

DEXELANCE PRESENTS THE FINANCIAL RESULTS AS AT 31.03.2024¹ AND ANNOUNCES THE LAUNCH OF THE SHARE BUYBACK PROGRAM, ALONG WITH THE APPROVAL OF THE NEW PERFORMANCE SHARES PLAN'S REGULATION AND THE RELATED UNITS' ALLOCATION

- **Revenue at Euro 72.7 million**
- **Adjusted EBITDA equal to Euro 9.5 million**
- **Adjusted Net Profit equals Euro 3.3 million**
- **Net bank debt equal to Euro 20.5 million**

Milan, 13 May 2024

The Board of Directors of **Dexelance S.p.A. (DEX.MI)**, a diversified industrial group and one of Italy's leading players in high-end design, lighting and furniture (the "Company" or the "Group"), approved today the Group's financial results as at 31 March 2024.

The Group recorded **revenue** of Euro 72.7 million, up 10.4% compared to the Full Q1 2023 revenues, with an organic increase, therefore excluding the contribution of the acquisitions concluded in the second half of last year (Axolight and Turri), of 0.7%.

In the scenario of a first half of the year's normalization phase in the reference market, the Company closed the quarter on a positive note thanks to the performance of the residential segment (*Furniture, Lighting, Kitchen&Systems* areas), which recorded growth of 11.6% driven by the good performance of the *Kitchen&Systems* area and the recent entries of Axolight and Turri, as well as thanks to the results of the *Luxury Contract* area (+7.6% compared to 2023).

The export ratio increased to 77% (compared to 75% in the first quarter 2023), mainly due to the change in the Group's perimeter. The European region remained the main export market, followed by North America.

EBITDA was equal to EUR 8.9 million (compared to EUR 8.7 million in 2023). Adjusted EBITDA equaled EUR 9.5 million, down 13.4% compared to the Full Adjusted 2023 figure. The decrease in the percentage margin on revenue, which was equal to 13.1% on revenue in the quarter, is attributable to the effects of multiple investments made to strengthen the organizational structure of the Group companies and to finance various marketing and sales initiatives, to support growth and brand positioning.

The quarter closed with a **Net Profit** of Euro 0.3 million (compared to Euro 1.4 million in 2023). Adjusted Net Profit amounted to EUR 3.3 million, consequently also down compared to the Full Adjusted Net Profit figure of EUR 5.4 million as at 31 March 2023, with a 4.6% margin on revenue.

¹ **METHODOLOGICAL NOTE:** The figures as at 31 March 2024 have not been marked as 'Reported' or 'Full' since, as there were no changes in the consolidation perimeter during the quarter under review, the two figures coincide.

The **net bank debt** as at 31 March 2024 was equal to Euro 20.5 million. Also considering liabilities for minority stakes through put&call options and earnouts, the net financial position amounted to EUR 94.0 million, mainly due in the medium to long term. This figure, added to EUR 33.9 million in lease debt deriving from the application of the IFRS 16 accounting principle, reaches a total net financial position of EUR 128.8 million.

Despite the general context, Dexelance started the year with a good revenue performance and a strong drive on new initiatives to strengthen its positioning in the world of design, lighting and high-end furniture. In addition to the recently announced rebranding, which saw the change of the Company's name and the launch of a new identity, aimed at emphasizing its values and its increasingly international outlook, an important effort and course of action was launched in terms of investments destined to finance multiple commercial, marketing and communication activities to support the notoriety and development of the portfolio brands, as well as the Group as a whole.

For example, at the recently concluded Salone del Mobile, the Group participated to the trade fair with six of the eleven companies, that is, with all the brands in the *Furniture* area and with Binova, which exhibited at Eurocucina for the first time after the pandemic years. During the Furniture Week, almost all the Dexelance brands also participated to Fuorisalone, with events addressed to the press, the community of architects and interior designers, and with dedicated installations. A special mention goes to Davide Groppi, which on 15 April inaugurated an important new space in Milan, in Via Manzoni.

Following approval by today's Board of Directors, the Company also announces the launch of the share buyback program pursuant to Article 5 of Regulation (EU) No. 596/2014 (the "Program"), following up on the announcement made to the market on 22 April 2024 as a result of the resolutions passed by the Ordinary Shareholders' Meeting held on the same date (the "Shareholders' Meeting").

Purpose of the program

The purpose of the Program is:

- to equip the Company with a portfolio of treasury shares to be used for transactions consistent with the Company's strategic development lines including, but not limited to, transactions involving the disposal and/or exchange, swap, exchange, contribution, assignment or other act that includes the use of treasury shares for the acquisition or disposal of shareholdings or share packages, or other extraordinary finance transactions involving the assignment or disposition of treasury shares;
- to employ treasury shares for operations to support market liquidity, to facilitate trading in the securities themselves in times of low liquidity in the market and to facilitate smooth trading, in accordance with the provisions of the Market Abuse Regulations and Permitted Market Practices;
- to allocate (all or part of) treasury shares, at the discretion of the Board of Directors, to the implementation of the Company's share-based incentive plans for directors and/or employees vested with key functions of the Company, including the "Performance Shares Italian Design Brands 2024/2029 Plan".

Maximum cash amount allocated to the Program

The Program is for the purchase of a first round of shares with a maximum countervalue of EUR 1,000,000.00 (one million).



Maximum number of shares to be purchased

The maximum countervalue of the Program, totaling EUR 1,000,000.00 (one million), will not, at current prices and assuming that it is fully utilized, result in the purchase of a quantity of treasury shares in excess of the limits permitted by law (as of today represented by a number of shares not exceeding 20% of the share capital). As of today, the Company owns n. 79.171 treasury shares.

Duration of the Program

The Program will run from 14 May 2024 to 31 December 2024.

Methods through which purchases may be made

In accordance with what has been authorized by the Shareholders' Meeting and within the limit of the above-mentioned countervalue of EUR 1,000,000 (one million), the purchase of the shares may take place, in one or more occasions, on regulated markets, guaranteeing equal treatment among shareholders and in a manner that does not allow the direct matching of trading proposals for purchase with predetermined trading proposals for sale. The purchase price per share for each trading day, in accordance with what is authorized by the shareholders' meeting, will be established from time to time, as follows:

- the purchase price of each share shall be not lower than the official stock market price of the stock on the day preceding the day on which the purchase transaction is to be carried out, decreased by 20%, and not higher than the official stock market price on the day preceding the day on which the purchase transaction is to be carried out, increased by 10%, notwithstanding the application of the conditions and terms set forth in Article 5 of Regulation (EU) No. 596/2014 and Article 3 of Delegated Regulation (EU) 1052/2016;
- the limit of consideration in case of purchase will not apply if extraordinary circumstances occur in the market.

For the purposes of implementing the Program, the Company will operate through a specialized intermediary and, to this end, has specifically appointed Equita Sim S.p.A., also IDB's Specialist. In particular, the intermediary in charge of coordinating and executing the transactions on treasury shares will operate in full independence from the Company, making all decisions regarding the negotiation of the shares, also with regard to the timing in which to carry out the purchase of the shares, in compliance with the provisions of the applicable regulations and complying, even outside the cases of exemption, with the conditions set forth in paragraphs No. 2 and 3 of Article 3 of Delegated Regulation (EU) 1052/2016.

Any subsequent changes to the Program will be promptly communicated to the market by the Company in the manner and terms of applicable laws and regulations.

Finally, today, the Board of Directors, subject to the opinion of the Nomination, HR and Remuneration Committee, approved the regulations of the incentive plan based on financial instruments called the "Performance Shares Italian Design Brands 2024/2029 Plan" (the "Plan"), setting out the terms and conditions for the implementation of the Plan, in execution of the guidelines approved by the Ordinary Shareholders' Meeting held on 22 April 2024 and in application of the remuneration policy approved by the Company on the same date, as well as the allocation of all 500,000 units under that Plan, as described in the Information Document filed with the documents related to the Shareholders' Meeting.



For further information on the main features of the Plan, please refer to the Board of Directors' explanatory report to the Shareholders' Meeting of 22 April 2024 and the information document made available to the public at the Company's registered office and on the Company's website (www.dexelance.com) under the section "[Investors/Governance/Shareholders'-Meeting](#)".

The Company will keep the market updated on developments in the Plan in accordance with applicable laws and regulations.

The Chairman and Chief Executive Officer, Andrea Sasso, and the Manager in charge of preparing the company's financial reports, Alberto Bortolin, hereby declare, pursuant to paragraph 2 of Article 154 bis of Legislative Decree no. 58/1998 (Consolidated Finance Act) that the accounting information contained in this press release, as well as in the schedules in Attachments 1 and 2, corresponds to the documented results, books and accounting records.

Dexelance management will present the results for the first quarter 2024 to the financial community today at 6.00 p.m. CET. The supporting documentation will be made available in the 'Investors/Results and Financial Documents' section of the Company's website (www.dexelance.com).

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

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

ACCOUNTING PRINCIPLES, COMPARABILITY OF DATA AND CHANGES TO THE SCOPE OF CONSOLIDATION

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.

Please note that the figures as at 31 March 2024 included in the press release are not marked as 'Reported' or as 'Full' as, since there were no changes in the consolidation perimeter during the quarter under review, the two figures coincide. The related changes have been calculated with respect to the 'Full' figures as at 31 March 2023, which were calculated by including the results of Cubo Design in the scope of consolidation as if the acquisition of the company had taken place on 1 January 2023 (transaction completed on 31 January 2023).

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 to allow for a better assessment of the group's performance and should not be considered as alternatives to those provided for by IFRS.



DEXELANCE

Dexelance is one of the most important Italian groups operating in high-end design. The Group consists of numerous companies with complementary activities that express precise identities and specific excellence in the segments where they operate, united under a coherent strategic project to create an integrated industrial group in the offer of design, lighting and high-end furniture: Gervasoni creates furnishing solutions through its namesake and the Very Wood brands; Meridiani specializes in the creation of refined contemporary furniture; Davide Groppi creates and produces original and highly recognizable lighting projects; Saba Italia creates and produces furniture with innovative, high-end design; 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 of the highest quality leathers; Cubo Design produces top and premium kitchens and systems under the Binova and Miton Cucine brands; Turri is a historic brand of very high-end furniture with a prominent position in luxury furniture and hospitality projects; Cenacchi International and Modar are two established leaders in custom furniture for the luxury and fashion industries.

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