

AIM ITALIA CONFERENCE VIRTUAL EDITION

26 May 2021



Gibus[®]
THE SUN FACTORY · ITALY

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”

2020: Exceptional performances in growth, marginality and cash generation

45,1 mln €

+10,2% revenues

8,5 mln €

+50,6% EBITDA

5,4 mln €

+97,5% Net income

7,3 mln € (cash)

PFN

-0,9x

PFN / EBITDA

18,3 mln €

Net assets



Ecobonus and Discount on the invoice: an opportunity

ECOBONUS 50% - TAX DEDUCTION and DISCOUNT ON THE INVOICE

By purchasing one of Gibus products, 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.

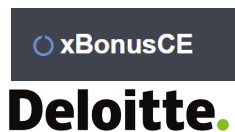
- 14 September 2020 Gibus launches the 50% invoice discount initiative
- 22 December 2020 Ecobonus, the agreement with Banco BPM for the non-recourse assignment of credits deriving from the discount on the invoice.
- 6 April 2021 Great success of the invoice discount initiative. The Dealers of the GIBUS 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



The GIBUS retailer uploads a documentary set onto the XBONUS portal in order for the documents to be checked for compliance

The next step involves the transition to the Gibus tax drawer

GIBUS sells the acquired tax credits. The payment is equal to the nominal tax credit net of the cost of the operation.

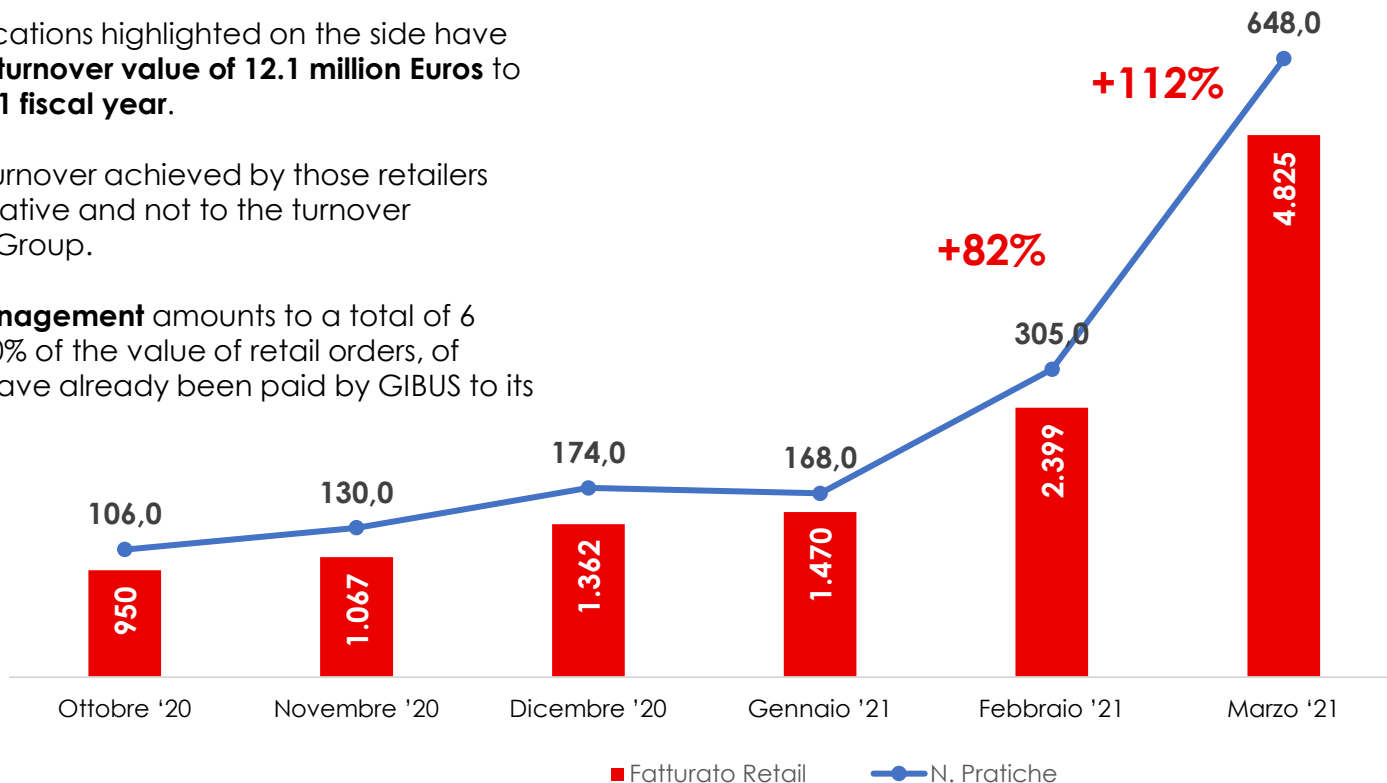
Ecobonus Credits must derive **exclusively from interventions that provide** for the supply of products identifiable through the **GIBUS hologram**

Ecobonus: the results of the project through 31 March 2021

By 31st 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.



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**

2021 TV Campaign (since 11 April)



249 Commercials in 3 weeks of programming



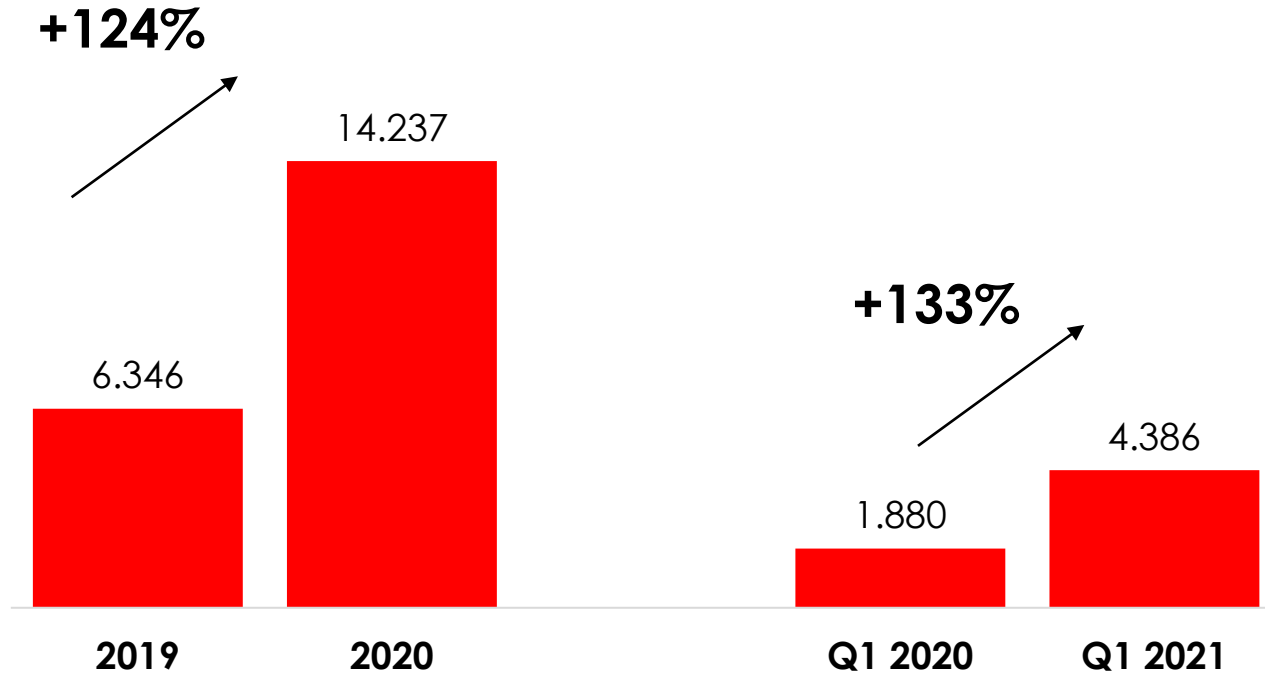
5 million impressions in 6 weeks of programming

Campaign in digital newspapers

Digital programming in 2 main Italian dealers: RCS and Manzoni

- ✓ larepubblica.it: 1,650,000 impressions
- ✓ Network RCS (corriere.it, gazzettadellosport.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 lines forming a rectangular shape with a vertical line extending upwards from the center. The background is slightly blurred, showing a wooden surface and a green object.

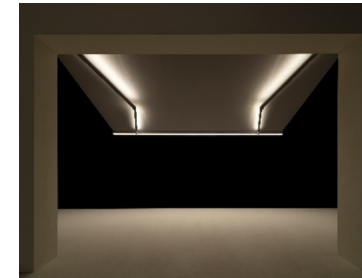
DESIGN

**THE MEETING BETWEEN FUNCTIONALITY AND
AESTHETICS**

A new family of arm awnings



Design by Meneghello Paoelli Associati



OPTIONAL: LED lighting



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

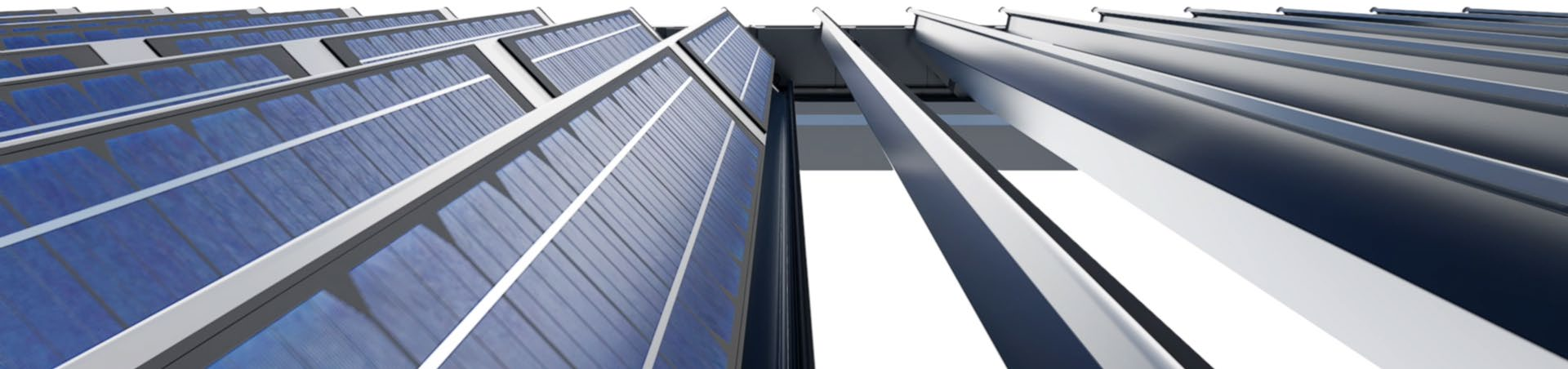
2 new models are added to an already extensive product line

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



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

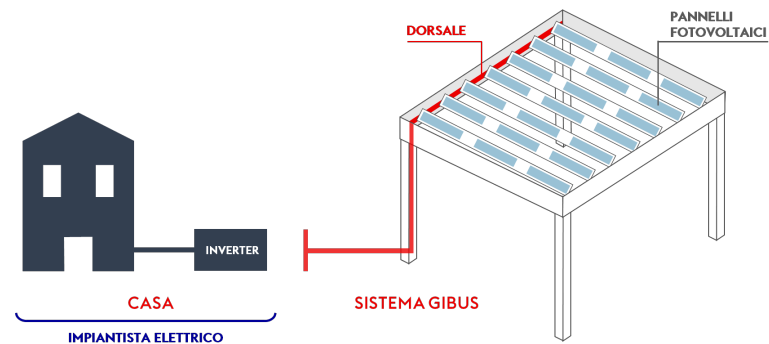




The first Bioclimatic Photovoltaic Pergola



OPERATING DIAGRAM AND GENERATED POWER



PERGOLA
3,50m x 4,30m

1 KILOWATT

PERGOLA
4,50m x 5,70m

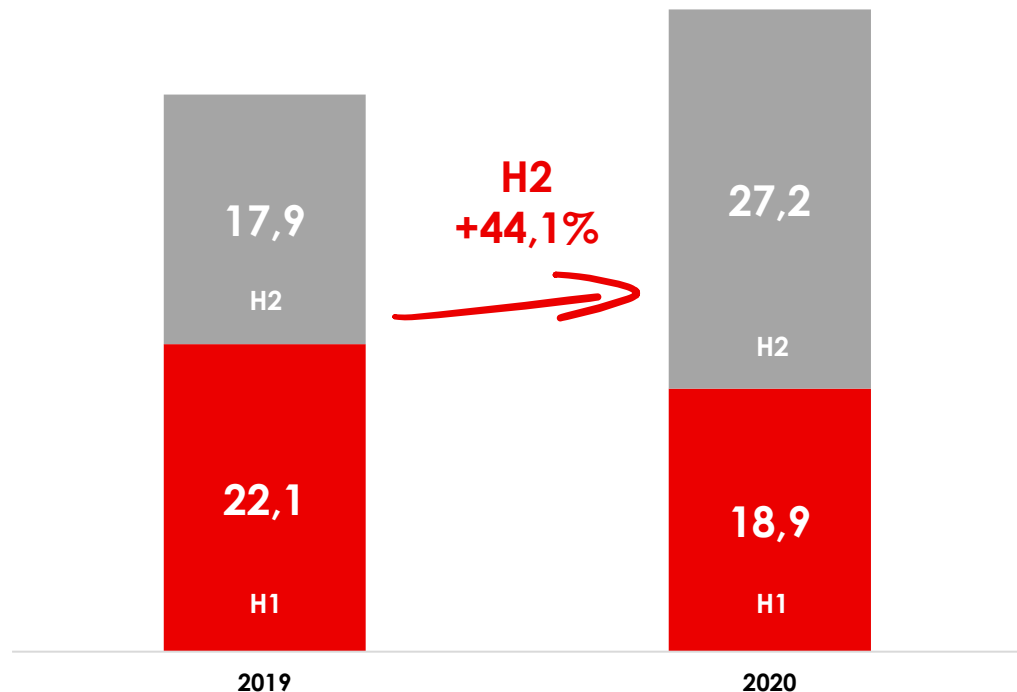
2 KILOWATT

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.**

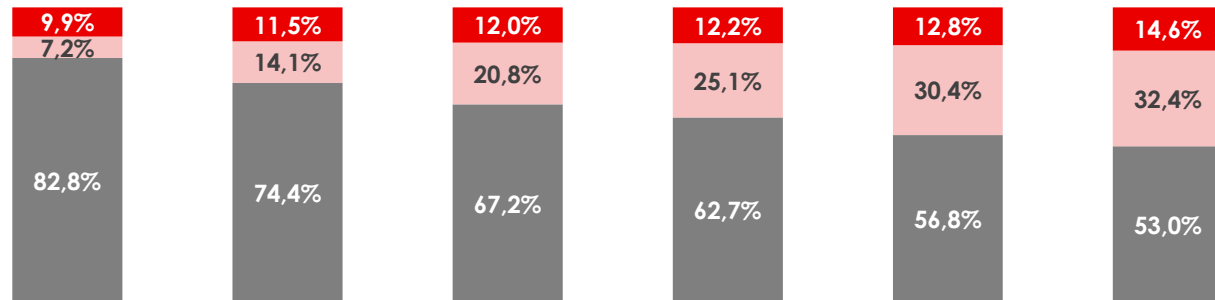
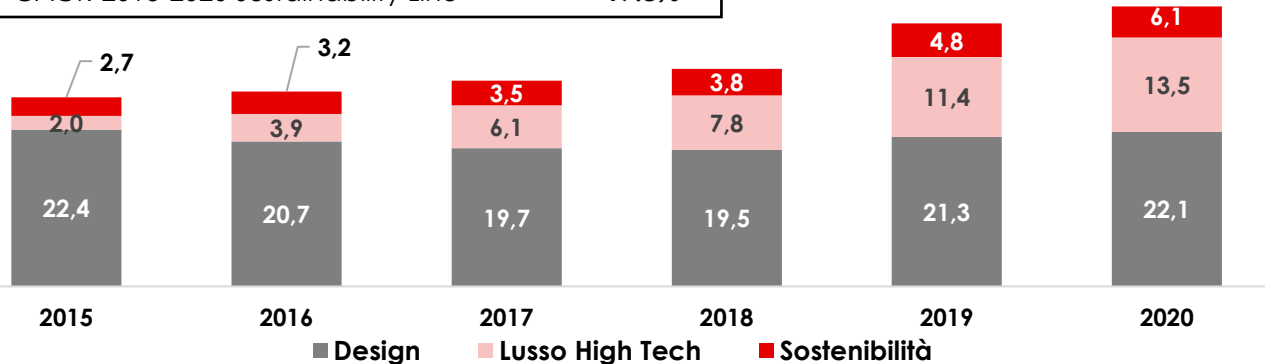
The positive trend continued steadily **in all of the following months.**

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



Revenues by 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

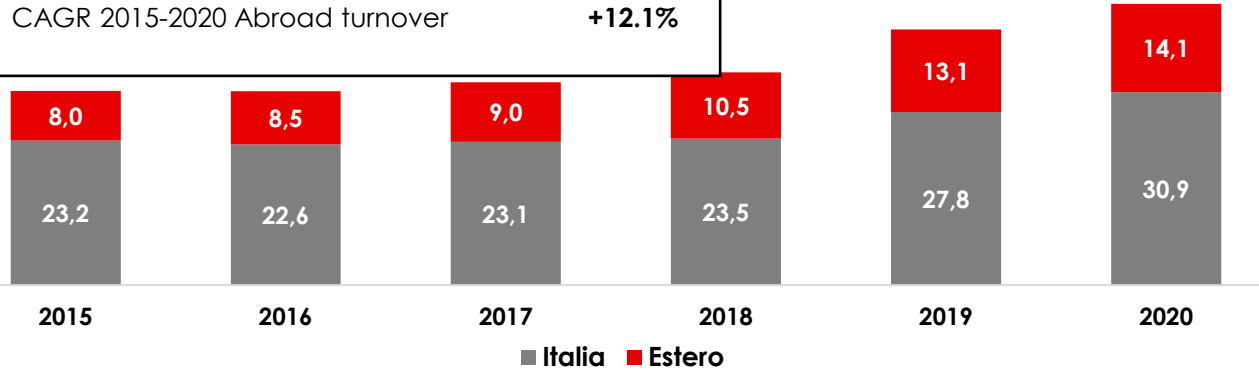
22,1 mln €

Design Line

+3,3% vs 2019

Revenues by 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

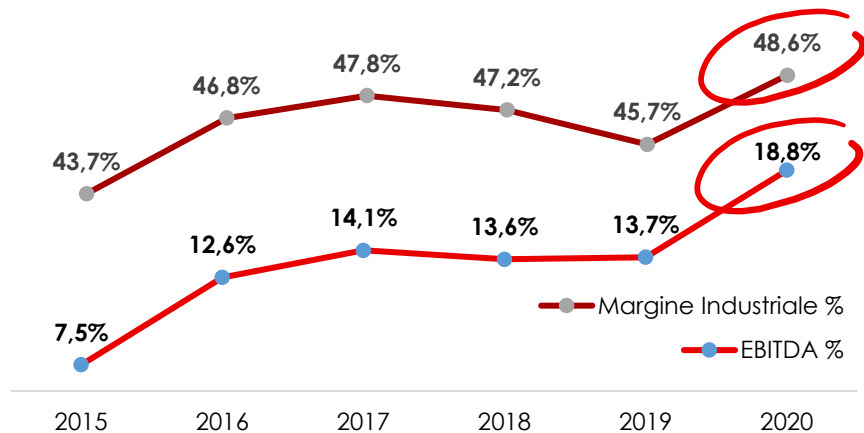
30,9 mln €

Revenue in Italy

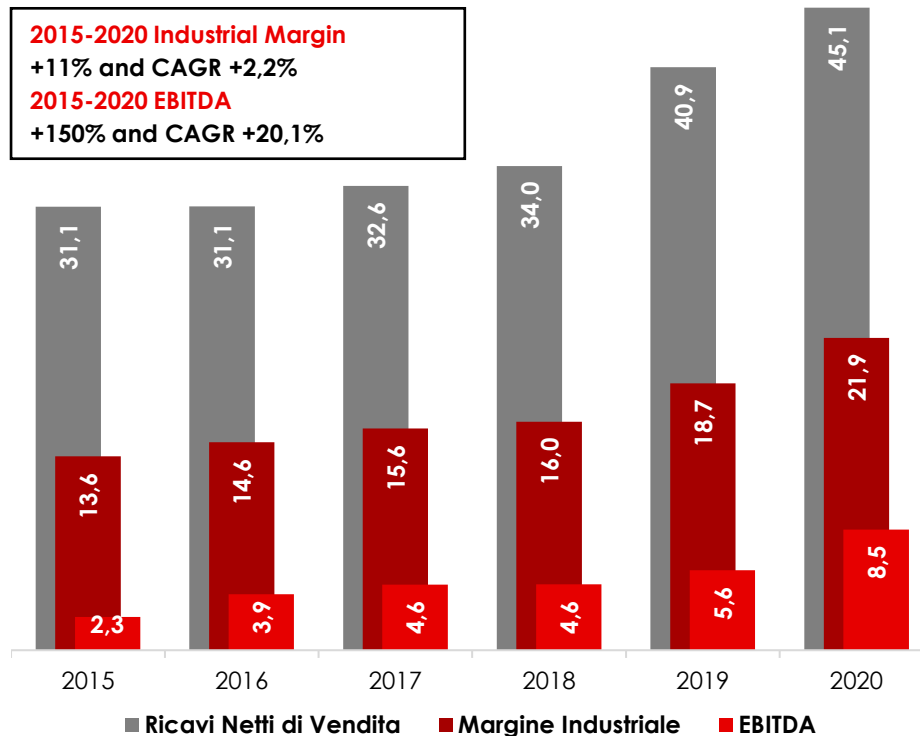
+11,2% vs 2019

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

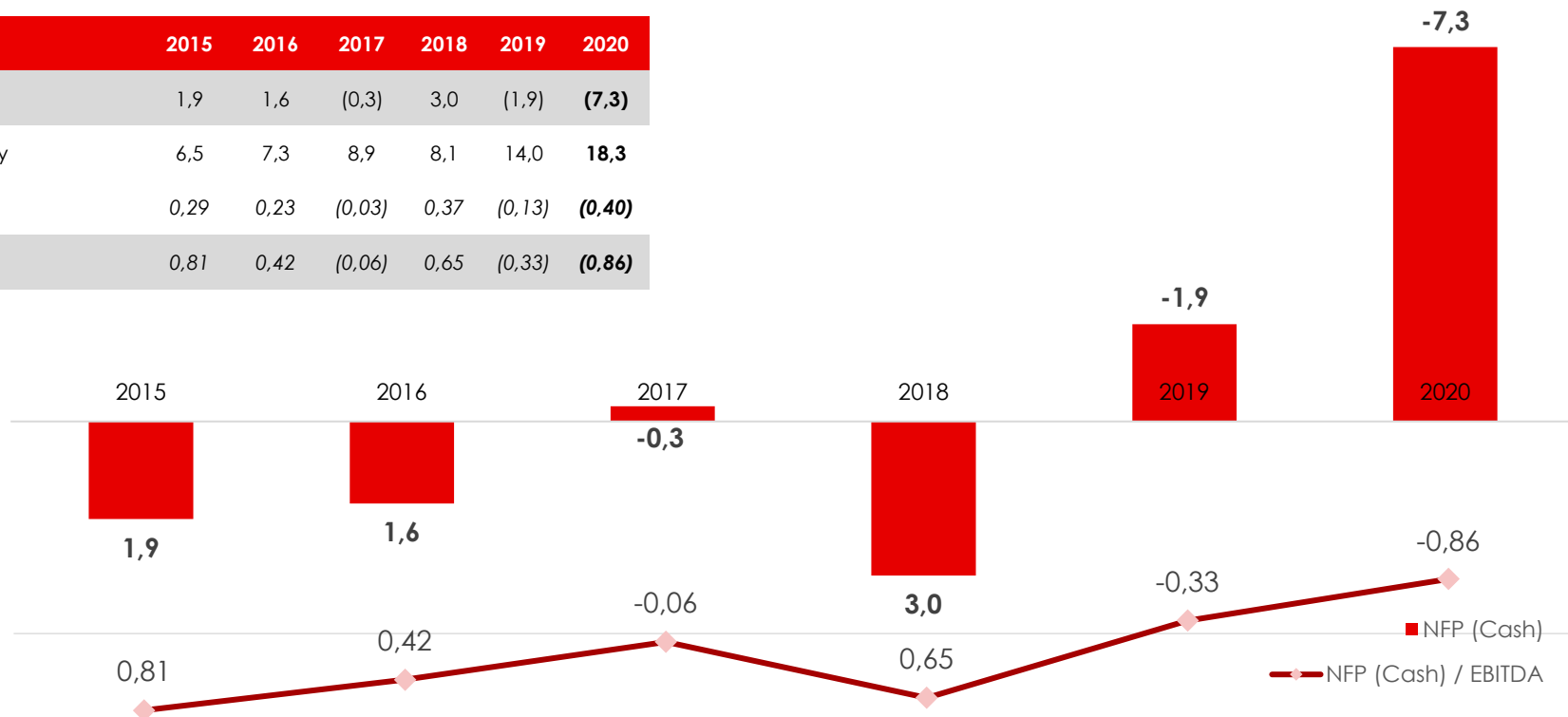


2015-2020 Industrial Margin
+11% and CAGR +2,2%
2015-2020 EBITDA
+150% and CAGR +20,1%



Net financial position and Equity

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



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

Distributed in May 2021

5,4 €M Net profit

0,54 € per share

2,70 €M total

5,9% dividend yield

WE ARE DESIGNING THE FUTURE

New headquarters and production premises in Teolo

DEMOGO is the winner of the “**THE SUN FACTORY**” competition that involved **6 architectural firms selected from among the most awarded and promising under 40 designers in the Veneto region**

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

Works are going to start by early 2022, completion of the works expected in the **second half of 2023**.



IR CONTACTS



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