



## PRESS RELEASE

# GIGLIO GROUP EXPANDS ITS E-COMMERCE REACH TO THE FOOD SECTOR

Milan, 24 September 2019 – **Giglio Group** (Ticker GGTV), the company that manages the e-commerce platforms of Italy's most important Fashion and Design brands, taking care of all its related activities, is now expanding its services also to the Food sector.

The Group, listed on the MTA-STAR segment of Borsa Italiana, has signed partnership agreements with major brands such as **Riso Scotti, Fratelli Carli, Generale Conserve, Bosca and Everton**. These prestigious names go to join others such as **Cameo, Fabbri**, and (for the rewarding system) **Grandi Salumifici Italiani**, already present in its portfolio thanks to the recent purchase of Terashop, one of the major providers of outsourced e-commerce services in Italy.

The entrance in the Food sector represents the beginning of a new line of business in a strategic and symbolic sector for Made-in-Italy products, offering to web consumers all around the world an easy access to the best Italian food products, now available from the main marketplaces' showcases.

This expansion is in line with the strategic objectives of the Industrial Plan (2019-2023) of the Group, which continues to expand its offer to new product categories in an effort to become the biggest Italian digital distributor of Made-in-Italy products worldwide, with a unique brands' portfolio and an increasingly innovative services' offer. All of this is made possible thanks to the complex organisation built by the Group, who relies on an international team of professionals and logistics infrastructures based on four main hubs (in Italy, China and the USA) and on the innovative technology that is constantly being improved and developed. Currently, 100 Italian brands have already decided to entrust Giglio Group with the management of their online sales on the more than 50 showcases owned by the Group in the world's main marketplaces.

**Alessandro Giglio, Chairman and CEO of Giglio Group**, commented – *“Ten years ago, the Food sector had to face a major change: to approach the large-scale retailing in a world in the hands of wholesalers. Despite the initial scepticism of many operators in the sector today, after many years, we are now facing a further and more radical change: the entrance of e-commerce in the food world. For companies in this sector, it is paramount to seize this new and great opportunity”*.

As a matter of fact, in 2018, the e-commerce value amounted to \$ 2,875 billion (+12% if compared to 2017). Over the same period, in the Asia-Pacific region, its value amounted to \$ 1,892 billion, with \$ 855 billion only in China. Growth estimates show that in 2022 the sector will reach \$ 4,035 billion. Made-in-Italy products sold abroad amount to \$ 462,8 billion per year and, as of now, online sales represent 20% of the FMCG sector. Only in Italy, the online Food sector recorded a +39% increase over the last year (source\*).



### Information on Giglio Group:

Founded by Alessandro Giglio in 2003 and listed on the STAR segment of Borsa Italiana ever since 2018, Giglio Group is the leading company for the design, creation and management of e-commerce platforms of Italy's most important Fashion, Design, Lifestyle and Food brands. The Company is based in Milan, but it is also present with offices in New York, Shanghai, Hong Kong, Rome, Lugano and Genoa.

Thanks to its remarkable expertise, Giglio Group accompanies its customers in the online distribution of their products through a unique platform which, starting from the implementation of fully tailor-made and managed monobrand e-store, automatically connects them to world's major marketplaces. This is the uniqueness of a widespread digital distribution service that ensures 100% products' sale.

### FOR FURTHER INFORMATION

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### 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*