

Gibus®

Difficult market conditions to continue in 1H24, recovery from 2025 Sector: Manufacturing - Italian Lifestyle

FY23 characterized by weak economic contest, sales +9% driven by M&A. On 21 March 2024 Gibus announced FY23 results, after product revenues had already been released on 16 January, corresponding to Euro 91.3 m, 9% YoY (Euro 83.9 m FY22), +6% vs. our expectations of Euro 86.4 m. Overall, growth was driven by consolidation for the full 12 months of Leiner GmbH, acquired in September 2022. Organic growth saw a contraction (-1%) whereas on a like-for-like basis (Pro forma FY22 sales of Euro 112 m) sales decreased by c. 23%. This was due to a slowdown in the reference market because of the generally weak economic contest especially in Europe (98% of Gibus' sales). Germany was hit particularly hard and officially entered recession in Q123. This was reflected in Leiner's sales (100% Germany) down by c. 25% YoY to Euro 24 m (Euro 32 m in FY22) as sales of Gibus' products was not sufficient to compensate the significant decline in volumes in the company's historical product range. By geographical area, the domestic sales were of Euro 51.0 m down by c. -18% vs prior year (Euro 62 m). This result must be read on the back of the extraordinary boost in the market triggered by the Ecobonus in the 2021-2022 period (Gibus recorded an increase in sales by +74% and +15% respectably in FY21 and 22) which was abruptly abandoned in February 2023 causing a halt in demand. Sales abroad enjoyed +85% YoY growth and landed at Euro 40.3 m mainly thanks to the contribution of Leiner, net of which international sales was down YoY by c. -7%. In terms of product lines, sales from the Luxury High End lines stood at Euro 34.3 m, largely in line with prior year (Euro 35.0 m in FY22) whereas the Design line, which now includes Leiner's products, increased revenues by +23% (-36% on a lfl basis).

Good cash flow generation but suffering margins (EBITDA margin at 15.6%). EBITDA stood at Euro 14.3 m, down vs. Euro 19.0 m of last year but largely in line with our estimates (Euro 14.7 m). EBITDA margin at 15.6% was somewhat weaker than expected (17.0%) and down significantly vs. prior year (22.5%) following the incorporation of Leiner (FY22 EBITDA margin of 12%), high level of raw material costs (the inversion in trend seen in 2023 will affect margins only from 2024), an inflation related adjustment in direct labor (gross margin of 45.7% in FY23 vs FY48.7% in FY22), and fixed costs spread on lower sales volumes. At the bottom line, net income was of Euro 3.7 m after Euro 5.4 m of D&As (including PPA of Leiner), c. Euro 0.7 m of extraordinary expensed related to the Leiner transaction and c. Euro 3.1 m of tax expenses. Net Debt of Euro 20.5M (1.4x EBITDA) was in line with our Euro 20.0 m estimate, and down YoY (Euro 22.6 in FY22) thanks to good operating cash flow (Euro 8.1 m) and despite a 2.5 m dividend payment. On this note, Management proposed a dividend of Euro 0.5 p.s. with a dividend yield of 4.78% and pay-out ratio of 27.9%.

Management outlook. Management did not provide guidance for 2024 but, while underlining that the first months of the year have not shown any tangible signs of recovery, expressed confidence of a rebound starting from 2H24 as a halt in inflation and expectations of lower interest rates should have a positive effect on consumer spending. Considering however that the first months of 2023 still benefitted from invoice discount and some Superbonus related tail ends we would expect a contraction in volumes in the domestic market (56% of sales) in 2024. Outside of Italy, the recent investments in internationalization, and in particular the ongoing integration of Leiner from which we expect significant synergies in terms of selling Gibus' product in the German market, and the startup of the Dutch branch which according to Management has generated the activation of a significant number of new retailers in the region, has significantly improved the Group's positioning and will help support healthy growth in the mid-term.

Estimate revision and valuation update. In light of FY23 results and considering the still weak economic contest we made a cut in our FY24-25 sales estimates, now expecting Euro 84 m and 93 m respectively (Euro 91 and 97 m pr.). We also adjusted our profitability margin to factor in the lower sales volumes (FY24-25 EBITDA margin of 13.8% and 15.7% vs. 18.5% and 19% previously) and increased expected tax rate to align with FY23. On the balance sheet we only made some minor adjustments to our NWC assumptions. We also added FY26 to our explicit forecast. Overall, we made a -6%, -26% and -61% adjustment to our sales, EBITDA and EPS estimates. Based on our new estimates and updated market data and risk-free rate, our valuation model (50%/50% DCF and peers' multiples) yields a new target price of Euro 16.95 (Euro 20.22 p.s pr.), +69% above the current share price. The stock is currently trading at significant discount both vs. Industry peers (average of -40%) and EGM sector peers (average -27%). At our valuation the stock would be trading at FY23/24 EV/EBITDA multiples of 7.4x and 8.7x respectively vs. current 5.0x and 6.1x.

Target Price 16.95 (20.22 pr.)

Market Cap (€ m) **50**

EV (€ m) **70.85**

Market Price (€) **10.05**

As of March 22nd, 2024

Share Data

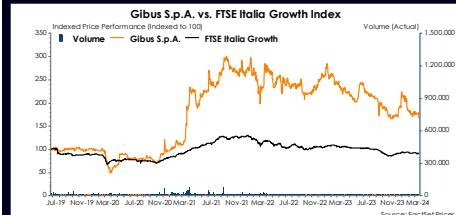
Market	Euronext Growth Milan
Reuters/Bloomberg	GIBUS:IM/CBUS.MI
ISIN	IT0005341059
N. of Shares	5,008,204
Market	20.05%
Main Shareholder	Terra Holding S.r.l. (79.95%)
CEO	Alessio Bellini

Financials

	23A	24E	25E	26E
Sales	91.3	84.0	93.3	101.6
YoY %	9%	-8%	11%	9%
EBITDA	14.3	11.6	14.6	17.2
EBITDA %	15.6%	13.8%	15.7%	16.9%
EBIT	8.1	5.6	8.8	11.5
EBIT %	8.9%	6.6%	9.4%	11.4%
Net Income	3.7	2.0	4.3	6.0
Net D/(C)	20.5	16.4	13.3	11.4
Net Equity	35.5	35.1	36.9	40.4

Performance

	1M	3M	1Y
Absolute	-4.7	-13.4	-26.6
Relative (FTSE Italia Growth)	-4.7	-13.9	-16.6
52-week High/Low (Eu)	14.60	/	9.84



Luisa Primi
l.primi@irtop.com

KEY FINANCIALS

Profit&Loss Statement	2017A	2018A	2019A	2020A	2021A	2022A	2023A	2024E	2025E	2026E
Revenues	32,6	34,0	40,9	45,1	72,7	83,9	91,3	84,0	93,3	101,6
EBITDA	4,6	4,6	5,6	9,0	18,2	18,9	14,3	11,6	14,6	17,2
EBIT	3,7	3,2	3,9	7,0	16,2	15,2	8,1	5,6	8,8	11,5
Financial Income (charges)	(0,1)	(0,1)	(0,1)	0,0	2,6	2,2	(1,2)	(1,8)	(1,6)	(1,5)
Pre-tax profit (loss)	3,5	3,1	3,8	7,1	18,8	17,4	6,9	3,8	7,2	10,0
Taxes	(1,0)	(0,8)	(1,1)	(1,6)	(4,8)	(7,1)	(3,1)	(1,7)	(2,9)	(4,0)
Net profit (loss)	2,5	2,3	2,7	5,4	14,0	10,3	3,7	2,0	4,3	6,0
Balance Sheet										
Net working capital (NWC)	2,7	4,0	5,0	2,9	3,9	16,9	17,9	16,3	18,1	19,7
Net fixed assets	6,3	7,5	7,9	9,3	9,8	44,2	42,1	39,1	36,1	36,1
M/L Funds	(0,8)	(0,7)	(0,8)	(1,3)	(1,5)	(4,0)	(4,0)	(4,0)	(4,0)	(4,0)
Net Capital Employed	8,1	10,8	12,2	10,9	12,1	57,1	56,0	51,4	50,2	51,8
Net Debt/(Cash)	(0,8)	2,7	(1,9)	(7,4)	(17,3)	22,6	20,5	16,4	13,3	11,4
Equity	8,9	8,1	14,0	18,3	29,4	34,5	35,5	35,1	36,9	40,4
Cash Flow										
Net Profit	2,5	2,3	2,7	5,4	14,0	10,3	3,7	2,0	4,3	6,0
Non Cash Items	1,2	1,2	1,8	2,4	2,3	5,6	5,4	5,5	5,6	5,4
Change in NWC	1,6	(1,3)	(1,1)	2,1	(1,0)	(13,0)	(1,0)	1,6	(1,8)	(1,6)
Cash Flow from Operations	5,2	2,2	3,4	10,0	15,3	2,9	8,1	9,1	8,1	9,8
Capex	(2,0)	(2,5)	(2,1)	(3,2)	(2,5)	(37,6)	(3,3)	(2,5)	(2,5)	(5,3)
Operating Free Cash Flow	3,2	(0,3)	1,3	6,7	12,8	(34,7)	4,8	6,6	5,6	4,4
Dividend	0,0	0,0	(1,8)	0,0	(2,7)	(5,3)	(2,5)	(2,5)	(2,5)	(2,5)
Change in Equity	(0,8)	(3,1)	5,0	(1,2)	(0,2)	0,1	(0,2)	0,0	0,0	0,0
Change in Net debt	2,4	(3,5)	4,6	5,5	9,9	(39,9)	2,1	4,1	3,1	1,9
Per Share Data										
Current Price	10,1									
Total shares out (mn) average	5,0									
EPS	0,49	0,46	0,55	1,09	2,80	2,06	0,74	0,41	0,86	1,20
DPS	n.m.	0,4	n.m.	0,5	1,0	0,5	0,5	0,5	n.m.	n.m.
FCF	0,5	(0,7)	0,9	1,1	2,0	(8,0)	0,4	0,8	0,6	0,4
Pay out ratio (cons.)	0%	79%	0%	50%	38%	24%	67%	123%	58%	41%
Ratios										
EBITDA margin	14,1%	13,6%	13,7%	20,0%	25,0%	22,5%	15,6%	13,8%	15,7%	16,9%
EBIT margin	11,3%	9,4%	9,5%	15,6%	22,3%	18,1%	8,9%	6,6%	9,4%	11,4%
Net Margin	7,6%	6,7%	6,7%	12,1%	19,3%	12,3%	4,1%	2,4%	4,6%	5,9%
Net Debt/Equity (Gearing)	-8,6%	33,5%	-13,3%	-40,4%	-58,9%	65,3%	57,8%	46,7%	36,0%	28,1%
Net Debt/EBITDA	-0,2	0,6	-0,3	-0,8	-1,0	1,2	1,4	1,4	0,9	0,7
Interest cover EBIT	33,4	49,1	54,6	-541,4	-6,3	-6,8	6,5	n.a.	n.a.	n.a.
ROE	27,8%	28,4%	19,6%	29,8%	47,7%	29,9%	10,5%	5,8%	11,7%	14,9%
ROCE	58%	38%	41%	80%	173%	39%	20%	14%	23%	30%
Growth Rates										
Revenues	5%	4%	20%	10%	61%	15%	9%	-8%	11%	9%
EBITDA	18%	1%	21%	61%	102%	4%	-24%	-19%	26%	17%
EBIT	96%	-13%	21%	82%	130%	-6%	-47%	-31%	58%	31%
Net Profit	140%	-7%	20%	98%	158%	-26%	-64%	-45%	113%	39%

Revenue breakdown

	Euro/000	2019	%	2020	%	2021	%	2022PF	%	FY23	%
Luxury High End	19	41%		20	45%	34	46%	35	31%	34	37%
Design	22	54%		23	51%	37	52%	73	66%	50	55%
Other	2	4%		2	4%	2	2%	4	3%	7	8%
Total sales	41	100%		45	100%	73	100%	112	100%	91	100%
Italy	28	68%		31	69%	54	74%	62	55%	51	56%
Export	13	32%		14	31%	19	26%	50	45%	40	44%

Source: PMI Capital Research elaboration on Company data

Key Financials

	FY23	FY22	FY21A	FY20A	FY19A
Net Sales	91.3	83.9	72.7	45.1	40.9
YoY	+9%	+15%	61%	+10%	+20%
Gross Profit	41.8	40.9	35.1	21.9	18.7
% on sales	45.7%	48.7%	48.2%	48.6%	45.7%
EBITDA	14.3	19.0	18.2	8.5	5.6
% on sales	15.6%	22.6%	25.0%	18.8%	13.7%
EBIT	8.1	15.3	16.2	7.1	3.9
% on sales	9%	18.3%	22.3%	15.6%	9.5%
Net Income	3.7	10.3	14.0	5.4	2.8
	FY23	FY22	FY21A	FY20A	FY19A
Fixed Assets	42.1	44.2	9.8	9.3	7.9
Net Working Capital	17.9	16.9	3.9	3.0	5.0
Funds	(4.0)	(4.0)	(1.5)	(1.3)	(0.8)
NET INVESTED CAPITAL	56.0	57.1	12.1	11.0	12.2
Net Debt/(Cash)	20.5	22.6	(17.3)	(7.3)	(1.9)
Net Equity	35.5	34.5	29.4	18.3	14.0
TOTAL SOURCES	56.0	57.1	12.1	11.0	12.2

Source: Consolidated Financial Statements

Estimate revision – Euro m

	2023E			2024E			2025E			2026E		
	Old	Act	Var%	Old	New	Var%	Old	New	Var%	Old	New	Var
Profit&Loss Statement												
Revenues	86,4	91,3	6%	91,4	84,0	-8%	96,7	93,3	-4%	101,6	101,6	-6%
EBITDA	14,7	14,3	-3%	16,9	11,6	-31%	18,4	14,6	-20%	17,2	17,2	-26%
EBIT	9,9	8,1	-18%	11,7	5,6	-52%	13,2	8,8	-33%	11,5	11,5	-43%
Financial Inc./(Ch.)	(1,5)	(1,2)	-17%	(1,5)	(1,8)	n.a.	(1,3)	(1,6)	23%	(1,5)	(1,5)	23%
Pre-tax profit (loss)	8,4	6,9	-18%	10,2	3,8	-63%	11,9	7,2	-39%	10,0	10,0	-51%
Taxes	(2,3)	(3,1)	39%	(2,8)	(1,7)	-37%	(3,2)	(2,9)	-10%	(4,0)	(4,0)	-24%
Net profit (loss) Group	6,1	3,7	-39%	7,4	2,0	-73%	8,7	4,3	-50%	6,0	6,0	-61%
Balance Sheet												
Net working capital	17,2	17,9	4%	18,2	16,3	-10%	19,2	18,1	-6%	19,7	19,7	-8%
Net fixed assets	45,0	42,1	-6%	52,3	39,1	-25%	59,3	36,1	-39%	36,1	36,1	-32%
M/L Funds	(4,0)	(4,0)	0%	(4,0)	(4,0)	0%	(4,0)	(4,0)	1%	(4,0)	(4,0)	0%
NCE	58,1	56,0	-4%	66,5	51,4	-23%	74,5	50,2	-33%	51,8	51,8	-28%
Net Debt	20,0	20,5	3%	22,9	16,4	-28%	24,3	13,3	-45%	11,4	11,4	-37%
Equity	38,2	35,5	-7%	43,6	35,1	-20%	50,3	36,9	-27%	40,4	40,4	-23%
EPS	1,23	0,74	-39%	1,49	0,41	-73%	1,74	0,87	-50%	1,21	1,21	-61%

Source: Company Data and PMI Capital Research Estimates

INDUSTRY COMPARISON
Gibus Spa (GIBUS-IT): PMI Capital Research estimates and Factset Data

EGM Sector: average data for listed on EGM included in the Consumer Durables sub sector: Askoll (EVA-IT), Estrima (BIRO-IT), Fope (FPE-IT), Franchi Umberto Marmi (FUM-IT), Gentili Mosconi (GM-IT), Gismondi (GIS-IT) Illa (ILLA-IT), Pozzi Milano (POZ-IT), and Radici Pietro Industries & Brands (RAD-IT)

Industry Peers: average data for a selected group of listed peers (industrial and Italian lifestyle brands): De Longhi (DLG-IT), Fila (FILA-IT), Technogym (TGYM-IT), Griffon Corporation (GFF-US), Signify NV (LIGHT-NL), Nien Made Enterprise (8464-TW), Balco Group (BALCO-SE),

EGMEuronext Growth Milan: average financial and market data for all the companies listed on EGM, reported price performance data are related to the FTSE Italia Index

	Gibus	Consumer Durables EGM Sector	Peers Avg	FTSE Italia Growth
Key Financials FY22 (Eu m)				
Revenues	83,9	38,57	2.275,9	49,5
EBITDA	19	7,02	315,6	7,9
EBITDA %	22,6%	18,2%	13,9%	15,9%
EBIT	15,2	5,27	248,7	4,2
EBIT %	18,1%	13,7%	10,9%	8,5%
Earnings	10,3	3,57	116,0	2,4
Earnings %	12,3%	9,3%	5,1%	4,8%
Net Debt	22,6	5,52	356,1	5,6
ND/EBITDA	1,2	0,79	1,13	0,73
FY21-23 Revenues CAGR	12,1%	11,1%	1,7%	24,1%
FY22-24 Revenues CAGR	0,1%	7,6%	(3,5%)	12,2%
FY21-23 Earnings CAGR	(48,6%)	67,5%	(4,5%)	102,5%
FY22-24 Earnings CAGR	(55,9%)	8,3%	15,7%	33,2%
Market Data				
Market Cap	50,33	53,42	2.436,05	38,9
EV	70,85	58,33	2.555,07	43,8
Free Float	20%	19%	54%	33%
ADTT YTD (Eu k)	14,31	23,96	6.426,30	57,65
Market Multiples (x)				
EV/Sales 2023	0,8	1,4	1,6	2,1
EV/Sales 2024	0,8	1,3	1,7	1,4
EV/Sales 2025	0,8	1,2	1,6	1,1
EV/EBITDA 2023	5,0	8,1	9,4	10,8
EV/EBITDA 2024	6,1	7,2	9,0	6,7
EV/EBITDA 2025	4,9	10,0	8,1	5,3
EV/EBIT 2023	8,7	11,0	13,0	13,2
EV/EBIT 2024	12,7	9,2	11,7	11,6
EV/EBIT 2025	8,1	7,9	10,1	8,4
P/E 2023	13,6	18,6	16,4	23,1
P/E 2024	25,2	14,6	14,9	29,0
P/E 2025	11,7	11,7	12,4	14,5
Earnings Yield	5,2%	2,8%	6,1%	3,2%
Stock Performance				
1D	0,5%	4,7%	(0,1%)	(0,0%)
1W	(6,1%)	(5,0%)	0,1%	1,5%
1M	(4,7%)	(10,7%)	2,2%	(0,1%)
3M	(13,4%)	(22,3%)	1,3%	0,6%
6M	(15,5%)	(32,5%)	25,3%	(4,0%)
YTD	(25,0%)	(45,8%)	28,8%	1,0%
1Y	(26,6%)	(39,5%)	30,0%	(12,1%)

Source: Factset data as of March 22nd, 2024 and PMI Capital Research

VALUATION
Valuation Summary

Method	Weight	Price p.s. (Euro)	Equity Value (Euro m)
Multiple Comparison (FY23-25 EV/EBITDA and P/E) for Industry peers (@25% discount) and EGM Peers (no discount)	50%	13.70	68.6
DCF	50%	20.21	101.2
Target Price	100%	16.95	84.9

DCF model

DCF Valuation		
Euro m		
WACC		8.65%
g		1%
Sum of PV 2023-2026 FCFs		20.6 17%
Sum of PV 2027-2030		34.3 28%
Discounted terminal value		66.5 55%
Enterprise Value		121.4 100%
Net Debt (FY23)		20.5
Equity Value		100.9
N. of outstanding shares (m)		5.0
Fair Value p.s.		20.21

Multiples Comparison

Financials	Country	Market Cap	Sales	EBITDA%		2023A-2026E CAGR		
			2023E	2022A	Sales	EBITDA	EBIT	Net Income
De Longhi	Italy	4.773	3.075,9	14,1%	7%	10%	10%	9%
Fila	Italy	338	780,1	16,8%	-5%	-3%	-1%	-39%
Technogym	Italy	1.960	806,1	20,7%	6%	8%	9%	13%
Griffon Corporation	US	3.292	2.471,3	16,9%	2%	7%	8%	63%
Signify NV	Netherlands	3.621	6.704,0	10,3%	1%	5%	9%	25%
Nien Made Enterprise	Taiwan	2.988	781,3	25,7%	11%	15%	10%	15%
Balco Group	Sweden	81	106,6	8,6%	9%	21%	26%	35%
Average		2.436	2.104	16%	4%	9%	10%	17%
Gibus	Italy	50	91	16%	4%	6%	13%	18%

Source: FactSet data as of March XXth, 2024, PMI Capital Research for Gibus

Trading multiples	EV/EBITDA (x)			P/E (x)		
	23E	24E	25E	23E	24E	25E
De Longhi	10,6	9,3	8,6	18,8	16,6	15,3
Fila	7,5	8,3	8,1	4,2	9,0	8,0
Technogym	11,4	11,0	9,8	25,3	22,0	18,8
Griffon Corporation	7,3	11,1	9,8	15,9	15,9	13,0
Signify NV	6,5	5,8	5,4	17,7	9,9	8,1
Nien Made Enterprise	11,5	9,7	8,8	18,9	17,0	15,1
Balco Group	10,9	7,6	5,9	14,3	13,3	8,3
Average	9,4	9,0	8,1	16,4	14,8	12,4
Gibus	5,0	6,1	4,8	13,6	24,7	11,6
Premium/Discount to Peers	-47%	-32%	-40%	-17%	67%	-6%
EGM Peers (see Industry Comparison)	8,1	7,2	10,0	18,6	14,6	11,7
Premium/Discount to Peers	-39%	-15%	-52%	-27%	69%	0%

Source: FactSet data as of March 22nd, 2024, PMI Capital Research for Gibus

GIBUS SNAPSHOT

Group Description

Gibus, registered Innovative SME, operates in the high-end Outdoor Design sector and is a leading player active in the manufacturing and distribution of sun awnings, pergolas, bioclimatic pergolas, and ZIP Screens 100% Made in Italy. The Company serves HO.RE.CA. and Residential clients in Italy and in main European countries through a network of +1,000 multi-brand stores and 450 Gibus Ateliers. In September 2022, Gibus acquired 100% of Leiner GmbH, active in the production of high-quality sun protection solutions a market leader in Germany with strong expertise in the hospitality segment and with a distribution network counting over 700 regional specialist dealers in Germany and the Netherlands. The Group reported FY23 Pro-forma of Euro 91 m. Gibus listed on Euronext Growth Milan (pr. AIM Italia) on June 20th, 2019.

Innovation

Gibus is a registered **innovative SME**. The Group invests annually about 3% of revenues in R&D in order to improve the quality through technological and product innovation.

The Group holds over **50 patents for technical solutions** and has over **30 protected design models**.

Products

Gibus operates with three product lines: Luxury High Tech (Bioclimatic Pergolas), Sustainability (ZIP Screen), and Design (pergolas, awning) characterized by a high level of design and technology. The products are characterized by high production and safety standards: ISO 14001, ISO 9001, ISO 45001, anticontrolfeiting hologram with the GIBUS brand and unique alphanumeric code.

Strategy

Organic growth:

- focus on luxury high tech and sustainability.
- international expansion
- brand awareness
- optimization of production capacity

Financing a path of external growth:

- European or Italian small/medium-sized companies
- commercial network abroad also on complementary distribution channels
- enhance the presence in the main European markets

Management

Board of directors of 5 members of which 1 independent:

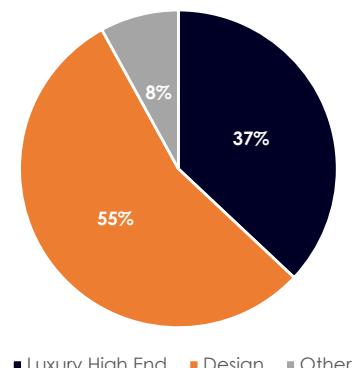
- Gianfranco Bellin - Chairman and CEO
- Alessio Bellin - Managing Director
- Lucia Danieli - Managing Director
- Giovanni Costa - Independent Director
- Anna Lambiase - Non-executive Director

Ownership

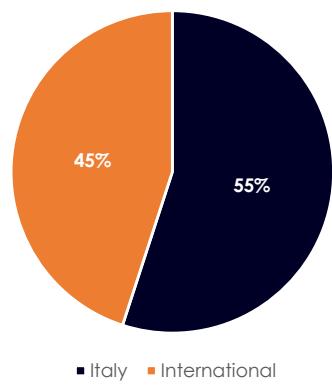
* Includes 16,675 own shares (0.33%) held by the Company

Shareholder	n. of shares	%
Terra Holding S.r.l.	4,004,204	79.95%
Market*	1,004,000	20.05%
Total	5,008,204	100.00%

Revenues breakdown by segment



Revenues breakdown by geography



Revenue growth



EBITDA growth



GIBUS ON EURNEXT GROWTH MILAN

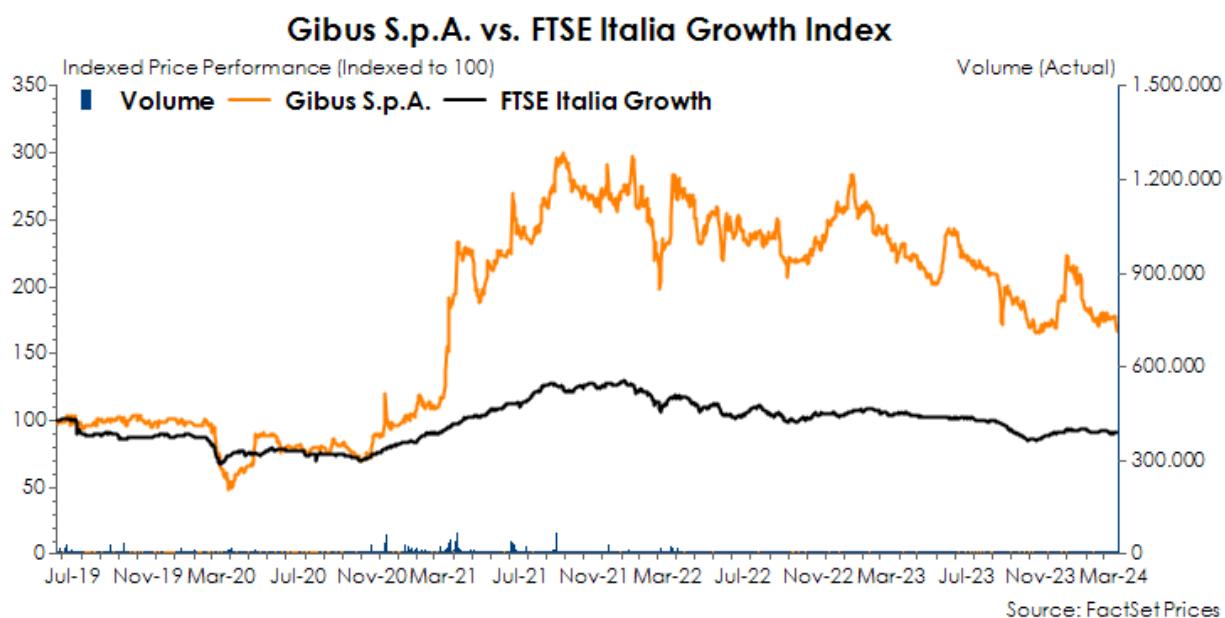
IPO

Date: June 20th, 2019
Capital raised: Euro 5.0 m
Price: Euro 6.0
Capitalisation: Euro 30.0 m

SHARES (as of March 22nd, 2024)

Code: GBUS
Bloomberg: GBUS:IM
Reuters: GBUSS.MI
ISIN: IT0005341059
Shares: 5,008,204
Price: 10.05 Eu
Performance from IPO: +68%
Capitalisation: Euro 50.3
Free Float: 19.97%
Market: 20.05%
EGA: Banca Intermobiliare di Investimenti e Gestioni

STOCK PERFORMANCE



DISCLAIMER

UPDATES: This Research is an update coverage made by IR Top Consulting S.r.l. (IR Top) on GIBUS (the "Group"). Update frequency might depend on circumstances considered to be important (corporate events and changes of recommendation, etc.) or on further advisory commitment. Last Research on the same Company was released on 21 September 2024. Opinions and estimates of this Research are as the date of this material and are subject to change. Information and opinions have been obtained from sources public and believed to be reliable, but no warranty is made as to their accuracy or correctness. Past performances of the Company are not guarantee of future results. During the last 12 months, the following indications have been disseminated:

Date	Target Price	Market Price	Validity Time
25 March 2024	16.93	10.05	12 months
21 September 2023	20.22	12.00	12 months
20 April 2023	22.74	13.20	12 months
2 November 2022	27.04	13.0	12 months
19 September 2022	21.37	13.50	12 months
28 March 2022	26.13	16.30	12 months
21 September 2021	21.17	17.40	12 months
30 March 2021	14.88	11.20	12 months
24 September 2020	9.64	4.96	12 months
28 April 2020	7.09	3.98	12 months
15 January 2020	9.18	6.00	12 months
25 September 2019	8.17	6.00	12 months

VALUATION METHODOLOGY (HORIZON: 12M): IR Top obtained a fair value using different valuation methodologies including Discounted Cash Flow method and Multiple-based models. Detailed information about the valuation or methodology and the underlying assumptions and information about the proprietary model used is accessible at IR Top premises.

RESEARCH TEAM:

Luisa Primi, (Senior Analyst, AIAF Associated). No other people or companies participated or anyhow contributed to the Research. Neither the members of the research team, nor any person closely associated with them have any relationships or are involved in circumstances that may reasonably be expected to impair the objectivity of the Research, including interests or conflicts of interest, on their part or on the part of any natural or legal person working for them, who was involved in producing the Research.

INTERESTS INVOLVED AND CONFLICTS: This document has been prepared by IR Top on behalf of the Company according to a contract, under which IR Top undertook to prepare this report expressing only independent, fair and balanced views on the Company. The fees agreed for this Research do not depend on the results of the Research. This Research has been disclosed to the issuer to which the Research, directly or indirectly, relates before its release. It is incumbent on the Company to provide timely and constructive feedback on draft Research prior to publication. It is IR Top's sole discretion as to whether comment and feedback from the Company is incorporated into the Research prior to publication and where it is, a further iteration to the draft will be sent to the Company for comment.

IR Top is also engaged in investor relations services in the interest of the Company and might occasionally be involved in other consulting activities intended to increase the value of the Company. In any case, Chinese Walls and other information barriers are in place to avoid the exchange of confidential information between the Equity Research Department and other services areas; employees and advisors involved in such services have restrictions preventing them from the access to confidential information that cannot be published. IR Top restricts research analysts from performing roles, which could prejudice the independence of their research. In particular: - they are permitted to attend and speak at widely attended conferences or other widely attended events at which IR Top colleagues and clients, among others, may also be present, provided that their independence may not be affected. These widely-attended conferences/events may include some investor presentations by clients of investor relations services.

- Analysts are also permitted to attend and speak at conference calls or meetings between analysts and bankers, investors or customers in which are discussed Research reports already published or general view on specific sectors. In such cases, at the start of that meeting, bankers, investors or customers need to be clarified that the discussion cannot involve the communication of privileged information to the analyst as the analyst would be prohibited from producing new research report on the companies whose privileged information has been disclosed. Members of the Research Team do not receive salaries, commissions, bonuses or any other form of compensation based upon specific investment banking transactions or securities' performances.

IR Top and the members of the Research Team do not have any further interest or conflict of interest directly or indirectly related with the Research, the Company or the securities, that may reasonably be expected to impair the objectivity of the Research.

With the exception of the CEO of IR Top's role as board member of Gibus, there are no other interests or conflicts of interest of any person belonging to the same group of IR Top that are: (a) known, or reasonably expected to be known, to the persons involved in the production of the recommendation; or (b) known to persons who, although not involved in the production of the recommendation, have or could reasonably be expected to have, access to the recommendation prior to its completion. In any case, as a general Policy, nobody of the Research Team nor IR Top is allowed to have a financial interest in the securities of the client company or serve as an officer, director or advisory board member of the client company.

Analysts must not undertake personal transactions on financial instruments that are object of the investment research or that relate to the same industry. Exceptions may be made with the prior approval of IR Top's CEO in special circumstances such as for disposal of (a) positions already held before the employment or before the implementation of the company policy, or when initiating coverage and (b) positions obtained as a result of the issuer extraordinary activities. By the way, when analysts hold instruments to which Equity Research relates, they are required to disclose their interests in Research reports. Any trades that analysts make must be in line with their recommendation(s), contained in the last published Research. An analyst is prohibited from producing a Research on an issuer if the analyst carries out activities for which he receives compensation from the issuer. If an analyst's household member / relative / relative in-law (within the second degree) serves in such a high capacity for the issuer (i.e. manager or director), the analyst has to inform IR Top's CEO and the analyst will cease covering the issuer.

POLICY: IR Top has in place a "Joint conflict management policy" in order to effectively manage any conflicts of interest, and an "Equity Research Policy", in order to rule research services in compliance with Parliament Regulation (EU) no.596/2014 and Commission Delegated Regulation (EU) no. 958/2016 on Market Abuse.

IR Top has adopted the "Joint conflict management policy" in accordance with best practice regarding "information barriers" to restrict the flow of information to prevent the misuse of information and/or prevent any conflicts of interest arising from other activities of IR Top. A copy of these policies is available to the recipient of this Research upon making a request to IR Top by e-mail.

DISCLAIMER: This report has been prepared solely for information purpose and is not intended as an offer or solicitation with respect to the purchase or sale of any financial products. It should not be regarded as a substitute for the exercise of the recipient's own judgment. IR Top does not accept any liability for any direct, consequential or indirect loss arising from any use of material contained in this report. This document may only be reproduced or published together with the name of IR Top. Opinions and estimates in this Research are as at the date of release and are subject to change without notice to the recipient. Information and opinions have been obtained from sources believed to be reliable, but no representation or warranty is made as to their accuracy or correctness. Past performance is not a guarantee of future results. The investments and strategies discussed in this Research may not be suitable for all investors. In any case, you should consult your investment advisor. This document is intended for distribution only to E.U. "qualified investors" and to "qualified counterparties" resident in Italy, within the meaning of article 2(1)(e) of the prospectus directive (directive 2003/71/EC) and Consob Reg. 16190, as subsequently amended and supplemented; its distribution in USA, Canada, Australia, Japan is not allowed. In Italy, this document is being distributed only to, and is directed at qualified investors within the meaning of article 100 of legislative decree no. 58 of 24 February 1998, as amended, and article 34-ter, paragraph 1, letter b), of Consob regulation on issuers no. 11971 of May 14, 1999, provided that such qualified investors will act in their capacity and not as depositaries or nominees for other shareholders, such as persons authorized and regulated to operate in financial markets, both Italian and foreign.

DISTRIBUTION: In the United Kingdom, this document is not for distribution to persons that would be defined as private customers under rules of the FSA; it is for distribution only to persons who: (i) have professional experience in matters relating to investments falling within article 19(5) of the financial services and markets act 2000 (financial promotion) order 2005 (as amended, the "financial promotion order"), (ii) are persons falling within article 49(2)(a) to (d) ("high net worth companies, unincorporated associations etc.") of the financial promotion order, (iii) are outside the United Kingdom, or (iv) are persons to whom an invitation or inducement to engage in investment activity (within the meaning of section 21 of the FINANCIAL SERVICES AND MARKETS ACT 2000) in connection with the issue or sale of any securities may otherwise lawfully be communicated or caused to be communicated (all such persons together being referred to as "relevant persons"). This document is not addressed to any member of the general public and under no circumstances should this document circulate among or be distributed to (i) a member of the general public, (ii) individuals or entities falling outside the definition of "qualified investors" as specified above or (iii) distribution channels through which information is or is likely to become available to a large number of persons.

IR TOP CONSULTING SPECIFIC DISCLOSURES: We disclose that IR Top acts as Investor Relations and Financial Communication advisor for the Company.