

## GIBUS GROUP CLOSES 2022 WITH REVENUES OF 84.0 MILLION EUROS, +16% COMPARED TO 2021, DOUBLE-DIGIT GROWTH IN ITALY AND ABROAD

WITH THE ACQUISITION OF LEINER GMBH, THE HISTORIC BRAND FOUNDED IN 1839, THE GROUP IS POSITIONED AMONG THE LEADING EUROPEAN PLAYERS IN THE INDUSTRY WITH 2022 PRO-FORMA REVENUES OF 111.8 MILLION EUROS<sup>1</sup>

SACCOLONGO (PD), 17<sup>th</sup> JANUARY 2023

The Board of Directors of **GIBUS** (GBUS:IM), the Italian brand in the high-end *Outdoor Design* sector, an innovative medium-size company listed on Euronext Growth Milan and founded in 1982, gathered today under the chairmanship of Gianfranco Bellin and approved the consolidated revenues as of 31<sup>st</sup> December 2022, which are not subject to audit.

**Alessio Bellin**, GIBUS Chief Executive Officer: *"The pro-forma revenues as of 31 December 2022 express our size in the light of the strategic acquisition of LEINER GMBH, completed on 30<sup>th</sup> September. Today, the GIBUS Group is positioned among the main international players in the outdoor design industry, with revenues of 111.8 million euros, of which 44% were generated abroad; these digits reflect the union of the two businesses that don't yet express the number of synergies that our collaboration will create in the coming years. We are strongly focused on integrating the High-tech Luxury (bioclimatic pergolas) and Sustainability (Click Zip) lines into the LEINER range with the aim of obtaining synergies in terms of cross-selling already for the 2023 season: in October, we set up a joint team with this objective and, in November, we organized a roadshow in 7 of the main German cities where the new range of GIBUS products was presented to the main dealers of the LEINER network and we aroused great interest. We have also launched a series of broader projects aimed at generating further synergies on the front of IT systems, digital tools, branding and communication."*

### **Consolidated operating revenues as of 31 December 2022**

**Revenues** amounted to 84.0 million euros, +15.5% compared to 72.7 million euros in 2021. The positive performance is attributable to both organic growth (+9.7%) and the contribution of the LEINER Group that was acquired on 30<sup>th</sup> September 2022 and consolidated starting 1<sup>st</sup> October 2022. Organic growth also benefited in 2022 from the "50% Invoice Discount" initiative, for which the ceilings for the credit assignment for 2023 have already been renewed with our partner banks.

**Italy** records revenues of 62.1 million euros, +15.2% compared to 53.9 million euros in 2021; revenues generated **Abroad** amounted to 21.9 million euros, +16.3% compared to 18.8 million euros in 2021 (with a contribution from the LEINER Group of 4.2 million euros).

With regard to the **product lines**, the GIBUS Group records revenues relating to the High End Luxury segment of 35.0 million euros, +8.1% compared to 32.4 million euros in 2021, while the Design Line records revenues of 40.6 million euros (+12.1% compared to 2021). The incremental revenues attributable to the LEINER Group amount to 4.2 million euros, of which 0.8 million euros were generated by the subsidiary Schirmherrschaft Vertriebs, which carries out direct sales to end customers exclusively in the catering and hotel industry.

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<sup>1</sup> Dato non sottoposto a revisione contabile, include integralmente la società LEINER GMBH acquisita il 30 settembre 2022.

## **Pro-forma consolidated operating revenues as of 31<sup>st</sup> December 2022**

With regard to the *pro-forma* results shown below, it should be noted that the scope of consolidation fully includes LEINER GMBH, whose acquisition was completed on 30<sup>th</sup> September 2022.

**Pro-forma revenues** amounted to 111.8 million euros, thanks to the contribution of the LEINER Group for 32.0 million euros. **Italy** records revenues of 62.1 million euros, while revenues generated **Abroad** amount to 49.7 million euros (of which 32.0 million euros are attributable to the LEINER Group).

With regard to the **product lines**, the GIBUS Group records revenues relating to the High End Luxury segment of 35.0 million euros, while the Design Line records revenues of 40.6 million euros; the incremental revenues that are attributable to the LEINER Group amount to 32.0 million euros, of which 5.1 million euros are generated by the subsidiary Schirmherrschaft Vertriebs.

**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)

## **CONTACTS**

### INVESTOR RELATIONS

**Gibus** | Alessio Bellin | [gibus@gibus.it](mailto:gibus@gibus.it) | T +390498015392

**IR Top Consulting** | Maria Antonietta Pireddu | [m.pireddu@irtop.com](mailto:m.pireddu@irtop.com) | T +390245473884

### MEDIA RELATIONS

**IR Top Consulting** | Domenico Gentile, Antonio Buoizzi | [ufficiostampa@irtop.com](mailto:ufficiostampa@irtop.com) | T +390245473884

### EURONEXT GROWTH ADVISOR

**Bestinver Securities** | Donatella Mascia | [dmascia@bestinver.es](mailto:dmascia@bestinver.es) | T +390236705205