

Kartell

ALCOTT

parah

NOUBA



FAZZINI

ARMANI JUNIOR

ARMANI JEANS

PATRIZIA PEPE

MaxMara

EMPORIO ARMANI

SPORTMAX

PINKO

Santoni



ALVIERO MARTINI 1^A CLASSE

sergio rossi

MAX&Co.

BIKKEMBERGS

Del Mare 1911 MILANO

COLLISTAR



free people

KIDUIT

FERRE COLLEZIONI

GEOX



WEEKEND

MaxMara



LIU JO

MASON'S

FORTE DEI MARMI

persona by MARINA RINALDI



giglio GROUP S.p.A.

BRANDS' PARTNERS

Pierre Cardin

MARINA RINALDI

LOVE MOSCHINO



BOUTIQUE MOSCHINO

ITALIA INDEPENDENT

Folies BLUGIRL

CoolWay see | r

the Blonde Salad

john varvatos

TOSCA BLU BOMBERG

POLLIN

SILVIAN HEACH

U.S. POLO ASSN. SINCE 1890



STEFANO RICCI

Pantofola d'Oro 1886

SUPERGA

TRUSSARDI

PIQUADRO

MUSSE & CLOUD



Timberland



TUCANO

MUSSE & CLOUD

HAIRMED+



PHILIPP PLEIN

TOMBOLINI MADE IN ITALY



BOSCA OLTRE LO SPUMANTE DAL 1831

EVERTON 1947 Tea House



onia



FRATELLI ROSSETTI

FRATELLI Carli - DAL 1911 -



Ruchan

FRANCASA

AKAI

IVECO

AGOS



Grandi Salumifici Italiani





SEPTEMBER
2019

1 | COMPANY
OVERVIEW

2 | BUSINESS
OVERVIEW

3 | MARKET

4 | BUSINESS
MODEL

5 | TERASHOP

6 | COMPETITIVE AND
KEY ELEMENTS

7 | PARTNERS

8 | MANAGEMENT

9 | FINANCIALS

10 | DEVELOPMENT

11 | CLOSING
REMARKS

GIGLIO GROUP PROVIDES TO **FASHION, FOOD AND DESIGN** BRANDS A COMPLETE SERVICE FOR THE ONLINE SALE OF THEIR PRODUCTS (E-COMMERCE) WORLDWIDE, CHINA INCLUDED.

CREATION OF MONOBRAND E-STORES

PRODUCT POSITIONING
ON THE WORLD'S MAJOR
MARKETPLACES.
(es. Amazon)

MANAGEMENT OF
OFF SEASON STOCK



ORDERS

LOGISTICA.
4 HUB IN EUROPA,
USA E CINA.





**40% OF THE WORLD POPULATION,
2,81 BILLION PEOPLE, IN 2017,
MADE A PURCHASE ONLINE**

IT IS ESTIMATED THAT IN 2022, 3,20 BILLION PEOPLE WILL MAKE THEIR PURCHASES ONLINE



**4.5 BILLION PEOPLE
ACCESS INTERNET.
(OF WHICH 50% IN THE ASIA-
PACIFIC REGION)**



**3.9 BILLION PEOPLE
ACCESS INTERNET FROM A
MOBILE DEVICE**



**59% OF THESE PEOPLE
PURCHASES PRODUCTS ONLINE**

E-COMMERCE VALUE **WORLDWIDE** IN 2018: **\$ 2,875 BILLION**, + **12 %** if compared to 2017.

ESTIMATED E-COMMERCE VALUE WORLDWIDE IN 2022: **\$ 4,035 BILLION**

E-COMMERCE VALUE
IN 2018 - **ASIA-PACIFIC** REGION,
\$ 1,892 BILLION



E-COMMERCE IN **CHINA**:
1 BILLION USERS
\$ 855 BILLION IN 2018



GIGLIO GROUP'S POTENTIAL

EXPORT



\$ 462,8 BILLION
TOTAL VALUE OF
MADE-IN-ITALY EXPORTS
WORLDWIDE



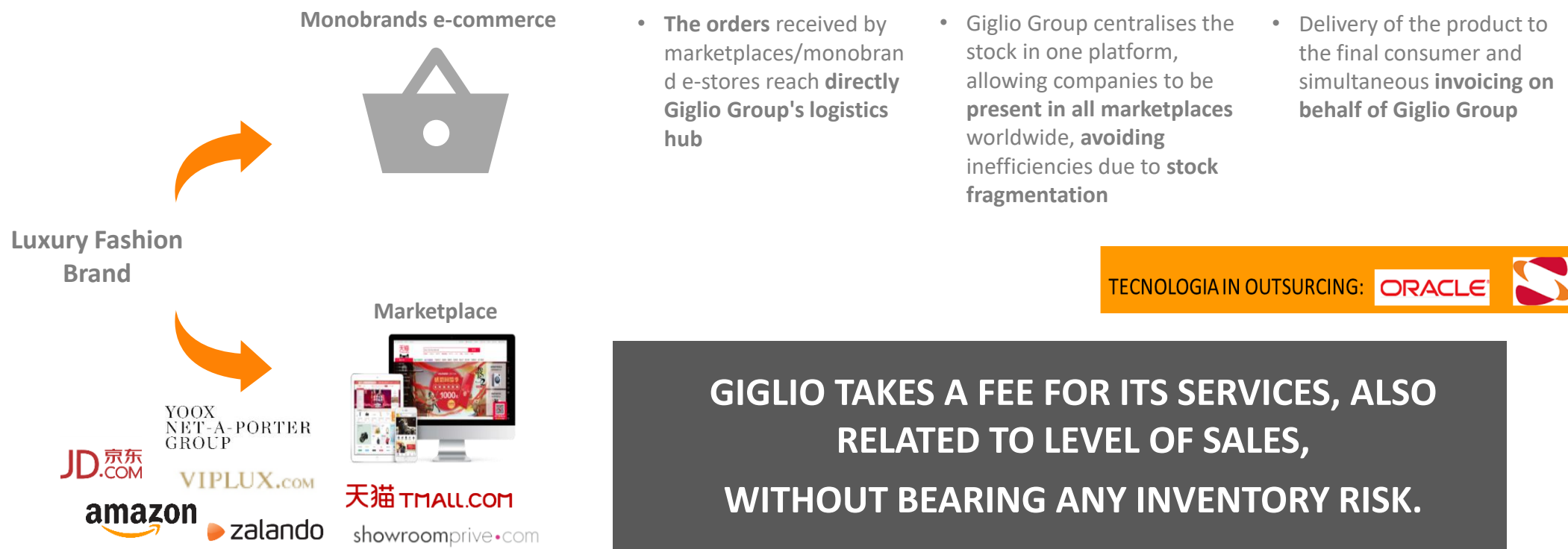
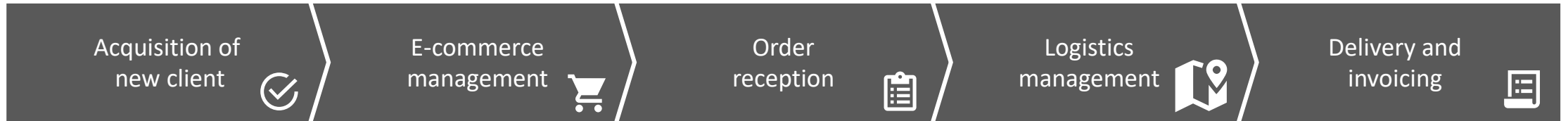
< 20%
ONLINE SALES' PERCENTAGE
ON TOTAL SALES IN THE
FMCG SECTOR WORLDWIDE



\$ 92,56 BILLION
POTENTIAL TURNOVER

E-COMMERCE SERVICES TO **FASHION, FOOD AND DESIGN** BRANDS.

A SUITE OF SERVICES FOR A COMPLETE OUTSOURCING OF ONLINE BRAND MANAGEMENT



12 September 2019: Giglio Group has signed a purchase agreement for the company **Terashop**, one of the major suppliers of outsourced e-commerce services in Italy.

GIGLIO GROUP'S ACQUISITION OF TERASHOP

Incorporation of active client base
Omni-channel marketing

Economies of scale
Costs reduction
Technology internalisation

Strengthening of workforce through highly-specialised resources

Expansion of commercial offer through more innovative features and solutions



COMPETITIVE:

AS OF TODAY, GIGLIO GROUP IS THE ONLY OPERATOR WORLDWIDE FULLY FOCUSED ON THE E-COMMERCE SECTOR THAT CAN GUARANTEE TO ITS CLIENTS A "COMPLETE-SUPPLY-CHAIN" SERVICE, AS WELL AS A 100% SELL-THROUGH RATE.



EXPERTISE

LOCAL
TEAM

ICP
LICENCES in CHINA.

BRAND-
AWARENESS
ACTIVITY

LOGISTICS HUB
IN CHINA, USA,
EUROPE

CONNECTION WITH
MAIN
E-COMMERCE
PLAYERS

DIGITAL
MARKETING
EXPERIENCE



WITH MORE THAN 100 PARTNER BRANDS, GIGLIO GROUP IS AMONG THE 50 MOST IMPORTANT MARKETPLACES IN THE WORLD

PARTNER BRANDS



MARKETPLACES



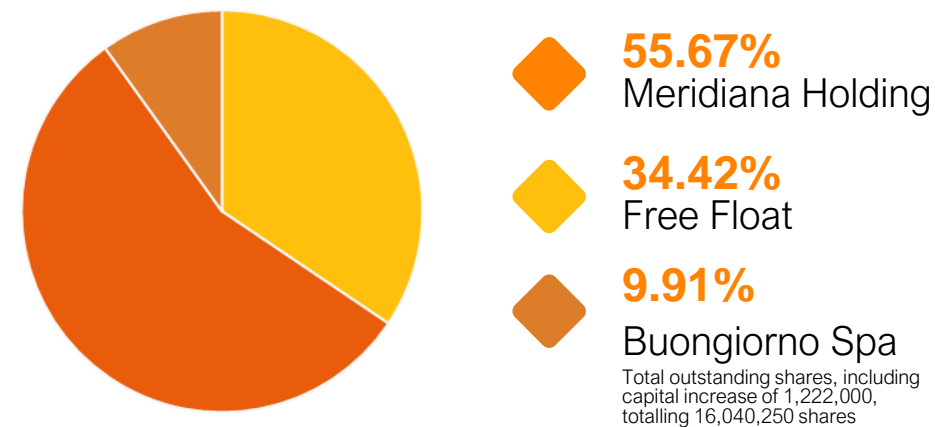


MANAGEMENT

Management and shareholders ID

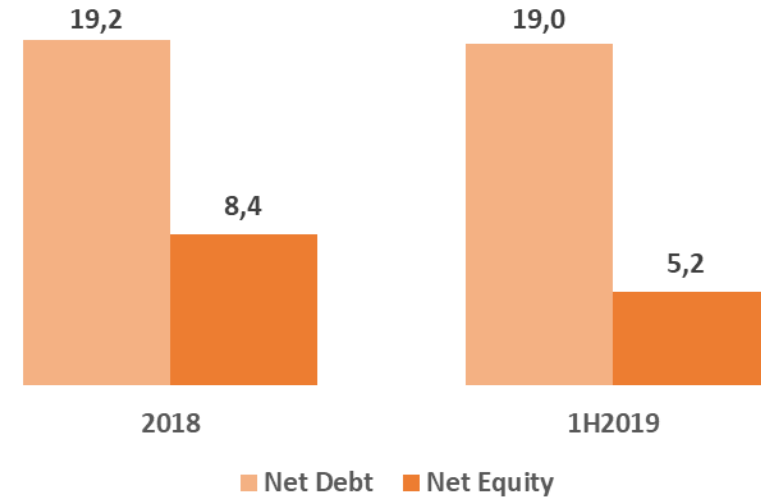
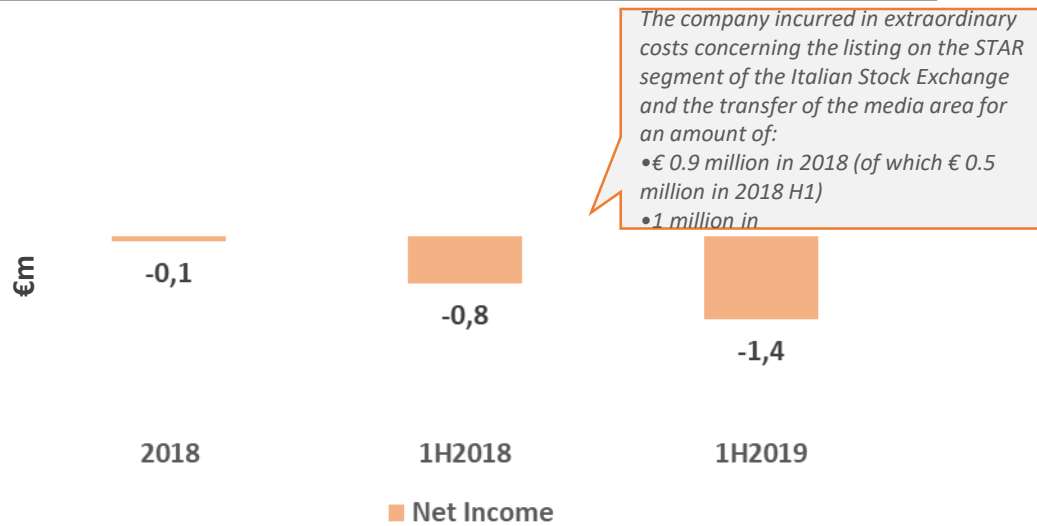
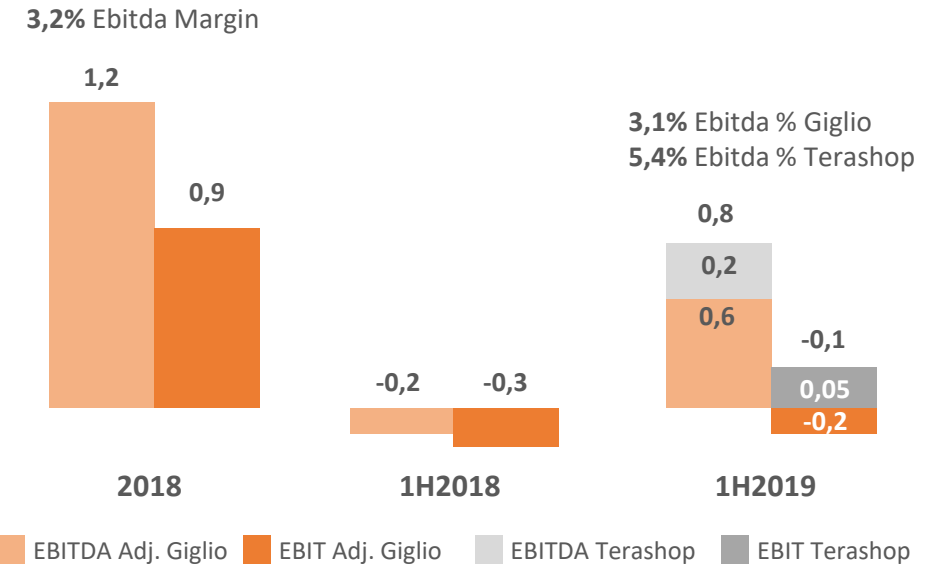
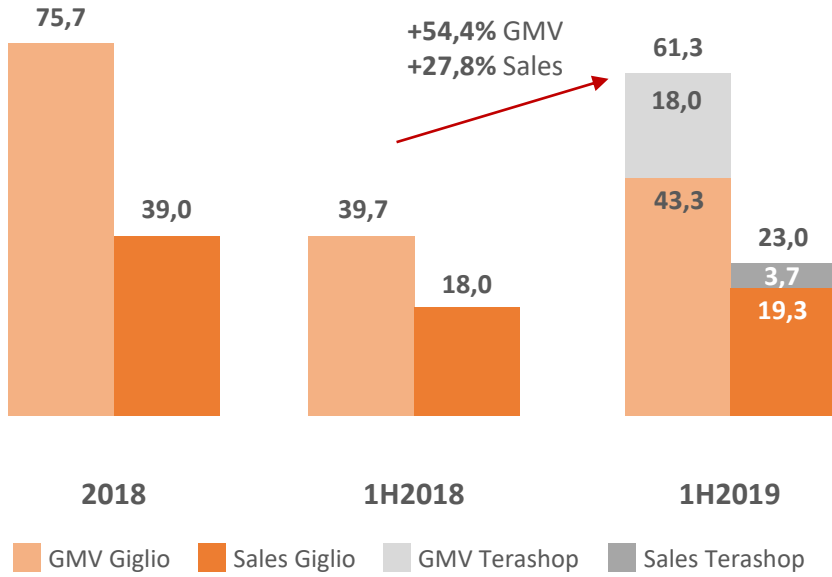
Alessandro Giglio

CEO & Founder Giglio Group SpA, Chairman of Meridiana Holding, Member of the Board of Directors of: Gruppo Iren, Iren Energia, and of Genoa's National Theatre.



STARTING FROM 20 MARCH 2018, GIGLIO GROUP IS LISTED ON THE STAR SEGMENT OF BORSA ITALIANA. TICKER: GGTV

KEY FINANCIALS (€m)



*EBITDA and EBIT adjusted to non-recurring costs

Net Income deriving from continuing operations adjusted to non-recurring costs

2019 H1 Net Debt adjusted to the effect of the application of IFRS16 accounting standard

KEY GROWTH DRIVER AND PROFITABILITY EVOLUTION

KEY GROWTH DRIVER

- **BRANDS BRANDS BRANDS. Enlarge portfolio and gain market share**
- **Cross-Fertilization between Distribution Channels;**
- **Consolidation in Europe and penetration in China;**
- **Marketplaces direct access, the next big thing**
- **New Sectors: FOOD and DESIGN**

PROFITABILITY EVOLUTION

- **Gaining fast long-term sustainable profitability > 15%**
- **2018 EBITDA Margin is influenced by expenses for tech platform development and business development**
- **2019 finalization of the Media Area transfer process**
- **2020 EBITDA Margin is expected to be around 12%.**
- **Targeting a lean organization by the end of 2019, in line with smaller complexity**

	2018	2021
PARTNER BRAND	100+	80+
GMV	€ 76 mln	€ 150+ mln
Of which China	6%	15+%
REVENUES	€ 39 mln	€ 70+ mln
EBITDA MARGIN	3%	12/13+%

2016-2018 CAGR > 100% → 2018-2021 CAGR 20+++%

2016-2018 CAGR 47% → 2018-2021 CAGR 20+++%

CLOSING REMARKS



Positioning

*High transaction value per brand
Double-digit growth*



Penetration in China

*Widespread presence
Creation of brand-awareness
Only licensed operator
ICP Licence*



Business Model

*Integrated Services
Vertical Offer
Connection between brands and marketplaces*



Know-How

*Industry know-how
Product know-how
Trust relationship
Marketplace project*



Technology

*Innovative
Proprietary
Flexible
Plug-and-play compatibility*



People

*High expertise
Specific skills
Tailor-made offer
Internal engineering team*

**GIGLIO GROUP SPA:
THE FIRST DIGITAL EXPORTER
OF MADE IN ITALY PRODUCTS
WORLDWIDE**

* Source:

- *Osservatorio e-Commerce B2C - Politecnico di Milano*
- *Brandz Top30 Most Valuable Italian Brands 2019*
- *Nielsen, 2018*
- *Number of digital buyers worldwide from 2014 to 2021, eMarketer 2018*
- *Worldwide Retail and Ecommerce Sales: eMarketer's Estimates for 2016–2021, 2017 eCommerce Will Pass a Key Milestone This Year, eMarketer 2017*
- *Asia-Pacific Retail and Ecommerce Sales: eMarketer's Updated Estimates for 2017–2021, eMarketer 2018 e Retail e-commerce sales in China from 2016 to 2022, Statista 2018*



Thank You