

BIESSE phone conference call

Pesaro, 29 October 2021 4 pm

IIIQ 2021

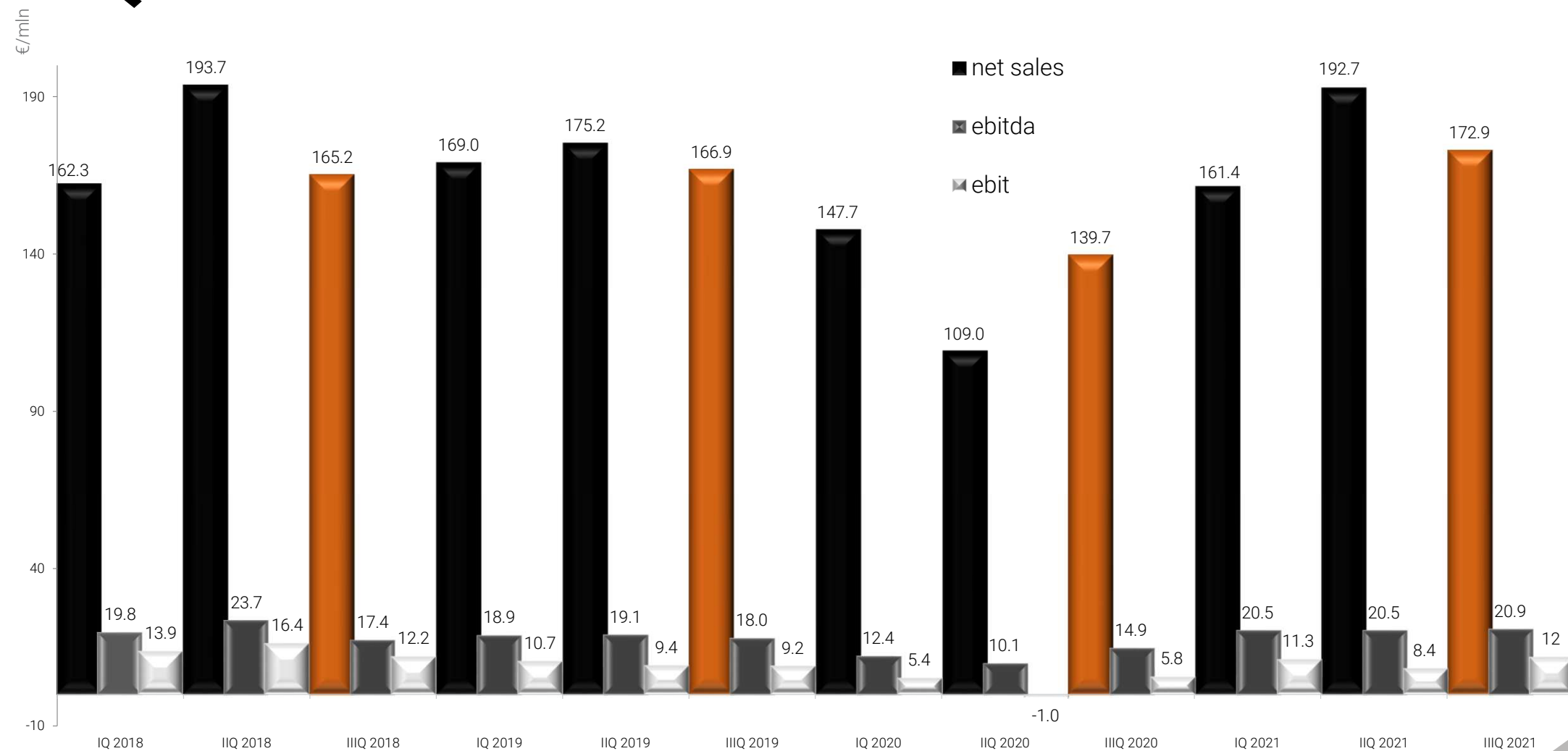
EXTRACT OF THE P&L

€/min	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020
Net sales year -1	519 +21.5%	619 +19.1%	690 +11.6%	741 +7.4%	705.9 -4.8%	578.8 -18.0%
Labour & Overhead %	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%
EBITDA %	64 12.4%	76 12.3%	89 13.0%	93 12.5%	76.7 10.9%	56.0 9.7%
EBIT %	44 8.4%	55 8.9%	67 9.7%	68 9.1%	39.6 5.6%	14.8 2.6%

9 months 2019	9 months 2020	9 months 2021
511.1	396.4	527.0
260.7 51.0%	200.6 50.6%	254.2 48.2%
57.1 11.2%	37.5 9.5%	61.9 11.7%
29.4 5.3%	10.2 2.6%	31.7 6.0%

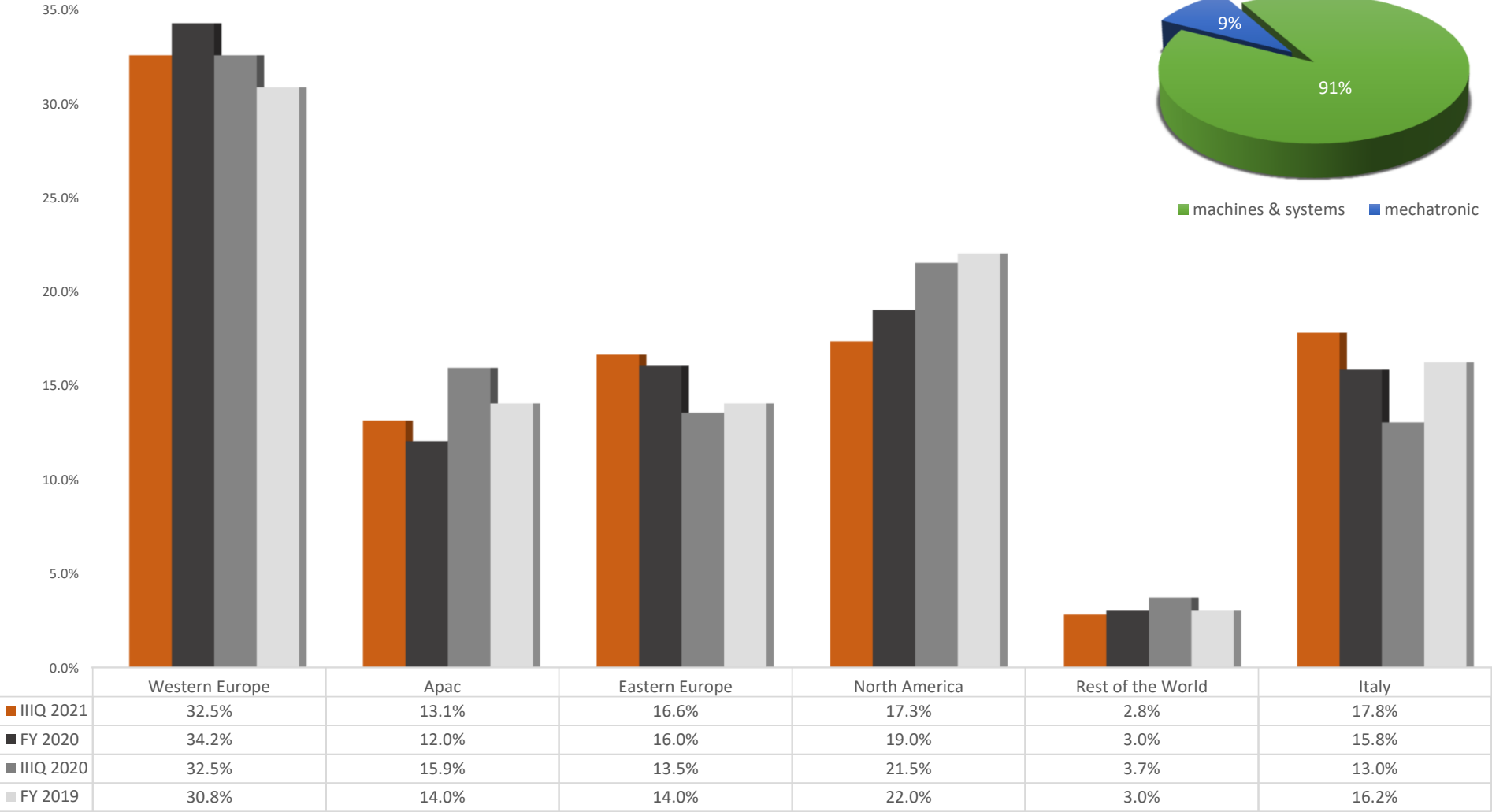
QUARTERS

BIESSEGROUP



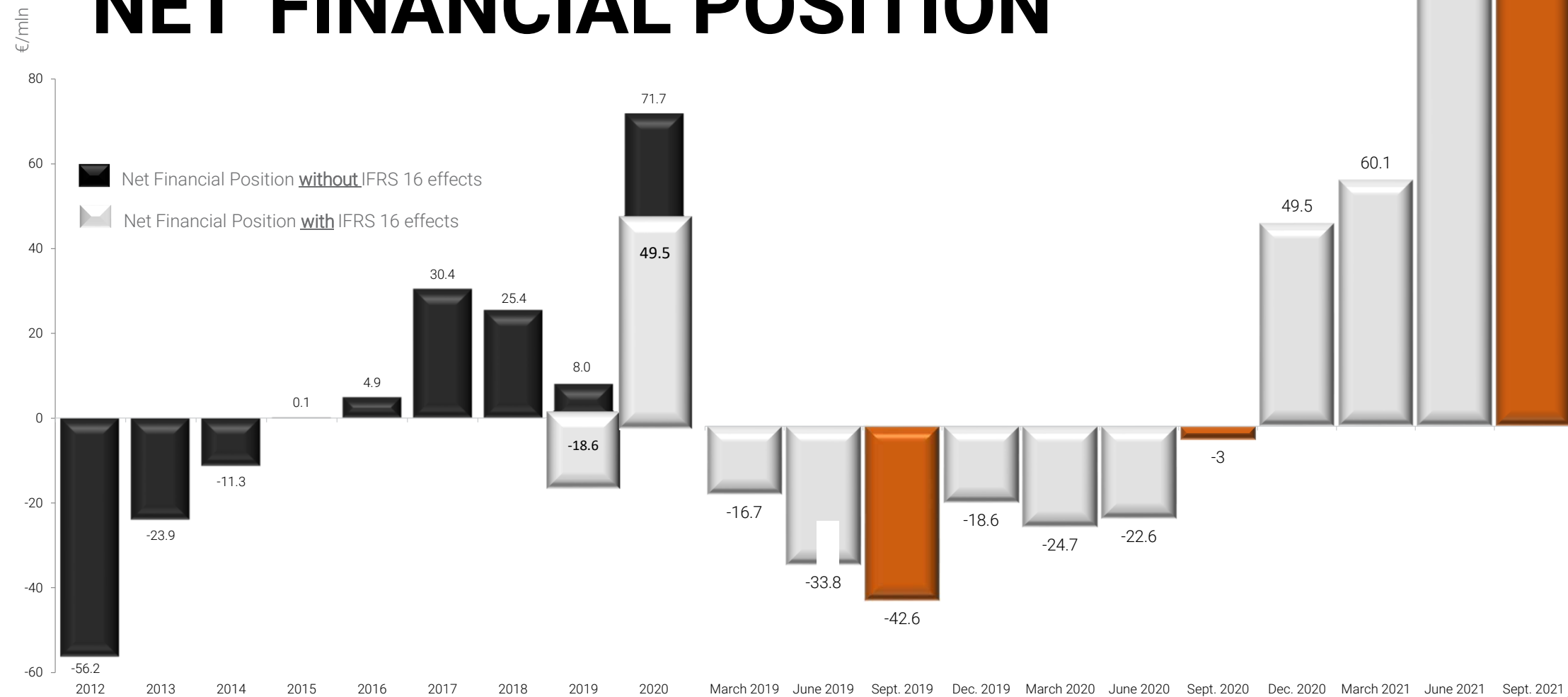
SALES BREAKDOWN

 BIESSEGROUP



NET FINANCIAL POSITION

BIESSEGR



ORDER INTAKE BACKLOG

GROUP ORDER INTAKE & BACKLOG

BIESSEGROUP

the Group progressive order intake (first 9 months) is:

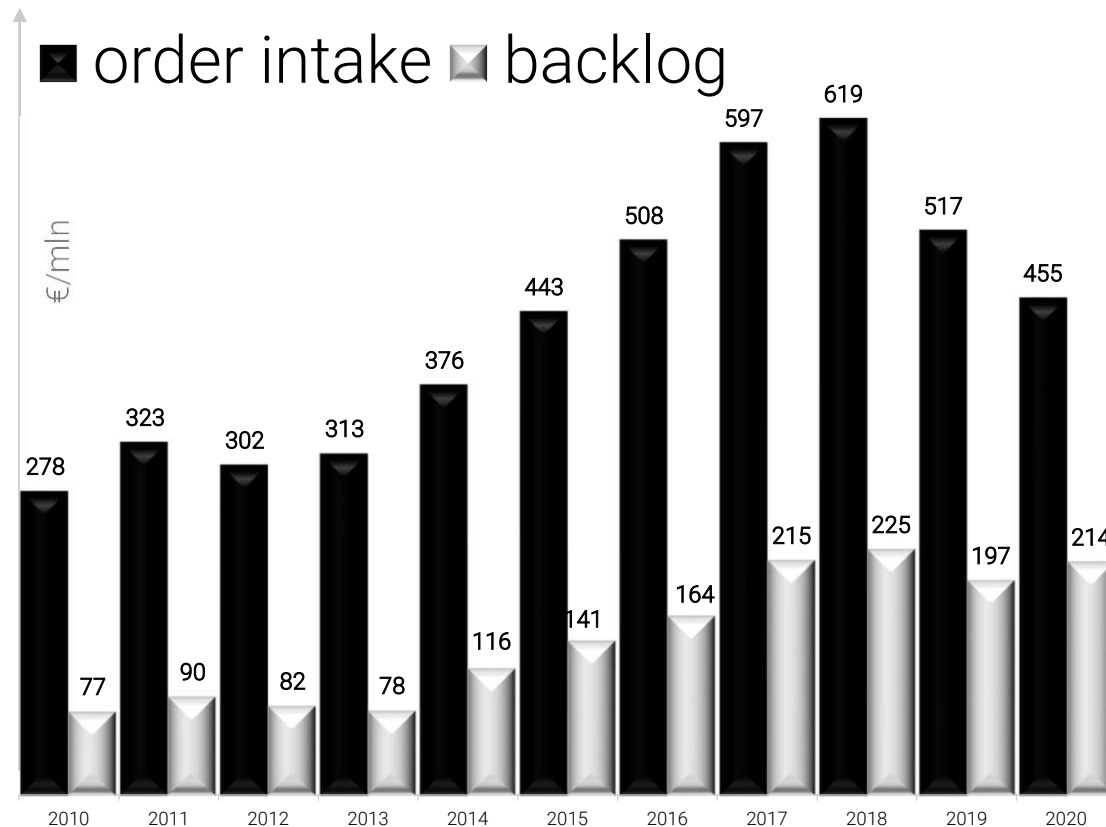
■ + 74% vs 2020

■ + 31.6% vs 2019

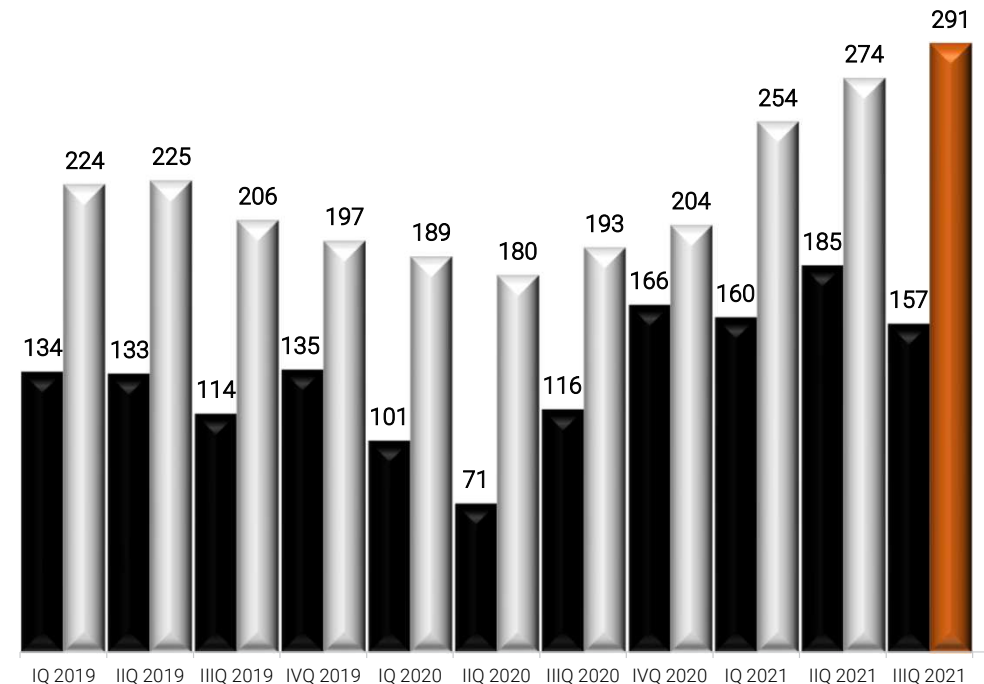
the Group backlog is:

■ + 37.1% vs December 2020

■ + 48.0% vs December 2019



■ order intake ■ backlog



machines only

STAFF DISTRIBUTION

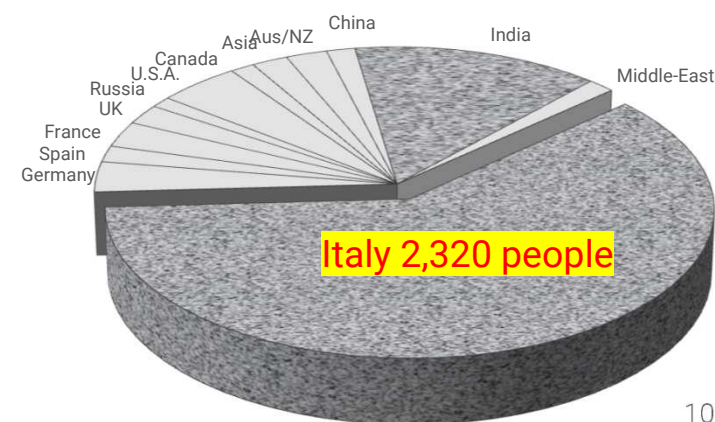
EMPLOYEES DISTRIBUTION

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	IIIQ 2021
ITALY % of total people	1,646 59%	1,547 57%	1,605 56%	1,780 56%	2,009 70%	2,176 57%	2,483 59%	2,418 62%	2,383 63%	2,330 60%
OUTSIDE ITALY % of total people	1,136 41%	1,148 43%	1,276 44%	1,396 44%	1,609 44%	1,670 43%	1,744 41%	1,509 38%	1,380 36%	1,538 40%
TOTAL	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763	3,858

interim people at the end of Sept. 2021: nr. 509

total number 4,367.

	FY2020	IIIQ 2021	%
Production	1,324	1,435	8,08%
Service & After Sales	962	983	2,70%
R&D	478	466	-4,39%
Sales & Marketing	637	659	2,35%
G&A	362	332	-8,84%
ITALY	2,383	2,356	-2,64%
OUTSIDE ITALY	1,380	1,519	11,45%
TOTAL	3,763	3,875	2,52%



EMPLOYEES DISTRIBUTION

 **BIESSE GROUP**

(without interim people)

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	IIIQ 2021
Production % of total people	1,264 45%	1,175 44%	1,201 42%	1,335 42%	1,482 41%	1,494 39%	1,621 38%	1,386 35%	1,324 35%	1,431 37%
Service & After sale % of total people	574 21%	613 22%	628 22%	690 22%	803 22%	894 23%	1,001 24%	992 25%	962 26%	988 26%
R&D % of total people	338 12%	321 12%	361 13%	383 13%	436 12%	479 12,5%	501 12%	482 12%	478 13%	457 12%
Sales & Marketing % of total people	364 13%	351 13%	439 15%	495 15%	587 16%	641 17%	715 17%	685 17%	637 17%	652 17%
G&A % of total people	242 9%	235 9%	252 9%	273 9%	310 8,5%	338 8,8%	389 9%	382 10%	362 10%	330 9%
ITALY % of total people	1,646 59%	1,547 57%	1,605 56%	1,780 56%	2,009 56%	2,176 56%	2,483 59%	2,418 62%	2,383 63%	2,320 60%
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ACQUISITION

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target: Forvet Costruzione Macchine Speciali S.p.A.

special automated machines for glass

acquisition terms: 100% of the quotes

transfer to be completed the next Oct. 29th

total price of the deal: Euro 41 mln *(to be defined)*

terms of payment: by cash (mainly within this year)

This operation, in line with Biesse Group's strategic plan, will increase the product portfolio of glass machining centres, a sector in which the Group has been present since the second half of the 1980s with Intermac brand technologies. Indeed, thanks to the introduction of Forvet S.p.A.'s proprietary technologies, the group strengthens its offer towards the high end of the market by offering highly automated, customised and unique machines and systems.

"This is a strategic acquisition that allows us to complete the range of glass machining centres with complementary industrial solutions that can be perfectly integrated with our technologies, thus offering technologically advanced customers modular lines and automated systems that can guarantee high levels of productivity and flexibility" said Roberto Selci, Biesse Group CEO.

ACQUISITION

Forvet history: Forvet S.p.A., founded in Volvera, Turin, in 1990, is a unique reference in the market for the production of automated lines that encapsulate a high level of know-how, capable of producing a complete product in a reduced space, including loading, unloading and intra-logistics operations that can be customised according to customer needs.

Forvet results: (amount in /000)

Net Sales 2019: € 24,784

Net Sales 2020: € 15,635

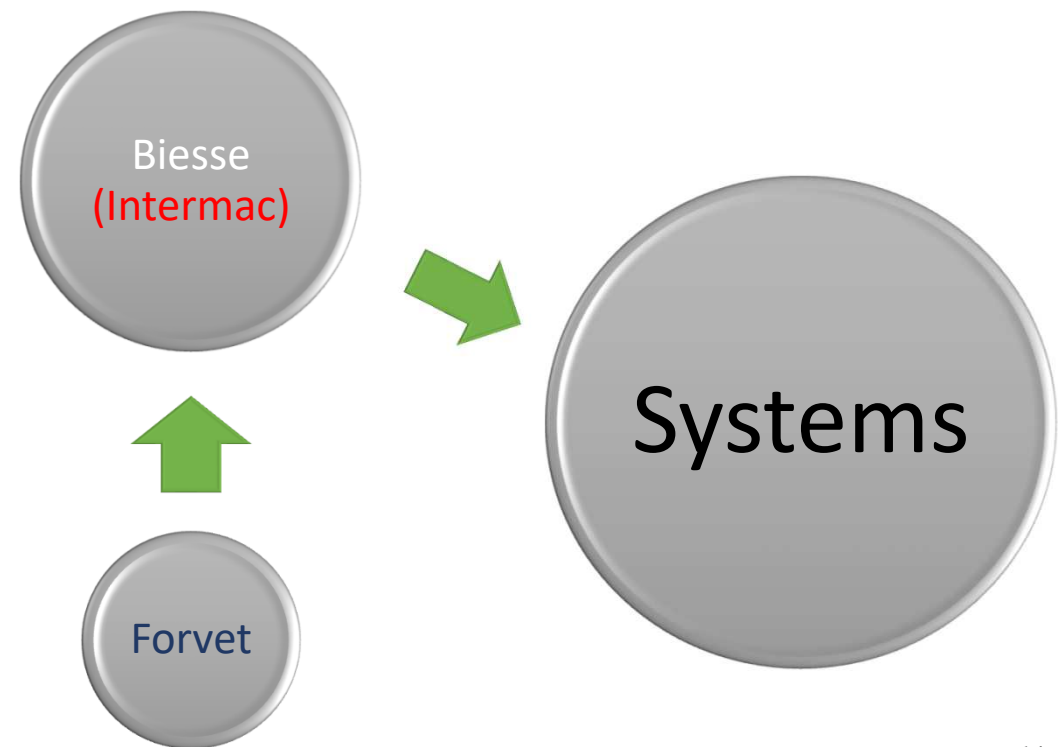
Value of Production 2019: € 25,227

Value of Production 2020: € 17,057

EBITDA 2019: € 8,622

EBITDA 2020: € 6,198

Net Financial Position December 2020: positive 18,647



FORECAST

2021 FORECAST

“Considering the obtained results (9 months) and the situation of the backlog and order intake, this year is likely to replicate what the Group did at the end of 2019, with an higher cashflow vs the year before net of the Forvet acquisition disbursement”

this is meaning for this year:

Consolidated net sales: > 700 Euro mln.

EBITDA margin: > 11%

EBIT margin: > 5%

N.F.P.: positive and higher than the previous year one, despite Forvet acquisition disbursement

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