



Italian Design Brands

INTERIM FINANCIAL INFORMATION  
AS OF MARCH 31, 2023

May 23, 2023

18.00 – 19.00 (CET)



# Disclaimer

This presentation (the “Presentation”) has been prepared by Italian Design Brands S.p.A. (the “Company” and together with its subsidiaries, the “IDB Group”) for information purposes only.

The Presentation does not, and is not intended to, constitute or form part of, and should not be construed as, an offer to sell, a solicitation to buy, an invitation or a solicitation of an offer, to buy, sell or subscribe for or otherwise acquire, any securities of any kind in any jurisdiction where such an offer, solicitation or sale should require registration, qualification, notice, disclosure or application in the United States or in any other jurisdiction, nor shall it or any part of it form the basis of or be relied upon in connection with or act as any inducement or recommendation to enter into any contract or commitment or investment decision whatsoever.

The information set forth herein is qualified in its entirety by the information set out in the Company’s financial statements as of and for three months ended March 31, 2023. The Presentation has not been independently verified and contains summary information only and does not purport to be comprehensive and is not intended to be (and should not be used as) the sole basis of any analysis or other evaluation. No representation or warranty (express or implied) is made or will be made as to, and no reliance should be placed on, the accuracy, completeness, quality, relevance, sufficiency or fairness for any purpose whatsoever of any of the information contained in this presentation, including projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein relating to, or resulting from, the Presentation, its inaccuracy or incompleteness, or the use of, or reliance upon, the Presentation.

Some of the information in the Presentation may contain projections or other forward-looking statements regarding future events or the future financial performance of the Company. You can identify forward-looking statements by terms such as “expect”, “believe”, “anticipate”, “estimate”, “intend”, “will”, “could”, “may” or “might” the negative of such terms or other similar expressions. The Company wishes to caution you that these statements are only predictions and that actual events or results may differ materially. The Company does not intend to update these statements to reflect events and circumstances occurring after the date hereof or to reflect the occurrence of unanticipated events. Many factors could cause the actual results to differ materially from those contained in projections or forward-looking statements of the Company, including, among others, general economic conditions, the competitive environment, risks associated with operating in Italy, rapid technological and market change in the industries the Company operates in, as well as many other risks specifically related to the Company and its operations.

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 as of and for three months ended March 31, 2023 are unaudited. 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 unaudited proforma financial information contained in the Presentation have been prepared by management of the Company. The unaudited proforma 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 proforma 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 proforma 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.

# Presenters today



**Andrea Sasso**  
Chief Executive Officer



**Giorgio Gobbi**  
Managing Director



**Alberto Bortolin**  
Chief Financial Officer



**Marella Moretti**  
Corporate Development  
& IR Manager



# Financial Results Q1 2023: strong traction following the outstanding FY2022

<p>Revenue<sup>(1)</sup></p> <p><b>€ 62,9 mln</b>                      +80,6% vs. Q1 2022                      (+40,5% organic<sup>(2)</sup>)                      @ current exchange rates</p>	<p>Proforma Revenue<sup>(3)</sup></p> <p><b>€ 65,9 mln</b>                      +89,1% vs. Q1 2022                      @ current exchange rates</p>	
<p>Proforma Adj. EBITDA<sup>(4)</sup></p> <p><b>€ 11,0 mln</b>                      +175,4% vs. Q1 2022  <b>Margin 16,7%</b>                      +5,2 p.p. vs. Q1 2022</p>	<p>Proforma Adj. Net Income<sup>(5)</sup></p> <p><b>€ 5,4 mln</b>                      +187,3% vs. Q1 2022  <b>Margin 8,1%</b>                      +2,7 p.p. vs. Q1 2022</p>	
<p>NFP<sup>(6)</sup></p> <p><b>€ 168,1 mln</b>                      (o/w Net Bank Debt equal to € 33,9 mln)</p>	<p>Cash Conversion<sup>(7)</sup></p> <p><b>88,8%</b></p>	

(1) Data prepared under IAS/IFRS Gaap. (2) Calculated on the 31.03.2022 perimeter - without Flexalighting NA, Gamma and Cubo Design contribution. (3) Data prepared under IAS/IFRS Gaap including 3 months of Cubo Design, despite exact acquisition date (January 31, 2023). (4) Adjusted EBITDA computed as Reported EBITDA (fully compliant with the application of IFRS 16) + non-recurring costs + M&A transaction costs + IPO costs. (5) Net Income Adjusted for EBITDA Adjustments, change in estimate of put&call options and earnouts on Balance Sheet, amortization of PPA and effect from fiscal realignments. (6) Including Net Bank Debt for € 33,9 mln, liabilities linked to put&call options and earnouts for € 102,9 mln and lease liabilities for € 31,3 mln. (7) Calculated as (Adjusted EBITDA – Operating CAPEX)/Adjusted EBITDA.

# IDB brands keep investing in multiple marketing initiatives...

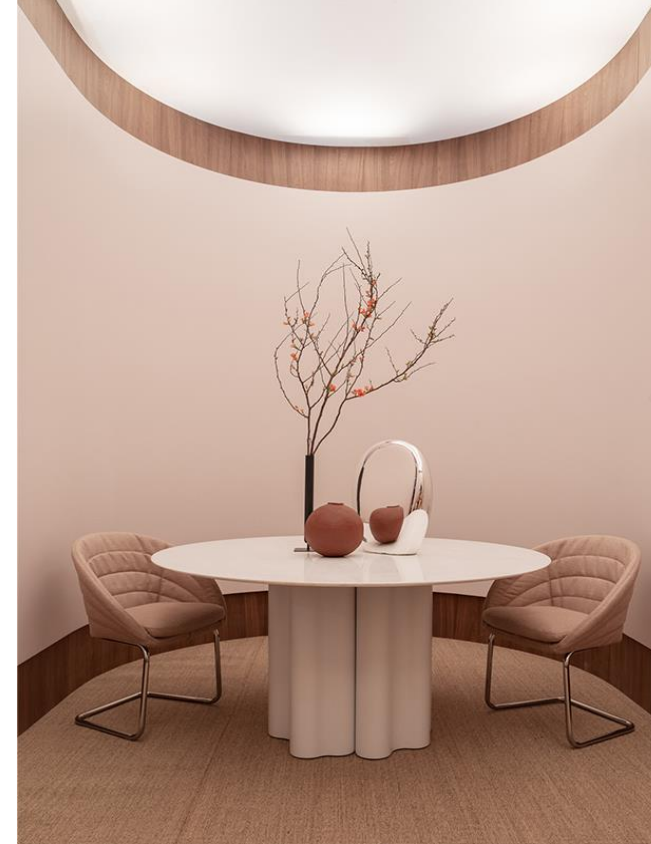
After 2 years of stop due to covid, **Gervasoni**, **Meridiani** and **Saba** participated in the 2023 edition of **Maison&Objet in Paris**



The colours of the **Gervasoni's** stand, designed by Concetta Giannangeli, were inspired by the works of artist and designer Germans Ermics: as in the company's corporate communication, blue represents the indoor collection, while orange the outdoor range.



**Meridiani** presented a home with fluid and sophisticated spaces, with references to the tones of nature, where comfort is the real protagonist of indoor and outdoor. Design and art direction by Andrea Parisio.



**Saba's** design, realized in collaboration with the Quincoces-Dragò & Partners Studio, bets on soft and powder-coloured elements, which have always been a founding element of Saba's DNA, with a special focus on eco-sustainable fabrics.

**M&O 2023  
Numbers<sup>(1)</sup>**

**67.429  
Buyers**

**56% French  
visitors**

**144  
Countries  
represented**

**2/3 retailers  
1/3 specifiers**

(1) Official Maison&Object data for 2023 trade edition, source: <https://www.maison-objet.com/en/paris/exhibit>

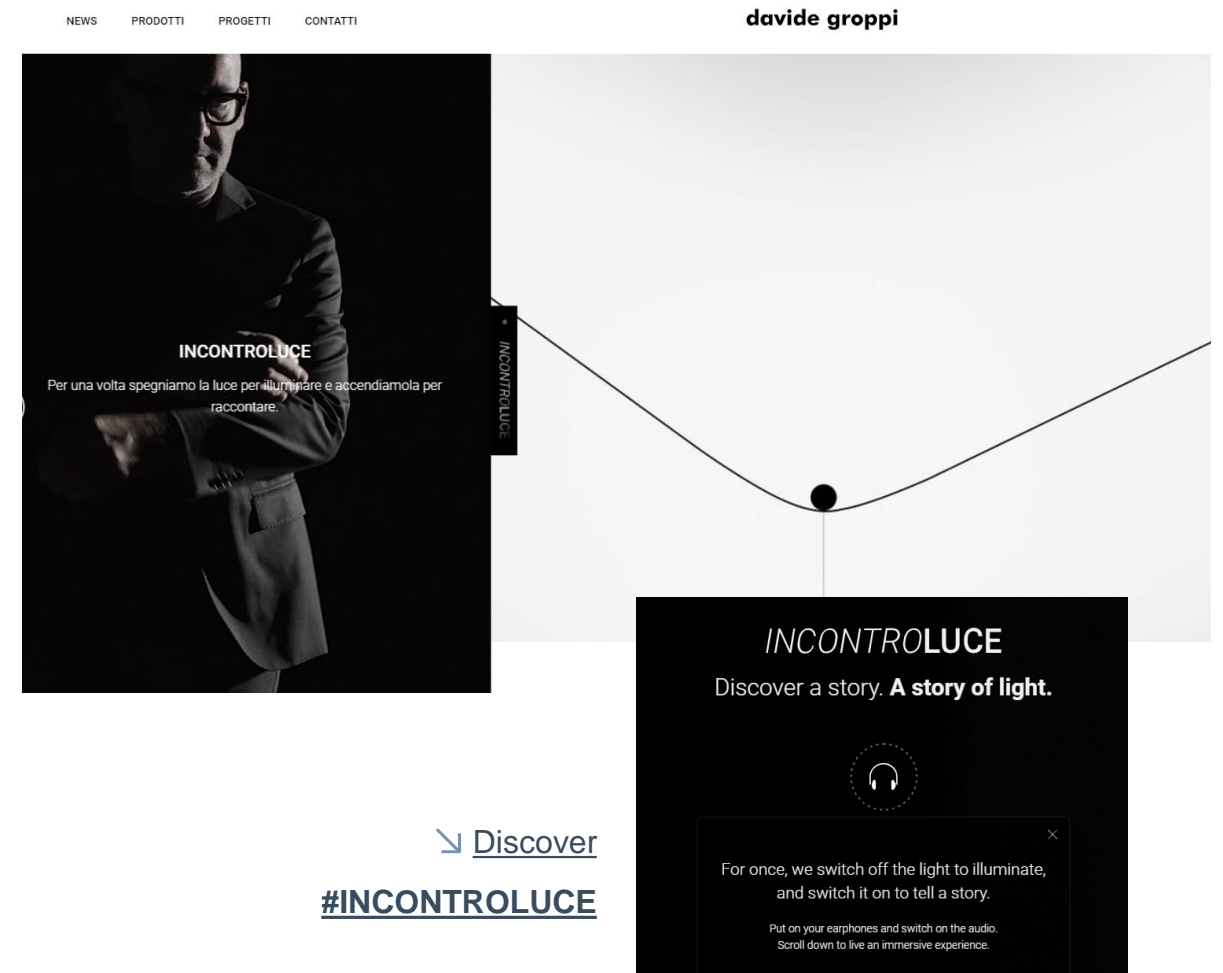


...in order to coherently spread their storytelling and DNA across different touchpoints

**Daide Groppi** opened the sixth flagship store “**Spazio Esperienze**”, in Parma



and launched the new company website, designed in order to have two complementary and connected “souls”, each one necessary to the other



# Latest examples of IDB companies as winning partners for contract projects worldwide: from luxury hotels to private residences, from ho.re.ca. to healthcare



**Gamma** products are the protagonists, from the lobby to the presidential suite, of the décor of the Icon Hotel@Santiago del **Chile**.



**Axolight** illuminates with style and acoustic comfort an interior design project by RS3 Designs in **Miami** through its sound-absorbing “Skirt” suspensions.



**Flexlighting** solutions light the interiors and exteriors of Lac-Brome Residence, a contemporary and minimalist holiday home that overlooks **Quebec's Brome Lake**.



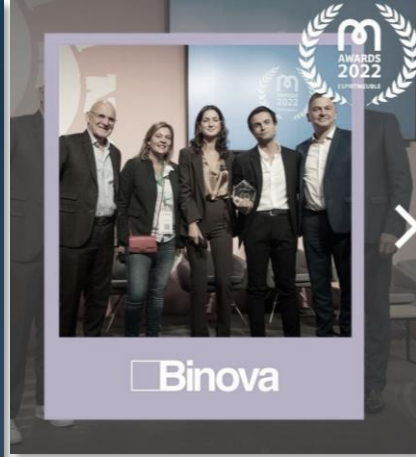
The Meshary AlNassar interior design studio has selected **Meridiani** products to furnish the hospitality areas of The Cosmesis, a high-level cosmetics surgery clinic in **Doha**.



# IDB products keep being awarded and recognized among best market players in terms of design, quality and innovation



Anima by Davide Groppi included in the ADI Design Index 2022, the annual publication by ADI (Associazione per il Design Industriale) which selects the best Italian design to compete for the biannual prestigious prize «Compasso d'Oro».



Binova won the first prize for the "Kitchen" category @Espritmeuble 2022, annual Parisian trade fair dedicated to furniture and design.



Saba featured on the cover of Elle Decoration UK with their Teatro Magico table designed by 967arch in the nude version.



FM by Davide Groppi and Teatro Magico by Saba selected among the winners of the Archiproducts Design Awards 2022, respectively in the Lighting and Furniture categories.



# IDB business model is a winning management example as well as a proven growth story



IDB awarded **Gold Winner @Best Managed Companies Award 2022**, the annual management prize promoted by Deloitte Private, ALTIS Università Cattolica, Euronext Group and Confindustria.



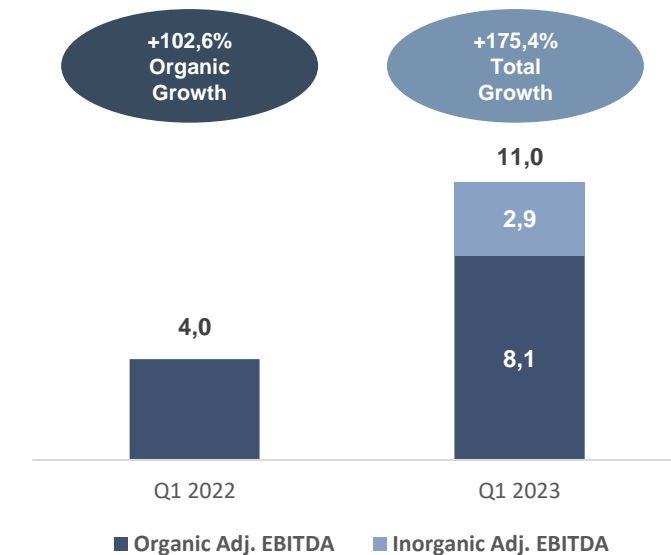
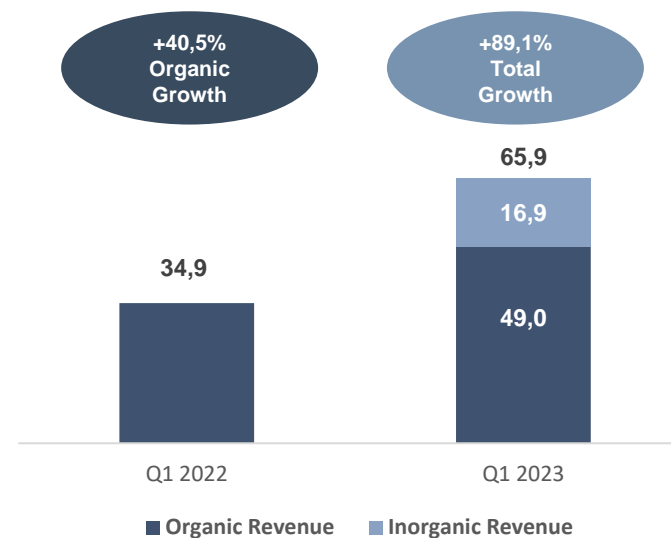
**impresa  
champion 2023**

italypost | 

IDB selected among the “Imprese Champions 2023”, the research carried out by the ItalyPost Research Centre with the collaboration of L’Economia del Corriere della Sera. During the award ceremony at Palazzo Mezzanotte, Andrea Sasso spoke about the aggregation model of the Group “*Since 2015 we have made at least one acquisition per year, and in 2018 and 2022 we made two. [...] Our group consists of Italian investors, entrepreneurs and management. Our goal is to do for design what the French have done so well for fashion companies*”.

# Financial Results Q1 2023: robust revenue growth (both organically and via M&A) together with more than proportional increase in profitability, due to operating leverage

EUR thousands	31/03/2022 A <sup>(1)</sup>	%	31/03/2023 A <sup>(1)</sup>	%	31/03/2023 PF <sup>(2)</sup>	%
<b>Revenue</b>	<b>34.857</b>	<b>100,0%</b>	<b>62.945</b>	<b>100,0%</b>	<b>65.912</b>	<b>100,0%</b>
Other income	575	1,6%	964	1,5%	1.033	1,6%
<b>Total Revenue</b>	<b>35.432</b>	<b>101,7%</b>	<b>63.910</b>	<b>101,5%</b>	<b>66.945</b>	<b>101,6%</b>
Operating Costs	(25.120)	(72,1%)	(43.509)	(69,1%)	(45.645)	(69,3%)
<b>Added Value</b>	<b>10.313</b>	<b>29,6%</b>	<b>20.400</b>	<b>32,4%</b>	<b>21.300</b>	<b>32,3%</b>
Personnel Costs	(6.321)	(18,1%)	(9.781)	(15,5%)	(10.307)	(15,6%)
<b>Adj. EBITDA</b>	<b>3.992</b>	<b>11,5%</b>	<b>10.620</b>	<b>16,9%</b>	<b>10.993</b>	<b>16,7%</b>
D&A	(932)	(2,7%)	(1.978)	(3,1%)	(2.307)	(3,5%)
<b>Adj. EBIT</b>	<b>3.060</b>	<b>8,8%</b>	<b>8.642</b>	<b>13,7%</b>	<b>8.686</b>	<b>13,2%</b>
Net Financial Expenses	(251)	(0,7%)	(1.183)	(1,9%)	(1.214)	(1,8%)
<b>Adj. EBT</b>	<b>2.808</b>	<b>8,1%</b>	<b>7.459</b>	<b>11,9%</b>	<b>7.472</b>	<b>11,3%</b>
Tax Expenses	(942)	(2,7%)	(2.098)	(3,3%)	(2.111)	(3,2%)
<b>Adj. Net Income</b>	<b>1.866</b>	<b>5,4%</b>	<b>5.360</b>	<b>8,5%</b>	<b>5.361</b>	<b>8,1%</b>

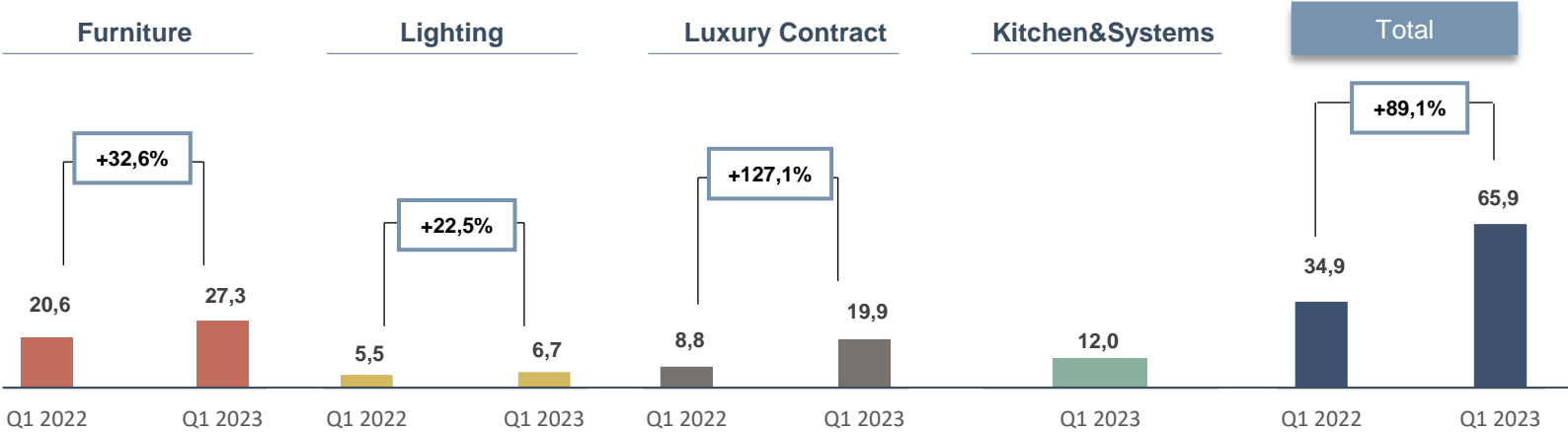


(1) Data prepared under IAS/IFRS Gaap. (2) Proforma data, prepared including 3 months of Cubo Design, despite exact acquisition date (January 31, 2023).

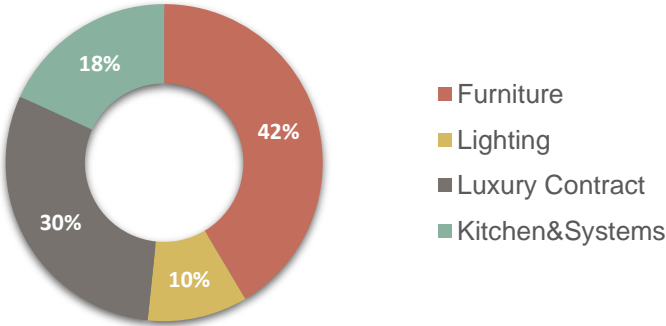


# Q1 2023 proforma revenue analysis<sup>(1)</sup> - 1/3

## Proforma revenue breakdown and bridge by SBA – EUR Mln



**Split by SBA**  
% of Q12023 PF Revenue

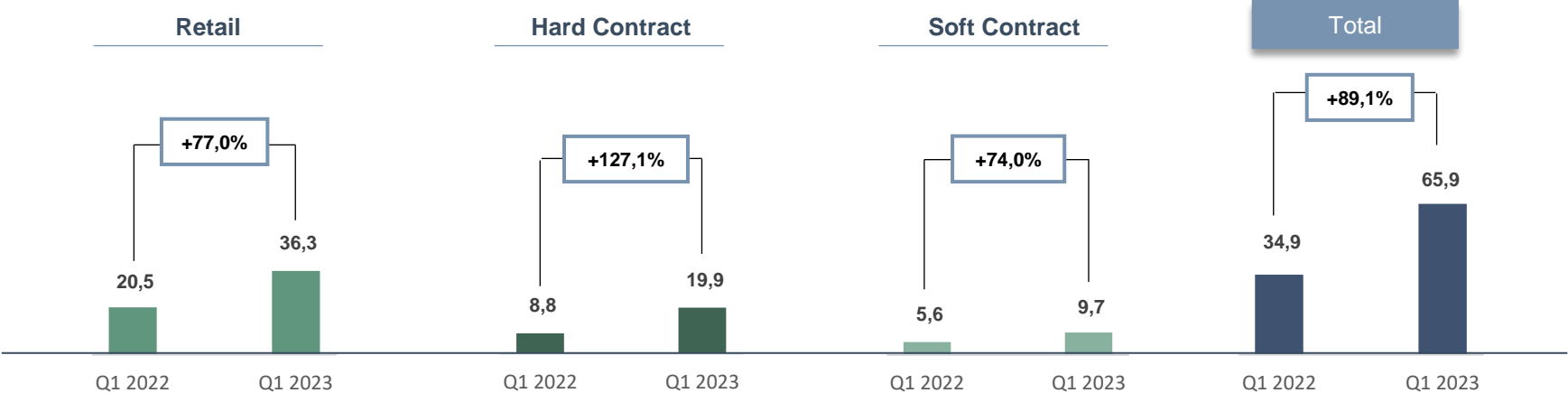


- Good results in all SBAs
- Excellent growth in the Luxury Contract SBA, thanks to a full recovery after the longer covid tail and many new projects confirmed by key clients
- Kitchen&Systems SBA created after the acquisition of Cubo Design (signed in July 2022 and closed in January 2023)

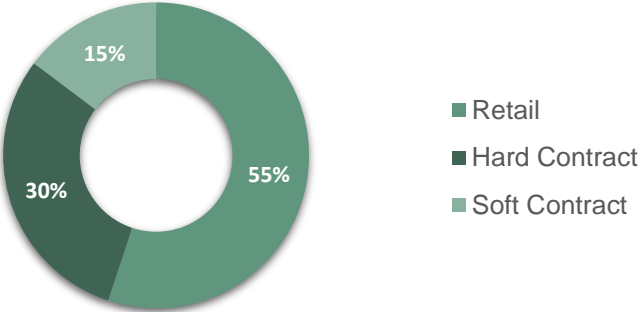
(1) Proforma data, prepared including 3 months of Cubo Design, despite exact acquisition date (January 31, 2023).

# Q1 2023 proforma revenue analysis<sup>(1)</sup> - 2/3

## Proforma revenue breakdown and bridge by Channel – EUR Mln



**Split by Channel**  
% of Q12023 PF Revenue



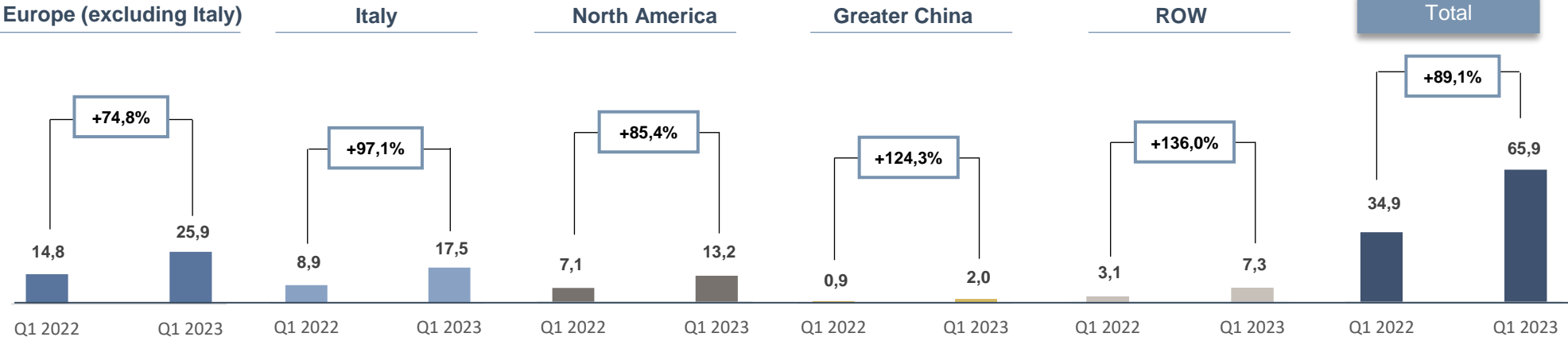
- All channels are reporting very good progress
- Rebound of the Hard Contract (corresponding to the Luxury Contract SBA)

(1) Proforma data, prepared including 3 months of Cubo Design, despite exact acquisition date (January 31, 2023).

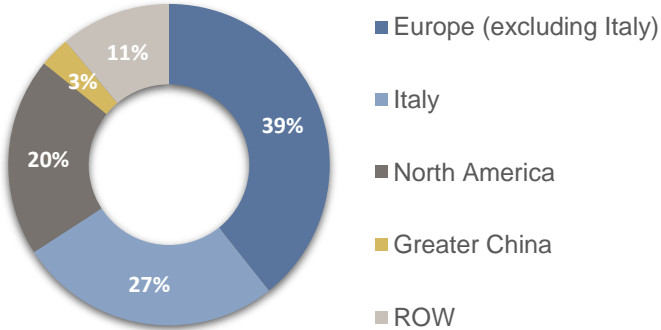


# Q1 2023 proforma revenue analysis<sup>(1)</sup> - 3/3

## Proforma revenue breakdown and bridge by Region – EUR Mln



**Split by Region**  
% of Q12023 PF Revenue

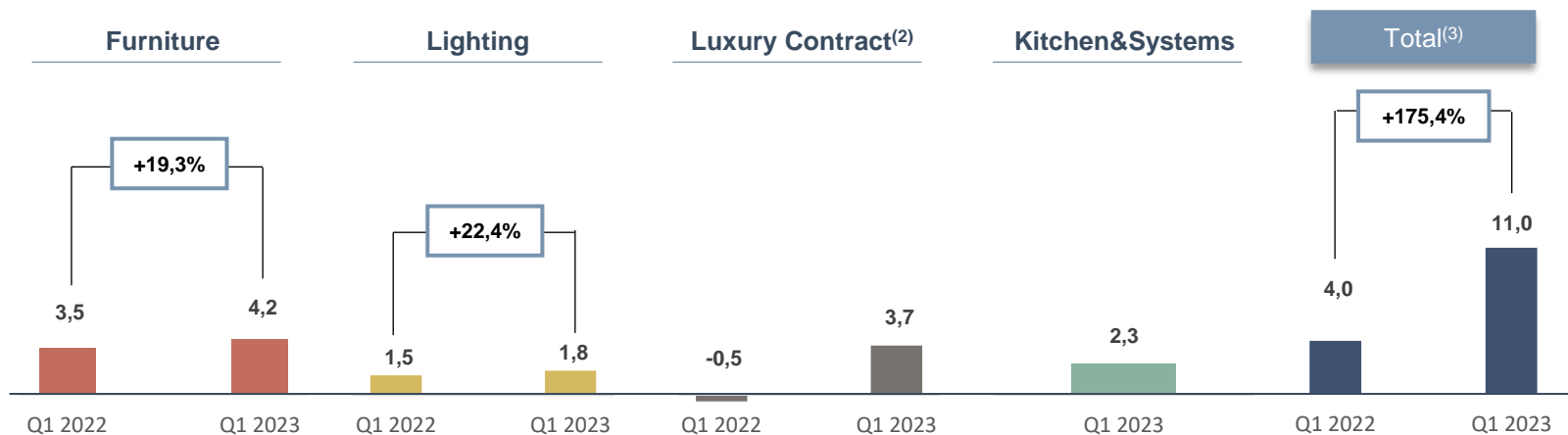


- Growth is spread across all Regions
- Italy shows significant increase due to the entrance of Cubo Design, while Greater China due to the entrance of Gamma
- Growth in North America mostly driven by the recovery of Luxury Contract SBA

(1) Proforma data, prepared including 3 months of Cubo Design, despite exact acquisition date (January 31, 2023).

# Q1 2023 proforma key facts by SBA<sup>(1)</sup>: all contributing to a strong Group profitability

## Proforma Adj. EBITDA Breakdown and bridge by SBA – EUR Mln



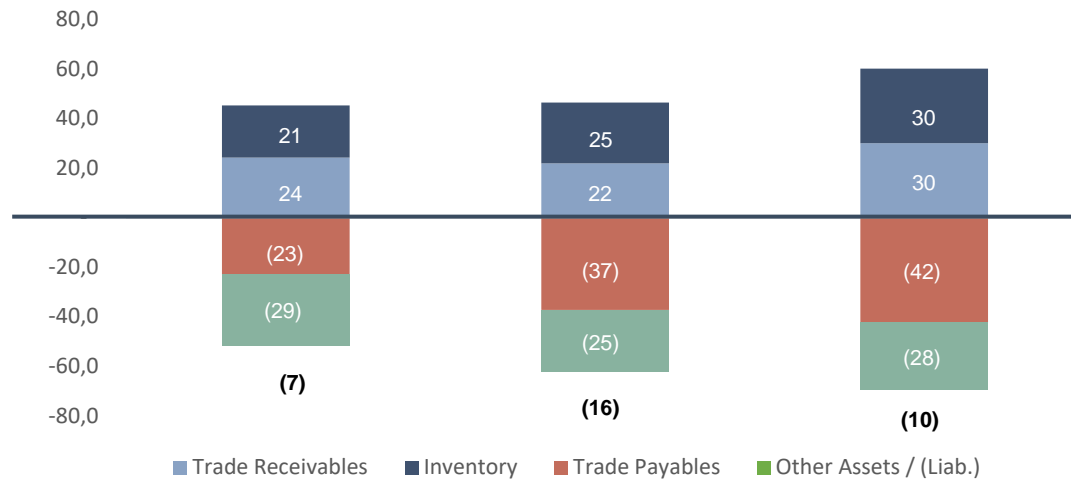
EUR Mln	Furniture	Lighting	Luxury Contract	Kitchen&Systems	Other <sup>(4)</sup>	TOTAL
Revenue	27,3 mln	6,7 mln	19,9 mln	12 mln	-	65,9 mln
Adj. EBITDA	4,2 mln	1,8 mln	3,7 mln	2,3 mln	- 1 mln	11 mln
% Margin	15,4%	27,2%	18,5%	19,1%		16,7%

(1) Proforma data, prepared including 3 months of Cubo Design, despite exact acquisition date (January 31, 2023). (2) Percentage growth for Luxury Contract not mathematically significant. (3) Total amount calculated including «Other», as per bottom table. (4) Includes holding costs.

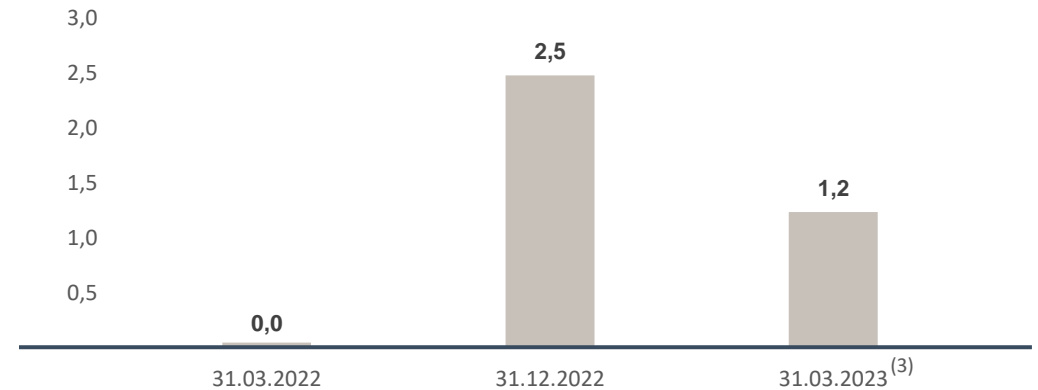


# Structurally low capex requirements, paired with negative NWC, provide for strong cash conversion

Net Working Capital - EUR Mln



Operating Capex - EUR Mln



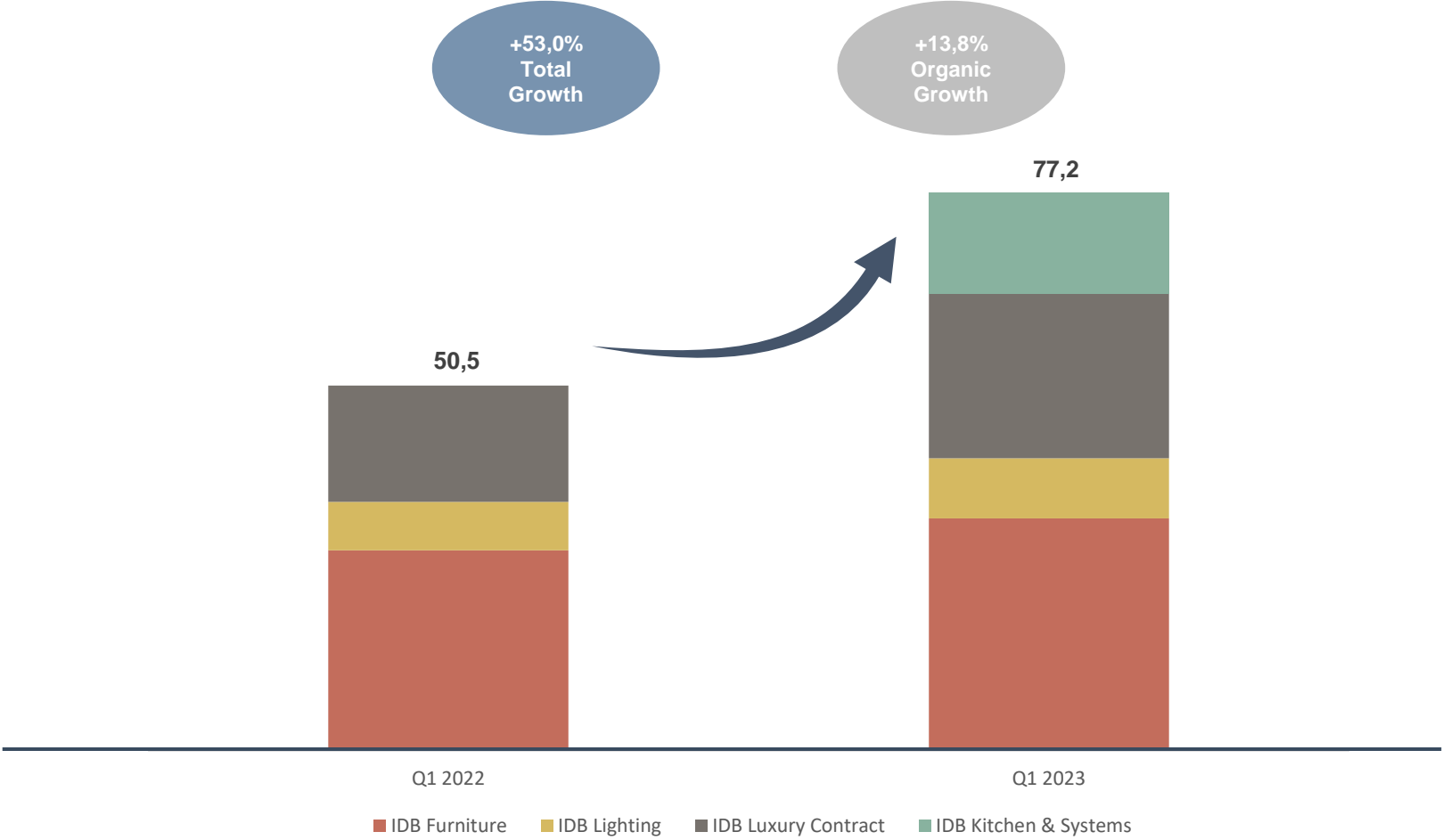
EUR Mln	31.03.22	31.12.22	31.03.23
<b>Inventory</b>	21,0	24,6	30,1
<b>Trade Receivables</b>	24,3	21,8	30,0
<b>Trade Payables</b>	(23,0)	(37,4)	(42,3)
<b>Other Assets/(Liab.)<sup>(1)</sup></b>	(29,0)	(24,8)	(27,5) <sup>(2)</sup>
<b>NWC</b>	<b>(6,7)</b>	<b>(15,8)</b>	<b>(9,7)</b>

- Structurally low operating capex requirements (below 2% of revenue)

(1) Includes trade advances and other current assets/liabilities. (2) Includes trade advances for € 19,0 million. (3) Proforma data, prepared including 3 months of Cubo Design, despite exact acquisition date (January 31, 2023).

# 1Q 2023 Order Intake<sup>(1)</sup>

## YTD Order Intake by SBA - EUR Mln



(1) Proforma data, prepared including 3 months of Cubo Design, despite exact acquisition date (January 31, 2023).

## 2023 Financial calendar - next key dates

