



RIBA MUNDO TECNOLOGÍA

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€434 MLN CONSOLIDATED REVENUES IN 2023 (+32% YoY)

Successful business development and implementation of strategic guidelines

Valencia, February 13th 2024

The Board of Directors of **Riba Mundo Tecnología S.A.** (the "Company" or "Riba Mundo") - tech company specialized in Big Data for the B2B segment of consumer electronics - met today to review the preliminary consolidated Revenues¹ FY 2023.

In FY 2023, consolidated Revenues amounted to approx. **€434 million**, marking a +32% YoY growth compared to €329 million in FY 2022. Orders grew approx. 83% YoY from 30,205 in FY 2022 to 55,228 in FY 2023, and units sold increased approx. 97% YoY from 2,141,739 units in FY 2022 to 4,227,374 units in FY 2023. It is worth highlighting the sales increase in product categories different from those that represent the core business, confirming the positive diversification strategies adopted by the management.

Marco Dezi, CEO of Riba Mundo Tecnología S.A., commented: *"FY 2023 showed Revenues increasing to €434 mln, confirming the growth trend ongoing since the early years of the Riba Mundo Tecnología project. The 32% YoY growth in Revenues confirms the success of our business model, especially considering the macro environment and our peers' performance. The results, in line with the company's expectations, prove our right positioning in relation to the 'core' product categories and validate our strategic decision to diversify the product portfolio. More specifically, the 83% YoY growth in orders signals that our loyal customers keep on turning to Riba Mundo from all over the world and also from those remote places where average orders are smaller; ultimately, the 97% YoY growth in units sold indicates that Riba Mundo is successfully applying its strategy of product category diversification focused on the entire ecosystems of accessories."*

This press release is available on the website of Riba Mundo Tecnología, investors.ribamundotecnologia.es, in the Investor Relations section and on www.1info.it.

Riba Mundo Tecnología

Riba Mundo Tecnología S.A., listed on Euronext Growth Milan (ISIN **ES0105724001**, ticker **RMT**) is a tech company specialized in big data, is active in consumer electronics B2B trading on a global scale. The core business is mainly focused on the category of smartphones and tablets, with the progressive expansion covering also entertainment and computing devices. Incorporated in 2018 with legal, operational and logistical headquarters in Valencia (Spain), the Company has developed MarVin, a proprietary big data software designed according to data-driven criteria for the optimisation of purchasing, sales and demand forecast generation processes, in order to ensure the efficiency of consumer goods inventory management. Distributing in more than 45 countries, with a team of around 70 employees and a base of more than 1,000 international customers, Riba Mundo has proven to have developed an innovative and efficient business model capable of generating high growth. In 2022, total revenues exceeded **EUR 329 million**, reporting a **CAGR 2019-2022 of +109%**, EBITDA stood at **EUR 7.5 million**, up 92% compared to 2021.

¹ Unaudited Preliminary Data



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