

# 2020 FY WEB CONFERENCE

12 April 2021





**GIANFRANCO BELLIN**  
**Chairman and Managing Director**

**2020 KEY FACTS**

## 2020 Key Facts

**Positive trend involving the whole outdoor living sector**

**Exceptional performances in growth, marginality and cash generation**

**Use of technologies to maintain the relationships with the Dealers of the GIBUS Atelier Network in Italy and abroad and to continue training activities**

### **R&D**

**E-pergola:** absolute novelty in the world that will revolutionize the industry

**Click Zip:** a photovoltaic power and integrated LED lighting kit

**Spazio:** the new family of sun awning with a high-tech design

**The first mover of the initiative is “50% discount on the invoice”**

## Exceptional performances in growth, marginality and cash generation

**45,1 mln €**

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+10.2% revenues

**8,5 mln €**

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EBITDA+50.6%

**5,4 mln €**

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+97.5% Net income

**7,3 mln €** (cash)

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PFN

**-0,9x**

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PFN / EBITDA

**18,3 mln €**

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Net assets



## **Ecobonus and Discount on the invoice: an opportunity**

### **ECOBONUS 50% - TAX DEDUCTION and DISCOUNT ON THE INVOICE**

By purchasing one a Gibus product, it will be possible to take advantage of an immediate discount on the invoice equal to 50% of the maximum deductible amount, by transferring the tax credit to the Gibus dealer.

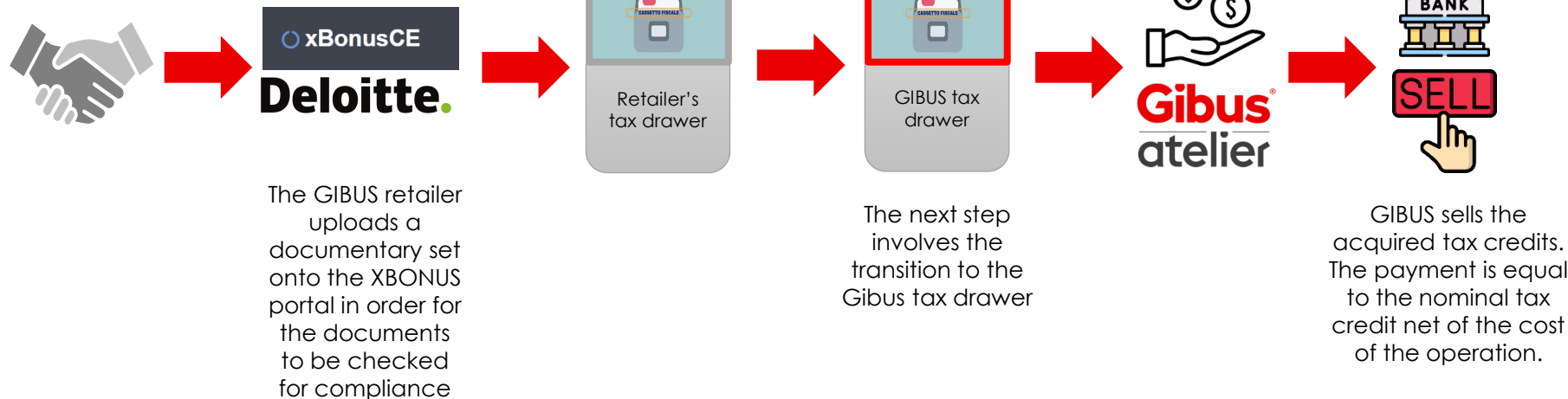
- 14 September 2020 Gibus launches the 50% invoice discount initiative
- 22 December 2020 Ecobonus, the agreement with Banco BPM for the non-recourse assignment of credits deriving from the discount on the invoice.
- April 6, 2021 Great success of the invoice discount initiative. The Dealers of the GIBUS Atelier network achieved a total retail turnover of 12.1 million euros

# Ecobonus: operating flow

The GIBUS retailer completes the sale by granting the Discount on the Invoice

Following the compliance check, the retailer accrues the tax credit in his "tax drawer"

Once the transfer has been made, GIBUS recognizes the consideration, net of the cost of the operation



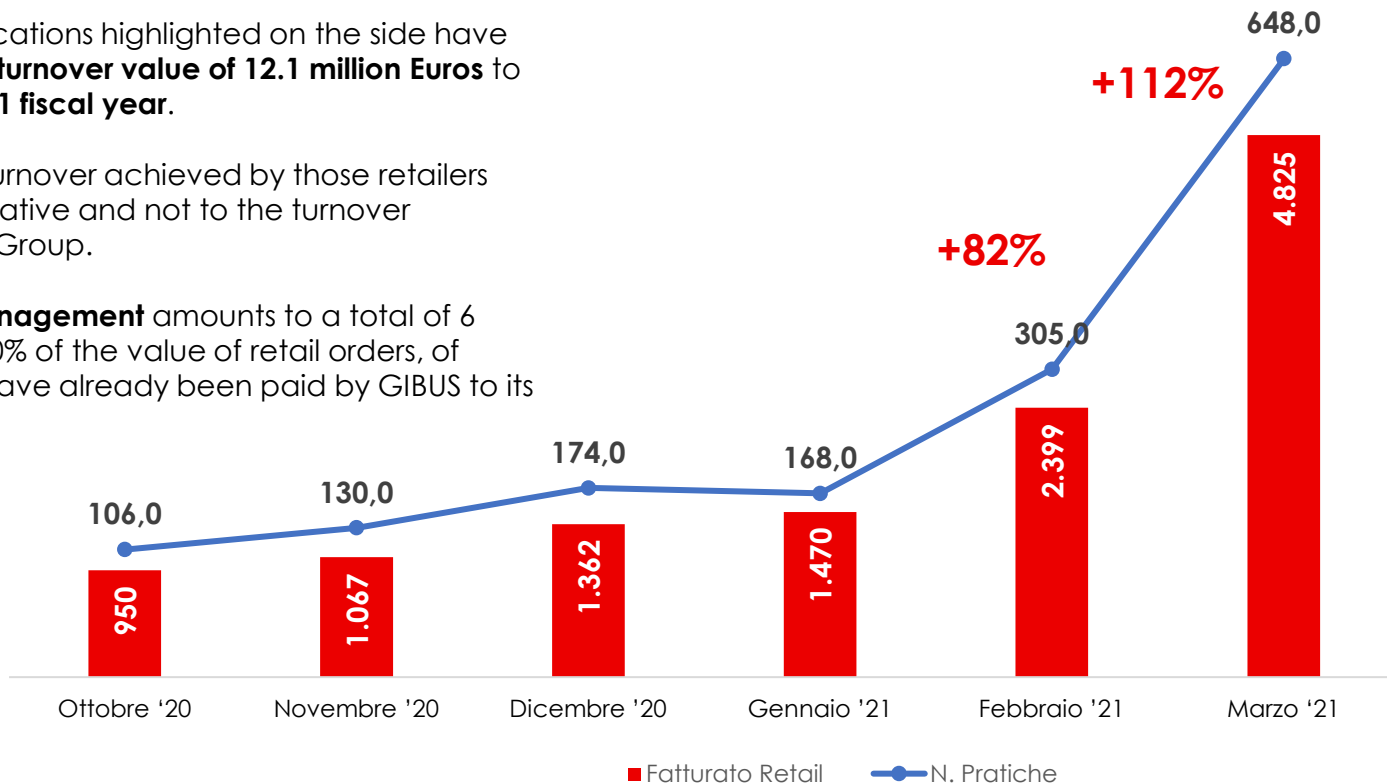
Ecobonus Credits must derive **exclusively from interventions that provide** for the supply of products identifiable through the **GIBUS hologram**

# Ecobonus: the results of the project through 31 March 2021

By 31<sup>st</sup> March, the applications highlighted on the slide have generated a **total retail turnover value of 12.1 million Euros** to be attributed to the **2021 fiscal year**.

This figure refers to the turnover achieved by those retailers who took part in the initiative and not to the turnover achieved by the GIBUS Group.

The **tax credit under management** amounts to a total of 6 million Euros, equal to 50% of the value of retail orders, of which 1.9 million Euros have already been paid by GIBUS to its retailers.





**ALESSIO BELLIN**  
**Managing Director**

**DESIGN**  
**INNOVATION**  
**SUSTAINABILITY**



# Brand awareness, media and training

## Training



The first digital training event of the industry:

- **over 500** unique participants
- **over 30** countries
- **8 hours** of webinars
- Translated simultaneously into **4 languages**

## 2021TV Campaign (since 11 April)



249 Commercials in 3 weeks of programming



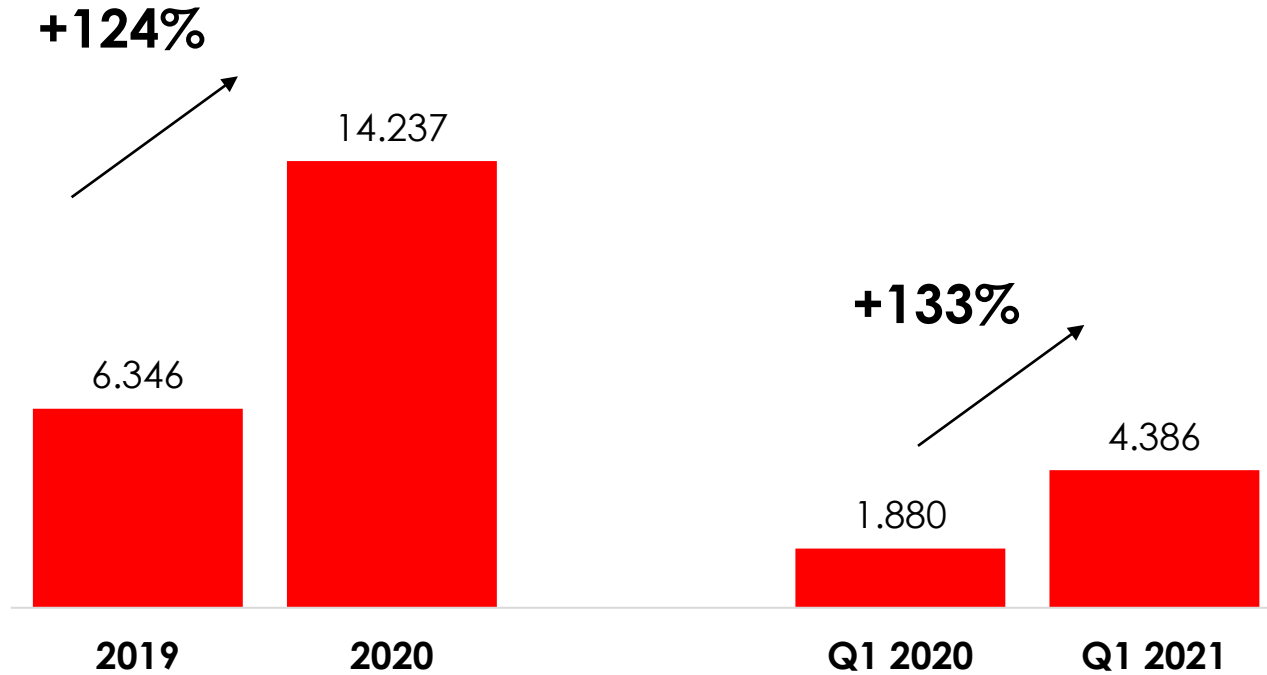
5 million impressions in 6 weeks of programming

## Campaign in digital newspapers

Digital programming in 2 main Italian dealers: RCS and Manzoni

- ✓ Iarepubblica.it: 1,650,000 impressions
- ✓ Network RCS (corriere.it, gazzettadellospor.it, etc.): 2,200,000 impressions
- ✓ living.it: 200,000 impressions

## Lead generation



A close-up photograph of a hand holding a black pen, drawing a sketch on a white piece of paper. The sketch consists of several overlapping, hand-drawn lines forming a complex, somewhat abstract shape. The background is slightly blurred, showing a wooden surface and a green object in the bottom left corner.

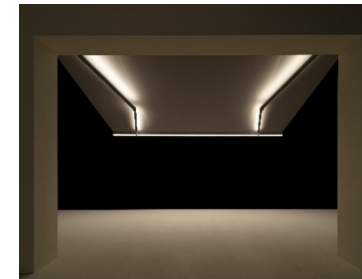
**DESIGN**

**THE MEETING BETWEEN FUNCTIONALITY AND  
AESTHETICS**

## DESIGN LINE A new family of arm awnings



*Designed by Meneghello Paoelli  
Associati*



**OPTIONAL: LED lighting**



**DIAMO ALL'AMBIENTE  
LO SPAZIO CHE MERITA**

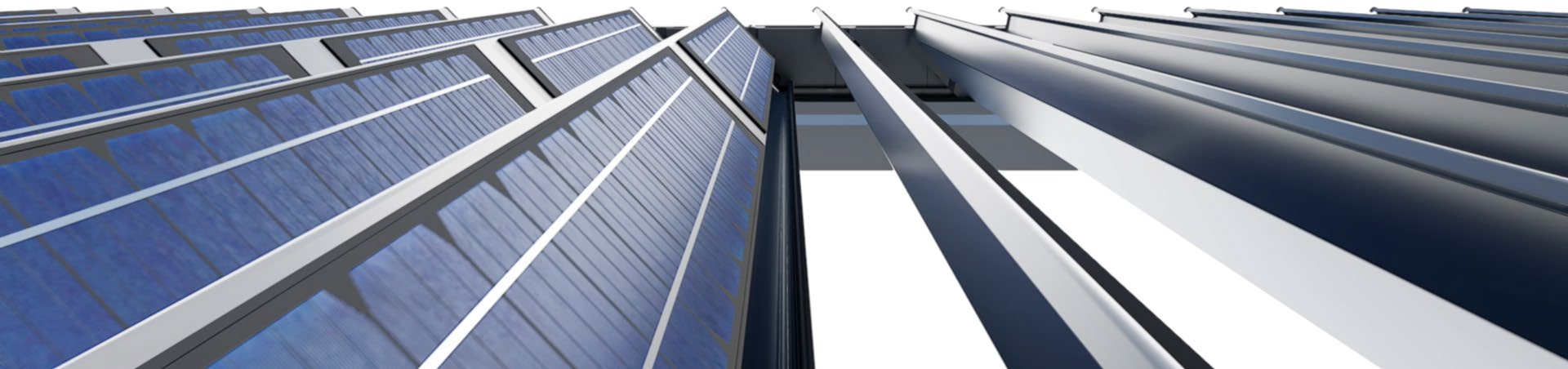
2 new models are added to an already extensive product line

CLICK ZIP 15: achieves a **width of 7 meters**



CLICK ZIP SOLAR: powered by **photovoltaic panel**

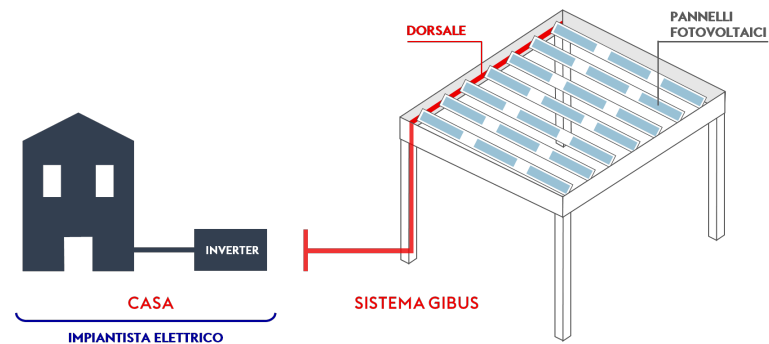




### The first Bioclimatic Photovoltaic Pergola



#### OPERATING DIAGRAM AND GENERATED POWER



PERGOLA  
3.50m x 4.30m

**1 KILOWATT**

PERGOLA  
4.50m x 5.70m

**2 KILOWATT**





**FEDERICO BOLCATO**  
Finance Director

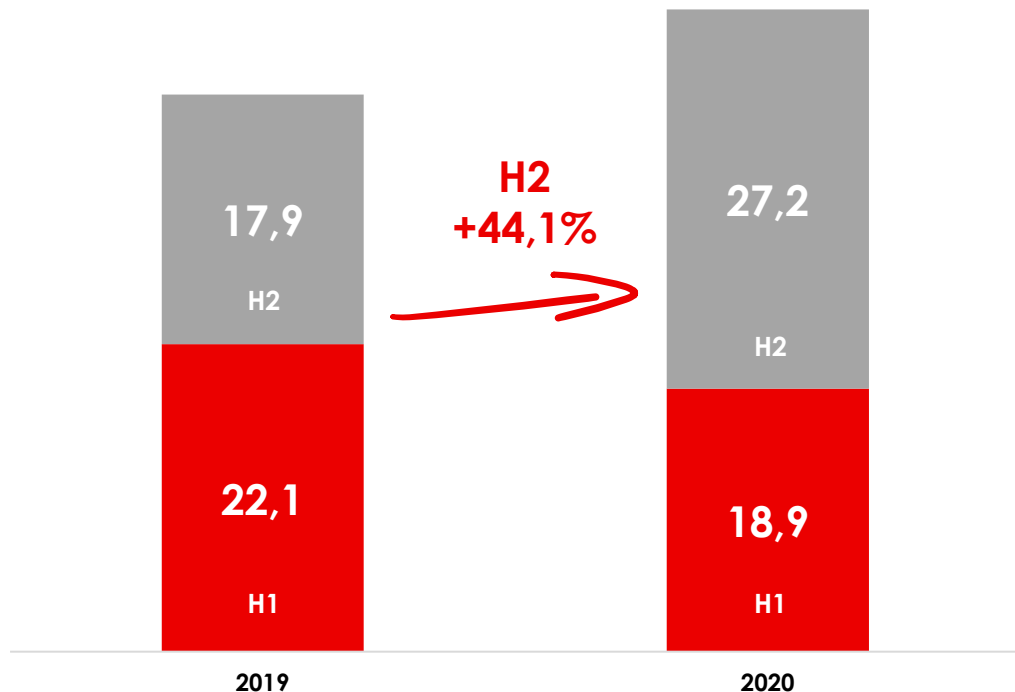
## **2020 FY RESULTS**

## Strong restart after the lockdown

The post lockdown recovery, which began at full capacity in June 2020, quickly led to a **break even in turnover with the 2019 financial year at the end of August 2020.**

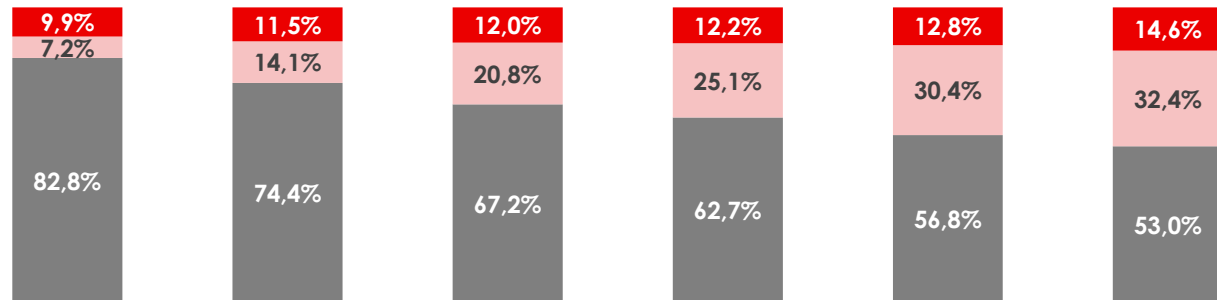
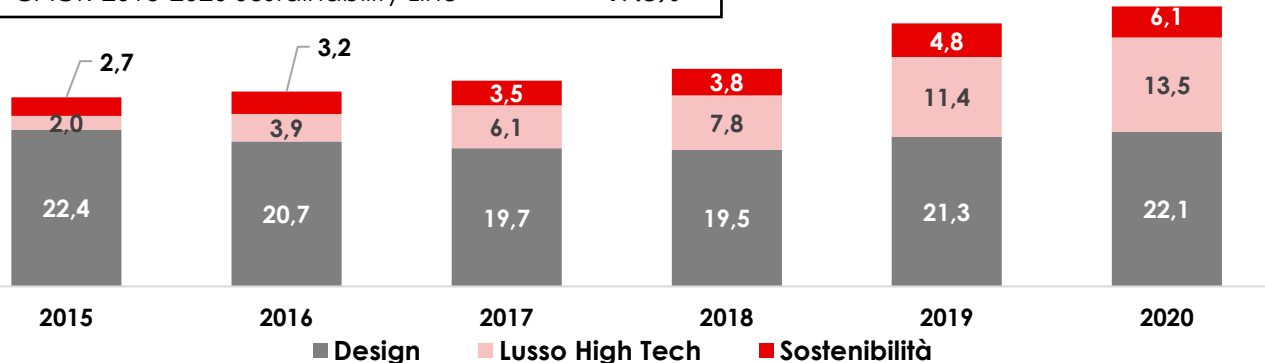
The positive trend continued steadily **in all of the following months.**

A particular contribution was given by the commitment made in the summer months during which the company never closed.



# Revenues per line of products

CAGR 2015-2020 High Tech Luxury Line **+47.2%**  
 CAGR 2015-2020 Sustainability Line **+17.8%**



The data refer exclusively to turnover deriving from products, without considering other revenues or revenues from services

## 6,1 mln €

Sustainability Line

**+27,2%** vs 2019

## 13,5 mln €

High Tech Luxury Line

**+17,8%** vs 2019

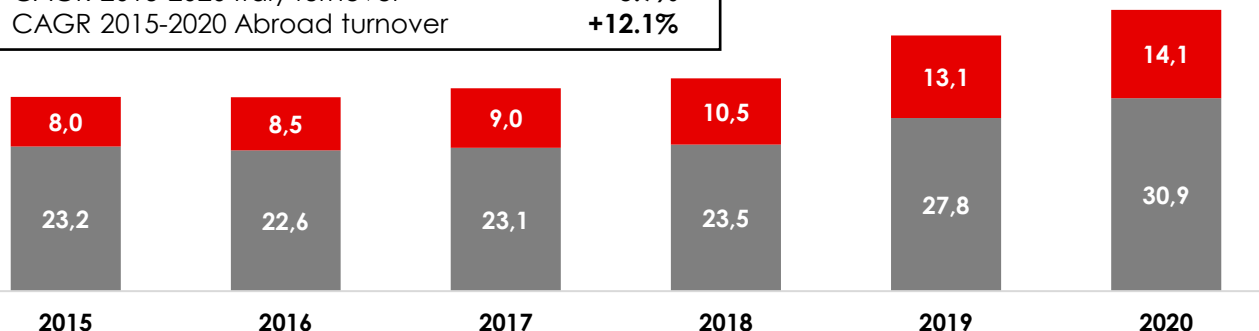
## 22,1 mln €

Design Line

**+3,3%** vs 2019

## Revenue per geographic area

CAGR 2015-2020 Italy turnover **+ 5.9%**  
 CAGR 2015-2020 Abroad turnover **+12.1%**



**14,1 mln €**

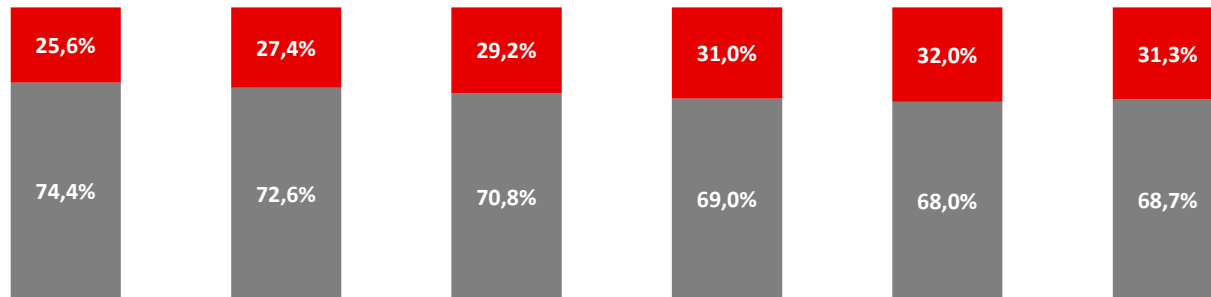
Revenue abroad

**+8,0%** vs 2019

**30,9 mln €**

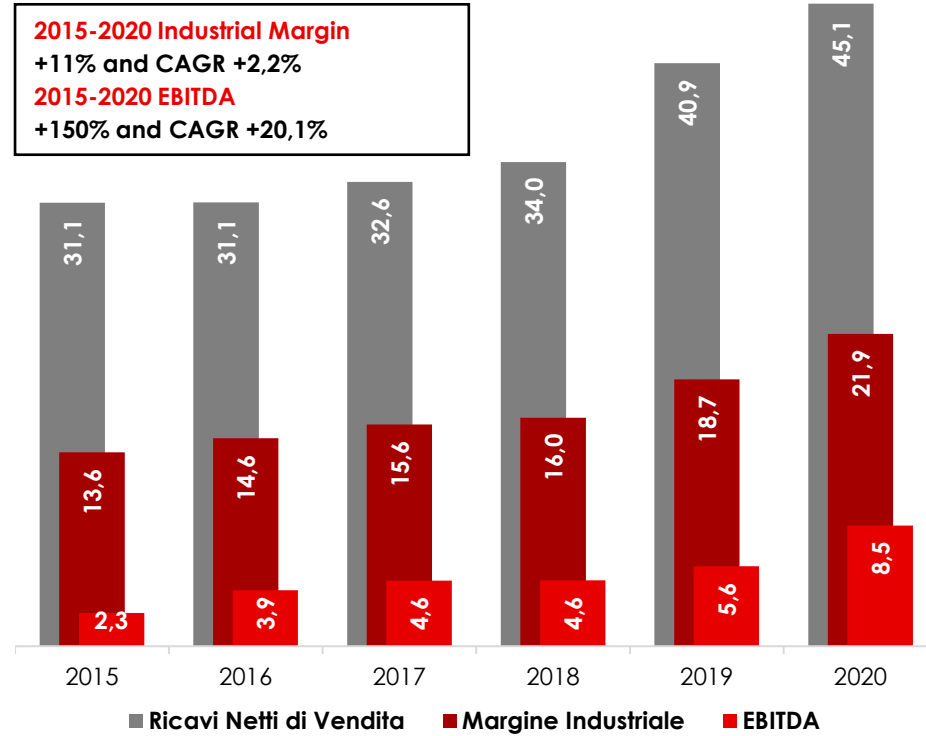
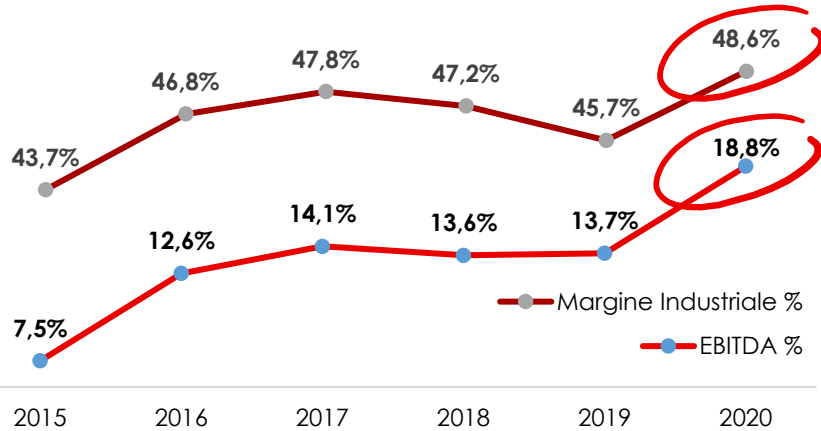
Revenue in Italy

**+11,2%** vs 2019



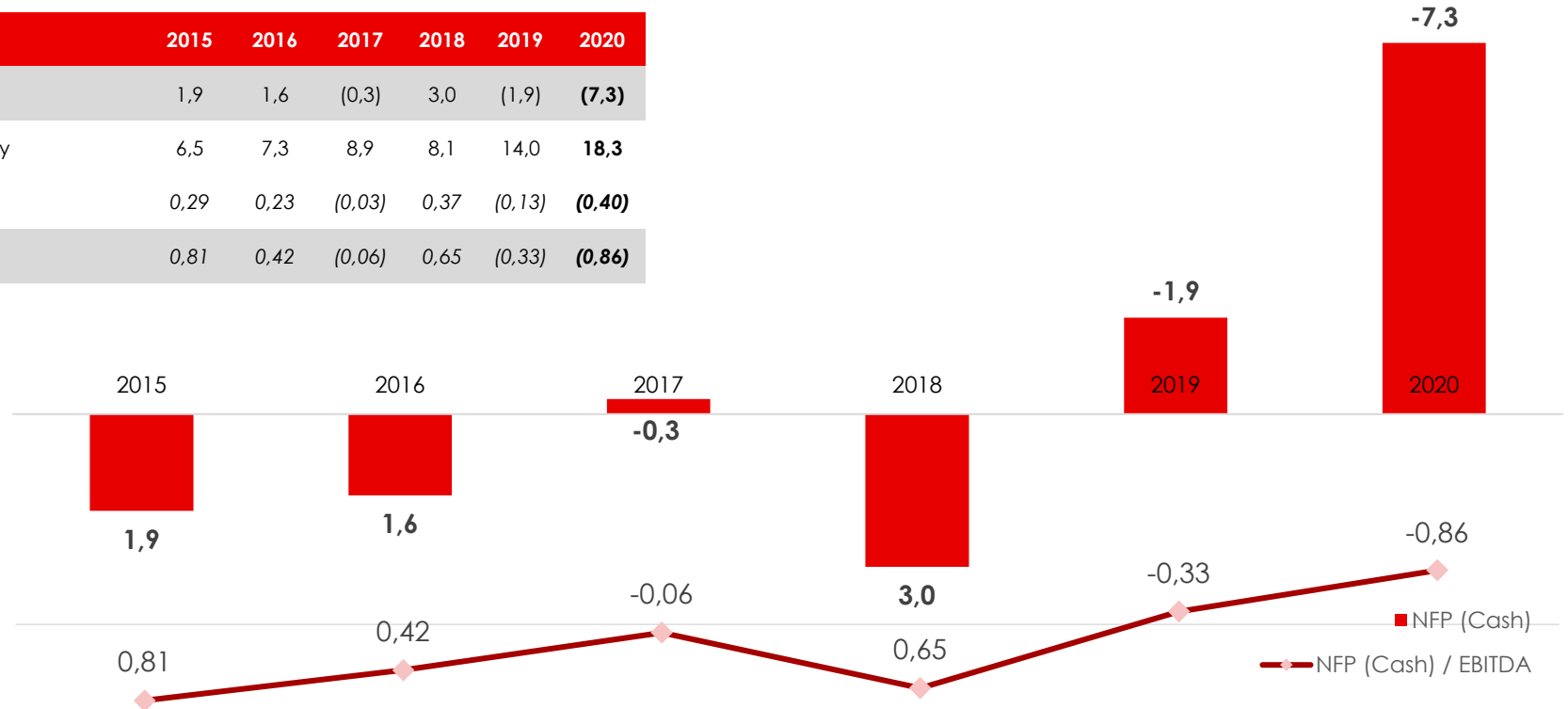
# Strong growth in marginality

€M	2015	2016	2017	2018	2019	2020
Revenue	31,1	31,1	32,6	34,0	40,9	45,1
Industrial margin	13,7	14,6	15,6	16,0	18,7	21,9
EBITDA	2,3	3,9	4,6	4,6	5,6	8,5
Net result	0,1	1,0	2,5	2,3	2,8	5,4



# Net financial position and Equity

€M	2015	2016	2017	2018	2019	2020
PFN (cash)	1,9	1,6	(0,3)	3,0	(1,9)	<b>(7,3)</b>
Owners' equity	6,5	7,3	8,9	8,1	14,0	<b>18,3</b>
PFN / PN	0,29	0,23	(0,03)	0,37	(0,13)	<b>(0,40)</b>
PFN / EBITDA	0,81	0,42	(0,06)	0,65	(0,33)	<b>(0,86)</b>





**GIANFRANCO BELLIN**  
**Chairman and Managing Director**

**LOOKING FORWARD**

# DIVIDENDS

## 2019 financial year

Distributed in December 2020

2,7 €M Net profit

0,27 € per share

1,35 €M total

6,2% dividend yield

## 2020 financial year

Proposed to the Shareholders'  
Meeting on 27 April

5,4 €M Net profit

0,54 € per share

2,70 €M total

5,9% dividend yield



# WE ARE DESIGNING THE FUTURE

## Premises in Veggiano



**Future  
premises in  
Teolo**

**Current  
premises in  
Saccolongo**

## New headquarters and production premises in Teolo

**6 architectural firms selected from among the most awarded and promising under 40 designers in the Veneto region will take part in THE SUN FACTORY" competition**

New spaces for new ambitions:

- **3,000 sq m** dedicated to offices, showrooms and training centers
- **22,000 sq m** meters dedicated to the new production plant with the possibility of future extensions
- **To further increase** our staff and production capacity, to generate multiple advantages in terms of cost optimization, sustainability and energy saving

Completion of the works expected in the **second half of 2023**

# IR CONTACTS



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