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Oggetto : GIGLIO.COM: REVENUES OF 12.8
MILLION IN THE FIRST QUARTER OF
2023, +32% COMPARED TO 2022

Testo del comunicato

Vedi allegato.

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PRESS RELEASE

GIGLIO.COM: REVENUES OF 12.8 MILLION IN THE FIRST QUARTER OF 2023, +32% COMPARED TO 2022

- **Sales revenues** of 12.8 million euros mark a net increase of +32% compared to the first quarter of 2022 and +85% compared to Q12021, confirming a solid long-term growth trend. Revenues for the quarter are therefore among the highest in the Company's history, second only to the last quarter of 2022.
- All business indicators show an excellent state of health and sustained growth. **Traffic** grew by 39% and **active customers** increased by 30% compared to the first quarter of 2022.
- The increasing focus on high-end product selections and decreasing discount policies led to a 13% increase in the **average selling price** compared to the same period of the previous year.
- For the sixth year, the **Financial Times has confirmed the Company's presence in the FT1000 (Europe's Fastest Growing Companies)**, the ranking of the thousand companies with the highest growth rates in Europe.

Palermo, May 8 2023 – GIGLIO.COM S.p.A. (**Company** or **GIGLIO.COM**) - a company operating in the online sales sector for multi-brand luxury fashion on a global scale, listed on Euronext Growth Milan - managed by Borsa Italiana S.p.A. - announces some summary indicators relating to sales Revenues in the first quarter of 2023, confirming the strong growth trend of the Company.

GIGLIO.COM closed the first quarter of 2023 with Sales Revenues of 12.8 million euros, a 32% increase compared to the same period of the previous year and +85% compared to the first quarter of 2021, confirming a solid long-term growth trend. Revenues for the quarter, therefore, are second only to those recorded during the last quarter of 2022, when, on Black Friday, the Company recorded one million euros in a single day.

These results are directly related to the exponential growth of the offer, i.e. the fashion collections available to customers. The Company, in fact, has leveraged the development of its Community Store, with the entry of new important partners - in addition to the 200 active ones - which have allowed it to almost double the value of

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the fall/winter 2022 season compared to the same season in 2021. Over 80,000 seasonal product pictures have been taken, exceeding the daily capacity of 1,500 pictures per day, while more than a million products have been published for sale.

While waiting to complete the brand new San Lorenzo center - which will also host the *Photo Studio Hub* - last January the Company already inaugurated its new logistics area, which occupies the first half of the 7,000m² of the San Lorenzo project, thus doubling its fulfillment capacity, which exceeded 200,000 orders in 2022.

The main indicators of business development show a strong growth trend in the quarter, with traffic volumes increasing by 39% compared to the first quarter of 2022 and, consequently, active customers increasing by 30%. This growth was supported by the development of international markets, with GMV showing the most impressive growth in North America (+40%) and MENA (+77%).

Finally, the Company confirms its focus on *high-end* product selections, marking a +13% of the average value of products sold compared to the same quarter of 2022. Compared to the first quarter of 2021, the intensification of relations with luxury brands has also allowed the Company to triple the revenues deriving from partnerships with brands, i.e. from marketing and communication visibility operations within its own assets.

"Our goals remain consistent with our ambitions. We continue along the growth path we have undertaken, demonstrating once again - with our achievements - that we have structured the Company with a rewarding business model capable of going against the declining trends our competitors are experiencing, but also capable of adapting to the difficult context of the industry and to the most hostile exogenous conditions." commented **Giuseppe Giglio, President and CEO of GIGLIO.COM.**

This press release modifies the financial calendar of corporate events for the 2023 financial year, with the following additions:

Event	Date
Board of Directors for the approval of the half-yearly Financial Report at June 30, 2023	September 26, 2023
Board of Directors for the approval of unaudited management accounts for the third trimester of 2023	November 7, 2023

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The press release is available in the Investors/Press Releases section of the giglio.com website.

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GIGLIO.COM - a Company operating in the online sales sector for multi-brand luxury fashion on a global scale - is a style destination that reaches its customers in over 150 countries, featuring some of the most prestigious fashion and luxury brands for women, men, and kids. The Company was founded in 1965 by the Giglio family, owner of high fashion boutiques in the city of Palermo, and in 1996 became the first online fashion store in Italy, placing itself among the pioneers of the sector in our country.

GIGLIO.COM is an international e-tailer operating in the fashion & luxury sector thanks to a proprietary platform, developed and managed internally with innovative technological solutions. Today GIGLIO.COM is a community of independent boutiques that share the same values by constantly dedicating themselves to the quest for beauty and innovation and offering collections by the most creative and iconic designers.

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