



Italian Design Brands

**HALF-YEAR FINANCIAL RESULTS
AS OF 30 JUNE 2023**

September 11, 2023

18.00 – 19.00 (CET)



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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 six months ended June 30, 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 half-year financial information contained in the Presentation are unaudited and have been prepared by management of the Company. The unaudited full quarter and half-year 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 half-year 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 half-year 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

IDB full half-year 2023 financial highlights⁽¹⁾: thanks to Group virtuous balanced mix across channels and regions, growth and profitability remain solid and strongly positive wrt 2022 despite the expected Core HEDF market «normalization»

<p>Actual Revenue</p> <p>€ 135,4 mln +58,5% vs. H1 22 @ current exchange rates</p>	<p>Full Revenue⁽²⁾</p> <p>€ 138,4 mln +40,8% vs. FH1 22 (+12,8% organic) @ current exchange rates</p>	
<p>Full Adj. EBITDA⁽³⁾</p> <p>€ 24,5 mln +61,0% vs. FH1 22 Margin 17,7% +2,2 p.p. vs. FH1 22</p>	<p>Full Adj. Net Income⁽⁴⁾</p> <p>€ 12,3 mln +47,6% vs. FH1 22 Margin 8,9% +0,4 p.p. vs. FH1 22</p>	
<p>Net Bank Debt</p> <p>€ 2,4 mln</p> <ul style="list-style-type: none"> • € 66,1 mln NFP incl. put&call options and earnouts • € 96,9 mln NFP incl. IFRS16 	<p>Cash Conversion⁽⁵⁾</p> <p>89,1%</p>	

(1) Data prepared under IFRS Gaap. (2) Full H1 2022 data prepared including 6 months of Gamma and Flexalighting NA despite exact acquisition date (June and May 2022, respectively). Full H2 2023 data prepared including 6 months of Cubo Design, despite exact acquisition date (end of January 2023). (3) Adjusted EBITDA computed as Reported EBITDA (fully compliant with IFRS 16) + non-recurring costs + M&A transaction costs + IPO costs. (4) 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. (5) Calculated as (Adjusted EBITDA – Operating CAPEX)/Adjusted EBITDA.

IDB Furniture brands attended Salone del Mobile: ~300.000 visitors (+15% wrt 2022), with foreign clients finally getting back to Italy after 2 years of Covid restrictions

GERVASONI

1882

Hashi outdoor collection, Federica Biasi



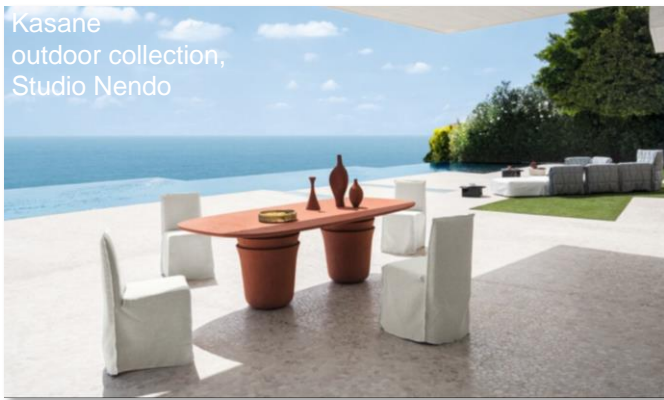
Samet modular sofa, Federica Biasi



Heiko collection, David Lopez Quincoces'



Kasane outdoor collection, Studio Nendo



Gervasoni Showroom, Via Spartaco 34 - Milan

Sisters chairs, Rodolfo Dordoni

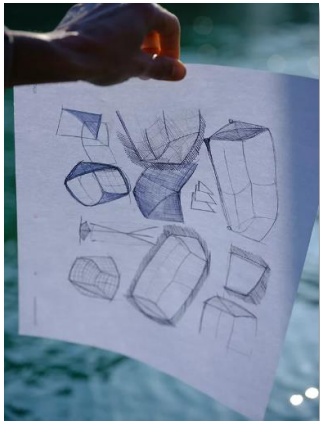


Bowie chair, This Weber



VERY WOOD

All brands presented multiple new products, supporting the launches with online campaigns and different marketing activities



saba™



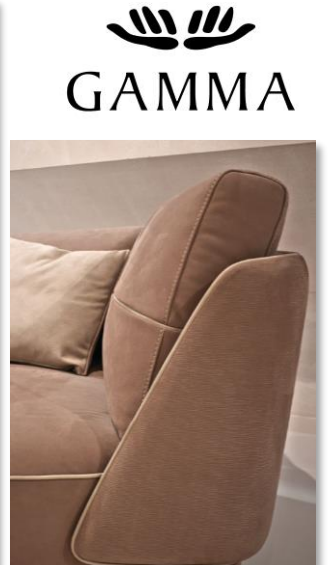
Vela sofa,
Zanellato/Bortotto
↳ Discover Vela's emotional campaign



Metis modular sofa,
Nicola Pavan



Space modular sofa,
Gamma Collection




GAMMA



Vincent sofa,
Dandy Collection

Meridiani, in conjunction with Salone, opened a new refined monobrand store in the core of the Milan fashion district, hosted in a prestigious historic building of the early '900

MERIDIANI



Davide Groppi, Axolight and Flexalighting attended EuroLuce, the first lighting trade fair after 2019 edition - last one before the pandemic

Post Prandium,
Davide Groppi



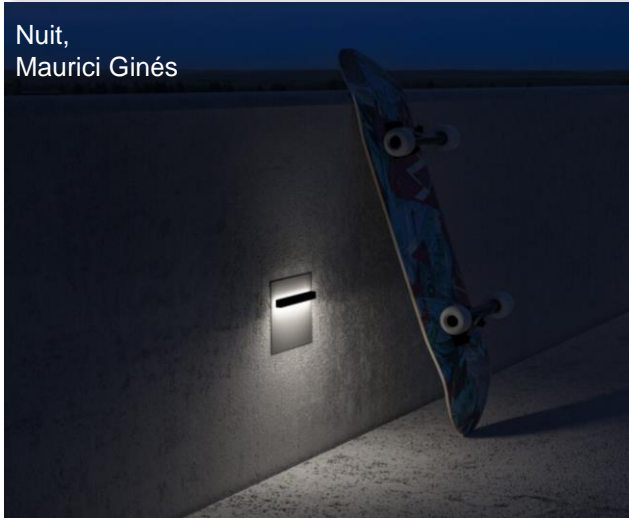
Vis à Vis,
Michele Groppi



Bulbo Mini,
Lodovico Gabetti e
Fabrizio Pellegrino



Nuit,
Maurici Ginés



Buio,
Maurici Ginés



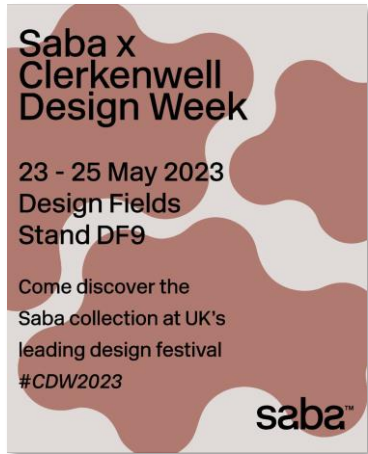
davide groppi

Axolight

Paralela lighting system,
Nahrang Studio



IDB companies keep also investing in commercial initiatives abroad to enhance brand visibility, attract new investors to fuel branded spaces and increase sales penetration



IDB launches IDB FOR ARTS, a new project aiming to promote the dialogue between art and design and their harmonious synergy



Rotante Massimo III, Arnaldo Pomodoro
@Meridiani Flagship Store, Via Manzoni 38 - Milan

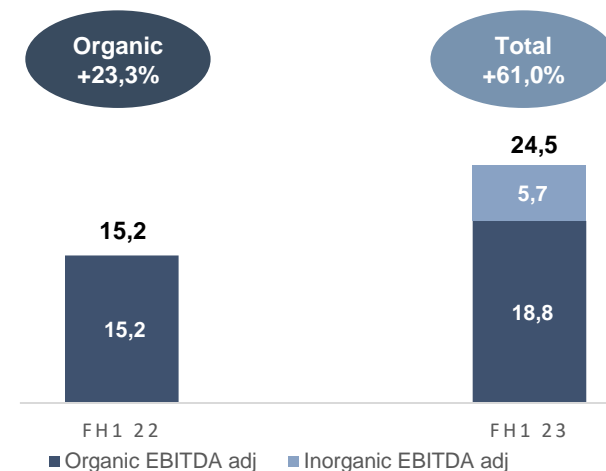
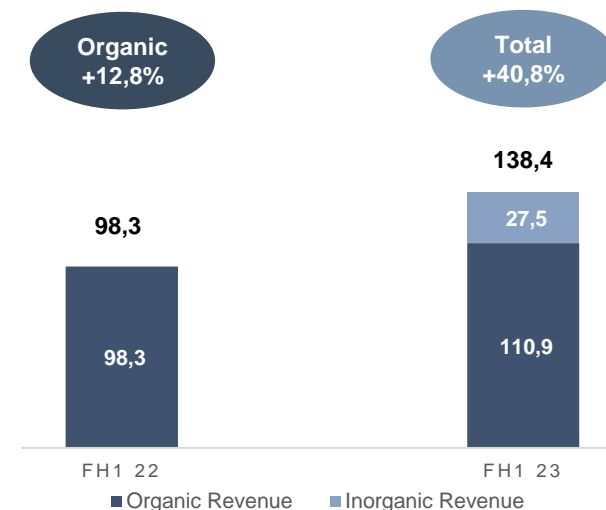
IDB FOR ARTS is a testament to the strong bond that binds the excellence of IDB brands to art.

A path to embrace the different souls of the companies to iconic works of art and to emphasize the Group initiatives to promote the valorization of Italian and international cultural and artistic heritage.

After an initial collaboration undertaken by Davide Groppi with the Peggy Guggenheim Collection in Venice, as well as the participation of several IDB brands in the "Quirinale Contemporaneo" project, the journey continues with the exhibition of a prestigious work by Arnaldo Pomodoro, *Rotante Massimo III* (1968), in the new Meridiani flagship store in Milan.

Full half-year 2023 Financial Results: double-digit organic revenue growth wrt 2022⁽¹⁾ and EBITDA Margin +2,2 p.p., mostly driven by operating leverage in Luxury Contract

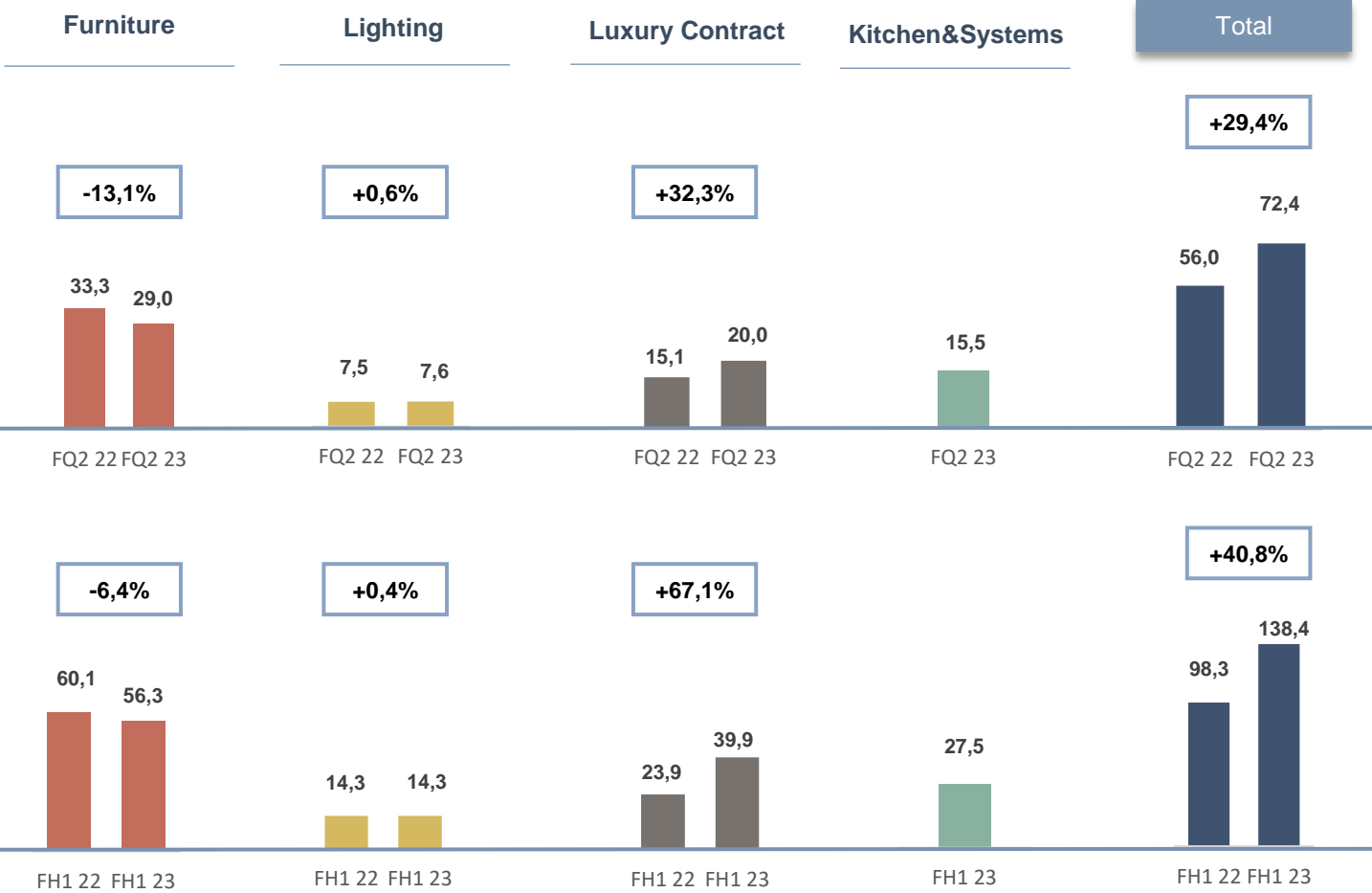
EUR thousands	FH1 22 (1)	%	FH1 23 (2)	%
Revenue	98.261	100,0%	138.360	100,0%
Other income	1.407	1,4%	2.131	1,5%
Total Revenue	99.667	101,4%	140.491	101,5%
Operating Costs	(68.476)	(69,7%)	(94.302)	(68,2%)
Added Value	31.191	31,7%	46.189	33,4%
Personnel Costs	(15.967)	(16,2%)	(21.677)	(15,7%)
Adj. EBITDA	15.224	15,5%	24.512	17,7%
D&A	(2.562)	(2,6%)	(4.842)	(3,5%)
Adj. EBIT	12.662	12,9%	19.670	14,2%
Net Financial Expenses	(156)	(0,2%)	(2.502)	(1,8%)
Adj. EBT	12.506	12,7%	17.169	12,4%
Tax Expenses	(4.170)	(4,2%)	(4.861)	(3,5%)
Adj. Net Income	8.336	8,5%	12.307	8,9%



(1) Full H1 2022 data prepared including 6 months of Gamma and Flexalighting NA despite exact acquisition date (June and May 2022, respectively). (2) Full H1 2023 data prepared including 6 months of Cubo Design, despite exact acquisition date (end of January 2023).

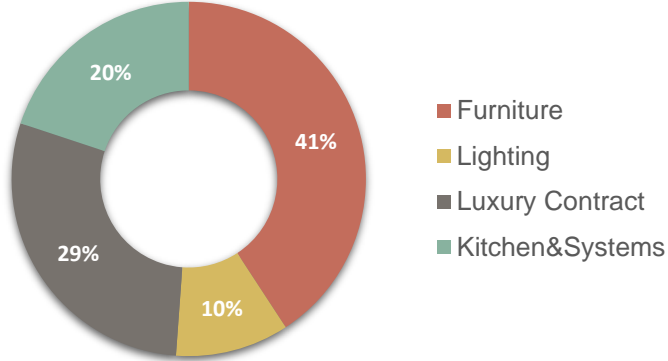
Detailed revenue analysis⁽¹⁾ - 1/3

Breakdown and bridge by SBA – EUR Mln



- Despite the challenging Core HEDF market environment, IDB recorded a slowdown only in Furniture.
- Strong growth for Luxury Contract, thanks to a solid backlog of new projects (both refurbishment and new openings).
- Kitchen&Systems steadily growing.

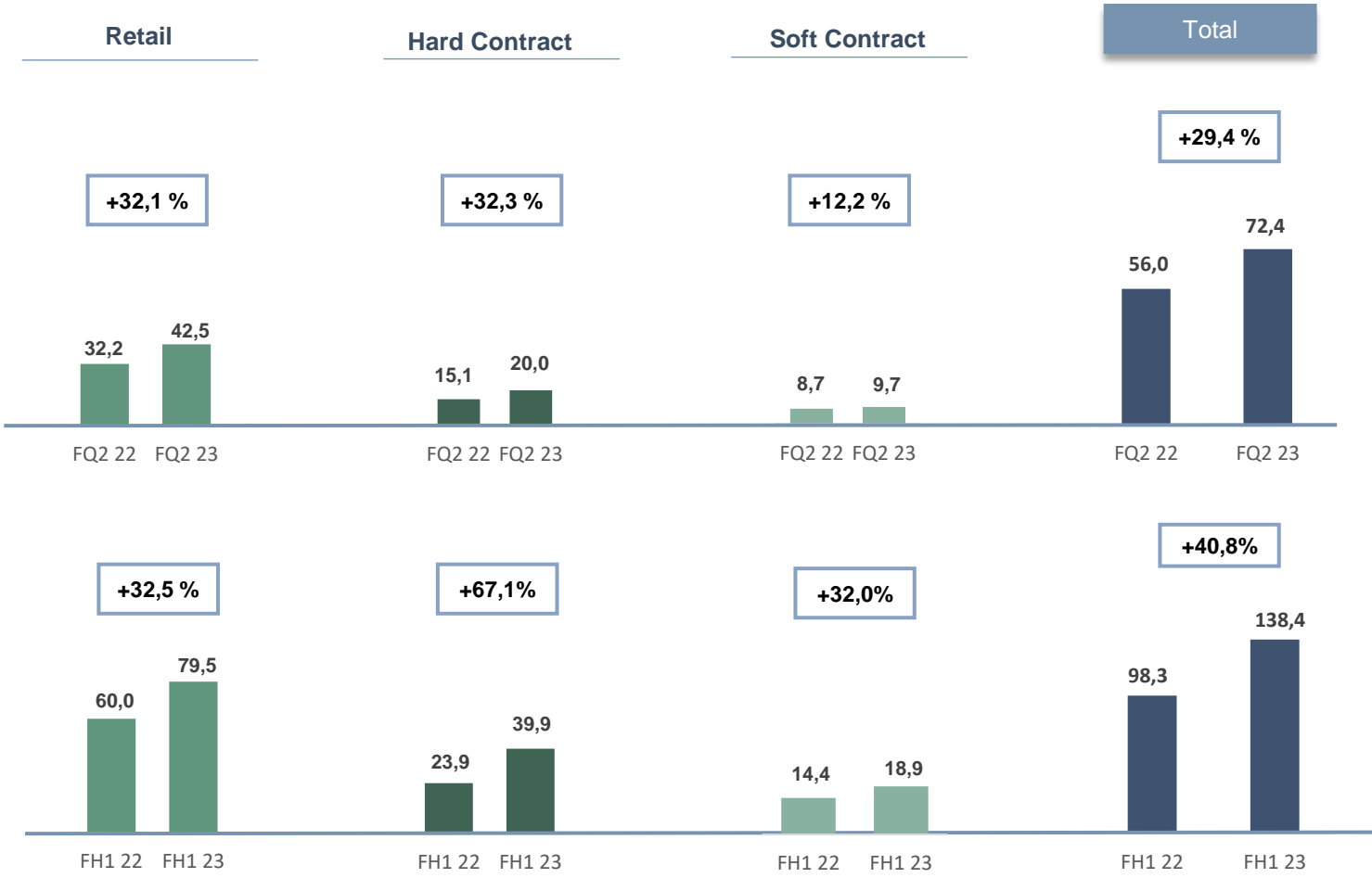
Split by SBA
% of FH1 23 Revenue



⁽¹⁾ Full Q2 and H1 2022 data prepared including, respectively, 3 and 6 months of Gamma and Flexalighting NA despite exact acquisition date (June and May 2022, respectively). Full Q2 and H1 2023 data prepared including respectively, 3 and 6 months of Cubo Design, despite exact acquisition date (end of January 2023).

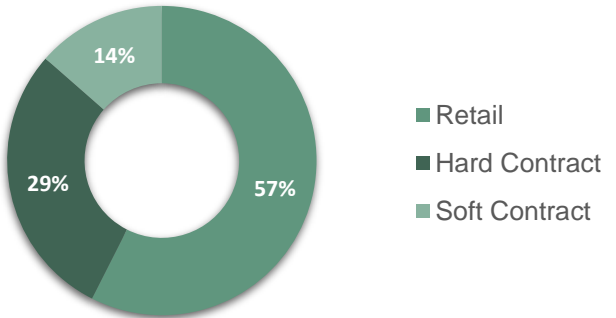
Detailed revenue analysis⁽¹⁾ - 2/3

Breakdown and bridge by Channel – EUR Mln



- Soft Contract recorded strong organic growth both in Furniture and Lighting.
- Hard Contract remains strong thanks to Luxury Contract performance..
- Growth in Retail mostly due to entrance of Cubo Design.

Split by Channel
% of FH1 23 Revenue



(1) Full Q2 and H1 2022 data prepared including, respectively, 3 and 6 months of Gamma and Flexalighting NA despite exact acquisition date (June and May 2022, respectively). Full Q2 and H1 2023 data prepared including respectively, 3 and 6 months of Cubo Design, despite exact acquisition date (end of January 2023).

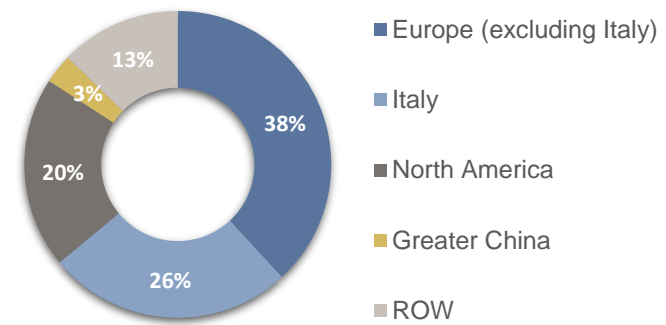
Detailed revenue analysis⁽¹⁾ - 3/3

Breakdown and bridge by Region – EUR Mln



- Growth in ROW pulled by Middle East, thanks to Furniture and Lighting performance as well as many new Luxury Contract projects in the area.
- Europe remains a key market for the Group, with sustained growth in all SBAs.
- Growth in Italy mostly due to entrance of Cubo Design.

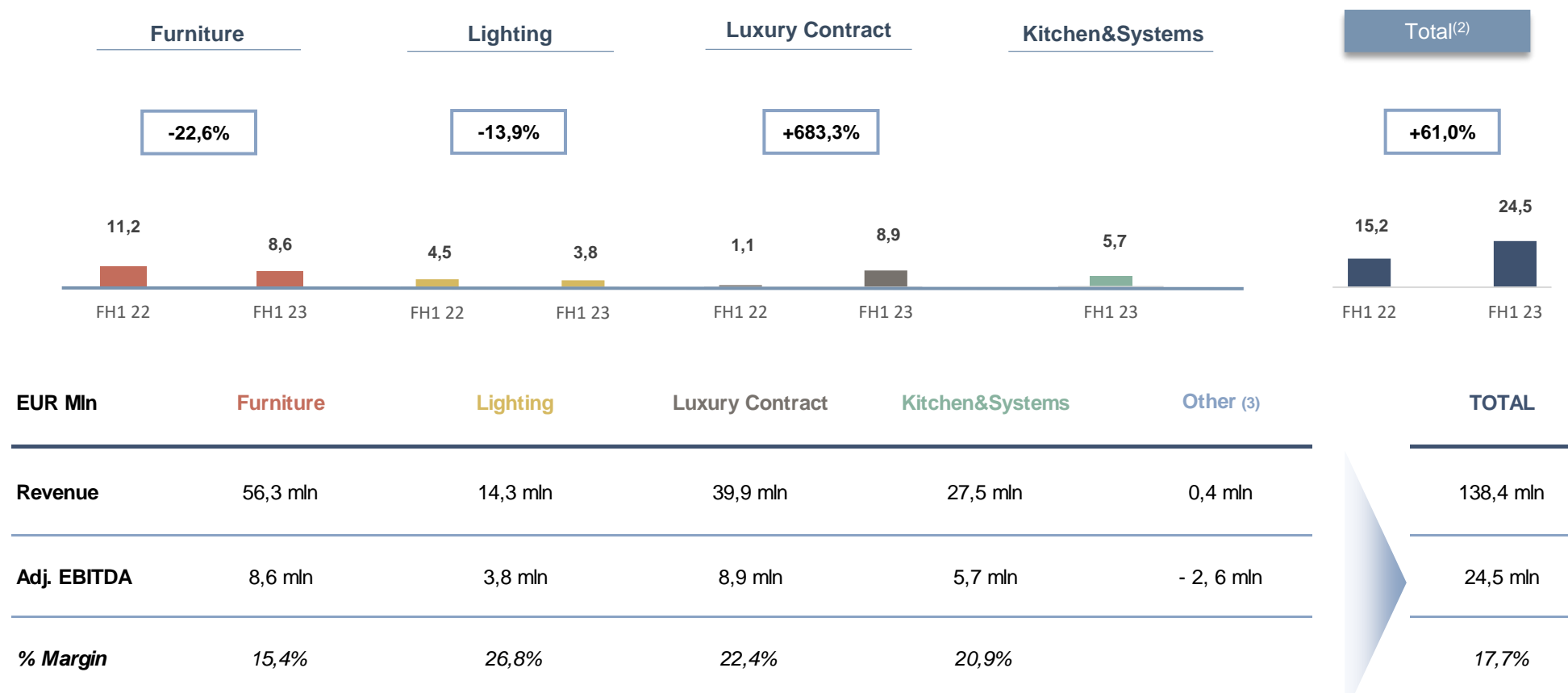
Split by Region
% of FH1 23 Revenue



(1) Full Q2 and H1 2022 data prepared including, respectively, 3 and 6 months of Gamma and Flexalighting NA despite exact acquisition date (June and May 2022, respectively). Full Q2 and H1 2023 data prepared including respectively, 3 and 6 months of Cubo Design, despite exact acquisition date (end of January 2023).

Full half-year 2023 key numbers by SBA⁽¹⁾: Furniture and Lighting increase investments in commercial activities, while Luxury Contract benefits from significant revenues growth

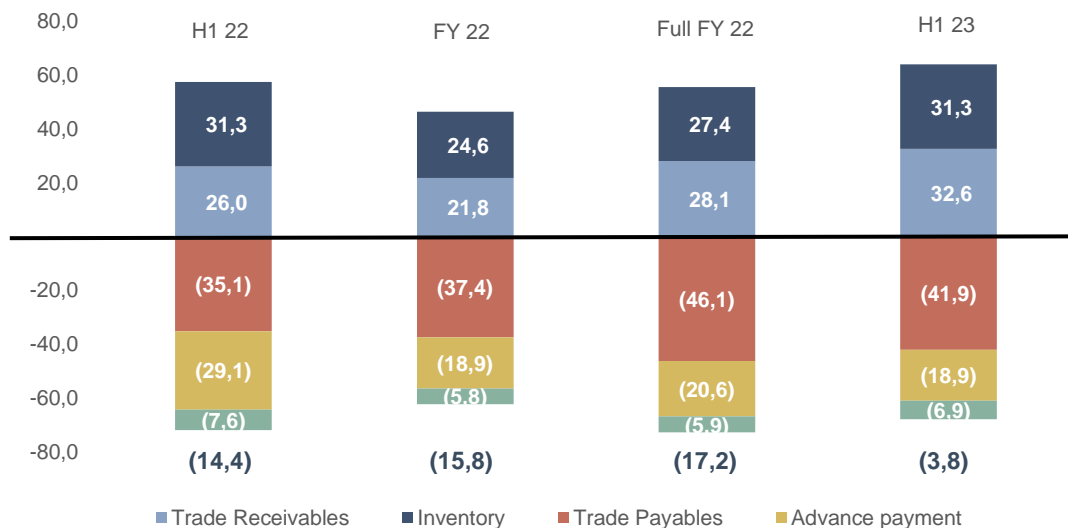
Adj. EBITDA Breakdown and bridge by SBA – EUR Mln



(1) Full H1 2023 data prepared including 6 months of Cubo Design, despite exact acquisition date (end of January 2023). (2) Total amount calculated including «Other», as per bottom table. (3) Includes holding costs.

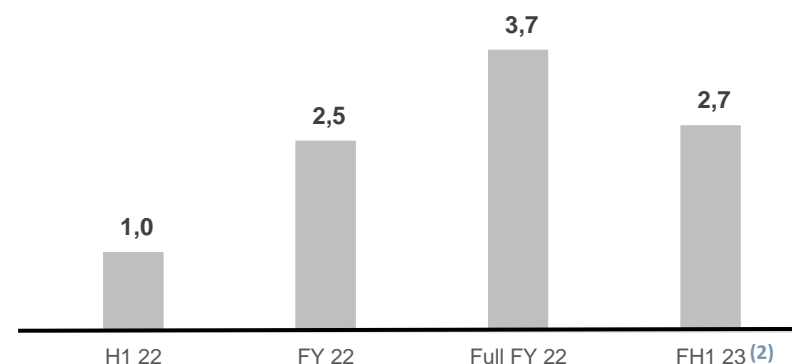
Capex remains low (~2% of revenue) and provides for strong cash conversion, temporarily absorbed by NWC requirements due to Luxury Contract seasonality in cash generation

Net Working Capital - EUR Mln



	H1 22	FY 22	Full FY 22	H1 23
Trade Receivables	26,0	21,8	28,1	32,6
Inventory	31,3	24,6	27,4	31,3
Trade Payables	(35,1)	(37,4)	(46,1)	(41,9)
Advance payment	(29,1)	(18,9)	(20,6)	(18,9)
Other Assets / (Liab.) ⁽¹⁾	(7,6)	(5,8)	(5,9)	(6,9)
NWC	(14,4)	(15,8)	(17,2)	(3,8)

Operating Capex - EUR Mln



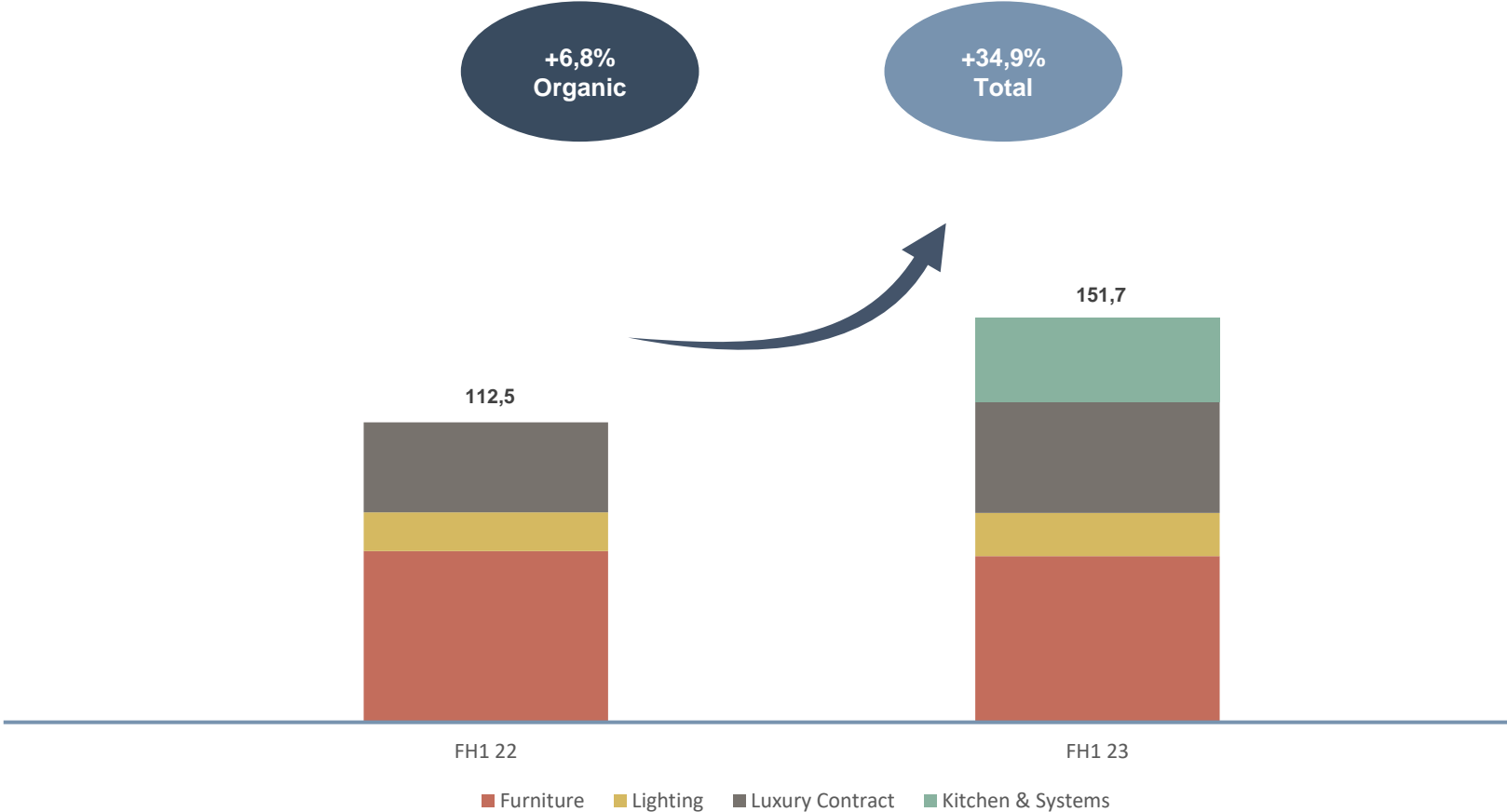
Net Financial Position - EUR Mln

	H1 22	FY 22	Full FY 22	H1 23
Net bank debt	12,8	(1,4)	30,4	2,4
Minorities&earnout	38,1	60,8	100,5	63,6
IFRS16	16,9	24,5	31,0	30,8
Others	0,2	0,1	0,1	0,1
PFN	68,0	84,1	162,0	96,9⁽³⁾

(1) Includes other current assets and liabilities. (2) Full H1 2023 data prepared including 6 months of Cubo Design, despite exact acquisition date (end of January 2023). (3) Includes AUCAP IPO Eur 70mln.

Full half-year 2023 order Intake⁽¹⁾: sustained Luxury Contract intake balances the overall flattish trend for residential SBAs

YTD Order Intake by SBA - EUR Mln



(1) Full H1 2022 data prepared including 6 months of Gamma and Flexalighting NA despite exact acquisition date (June and May 2022, respectively). Full H1 2023 data prepared including 6 months of Cubo Design, despite exact acquisition date (end of January 2023).

2023 Financial calendar: next key dates

23 May

Approval of the Interim Financial Information
as of 31 March 2023

11 September

Approval of the Half-year Financial Report
as of 30 June 2023

13 November

Approval of the Interim Financial Information
as of 30 September 2023





Italian Design Brands



Q&A SESSION