

Biesse

Renovation is an extraordinary journey

Conference Phone Call

26 October 2023

Q3 2023

Results

Agenda



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FINANCIAL HIGHLIGHTS

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SEGMENT REPORTING

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DIVIDENDS

4.0

STAFF DISTRIBUTION

5.0

SHAREHOLDER
DISTRIBUTION

Biesse Group



~4.200

Employees
including Temporary workers

72%

Employees located
in Europe

7%

Employees located in
North & South America

North Italy
site

Gradara
plant

Pesaro
site

Bangalore
site

4

Manufacturing
sites

More than

6.000

Solutions
produced
in 2022

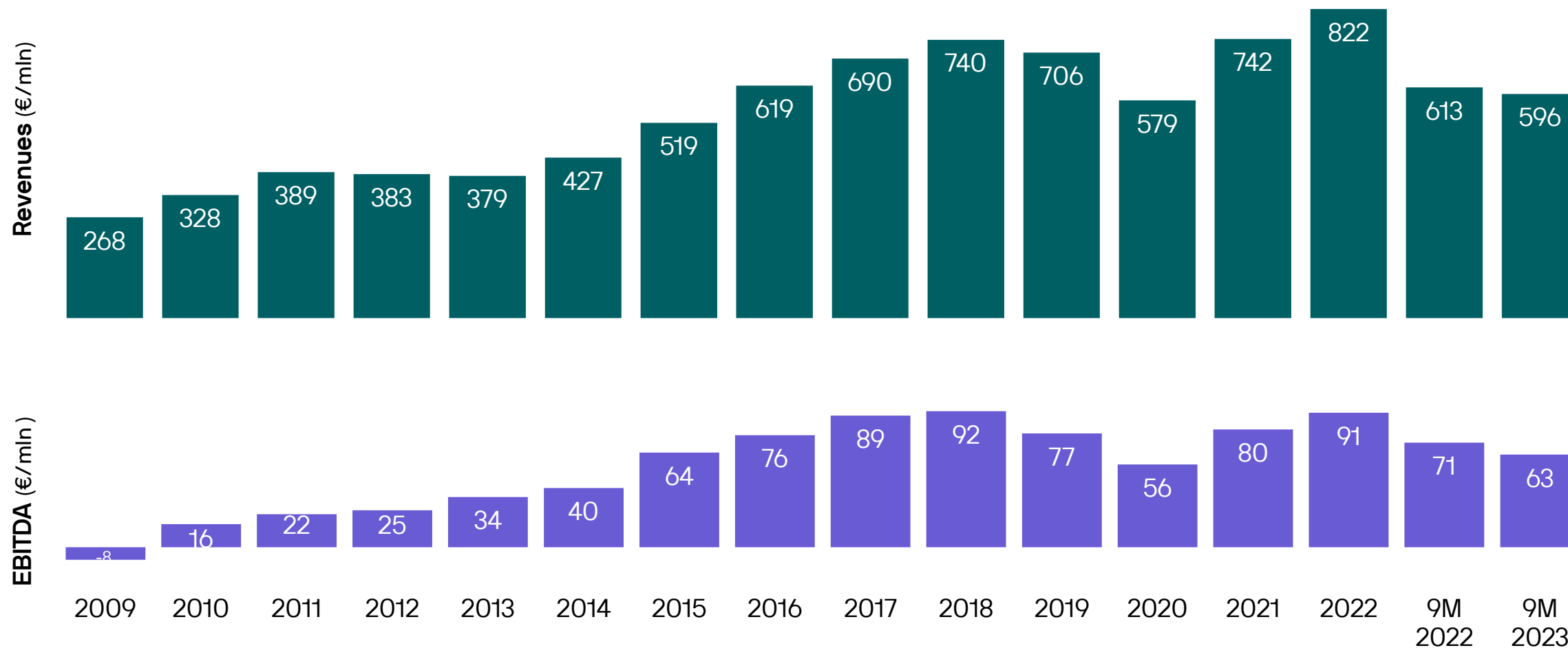
21%

Employees
located in APAC

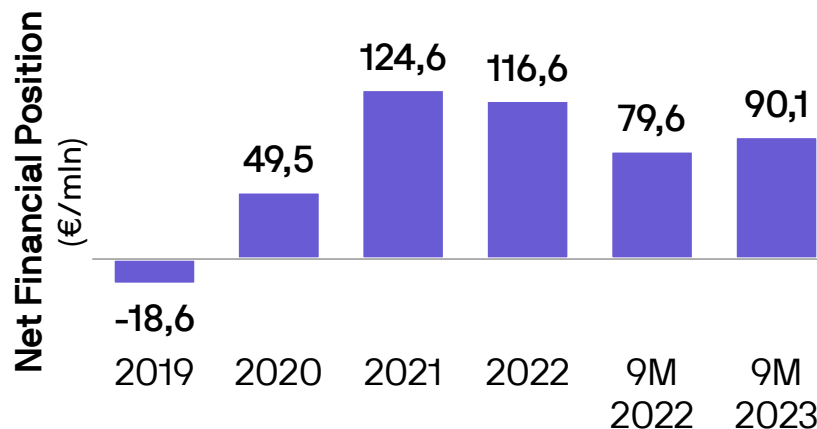
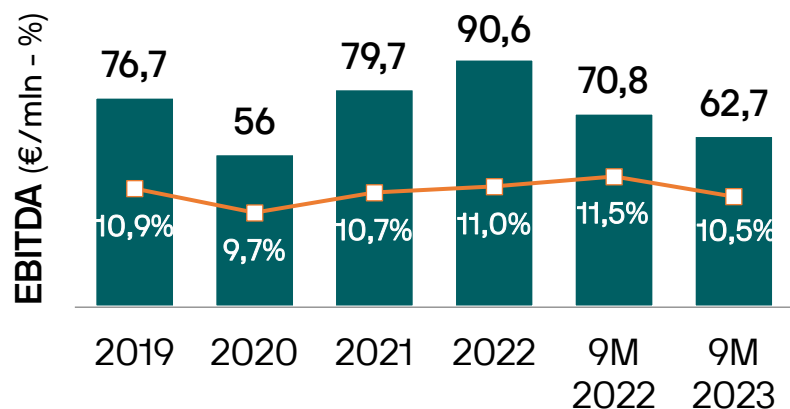
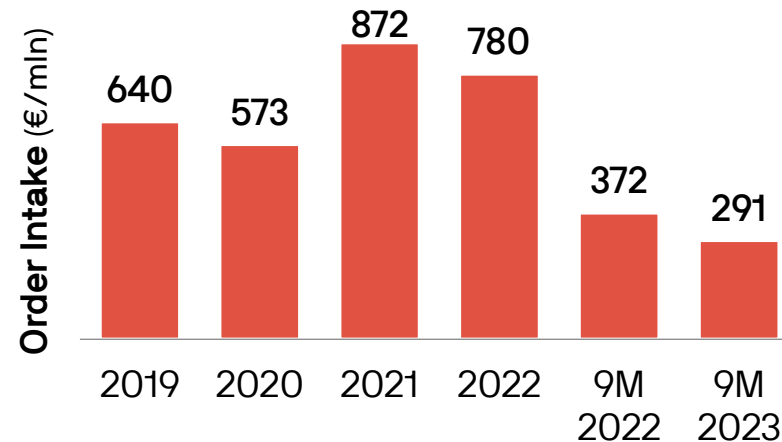
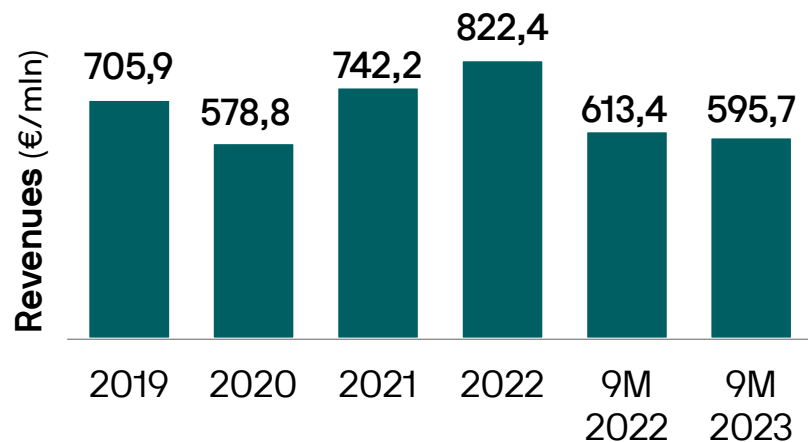
FINANCIAL HIGHLIGHTS

1.0

A solid path in revenues continues



Financial Highlights: 2019- Q3 2023



- In Q3 2023 we achieved a decrease in revenues (-17.7 €/mln vs September 2022, YTD).
- In 2021 and 2022 we outperformed Order Intake vs prior years. In the first nine months of 2023 we recorded a decrease as foreseen in our budget.
- As of Q3 2023 we confirmed a good EBITDA performance (10,5% on sales).
- From 2019 to 2022 we improved our cash generation performance, which increased by more than 135 €/mln after dividends payment. Q3 2023 maintained the net financial position at a higher level compared to Q3 2022.

Highlights – Profit & Loss



Amounts in €m	Q3 2023	Q3 2022	DEC 2022	DEC 2021	DEC 2020
Revenues	595,7	613,4	822,4	742,2	578,8
<i>Var % vs previous period</i>	-2,9%		10,8%	28,2%	-18,0%
EBITDA adjusted	62,7	70,8	90,6	79,7	56,0
<i>% on Net Sales</i>	10,5%	11,5%	11,0%	10,7%	9,7%
EBIT adjusted	34,3	42,6	47,6	34,1	7,0
<i>% on Net Sales</i>	5,8%	6,9%	5,9%	4,6%	1,2%
EBIT	28,1	44,2	50,8	45,7	6,2
<i>% on Net Sales</i>	4,7%	7,2%	6,2%	6,2%	1,1%
Net result	16,0	24,8	30,3	34,2	2,5
<i>% on Net Sales</i>	2,7%	4,0%	3,7%	4,6%	0,4%

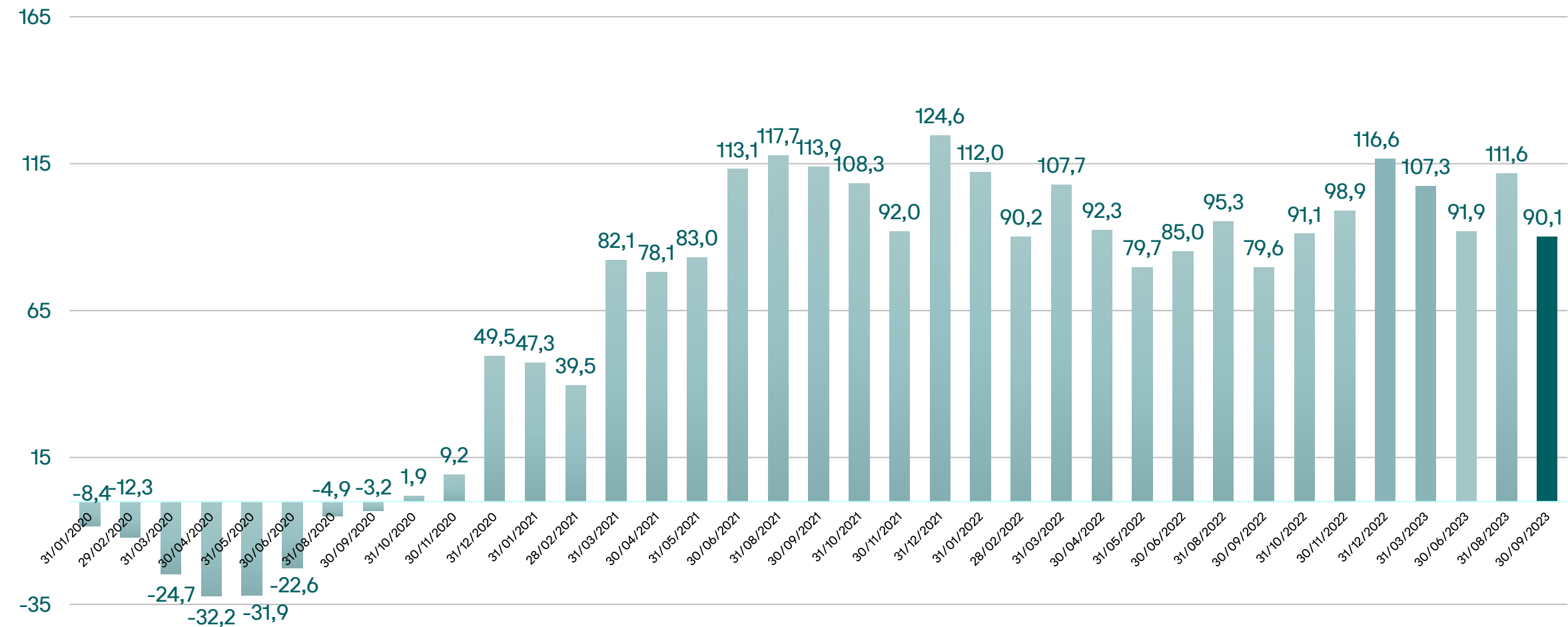
Balance Sheet



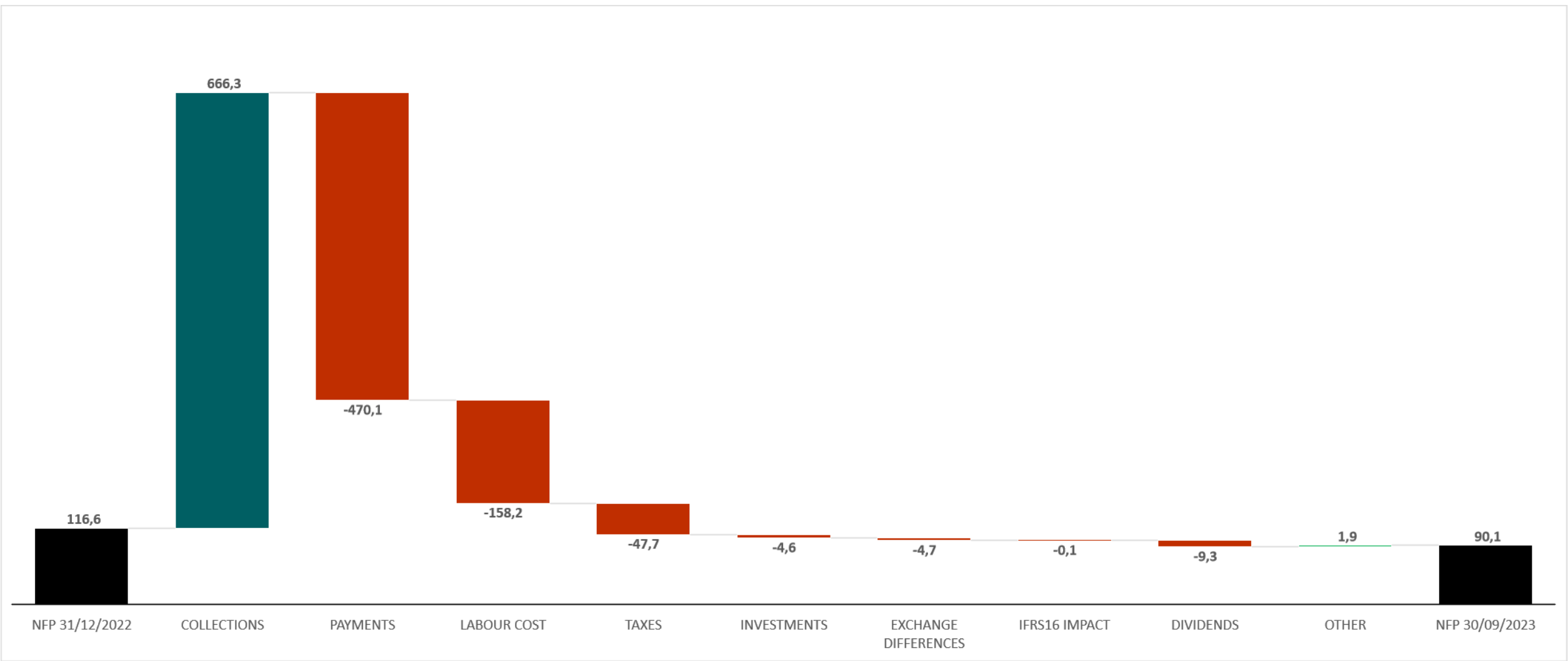
<i>Amounts in €m</i>	9M 2023	9M 2022	DEC 2022	DEC 2021	DEC 2020	DEC 2019
Fixed Assets	201,3	212,5	210,5	219,6	201,8	225,6
Inventory	189,4	227,6	215,6	179,4	129,8	155,5
Trade receivables	126,0	139,7	112,5	126,0	102,9	117,0
Trade payables	(140,7)	(181,2)	(182,0)	(186,7)	(132,8)	(132,7)
Advance payments	(103,9)	(141,6)	(138,2)	(127,1)	(72,2)	(67,5)
Net Working Capital	70,8	44,5	7,9	(8,4)	27,7	72,3
Other activities/liabilities (Net)	(94,1)	(75,1)	(74,2)	(86,6)	(64,2)	(60,6)
Net Capital Employed	178,0	181,9	144,1	124,6	165,3	237,3
Equity	268,1	261,4	260,8	249,2	214,8	218,7
Net Financial Position	(90,1)	(79,6)	(116,6)	(124,6)	(49,5)	18,6
Total Sources of Funding	178,0	181,9	144,1	124,6	165,3	237,3

Net Financial Position Trend

From 2020 to Q3 2023



Cash Flow Bridge

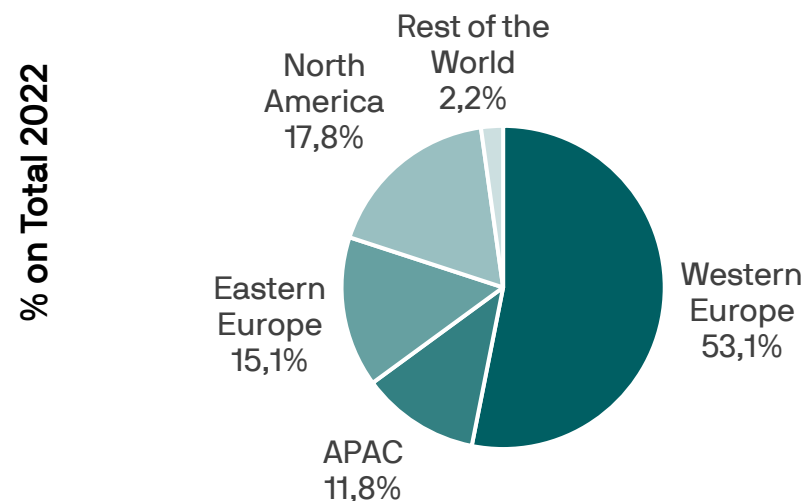


SEGMENT REPORTING

2.0

Markets

Revenues by Geographical Area 2019 – Q3 2023 (€/mln – Incidence on Total)



- Consistent revenues increase in Western Europe continuing growth path after Covid-19 recovery
- Limited impact of Russia/Ukraine conflict on Revenues in the Eastern Europe Area
- Asia & Oceania partially impacted by lockdown in China

>20%

Incidence of
After-sale and Parts
on Revenues in 2022

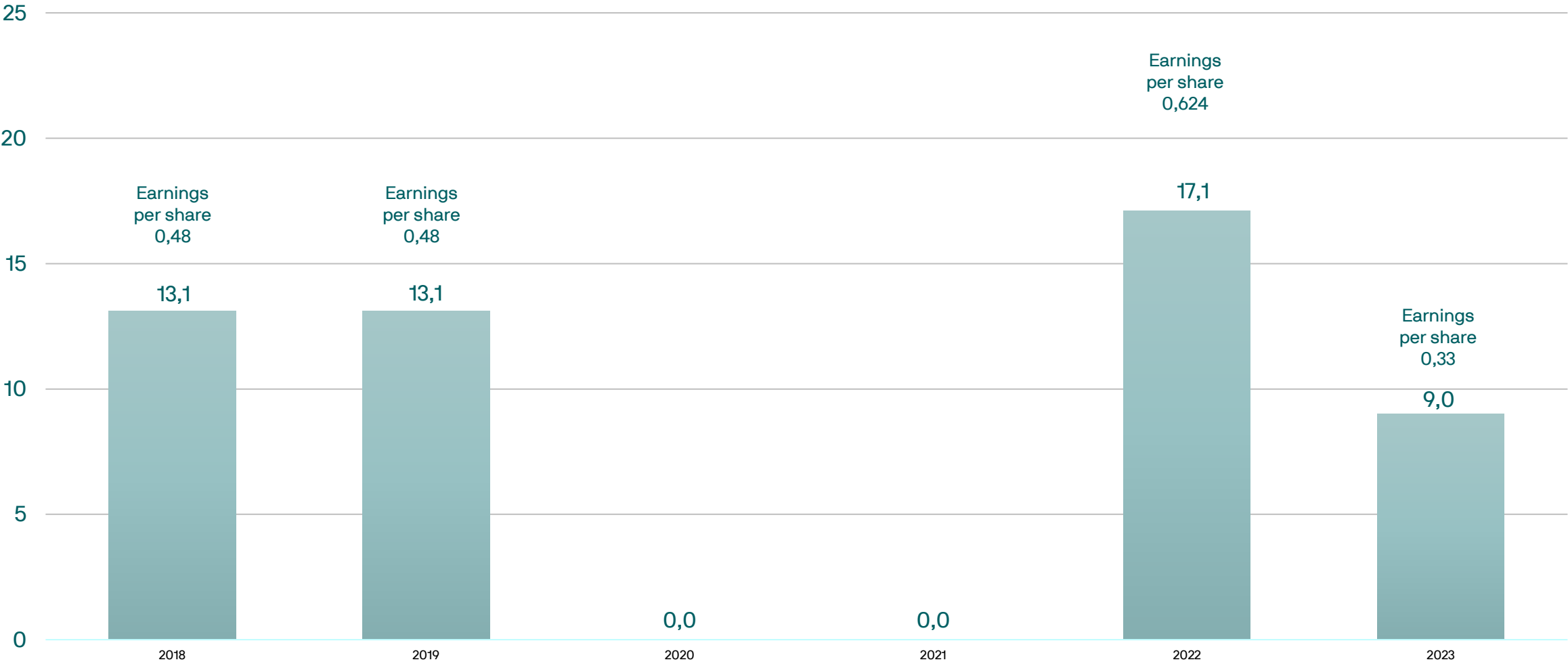
In €m	2019		2020		2021		2022		Q3 2023	
	Value	%	Value	%	Value	%	Value	%	Value	%
Western Europe	333,0	47,2%	288,8	49,9%	381,9	51,5%	431,1	52,4%	316,4	53,1%
Asia & Oceania	105,9	15,0%	69,3	12,0%	95,9	12,9%	100,3	12,2%	70,5	11,8%
Eastern Europe	89,2	12,6%	94,4	16,3%	119,9	16,1%	113,1	13,8%	89,8	15,1%
North America	150,6	21,3%	109,1	18,8%	122,4	16,5%	157,3	19,1%	105,9	17,8%
Rest of the World	27,1	3,8%	17,3	3,0%	22,1	3,0%	20,6	2,5%	13,1	2,2%
Total	705,9	100%	578,8	100%	742,2	100%	822,4	100%	595,7	100%

Q3 2022	Q3 2023	Q3 2023 vs Q2 2022
Value	Value	%
325,1	316,4	-2,7%
74,9	70,6	-5,8%
82,3	89,8	9,1%
114,6	105,9	-7,6%
16,6	13,1	-21,3%
613,5	595,8	-2,9%

DIVIDENDS

3.0

Dividends



STAFF DISTRIBUTION

A large, stylized teal shape that starts as a horizontal bar at the top right and then curves downwards and to the left, ending in a rounded point. It has a modern, geometric feel with smooth transitions.

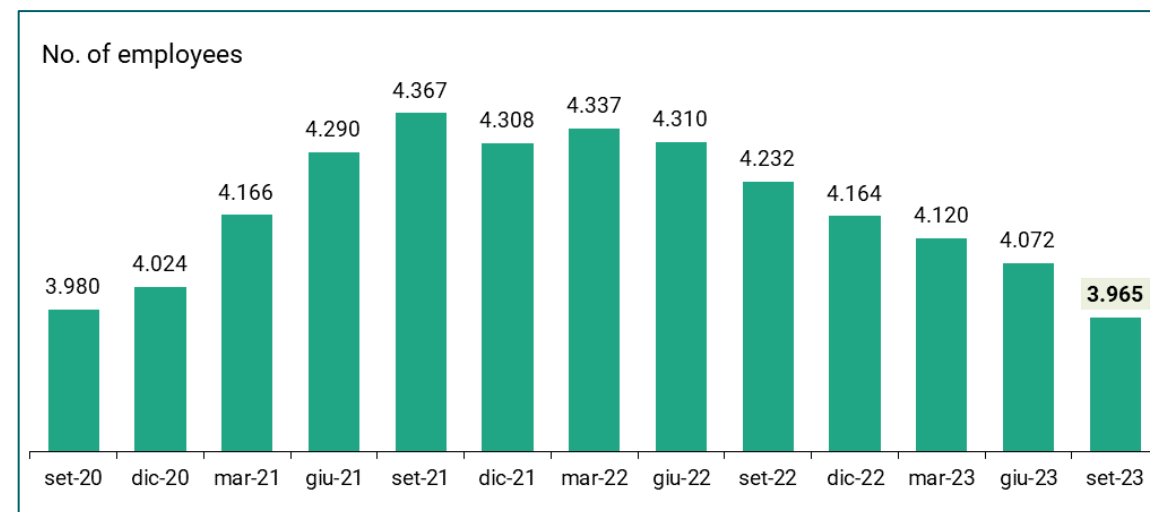
4.0

Employee distribution (excluding temporary workers)



Headcount	Q3 2023	%	Q3 2022	%	Δ	Δ %
Italy	2.312	58%	2.538	60%	-226	-9%
Row	1.653	42%	1.694	40%	-41	-2%
Totale	3.965		4.232		(267)	-6,3%

Headcount	SEP 2023	JUN 2023	MAR 2023	DEC 2022	SEP 2022
Italy	2.312	2.422	2.449	2.494	2.538
Row	1.653	1.650	1.671	1.670	1.694
Totale	3.965	4.072	4.120	4.164	4.232



SHAREHOLDER DISTRIBUTION

5.0

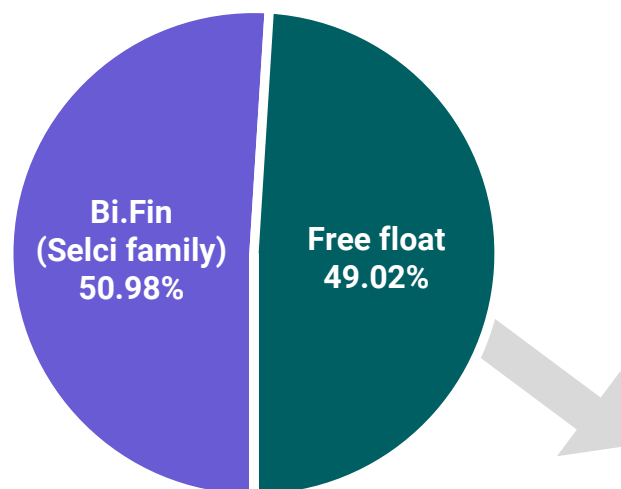
Shareholder Distribution



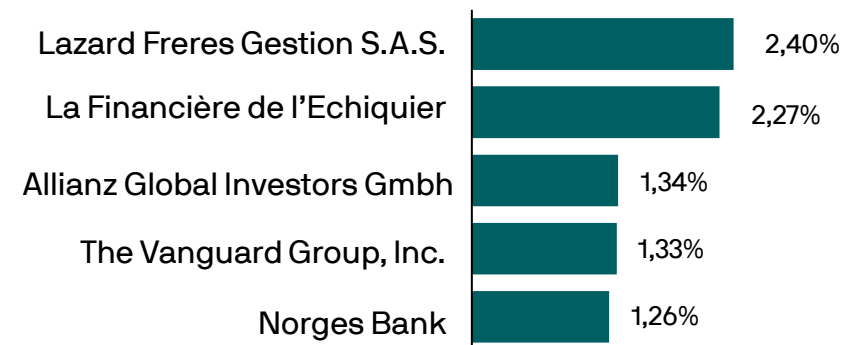
Biesse Board of Directors

- Giancarlo Selci (Founder - President)
- Roberto Selci (C.E.O.)
- Massimo Potenza (Co-C.E.O.)
- Alessandra Baronciani
- Rossella Schiavini
- Federica Ricceri
- Ferruccio Borsani

Shareholders distribution



Top 5 Shareholders



Source: Reuters

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