

IRTOP AIM INVESTOR DAY
November 21, 2019

Gibus[®]
THE SUN FACTORY · ITALY

Gibus Vision

We want to be the reference in the world for all the people who want to enjoy a sustainable wellbeing as we create outdoor solutions and sun protection products that allow our customer to live the beauty of exciting spaces.

We bring ITALIAN LIFESTYLE into the world



LUXURY HIGH TECH
BIOCLIMATIC PERGOLAS



SUSTAINABILITY
ZIP SCREENS

FINANCIAL HIGHLIGHTS

FY 2018

34 €M Revenues
31% Abroad
14% EBITDA Margin
3 €M Net Financial Position

1H 2019

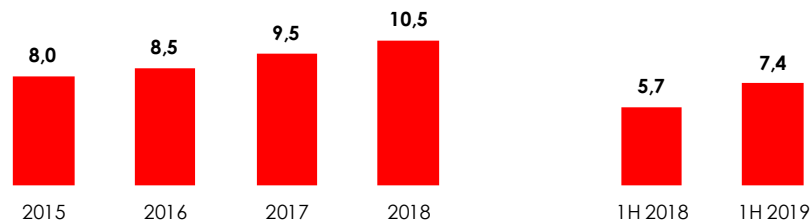
22 €M Revenues
34% Abroad
16% EBITDA Margin
0.7 €M Net Financial Position

UPCOMING EVENT

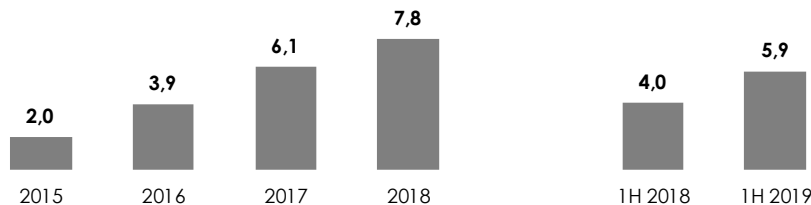
BOD: 2019 FY Revenues
January 10, 2020

Strong growth in Revenues

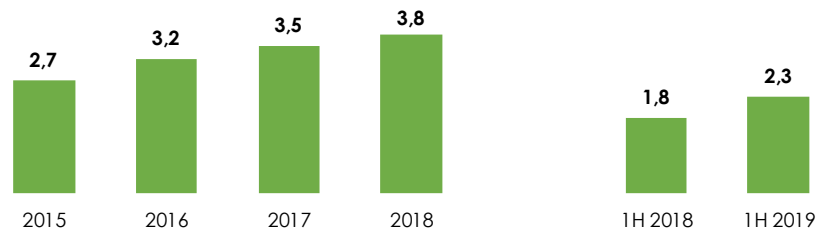
Abroad
+10% 2015-2018
CAGR
+30% HoH



Luxury High Tech
+59% 2015-2018
CAGR
+46% HoH



Sustainability
+12% 2015-2018
CAGR
+28% HoH



Innovation

BIOCLIMATIC PERGOLAS

5 innovative patents



SIDE SEAL



TWIST MOTION



SNOW MELT SYSTEM



SAFE BLADES



INNER GUIDE

ZIP SCREENS

7 innovative patents



MAG LOCK



HOOK UP

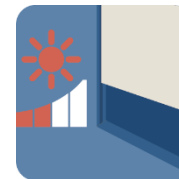


SMART COVER

Sustainability



OVERHEATING



HEATING



GLARE



COMFORT



HEALTH



ENERGY SAVING

We define NEW QUALITY STANDARDS in the outdoor sector

Innovative SME

+3%

Revenues
invested in R&D

7

Employees
dedicated to R&D

+21K

Hours worked
in R&D projects (2018)

45

Patents
for technical solutions

26

Protected
design
models

12

New products
launched in 2018 and 2019

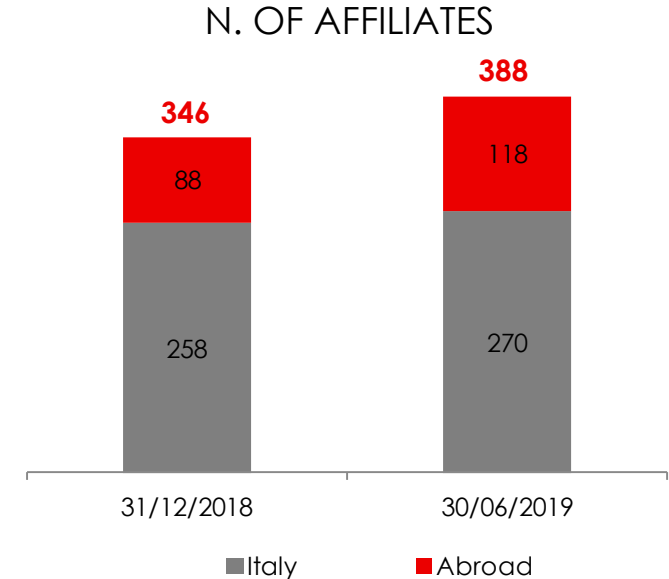
5 New projects in pipeline

Unique example in the European competitive landscape

78% of 2018 Revenues generated by a network of 388 GIBUS Atelier, authorized dealers of GIBUS brand products on an exclusive basis for the outdoor sector

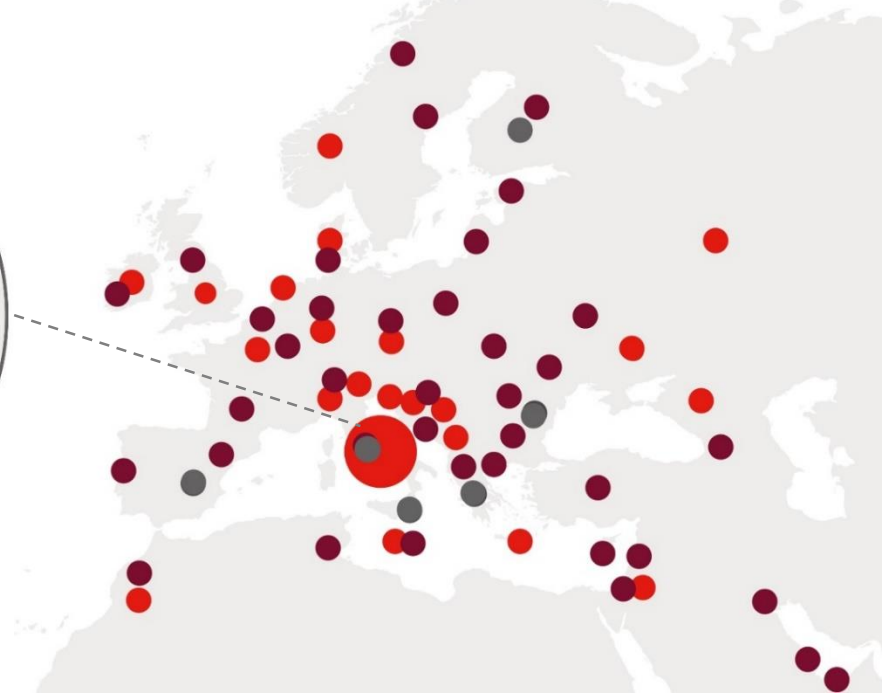
IH 2019

- strong revenue growth : **+21.2%**
- significant increase of **n. of affiliates**: **+12%** vs 31 December 2018



More than 6% of TO annually invested in brand awareness

- geolocation
- dedicated communication
- branded outlets
- training and updating activities
- technical and marketing activities
- privileged discount
- additional sales services:
- consumer credit
- operating rental





Shop in Shop format



HO.RE.CA

Spagò - Lancashire, England



HO.RE.CA

Guest House Hiša Denk - Zgornja Kungota, Slovenia



HO.RE.CA
Don Pepe - Budapest, Hungary





RESIDENTIAL

Private residence - Dubai, UAE



RESIDENTIAL

Private residence - Nova Gorica, Slovenia



RESIDENTIAL

Private residence - Stresa, Italy



High potential growth in a GROWING MARKET

Premium brand in the high-end outdoor design sector

First mover in Bioclimatic Pergolas (2015)

Leadership in Italy and strong growth opportunities in Europe

2020F market value in Europe

- Bioclimatic Pergolas: 265 €M
- Other products: 3.0 €B

EXPECTED GROWTH RATES IN THE MAIN COUNTRIES

GERMANY

- Bioclimatic Pergolas:
+10.3% CAGR 17A-21F
- Other Products:
+6.8% CAGR 17E-20F

FRANCE

- Bioclimatic Pergolas:
+4.1% CAGR 17A-21F
- Other Products:
+3.9% CAGR 17E-20F

SWITZERLAND

- Bioclimatic Pergolas:
+10.0% CAGR 17A-21F
- Other Products:
+2.2% CAGR 17E-20F

ITALY

- Bioclimatic Pergolas:
+6.0% CAGR 17A-21F
- Other Products:
+2.4% CAGR 17E-20F

Source: IC Market Tracking, Bioclimatic Pergolas in Europe Top 7 2018 by Interconnection Consulting
Source: IC Market Tracking, Sun Awnings in Europe 2017 by Interconnection Consulting

Our Strategy

Accelerate the path of **organic growth** based on 4 strategic guidelines

1. focus on luxury high tech and sustainability
2. international expansion
3. brand awareness
4. optimization of production capacity

Financing a path of **external growth**

- European or Italian small/medium-sized companies
- commercial network abroad also on complementary distribution channels
- enhance the presence in the main European markets

2020 | Sustainability Goals

We will invest to position the contribution in terms of sustainability of sun protection products in the mind of architects.

We will strengthen our awareness to the environment by adopting a number of measures to minimize the footprint of our industrial activity.

IR CONTACTS



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