

THE GIBUS GROUP CLOSES THE FIRST HALF OF 2023 WITH REVENUES OF 50.7 MILLION EUROS, +11% COMPARED TO THE FIRST HALF OF 2022

Abroad revenues amount to 22.0 million euros and represent 43% of the total (22% in the first half of 2022)

SACCOLONGO (PD), 11th July 2023

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, has examined and approved the consolidated operating revenues as of 30 June 2023, not subject to auditing.

It should be noted that the scope of Consolidation as of 30th June 2023 includes the LEINER Group, purchased on 30th September 2022 and consolidated starting 1st October 2022.

Revenues amounted to € 50.7 million, +11.4% compared to € 45.5 million at 30th June 2022; these results are mainly due to the contribution of the LEINER Group.

Revenues generated **Abroad** amounted to 22.0 million euros and represent 43% of the total. Growth, compared to 30th June 2022, is +116.8% (10.2 million euros, that is 22% of the total); the contribution of the LEINER Group was 13.2 million euros. **Italy** records revenues of € 28.7 million, 18.9% less than € 35.3 million recorded to 30th June 2022.

With regard to the product lines, the GIBUS Group records revenues relating to the **High End Luxury segment** of 18.8 million euros, -9.1% compared to 20.6 million euros as of 30th June 2022; specifically, the *High Tech Luxury Line* (i.e. bioclimatic pergolas) recorded revenues of 12.9 million euros (14.3 million euros in the first half of 2022) and the *Sustainability line* (Zip Screen) records revenues of 5.9 million euros (6.3 million euros in the first half of 2022). The **Design Line** recorded revenues of 28.0 million euros (+24.4% compared to 22.5 million euros at 30th June 2022).

The incremental revenues attributable to the LEINER Group amount to 13.2 million euros, of which 2.3 million euros were generated by the subsidiary Schirmherrschaft Vertriebs, which operates direct sales to end customers exclusively in the catering and hotel industry.

Alessio Bellin, CEO of GIBUS, says: "We are satisfied with the results obtained in the first half of the year, in which the GIBUS Group consolidates its leadership in the Italian market serviced by a network of GIBUS Atelier stores spread throughout the national territory; we recorded a stability in revenues, despite, since February 2023, the benefits from the discount on the invoice have no longer been applicable. Revenues in Italy amounted to 28.7 million, reaching a satisfactory value in the light of the important performances recorded in the first half of 2022 (+36%) and in the first half of 2021 (+117%). The challenge for the future is internationalization, which is why we have laid solid foundations by integrating our business with Leiner GmbH, a distribution platform for German markets where there are over 700 active dealers and a range of strategic products for Central European markets such as glass roofs. Moreover, this is the first semester of full activity of our latest Gibus NL branch, where the activation of many new dealers lays solid foundations for growth in the coming years."

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.

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