

THE GIBUS GROUP CLOSES 2024 WITH REVENUES OF 84.6 MILLION EUROS (91.4 MILLION EUROS IN 2023); REVENUES FROM ABROAD MARKETS REPRESENT 45% OF THE TOTAL

SACCOLONGO (PD), 14 JANUARY 2025

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 approved the consolidated operating revenues as of 31 December 2024, not subject to auditing.

The financial year closed with **Revenues** of 84.6 million euros, down 7.4% compared to 91.4 million euros in 2023.

Revenues achieved **Abroad** stand at 38.2 million euros and represent 45% of the total: the variation compared to 2023 is equal to -5.4% (40.3 million euros, equal to 44% of the total), with a contribution from the **LEINER Group** of 23.0 million euros. The **Italian market**, covered by a network of GIBUS Ateliers spread across the entire Italian territory, records revenues of 46.4 million euros, down 9.1% compared to 51.0 million euros in 2023.

As concerns the product lines, the GIBUS Group records revenues from **High End Luxury segment** of 33.9 million euros, substantially in line with the 34.3 million euros in 2023; specifically, the **Luxury High Tech line** (bioclimatic pergolas) records revenues of 23.5 million euros (23.1 million euros in 2023) and the **Sustainability line** (zip screen) records revenues of 10.4 million euros (11.2 million euros in 2023). The **Design Line** records revenues of 43.2 million euros, -13.7% compared to 50.1 million euros in 2023. The incremental revenues attributable to the LEINER Group amount to 23.0 million euros, of which 4.2 million euros 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: "2024 closed with encouraging results, with revenues slightly higher than our initial estimates. This achievement shows that, even in a complex and challenging market context, it is possible to see positive signals that fuel confidence and momentum towards the future. **The result achieved on the Italian market is noteworthy: 2024 is the first year deprived from the effects of the Invoice Discount and Superbonus and closes with revenues 67% higher than 2019, the year immediately preceding the growth trend triggered by Covid and fiscal incentives.** The comparison between these 2 financial years is essential to understand the path of consistent growth that represents a solid starting point for a sustainable and long-lasting development trend. On the international front, the markets have shown a more limited decline in volumes than in Italy, but they are still affected by unfavorable economic conditions in some key countries, such as Germany and the Netherlands. Despite these challenges, the group has carried out intense and strategic work to strengthen its international presence with promising results. The **R+T fair in Stuttgart** (February 2024) activated a large network of new retailers, and further stimuli come from initiatives such as the **Red Workshops** dedicated to partners from Germany, the Netherlands and Belgium, that are being held at our Italian headquarters in these months between the end of 2024 and the beginning of 2025, and from participation in the **Zonwering Expo** fair in Houten (NL) scheduled for February 2025. These efforts represent the prelude to 2025 that we expect will mark an important turning point, especially on international markets. We are ready to seize the opportunities to resolutely restart our growth process and continue to pursue the ambitious prospects that guide us."



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 and www.gibusgroup.com

CONTACTS

INVESTOR RELATIONS

Gibus | Alessio Bellin | gibus@gibus.it | T +390498015392

IRTOP Consulting | Maria Antonietta Pireddu | m.pireddu@irtop.com | T +390245473884

MEDIA RELATIONS

IRTOP Consulting | Domenico Genfile, Antonio Buozzi | ufficiostampa@irtop.com | T +390245473884

EURONEXT GROWTH ADVISOR

CFO SIM | Donatella Mascia | donatella.mascia@cfosim.com | T +3902303431