solutions

bSuite

Offering.



bPlatform

Challenging market standards.



bSolid is a 3D cad cam software application



bEdge is a bSuite plug-in, seamlessly integrated for edgebanding planning.



bWindows is a seamlessly integrated plug-in for the planning of windows/door frames.



bNest is the bSuite plugin specifically for nesting operations.



bProcess is the tool that allows in a simple and intuitive way to organize production for a cell of machines.

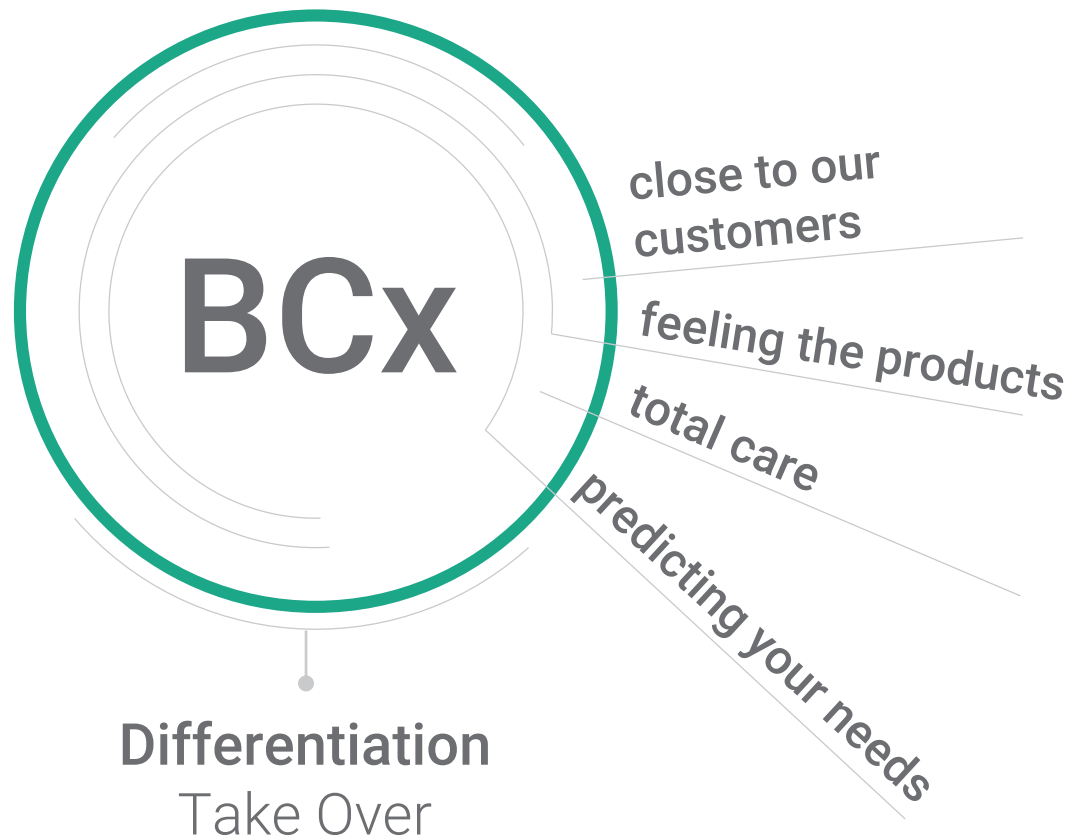


bCabinet is the bSuite plugin for furniture design.



2.3 Biesse Customer Experience

Our strategy in action



Our clients are **makers:**

companies that build houses,
companies that build furniture,
companies that build windows,

**companies that build
the shape of the world.**

+ BCX

Close to our customers



We want to strengthen our **dealer network** - this is crucial in helping us to engage our clients.

Continue the Trade Markets Investments towards the “Roadmap to success”.

01

Increase market share

02

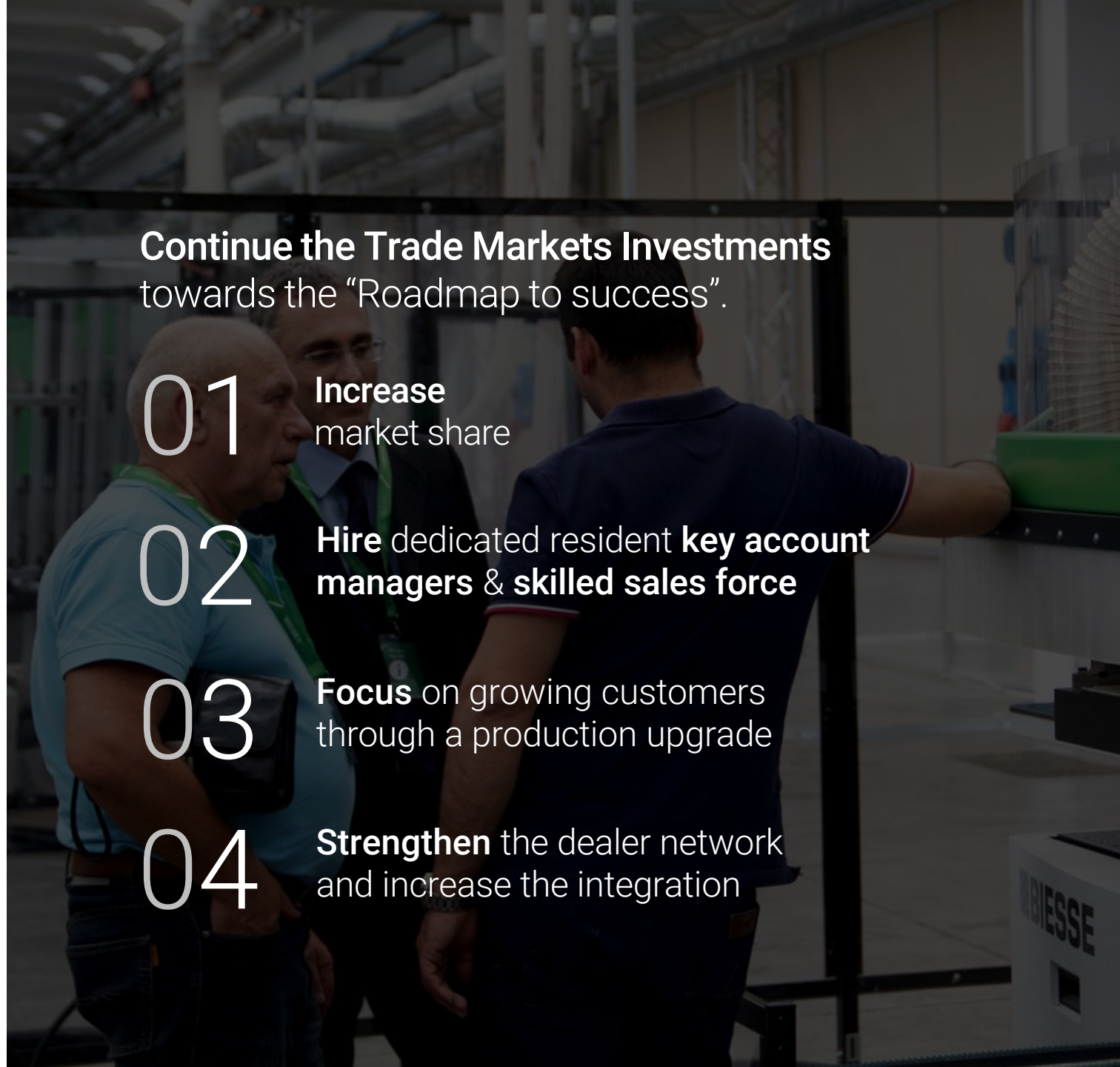
Hire dedicated resident **key account managers** & **skilled sales force**

03

Focus on growing customers through a production upgrade

04

Strengthen the dealer network and increase the integration




+ BCX

Close to our customers



We will continue to **expand our global presence** - we want to be close to our customers.

 **BIESSEGROUP**

01

Continue to promote the “**Roadmap to success**” for our **subsidiaries**: moving from reactive to **proactive**, fostering entrepreneurship at all levels, defining market and customer-oriented strategies

02

Create **3 new Clusters** of business:

- ✓ DACH (Germany-Austria-Switzerland)
- ✓ Turkey/ Middle East
- ✓ China/Far East Asia

03

New more “aggressive” **Sales Matrix**

04

Invest in **human resources** and capabilities as growth drivers

+ BCX

Close to our customers



The production abroad is constantly growing in **India & China**.

01

We want to continue increase our production in the Chinese and Indian facilities.

02

Local4Global: we want to increase the percentage of production exported worldwide from Asian production sites.

20%

2018 Target
production abroad quote

+ BCX

Feeling the products



In order to create a **360-degree experience** for our **customers worldwide**, we have designed a roadmap that will help us to increase **brand awareness**, engage our customers and improve the **Biesse customer experience**.

 **BIESSEGROUP**

- ✓ **Biesse Headquarter Showroom 2.0**
Continue to improve our Showroom, increase the number of events, demos and "Insider"-dedicated events held.
- ✓ **Worldwide Showroom plan**
Improve and strengthen existing showroom events and measure their impact on the local market.

6.600 m²

Headquarters Showrooms
(wood + glass & stone)

18.000 m²

Showrooms worldwide

+ BCX

Feeling the products



We want our customers to **see** how our products work. We want our customers to touch our products, to understand how they can satisfy their needs. We want our customers to live the **Biesse Experience**.

✓ Main fairs and events worldwide

We must be forever present in our sector, and ensure that we are the best.

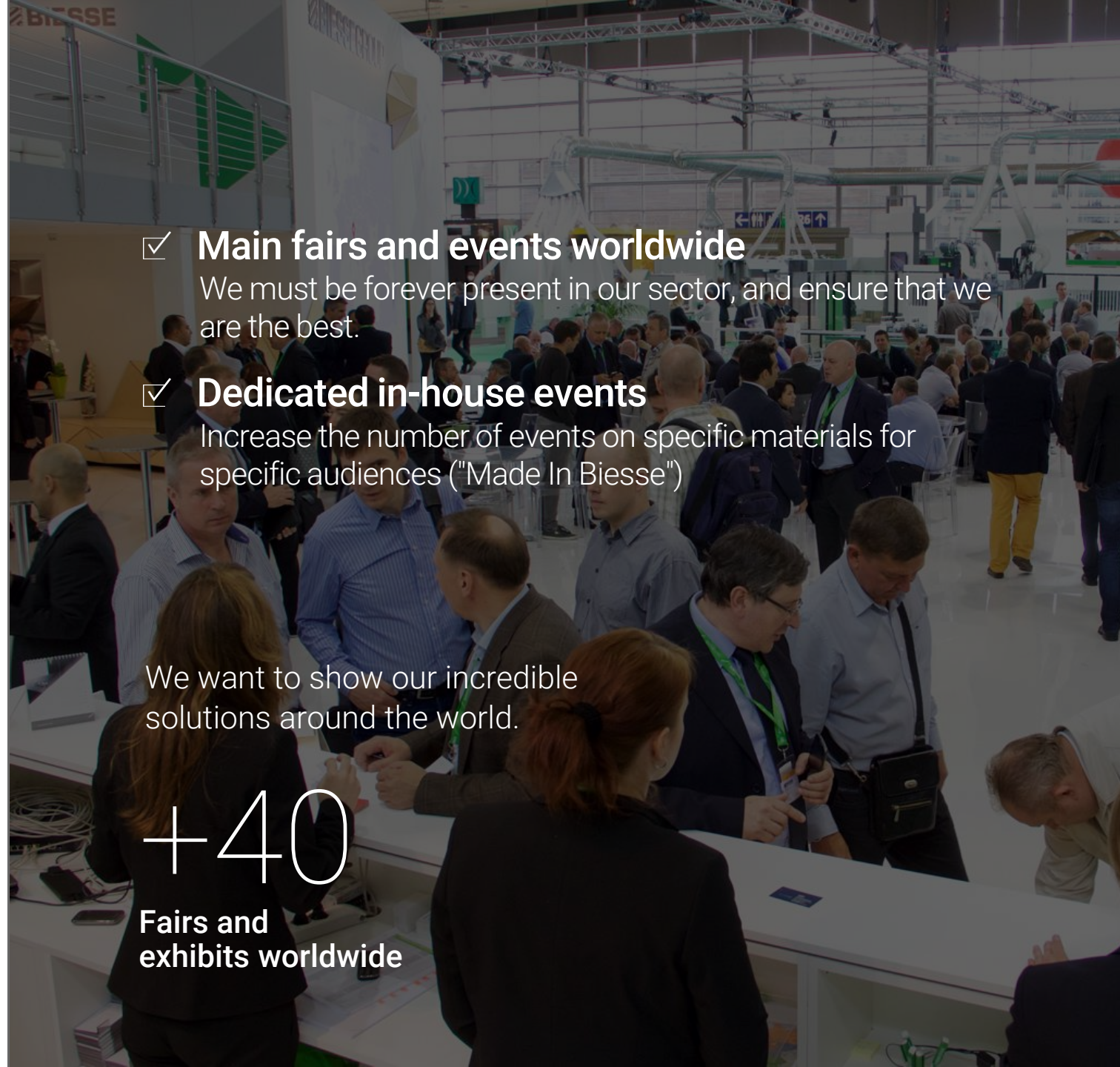
✓ Dedicated in-house events

Increase the number of events on specific materials for specific audiences ("Made In Biesse")

We want to show our incredible solutions around the world.

+40

Fairs and exhibits worldwide



+ BCX

Feeling the products



By demonstrating the perfect functionality of our **products** and engaging our customers through **training** and **events**, we will spread the **Biesse Experience** worldwide.

 **BIESSEGROUP**

✓ **Regional Marketing**

Nominating “Best Dealers” and “Best Customers” is another way to engage our entire customer base and show how our products work locally through trade shows, dealer open-house events and Tech Tour plan.

✓ **Academy Days**

Customers and dealers taking part in training on Biesse Products, and how they can exploit the full potential of these.

We want to engage our customers with dedicated events on specific materials.

+7.000

Demos per Year

+ BCX

Total Care



Our Total Care package not only contributes to building **long-term relationships** with our customers - it also exceeds the standards of the packages offered within the **industries** in which we operate.

Total Care is a multi-year Warranty and Financial Plan currently **testing in UK and Canada.**

01

Customer Experience

Total Care is definitely not a 'marketing tactic' – it is a long-term strategy designed to make dealing with Biesse an easy, enjoyable and rewarding experience.

02

Peace of Mind

Total Care enables customers to run their business. Cover for preventive maintenance, breakdowns and even damage due to operator error are all included.

03

Confidence

Our multi-years warranty is based on our excellent machine reliability statistics.

04

Investment

The cost of ownership and the risks normally associated with purchasing and operating capital plants are minimized.

05

Protection

At the end of the 5-year plan, customers can decide to upgrade to a new machine, and the original machine is placed on the second user market, with the benefits of a full service history and increased value.

+ BCX

Predicting your needs



We make
Smart Factory
of our Customers.

 **BIESSEGROUP**

We offer **innovative solutions** with high levels of flexibility, not only thanks to our production logic, but also the ability of our machines to adapt to **customer requirements in accordance with** the increased availability of information (IoT).

The Internet of Things, transformed from a simple resource to a central element of the Customer Value Chain.

In 2013 we were the **first to introduce smart devices** to the Wood- Aluminum- Plastic (WAP) sector.

Our working approach evolved from a break-and-fix logic to a more advanced, **predictive logic**.

Now we want to
drive our Customer into the Future.



Our **2015** in figures



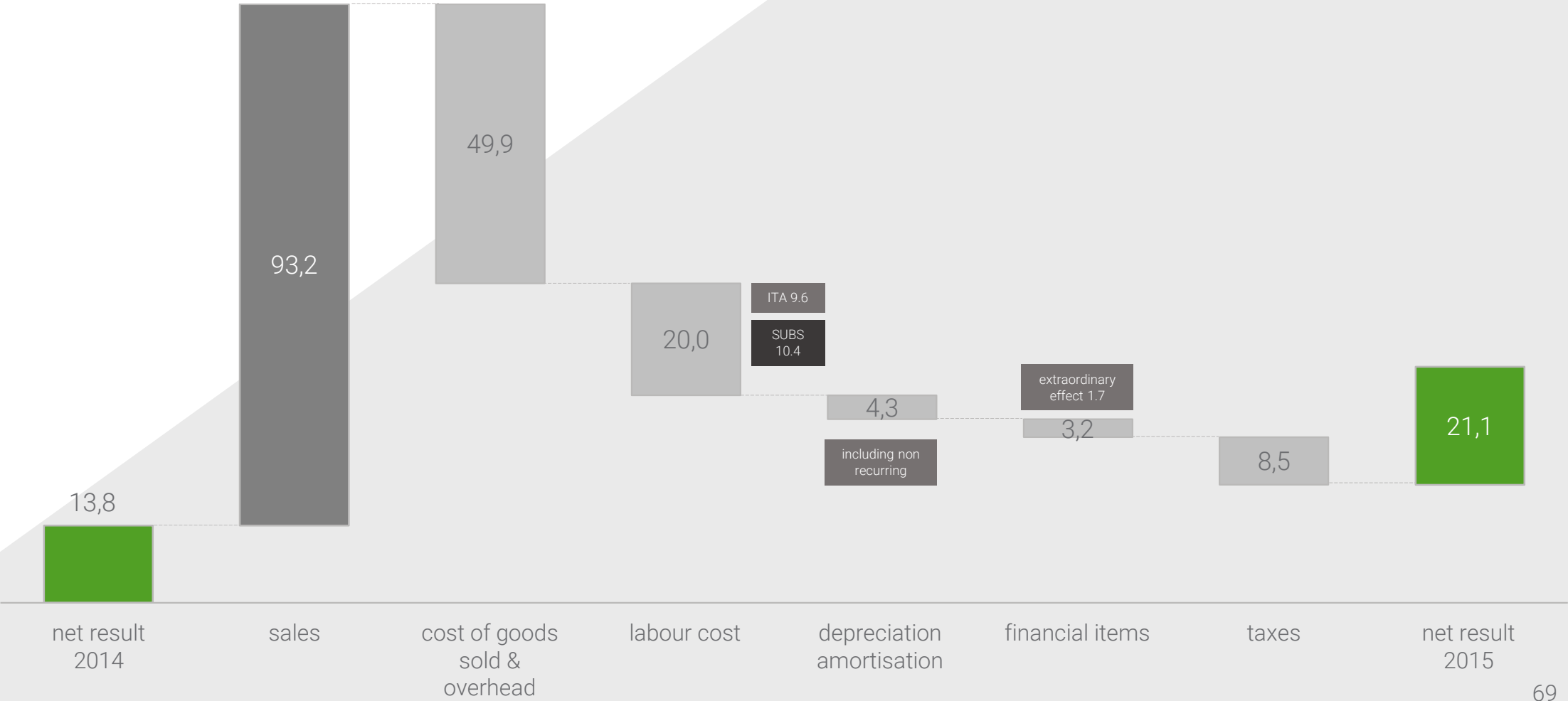
Our **2015** in figures

Extract of the P&L

€/mln	2013	2014	2015	
Net sales year -1	378,4 -1,2%	427,1 +12,9%	519,1 +21,5%	CAGR 10.7
Cost of good sold	156,5 41,4%	171,2 40,1%	206,1 39,8%	
Value added %	143,5 37,9%	169,1 39,6%	212,4 40,9%	CAGR 12,0%
Labour cost	112,7 29,8%	128,2 30,0%	148,2 28,6%	
overhead	81,4 21,5%	89,7 21,0%	104,7 20,2%	
EBITDA %	30,9 8,2%	40,9 9,6%	64,1 12,4%	CAGR 14.2
EBIT* %	18,1 4,8%	26,5 6,2%	43,8 8,4%	CAGR 17,9%
Net Result %	4,3 1,1%	13,8 3,2%	21,1 4,1%	CAGR 29,4%
		tax rate 39,1%	45,3%	



Net Result bridge 2014 vs 2015



Tax rate comments

€/mln	2014	2015
taxes	8.8	17.4
Net Result	13,8	21,1
%	3,2%	4,1%

tax rate **39.1%**

45.3%

projected tax rate
for the plan **34%**

Compared to the previous year,
the **2015 tax rate increase** is mainly due to:

1. increase of the
Corporate tax
(in Italy **+€ 7.6 mln** -
abroad + **€ 2.0 mln**)

2. conservative
approach to the D.T.A.
use (i.e. China & Spain)

3. stop of the previous
year losses exercise

4. positive effect of the
IRAP decrease in Italy
(- €1.4 mln)

Cashflow - Net Debt

€/mln	2013	2014	2015
Gross Cashflow % net sales	52.1 13.8%	38.3 9.0%	46.3 8.9%
Investments % net sales	-19.9 5.2%	-20.8 4.9%	-25.2 4.9%
Net Cashflow %	32.3 8.5%	17.5 4.1%	21.1 4.0%
Dividends		-4.8 € 0.18 per share	-9.8 € 0.36 per share
Delta Net debt	32.3	12,7	11.3
NET FINANCIAL POSITION	-23.9	-11.2	0.1



Our **future** in figures

4.1 More **Revenue**

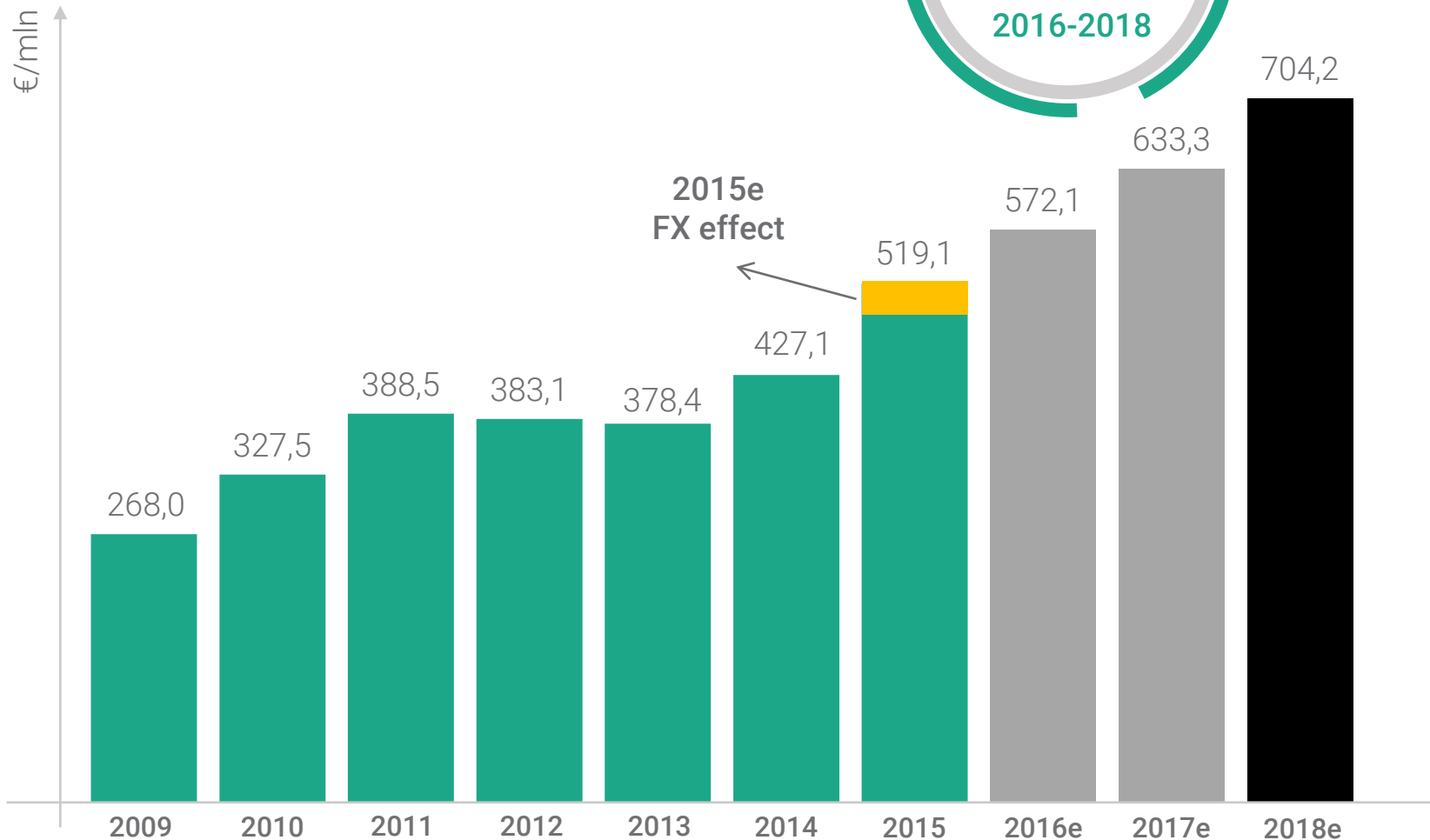
4.2 More **Profit**

4.3 More **Cash**



More Revenue

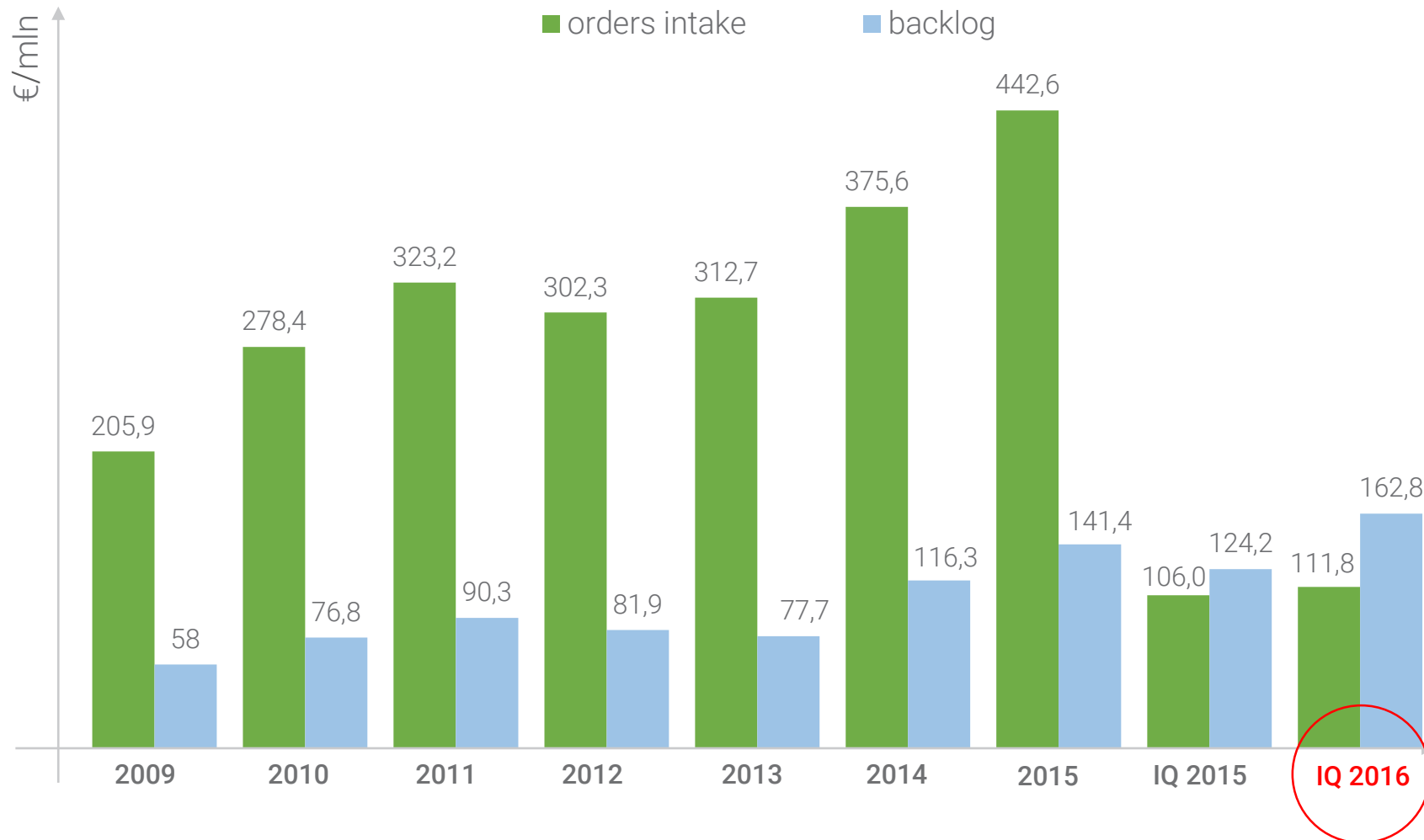
Net Sales



Continuing to pursue **organic growth**.

- ✓ Same perimeter
- ✓ Increasing our sales force, agents and distributors **worldwide**
- ✓ Growing in all the outstanding business division: **not only in the woodworking machine sector**, but also in the areas of glass, stone and mechatronics
- ✓ Continuing to **diversify into new sectors**: advanced materials* and metal working

Group order intake & backlog

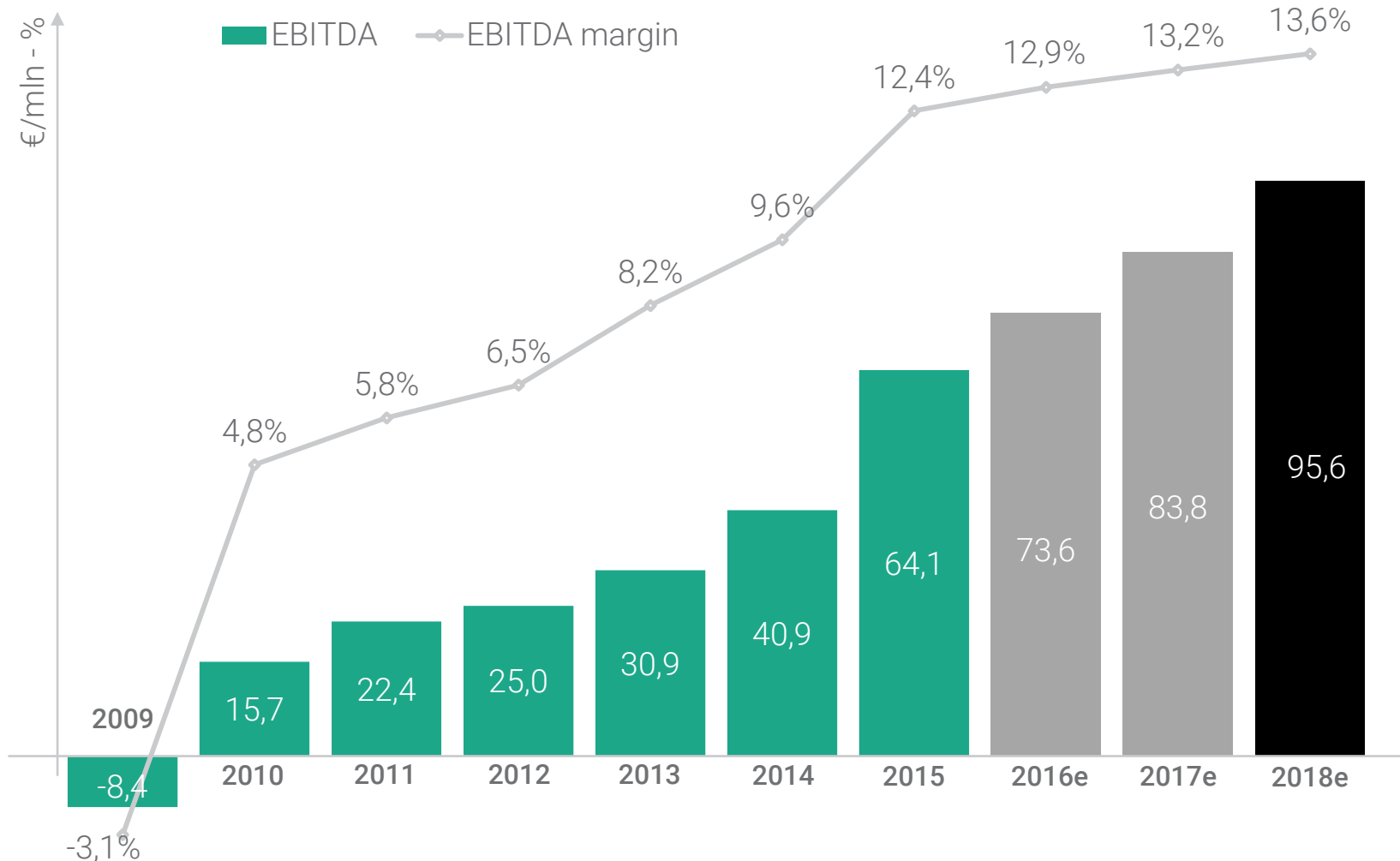


Continue to increase **our sales.**

- ✓ 2015: Group orders intake **+17,8% (vs. the same period 2014)**
- ✓ 2015: Group backlog December 2015 **+21,5% (vs. the same period 2014)**
- ✓ IQ 2016: Group orders intake 3 months **+5,5% (vs. the same period 2015)**
- ✓ IQ 2016: Group backlog March 2016 **+31,0% (vs. the same period 2015)**

More Profit

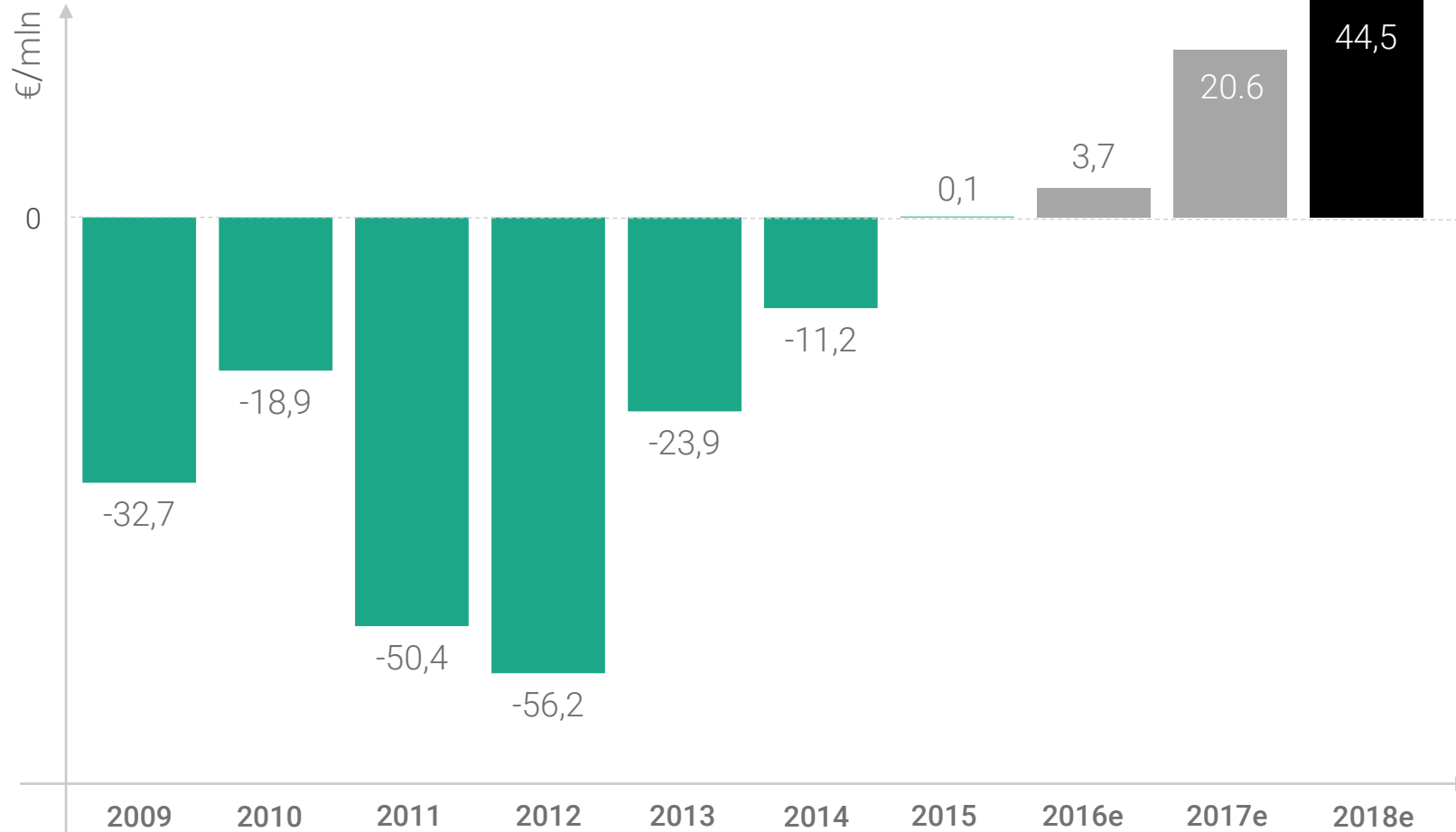
Ebitda



Continue to increase
generation of value.

- ✓ Decreasing incidence of **COGS** on Net Sales through footprint optimization and efficiency
- ✓ Maintaining **Labour Cost** incidence on Net Sales **below 29%**
- ✓ Maintaining **Overhead** incidence on Net Sales **below 20%**

Net Debt

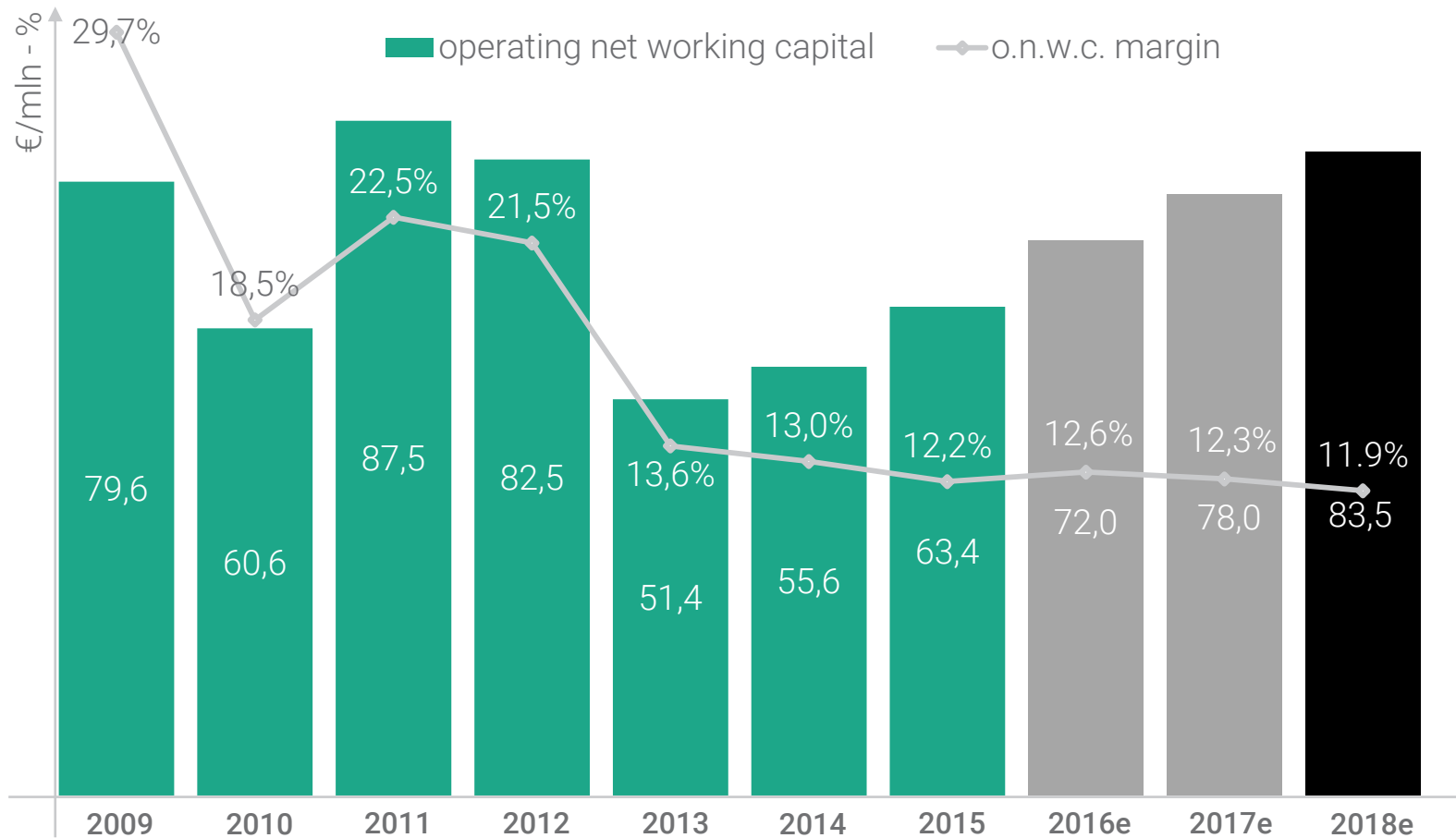


Continue to generate a **positive cash flow**.

- ✓ Starting from **Zero Net Debt in 2015**
- ✓ Continuing to invest in **R&D around 5% of Net Sales**
- ✓ 2016 **investing Cash Flow** in an “extraordinary” CAPEX to support our growth forecast

More **Cash**

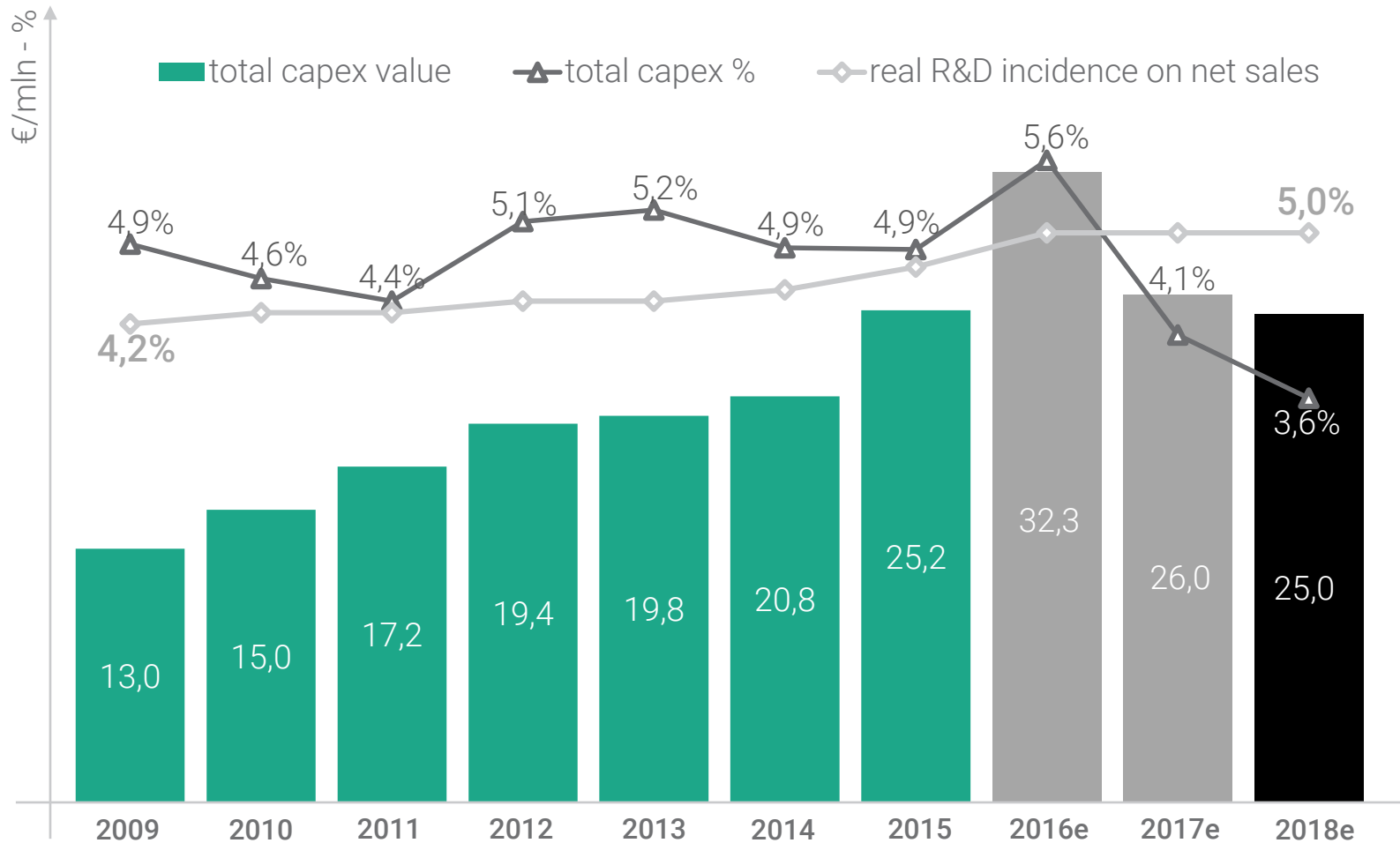
Operating **Net Working Capital**



Continue to strictly **control** our Operating Net Working Capital.

- ✓ Maintaining **Operating Net Working Capital** incidence on Net Sales well **below 14%**
- ✓ Maintaining our Group **inventories** below **22%** incidence on Net Sales
- ✓ Maintaining our Group **DSO** around **60 days**
- ✓ Maintaining our Group **DPO** around **110 days**

Capex



Invest to **continue our growth path.**

2016

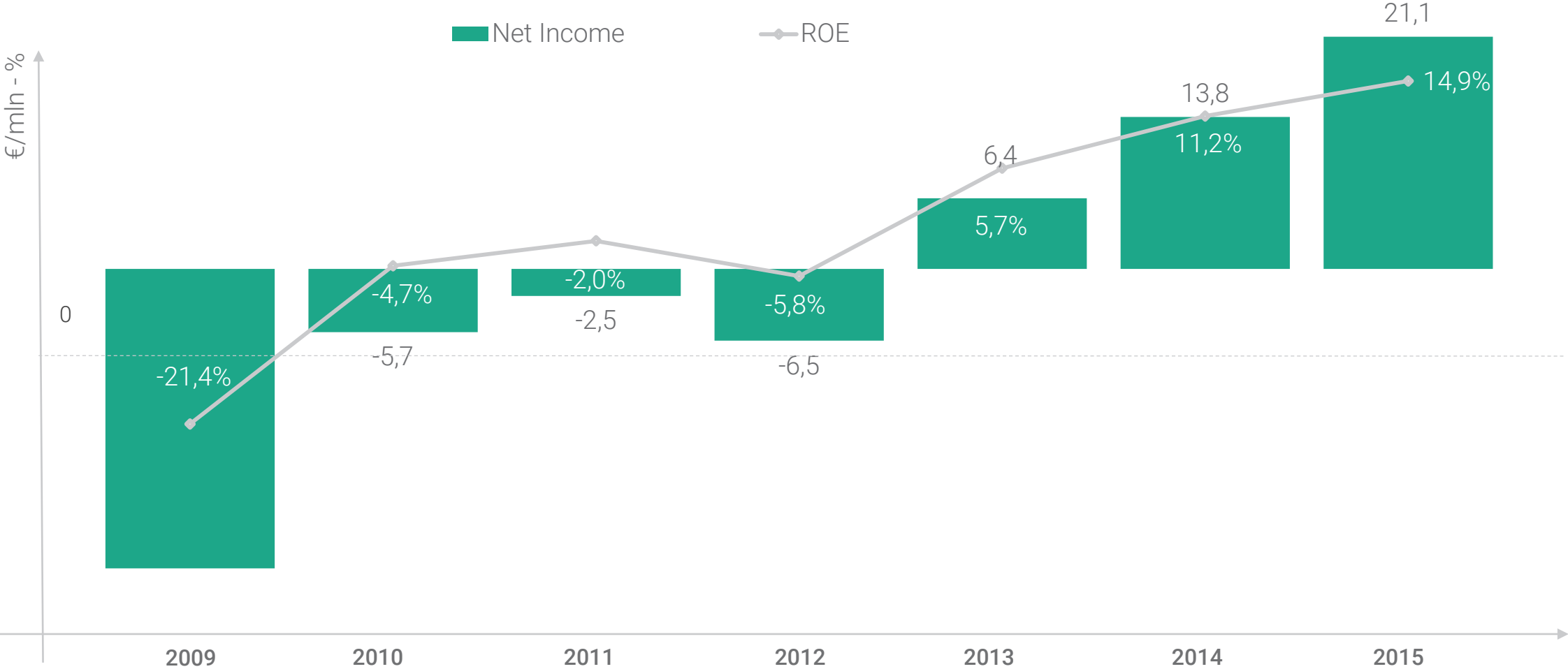
Main Investments drivers

- ✓ **Indian** Manufacturing Site Expansion (+10.000m²)
- ✓ **Chinese** Production Site Lean Manufacturing Adoption
- ✓ **Mechatronics** Italian new plant for R&D and production (10.000m²)
- ✓ **R&D constant investment**, around 5% on net sales every year
- ✓ **Wood machinery production site** enlargement & maintenance capex



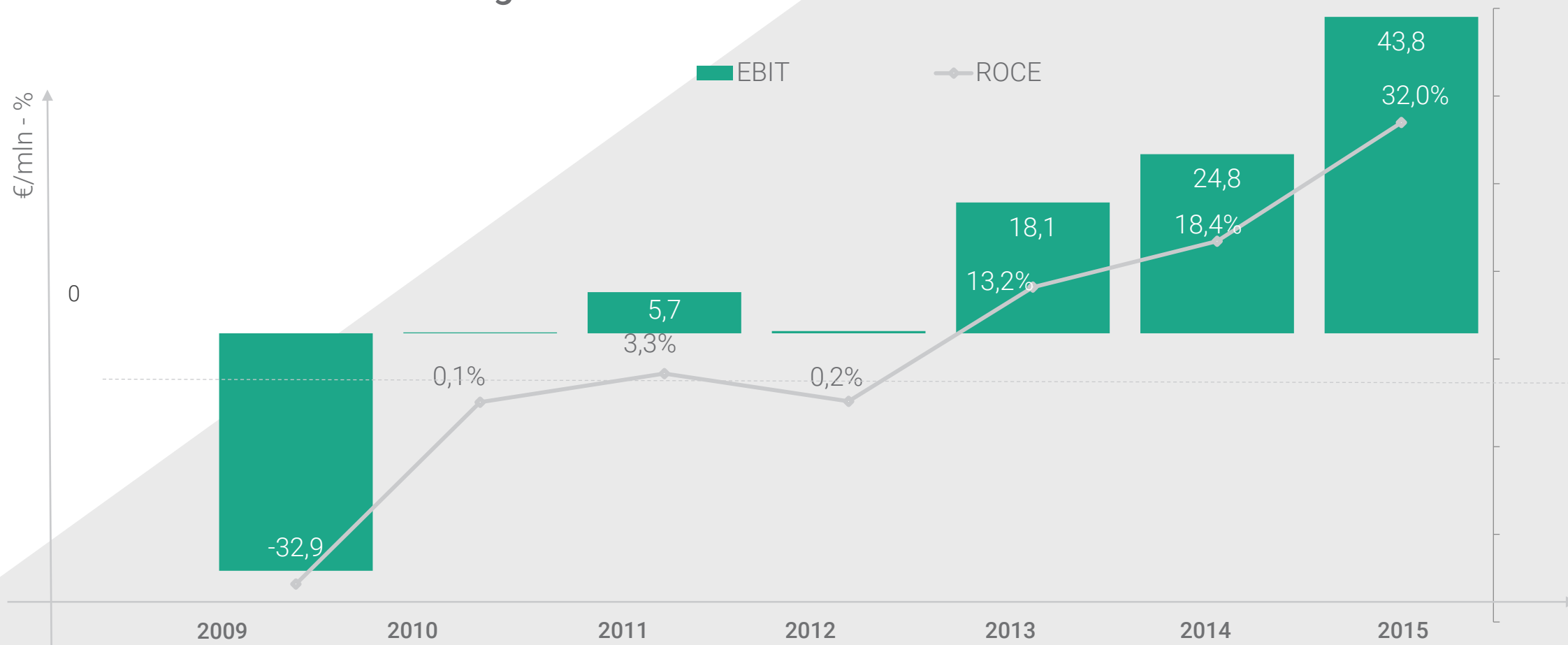
Annex

ROE



ROCE

Before taxes & non recurring item



Extract of the **P&L**

€/mln	2013	2014	2015	2018e	Targets
Net sales year -1	378,4 -1,2%	427,1 +12,9%	519,1 +21,5%	704,2 +11,2%	decrease COGS incidence % on Net Sales of 1.2% through footprint optimization and efficiency
Cost of good sold	156,5 41,4%	171,2 40,1%	206,1 39,8%	271,8 38,6%	
Value added %	143,5 37,9%	169,1 39,6%	212,4 40,9%	298,6 42,4%	
Labour cost	112,7 29,8%	128,2 30,0%	148,2 28,6%	203,0 28,8%	< 29% incidence
overhead	81,4 21,5%	89,7 21,0%	104,7 20,2%	136,0 19,3%	< 20% incidence
EBITDA %	30,9 8,2%	40,9 9,6%	64,1 12,4%	95,6 13,6%	
EBIT* %	18,1 4,8%	26,5 6,2%	43,8 8,4%	71,6 10,2%	



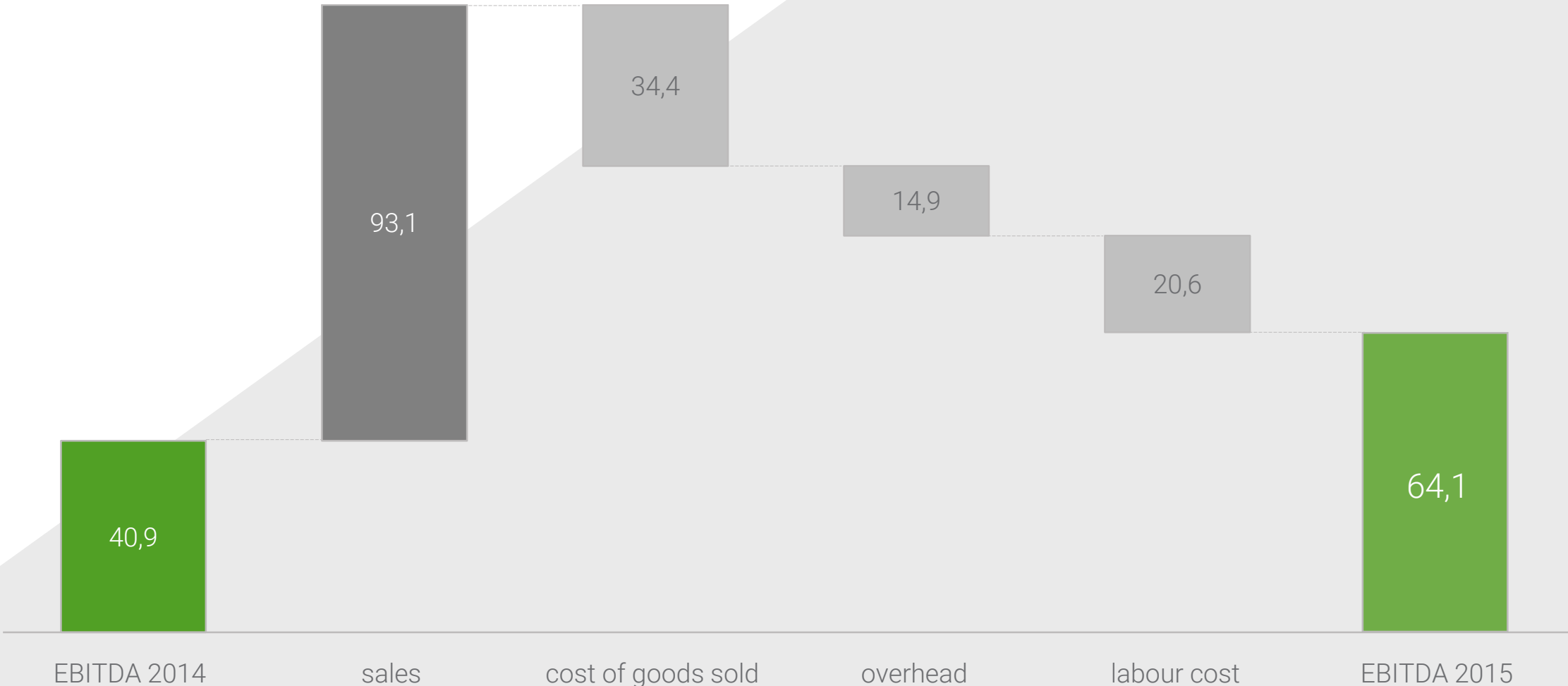
CAGR 10.7

CAGR 12,0%

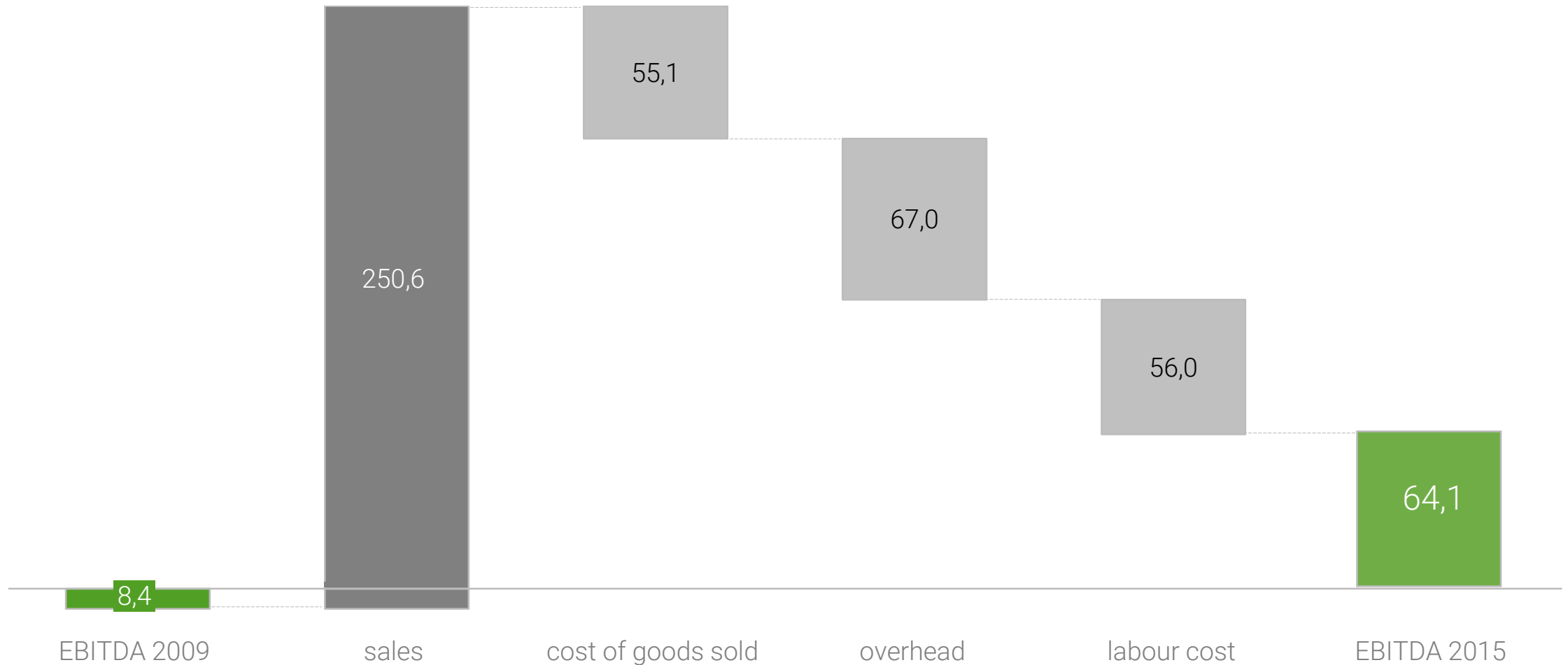
CAGR 14.2

CAGR 17,9%

EBITDA bridge 2014 vs 2015



EBITDA bridge 2009 vs 2015



Operating Net Working Capital

€/mln

2013

2014

2015

2018e

Targets

Inventories
% net sales

22,8%

23,0%

21,5%

19,4%

<22%

Receivables
% net sales

20,1%

18,9%

20,3%

19,1%

DSO 60
daysPayables
% net sales

29,4%

28,8%

29,5%

26,6%

DPO 110
daysOperating Net Working Capital
% net sales

51,4

55,6

63,4

83,5

13,6%

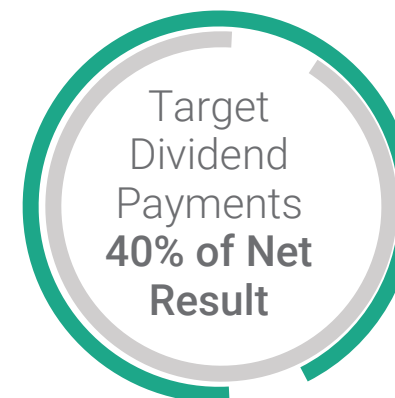
13,0%

12,2%

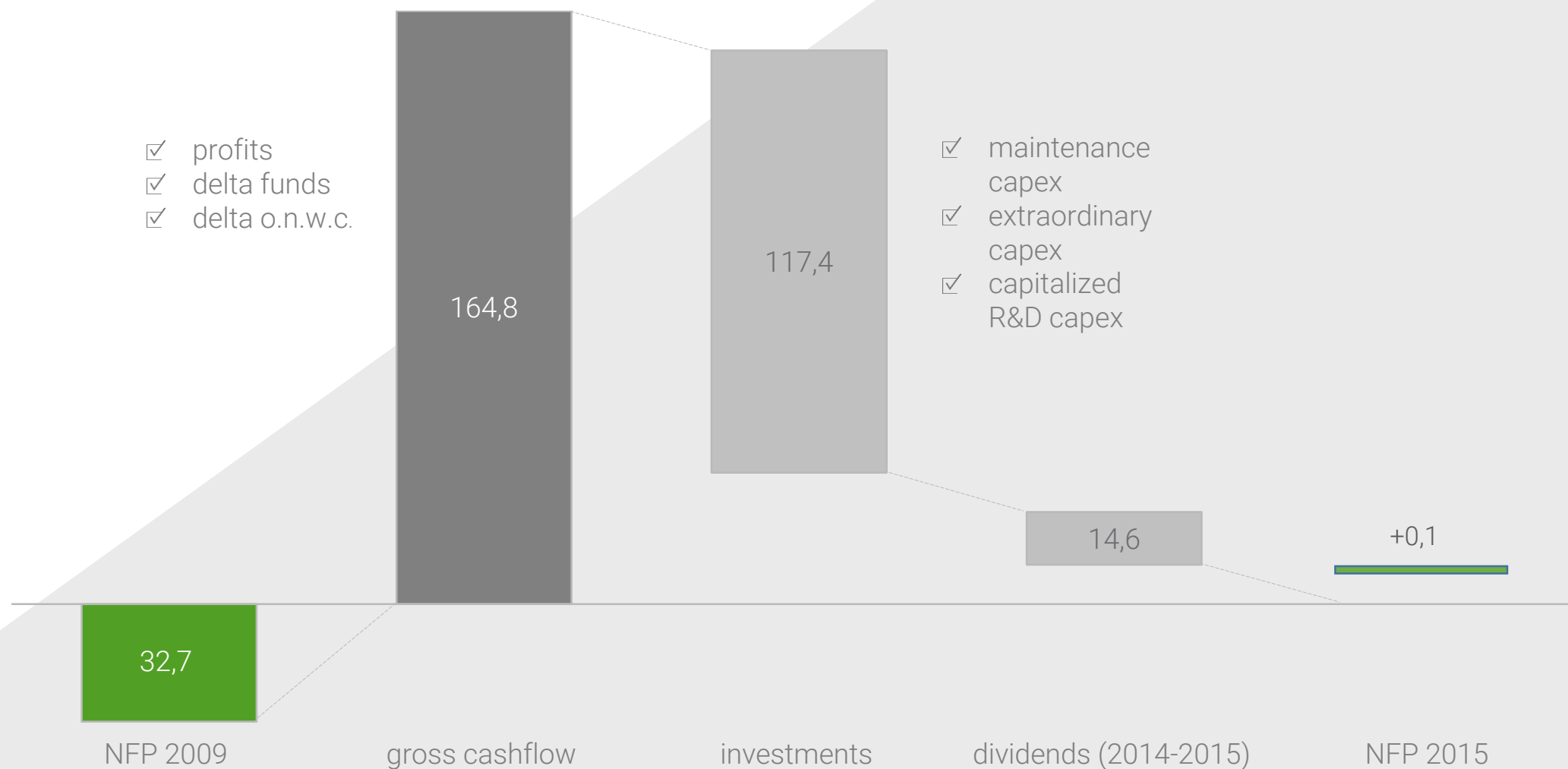
11,9%

Cashflow - Net Debt

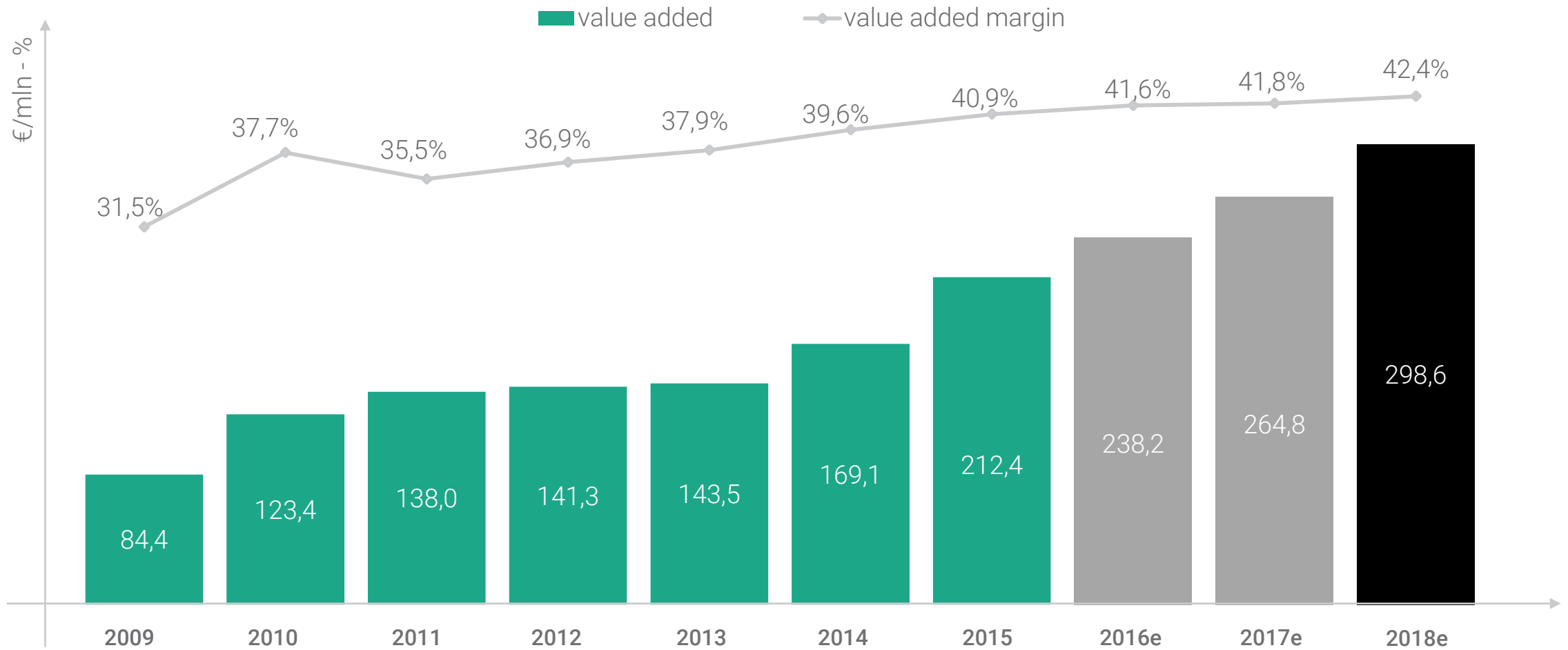
€/mln	2013	2014	2015	2016e	2017e	2018e
Gross Cashflow	52,1	38,3	46,3			64,1
% net sales	13,8%	9,0%	8,9%			9,1%
Investments	-19,9	-20,8	-25,2			-25,0
% net sales	5,2%	4,9%	4,9%			3,5%
Net Cashflow	32,3	17,5	21,1			39,1
% net sales	8,5%	4,1%	4,1%			5,6%
Dividends		-4,8 0.18 per share	-9,8 0.36 per share 71% of 2014 net result			
Δ Net Debt		12,7	11,3			
Net Debt	-23,9	-11,2	0,1			44,5



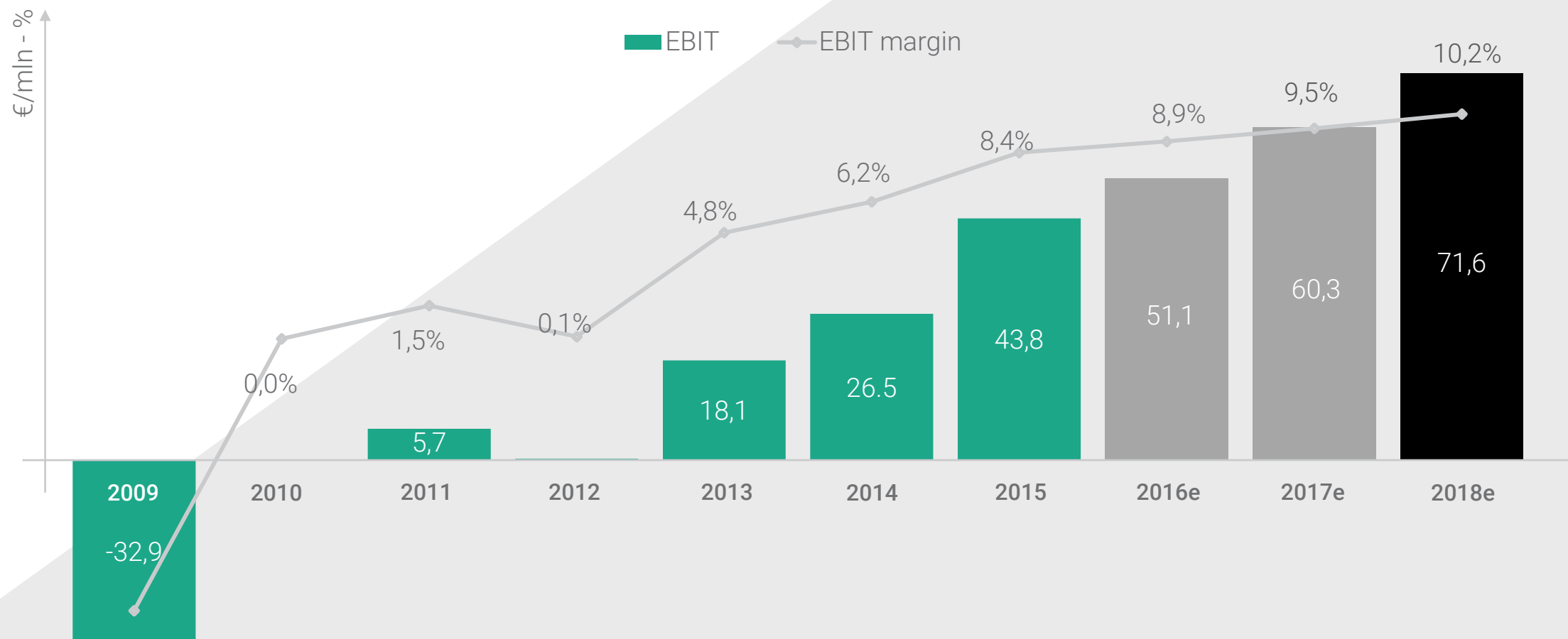
Cashflow bridge 2009 vs 2015



Value added

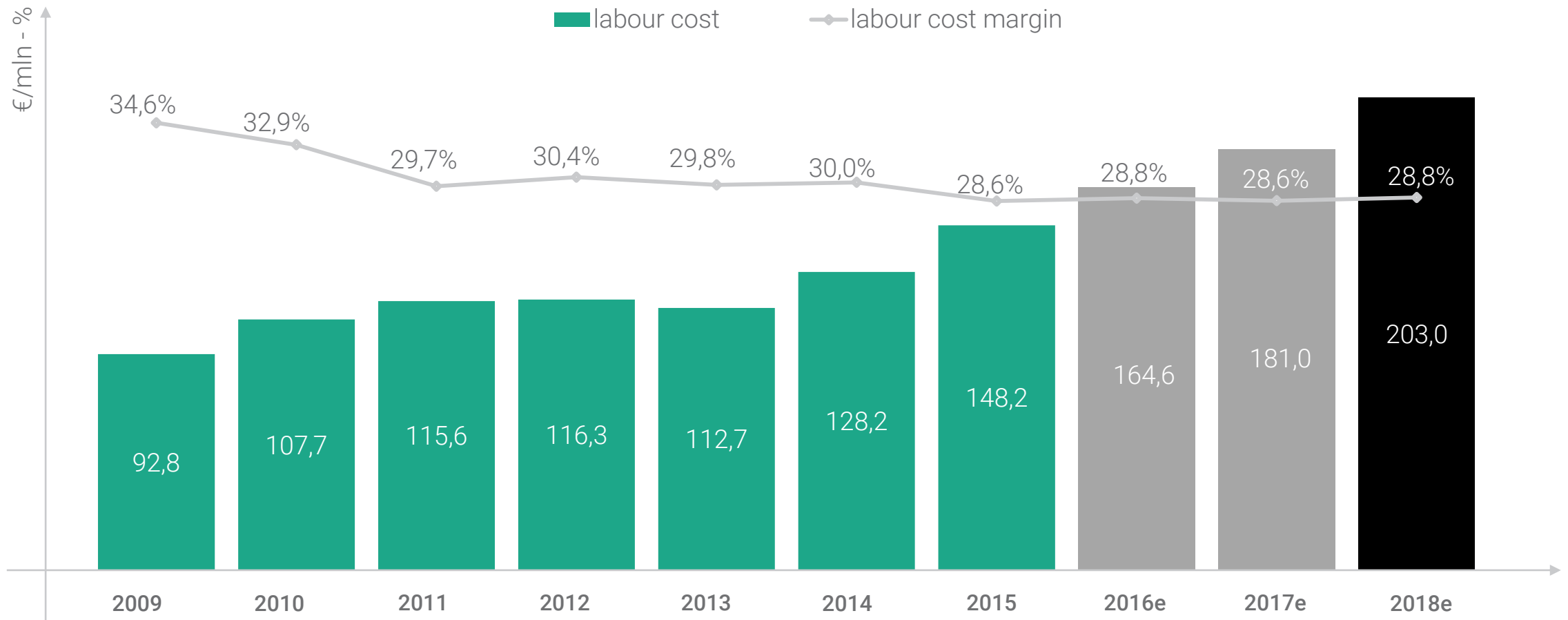


Ebit



* before non recurring items

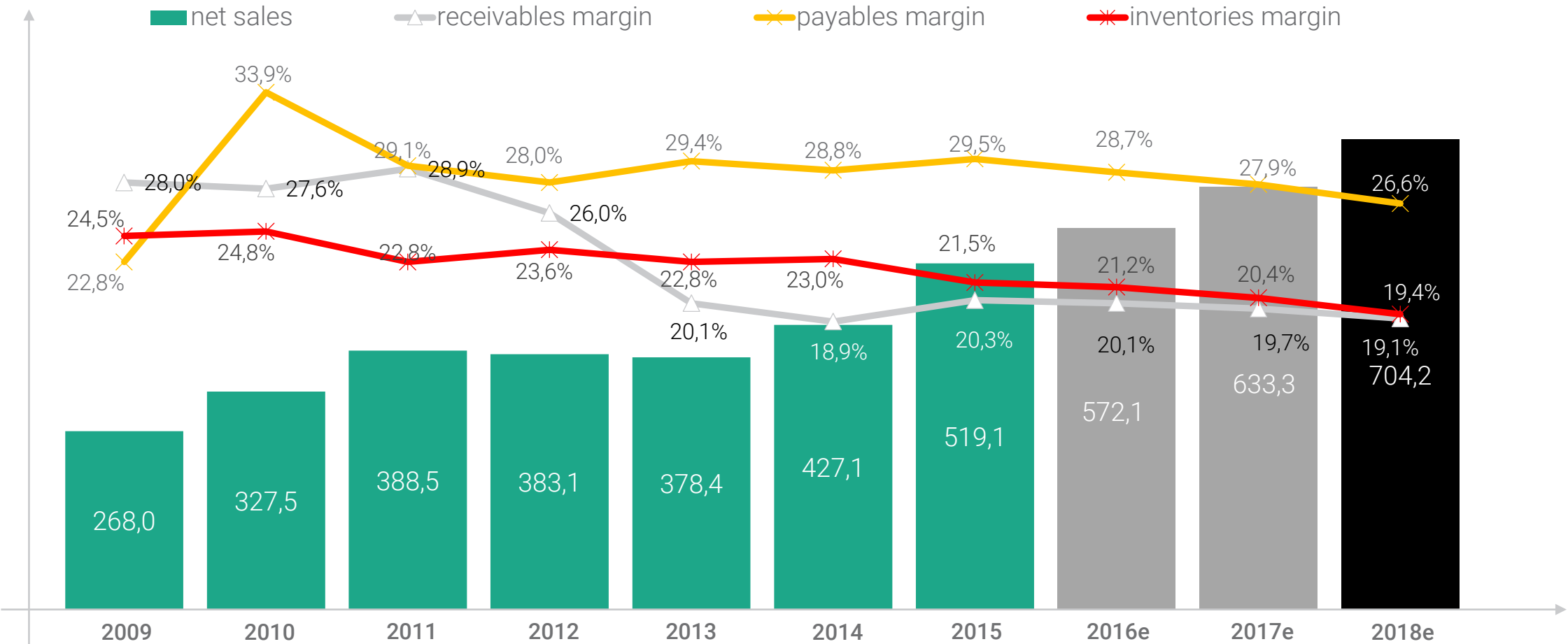
Labour cost



Group People Distribution

	2010	2011	2012	2013	2014	2015	2018e
Production % of total people	965 41%	1.250 46%	1.265 45%	1.175 44%	1.201 42%	1.335 42%	
Service & After sale % of total people	568 24%	577 21%	574 21%	613 22%	628 22%	690 22%	
R&D % of total people	293 12%	316 12%	338 12%	321 12%	361 13%	383 13%	
Sales & Marketing % of total people	340 13%	361 13%	364 13%	351 13%	439 15%	495 15,6%	
						2015 vs 2010 increase 45.6%	
G & A % of total people	202 9%	233 9%	242 9%	235 9%	252 9%	273 9%	
ITALY % of total people	1660 70%	1.656 61%	1.646 59%	1.547 57%	1.605 56%	1.780 56%	50%
OUTSIDE ITALY % of total people	708 30%	1.081 39%	1.136 41%	1.148 43%	1.276 44%	1.396 44%	50%
TOTAL revenue x employee	2.368	2.737	2.782	2.695	2.881	3.176	
						2015 vs 2010 increase 34.1%	

Receivables - Payables - Inventories



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- ✓ For further details on the Biesse S.p.A. reference should be made to publicly available information, including the Quarterly Reports, the Half Annual Report, the Annual Reports and the Three Years Business Plan.
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