

 **BIESSE**GROUP

4.0 transformation.

The corporate decisions of Biesse for its processes, services and business model.

Biesse Group:
forward thinking solutions
to leverage the fourth
industrial revolution.

Biesse Group is a global leader in the technology for processing wood, glass, stone, advanced materials and metal. Founded in Pesaro in 1969 by Giancarlo Selci, the company has been listed on the Italian Stock Exchange (Star) since June 2001 as well as in the Mid-Cap segment since October 2015.





We manufacture machines and components for wood, glass, stone, advanced materials and metal processing through specialised business units and 9 manufacturing sites in Italy and worldwide.

1

industrial
group

6

business
divisions

9

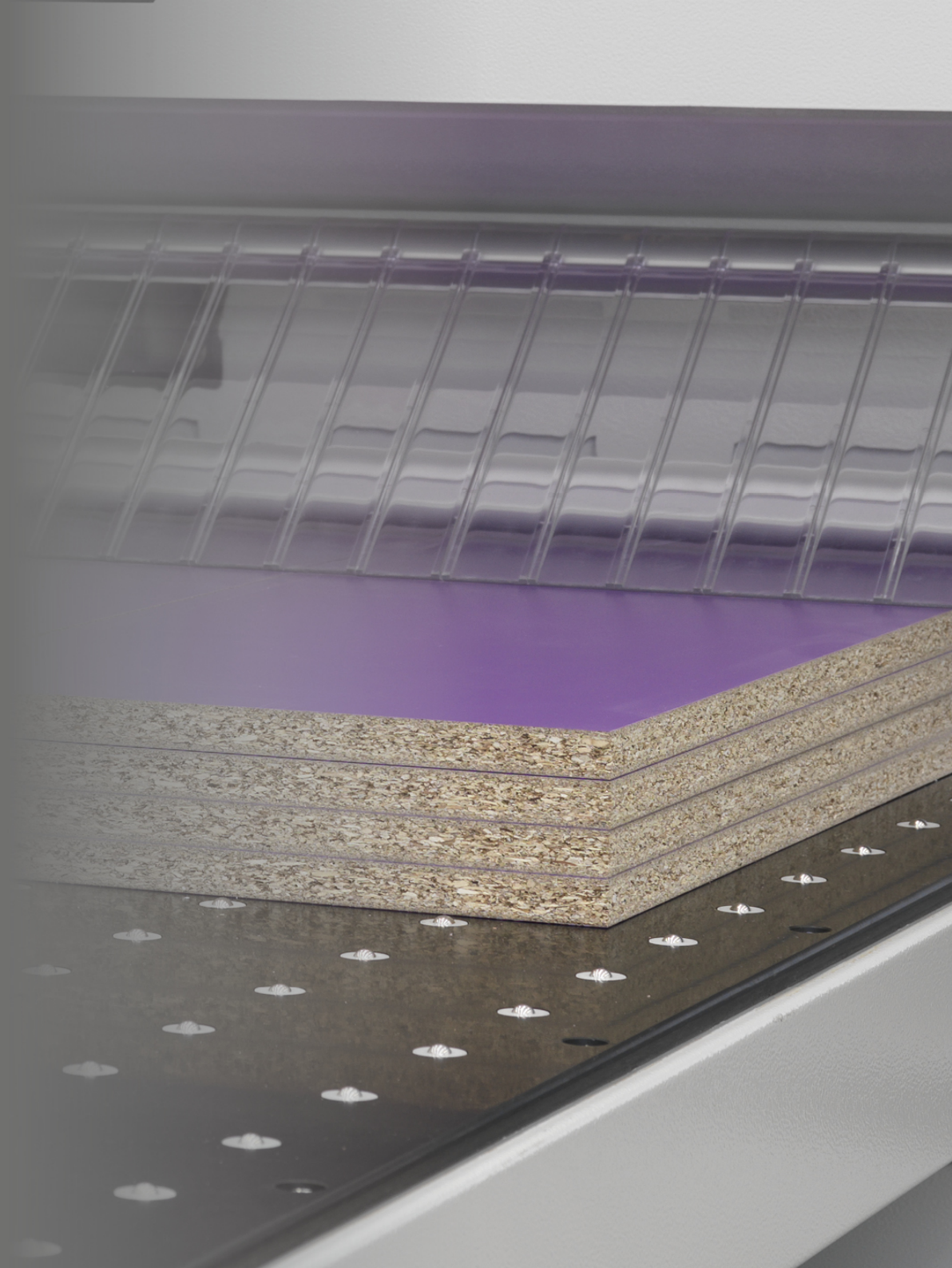
production
sites



HOW

Growing investments in R&D have enabled us to develop software programs that have simplified the management of CNC machines, hence improving our Customers' processes and revolutionizing market standards.

More than
200
patents
registered



WHERE

We guarantee the same support to all our colleagues across the world thanks to our exceptional Management, Sales and Support System. Our global network enables us to always be close to our Customers.

37

subsidiaries and
representative
offices

More than

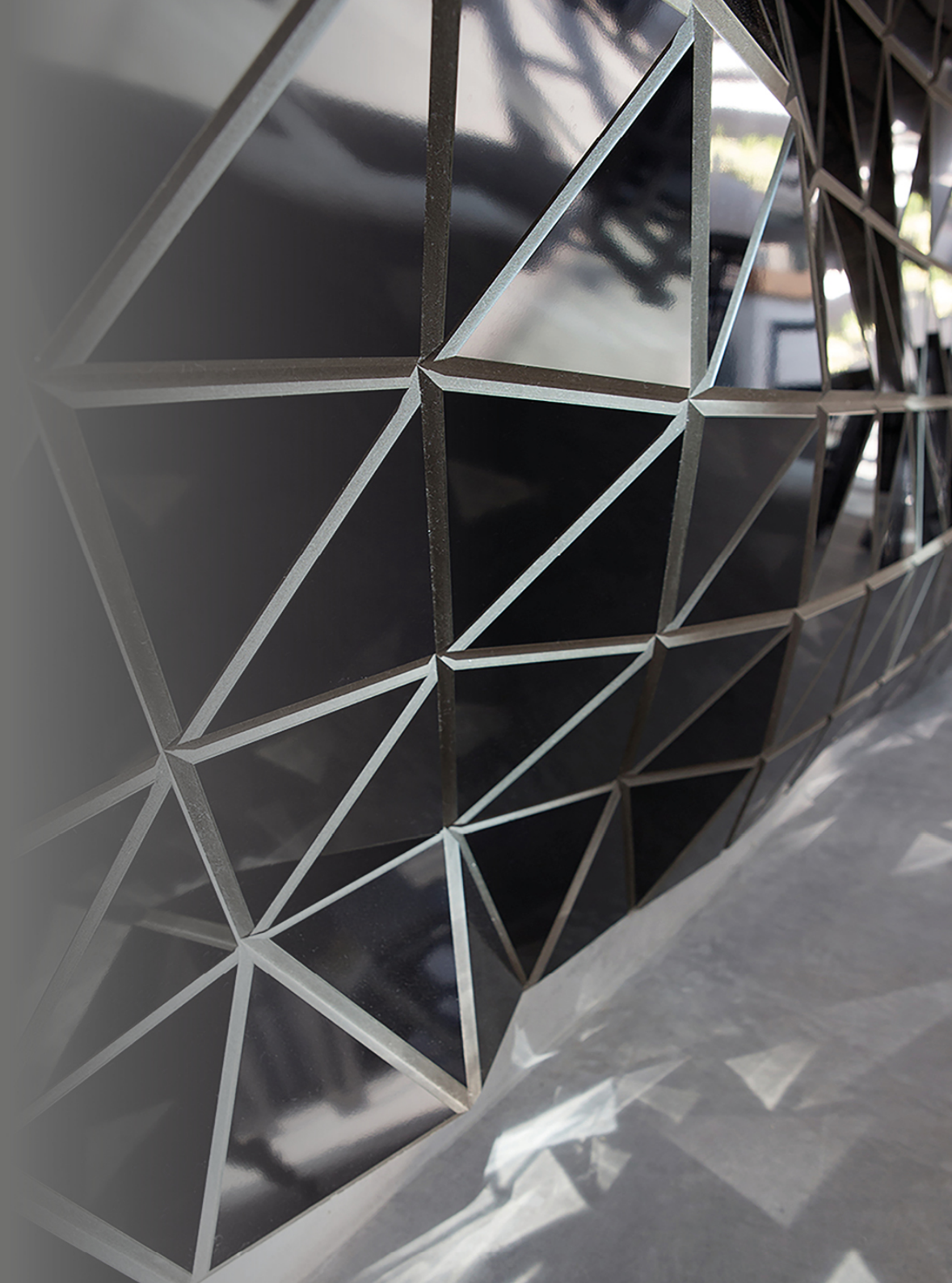
300

selected
distributors



WITH

Customers in 120 countries:
manufacturers of furniture,
design items and door/window frames,
producers of elements
for the building, nautical and
aerospace industries.



WE

"Strength lies in differences, not in similarities" (Stephen Covey)

3,800

Employees
throughout the world
(temporary workers
included) represent
our Human Capital

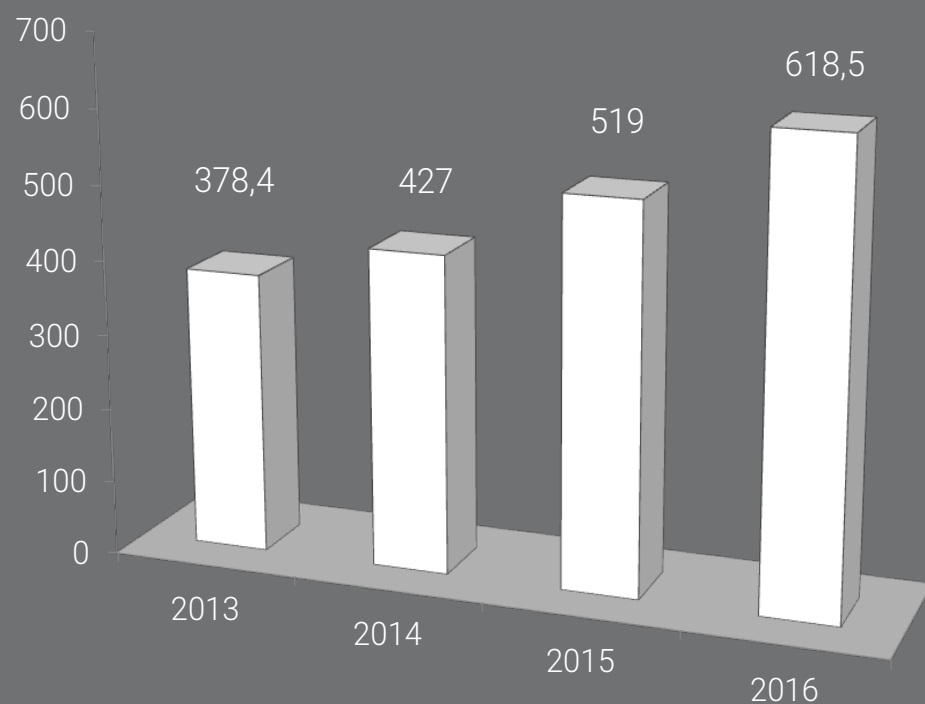


RESULTS

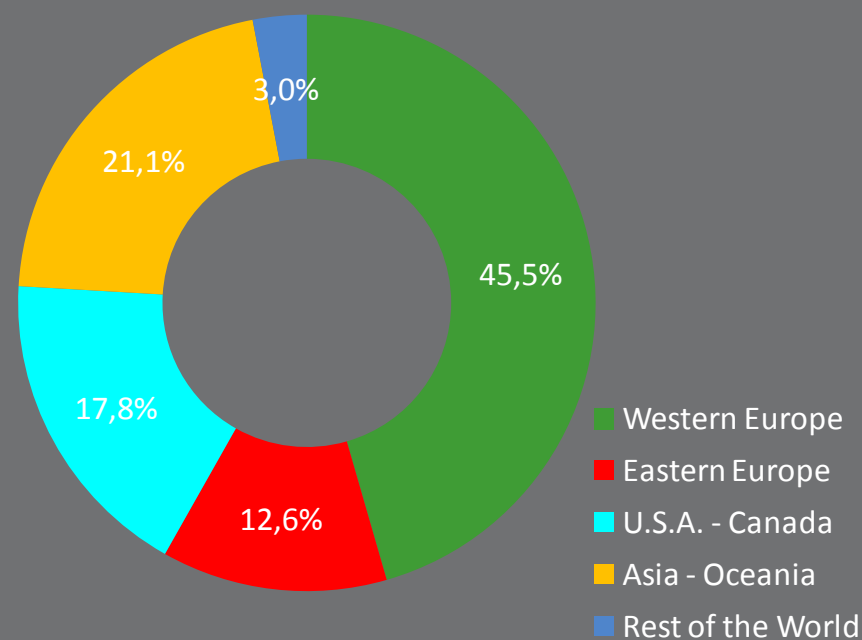
 **BIESSE GROUP**

4.0 transformation

Consolidated turnover
€/mln



Sales breakdown



Cultural transformation

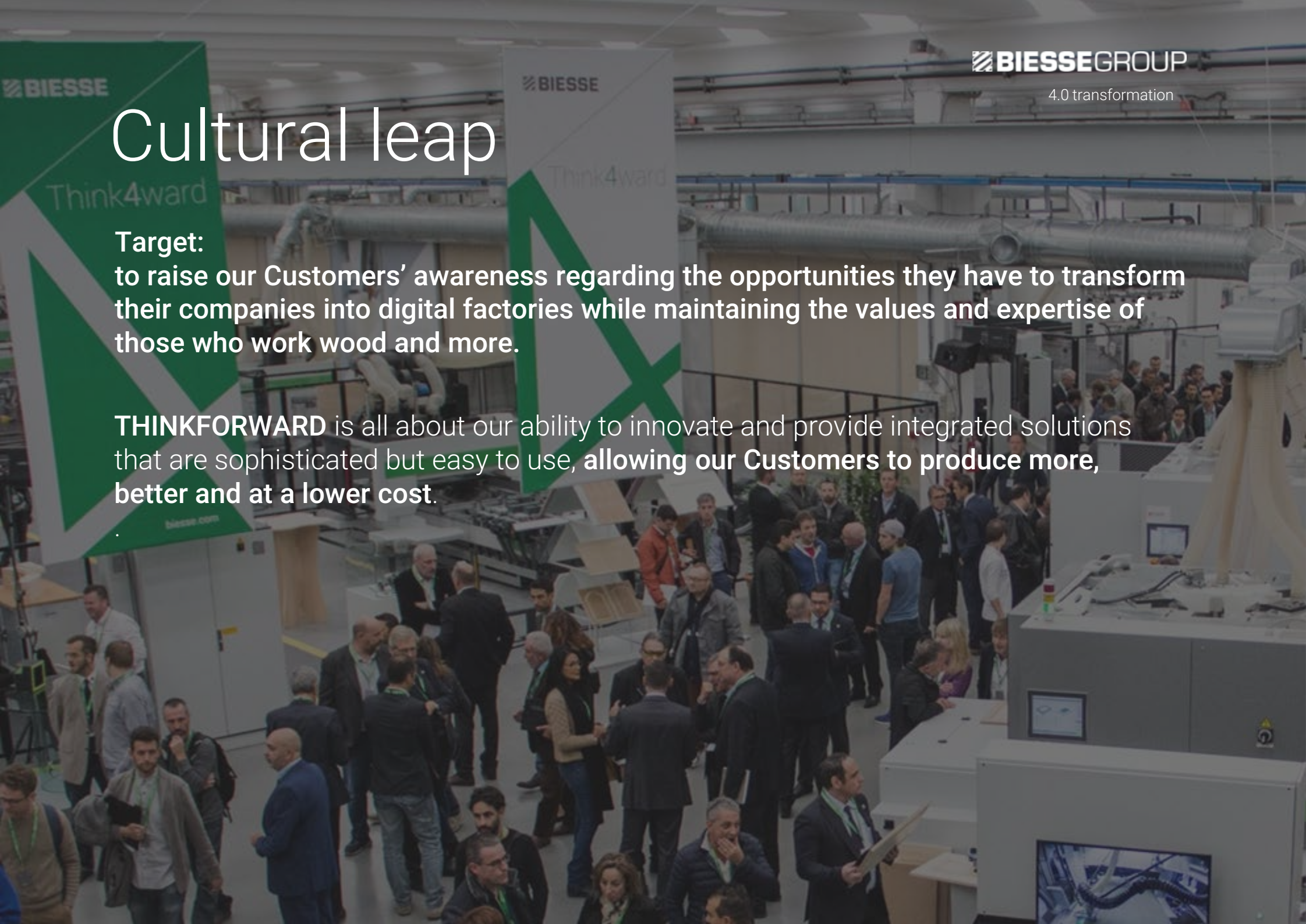
2.

Cultural leap

Target:

to raise our Customers' awareness regarding the opportunities they have to transform their companies into digital factories while maintaining the values and expertise of those who work wood and more.

THINKFORWARD is all about our ability to innovate and provide integrated solutions that are sophisticated but easy to use, **allowing our Customers to produce more, better and at a lower cost.**



From *mass production* to *mass customisation*

Today's market requires businesses to produce thousands of products, each different from the next, in line with the Customers' demanding requests for customization.

We have invested in software and automation technology and developed solutions which enable small, medium and large size companies to perform Batch-one production processes quickly and automatically.



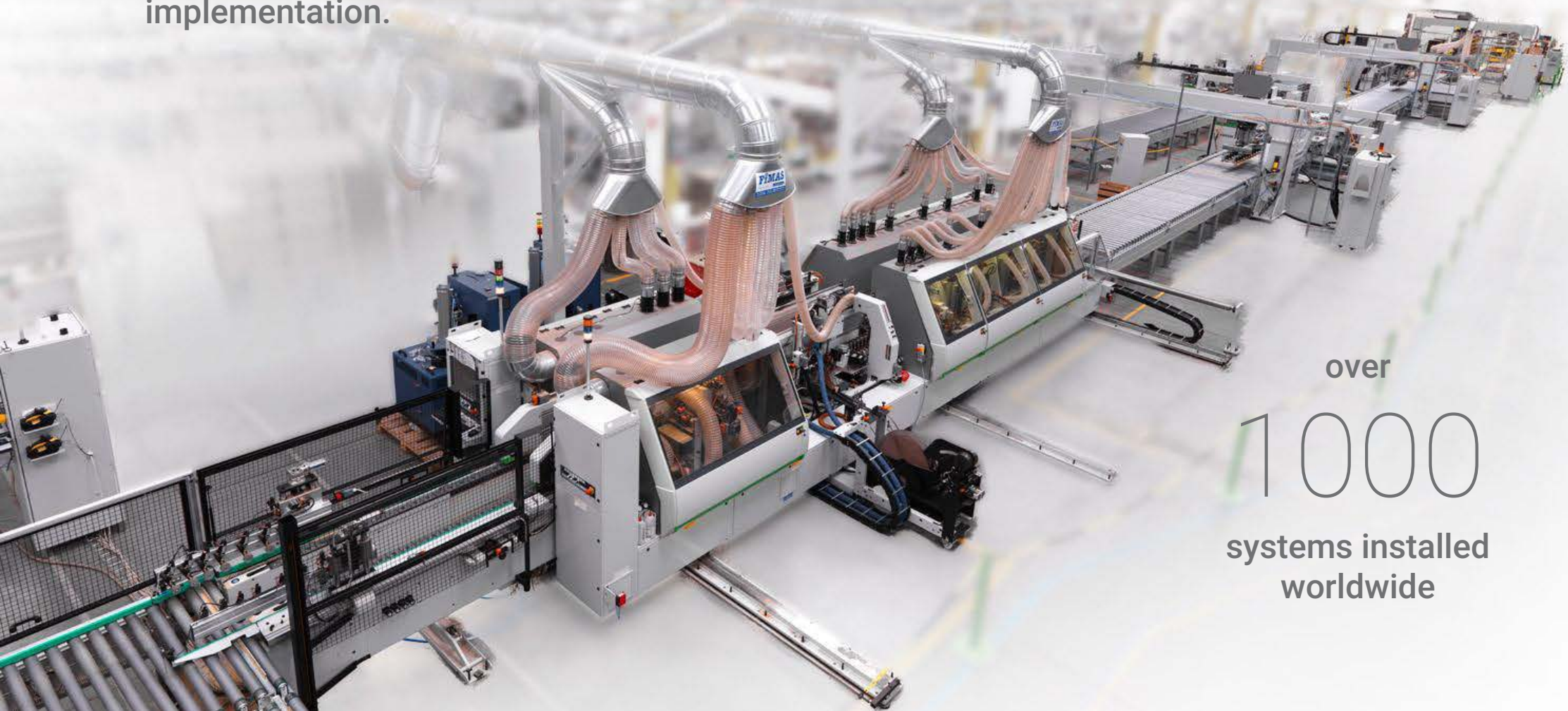
Batch One
video



Large System
simulation

Large systems

Biesse Systems is a team formed by sector and large-scale manufacturing process Experts, capable of understanding and anticipating company needs through working hand in hand with the Customer from the concept all the way to the system implementation.



over

1000

systems installed
worldwide

We sell smart factories!

The new era of digitisation for small and medium-sized companies

Our goal is to identify 4.0 Industry - oriented Customers in order to provide them with a **new business model** focused on software and integration.

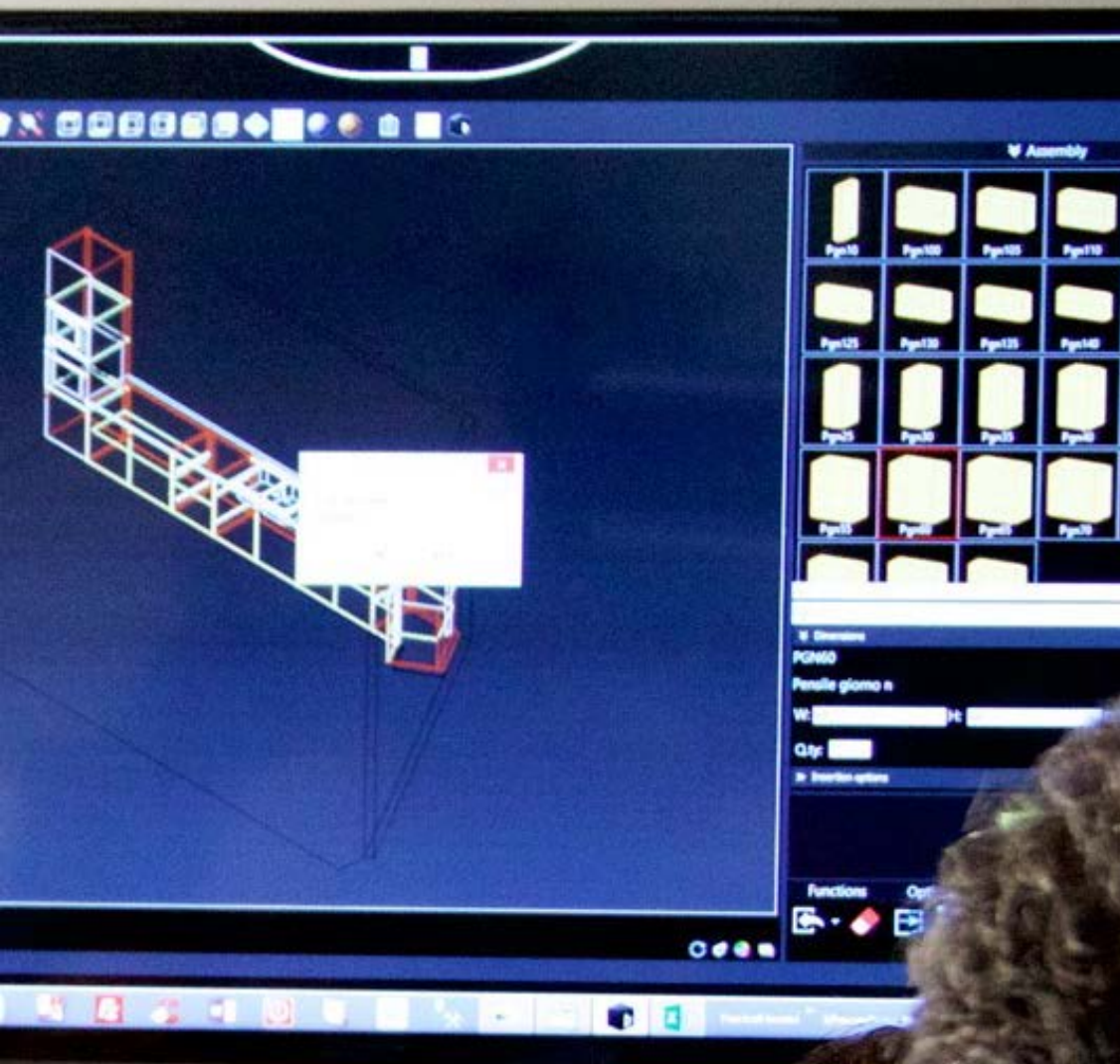
In the smart factory of tomorrow, each component is traced and identifiable **enabling automatic feedback** and process statistics to be generated.

30%

Super Systems

70%

Smart for all



bSolid

Digitisation of the machines and pieces to be machined, allowing results to be analysed before the actual work begins through a dynamic simulation process.



bVisor

Software for the integration and supervision of machining lines and working cells. Automatically manages all the information relating to production, from cutting to edgebanding, boring and sorting - the backbone of every batch-one production process.

IIoT: greater value from machines

Enabling technology

The IIoT project allows our Customers to generate greater value from our machines, cells and systems.

With our **roadmap**, we will be able to offer Customers a **menu of features** from remote diagnostics, warnings and alerts to condition-based/predictive maintenance services and usage analysis not to state more sophisticated production process optimization capabilities.

These services will also increase our **aftermarket business** with new revenue streams, allowing us to stand out from our competitors.

Machine Knowledge Center

Totally aligned with the 3-year business plan targets:

- ✓ Shifting focus from Products to Services
- ✓ Increasing customer satisfaction through superior Customer Service delivery to ensure continuous market share growth in all the business divisions
- ✓ Reducing maintenance and warranty costs
- ✓ Pursuing increased revenues and profit from Biesse proprietary software (bSuite)

Enabled benefits:

- ✓ Connecting data in real-time and transforming it into useful information
- ✓ Increasing visibility and knowledge regarding the Customer's usage of the machines
- ✓ Offering additional services (i.e. maintenance contracts) and improving SLA to Customer
- ✓ Providing useful information to R&D for product improvement

Service transformation

Sensors and devices fitted onto machines enable in-depth analysis to be **carried out and viewed via control panels on mobile devices.**

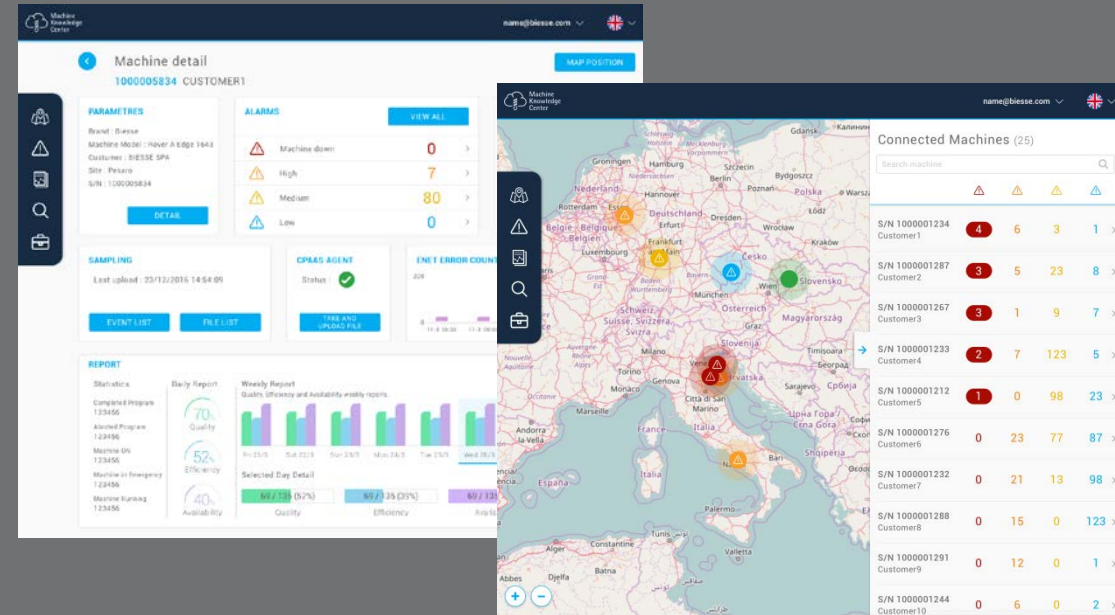
CNC IoT Biesse Service Pack

- ✓ Priority service and extended coverage
- ✓ Continuous connection with the Biesse control center
- ✓ Direct monitoring of machine performance through a dedicated app
- ✓ Analysis of machine stoppages, remote diagnostics and fault prevention
- ✓ On-site functional checks and technical inspections within the warranty period

Service transformation.

Significant benefit

- ✓ Optimization of efficiency and of operating quality
- ✓ Net reductions in repair times
- ✓ Better accuracy in predicting machine stoppages
- ✓ Remote software updates



1h

maximum time taken to deal with an instance of machine stoppage.

80%

reduction in the time required for the diagnostics process.

Overall reduction in downtime of

50%

Sales transformation!

The Group's main focus is moving from products to services with the aim of selling **products AND services**.

We are changing the organisation of our Sales Team, engaging Commercial Experts specialized in Services that will complement the more "traditional" business skills.

We are investing to **improve our sales force** with skilled salesman specialized in selling Services to accompany our traditional salesman focused on products.

WE ARE READY TO SELL SERVICES!



Advanced connection
IoT and Biesse Services, for maximum production efficiency

Service 4.0
Biesse has developed a wide range of services to enhance machine performance and customer productivity improving operational efficiency and lowering costs.

Sensors and devices fitted onto machines enable in-depth analyses to be carried out and viewed via control panels for mobile devices.

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Organization's evolution

The challenge of the new organization

The company has taken on the new 4.0 challenge through specific investments to support the:

✓ **SERVICES TRANSFORMATION:**

New services portfolio for Customers
New professionals in Service department

✓ **SALES TRANSFORMATION:**

Dedicated sales organization to promote “service” products

THINK FORWARD

THINKFORWARD is all about Biesse Group's ability to innovate and provide integrated solutions that are sophisticated but easy to use, allowing our customers to produce more, better and at a lower cost. It encourages us to look ahead before deciding how acting today.

Thank you.