

The economic and financial information have been prepared in accordance with the International Financial Reporting Standards ('IFRS') issued by the International Accounting Standards Board ('IASB') and endorsed by the European Union. In this document, in addition to the financial aggregates provided for by International Financial Reporting Standards (IFRS), certain aggregates derived from the latter are presented even though they are not provided for by IFRS (Non-GAAP Measures) in line with the ESMA guidelines on Alternative Performance Indicators (Guidelines ESMA/2015/1415, adopted by Consob with Communication no. 92543 of 3 December 2015) published on 5 October 2015. These metrics are presented in order to allow for a better assessment of the group's performance and should not be considered as alternatives to those provided for by IFRS.



THE BOARD OF DIRECTORS OF ITALIAN DESIGN BRANDS S.P.A. (IDB) APPROVES THE CONSOLIDATED RESULTS AS OF 30 SEPTEMBER 2023

Highlights first nine months 2023:

- Full¹ revenue as of 30 September reach Euro 221.4 million with a total increase of 49.0% of which 7.3% organic.
- Full¹ Adjusted EBITDA is equal to Euro 34.2 million, with an increase of 32.5% of which 2.3% organic.
- Full¹ Adjusted Net Profit equals 14.9 million, with a 9.4% growth of which 1.2% organic.
- The Group's net bank debt as of 30 September 2023 is equal to 30.5 million.
- The development strategy, both direct and through selected acquisitions, continues.

Milan, 13 November 2023 - The Board of Directors of **Italian Design Brands S.p.A.**, diversified industrial group among the Italian leaders in design ("**IDB**" and, together with its subsidiaries, the "**Group**") has approved the Group's results as of 30 September 2023.

Overall IDB in the first nine months has registered Reported revenues for Euro 198.3 million with respect to Euro 136.5 million as of 30 September 2022. Including in the consolidation perimeter, following the recent acquisitions, also the nine months results of Cubo Design, Axolight and Turri, **IDB has registered Full¹ Revenue of Euro 221.4 million, with a total growth² of +49.0% compared to 2022 and an organic growth**, excluding Cubo Design, Axolight and Turri, **equal to 7.3%**, mainly sustained by the performance of Luxury Contract.

The incidence of exports is stable at 75%.

Following a second quarter that had already shown a slowdown for the industry, in particular in the retail channel, the third quarter confirms in Furniture, Lighting and Kitchen&Systems a normalization trend after the excellent performance of 2022, more pronounced in the European area. The excellent growth of Luxury Contract continues (+33.3%).

During the third quarter of 2023, the Group executed agreements to increase its stake in Axolight S.r.l., which specializes in the design and production of made-in-Italy design lamps and in which IDB had a minority stake since 2021, up to 51%.

¹ Consolidated figures as of 30 September 2023, prepared by including in the scope of consolidation the results of Cubo Design, Axolight, and Turri as of January 1, 2023 (closing in January, July, and September 2023, respectively).

² Calculated against the full figure as of 30 September 2022, prepared by including in the scope of consolidation the results of Flexalighting North America and Gamma Furniture as of January 1, 2022 (closing in May and June 2022, respectively).

Moreover, **on 29 September 2023, IDB finalized the acquisition of Turri 2k S.r.l.**, the company that controls Turri, historic brand operating in luxury furniture that in 2022 recorded revenues for 28.1 million, 95% of which generated abroad. The acquisition represents a strategic step for the Group to make its offer increasingly heterogeneous and complementary, as well as to consolidate its presence in the Soft Contract channel and extend its sales network in relevant markets such as Middle East and Africa, where Turri is particularly well positioned.

The Group's Adjusted Reported EBITDA in the first nine months of 2023 was €34.4 million (compared to €22.5 million in the same period of 2022), while **Full¹ Adjusted EBITDA was €34.2 million, up 32.5% compared to 2022 (of which organic +2.3%), so with a percentage margin of 15.4%**. The figure includes a temporarily dilutive contribution from the most recent acquisitions whose result is subject to higher seasonality, historically more concentrated in the last quarter. Excluding the effect of Axolight and Turri, the percentage margin for the first nine months 2023 would be confirmed around 17%.

In light of the results achieved, the first nine months of 2023 ended with Reported Adjusted Net Income of €17.2 million (+50.2% compared to 2022) and **Full¹ Adjusted Net Income of €14.9 million (+9.4% compared to 2022, of which organic a +1.2%), with a percentage incidence of 6.7%**.

The investments and activities supporting the development and visibility of all Group brands through all distribution channels continue. **On 25 October 2023, two new flagship stores dedicated to Davide Groppi and Meridiani were inaugurated in New York City**, located in the city's most prestigious area for the offering of design and furniture solutions and products. Designed by Andrea Parisio, Meridiani's art director, the showroom, situated between Lexington Avenue and 32nd Street, is on two levels and also houses the new headquarters of the Group's local subsidiary - IDB Usa Corp.

The net banking position as of 30 September 2023 is Euro 30.5 million. Considering also liabilities for minority stakes through put&call options and earnouts, the net financial position becomes Euro 117.7 million, mainly due in the medium-long term. This figure, added to Euro 33.3 million lease debts in accordance with IFRS 16, reaches a total net financial position of Euro 151.0 million.

Considering the other available data, it is possible to forecast, based on a responsible prudent approach, a closing in growth even organically for the year 2023. With the contribution of Cubo Design, Axolight and Turri, The IDB Group will exceed 300 million euros in turnover.

The Chairman and CEO, Andea Sasso, and the Manager charged with preparing the Company's financial reports, Alberto Bortolin, declare in accordance with paragraph 2 of Article 154 bis of Legislative Decree no. 58/1998 (Consolidated Finance Act) that the accounting information included in this press release corresponds to the underlying accounting records.

The management of IDB will present the first semester results to the financial community today, at **6.00 p.m. CET**. The supporting documentation is available in the 'Investors/Results and Financial Documents' section of the Company's website (www.italiandesignbrands.com).

To follow the event via streaming it is possible to register at this [link](#).

ITALIAN DESIGN BRANDS (IDB)

Italian Design Brands S.p.A. is one of the most important Italian groups operating in high-quality design. The Group consists of a number of companies, each with its own distinct identity, aggregated as part of a coherent strategic project with mutually complementary activities: Gervasoni creates furniture solutions through its namesake brand and the Very Wood brand; Meridiani specializes in the creation of refined contemporary and versatile furniture; Davide Groppi creates and produces lamps and lighting designs with significant environmental impact; Saba Italia creates and produces furniture items with innovative, high-end designs; Flexalighting designs and produces lighting systems for interiors and exteriors; Axolight specializes in the design and production of made-in-Italy designer lamps; Gamma Arredamenti is one of Italy's leaders in upholstered furniture in the highest quality leathers; Cubo Design produces top and premium kitchens and furniture systems under the Binova and Miton Cucine brands; Turri is a historic very high-end furniture brand; Cenacchi International and Modar are two established leaders in the luxury/fashion contract sector.

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This press release is also available on the Company's website (www.italiandesignbrands.com) and conveyed via the 1Info SDIR system(www.1info.it).