

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

Company presentation

November 2016





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.



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.

industrial group business divisions

production sites





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

2

production sites outside Italy

(India - Bangalore, China - Dongguan)



Biesse Asia Grand Opening

BIESSEGROUP

Where we are

Italy Brianza Triveneto

Austria Salzburg

U.K. Daventry

Switzerland Luzern

Sweden Jonkoping

Russia Moscow

Germany Elchingen Lohne Gingen

France Lyon

Spain Barcelona

Portugal Lisboa

U.A.E. - Dubai Dubai

Turkey Istanbul

North America Charlotte Montreal Toronto Los Angeles Fort Lauderdale

Brazil San Paolo

India Bangalore Mumbai Noida

China Shanghai Dongguan Guangzhou

Asia Singapore Kuala Lumpur Jakarta Seoul

Oceania Sydney Brisbane Melbourne Perth Auckland



new

With

Customers in 120 countries



Allen Organ, U.S.A

ME

Milan Design Week, Italy



Sagrada Familia, Spain



Made With Intermac

Made With Biesse

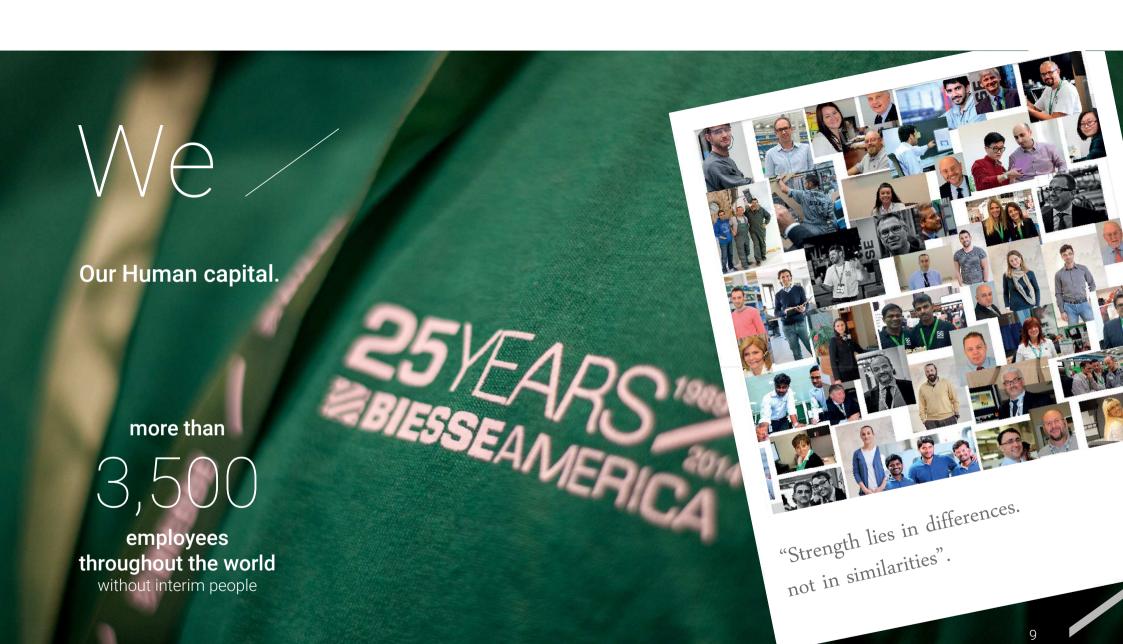




Cosentino Group, Spain

Made With Diamut

Mad

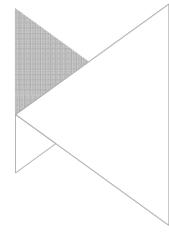






Our Values

Innovation
Reliability
Sustainability
Excellence



Our values /

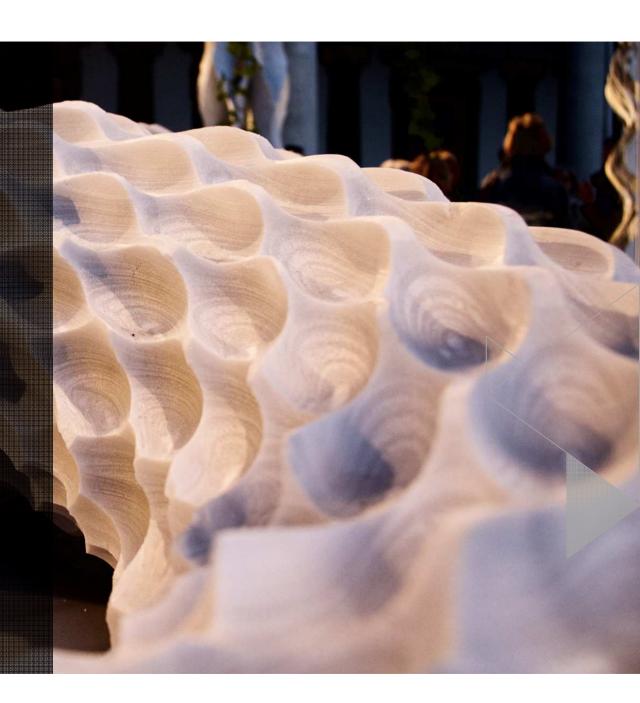
Innovation

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
- ☑ Air Force System



Our values / Reliability to enhance trust and compliance. Winning & Committed Growing & Qualified Trusted & Loyal Satisfied **Employees Partners Investors** Customers OUR MAIN PRINCIPLES ✓ Fairness to all stakeholders ✓ Mutual trust and transparency ✓ Unrestricted and clear communications ✓ Sharing of knowledge and experience 14

⊠BIESSEGROUP

Sustainability

to get widespread goodwill and strong reputation.

Society

Our values /

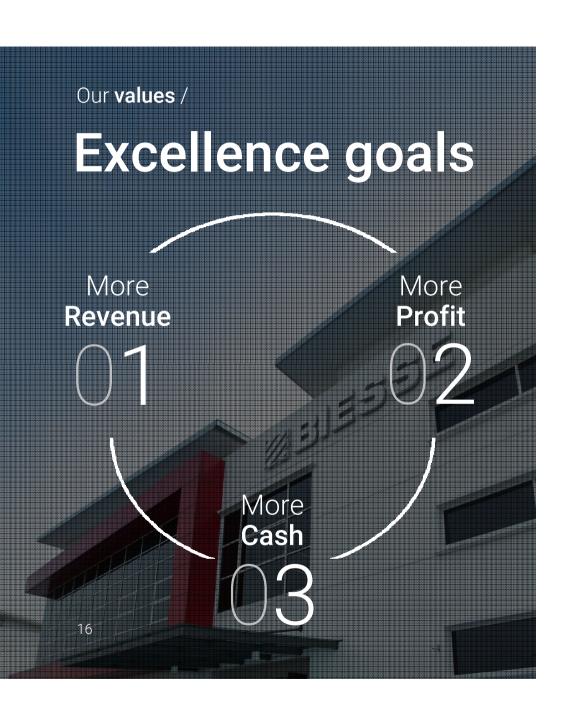
Environment

People

Regulation

Financial

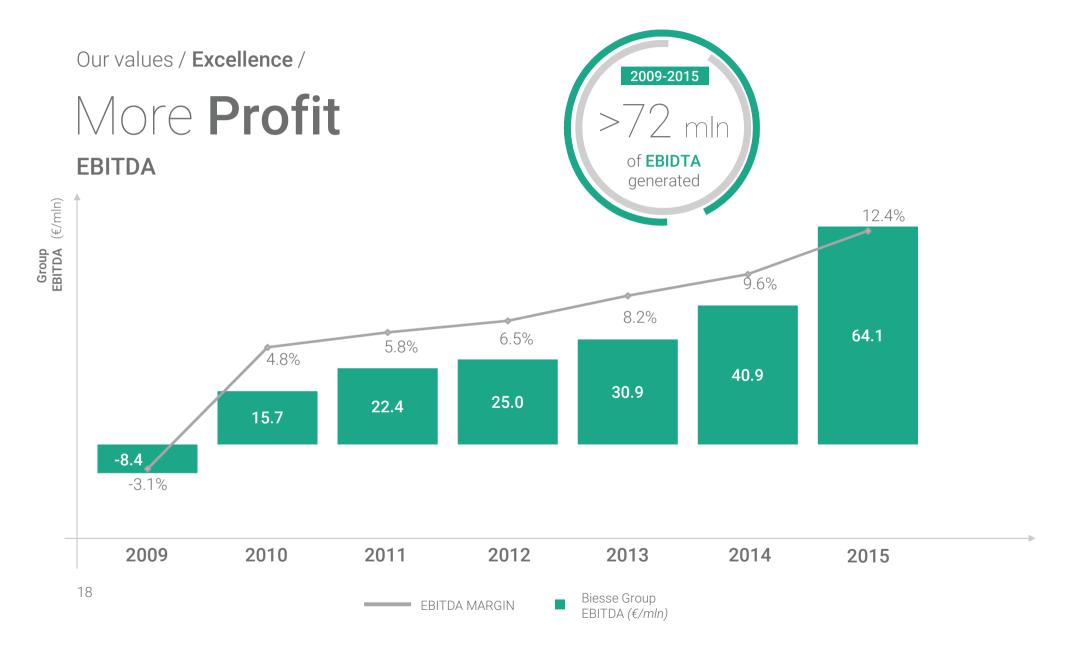
Only the culture of strictly adherence to **good compliance** can keep our Group ahead on **sustainable** basis.



for a consistent

growth



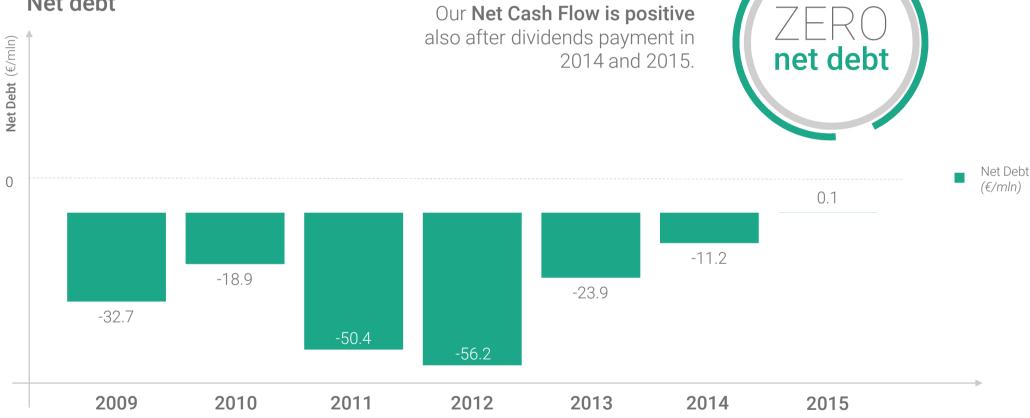


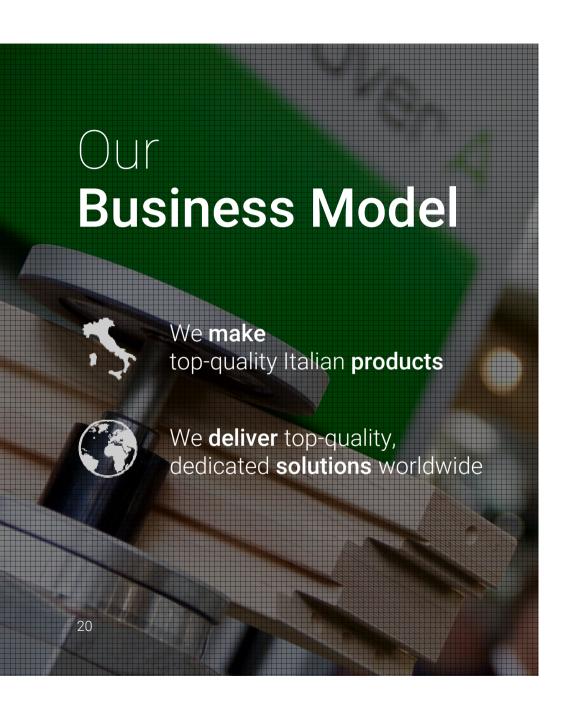
Our values / Excellence /

BIESSEGROUP

More Cash

Net debt





key points
Knowledge
Delivery
Products
Customers

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

Our **Products**

02



WOOD



GLASS



STONE



PLASTIC



METAL

V

01

04

Systems
We create angin

We create engineered solutions. from plant design to production. Implementation. installation and maintenance.

We design

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

Machines

Tooling

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

Mechatronics

BIESSEGROUP

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

03

2



Made With Biesse Group technologies

Our Business Model /

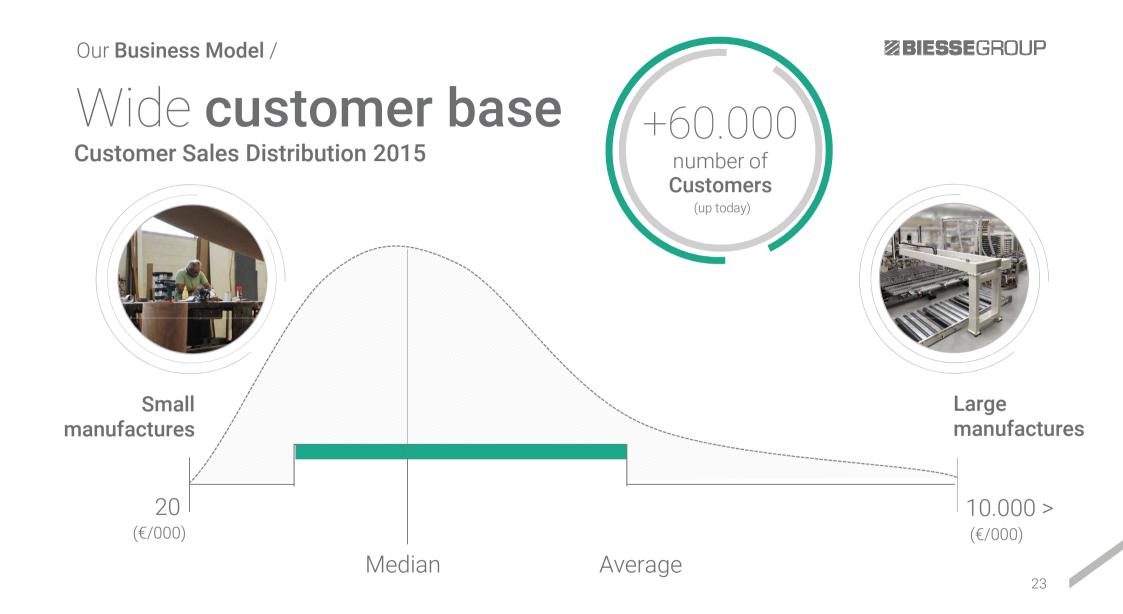
Our main customers

Ikea Howdens Masonite Colombini Group **Veneta Cucine Roland Gerling Lube Cucine** Lago Fiam

Legal & General Insurance Onsrud Heian Saint Gobain **Pilkington** Fidia Glaströsch Cosentino Sauder

TYPE OF CUSTOMERS

- ✓ Makers of large furniture items
- ✓ Wood building companies and manufacturers
- Glass workers
- Marble workers
- ✓ Windows
- ✓ Kitchen companies
 and manufacturers
- ✓ Wood machinery producers
- ∡ Aluminum machinery producers
- ✓ Plastic machinery producers
- ✓ Metal machinery producers





BIESSEGROUP

special event:



The traditional three-day event dedicated to the technological innovations at the service of those who work with wood and advanced materials.

The "Smart 4 all" theme of this edition has allowed the visitors to acquire a 360° vision of the potentials that digitalization can offer to the manufacturing sector. "4.0 ready" machines, systems and software marked Biesse for the big and small size companies which want to gain competitiveness through the optimization of their own design and manufacturing processes.

Inside Biesse replica

next November 17-19

more than

3,000

customers

(+16% vs previous edition)

almost

€10 mln

the total amount of **orders intake** (more than **165**% vs. previous edition)

Think4ward

becoming a **4.0 factory**.

- Implementing lean production in order to fully satisfy customer requirements. increasing quality and reducing waste.
- Understanding **sector trends** and deciding when and how to invest in order to grow.
- Finding the **best solutions** ahead of competitors.
- Anticipating customers' needs.



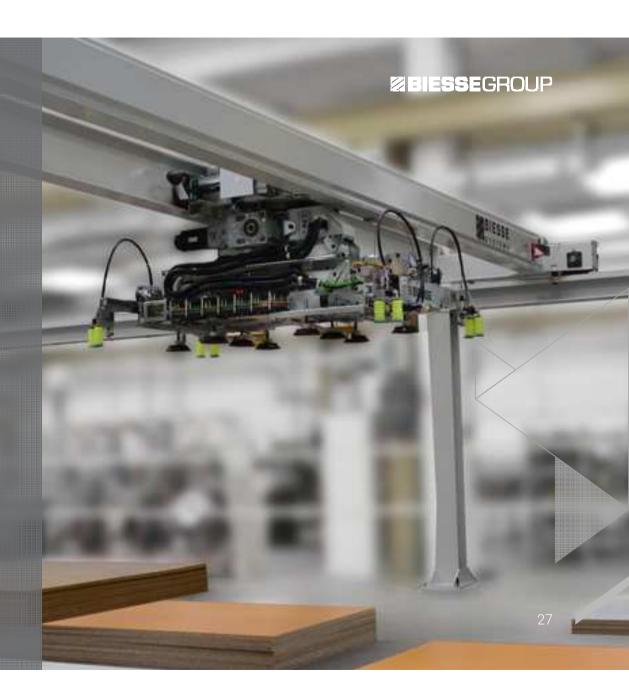
Think4ward

creating 4.0 factories for our customers.

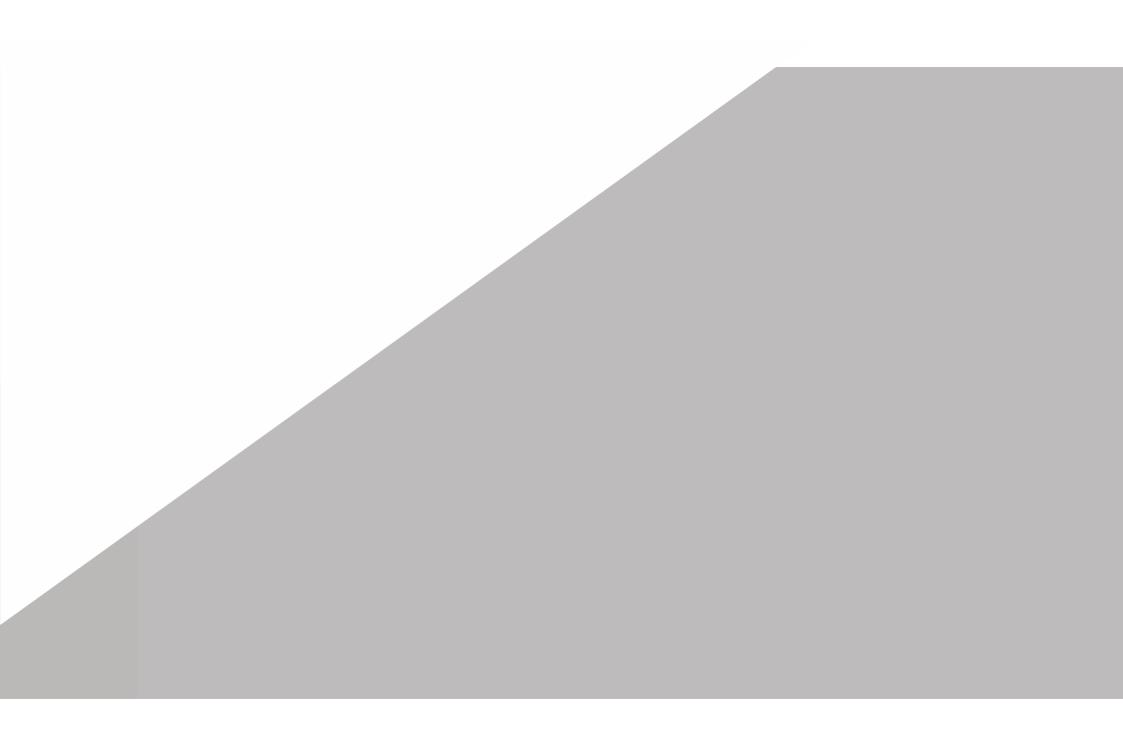
Forward-thinking automation and software solutions to help our customers leverage the fourth industrial revolution.

- ✓ 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.







Summary / Guidance / Main Drivers

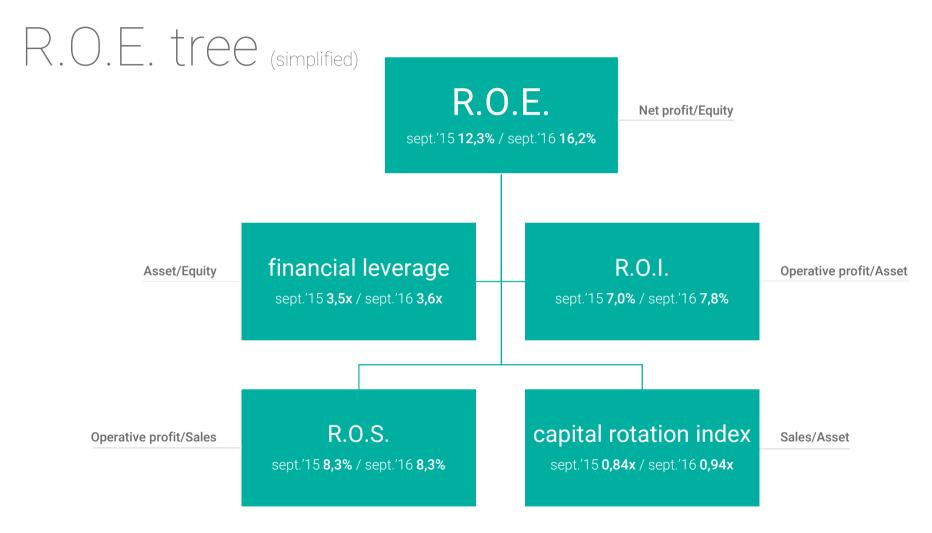
Summary

Guidance

- ☑ Guidance for an higher net sales level
- Guidance for an higher labour cost due to investments scheduled for the next two years that have been already brought forward (150 new jobs) leading to a slight decrease of profitability % (EBITDA & EBIT margin)
- ✓ Guidance for an orders intake growth considering the last summer world fairs (Melbourne-Atlanta) results and the recent Biesselnside fate (Pesaro-Italy)

Drivers

- ✓ Urbanization factor- costructions & restructuring
- ✓ Substitution cycle
- ✓ Software integration & digitalization increase Industry 4.0



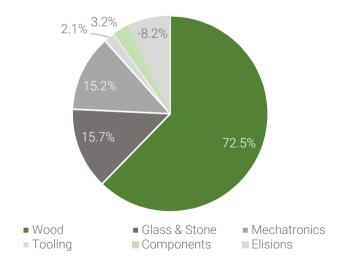
Biesse at a glance

Orders intake

+13,4%*

Revenues

€ 436,4 mln (+19,5%*)

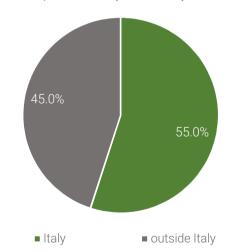


Backlog

€ 170,0 mln (+16,5%*)

Employees

Group 3,509 (+15,9%)

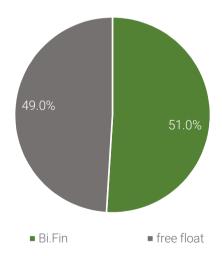


Net debt

€ 16,7 mln (-35,3%*)

Market cap/e.p.s.

€ 386 mln - € 0,763



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Biesse at a glance

Wood

(world) market share

14,5%

(latest estimation 2015)



Glass & Stone

(world) market shares

Glass (latest estimation 2015)

25,0% 21,0%

Stone (latest estimation 2015)



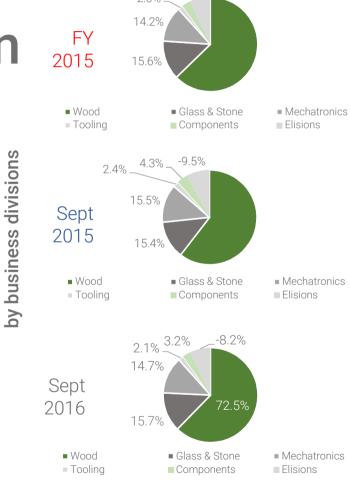
Mechatronic

(world) market share

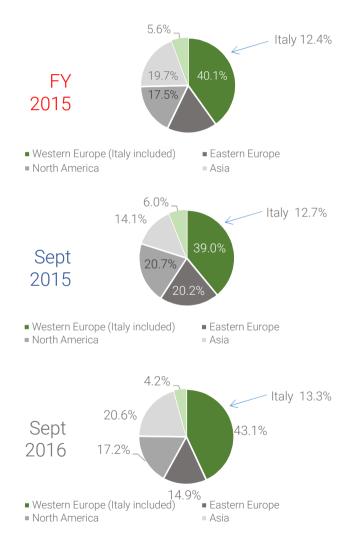
(latest estimation 2015)



Sales breakdown



_-8.3%



by main geo-areas

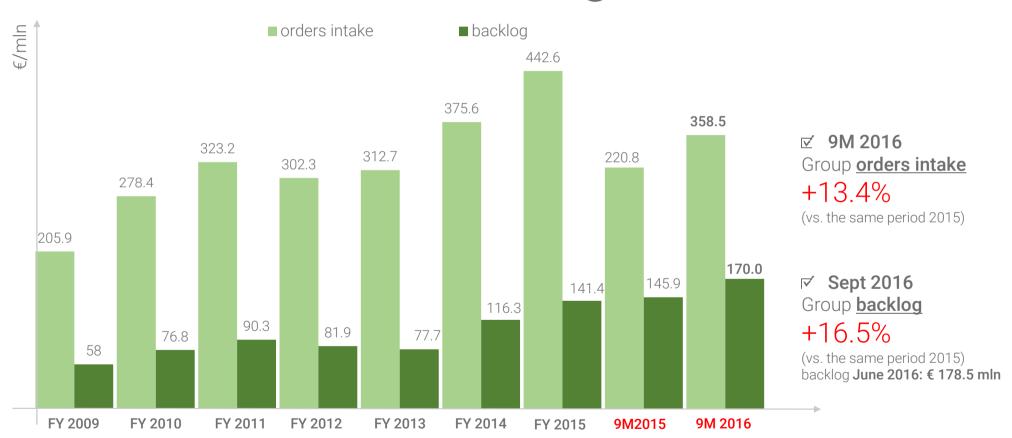
Extract of the P&L

€/mln	FY 2013	FY 2014	FY 2015	9m 2015	9m 2016	IH 2016	New budget law	(Italy):
Net sales year -1	378.4 -1,2 %	427,1 +12,9 %	519,1 +21,5 %	365,1	436,4 +19,5%	283,4 +15,4%	✓ IRES cut✓ Super amortis	zation
Value added %	143.5 37,9 %	169,1 39,6 %	212,4 40,9 %	150,7 41,3 %	177,9 40,8 %	116,4	✓ Patent box	
Labour cost %	112,7 29,8 %	128,2 30,0 %	148,2 28,6 %	107,5 29,5 %	127,1 29,1 %	85,2		
EBITDA %	30,9 8,2 %	40,9 9,6 %	64,1 12,4 %	^{43,2} 11,8%	^{50,8} 11,6%	30,4		
EBIT*	18,1 4,8 %	26,5 6,2 %	43,8 8,4 %	^{29,7} 8,1 %	36,9 8,5 %	20,9		
Net Result	4,3 1,1 %	13,8 3,2 %	21,1 4,1 %	14,9 4,1 %	20,9 4,8 %	11,9		
tax rate 45,3%			43,8%	41,5%	*before non recurring items 35			

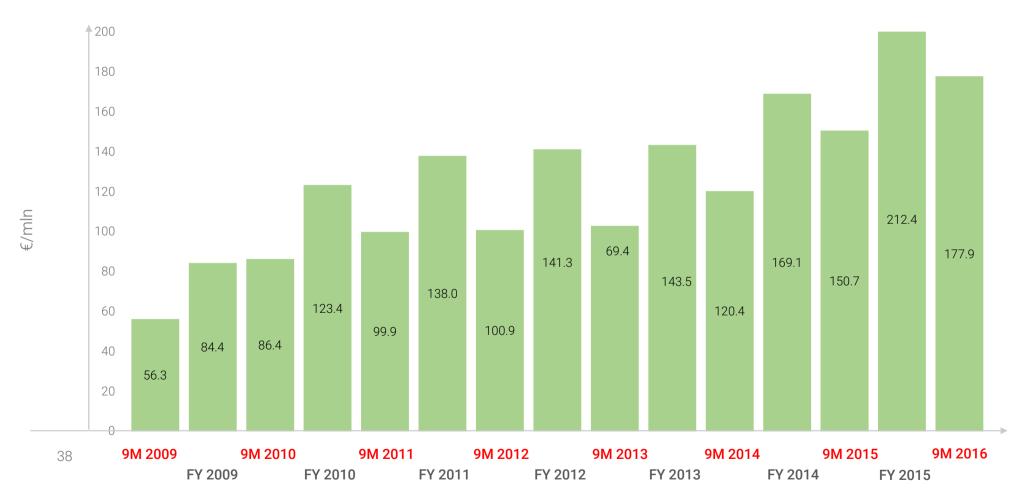
Net Sales



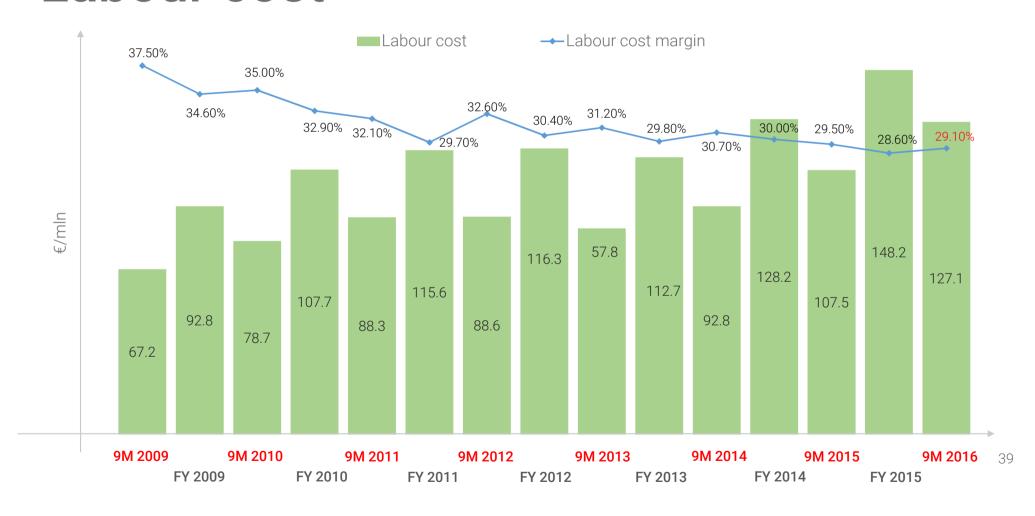
Orders intake & Backlog



Value added



Labour cost



People distribution (without interim people)

*including Uniteam people (nr. 57)

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	Sept 2015	Sept 2016
Production % of total people	965	1,250	1,265	1,175	1,201	1,335	1,276	1,426
	41%	46%	45%	44%	42%	42%	41%	41%
Service & After sale % of total people	568	577	574	613	628	690	651	788
	24%	21%	21%	22%	22%	22%	22%	22.4%
R&D	293	316	338	321	361	383	369	428
% of total people	12%	12%	12%	12%	13%	13%	12%	12.2%
Sales & Marketing	340	361	364	351	439	495	470	565
% of total people	13%	13%	13%	13%	15%	15.6%	15.5%	16%
G & A	202	233	242	235	252	273	251	302
% of total people	9%	9%	9%	9%	9%	9%	8.3%	8.6%
ITALY	1,660	1,656 61%	1,646	1,547	1,605	1,780	1,689	1,927
% of total people	70%		59%	57%	56%	56%	56%	55%
OUTSIDE ITALY** % of total people	708	1,081	1,136	1,148	1,276	1,396	1,338	1,582
	30%	39%	41%	43%	44%	44%	44%	45%
TOTAL	2,368	2,737	2,782	2,695	2,881	3,176	3,027	3,509 <mark>*</mark>

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People distribution

*				
*including	Uniteam	people	(nr.	57)

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015
ITALY % of total people	1,660 70%	1,656 61%	1646 59%	1547 57%	1605 56%	1780 56%
OUTSIDE ITALY** % of total people	708 30%	1,081 39%	1136 41%	1148 43%	1276 44%	1396 44%
TOTAL	2,368	2,737	2,782	2,695	2,881	3,176

Sept 2015	Sept 2016
1,689	1,927
56%	55%
1,338	1,582
44%	45%
3,027	3,509*

vs Sep 2015: **+482** (15,9%)

vs Dec 2015: **+333** (10, 5%)

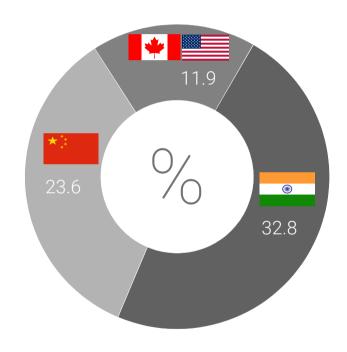
vs Jun 2016: **+50** (1,45%)

interim people at the end of Sept. 2015: **147** interim people at the end of Sept. 2016: **232**

3,741

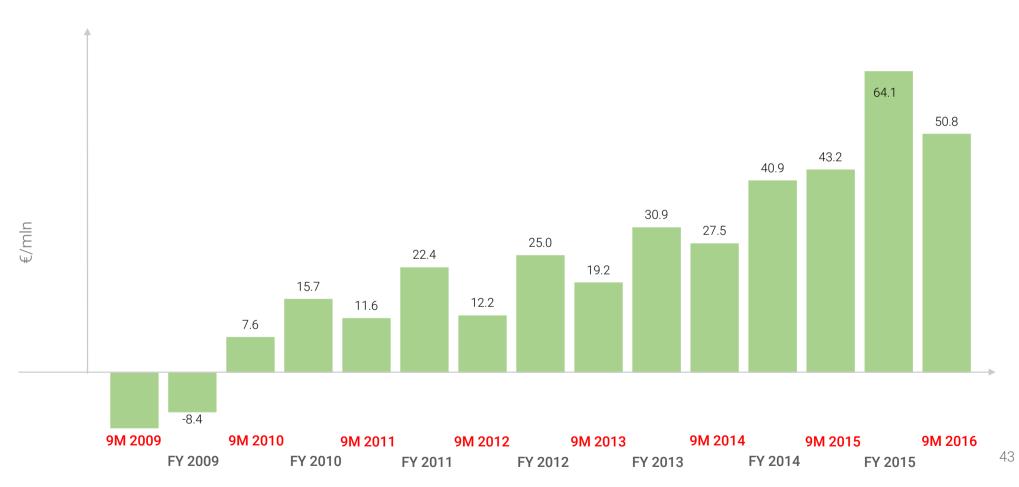
People distribution by main countries



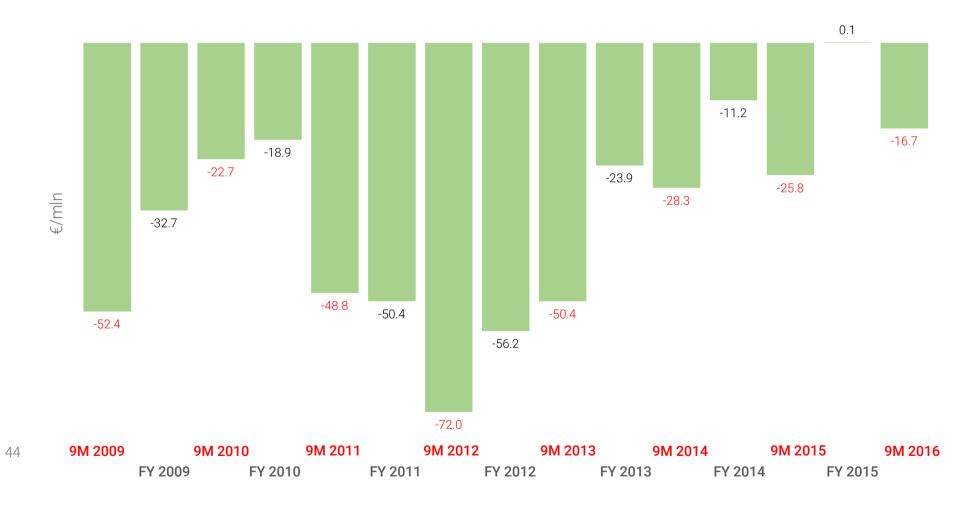


People <u>outside Italy</u>: nr. **1582 18.6% in the european subsidiaries**

EBITDA



Net Financial Position



Cashflow

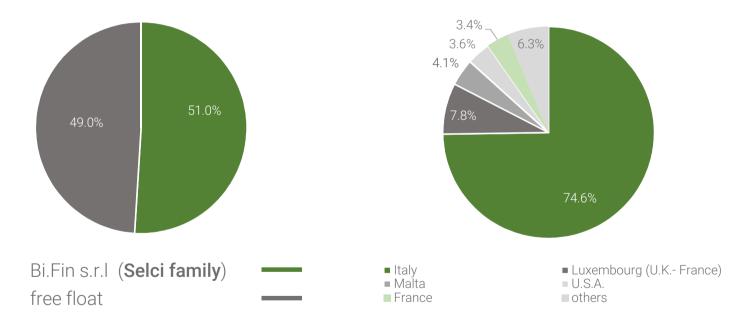
FY 2013	FY 2014	FY 2015	9M 2015	9M 2016	IH 2016
52.1 13,8 %	38,3 9,0 %	46,3 8,9 %	+8,4	+15,9	+24,5
-19,9 5,2%	-20,8 4,9%	-25,2 4,9%	-16,8	-20,7	-13,1
32,3 8,5 %	17,5 4,1 %	21,1 4,0 %	-8,4	-4,8	11,4
	-4,8 div. paid € 0,18 per share	-9,8 div. paid € 0,36 per share	-6,2 div. paid € 0,36 per share	-12,0 div. paid € 0,36 per share	-12,0 dividends pald € 0,36 per share
+32,3	+12,7	+11,3	-14,6	-16,8	-0,6
-23,9	-11,2	0,1	-25,8	-16,7	-0,5 45
	52.1 13,8% -19,9 5,2% 32,3 8,5% +32,3	52.1 13,8% 9,0% -19,9 5,2% -20,8 4,9% 32,3 17,5 4,1% 4,8 div. paid € 0,18 per share +32,3 +12,7	52.1 38,3 46,3 8,9% -19,9 -20,8 -25,2 4,9% 4,9% 32,3 17,5 21,1 4,0% $\frac{-4,8}{\text{div. paid}} \in 0,18 \text{ per share}$ +32,3 +12,7 +11,3	52.1 38,3 46,3 8,9% +8,4 13,8% 9,0% 8,9% +8,4 -19,9 -20,8 -25,2 4,9% 4,9% -16,8 32,3 17,5 21,1 4,0% -8,4 div. paid € 0,18 per share div. paid € 0,36 per share	13,8% 9,0% 8,9% +8,4 +15,9 13,8% 9,0% 8,9% +8,4 +15,9 19,9

Operating Net Working Capital

€/mln	FY 2013	FY 2014	FY 2015	9M 2015	9M 2016*	FY 2016e	
Inventories % net sales	22,8%	23,0%	21,5%	23,8%	22,5%		DSI 169 days
Receivables % net sales	20,1%	18,9%	20,3%	18,7%	20,8%		DSO 55 days
Payables % net sales	29,4%	28,8%	29,5%	28,0%	31,2%		DPO 113 days
Operating Net Working Capital % net sales	51,4 13,6%	55,6 13,0%	63,4 12,2%	66,8 14,5%	72,0 12,1%	72,0 12,6%	

^{*} calculated considering the full year revenues (2016 expected revenues)

Shareholders breakdown by ownership/ main geographical areas



Biesse B.o.D:

- ✓ Alessandra Parpajola
- ✓ Cesare Tinti
- ✓ Salvatore Giordano (indipendent)

Italy is including the Selci family percentage (51%)

As per Consob statement: no investor officially > 2%



Uniteam S.p.A. acquisition



May 19th 2016

Acquisition 100% Uniteam S.p.A. Thiene (Vicenza)

Cost (paid by cash)

2.1 Euro mln

2015 Uniteam turnover

11 4 Furo mln

Main activities

- ☑ 3.4.5 axis CNC centers for the processing of <u>plastics</u>.

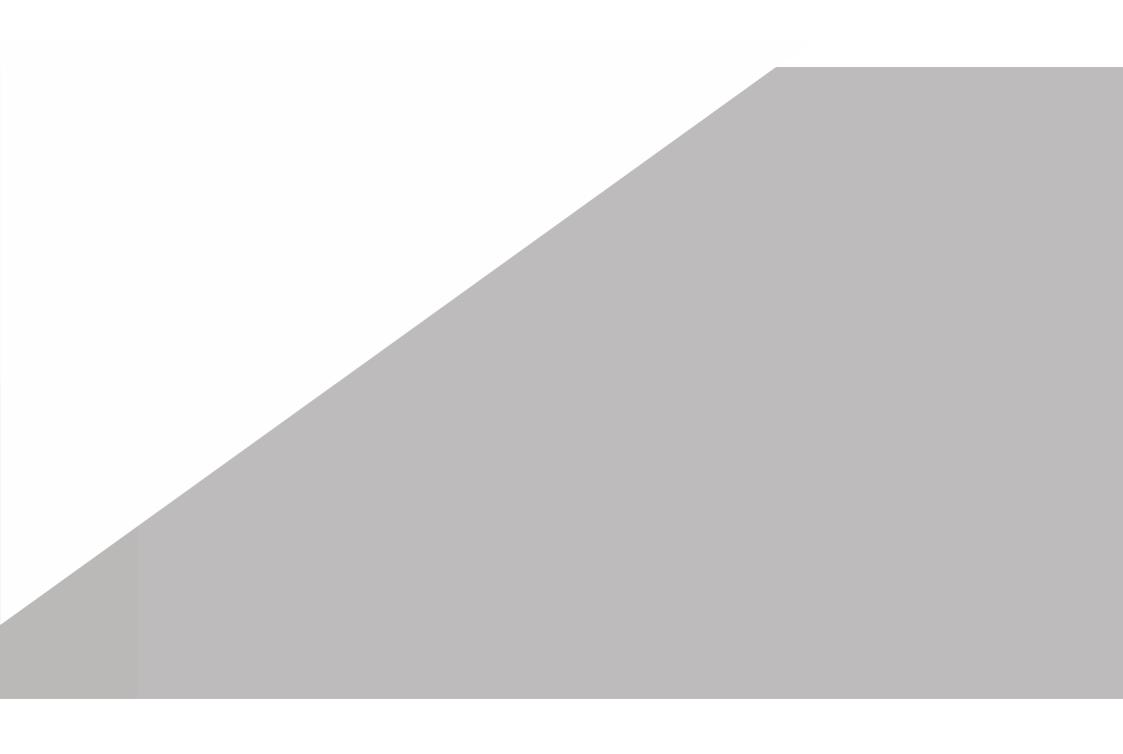
 <u>composites</u>. <u>aluminum and special alloys (automotive</u>. <u>biomedical</u>. <u>aerospace and nautical sector)</u>

Orders backlog

✓ Order (already signed) for a line in England (estimated value 10.1 Euro mln) dedicated for structural wood/houses

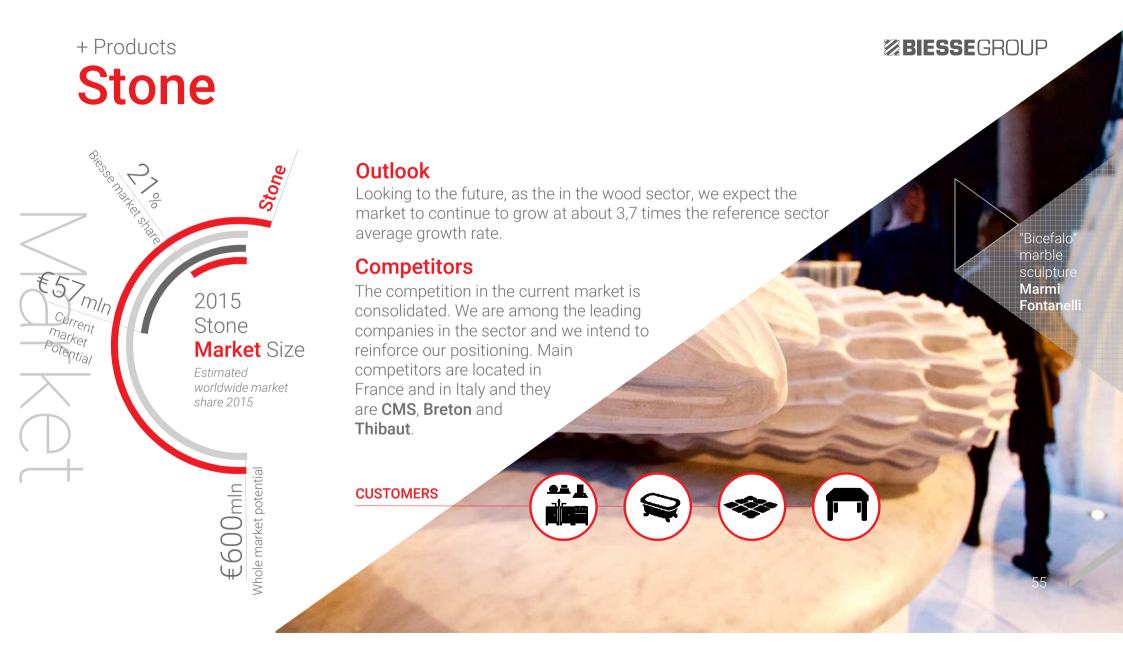
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+ Products Glass





+ Products

Mechatronics





+ Products

Advanced Materials*



materials

✓ Carbon Fiber

✓ Foam

Alluminium

Titanium



+ Solutions

Service



BIESSEGROUP

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

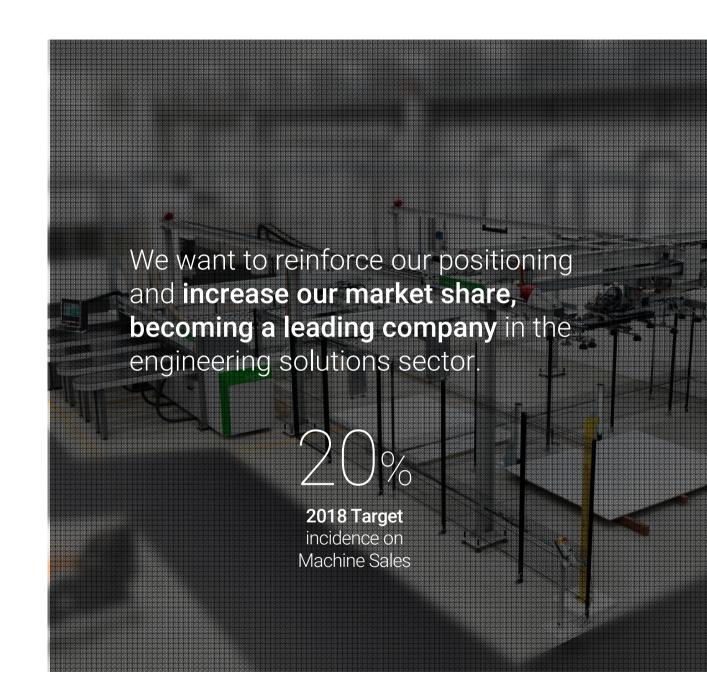
18.5%

2018 Target incidence on Net Sales

+ Solutions

Systems





+ Solutions

bSuite



Challenging market standards.

bS

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.



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+ BCX

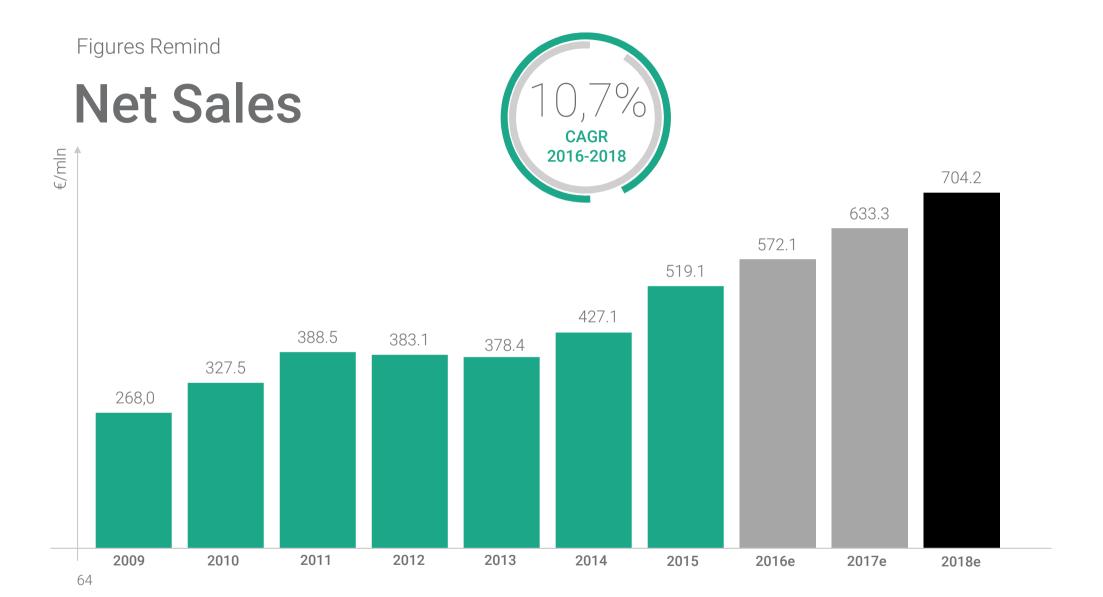
Near to customers

BCX

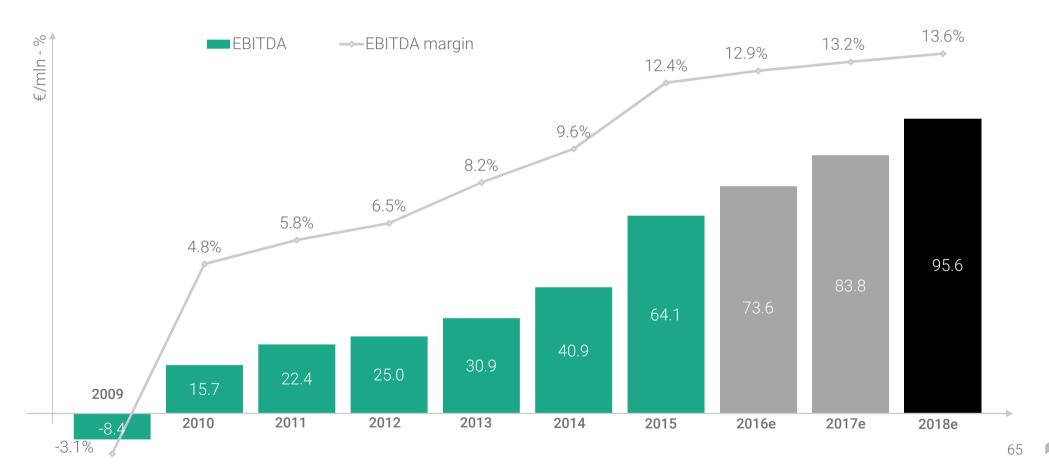
The production abroad is constantly growing in **India** & **China**.

We want to continue increase our production in the Chinese and Indian facilities. Local4Global: we want to increase the percentage of production exported worldwide from Asian production sites. 2018 Target production abroad quote



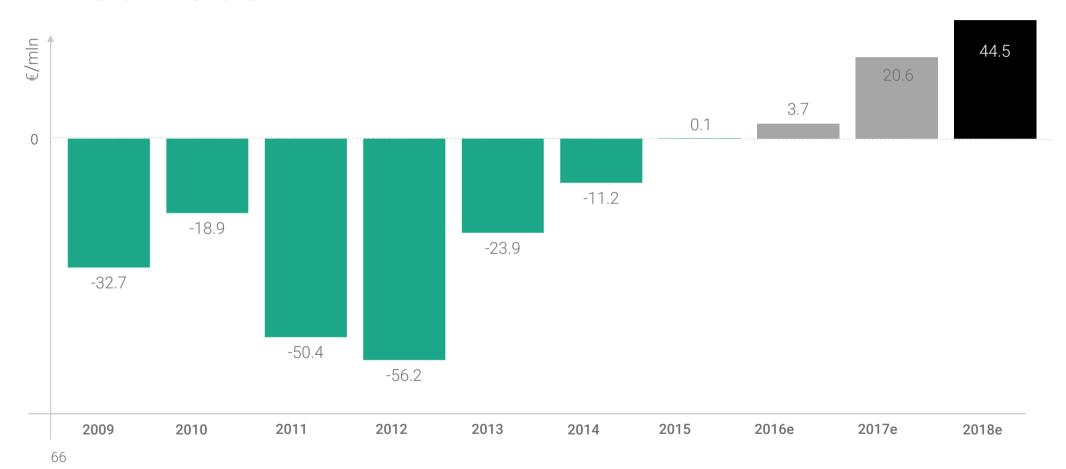


Ebitda

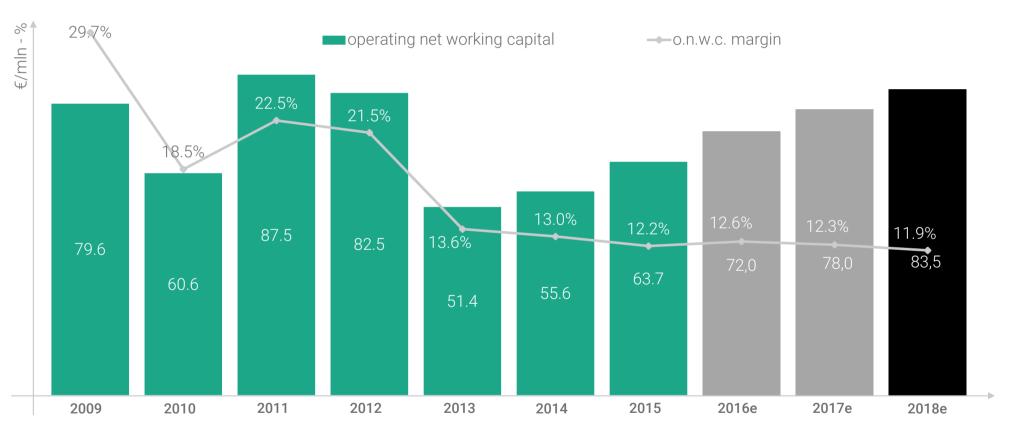


Figures Remind

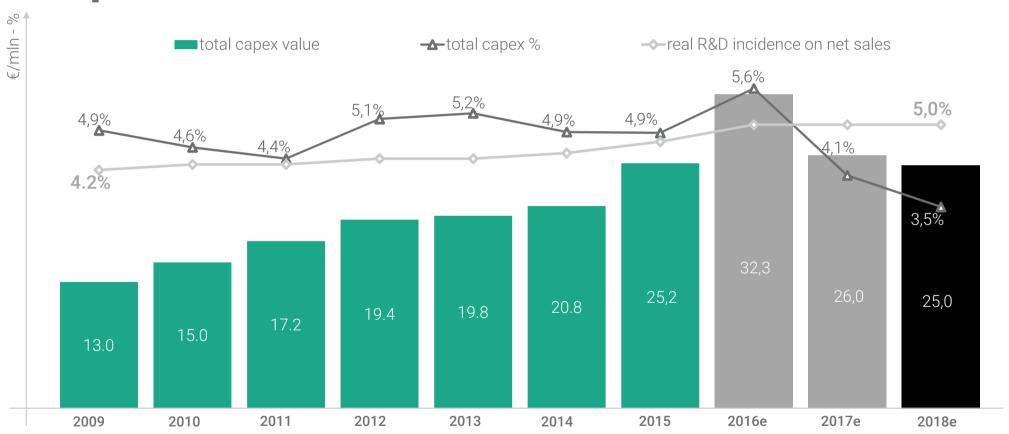
Net Debt



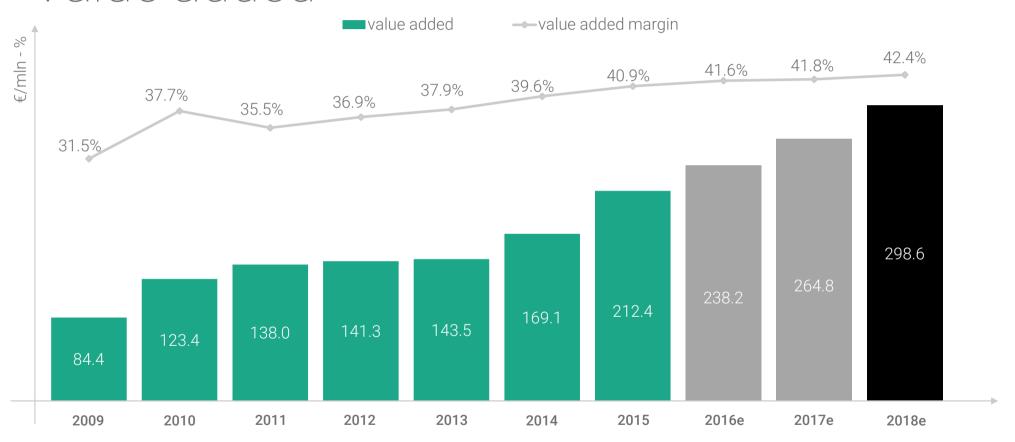
Operating Net Working Capital



Capex

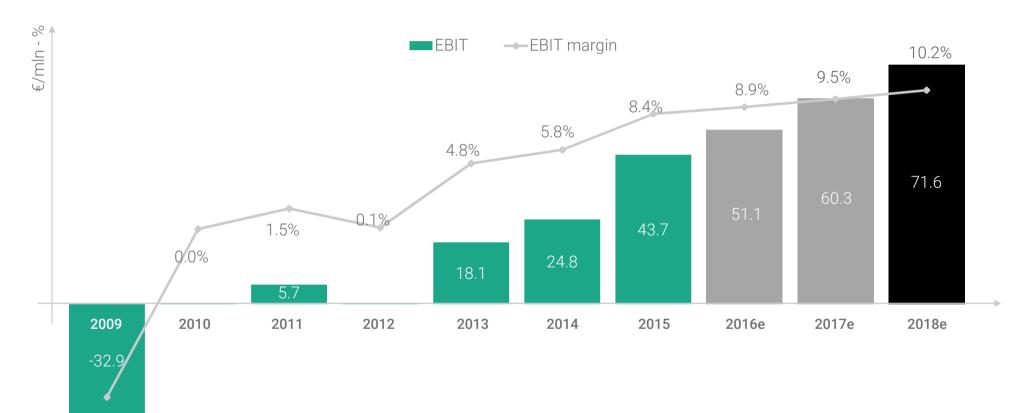


Value added

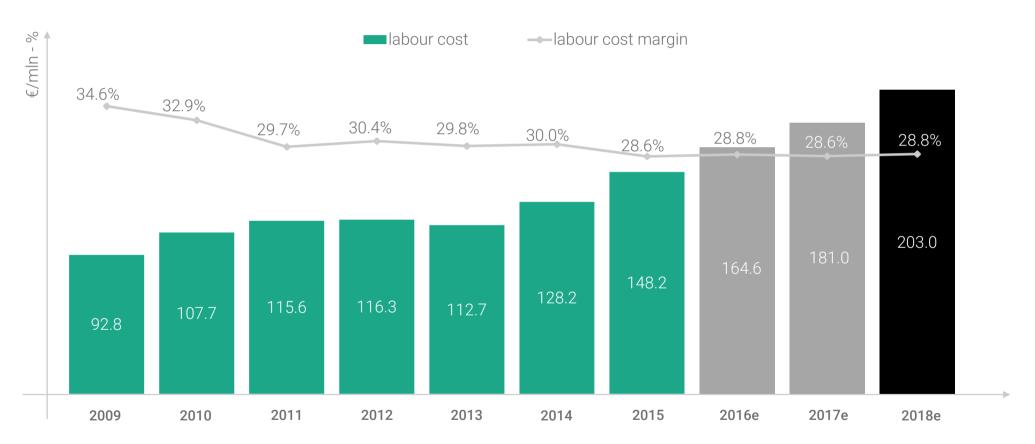


Figures Remind

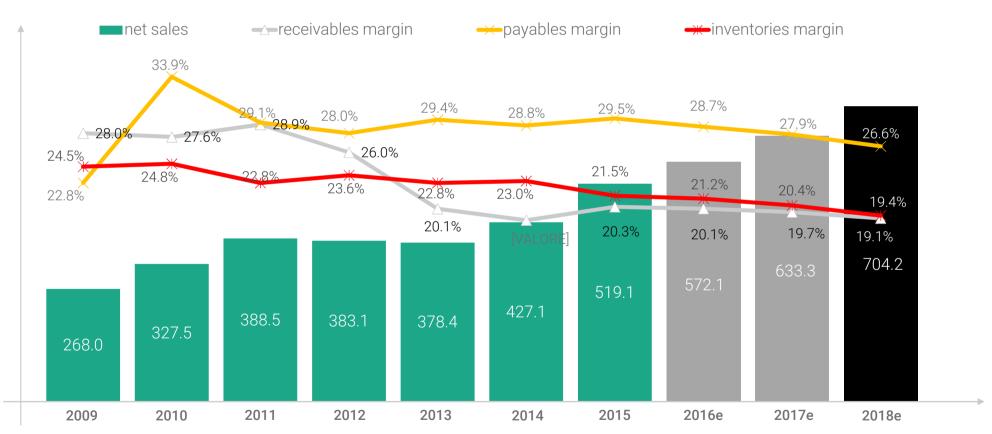
Ebit



Labour cost



Receivables - Payables - Inventories





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Disclaimer

- ☑ This presentation has been prepared by Biesse S.p.A. for information purposes only and for use in presentations of the Group's results and strategies.
- 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.
- ✓ Statements contained in this presentation. particularly the ones regarding any Biesse S.p.A. possible or assumed future performance, (business plan) are or may be forward looking statements and in this respect they involve some risks and uncertainties.
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