

FIRST CHAIN AGREEMENT IN VENETO BETWEEN GIBUS AND CRÉDIT AGRICOLE FRIULADRIA

Strategic objective to accelerate the economic recovery through a certified financial sustainability program for the whole sector

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GIBUS (GBUS:IM), the Italian brand of the *high-end Outdoor Design* sector, an innovative medium-size company listed in the Italian AIM market and founded in 1982, and **Crédit Agricole FriulAdria** have signed an innovative supply chain agreement to offer GIBUS suppliers the advance payment of invoices, thus generating immediate liquidity for better cash management.

This is the first transaction of this type concluded in the Veneto region for this Bank.

Thanks to the partnership started last autumn with an Italian fintech specialized in the service, the Bank has made a platform available to GIBUS, allowing the company to digitally manage the entire billing cycle and optimize the management of working capital.

Luca Fornari, the Head of Crédit Agricole FriulAdria's Business and Corporate Department says: *"The goal is to generate a benefit for all players in the supply chain, strengthening the customer-supplier relationship and promoting virtuous growth through a certified program of financial sustainability for the entire sector."*

The interesting innovation of the platform is the dynamic discount, a service that allows the client companies to offer their suppliers the prepayment of invoices in exchange for a discount, which varies dynamically in relation to the number of days. The customers generate value by monetizing their liquidity and the suppliers can shorten the payment periods and plan the management of the working capital.

"We are convinced that the supply chain approach is strategic to accelerate economic recovery" - continues Fornari – *"This partnership allows us to support local businesses in a more complete, quick and effective way."*

Federico Bolcato, the Finance Director of GIBUS says: *"The production chain is one of the valuable assets of our company as well as a strong point. We are convinced that the supply chain approach is strategic to accelerate the economic recovery. In a difficult macroeconomic context, we believe it is important to do our part to support the productive industry. Furthermore, this collaboration with Credit Agricole and with an Italian fintech specialized in the service is a further step towards the digitalization of our processes. GIBUS has always been a point of reference in the field of innovation: innovation oriented to the product and the market but also financial and process innovation."*

GIBUS (GBUS:IM – ISIN IT0005341059) is the Italian brand protagonist of the high-end Outdoor Design sector for HO.RE.CA. and Residential, present in Italy and the main European countries with a network of 413 GIBUS Ateliers which is unique in the national and international competitive landscape. With headquarters in Saccolongo (PD) and around 170 employees, it designs 100% Made in Italy products and oversees the entire value chain. GIBUS has a consolidated market share in Italy and has strengthened its presence abroad (13.1 million Euros in revenues, equal to 32%), particularly in France and the DACH area. It is an innovative SME that constantly invests about 3% of turnover in R&D and, with over 50 patented technical solutions and 30 protected design models, has defined new quality standards in the sector: raising the technological content and product design is the key to compete in the high end segment of the outdoor sector and to meet the needs of increasingly greater comfort in the use of outdoor spaces. The main product lines, Luxury High Tech (Bioclimatic Pergolas) and Sustainability (ZIP Screen), are characterized by their level of design and technology and represent the main growth driver of the Company. Historically the products make the combination of mechanical technology and textile processing know-how their strongpoint, and electronics have become increasingly important in recent years: today the company is able to offer fully automated solutions, capable of responding automatically to changes in weather conditions, and connected to web platforms for remote control. The products are characterized by high production and safety standards: ISO 14001, ISO 9001, ISO 45001, anti-counterfeiting hologram with the GIBUS brand and unique alphanumeric code.

Crédit Agricole FriulAdria was established in Pordenone on 15 October 1911. After the development period in the Friuli Venezia Giulia region, in March 2007 it became part of the Crédit Agricole Group. The Crédit Agricole Group, the tenth bank in the world with 10.5 million shareholders, is present in 47 countries including Italy, its second domestic market. Here it operates with all business lines from commercial banking, to consumer credit, from corporate & investment banking to private banking and asset management, up to the insurance sector and services dedicated to large assets. The collaboration between the commercial network and business lines guarantees broad and integrated operations to 4.5 million active customers, through 1,300 sales points and 14,000 collaborators, with growing support for the economy equal to over 78 billion euros in funding. In Friuli Venezia Giulia and Veneto, the two regions covered by Crédit Agricole FriulAdria, the organizational units of the distribution network as of 31 December 2020 are: 159 Retail branches, 16 Business Poles, 5 Private Markets, 8 Business Markets, 1 Large Corporate Hub, over 30 financial advisors. The company staff is made up of approximately 1,400 employees. The president of Crédit Agricole FriulAdria is economist Chiara Mio, the general manager is Carlo Piana, vice general manager is Paolo Contini.

Release available on www.gibusgroup.com and www.credit-agricole.it

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