

Forward-thinking Solutions to leverage **the fourth industrial revolution**

Pesaro, August 3rd

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Biesse highlights IH 2018

orders intake: +3.6%

backlog: +10.8%

Group people nr. 4,290.

(including temporary people)

net sales: € 356

net financial position.: cash positive € 16.7

ebitda: € 43.5 (incidence on sales 12.2%)

ebit before non recurring items € 30.3 (incidence on sales 8.5%)

net result: € 17.2 (incidence on sales 4.8%)

€/mln

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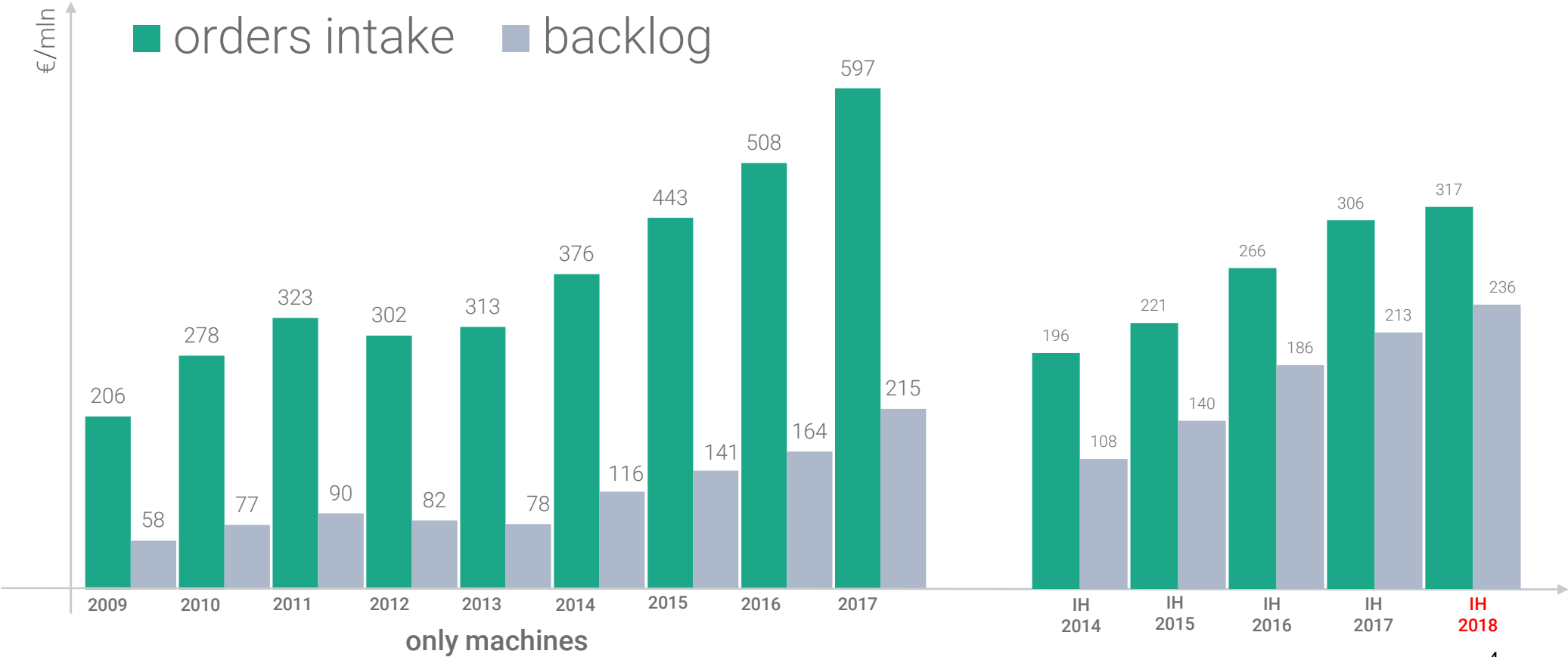
Extract of the P&L – IH 2018

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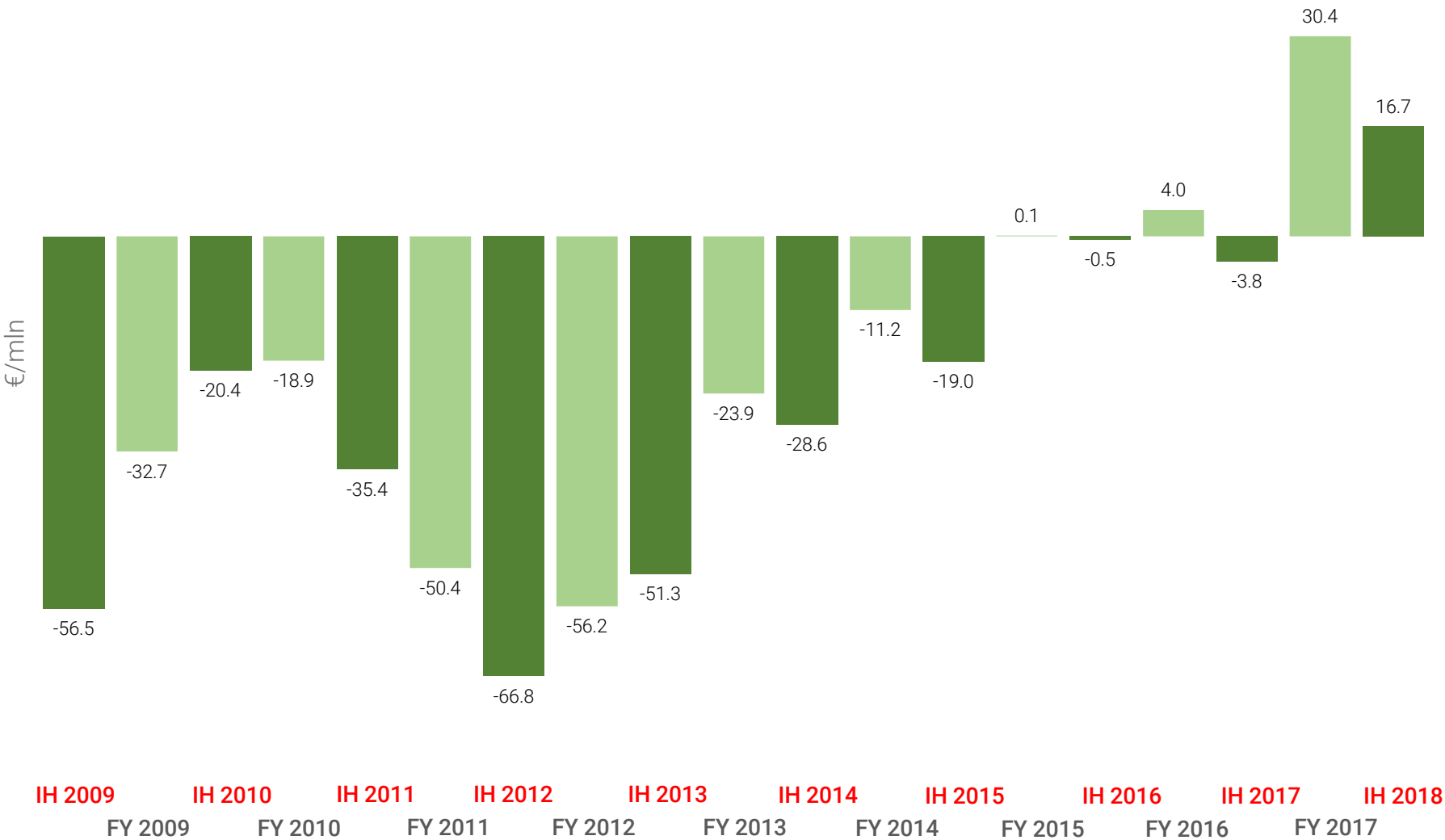
€/mln	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	<i>IH 2017</i>	<i>IH 2018</i>
Net sales year -1	378.4 -1.2%	427.1 +12.3%	513.1 +21.5%	618.5 +19.1%	690.1 +11.6%	331.2	356
Value added %	143.5 37.3%	163.1 33.6%	212.4 40.3%	252.4 40.8%	288.6 41.8%	139 42.0%	150.3 42.2%
Labour cost %	112.7 23.8%	128.2 30.0%	148.2 28.6%	176.6 28.6%	199.1 28.9%	98.3 29.7%	106.8 30.0%
EBITDA %	30.3 8.2%	40.3 3.6%	64.1 12.4%	75.8 12.3%	89.5 13.0%	40.8 12.3%	43.5 12.2%
EBIT %	18.1 4.8%	26.5 6.2%	43.8 8.4%	55.1 8.9%	63.6 9.2%	29.6 8.9%	30.3 8.5%
					tax rate	37.2%	35.8%

GROUP ORDERS INTAKE & BACKLOG

- ✓ IH 2018 Group orders intake **+3.6%** (vs. IH 2017)
- ✓ IH 2018: Group backlog **+10.8%** (vs. IH 2017)



Net Financial Position trend – first half vs full year



CASHFLOW NET DEBT

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€/mln	2013	2014	2015	2016	2017	IH 2018	2020e
Gross Cashflow % net sales	52.0 13.8%	38.3 9.0%	46.3 8.9%	45.8 7.4%	75.4 10.9%	19.1 5.4%	95.2 10.5%
Investments % net sales	-19.8 5.2%	-20.8 4.9%	-25.2 4.9%	-32.0 5.2%	-39.2 5.7%	-19.7 5.6%	-50.5 5.6%
Net Cashflow % net sales	32.2 8.5%	17.5 4.1%	21.1 4.1%	13.8 2.2%	36.2 5.2%	-0.6 -0.2%	44.7 4.9%
dividends		-4.8 0.18 per share	-9.8 0.36 per share	-9.8 0.36 per share	-9.8 0.36 per share	-13.1 0.48 er share	-16.6 30% of net profit
Δ Net Debt		12.7	11.3	4.0	26.4	-13.7	
Net Debt	-23.9	-11.3	0.0	4.0	30.4	16.7	104.7

Biesse highlights IH 2018

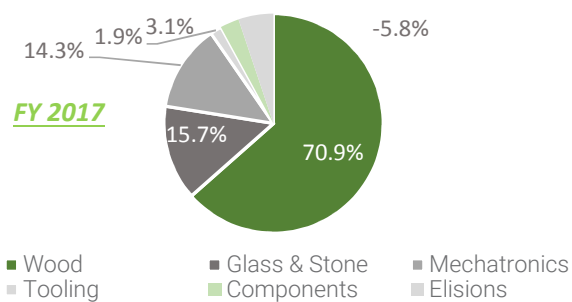
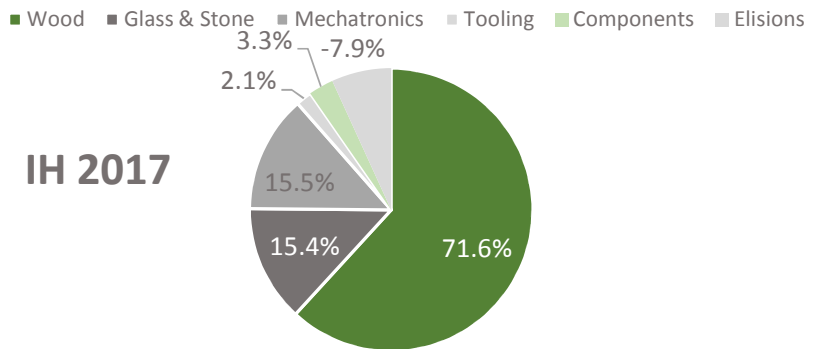
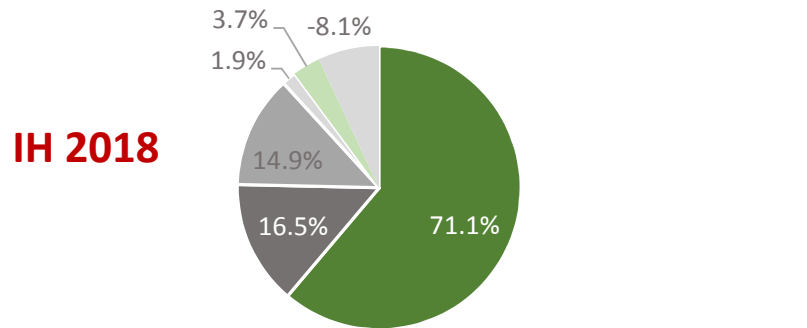
Orders & Sales breakdown

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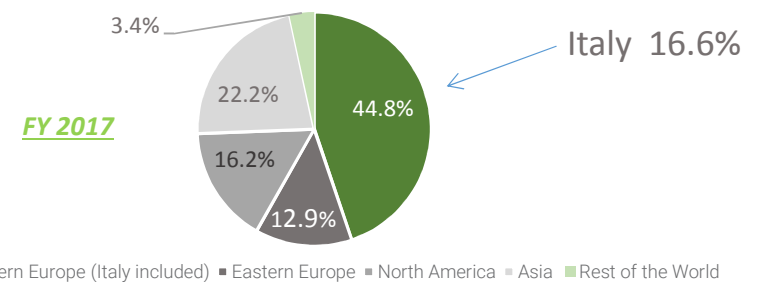
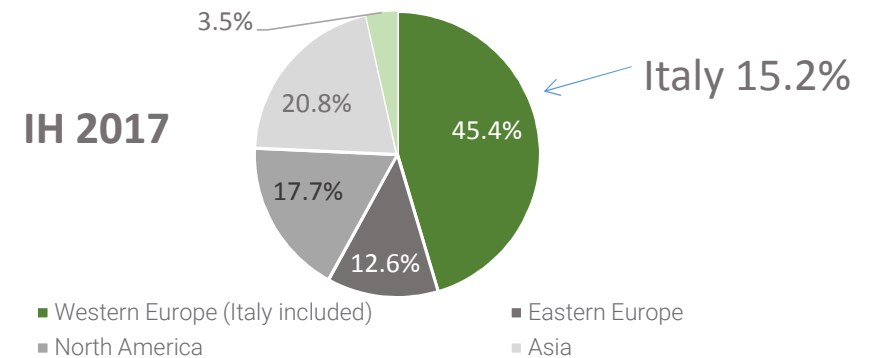
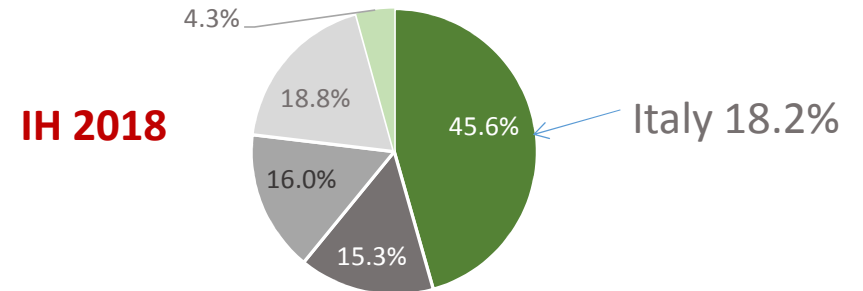
Sales breakdown- June 2018

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by business divisions



by main geo-areas



Biesse highlights IH 2018

Group people distribution

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People distribution

(without interim people)

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2016	FY 2016	FY 2017	IH 2018
Production % of total people	965 41%	1.250 46%	1.265 45%	1.175 44%	1.201 42%	1.335 42%	1.482 41%	1.494 39%	1.623 39%
Service & After sale % of total people	568 24%	577 21%	574 21%	613 22%	628 22%	690 22%	803 22%	894 23%	934 23%
R&D % of total people	293 12%	316 12%	338 12%	321 12%	361 13%	383 13%	436 12%	479 12.5%	527 12.8%
Sales & Marketing % of total people	340 13%	361 13%	364 13%	351 13%	439 15%	495 15%	587 16%	641 17%	700 17%
G & A % of total people	202 9%	233 9%	242 9%	235 9%	252 9%	273 9%	310 8.5%	338 8.8%	331 8.0%
ITALY % of total people	1.660 70%	1.656 61%	1.646 59%	1.547 57%	1.605 56%	1.780 56%	2.009 56%	2.176 56%	2.398 58%
OUTSIDE ITALY % of total people	708 30%	1.081 39%	1.136 41%	1.148 43%	1.276 44%	1.396 44%	1.609 44%	1.670 44%	1.717 42%
TOTAL	2,368	2,737	2,782	2,695	2,881	3,176	3,618	3,846	4,115

People distribution

	FY 2010	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	June 2017	June 2018	
ITALY % of total people	1660 70%	1656 61%	1646 53%	1547 57%	1605 56%	1780 56%	2009 56%	2176 56%	2108 56%	2296 58%	
OUTSIDE ITALY** % of total people	708 30%	1081 33%	1136 41%	1148 43%	1276 44%	1336 44%	1609 44%	1670 44%	1677 44%	1672 42%	
TOTAL	2368	2737	2782	2695	2881	3176	3618	3846	3785	4115	+8.7%

interim people at the end of June 2016: **195**

interim people at the end of June 2017: **193**

Interim people at the end of June 2018: **175**

IH 2018: 4,290

Biesse three years plan 2018-2020: targets

net sales c.a.g.r.: 9.5%

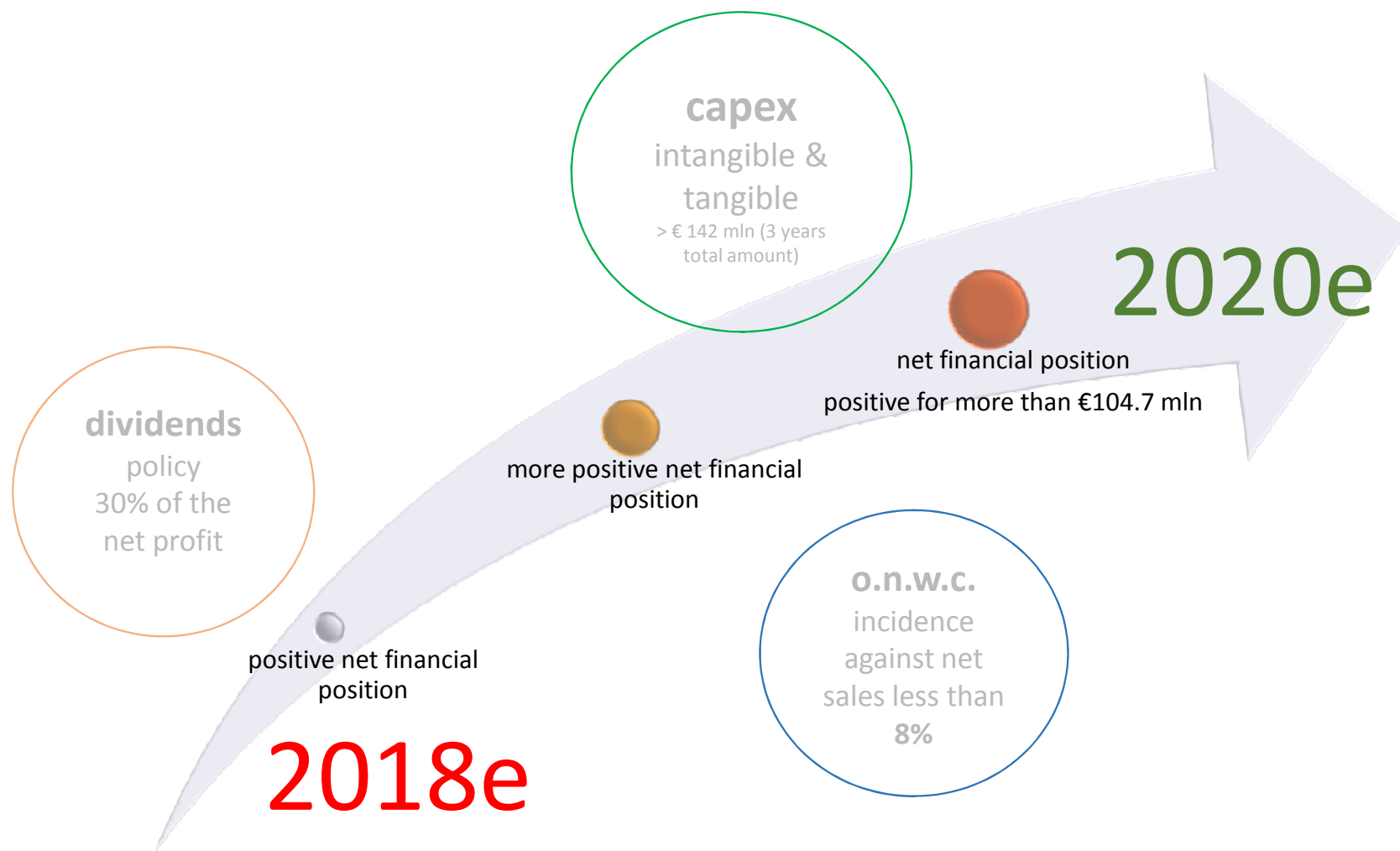
ebitda c.a.g.r.: 12.4%

ebit c.a.g.r.: 14.6%

net profit c.a.g.r.: 13.5%

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Biesse three years plan 2018-2020: targets

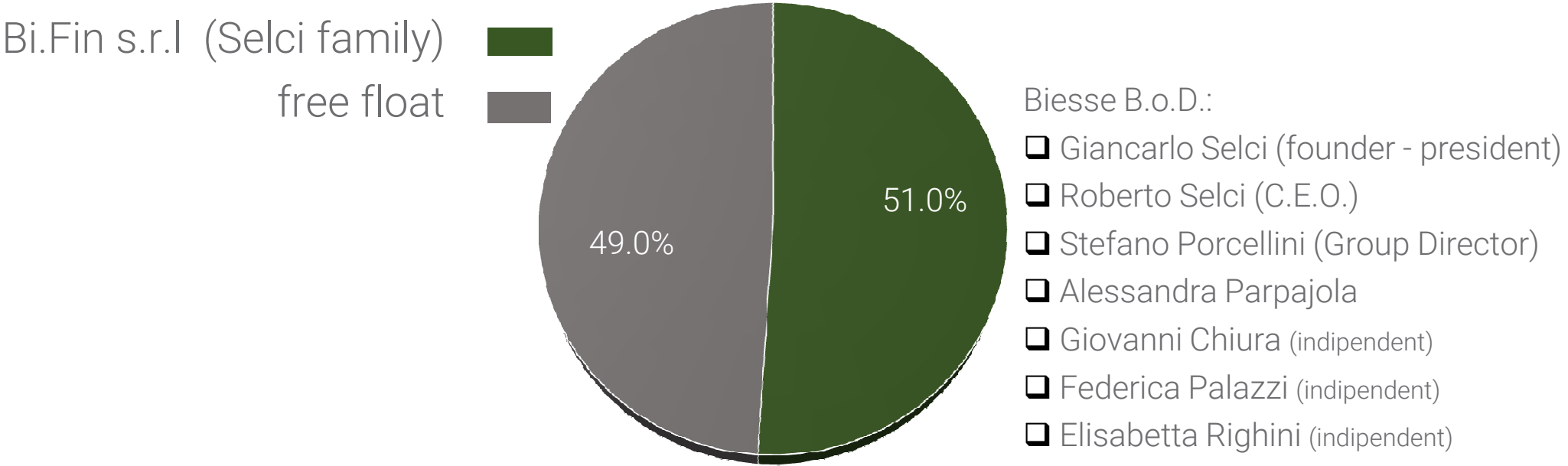


Shareholders

shareholders and B.o.D. structure

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Shareholders breakdown by ownership – Board of Directors



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