



Italian Design Brands

**PRELIMINARY FULL-YEAR FINANCIAL RESULTS
AS OF 31 DECEMBER 2023**

11 March 2024

18.00 – 19.00 (CET)



Presenters today



Andrea Sasso
Chief Executive Officer



Giorgio Gobbi
Managing Director

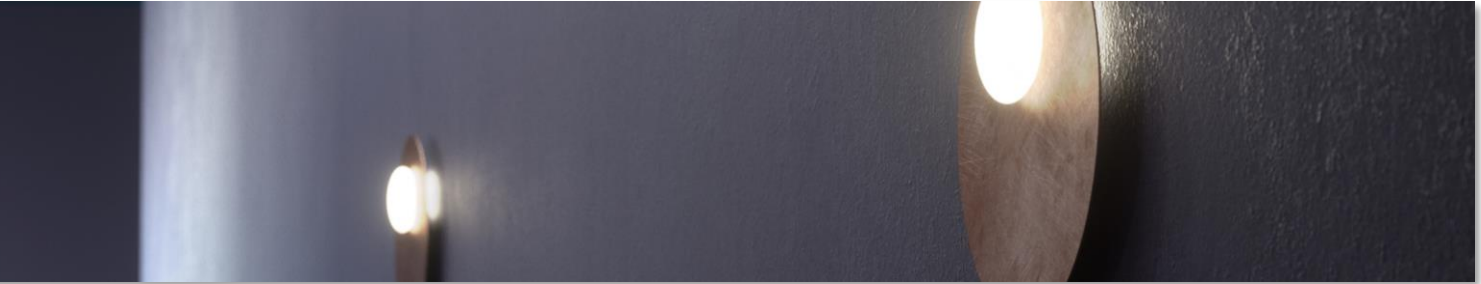


Alberto Bortolin
Chief Financial Officer



Marella Moretti
Corporate Development
& IR Manager

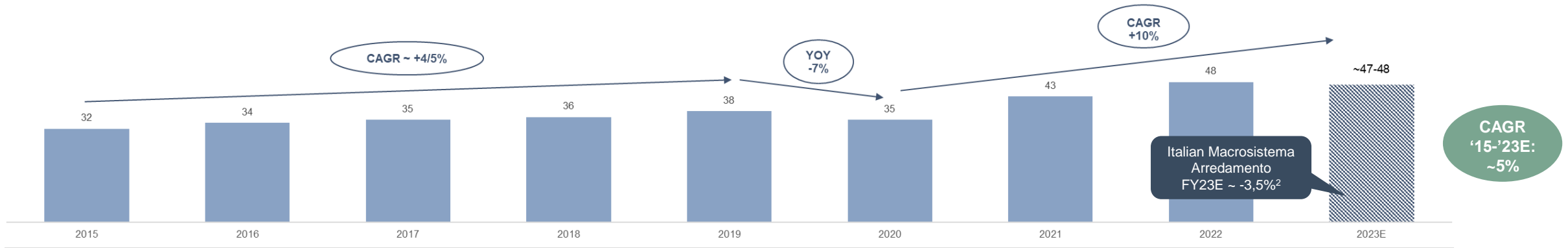
IDB full 12 months 2023 financial highlights⁽¹⁾: all-time sales record at around € 311M, despite the complex macroeconomic environment and with Core HEDF market going through a new consolidation phase

<p>Actual Revenue</p> <p>€ 287,4 mln +44,0% vs. 12M 22</p> <p>@ current exchange rates</p>	<p>Full Revenue⁽²⁾</p> <p>€ 310,8 mln +16,6% vs. F12M 22 (+3,9% organic)</p> <p>@ current exchange rates</p>	
<p>Full Adj. EBITDA⁽³⁾</p> <p>€ 54,3 mln +10,3% vs. F12M 22</p> <p>Margin 17,5%⁽⁴⁾</p>	<p>Full Adj. Net Income⁽⁵⁾</p> <p>€ 25,6 mln +0,4% vs. F12M 22</p> <p>Margin 8,2%</p>	
<p>Net Bank Debt (post new acquisitions)</p> <p>€ 14,2 mln</p> <ul style="list-style-type: none"> • € 87,1 mln NFP incl. put&call options and earnouts • € 120,9 mln NFP incl. IFRS16 	<p>Cash Conversion⁽⁶⁾</p> <p>86,2%</p>	

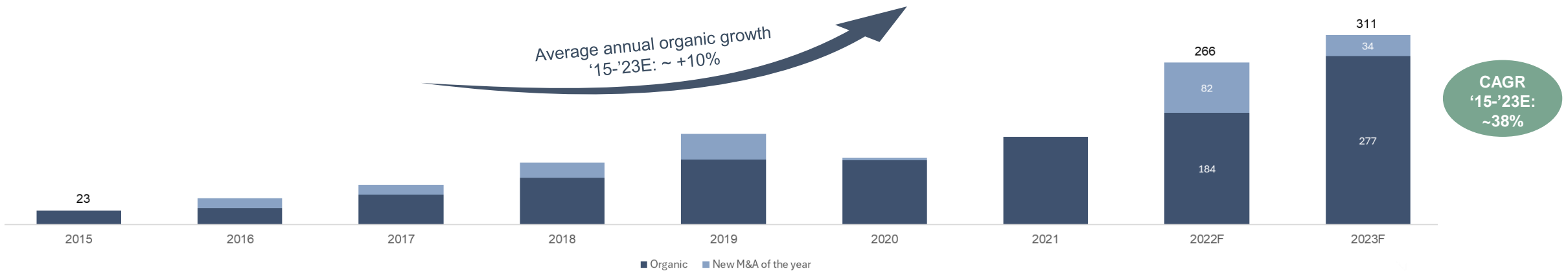
(1) Data prepared under IFRS Gaap. (2) Full 12M 2022 data prepared including 12 months of Gamma, Flexalighting NA and Cubo Design, despite exact acquisition date (consistently with the IPO Prospectus). Full 12M 2023 data prepared including 12 months of Axolight and Turri, despite exact acquisition date. (3) Adjusted EBITDA computed as Reported EBITDA (fully compliant with IFRS 16) + non-recurring costs + M&A transaction costs + IPO costs. (4) Excluding the effect of the most recent acquisitions Axolight e Turri, the 12M 2023 Full Adj. EBITDA Margin is 18,0% (5) Income Adjusted for EBITDA Adjustments, change in estimate of put&call options and earnouts on Balance Sheet, amortization of PPA and related fiscal effect. (6) Calculated as (Full Adjusted EBITDA – CAPEX)/Full Adjusted EBITDA.

In 2023 IDB reference market entered into a «normalization phase» due to a combination of higher interest rates and people catching-up with experiential consumption...

Core HEDF market evolution (€ bn | 2009-2023E¹)

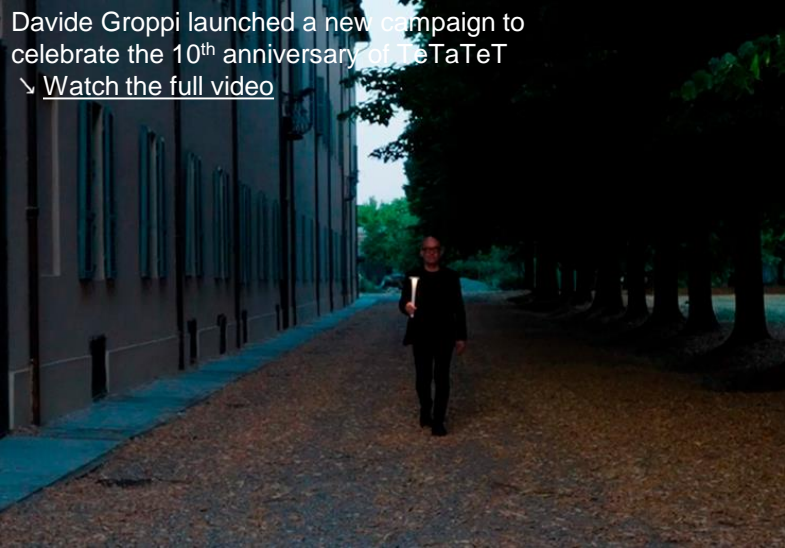


...in this context, IDB provides for stronger growth, thanks to both organic and inorganic opportunities



(1) Company elaboration based on Bain&Company – Altgamma «High-End Market Monitor 2022» and «Luxury goods worldwide market study Fall 2023». (2) Preliminary 2023 data, Centro Studi FederlegnoArredo.

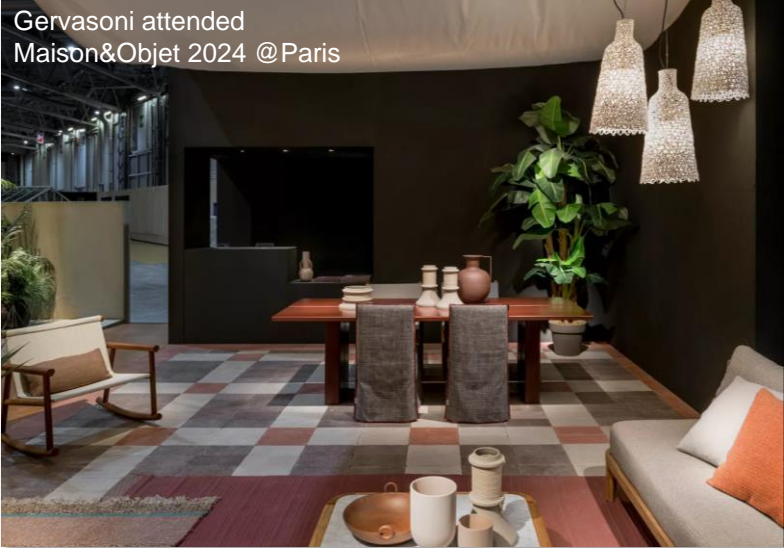
IDB carried out multiple online and offline activities to enhance brands' DNA narratives and effectively engage target customers



Davide Groppi launched a new campaign to celebrate the 10th anniversary of TeTaTeT
↳ [Watch the full video](#)



Saba lounge in collaboration with Ruinart
@Miart 2023



Gervasoni attended
Maison&Objet 2024 @Paris



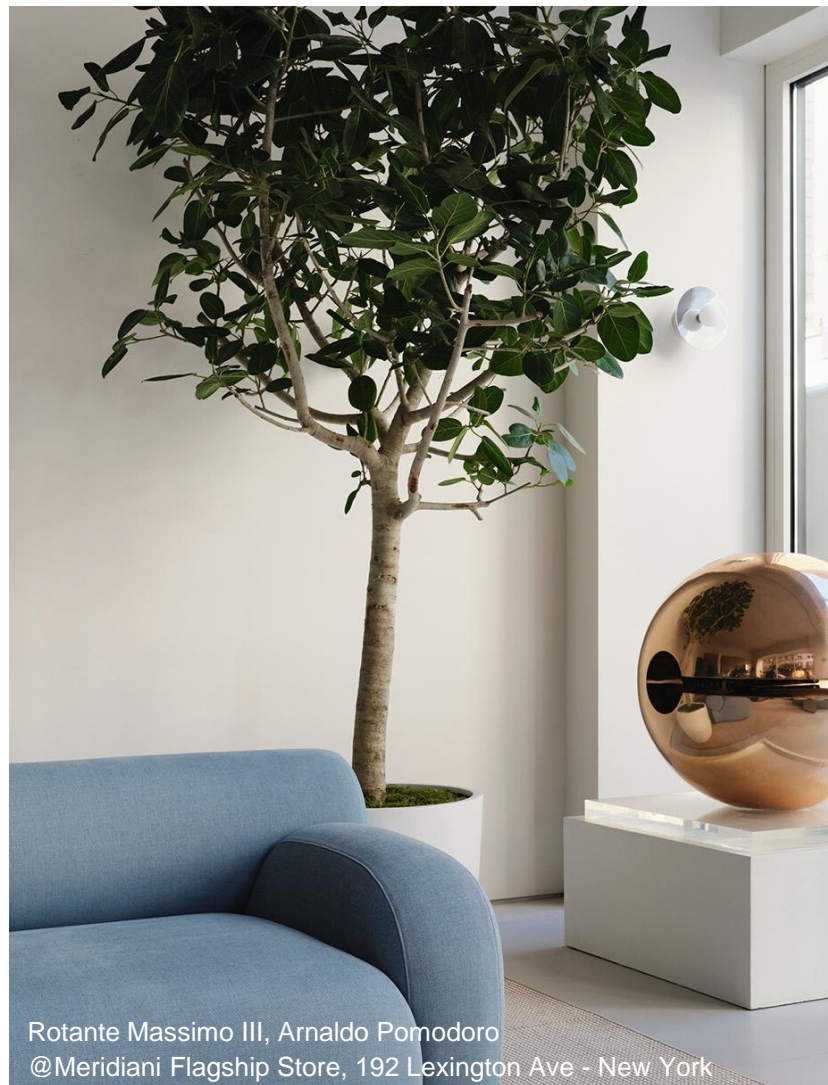
Meridiani opened a new corner @Omobito,
renowned Tokyo furniture dealer



Gamma Arredamenti took part to
the #DubaiDesignWeek



After the launch in July and the first exhibitions of «Rotante Massimo III», the IDB FOR ARTS collection grows with a new masterpiece by Lucio Fontana



Lucio Fontana
Concetto Spaziale, Natura, 1959/60

The sculpture will be displayed in occasion of the opening of the new Davide Groppi flagship store in Milan (@Salone del Mobile 2024)

IDB products keep collecting awards and prestigious recognition, testifying the superior quality of their style, design and functionality

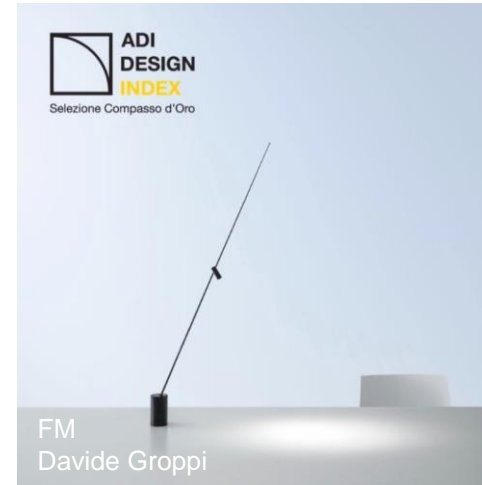
archiproducts
AWARDS
WINNER



Ratio sofa
Turri



Metis sofa system
Saba

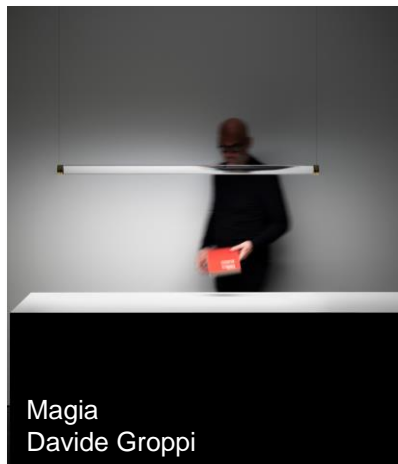


ADI DESIGN INDEX
Selezione Compasso d'Oro

FM
Davide Groppi



ADI DESIGN INDEX
Anima
Davide Groppi



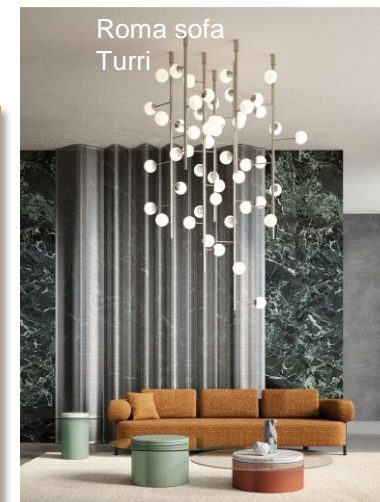
Magia
Davide Groppi



Post Prandium
Davide Groppi



Vis à Vis
Davide Groppi



Roma sofa
Turri



Paralela
Axolight

The Group confirms its global presence (export sales ~74%) in 130+ countries, with a solid distribution network of >4.500 retail partners, an increased branded spaces' footprint...

Monobrand

- Single brand retail spaces, operated by third parties
- Store owners are experienced and trusted retailers that share the brand's vision and style (i.e.: Davide Groppi Spazi Esperienze, Meridiani store in Milan)

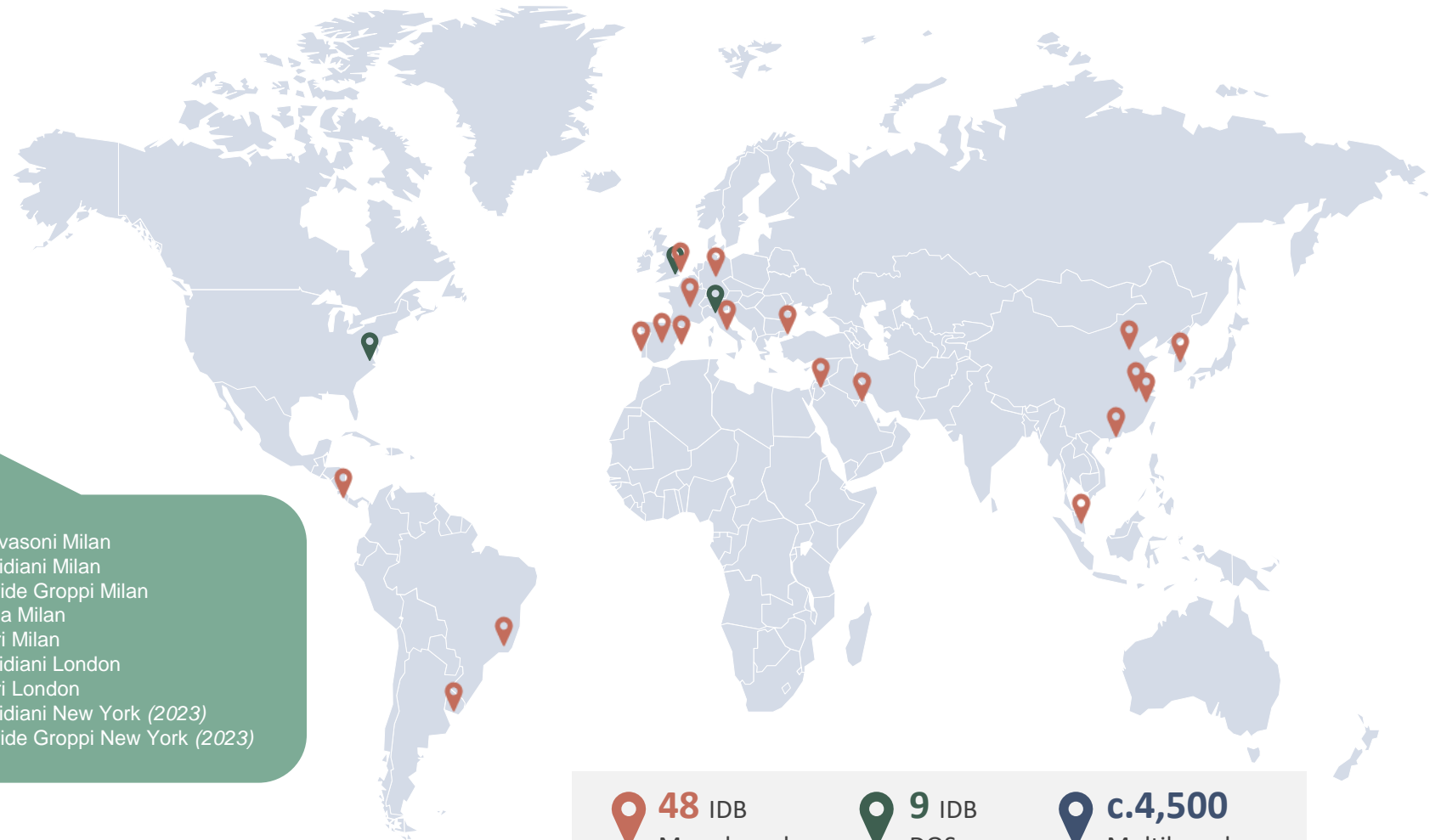
DOS

- Flagship stores conceived for architects and interior designers
- Often used to tackle new potential local partners in focus markets (i.e.: Davide Groppi and Meridiani NY flagship stores)

Multibrand

- Traditional multibrand retail spaces, operated by third parties
- They usually are local small to medium size enterprises, key players for customer relationship and level service

- Gervasoni Milan
- Meridiani Milan
- Davide Groppi Milan
- Saba Milan
- Turri Milan
- Meridiani London
- Turri London
- Meridiani New York (2023)
- Davide Groppi New York (2023)



48 IDB
Monobrand

9 IDB
DOS

c.4,500
Multibrand

...and many outstanding contract projects around the world, targeting almost any type of end-market and providing different solutions in styles and design



A brief recap of IDB's M&A path in 2022 and 2023...

2022 – companies included in the «organic» perimeter

2023 – companies included in the «total» perimeter



May 2022

IDB, through Flexalighting, acquires the majority of **Flexalighting North America (FNA)**



End of January 2023

IDB completes the acquisition of **Cubo Design**⁽²⁾



End of September 2023

IDB acquires the majority of **Turri**

June 2022

IDB acquires the majority of **Gamma Arredamenti**⁽¹⁾



Actual data	
FNA	5 months
Gamma	4 months
<i>12M 2022 perimeter</i>	
Full data	
Both + Cubo	12 months

July 2023

IDB reaches the majority of **Axolight**⁽³⁾



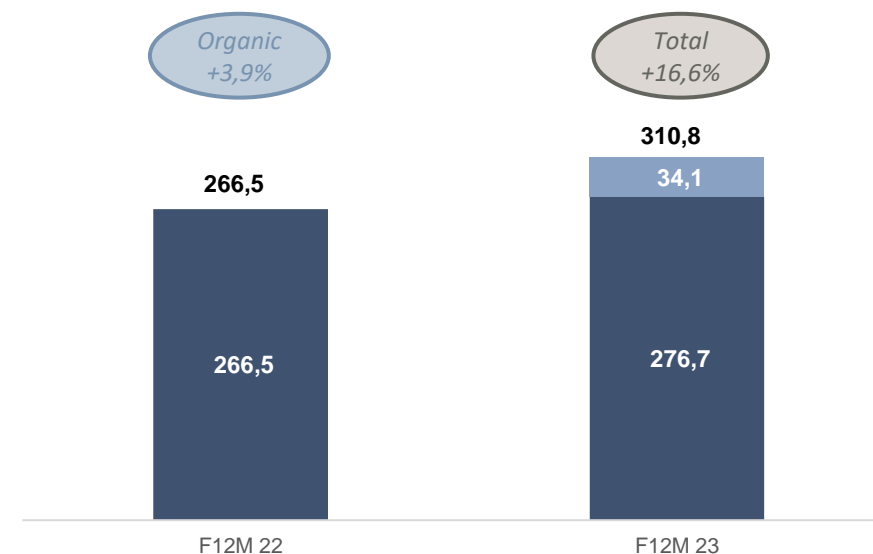
Actual data	
Cubo	11 months
Axolight	6 months
Turri	3 months
<i>12M 2023 perimeter</i>	
Full data	
All three	12 months

(1) Along with its 100% owned US subsidiary, Gamma Inc. (2) Binding agreement signed in July 2022. Company included in 12M 2022 perimeter as done in the IPO prospectus. (3) First 20% stake acquired at the end of 2021. A further 31% stake was acquired in July 2023, through the exercise of a call option, reaching a 51% stake.

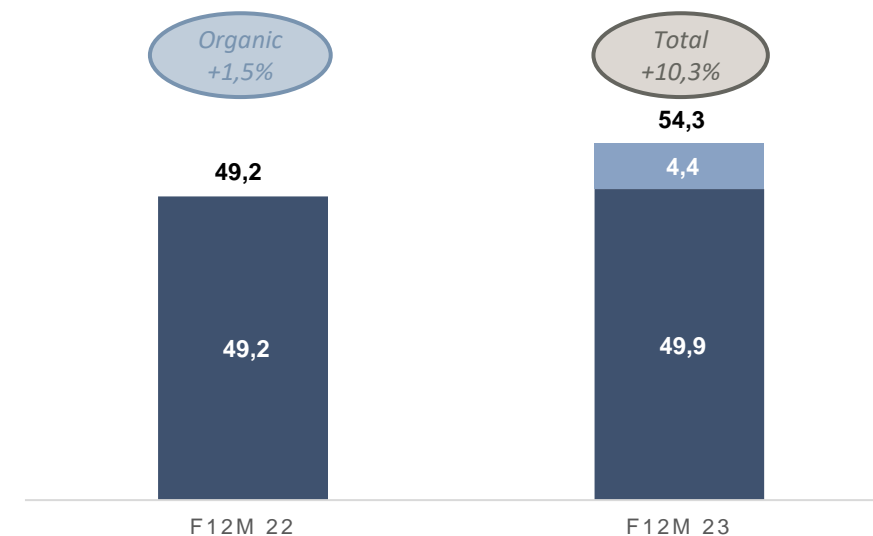
Full 12 months 2023 financial results: double-digit total revenue growth, along with healthy Added Value increase. EBITDA margin remains solid, despite new investments in people and organizational structure

EUR thousands	F12M 22 ⁽¹⁾	%	F12M 23 ⁽²⁾	%
Revenue	266.471	100,0%	310.816	100,0%
Other income	3.782	1,4%	6.418	2,1%
Total Revenue	270.253	101,4%	317.233	102,1%
Operating Costs	(184.057)	(69,1%)	(213.469)	(68,7%)
Added Value	86.196	32,3%	103.765	33,4%
Personnel Costs	(36.970)	(13,9%)	(49.448)	(15,9%)
Adj. EBITDA	49.226	18,5%	54.317	17,5%
D&A	(9.027)	(3,4%)	(12.183)	(3,9%)
Adj. EBIT	40.199	15,1%	42.134	13,6%
Net Financial Expenses	(4.535)	(1,7%)	(5.788)	(1,9%)
Adj. EBT	35.664	13,4%	36.346	11,7%
Tax Expenses	(10.201)	(3,8%)	(10.785)	(3,5%)
Adj. Net Income	25.463	9,6%	25.562	8,2%

Revenue

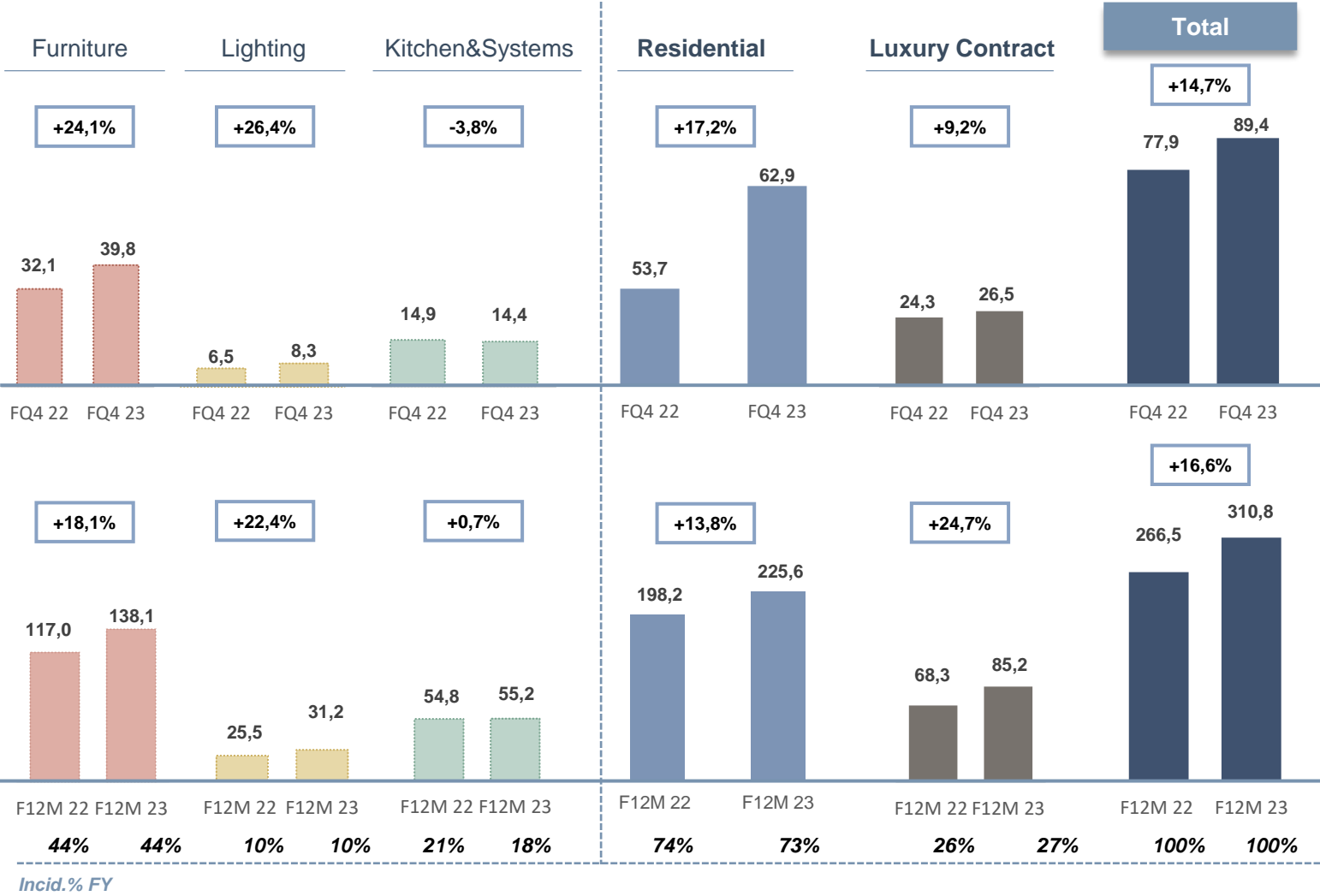


Adj. EBITDA



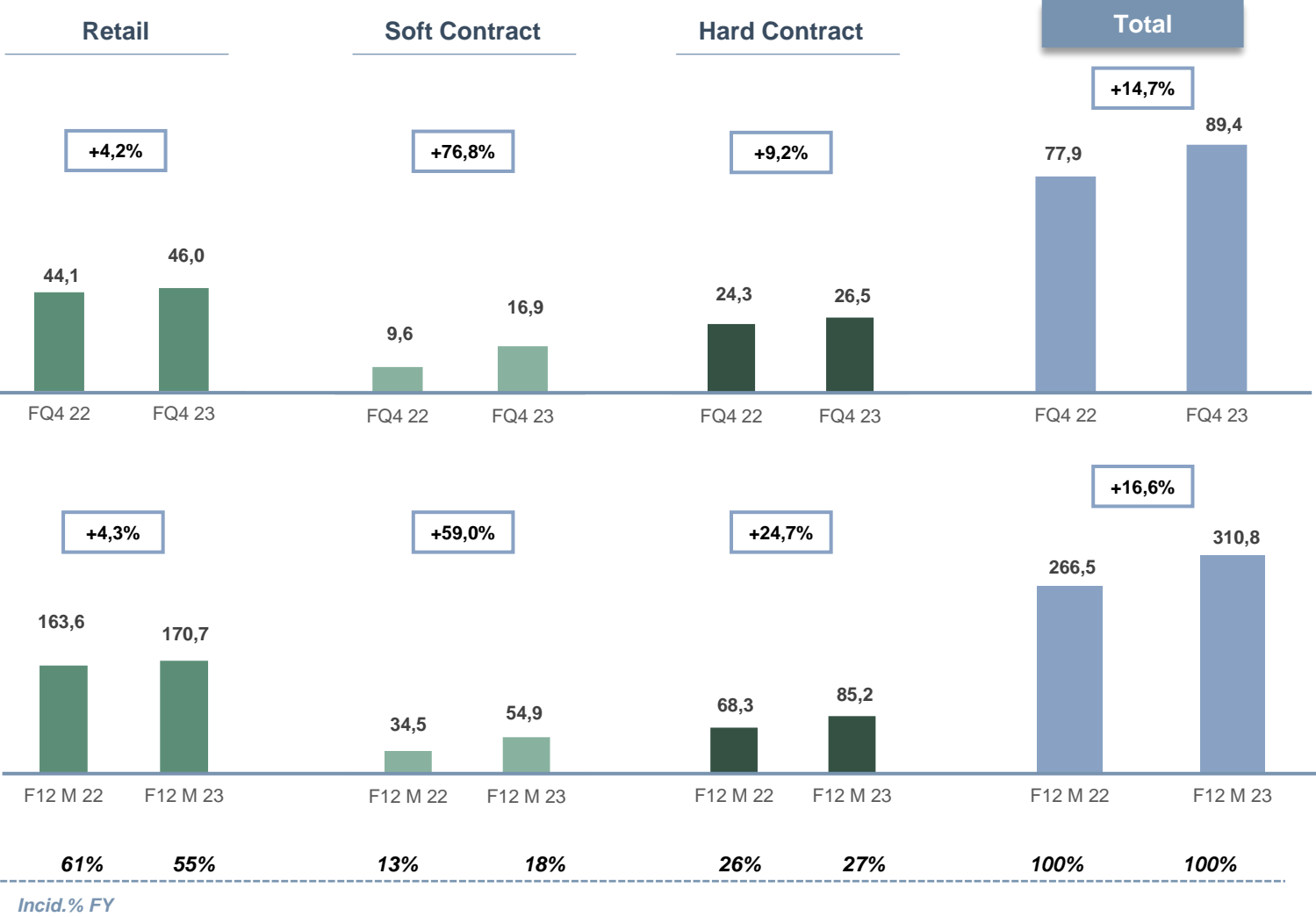
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Revenue breakdown and bridge by SBA⁽¹⁾: 12M excellent performance in all SBAs, also thanks to perimeter effects: residential businesses record slight organic decrease (still softer than the market), while luxury contract provides for robust double-digit growth



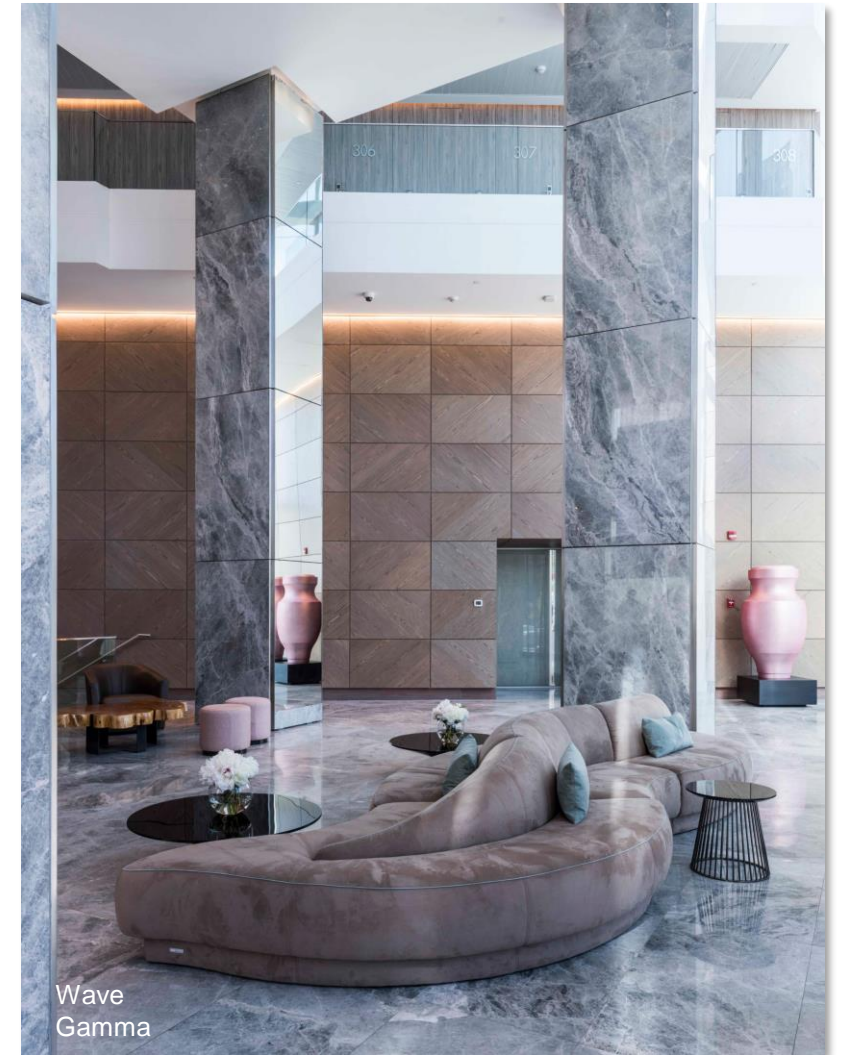
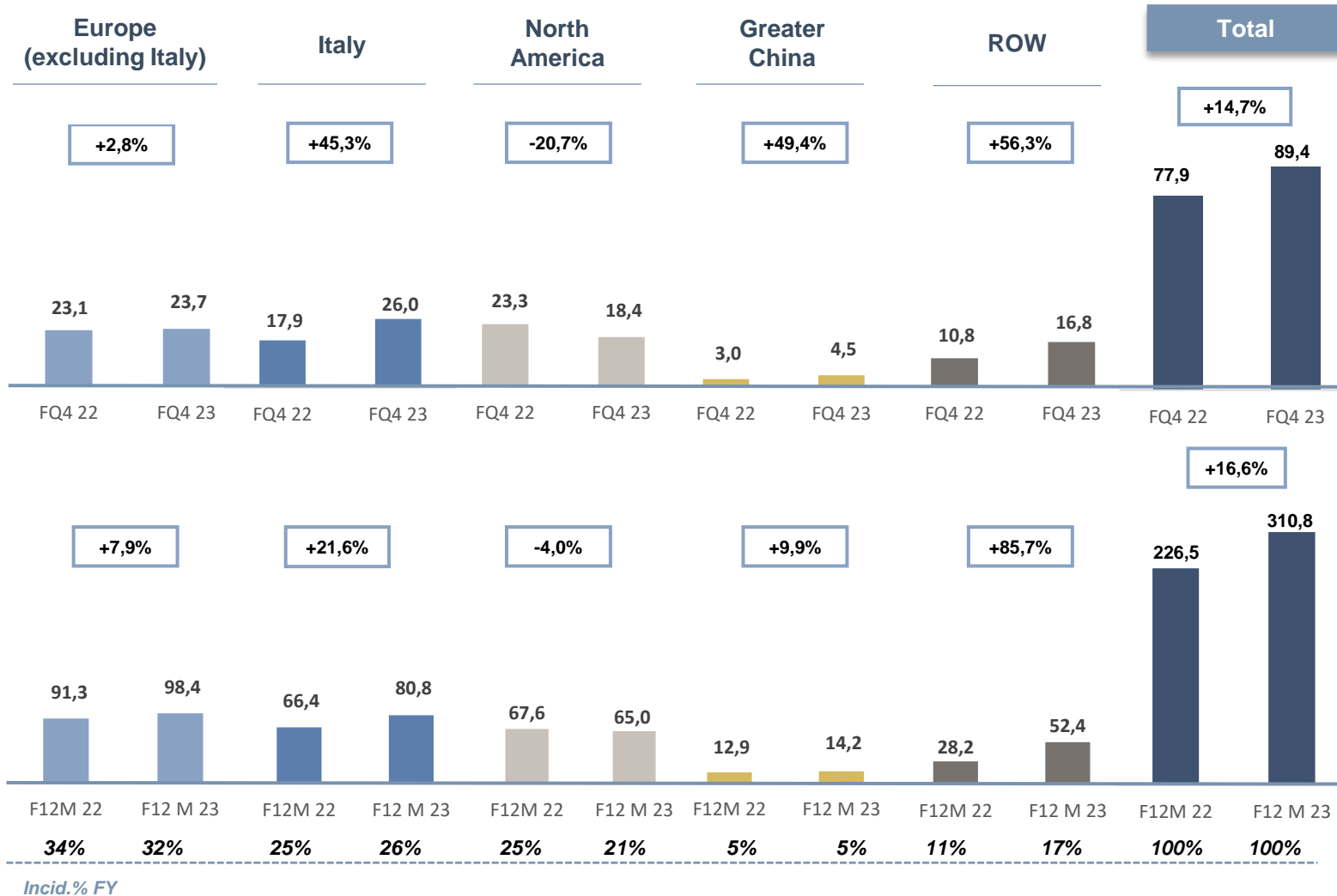
(1) Full Q4 and 12M 2022 data prepared including 12 months of Gamma, Flexalighting NA and Cubo Design, despite exact acquisition date (consistently with the IPO Prospectus). Full Q4 and 12M 2023 data prepared including, respectively, 3 and 12 months of Axolight and Turri, despite exact acquisition date.

Revenue breakdown and bridge by Channel⁽¹⁾: hard and soft contract fuel the annual growth. Retail sustained by entry of Axolight and Turri, with an organic trend influenced by the previously mentioned slowdown in residential businesses



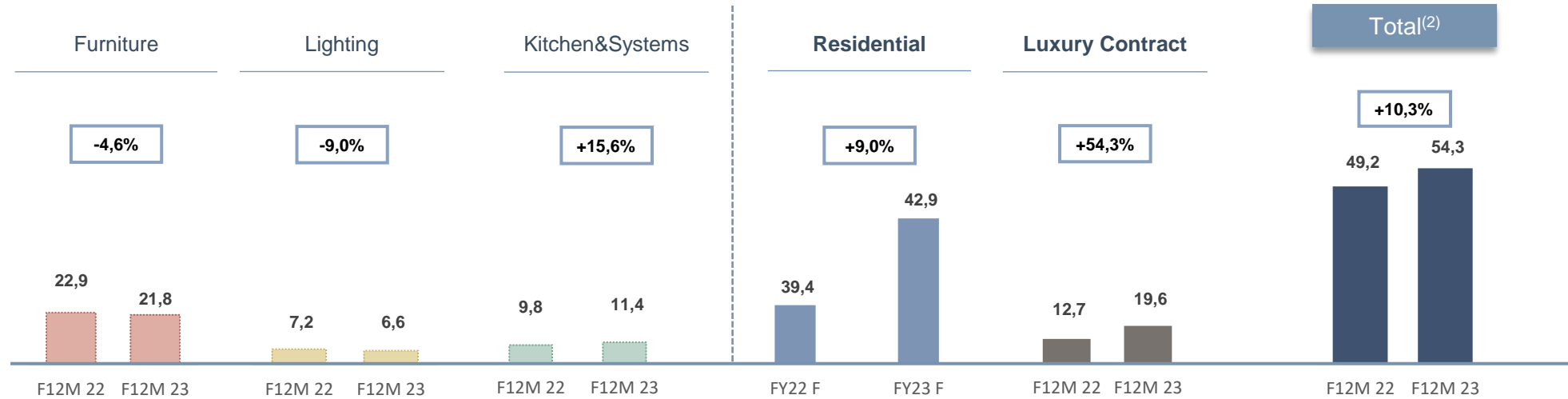
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Revenue breakdown and bridge by Region⁽¹⁾: growth is spread across all regions, with the only exception of North America, affected by luxury contract projects progressively more focused in Europe/Italy



(1) Full Q4 and 12M 2022 data prepared including 12 months of Gamma, Flexalighting NA and Cubo Design, despite exact acquisition date (consistently with the IPO Prospectus). Full Q4 and 12M 2023 data prepared including, respectively, 3 and 12 months of Axolight and Turri, despite exact acquisition date.

Full 12 months 2023 EBITDA by SBA⁽¹⁾: each one keeps profitability well above industry average despite, consistently with IDB business model, Group margins are temporarily diluted by the «nursery period» of Turri and Axolight

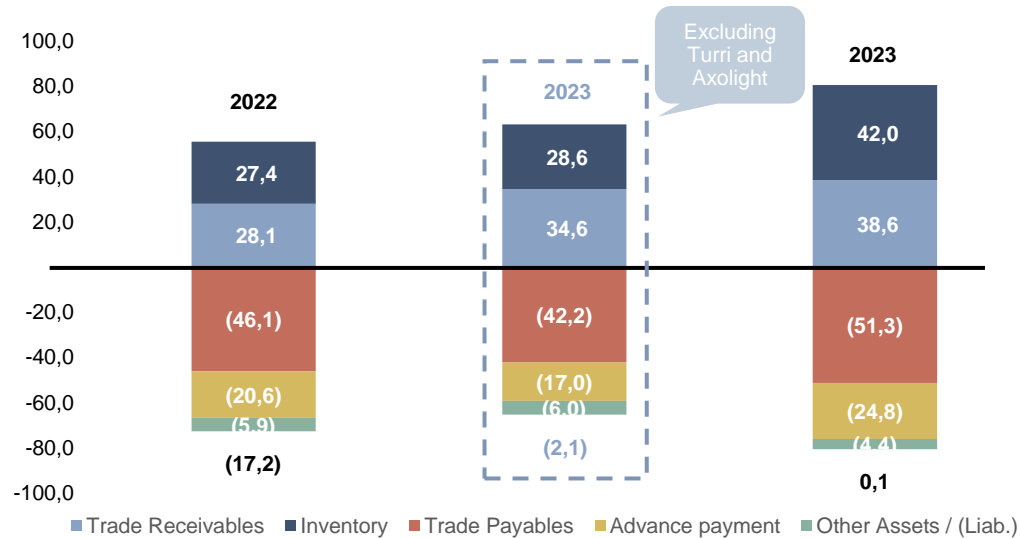


EUR Mln	Furniture	Lighting	Kitchen&Systems	Residential	Luxury Contract	Other (3)	TOTAL
Revenue	138,1	31,2	55,2	224,6	85,2	1,0	310,8
Adj. EBITDA	21,8	6,6	11,4	39,8	19,6	-5,1	54,3
% Margin	15,8%	21,1%	20,6%	17,7%	23,0%		17,5%
% Margin excluded Turri and Axolight	16,2%	24,4%	20,6%	18,6%	23,0%		18,0%

(1) Full 12M 2023 data prepared including 12 months of Axo Light and Turri, despite exact acquisition date. (2) Total amount calculated including «Other», as per bottom table. (3) Includes holding costs.

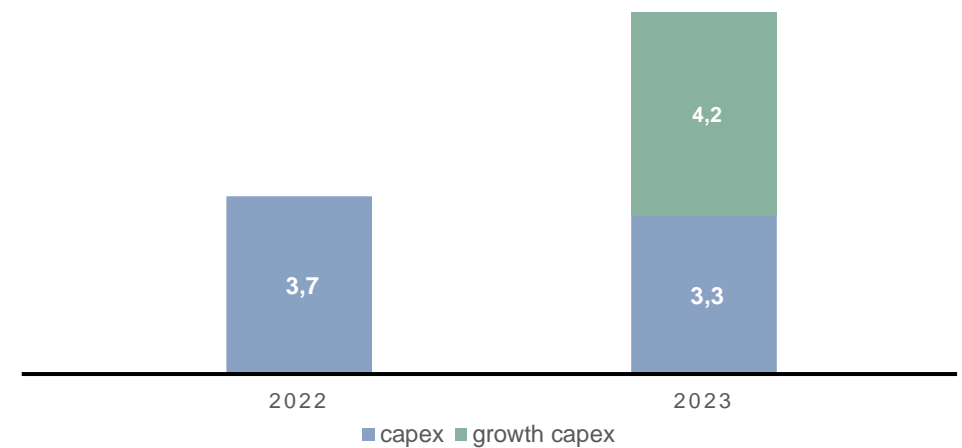
NWC close to 0, going back to «normal». Capex increase mostly explained by commercial and industrial investments to support future growth. Q4, as expected, confirms the Group's seasonality in cash conversion, mostly related to contract revenue and advance payments

Net Working Capital - EUR Mln



	2022	2023	2023
Trade Receivables	28,1	34,6	38,6
Inventory	27,4	28,6	42,0
Trade Payables	(46,1)	(42,2)	(51,3)
Advance payment	(20,6)	(17,0)	(24,8)
Other Assets / (Liab.)	(5,9)	(6,0)	(4,4)
NWC	(17,2)	(2,1)	0,1

Capex - EUR Mln



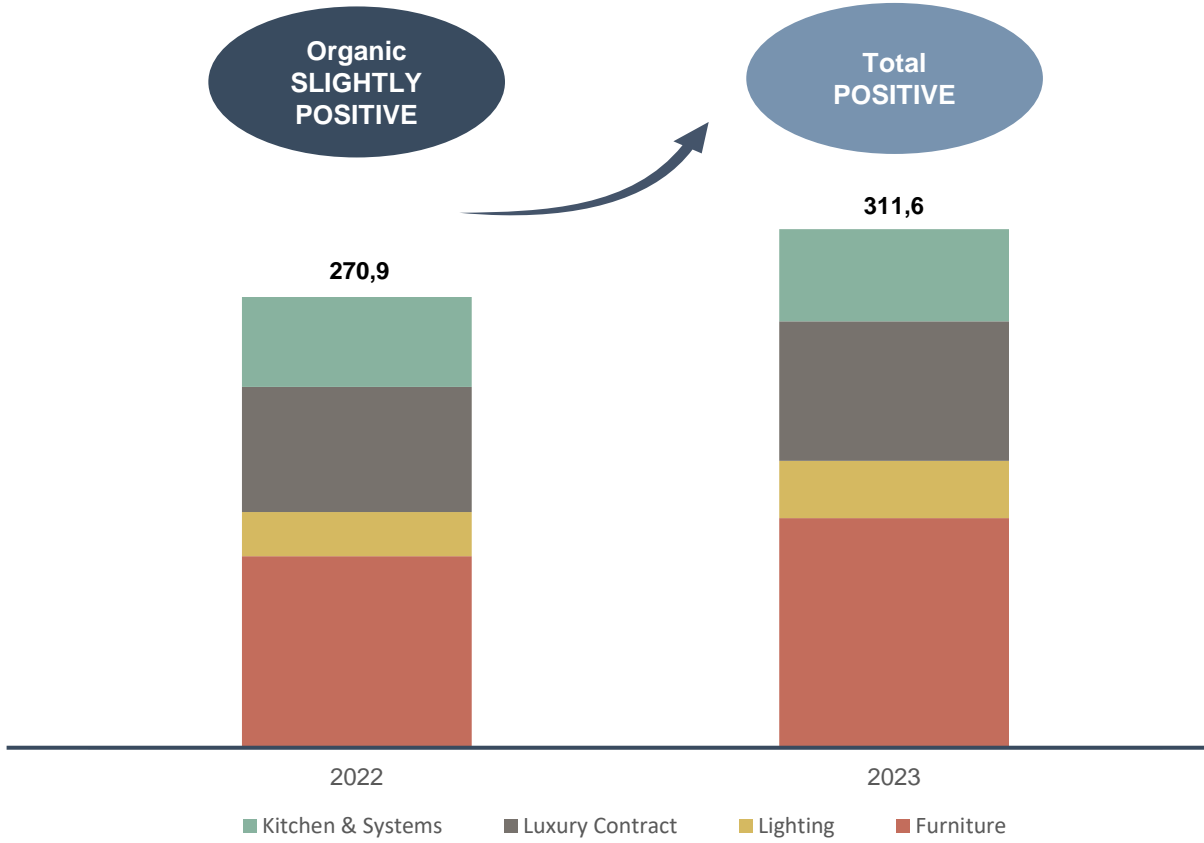
Net Financial Position - EUR Mln

	2022	2023
Net bank debt (long term)	30,4	14,2
Minorities & earnout (mostly long term) *	100,5	72,9
IFRS16 (accounting item)	31,0	33,7
Others	0,1	0,1
PFN	162,0	120,9
PFN (ex IFRS16)	131,0	87,2

* no bank-interest bearing, only subject to figurative interest

Net bank debt @ 30.09.23 = 30,5 M

Full 12 months 2023 order intake⁽¹⁾: trend remains positive, but the year's exit pace confirms that the first half 2024 will be in full market «consolidation phase» and with a tough 2023 comparison. Organic growth expected to be mostly concentrated in the second half



(1) Full 12M 2022 data prepared including 12 months of Cubo, Gamma and Flexalighting NA, despite exact acquisition date. Full 12M 2023 data prepared including 12 months of Axolight and Turri, despite exact acquisition date.



Italian Design Brands

GERVASONI
1882

MERIDIANI

saba

davide groppi

FLEXALIGHTING

Axolight


CENACCHI INTERNATIONAL


MITONI
CUCINE

 Binova


MODAR


VERY
WOOD


GAMMA
— MADE IN ITALY —


DANBY
HOME
COLLECTION

TURRI

Q&A SESSION

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The income statement, balance sheet and financial position information contained in the Presentation was prepared in accordance with the International Financial Reporting Standards (“IFRS”) issued by the International Accounting Standards Board (“IASB”) and endorsed by the European Union. The Company’s financial statements for the twelve months ended December 31, 2023 are audited.

The Presentation also contains alternative performance indicators that are not recognized by IFRS. Different companies and analysts may calculate these non IFRS measures differently, so making comparisons among companies on this basis should be done very carefully. These non IFRS measures have limitations as analytical tools, are not measures of performance or financial condition under IFRS and should not be considered in isolation or construed as substitutes for operating profit or net profit as an indicator of our operations in accordance with IFRS. Such alternative performance measures are unaudited.

The full quarter and twelve months financial information contained in the Presentation are unaudited and have been prepared by management of the Company. The unaudited full quarter and twelve months is for information purposes only and does not purport to represent or to be indicative of the consolidated financial position of consolidated results of operations of the IDB Group and is not, and should not be taken as, representative of the IDB Group’s future consolidated financial position or results of operations, nor does it purport to project the IDB Group’s financial position as to any future date or results of operations for any future period and should be not used for such purpose. The unaudited full quarter and twelve months financial information is based on a number of assumptions that are subject to inherent uncertainties subject to change. In addition, although we believe the unaudited full quarter and twelve months financial information to be reasonable, our actual results may vary and such variations could be material. As such, you should not place undue reliance on such unaudited financial information and it should not be regarded as an indication that it will be an accurate prediction of future events.