

# 2024 Consolidated Financial Results as of June 30<sup>th</sup> approved

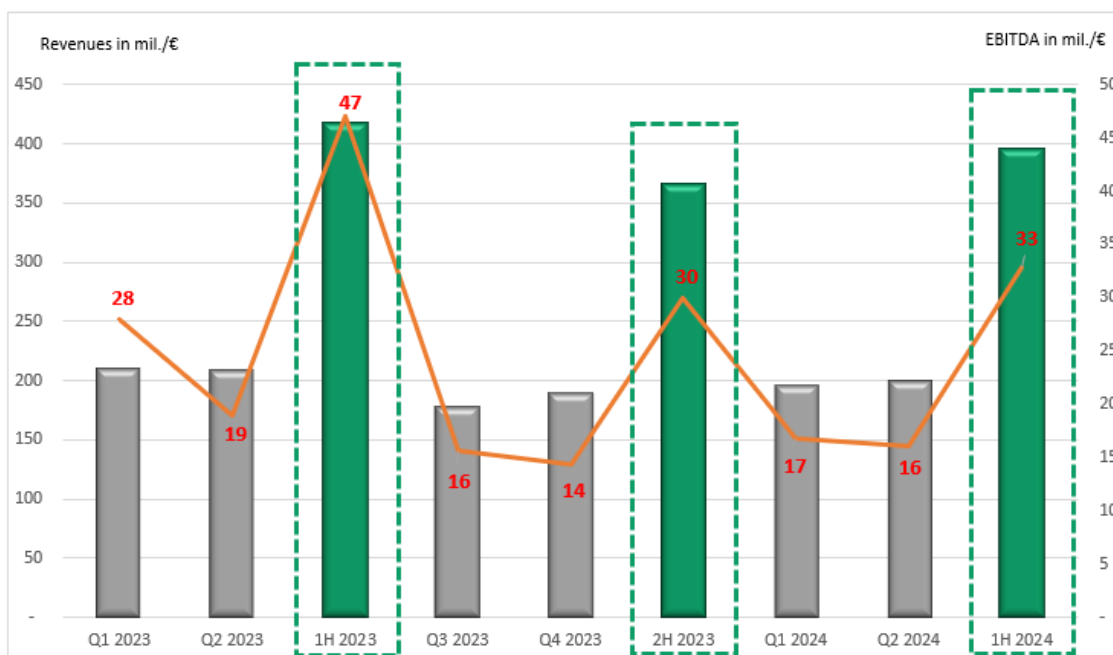
Revenues still decreasing, even compared to H1 2023, while profitability remains positive in a difficult market context.

Pesaro, 30<sup>th</sup> July 2024

First half 2024 (in € million)	H1 2024	H1 2023	Variation H1 2024 vs. H1 2023	
			(in € million)	In %
Consolidated Net Revenues	395.7	418.2	-22.5	-5.4%
EBITDA	32.9	47.0	-14.1	-30.0%
Operating result (EBIT)*	10.3	30.3	-20.0	-66.1%
Net Profit/Loss	3.9	19.5	-15.6	-79.9%
Net Financial Position (in € million) excluded IFRS16	+24.4	+113.2	-88.8	-78.4%
Net Financial Position (in € million)	-7.4	+91.9	-99.3	-108.1%

(\*) after non-recurring events

## Trend revenues and EBITDA



Other resolutions:

- Corporate reorganization: approved by the corporate bodies of involved companies:
  - approval of the partial demerger of GMM S.p.A. concerning the shareholding held in Bavelloni S.p.A. in favor of Biesse S.p.A.
  - approval of the merger of Forvet S.p.A. Costruzioni Macchine Speciali into Bavelloni S.p.A.

During its meeting held in Pesaro today, the Board of Directors of Biesse S.p.A. (“**Biesse**” or the “**Company**”) – company listed at the Euronext STAR segment of Milan Stock Exchange – approved the Consolidated Financial Report for the first half of 2024.

**Consolidated results** achieved by the Group in the first six months of 2024:

- Consolidated net revenues of 395.7 million euros, (5.4%) compared to H1 2023
- EBITDA of 32.9 million euros, (30.0%) compared to H1 2023, 8.3% of revenues (11.2% in H1 2023)
- EBIT, after non-recurring events, of 10.3 million euros, (66.1%) compared to 30.3 million euros recorded in H1 2023, 2.6% of revenues (7.3% in H1 2023)
- Net profit of 3.9 million euros, (79.9%) compared to H1 2023, 1.0% of revenues (4.7% in H1 2023)
- Tax rate 49.85% (28.0% in H1 2023)

### **Net Financial Position**

As of 30<sup>th</sup> June 2024, the Group Net Financial Position was negative for 7.4 million euros, including the impact of 31 million euros deriving from the application of IFRS16. Without the effects linked to the application of IFRS16, the financial position would therefore be positive for 24.4 million euros. Compared to the end of year 2023, the net financial position decreases by 100.4 million euros, despite the good results obtained in the operational management, mainly because of the financial disbursement for

the acquisition of GMM Finance S.r.l., holding of the GMM Group, the dynamics related to net working capital and the payment of dividends in May for a total amount of 3.8 million euros.

### **Comment**

*“The results achieved during the first half of 2024 and approved today – commented the Group CFO Nicola Sautto – bear testimony to how the prudent strategy pursued by Biesse remains the most appropriate to maintain a positive profitability in a very complex economic and financial scenario. In terms of revenues, the first six months of 2024 has confirmed a decreasing trend, in line with our forecasts.*

*From a business point of view, the order portfolio at the end of June 2024 has been substantially in line versus year-end 2023, with a value of 277.0 million euros, positively influenced by the acquisition of GMM in a context of general slowdown of order intake already begun in 2023, following the reduction of government incentives launched during and after the pandemic, particularly in the exceptionally stimulated Italian domestic market.*

*Despite the slowdown in revenues and in order intake, the Group has been able to strongly act on cost reductions and on marginality, maintaining positive the profitability and even the net financial position before the application of IFRS16.*

*We will continue to pursue operational efficiency internally, already started with initiatives falling under the One Company project, aiming to introduce a higher level of flexibility and a prompt simplification of business processes, and to be prosecuted with measures of costs containment and management policies of working capital.*

*We are strongly committed to implement new technical solutions with an ever increasing connectivity and automation, for a sustainable development. Our net financial position, which*

*remains solid even after the acquisition of GMM Group and a persisting difficult market scenario, represents an important baseline to sustain our expansion.*

*Significant difficulties persist in forecasting external phenomena impacting on demand, as enduring restrictive monetary policies that are directly impacting interest rates, reduction of government incentives and sharpening international tensions. For the next two quarters, we forecast a trend of the revenues and of the main economic indicators in line with the first six months of the year, or at worst with minimal contractions of few percentage points”.*

#### **Order backlog**

As of 30<sup>th</sup> June 2024, the order backlog amounted to 277.0 million euros, positively influenced by the acquisition of GMM Group, whilst on 31<sup>st</sup> December 2023 the order portfolio amounted to 278.0 million euros.

#### **Revenue breakdown**

Geographically, the Group’s sales breakdown by macro-area as of 30<sup>th</sup> June 2024 is:

- EMEA 63.8% (71.0% in H1 2023)
- AMERICAS 22.4% (19.0% in H1 2023)
- APAC 13.7% (10.1% in H1 2023)

#### **Balance sheet**

Group Shareholders' Equity: 264.1 million euros

Net Invested Capital: 271.5 million euros

Net Operating Current Assets positive at 86.0 million euros

### **Corporate reorganization**

Biesse informs that, in the context of simplification and reorganization of the corporate structure of the Group, the following operations have been approved by the corporate bodies of the involved companies (i) approval of the partial demerger of GMM S.p.A. concerning the shareholding held in Bavelloni S.p.A. in favor of Biesse S.p.A.; (ii) approval of the merger of Forvet S.p.A. Costruzione Macchine Speciali into Bavelloni S.p.A.

Particularly, Biesse specifies that, with reference to the approval of the partial demerger of GMM S.p.A. concerning the shareholding held in Bavelloni S.p.A. in favor of Biesse S.p.A., the operation is qualified as a non-significant operation, according to the general criteria indicated in Allegato 3B of Regolamento Emittenti; consequently, based on made assessments, the Company is not required to prepare a disclosure document as provided by the art. 70 of Regolamento Emittenti.

According to the art. 5.2 of the Procedure for the regulation of transactions with related parties applied by Biesse, the above-mentioned operation is qualified as an exempted operation between related parties.

### **Notice of filing half-yearly report**

Wednesday July 31<sup>st</sup> the Consolidated Half-Yearly Report as of 30<sup>th</sup> June 2024, as approved by the current Board of Directors, together with the certification issued by the statutory auditors Deloitte & Touche S.p.A., will be filed at the registered office of Biesse S.p.A. at Via della Meccanica 16, Pesaro.

This document is made available on the company website [www.biesse.com](http://www.biesse.com) - Governance and Investors area - and on the authorized storage site [www.info.it](http://www.info.it). A corresponding notice will be published in Il Sole 24 Ore newspaper on July 31<sup>st</sup>.

### Conference Call

Biesse will hold a conference call today at 4.30 p.m. to comment on the approved H1 2024 Financial Statements. The supporting presentation will be available on the corporate website [www.biesse.com](http://www.biesse.com), Governance and Investors area. The same presentation will also be made available on the official storage website [www.1info.it](http://www.1info.it).

The details needed for taking part in the conference call in question are on the company's website, in the section dedicated to investors.

“The Financial Reporting Officer (Nicola Sautto) declares that, pursuant to paragraph 2, Article 154-bis of the Consolidated Law on Finance, the accounting information in this press release corresponds to the results in the accounting documents, books and other records”

**BIESSE - We are an international company that manufactures integrated lines and machines to process wood, glass, stone, plastic and composite materials. Founded in Italy in 1969 and listed in the Euronext STAR segment of the Italian Stock Exchange, we support the business evolution of our customers in the furniture & construction, automotive and aerospace sectors. Today, about 80% of our consolidated turnover is achieved abroad by an ever-growing global network with 3 manufacturing areas and showrooms in 22 countries. Thanks to our rooted competence embodied by 4.250 employees, we empower the imagination of industry leading companies and prestigious names in Italian and international design to make the potential of any material shine.**

Nicola Sautto  
Chief Financial Officer and Investor Relator  
T +39 0721 439439  
M +39 334 640 5271  
[nicola.sautto@biesse.com](mailto:nicola.sautto@biesse.com)

### Alternative performance indicators

Management uses some performance indicators, which are not identified as accounting measures under the IFRS (non-GAAP measures), to better assess Biesse's performance. The criterion applied by Biesse to set these indicators might not be the same as that adopted by other groups, and the indicators might not be comparable with those set by the latter. These performance indicators, which were set in compliance with the Guidelines on performance indicators issued by ESMA/2015/1415 and adopted by CONSOB with its communication No. 92543 of 3 December 2015, refer to performance in the accounting period covered by this Business Plan and the previous years used for comparison. Performance indicators are to be regarded as complementary to and not a substitute for financial data prepared in accordance with IFRS. Hereafter is a description of the main indicators adopted.

#### Value Added

This indicator is defined as the Profit (Loss) for the year before income taxes, finance income and expense, exchange rate gains and losses, amortisation of intangible assets, depreciation of property, plant and equipment, impairment losses on fixed assets, allocations to provisions for risks and charges, costs and revenues arising from transactions that Management considers as non-recurring relative to Biesse's ordinary operations, as well as personnel expense.

#### Adjusted EBITDA (Adjusted Earnings Before Interest, Taxes, Depreciation and Amortisation)

This indicator is defined as the Profit (Loss) for the period before income taxes, finance income and expense, exchange rate gains and losses, amortisation of intangible assets, depreciation of property, plant and equipment, impairment losses on fixed assets, allocations to provisions for risks and charges, as well as costs and revenues arising from transactions that Management considers as non-recurring relative to Biesse's ordinary operations.

#### Operating Profit or EBIT (Earnings Before Interest and Taxes)

This indicator is defined as Profit (Loss) for the year before income taxes, financial income and expenses, and foreign exchange losses and gains.

#### Net Operating Working Capital:

This indicator is calculated as the total of Inventories, Trade receivables and Contract assets, net of Trade payables and Contract liabilities.

#### Net Working Capital

This indicator is calculated as the total of Net Operating Working Capital and other Current Assets and Liabilities, including Provisions for short-term risks and charges.

#### Net Invested Capital

This indicator represents the total of Current and Non-Current Assets, excluding financial assets, net of Current and Non-Current Liabilities, excluding financial liabilities.

#### Net financial position

This indicator is calculated in compliance with the provisions contained in Communication No. 5/21 of 29 April 2021 issued by Consob, which refers to the ESMA Recommendations of 4 March 2021.

**Financial statements**  
**Profit & Loss - Income Statement as of 30<sup>th</sup> June 2024**

	30 June 2024	% on sales	30 June 2023	% on sales	CHANGE %
<i>Euro 000's</i>					
<b>Revenue from sales and services</b>	<b>395,721</b>	<b>100.0%</b>	<b>418,185</b>	<b>100.0%</b>	<b>(5.4)%</b>
Change in inventories, wip, semi-finished products and finished products	10,173	2.6%	(10,413)	(2.5)%	(197.7)%
Other Revenues	2,759	0.7%	3,457	0.8%	(20.2)%
<b>Value of production</b>	<b>408.653</b>	<b>103.3%</b>	<b>411,229</b>	<b>98.3%</b>	<b>(0.6)%</b>
Raw materials, consumables, supplies and goods	(165,789)	(41.9)%	(165,159)	(39.5)%	0.4%
Other operating costs	(79,996)	(20.2)%	(73,021)	(17.5)%	9.6%
Personnel expense	(129,966)	(32.8)%	(126,065)	(30.1)%	3.1%
<b>Ebitda Adjusted</b>	<b>32,902</b>	<b>8.3%</b>	<b>46,983</b>	<b>11.2%</b>	<b>(30.0)%</b>
Depreciation and amortisation	(18,193)	4.6%	(15,602)	(3.7)%	16.6%
Provisions	(1,386)	0.4%	(2,974)	(0.7)%	(53.4)%
<b>Ebit adjusted</b>	<b>13,323</b>	<b>3.4%</b>	<b>28,406</b>	<b>6.8%</b>	<b>(53.1)%</b>
Non recurring items	(3,031)	(0.8)%	1,937	0.5%	(256.5)%
<b>Ebit</b>	<b>10,292</b>	<b>2.6%</b>	<b>30,343</b>	<b>7.3%</b>	<b>(66.1)%</b>
Financial income	1,471	0.4%	730	0.2%	101.5%
Financial expense	(3,028)	(0.8)%	(1,236)	(0.3)%	145.0%
Exchange rate income and expenses net	(914)	(0.2)%	(2,745)	0.7%	(66.7)%
<b>Pre-tax result</b>	<b>7,822</b>	<b>2.0%</b>	<b>27,093</b>	<b>6.5%</b>	<b>(71.1)%</b>
Income taxes	(3,899)	(1.0)%	(7,588)	(1.8)%	(48.6)%
<b>Net result</b>	<b>3,923</b>	<b>1.0%</b>	<b>19,504</b>	<b>4.7%</b>	<b>(79.9)%</b>



**Balance Sheet as of 30<sup>th</sup> June 2024**

	30 June 2024	31 December 2023
<i>Euro 000's</i>		
Intangible assets	132,692	83,446
Property, plant and equipment	138,953	117,213
Financial assets	3,029	3,519
<b>Non-current assets</b>	<b>274,674</b>	<b>204,179</b>
Inventories	216,330	168,393
Trade receivables and contract assets	129,219	116,619
Trade payables	(155,746)	(135,281)
Contract liabilities	(103,784)	(108,049)
<b>Net operating working capital</b>	<b>86,020</b>	<b>41,682</b>
Post-employment benefits	(12,807)	(10,041)
Provision for risk and charges	(36,855)	(37,512)
Other net payables	(50,822)	(47,175)
Net deferred tax assets	11,311	17,362
<b>Other net liabilities</b>	<b>(89,173)</b>	<b>(77,365)</b>
<b>Net invested capital</b>	<b>271,521</b>	<b>168,495</b>
Share capital	27,403	27,403
Result for the previous year and other reserves	232,784	221,562
Net Result	3,923	12,483
Non-controlling interests	-	-
<b>Equity</b>	<b>264,110</b>	<b>261,448</b>
Bank loans and borrowings and loans and borrowings from other financial backers	109,193	28,279
Other financial assets	(16,112)	(16,758)
Cash and cash equivalents	(85,671)	(104,473)
<b>Net financial position</b>	<b>7,411</b>	<b>(92,953)</b>
<b>Total sources of funding</b>	<b>271,521</b>	<b>168,495</b>

### Net financial position as of 30<sup>th</sup> June 2024

<i>Euro 000's</i>	30th June 2024	31st March 2024	31st December 2023	30th June 2023
Financial assets:	101,783	117,542	121,232	115,812
<i>Current financial assets</i>	16,112	16,696	16,758	28,682
<i>Cash and cash equivalents</i>	85,671	100,846	104,473	87,130
Short-term financial lease payables	(9,882)	(9,111)	(7,027)	(6,553)
Short-term bank loans and borrowings and loans from other financial backers	(62,415)	(85,093)	(2,358)	(1,464)
<b>Short-term net financial position</b>	<b>29,486</b>	<b>23,339</b>	<b>111,847</b>	<b>107,795</b>
Medium/Long-term financial lease payables	(21,953)	(20,849)	(18,478)	(15,528)
Medium/Long-term bank loans and borrowings	(14,737)	(46)	(264)	(284)
Trade payables and other medium/long-term payables	(206)	(142)	(152)	(128)
<b>Medium/Long-term net financial position</b>	<b>(36,896)</b>	<b>(21,036)</b>	<b>(18,894)</b>	<b>(15,941)</b>
<b>Total net financial position</b>	<b>(7,411)</b>	<b>2,302</b>	<b>92,953</b>	<b>91,855</b>