

## THE GROWTH OF THE GIBUS GROUP CONTINUES: REVENUES OF 45.5 MILLION EUROS IN THE FIRST HALF OF 2022, + 27% COMPARED TO THE FIRST HALF OF 2021; LUXURY SEGMENT +32%

SACCOLONGO (PD), 11<sup>th</sup> July 2022

The Board of Directors of **GIBUS** (GBUS:IM), the Italian brand of the high-end *Outdoor Design* sector, listed in Euronext Growth Milan and founded in 1982, gathered today under the chairmanship of Gianfranco Bellin to examine and approve the consolidated operating revenues as of 30 June 2022, not subject to auditing.

**Revenues** amounted to € 45.5 million, + 27% compared to € 35.8 million at 30 June 2021.

The **High-End Luxury segment** recorded revenues of € 20.6 million, **+32%** compared to € 15.6 million at 30 June 2021, representing 47% of the total (45% at 30 June 2021). In particular, the Luxury High Tech line (*bioclimatic pergolas*) represents 32% of revenues and records an increase of + 34% compared to 30 June 2021, while the Sustainability Line (*zip screen*) represents 14% of revenues and shows growth + 28% compared to 30 June 2021.

The **Design Line** (*pergolas, awnings, glass doors and accessories*), which represents 51% of revenues, shows a growth of + 26% compared to 30 June 2021.

**Italy** records revenues of € 35.3 million, + 36% compared to € 26.0 million at 30 June 2021; revenues generated **Abroad** amounted to 10.2 million euros, +4% compared to 9.7 million euros at 30 June 2021.

The **GIBUS Atelier** network recorded revenues of € 36.5 million, + 28% compared to € 28.6 million at 30 June 2021, with a growing trend both in Italy (+ 34%) and abroad (+9%).

### **50% discount on the invoice: as of 30 June 2022, over 11,600 applications**

As of June 30, 2022, the "50% discount on the invoice" initiative reached over **11,600 applications since the launch of the project** in October 2020 for a **total retail turnover of € 84.2 million**.

In the **first half of 2022**, more than 4,000 applications were handled for a total value of retail turnover of € 30.2 million, a strong **increase compared to the first half of 2021** (around 3,800 applications under management for a total value of retail turnover equal to € 26.3 million).

It should be noted that these figures refer to the turnover achieved by the resellers participating in the initiative and not to the turnover achieved by the GIBUS Group. The tax credit under management amounts to a total of € 42.1 million, equal to 50% of the value of retail orders, of which € 33.2 million have already been paid by GIBUS to its resellers.

Alessio Bellin, CEO of GIBUS says: "We are very satisfied with the result of this first half, which confirms the extremely positive trend with which 2021 ended and which further strengthens the group's path of growth despite the unfavorable macro-economic context. Growth is mainly driven by the domestic market, where GIBUS continues to experience great success for the "50% discount on the invoice" initiative; weaker, but still positive, are the results from international markets, where the economic context is causing a moment of slowdown for the entire sector. Despite this, we trust the actions implemented, particularly in the markets of the DACH area and in the French market between the end of 2021 and the beginning of 2022, where the new salespeople in the branches are acquiring numerous new customers who will bring new revenues over the next months. In the first part of the year, we launched Velvet and Sway (Luxury High-Tech line) included in the range of the latest generation bioclimatic pergolas, which are the first GIBUS pergolas with an



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*adjustable and retractable blade cover, and which represent the new series top of the range for the brand. These new products, presented with a road show in Austria and Germany and then at the Salone del Mobile in Milan, were greatly appreciated by customers but they have contributed only marginally to the revenues because the first orders were delivered only in June”.*

**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 434 GIBUS Ateliers which is unique in the national and international competitive landscape. With headquarters in Saccolongo (PD) and around 200 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, particularly in France and the DACH area. It constantly invests 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.

Release available on [www.emarketstorage.com](http://www.emarketstorage.com) and [www.gibusgroup.com](http://www.gibusgroup.com)

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