

GIBUS GROUP CLOSSES THE FIRST HALF OF 2024 WITH REVENUES OF 47.6 MILLION EUROS, OF WHICH 45% MADE ABROAD

Commercial development and promotional activities for the opening of both the German market, through Leiner sales network, and the Dutch market, through Gibus NL branch

SACCOLONGO (PD), 11th JULY 2024

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 2024, not subject to auditing

Revenues amounted to 47.6 million euros, -6.2% compared to 50.7 million euros at 30th June 2023.

Revenues generated **Abroad** amounted to 21.3 million euros and represent 45% of the total (at 30th June 2023, 22.0 million euros that is 43% of the total); the contribution of LEINER Group was 12.8 million euros. **Italy** records revenues of 26.3 million euros, in decrease compared to 28.7 million euros recorded to 30th June 2023.

With regard to the product lines, GIBUS Group records revenues relating to the **High End Luxury segment** of 18.7 million euros, compared to 18.8 million euros as of 30th June 2023; specifically, the **High Tech Luxury** Line (i.e. bioclimatic pergolas) records revenues of 12.8 million euros (12.9 million euros in the first half of 2023) and the **Sustainability** line (Zip Screen) records revenues of 5.8 million euros (5.9 million euros in the first half of 2023). The **Design Line** records revenues of 24.9 million euros, in decrease compared to 28.0 million euros at 30th June 2023. The incremental revenues attributable to LEINER Group amount to 12.8 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: *"The half-year just ended shows revenues in line with market expectations which has not yet shown signs of recovery, after last year's slowdown trend. Regarding the invoice discount, we believe that 2024 is the year of definitive normalization. The German market, covered by the group through the subsidiary Leiner, essentially confirms the same revenues, which still do not allow us to significantly appreciate the cross-selling synergies created by distribution of the products of the High-tech Luxury line through Leiner sales network. The commercial development and promotional activities for the opening of both the German market, through the Leiner sales network, and the Dutch market, through the Gibus NL branch, are continuing even if the sales performance is affected by the slowdown caused by the current events in Central European countries. The performance of the Design Line was influenced by the weather context at a European level, also characterized by flooding episodes, while the Luxury High-Tech Luxury line was less affected by the seasonal trend of the business and by the weather factor."*



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 and www.gibusgroup.com

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