



EDILIZIA ACROBATICA®

Le soluzioni arrivano dall'alto!

HY 2022

It all began in the early 90s, when Riccardo Lovino, a skipper of Genoa accustomed to moving at high altitudes to carry out maintenance on the masts of boats, found himself in front of a friend who had to solve the problem of a gutter to be repaired in a poorly accessible spot. Riccardo proposes to do the job himself, climbing up the roof with the ropework technique. In a few hours the problem is solved and the Founder of Edilziacrobatica® gains a bottle of wine and, above all, an idea: rope works allow to intervene effectively outside the buildings with enormous advantages in terms of time and money that traditional construction cannot offer.

SEEING THE ENTHUSIASM AND GRATITUDE THAT CAME OUT OF MY SPEECH, I SAW THE OPPORTUNITY OF A USEFUL SERVICE FOR MANY PEOPLE: TO MAKE SIMPLE WHAT WOULD BE COMPLICATED IN ANOTHER WAY, WITH BOTH ECONOMIC AND EFFICIENCY ADVANTAGES".



THE SERVICES

**AVERAGE ORDER SIZE 2022:
€ 6.100**

**BUILDINGS WITH MORE THAN 3
FLOORS**



Securing and Prompt intervention

- ✓ Removal of rickety objects of the building: façade, ledge, balcony, tiles removal
- ✓ Prompt intervention includes all the services that are provided urgently

Renovation

- ✓ Restructuring and maintenance of facades, balconies and ledges
- ✓ Maintenance and replacement of gutters and downspouts: cleaning services and repair and replacement services.

Installation

- ✓ Execution of hydraulic system
- ✓ Installation of bird net installation
- ✓ Installation and maintenance of life lines
- ✓ Installation of advertising billboards and various installations

Building cleaning

- ✓ Cleaning of walls and facades (glazing and/or cladding panels)
- ✓ Cleaning of roofs
- ✓ Cleaning of solar panels and windmills
- ✓ Cleaning of gutters and downpipes

Monuments

- ✓ Restructuring of monuments and historical buildings



Proofing

- ✓ Removal of localized infiltrations or the complete rebuilding of the waterproofing system that may concern balconies, roofs, ledge and hedges

Maintenance

- ✓ Ordinary maintenance of hedges as well as the rebuilding

Rebuilding

- ✓ Removal or encapsulation of slate and asbestos slabs (carried out by qualified employees subcontracted to specialized and authorized companies in the industry).

Sanitization and Multiservices

- ✓ Cleaning and disinfection cycle with sanitising detergents using mechanical nebulisers for large surfaces and small nebulisers for small surfaces, to achieve an optimum result and preserve the condition of the treated surfaces.

Energy Efficiency

- ✓ energy efficiency, anti-seismic interventions, installation of photovoltaic systems



FAMILIES

The best opportunity for families is that you can plan the work and, consequently, the expenses. You can also schedule a maintenance plan of your condominium; This will be very useful to avoid irreversible damages that would cause higher expenses.



BUILDING MANAGER

Our assistance service for condominium administrators will help you discover the advantages of rope access. We offer prompt technical support, innovative solutions and management of the construction work in all its aspects, from the request of a quote to the completion of the site.



GREAT WORKS AND MONUMENTS

Working at height with rope access we perform jobs on monuments and historical buildings without disturbing tourists. For example, our rope access technicians worked on Ponte Vecchio in Florence, on the Roman Forum and the Rocca Salimbeni in Siena.



CORPORATE AND HOTELS

Nowadays, image is more important than ever in the tourist industry. If a structure appears neglected or unidentified, it will adversely affect public opinion and online reputation. With a restyling of your hotel with work done on the facades, your business won't need to close for even a single day.

OUR CUSTOMERS

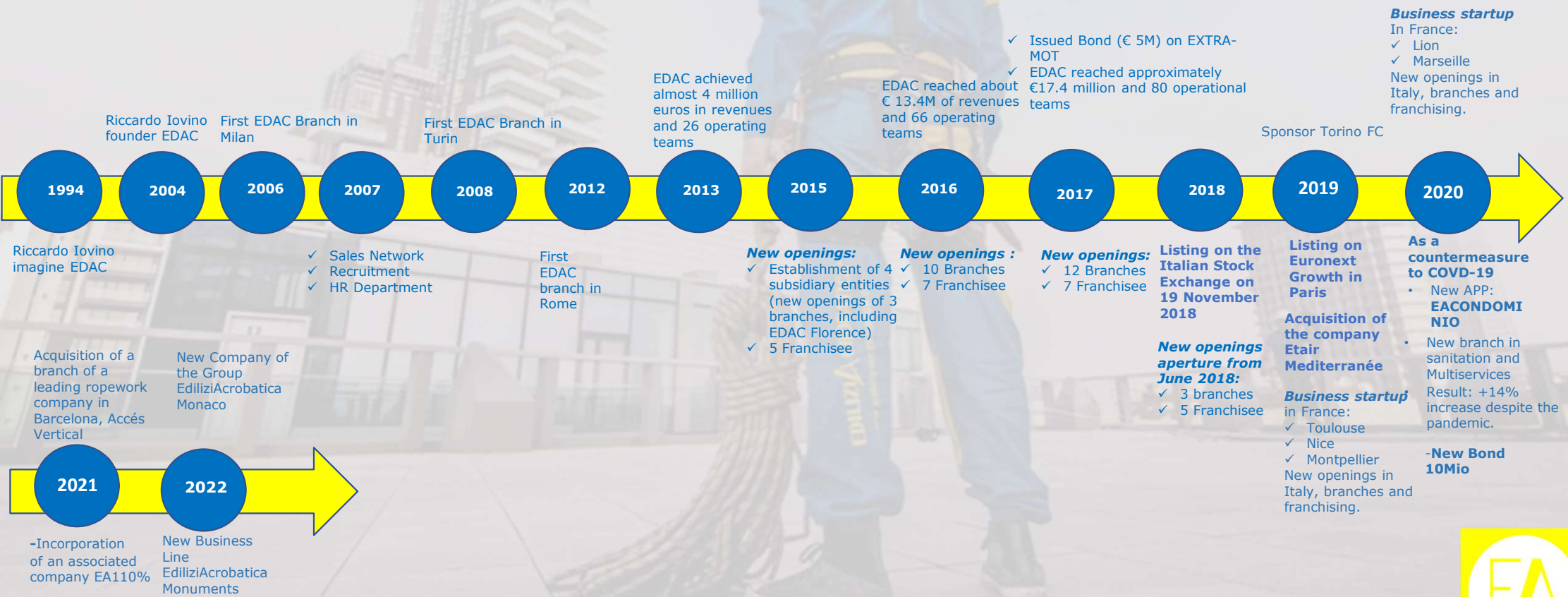
We take care of all our customers



THE REAL STRENGTH
OF
EDILZIACROBATICA®
IS PEOPLE



EDAC AT GLANCE



EDAC TODAY

THE LEADING PLAYER IN THE OUTDOOR MAINTENANCE (ITALY & FRANCE)

❖ SUPERIOR AND INNOVATIVE MARKET OFFERING COMPARING TO THE TRADITIONAL OFFERING



FASTER



CHEAPER



SAFER



GREENER

❖ HUGE POTENTIAL ADDRESSABLE MARKET TO CONQUER

From Italy



to France



To Spain



to EU



❖ SCALABLE BUSINESS MODEL DRIVEN BY PROCESS STANDARDISATION AND MACRO-DATA ANALYSIS, WHICH HAS ALWAYS BEEN READY TO EMBRACE MARKET OPPORTUNITIES.



4
PoS in
2013



120
PoS in
2022



27

Acrobatic workers in 2013



1070

Acrobatic workers in
2022

❖ GROWING TEAM OF TRAINED PERSONNEL DRIVEN BY PERFORMANCE



EDAC AT GLANCE

EdiliziAcrobatica S.p.A. ("EDAC" or "the Group») is specialized in outdoor maintenance and renovation of residential buildings and architectural structures through the double rope safety tool, offering the following services:

- Securing and Prompt intervention
- Renovation
- Installation
- Building cleaning
- Proofing
- Maintenance
- Rebuilding
- Multiservices
- Sanitization

at 30.06.2022

534

Number of Acrobats

at 30.06.2022

1.070

Total Number of Business Units

at 30.06.2022:

120

Total resources

at 30.06.2022

1.468



Italy at 30.06.2022

80



BRANCHES

30



FRANCHISEE

France and Monaco at 30.06.2021

8



BRANCHES

8

Spain at 31.12.2021

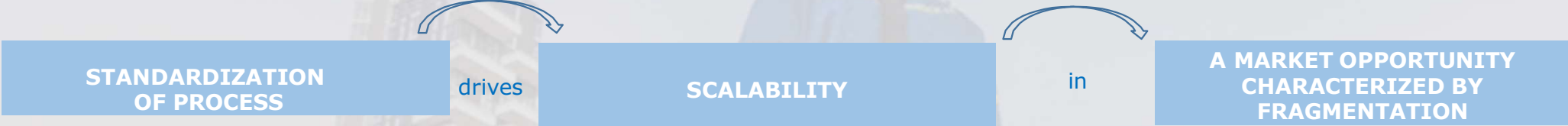
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BRANCHES



SCALABLE BUSINESS MODEL DRIVEN BY STANDARDIZATION OF PROCESS AND SEIZING MARKET OPPORTUNITY



Area Manager



Sales manager



Operation manager



Technical sales rep



1 to 3

Operational teams



1 to 6

	# Squadre Operative	# Sedi operative	# Acrobatici
2013	26	4	27
2014	37	5	49
2015	48	13	79
2016	66	30	110
2017	80	49	180
2018	145	70	306
2019	188	83	376
2020	268	100	536
2021	471	115	942
30/06/2022	534	120	1070

Italian Market of Residential buildings with ≥ 3 floors → 4,12M

19 companies with Revenues < € 5M

HR + MARKETING

at 30.06.2022

- **71.473 Training hours+ Group FB Wallman**
- **42.594 Curriculum**
- **5.435 Questionnaires**
- **2.453 Interview**
- **385 Hirings (Group)**

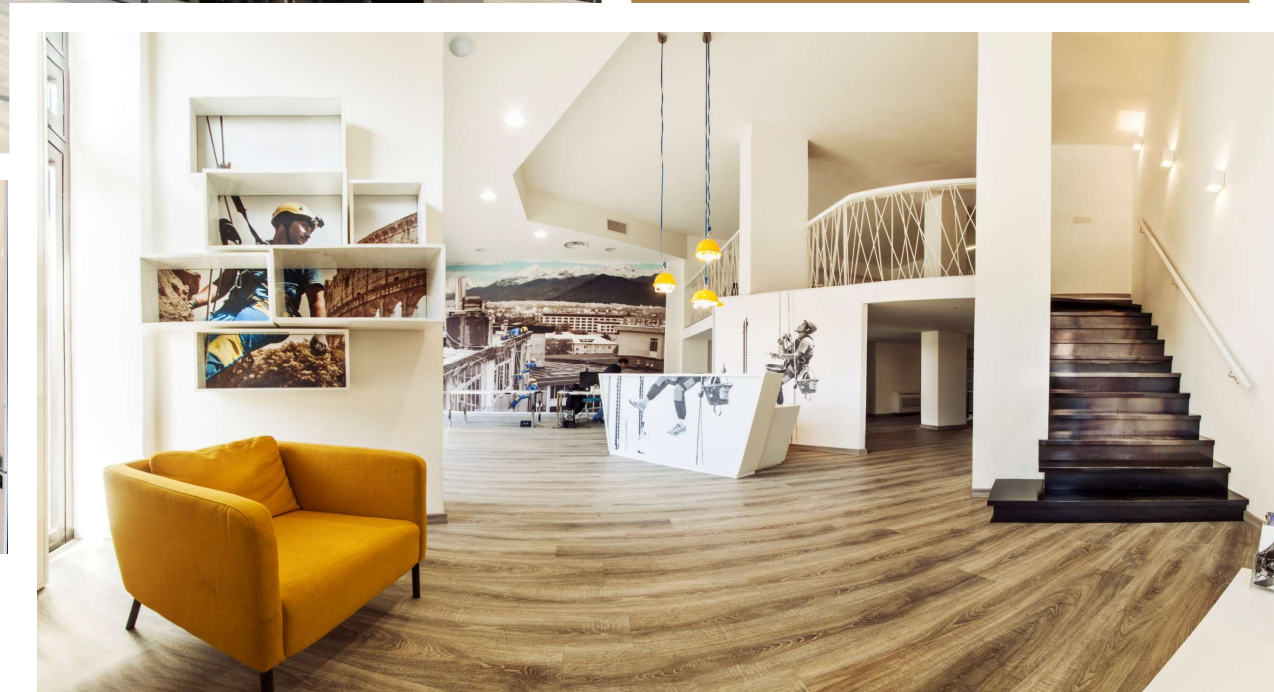


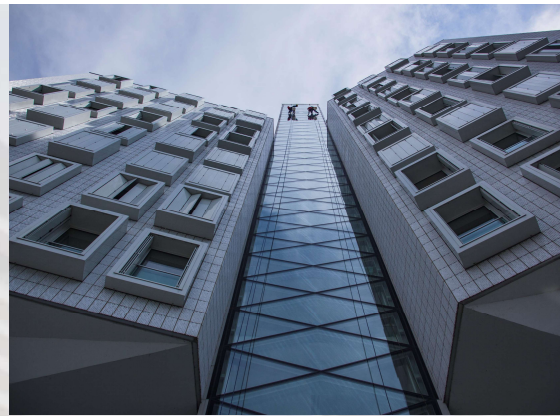
- **944.831 Sessions**
- **476.631 Web Searches**
- **1.411 Media e Press rele**
- **35% Impact on leads**





OUR POINT OF SALES

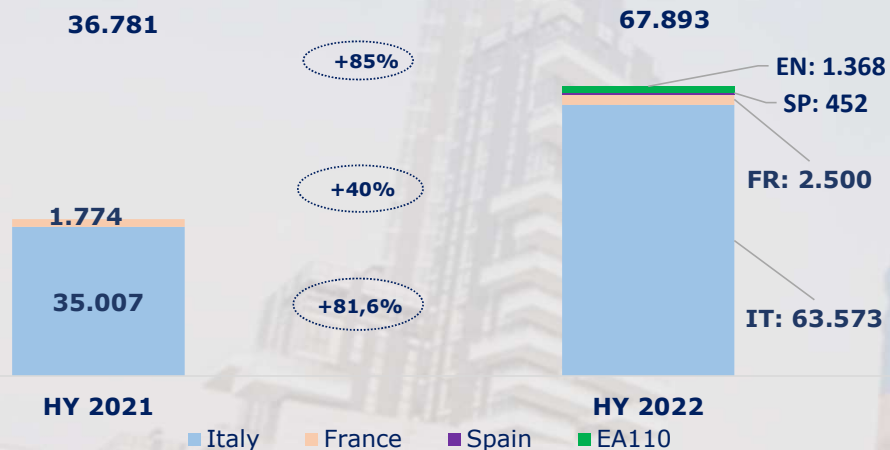




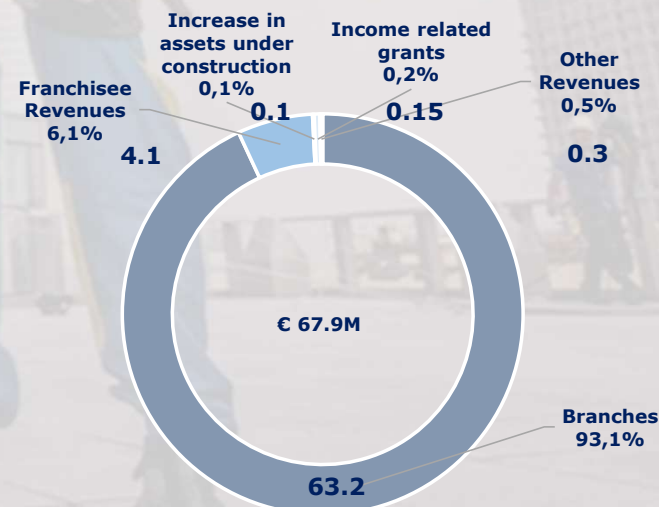
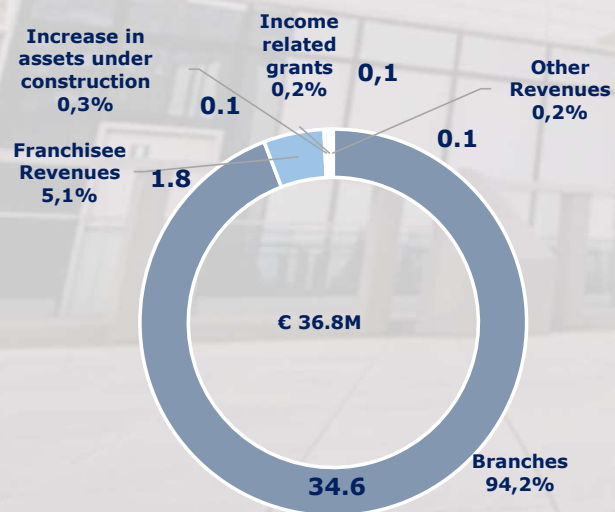
OUR INTERVENTIONS

REVENUES ANALYSIS

CONSOLIDATED REVENUES (€/000) – HY 2021 / HY 2022

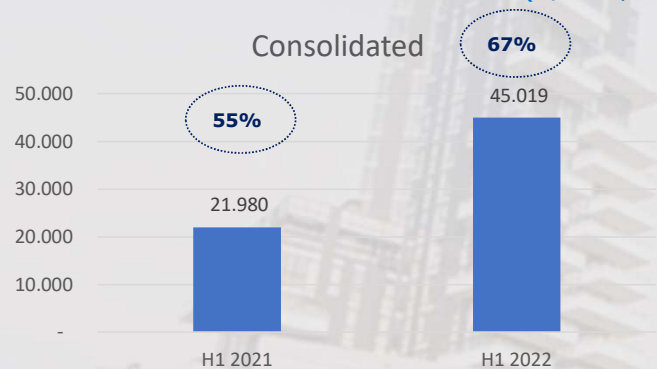


CONSOLIDATED REVENUES BREAKDOWN– HY 2021 / HY 2022



CONSOLIDATED CONTRACT MARGIN & EBITDA ANALYSIS

CONSOLIDATED CONTRACT MARGIN (€/000; %) – HY 2021 / HY 2022



EBITDA (€/000; %) – HY 2021 / HY 2022

Margine EBITDA :

6.960

IT: 7.376

HY 2021

FR: -416

+326%

+313%

+155%

Margine EBITDA :

21.767

HY 2022

EN110: 45

SP: -156

IT: 22.113

FR: -234

TOT ITA + FRA + SP + EA110 – HY 2021: 6.960

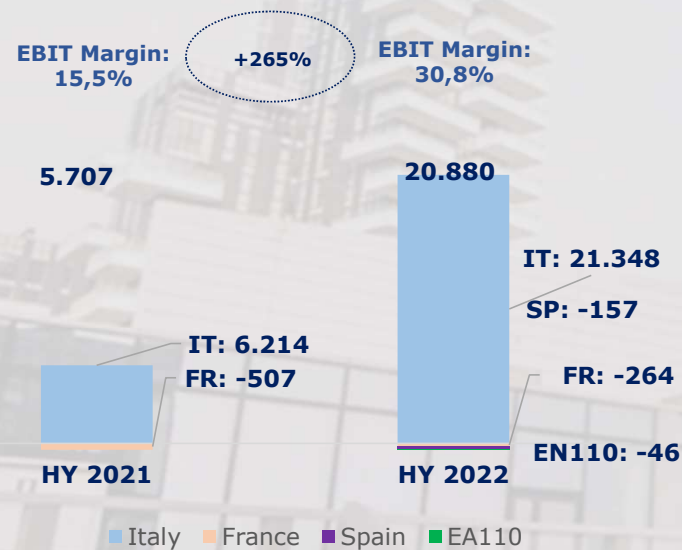
19% of Revenues

TOT ITA + FRA + SP + EA110 – HY 2022: 21.767

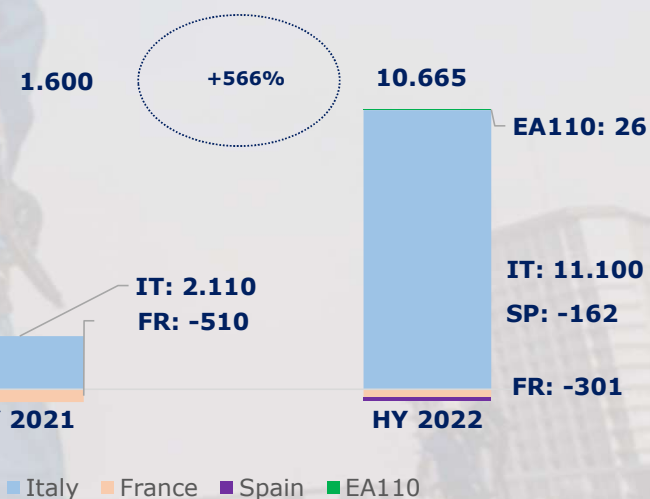
32% of Revenues

EBIT AND EARNING ANALYSIS

CONSOLIDATED EBIT (€/000;%)
- HY 2021 / HY 2022



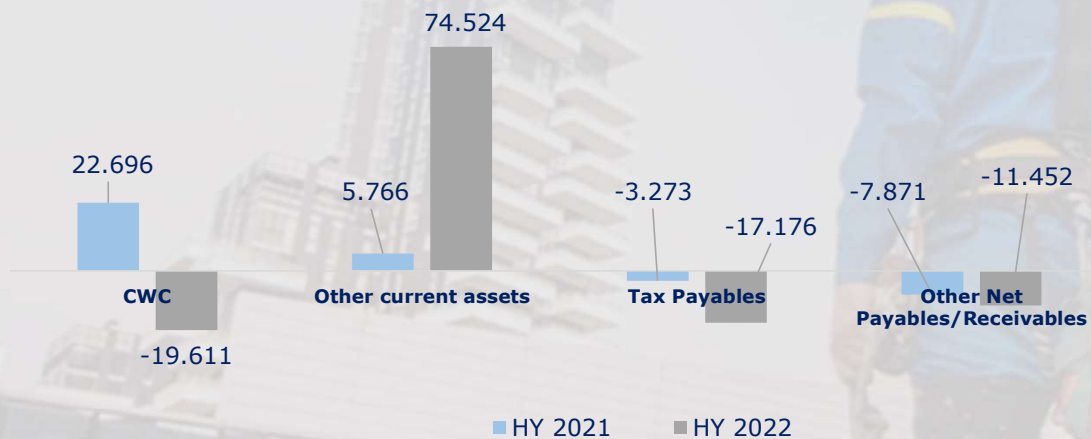
CONSOLIDATED NET INCOME (€/000;%)
- HY 2021 / HY 2022



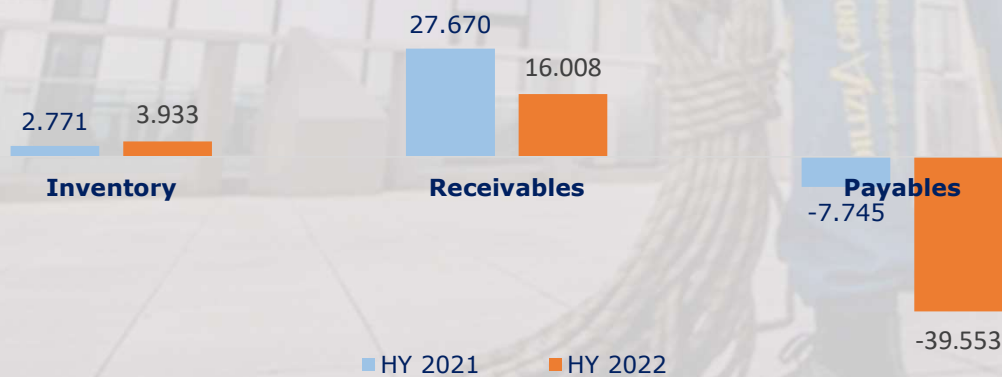
NET WORKING CAPITAL

NET WORKING CAPITAL (Euro/000) – HY 2021 / HY 2022

NWC HY 2021: € 17.318k
 NWC HY 2022: € 26.283k

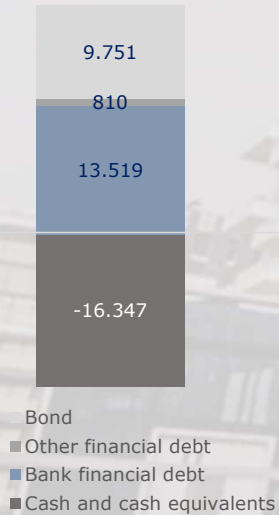


COMMERCIAL WORKING CAPITAL (Euro/000) – HY 2021 / HY 2022



NET FINANCIAL POSITION and EQUITY ANALYSIS

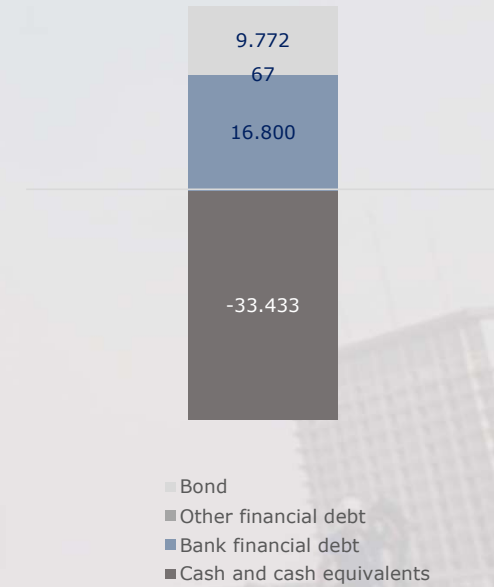
HY 2021 NFP BREAKDOWN



NFP (+debt/(cash) (Euro/000) – HY 2021/ HY 2022



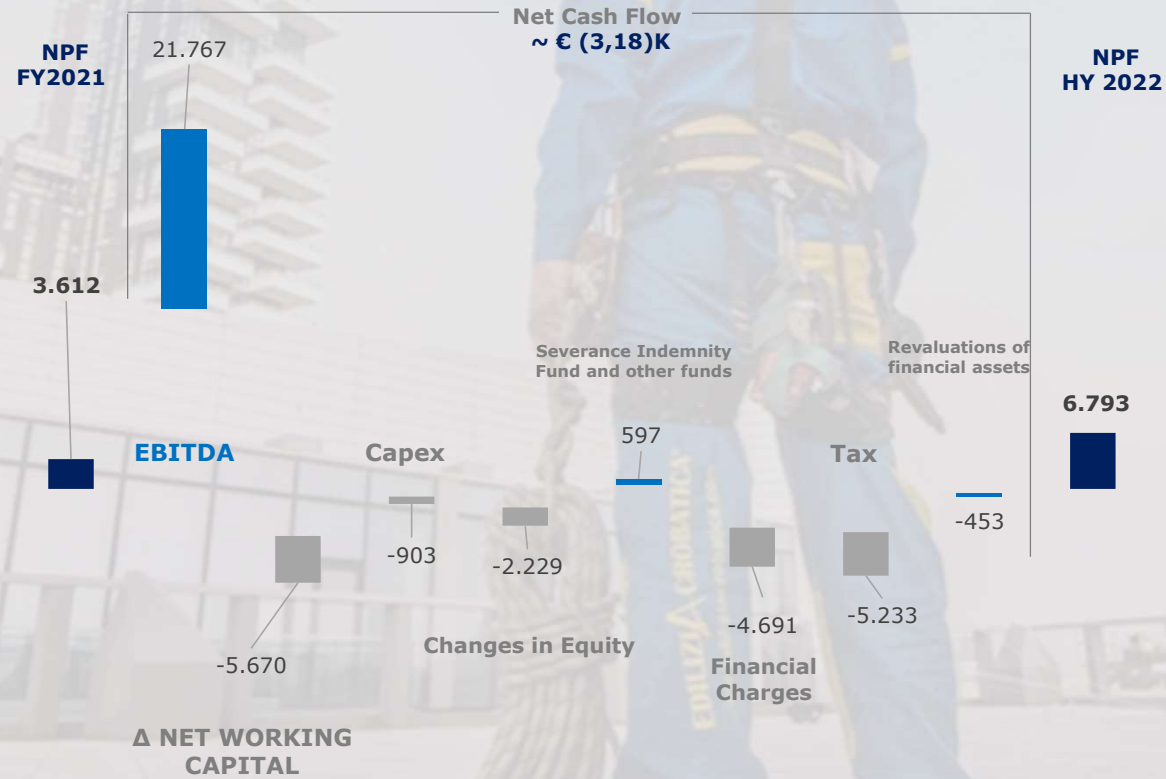
HY 2022 NFP BREAKDOWN



Equity (Euro/000) – HY 2021 / HY 2022



CASH FLOW ANALYSIS FROM 01 JANUARY TO 30 JUNE



STOCK PERFORMANCE

Market: Euronext Growth Milan
Ticker: EDAC
Shares: 8.235.685

Price (31/12/2021): €17,55
Market Cap (31/12/2021): ~ €140,9 M
Avg. Volume: 18.602 shares

Price (25/11/2022): €15,36
Market Cap (25/11/2022): ~ €126,5 M
Avg. Volume: 16.226 shares

IPO PRICE: €3,33

IPO PROCEEDS:
€5,7M





EUROPEAN EXPANSION PROJECT

How the market is made ...

- Small to medium-sized companies on rope
- Average turnover between 1 and 3 million
- Operating in the residential and industrial sectors

EdiliziAcrobatica's Expansion... how?

- Creating a network of small and medium-sized companies to be incorporated into the Group
- Keeping the entrepreneur within the group with the objective of grow the business at the pace of EdiliziAcrobatica.

Thanks to synergies and a Group like EA, the affiliated companies benefit:

- Proven commercial system with a ten-year history of data
- Highly specialised Recruiting & Training Department
- Digital Marketing
- IT systems (CRM, ERP, Management Control System, HR Management)



EdiliziAcrobatica: ESG profile e Highlights

- The ESG path of EdiliziAcrobatica is the result of a formal process that began in 2020. From a substantial point of view, sustainability was already integrated into the business model and into the original idea that gave life to the company.
- The main feature of EdiliziAcrobatica's business is its low environmental impact, especially when compared to that of traditional construction. The company nonetheless monitors environmental KPIs, uses energy from renewable sources for headquarters and offices, is replacing the fleet with electric vehicles and is implementing a policy for the end-of-life of the materials used.
- On the Social side, perhaps the most relevant for the characteristics of EdiliziAcrobatica, the management pays great attention to gender policies, training, social responsibility and the communities in which it operates. The issue of safety is particularly sensitive, addressed with continuous certifications and training.
- On the Governance front, since 2020 the issue of strengthening the management structure, the adoption of Law 231 and the implementation of an ESG framework, whose ESG Policy was approved by the BoD on 22 December 2020, have been a priority.

ENVIRONMENT

The business of EdiliziAcrobatica is characterized by a reduced environmental impact, especially when compared to that of traditional construction in terms of greenhouse gas emissions, energy consumption and use of water resources



SOCIAL

EdiliziAcrobatica has always attached great importance to respect for human rights, health and safety, the development of human capital, training and support for local communities



GOVERNANCE

EdiliziAcrobatica has strengthened the sustainability governance structure, setting up a dedicated committee, developing an ESG framework and implementing the «ESG Policy»





A naturally sustainable service and a responsible approach that pursues the well-being and satisfaction of its internal and external stakeholders; Rated 19.2 - LOW by Sustaynalitics

Environment



- New Environmental Certificates
- Green mobility plan
- Energy Acrobatica 110 srl
- LCA - Tetis: lower energy consumption up to 68% and lower global warming up to 76%
- Implementation of a plan aimed at recycling the materials used

Social



- 104.044 training hours
- Number of employees grew by 41,8% compared to 2020
- D&I: 33,3% of women in management position and 40% of women in the Board of Directors
- Definition of Community Relations and Supplier Diversity Policy
- Staff engagement to make EDAC more sustainable in everyday life

Governance

- Membership of the UN Global Compact
- ESG Comitate
- Implementation of 231 and integration into the organizational model, appointment of the ODV
- Approval of 9 high ESG value policies
- CRM & ERP implementation



Headquarter Viale Brigate Partigiane 18/2A -16129- Genova (Italy)

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Monaco Athos Palace 2 Rue de la Lujerneta –98000– MC Principauté de Monaco

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