

# Biesse

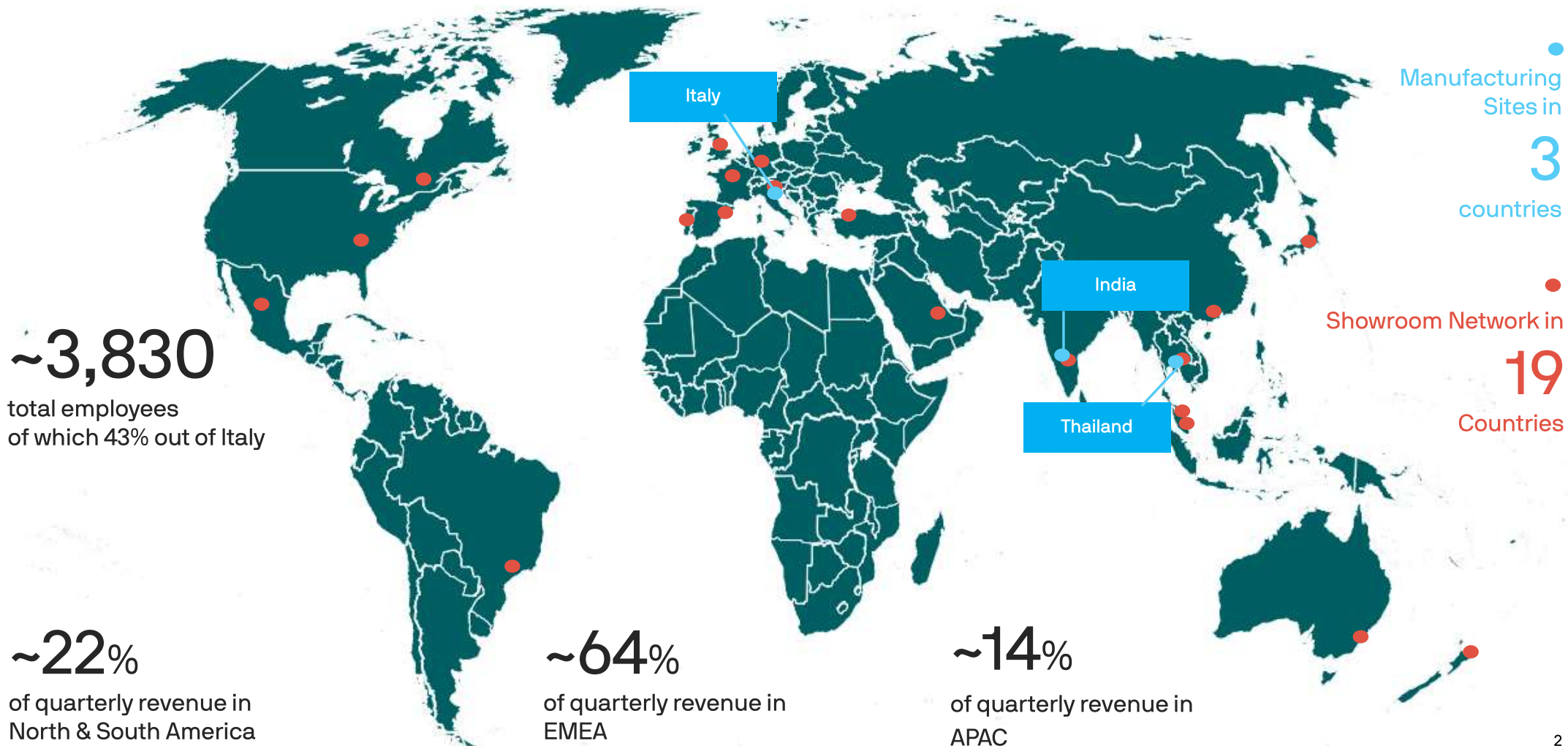
## Q1 2025 Results

Conference call after the Biesse B.o.D.

15 May 2025



# THE GROUP – WORLDWILDE PRESENCE



# Economic Scenario '25-'26 (1/2)

## Navigating the Uncertainty



### INFLATION

Inflation is projected to be higher than previously expected, although still moderating as economic growth softens. **G20 headline inflation** is projected at **3.8%** in **2025** falling to **3.2%** in **2026**



### GDP\* OUTLOOK

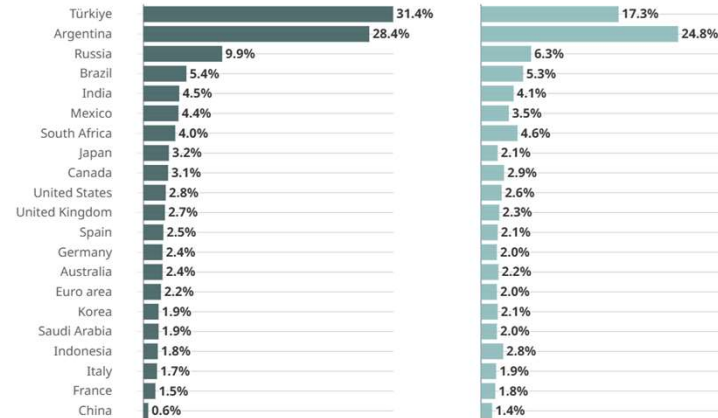
Global GDP growth is projected to slow down to **2.8%** in **2025** with a slightly increase to **3.0%** in **2026**. Emerging Asia continuing to be the biggest contributor to global growth



### COST OF MONEY

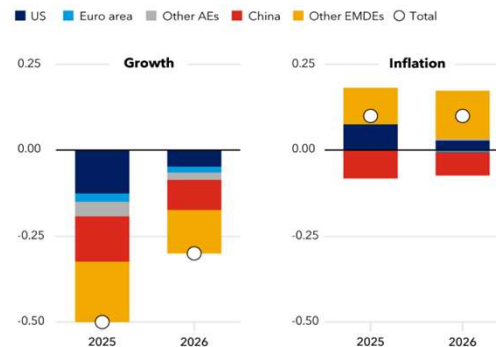
Interest rates **have been reduced** in most major advanced economies in recent months. Nonetheless, the monetary policy generally remains restrictive. IR (deposit facility): **BCE 2,25% - FED 4,25% / 4,50%**

Headline inflation projections for 2025 and 2026  
%, year-on-year



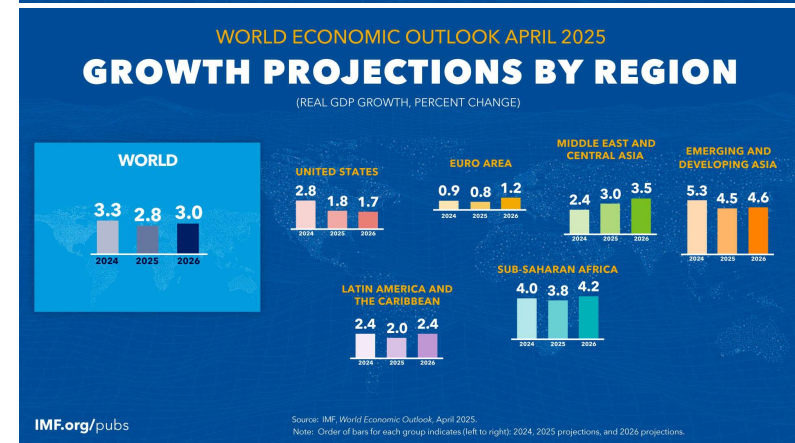
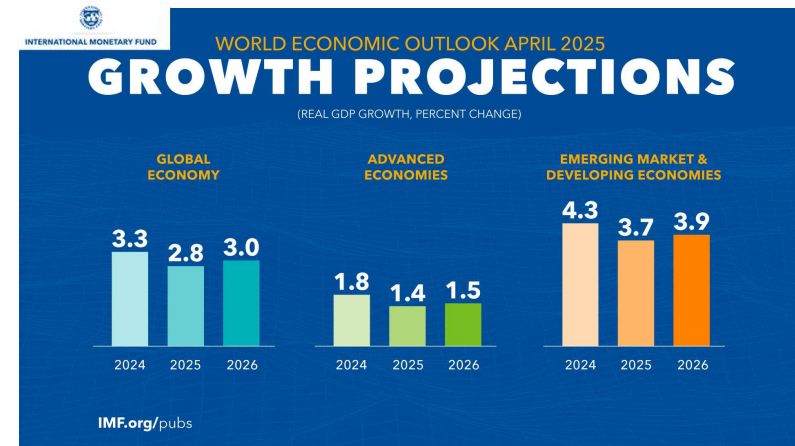
### Global growth revised down significantly, inflation slightly revised up

Forecast change from January 2025, percentage points



### Key Takeout:

- Inflation slightly down, US interest rates lowering slower than expected
- Global GDP growth projections remain positive, but US tariff policy undermines stability (-0.5pp)





# Economic Scenario '25-'26 (2/2)

Uncertainty is the new Certainty

## Key Takeout:

- Geopolitical & Economic instability
- Weak Industrial Consumption and Production, with significant decrease in key industrial sectors



## 24 Economia

**Dazi, per il legno-arredo possibile calo del 5-8% di export verso gli Usa**

15 aprile 2025

## 24 Economia

**La Fed lascia i tassi al 4,25%-4,50%: meno crescita, più inflazione. Trump chiede tagli**

19 marzo 2025

## CORRIERE DELLA SERA

**Dazi, Wsj: «Dazi di Trump l'errore peggiore degli ultimi decenni». Fmi riduce le stime del Pil del mondo: 2,8% nel 2025 (-0,5%)**

Aggiornata il 23 aprile

THE WALL STREET JOURNAL.

**Trump, Zelensky Meet for First Time Since Oval Office Shouting Match**

U.S., Ukrainian leaders spoke briefly before Pope Francis' funeral; Trump later criticized Russia's Putin

By David Luhnow

Updated April 26, 2025 12:20 pm ET



## 24 Economia

**Dazi Usa alla Cina in totale al 145%. Trump: «Tratteremo con la Ue come un unico blocco»**

10 aprile 2025



**China strikes back with 125% tariffs on U.S. goods as trade war intensifies**

APR 11 2025

## 24 Finanza

30 aprile 2025

**Deraglia l'economia Usa. Borse mondiali in frenata, Milano giù con le banche**

Nel primo trimestre 2025 il Pil americano è in contrazione per la prima volta dal 2022, con un calo dello 0,3%, a causa soprattutto del deficit commerciale record provocato dai dazi. Wall Street Street in calo, a Piazza Affari pesano soprattutto le

## 24 Economia

**Germania: a febbraio -1,3% produzione industriale, -4% tendenziale**

7 aprile 2025

812

## IL CONTATORE DELLA CRISI

Il contatore della crisi calcola i giorni di calo della produzione italiana dal 1° febbraio 2023, il momento di avvio della lunga sequenza di segni meno che da 21 mesi caratterizza la nostra industria manifatturiera. L'ultimo aumento della produzione risale, infatti, a gennaio 2023

24

# GENERAL MARKET TREND



## □ GENERAL SCENARIO :

- Instability and uncertainties due to the evolution of the international geopolitical context are holding back investments.
- The recent changes in US trade policy, concerning customs duties application, are having repercussions on worldwide company investments.
- Many international companies have withdrawn their guidance due to the inability to forecast performance for 2025.
- Cut in U.S. GDP that will impact the export of machinery because the market absorbs about 14% of total Italian exports.

## □ GLOBAL WOOD MARKET:

- Total Addressable Market ~ 4.1 bn => flat vs LY
- (6%) in 2024
- Chinese companies have increased their market share and are becoming more aggressive in international markets as a result of overcapacity and a slowdown in domestic demand (main players Nanxing/KDT).
- In the first two months of the year, exports decreased by 24%: Italy losing (4%) of its market share and China gaining 8%.
- Woodworking machinery in Italy:
  - ❖ Orders are same as in 2016
  - ❖ Consumer confidence is in line with 2015

## □ GLASS & STONE MARKET:

- Totale Addressable Market
  - ❖ ~ 1.4 bn Glass => flat vs LY
  - ❖ ~ 1.1 bn Stone => flat vs LY
- (7%) in 2024 with levels in line with year 2019
- In the first two months of the year 2025, exports dropped by 22%; China outperformed Italy in exports for the first time increasing its market share from 23% to 39%, while Italy's share fell from 35% to 28%.

# THE GROUP – KEY HIGHLIGHTS Q1 2025



	Q1 2025(A)	Q1 2024(A)	Δ	Δ%
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Value in €m

<b>Sales</b>	153,3	195,8	(42,5)	-21,7%
The decrease compared to Q1 2024 is mainly due to the Lines and Machines (€39 mil), (€18 mil) in the wood, (€10 mil) in the stone, and (€7 mil) in the glass market. Geographically, the most significant decreases were recorded in EMEA (€23 mil), and in the AMERICAS (€13 mil).				



Value in €m

<b>EBITDA adjusted</b>	4,4	16,8	(12,4)	-73,9%
Ebitda adjusted amounted to € 4.4mil, representing 2.9% of net sales, showing a decline compared to Q1 2024.				



Value in €m

<b>Net Result</b>	(2,8)	2,8	(5,7)	n.a.
The Group recorded a Net Result of (€ 2.8 mil)., down by € 5.7 mil. compared to Q1 2024.				



Value in €m

<b>Orders intake</b>	176,9	170,6	6,3	3,7%
Orders intake increased compared to Q1 2024 in the Lines and Machines .				



Value in €m

<b>Backlog</b>	288,4	297,4	(9,0)	-3,0%
The backlog was slightly down compared to Q1 2024, but had a significant increase compared to December 2024 (€ 255 mil).				



	Q1 2025(A)	DEC 2024	Δ	Δ%	Q1 2024(A)	Δ	Δ%
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<b>Headcount</b>	3.830	3.972	(142,0)	-3,6%	4.274,0	(444,0)	-10,4%
The Group's headcount decreased of 444 units compared to March 2024. The number of employees at GMM Spa, Bavelloni Spa, TWJ Ltd and its subsidiaries decreased of 40 units since March 2024.							



Value in €m

<b>Inventory</b>	188,7	177,3	11,4	6,4%	217,7	(29,0)	-13,3%
The increase compared to December 2024 is mainly due to inventories of sold machines.							



Value in €m

<b>NFP</b>	5,0	25,0	(20,0)	-79,8%	32,3	(27,2)	-84,4%
The Net Financial Position remained positive at €5.0 million, despite the economic results of Q1 2025 being below expectations.							



# THE GROUP – Q1 2025 HIGHLIGHTS



Value in €m		Q1 2025(A)	Q1 2024(A)	Δ	Δ%
<b>Revenues</b>	<b>A</b>	153,3	195,8	(42,5)	-21,7%
<b>EBITDA adjusted</b>	<b>B</b>	4,4	16,8	(12,4)	-73,9%
<i>% on Net Sales</i>		2,9%	8,6%		
<b>EBIT adjusted</b>	<b>C</b>	(4,7)	7,6	(12,3)	n.a.
<i>% on Net Sales</i>		-3,0%	3,9%		
<b>EBIT</b>	<b>D</b>	(4,7)	6,6	(11,3)	n.a.
<i>% on Net Sales</i>		-3,0%	3,4%		
<b>Net Result</b>	<b>E</b>	(2,8)	2,8	(5,7)	n.a.
<i>% on Net Sales</i>		-1,8%	1,5%		

- A** Revenues in Q1 2025 amounted to €153,3 mil., showing a decrease of 21.7% compared to Q1 2024.
- B** EBITDA adjusted was €4.4 mil., with an incidence on net sales of 2.9%, in decrease compared to Q1 2024.
- C** EBIT before non-recurring items amounted to (€4.7 mil), representing (3.0%) of the net sales, showing a decrease compared to Q1 2024.
- D** EBIT results amounted to (€ 4.7 mil).
- E** The Group recorded a negative Net Result of (€ 2.8 mil), down by € 5.7 mil. compared to Q1 2024.

# SALES GROUP BIESSE Q1 2025 vs Q1 2024



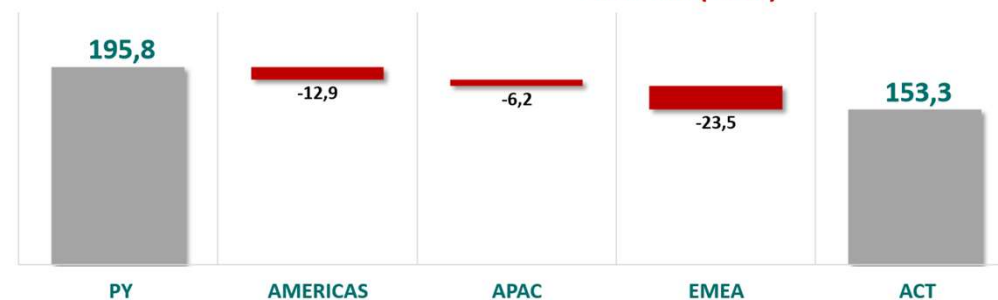
## A Detail By Business (Value in €m)

SALES Q1 2025 vs Q1 2024 **-42.5 Mln (-22%)**



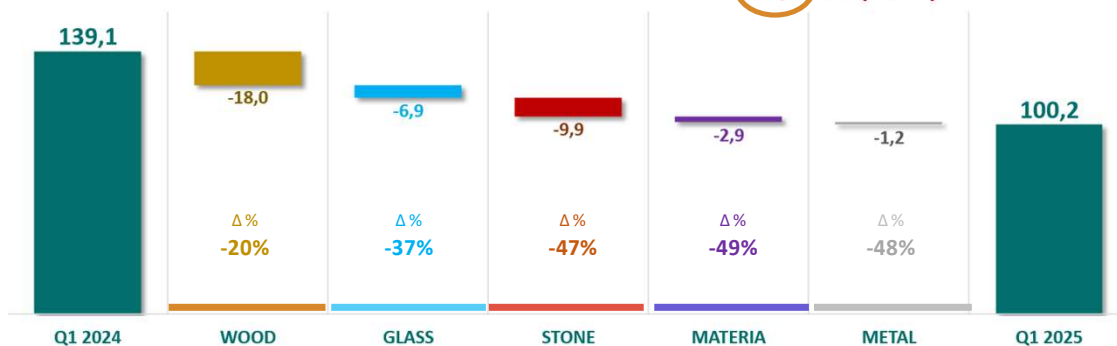
## C Detail By Region (Value in €m)

SALES Q1 2025 vs Q1 2024 **-42.5 Mln (-22%)**



## B Detail By Material (Value in €m)

SALES MACHINES & LINES Q1 2025 vs Q1 2024 **-38.9 Mln (-28%)**



## D Best & Worst (Value in €m)

### BEST Three Countries

Δ CY vs PY

TAIWAN	1,6	↑	
NORDIC	1,2		
KOREA	0,6		

### WORST Three Countries

Δ CY vs PY

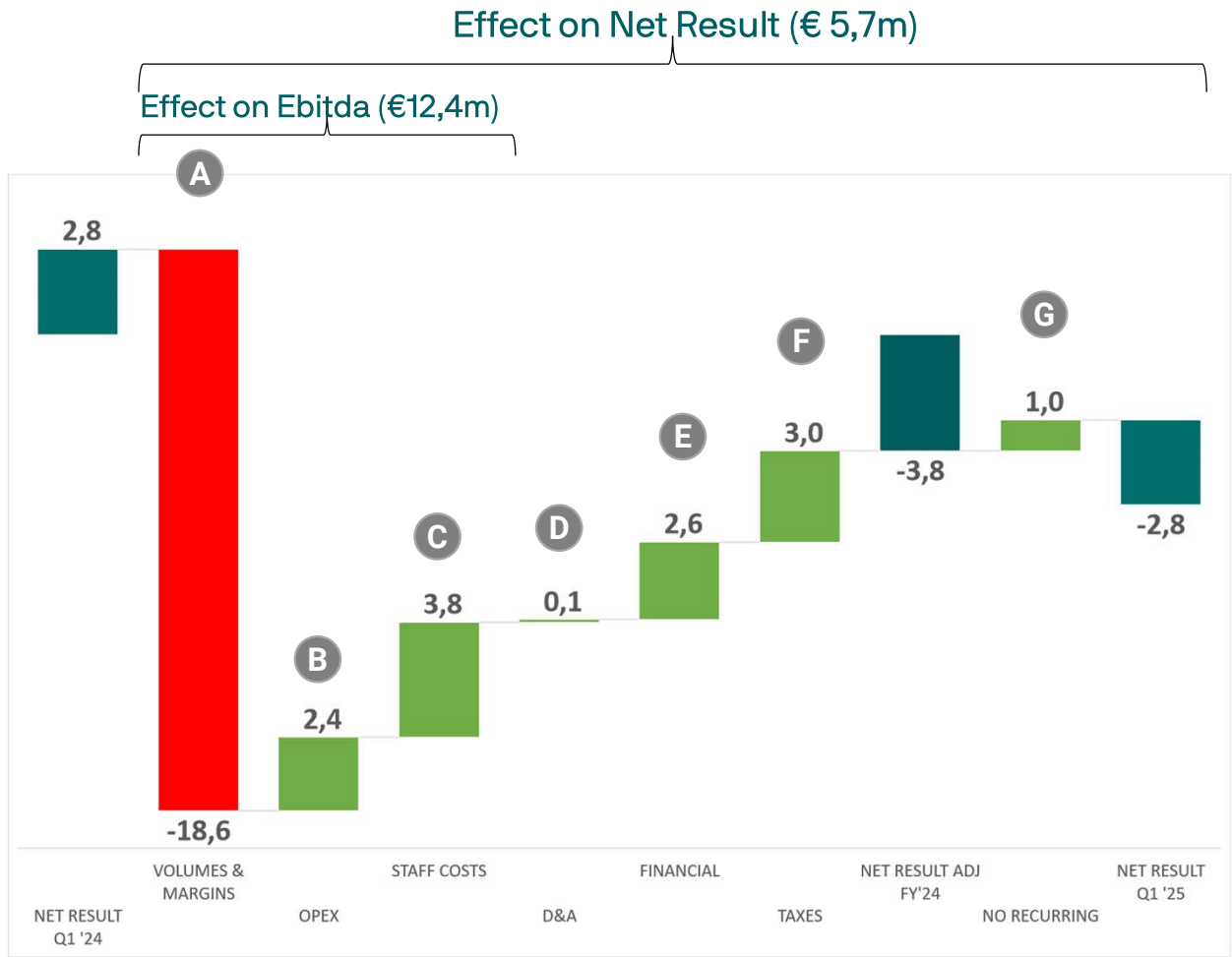
USA	- 8,1	↓	
ITALY	- 6,4		
FRANCE	- 2,9		

RESULTS Q1 2025



# THE GROUP-BRIDGE NET RESULTS Q1 2024 VS Q1 2025

The net result for March 2025 is (€ 2.8 mil), showing a decrease of (€5.7 mil) compared to Q1 2024. The process of organizational transformation continues, aimed at aligning the corporate structure and overhead costs with the One Company project. Furthermore, the Group is accelerating the implementation of all strategic initiatives outlined in the three-year plan to strengthen overall operational efficiency and effectiveness.



- A** Revenues are €42.5 mil lower compared to Q1 2024, resulting in a decrease in margin of €18.6 mil. However, the industrial margin improved by 3.1 percentage points due to the mix effect.
- B** The cost variance is mainly due to lower expenses for trade shows (€600k) , business trips (€400k), maintenance costs (€500k), and staff recruitment (€200k).
- C** Labor costs are 3.8 mil. lower, due to higher turnover, “*contratto di solidarietà*” and lower variable rewards, despite higher inflation costs.
- D** D&A are in line with Q1 2024.
- E** The variance is mainly due to a positive effect from exchange rates.
- F** Taxes: the positive effect is due to a minor result of the period.
- G** Non-recurring: the positive variation is due to the absence of non-recurring items compared to Q1 2024.

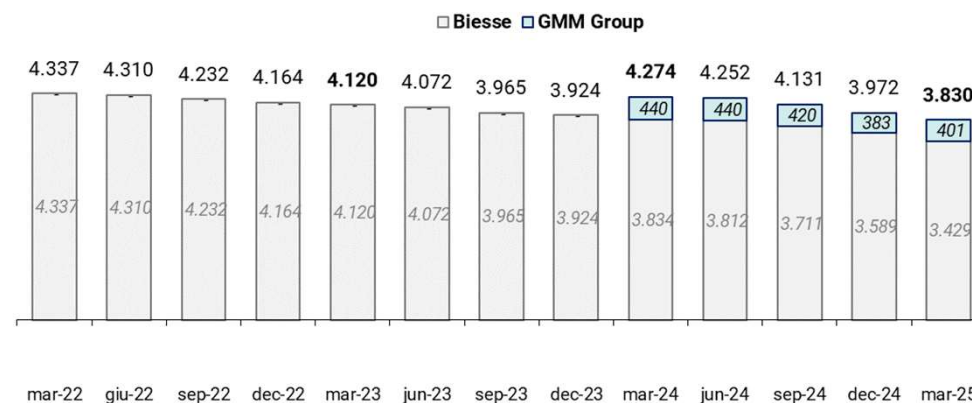
# THE GROUP – HEADCOUNT TREND



Headcount	MAR 2025	%	MAR 2024	%	Δ	Δ %
<i>Italy</i>	2.196	57%	2.508	59%	-312	-12%
<i>Rest of the world</i>	1.634	43%	1.766	41%	-132	-7%
<b>TOTAL</b>	<b>3.830</b>	<b>100%</b>	<b>4.274</b>	<b>100%</b>	<b>-444</b>	<b>-10,4%</b>

The Group's headcount decreased of 444 units compared to March 2024. The number of employees at GMM Spa, Bavelloni Spa, TWJ Ltd and its subsidiaries decreased of 40 units since March 2024.

Headcount	MAR 2025	DEC 2024	SEP 2024	JUN 2024	MAR 2024
<i>Italy</i>	2.196	2.300	2.378	2.455	2.508
<i>Rest of the world</i>	1.634	1.672	1.753	1.797	1.766
<b>TOTAL</b>	<b>3.830</b>	<b>3.972</b>	<b>4.131</b>	<b>4.252</b>	<b>4.274</b>
<b>Delta vs Mar 25</b>		<b>-142</b>	<b>-301</b>	<b>-422</b>	<b>-444</b>



# THE GROUP – Q1 2025 NWC & NFP



Value in €m	Q1 2025(A)	DEC 2024	Δ	Q1 2024(A)	Δ
Inventories	188,7	177,3	11,4	217,7	(29,0)
Trade receivables	117,3	120,8	(3,5)	131,3	(14,0)
Trade payables	(120,3)	(120,9)	0,6	(167,9)	47,6
Contract liabilities	(102,1)	(99,6)	(2,5)	(97,1)	(5,0)
<b>Net operating working capital</b> <b>A</b>	<b>83,6</b>	<b>77,6</b>	<b>6,0</b>	<b>84,0</b>	<b>(0,4)</b>
<b>Net financial position</b> <b>B</b>	<b>5,0</b>	<b>25,0</b>	<b>(20,0)</b>	<b>32,3</b>	<b>(27,2)</b>
<b>Net financial position with IFRS16</b>	<b>(23,5)</b>	<b>(4,7)</b>	<b>(18,7)</b>	<b>2,3</b>	<b>(25,8)</b>

**A** The **operative net working capital** increased of € 6.0 mil. compared to December 2024; the variation is mainly due to the increase in inventory (€ 11.4mil), influenced by the decrease in sales.

**B** **Net financial position** was positive at € 5.0 mil.; compared to year-end 2024, the indicator decreased by € 20.0 mil.: the variation was mainly driven by the net operating working capital dynamics of the period, the non-recurring financial disbursements for exit incentives and the payment of related taxes, only partially compensated by the results obtained in the operational management.

# WITHDRAWAL OF THE THREE YEARS PLAN 2024-2026



In view of the Biesse Group's financial results for the year 2024 and the first quarter of 2025, the Board of Directors has reviewed the current relevance of the 2024-2026 Three Years Plan, as presented to the market on 28<sup>th</sup> February 2024.

In particular, the Board of Directors noted that the current economic situation, together with the serious uncertainties stemming from the geopolitical and macroeconomic context, meant that the earnings and financial targets contained in the Three Years Plan 2024-2026 were no longer deemed achievable.

However, the guidelines and strategic objectives included in the Three Years Plan 2024-2026 remain confirmed, which the Group will continue to pursue with determination, firm in the belief that the long-term strategy outlined therein is correct.

In light of the above, the Biesse Board of Directors has resolved to withdraw the Three Years Plan 2024-2026, reserving the right to adopt a new business plan in the future, when the market context becomes more stable.

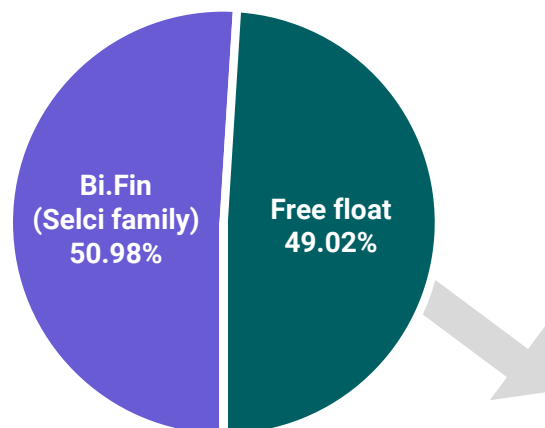
# THE GROUP - SHAREHOLDER DISTRIBUTION



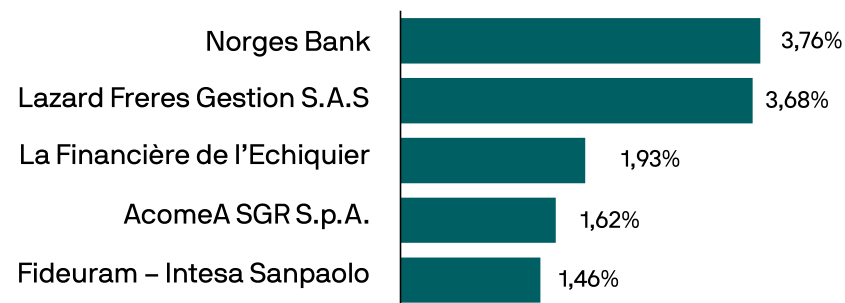
## Biesse Board of Directors

- Roberto Selci (President)
- Massimo Potenza (C.E.O.)
- Alessandra Baronciani
- Rossella Schiavini
- Federica Ricceri
- Massimiliano Bruni
- Cristina Sgubin

## Shareholders distribution



## Top 5 Shareholders



Source: LSEG Data & Analytics



