

BIESSE phone conference call

(Pesaro, July 29th)

5.00 p.m.

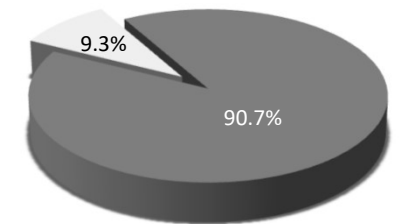
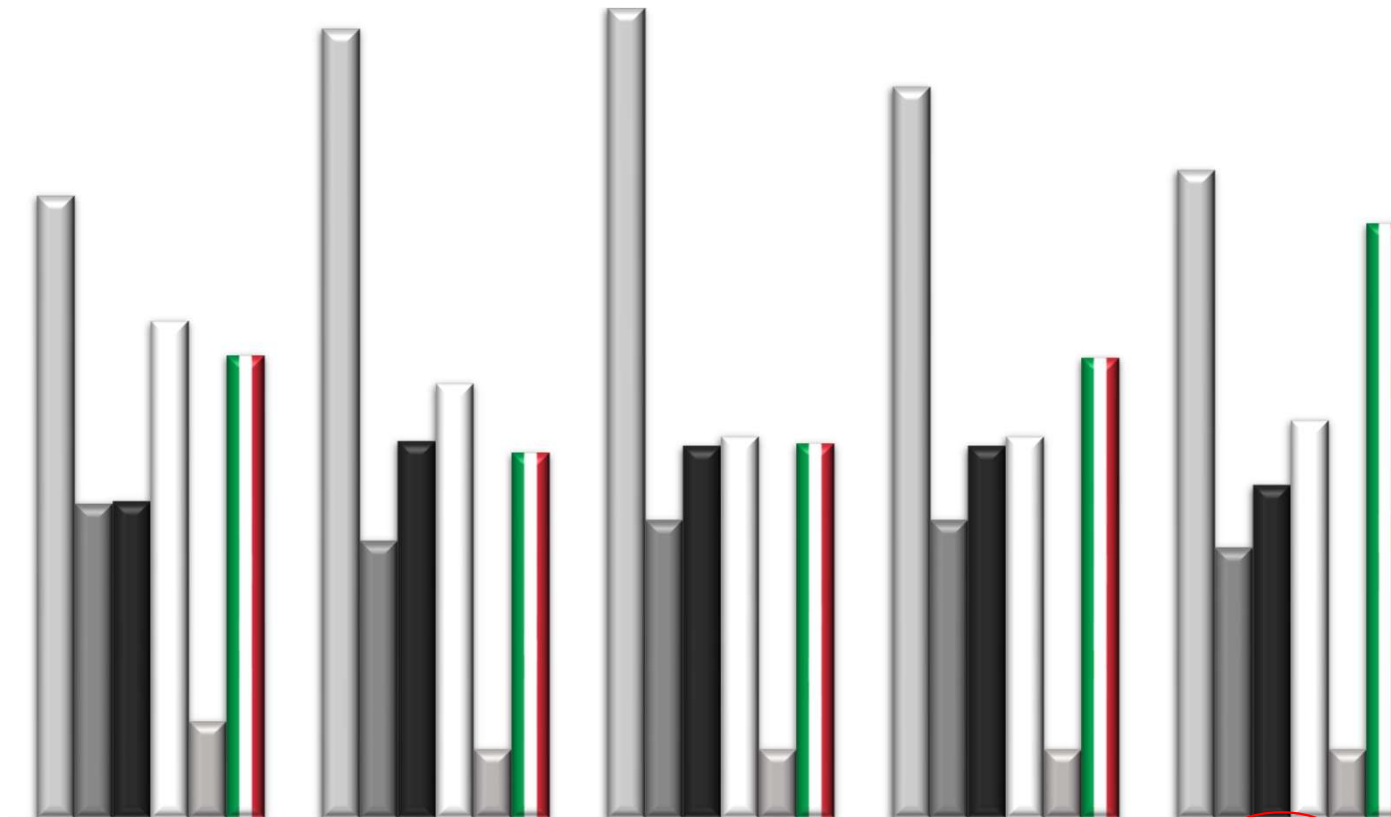
IH 2022

EXTRACT OF THE P&L

€/mln	FY2015	FY2016	FY2017	FY2018	FY2019	FY 2020	FY 2021	IH 2021	IH 2022
Net sales year -1	519.1 +21.5%	618.5 +19.1%	690.1 +11.6%	740.2 +7.3%	705.9 -4.8%	578.8 -18.0%	742.2 +28.2%	354.1	419.1 +18.3%
Labour & Overhead %	253 48.7%	301 48.7%	335 48.6%	359 48.5%	350 49.6%	283.3 49.0%	357.4 48.1%	146.6 41.4%	164.6 39.3%
EBITDA %	64.1 12.4%	75.8 12.3%	89.4 13.0%	92.7 12.5%	76.7 10.9%	56.0 9.7%	79.7 10.7%	41.0 11.6%	53.7 12.8%
NET RESULT (PROFIT) %	21.1 4.1%	29.5 4.8%	42.7 6.2%	43.8 5.9%	13.0 1.8%	2.5 0.4%	34.2 4.6%	28.4 8.0%	19.4 4.6%

SALES BREAKDOWN

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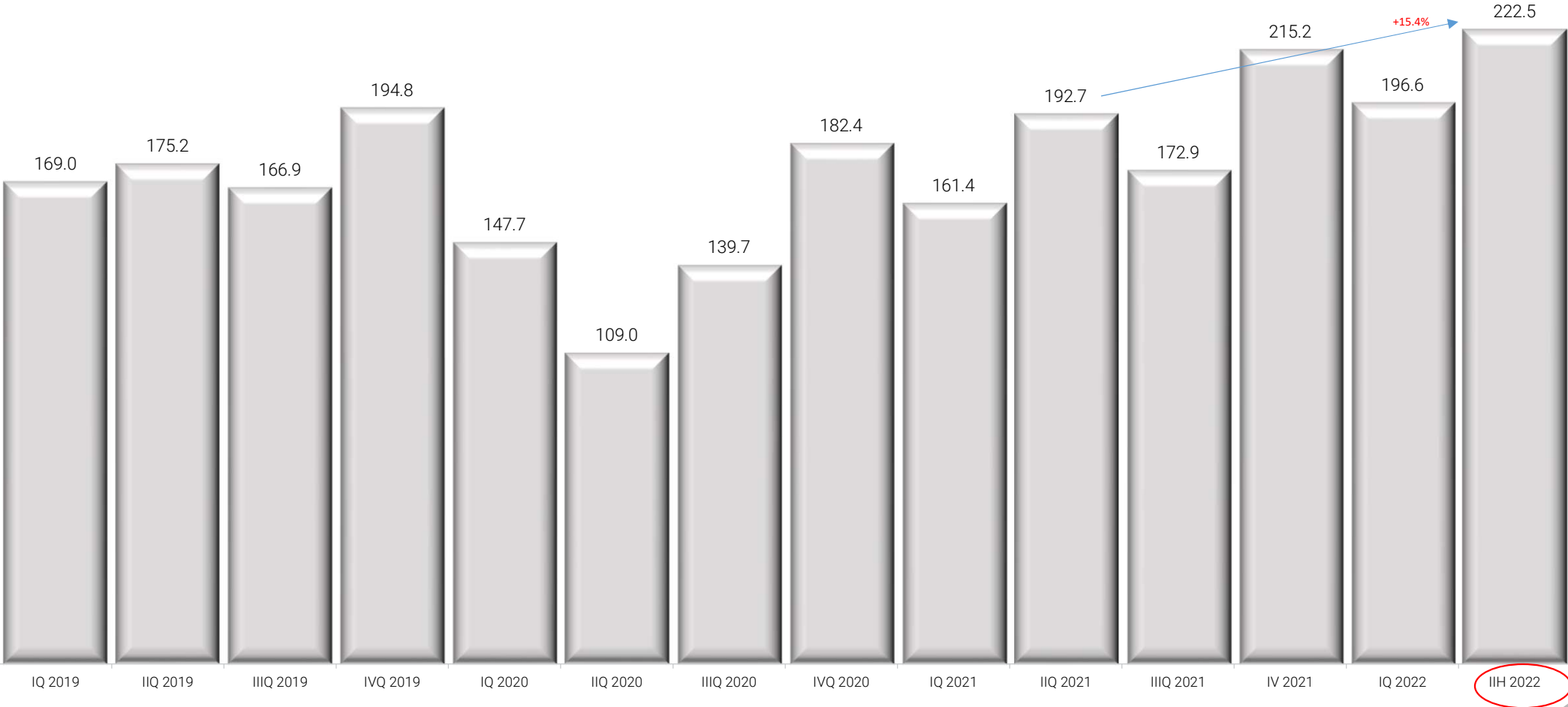
■ machines & systems ■ mechatronic

	FY 2019	FY 2020	FY 2021	IQ 2022	IH 2022
Western Europe	26.9%	34.1%	35.0%	31.6%	28.0%
Apac	13.6%	12.0%	12.9%	12.9%	11.7%
Eastern Europe	13.7%	16.3%	16.1%	16.1%	14.4%
North America	21.5%	18.8%	16.5%	16.5%	17.2%
Rest of the World	4.2%	3.0%	3.0%	3.0%	3.0%
Italy	20.0%	15.8%	16.2%	19.9%	25.7%

SALES BY QUARTERS

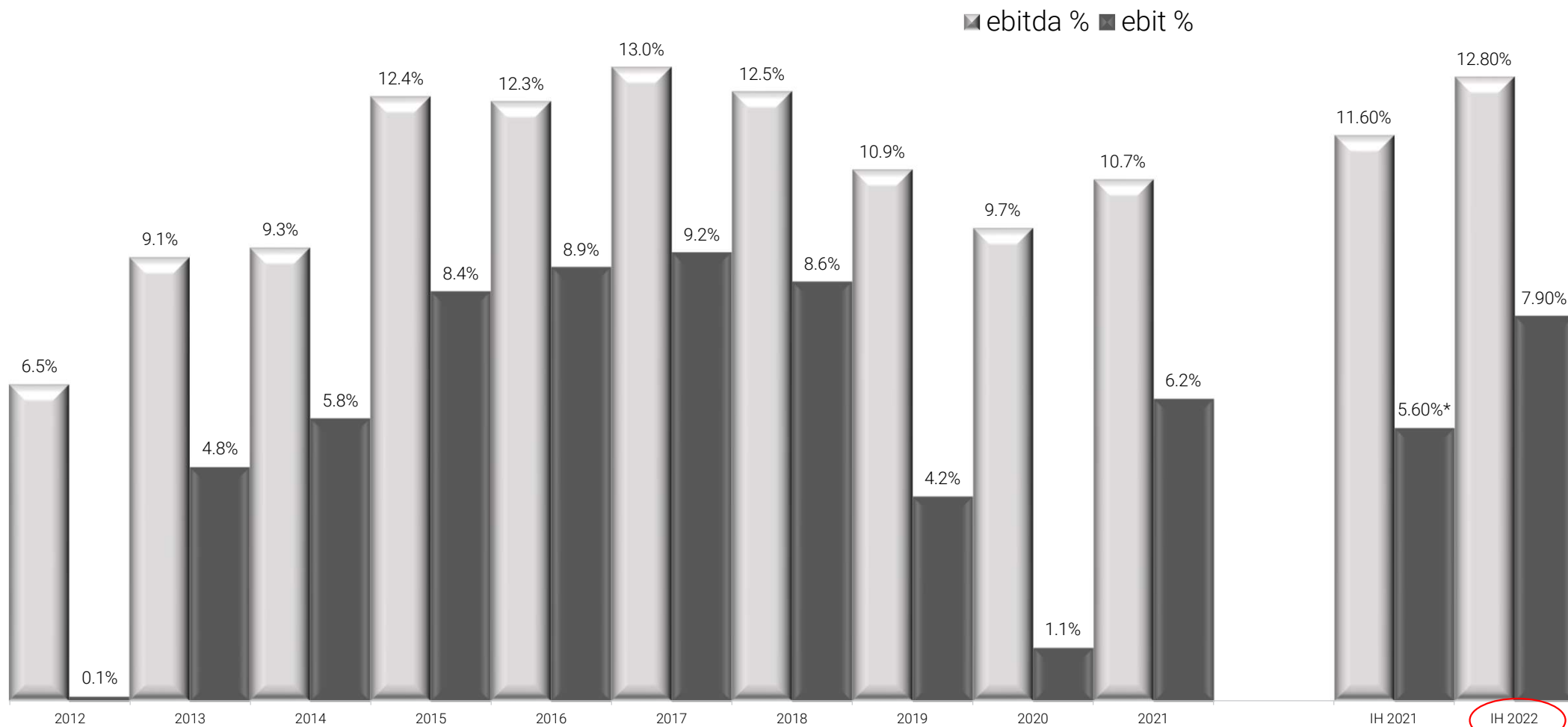
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€/min



EBITDA% & EBIT%

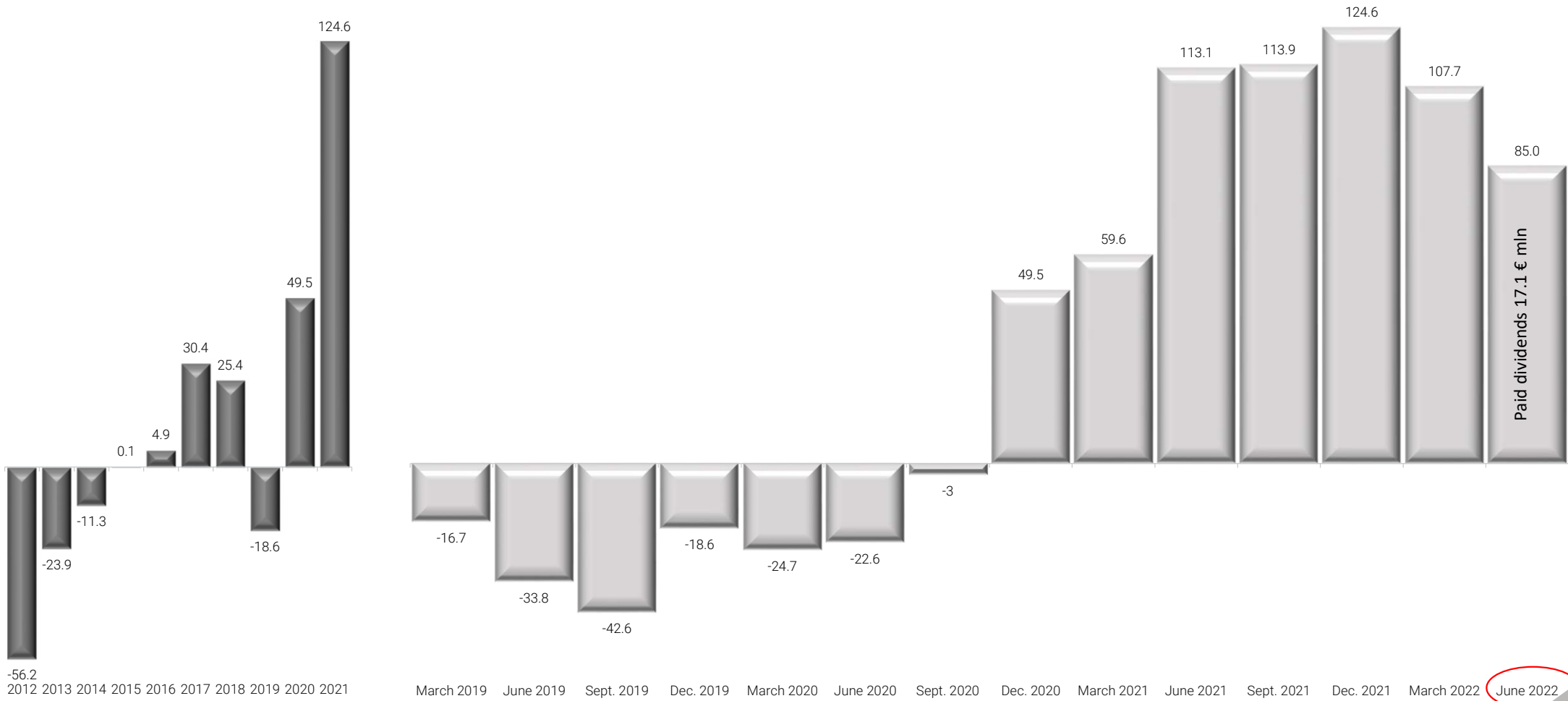
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*before positive non recurring items

NET FINANCIAL POSITION

€/mln

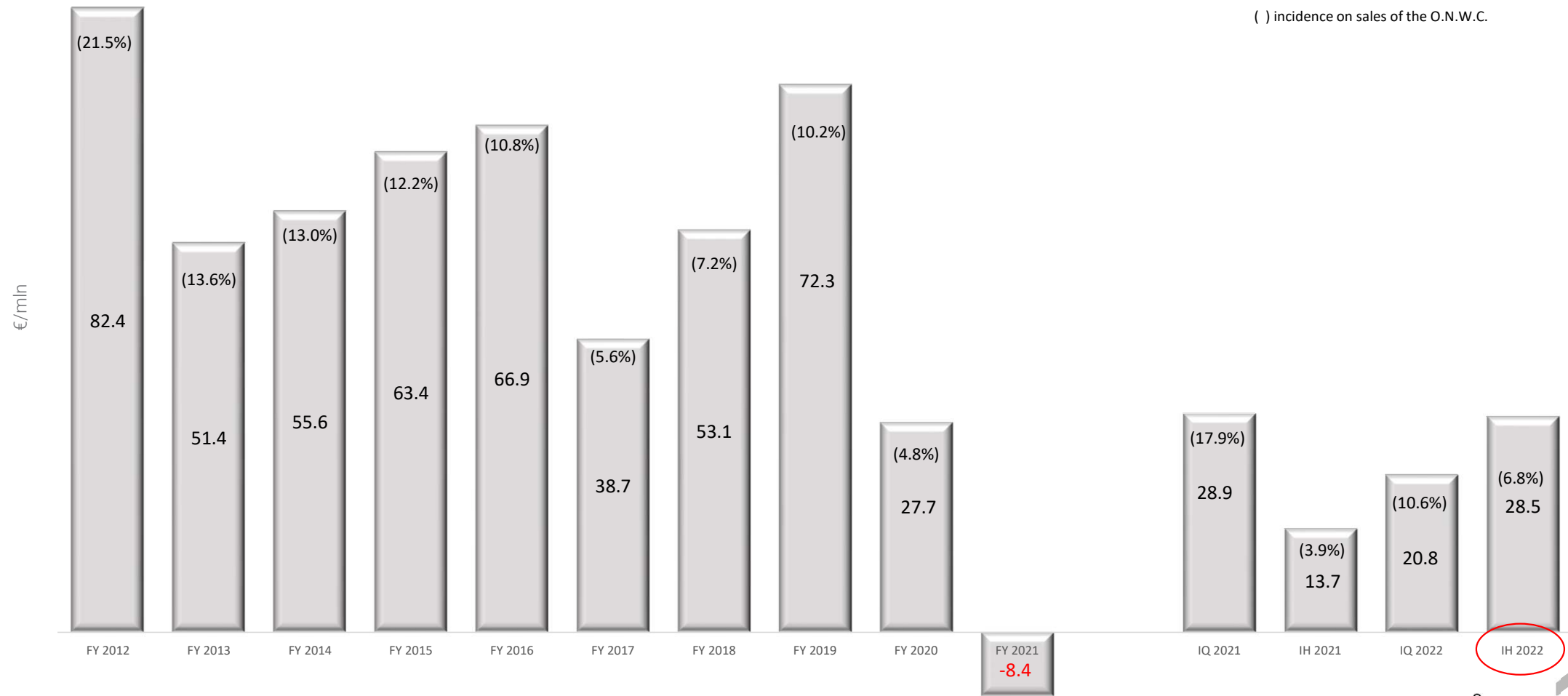


OPERATING N.W.C.

 **BIESSEGROUP**

■ O.N.W.C.

() incidence on sales of the O.N.W.C.



ORDER INTAKE & BACKLOG

GROUP ORDER INTAKE & BACKLOG

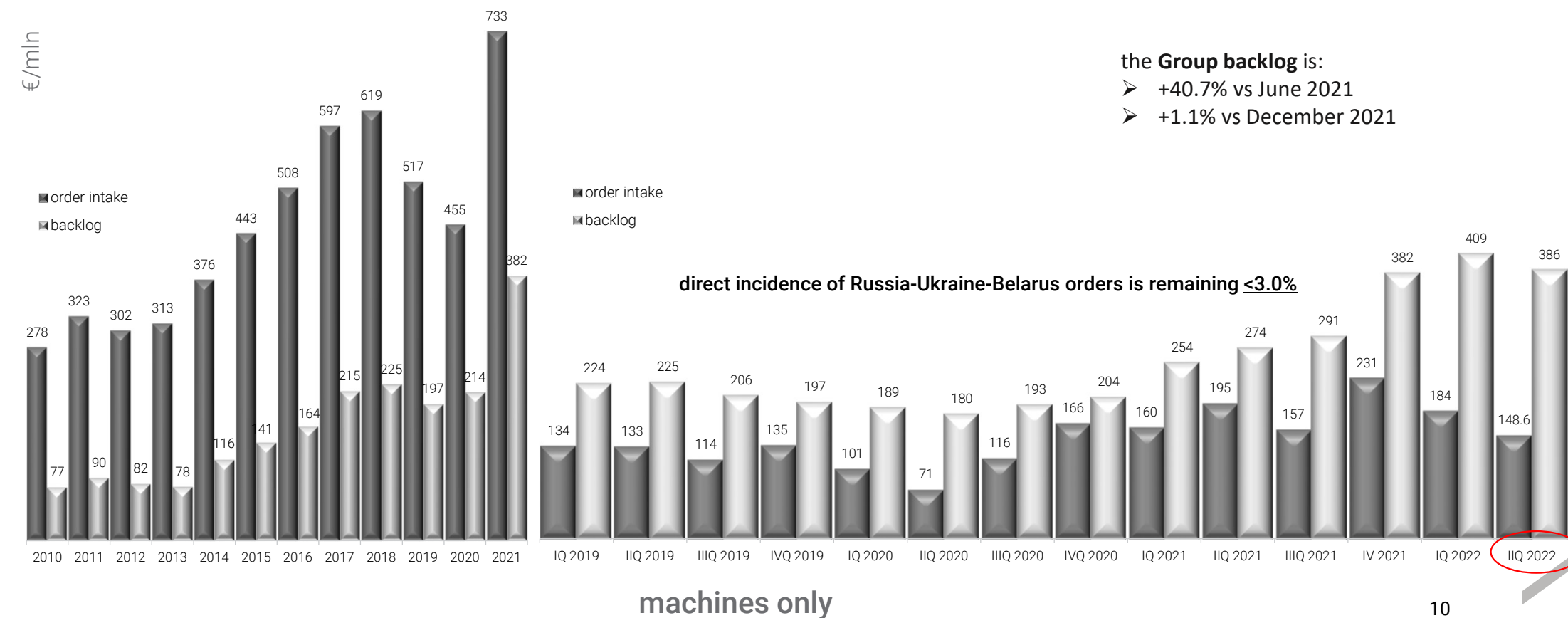
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the **Group order intake** is:

- ❖ -6.3% IH 2022 vs IH 2021 (6 months)
- ❖ -23.6% IIQ 2022 vs IIQ 2021 (3 months)

the **Group backlog** is:

- +40.7% vs June 2021
- +1.1% vs December 2021



STAFF DISTRIBUTION

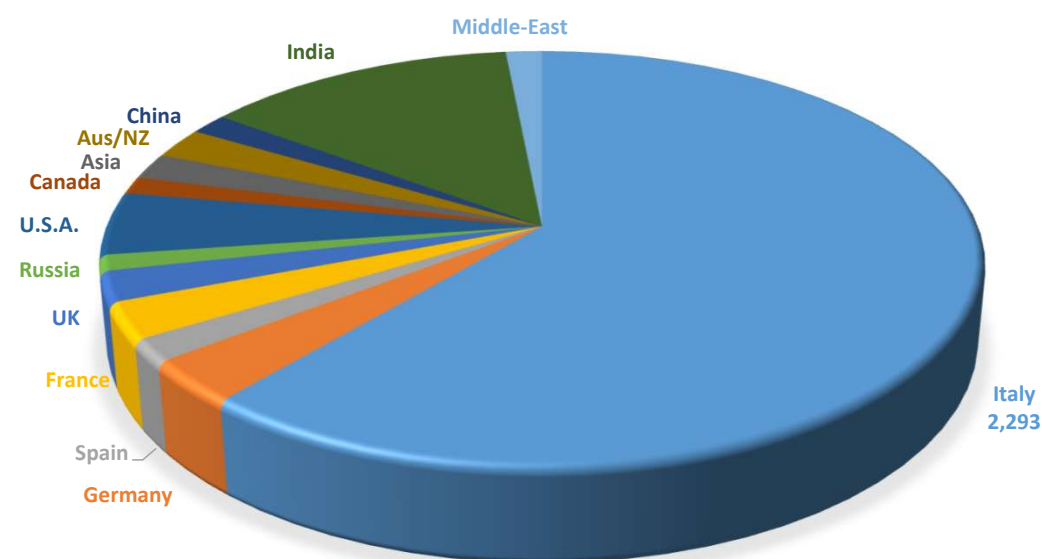
EMPLOYEES DISTRIBUTION

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	FY2021	IH 2022	%
0.81 Production	1.393	1.294	-7,11%
Service & After Sales	992	1000	0.81%
R&D	451	550	21.95%
Sales & Marketing	655	604	-7.79%
G&A	337	300	-10.98%
ITALY	2.345	2.293	-2,22%
OUTSIDE ITALY	1.483	1.455	-1,89%
TOTAL	3.828	3.748	-2,09%

Including interim people: nr. 562

Group 4,310



EMPLOYEES DISTRIBUTION

(without interim people)

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021	IH 2022
Production	1,264	1,175	1,201	1,335	1,482	1,494	1,621	1,386	1,324	1,393	1294
% of total people	45%	44%	42%	42%	41%	39%	38%	35%	35%	36%	35%
Service & After sale	574	613	628	690	803	894	1,001	992	962	992	1000
% of total people	21%	22%	22%	22%	22%	23%	24%	25%	26%	26%	27%
R&D	338	321	361	383	436	479	501	482	478	451	550
% of total people	12%	12%	13%	13%	12%	12.5%	12%	12%	13%	12%	15%
Sales & Marketing	364	351	439	495	587	641	715	685	637	655	604
% of total people	13%	13%	15%	15%	16%	17%	17%	17%	17%	17%	16%
G&A	242	235	252	273	310	338	389	382	362	337	300
% of total people	9%	9%	9%	9%	8.50%	8.8%	9%	10%	10%	9%	8%
ITALY	1,646	1,547	1,605	1,78	2,009	2,176	2,483	2,418	2,383	2,345	2,293
% of total people	59%	57%	56%	56%	56%	56%	59%	62%	63%	61%	61%
OUTSIDE ITALY	1,136	1,148	1,276	1,396	1,609	1,67	1,744	1,509	1,38	1,483	1,455
% of total people	41%	43%	44%	44%	44%	44%	41%	38%	37%	39%	39%
TOTAL	2,782	2,695	2,881	3,176	3,618	3,846	4,227	3,927	3,763	3,828	3,748

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