

IRTOP SMART INVESTOR DAY

April 20, 2020





Record Results for the 5th consecutive year

€M	2015	2016	2017	2018	2019
Revenues	31.1	31.1	32.6	34.0	40.9
EBITDA	2.3	3.9	4.6	4.6	5.6
EBITDA margin	8%	13%	14%	14%	14%
Net Profit	0.1	1.0	2.5	2.3	2.8
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NFP (Cash)	1.9	1.6	(0.3)	3.0	(1.9)
Equity	6.5	7.3	8.9	8.1	14.0
NFP (Cash) / Equity	0.29	0.23	(0.03)	0.37	(0.13)
NFP (Cash) / EBITDA	0.81	0.42	(0.06)	0.65	(0.33)

Performances exceed budget expectations as concerns growth, profitability and cash flow

+20% revenues driven by luxury segment and foreign markets

+21.5% EBITDA proving the capability to absorb massive investments in operating expenses to support commercial expansion and brand awareness

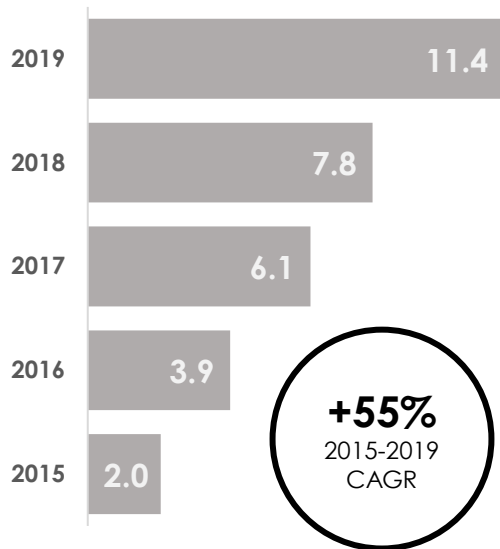
+20.3% Net Profit at 2.8 €M

Net Financial Position at -1.9 €M, high cash generation and solid financial structure

Growth driven by the luxury segment and the foreign market

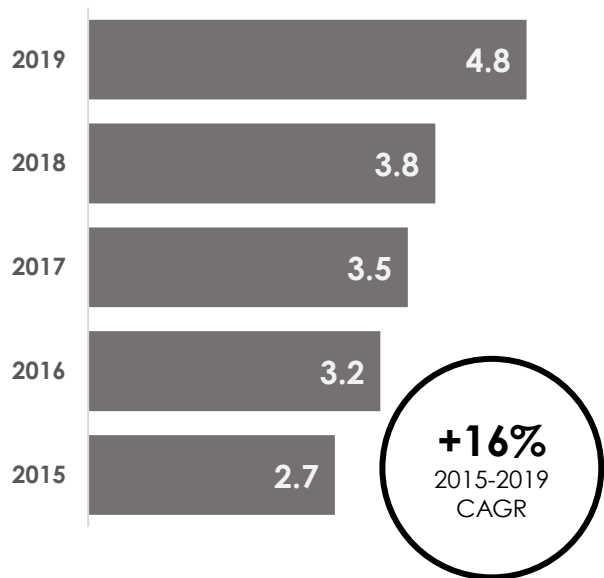
Luxury High Tech line (€M)

29% of total revenues in 2019
+47% yoy



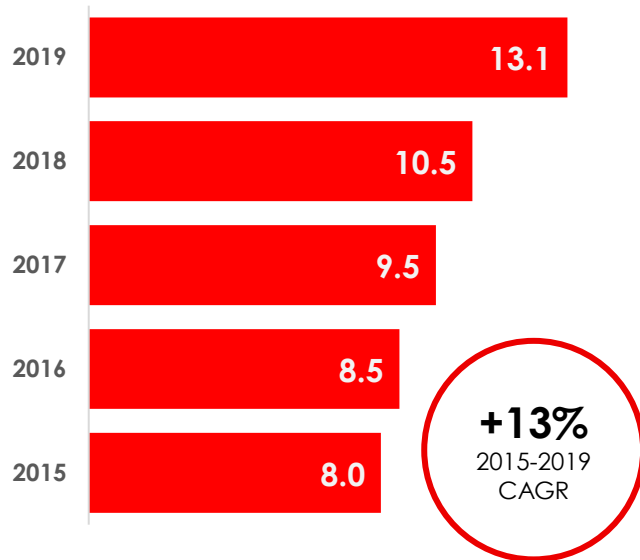
Sustainability line (€M)

12% of total revenues in 2019
+27% yoy



Abroad (€M)

32% of total revenues in 2019
+24% yoy



The LUXURY SEGMENT



11.4 €M revenues
+47% yoy

LUXURY HIGH TECH LINE
BIOCLIMATIC PERGOLAS



4.8 €M revenues
+27% yoy

SUSTAINABILITY LINE
ZIP SCREENS



Trendsetter in Innovation: a key factor in our success

Innovative SME

+3%

Revenues
invested in R&D

7

Employees
dedicated to R&D

4

New products
launched in 2020

50

Patents
for technical solutions

+ 5
vs 2018

30

Protected
design
models

+ 4
vs 2018

7

New products in pipeline
to be released in 2021

3 new patents filed in the last 30 days

The value of Design

3

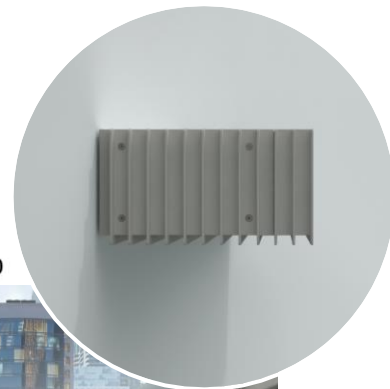
Top international design prizes
awarded in 2020



reddot winner 2020



reddot winner 2020



NODO



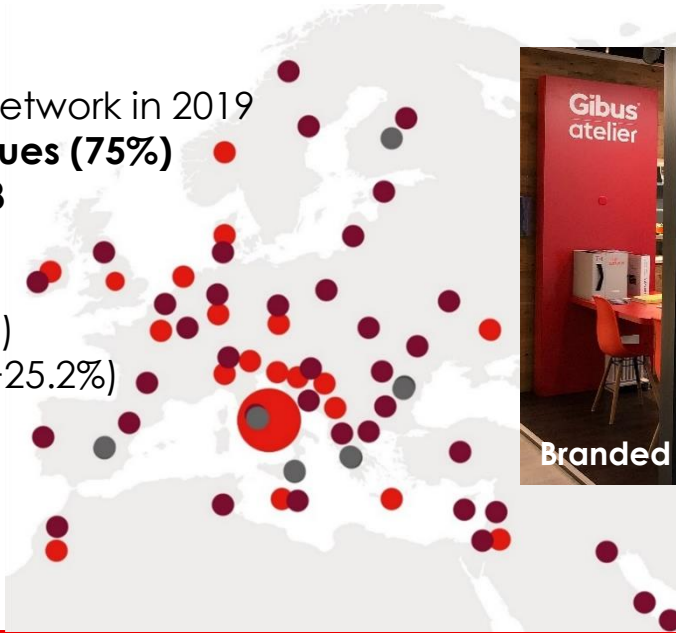
TXT

Affiliated dealer network: unique example in Europe

More than 6% of TO annually invested in brand awareness

GIBUS Atelier network in 2019
30.8 €M Revenues (75%)
+19.3% vs 2018

Strong growth
in **Italy** (+16.7%)
and **Abroad** (+25.2%)



Branded shop in shop format



Leader in digitalization: Lead Generation process



9.000 leads
generated in 2019



70% conversation rate
lead to opportunity



Fully integrated system
based on Salesforce CRM



Customized online
platform for **Gibus Atelier**
dealers



1 collaborator completely
dedicated to lead
qualification



Media Mix
communication
campaigns



Up to **80**
leads/day



lead is checked and
processed
(24h guaranteed for
1° contact)



lead is
assigned to a Gibus
Atelier via Salesforce



For each lead an
algorithm based
assignment ranking is
created



If the process is
successful
we finalize a sale



Thanks to continuous
report we monitor the
opportunity progress



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 key facts

Luxury segment strengthened



by product updates

by new releases in 2020

Extension of maximum dimensions in bioclimatic pergolas (luxury high-tech line)

- 3 new Click Cable models (sustainability line)
- New Glisse R sliding glass system designed and patented by Gibus R&D team

NEW

Covid-19 impacts

Quick adoption of safety and sanitary protocols to minimize the risks

Office employees in smartworking mode

Plants shut down since March 16th

Action plan for liquidity protection

Net income of the year 2019 proposed to be fully allocated to the extraordinary reserve

The company proved in the last years its ability to promptly react to new scenarios, such as now. Gibus financial solidity grants cash autonomy to support both operational needs and development programs.

Considering the unpredictable situation the management took all possible actions to preserve economic and financial health of the company

Today it is not possible to predict how long the Covid emergency will last, or its overall impact on the economic system, and so it is not possible to estimate its effects on the current year results. However, the sensitivity analysis arranged by the management, even in case of a strong reduction of revenues, do not show issues in terms of assets and liabilities evaluation.

IR CONTACTS



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