

ACROBATICA

EDILIZIACROBATICA®
1°
giorno di quotazione
Borsa Italiana
EA

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ABOUT US

A light gray world map is shown in the background. Several regions are highlighted in a solid blue color: France, Spain, Italy, Monaco, Saudi Arabia, and Nepal. The rest of the world map is in a light gray tone.

EdiliziAcrobatica is the leading company in Italy and Europe in the field of operational construction in **double safety rope**.

We operate with more than 130 branches in **Italy, France, Spain, Monaco, United Arab Emirates, Saudi Arabia, Nepal**

It all began in the early 90s, when Riccardo Iovino, 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 Ediliziacrobatica 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”

In 2007 when Anna Marras joined the Group, the real turning point in the business was sanctioned with the creation of a sales network, the creation of an internal HR department focused on people and the continuous recruitment of talents.





AVERAGE ORDER SIZE 2022
€ 7K

OUR SERVICES

BUILDINGS WITH MORE THAN 3 FLOORS

SECURING AND PROMPT INTERVENTION

Prompt intervention includes all the services that are provided urgently, such as removal of rickety objects of the building.

RENOVATION AND MAINTENANCE

Restructuring and maintenance of facades, balconies and ledges. Ordinary maintenance of hedges as well as the rebuilding.

BUILDING CLEANING

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

PROOFING INTERVENTION

Removal of localized infiltrations or the complete rebuilding of the waterproofing system that may concern balconies, roofs, ledges and hedges.

NEW BUSINESS



Cleaning, maintenance and sanitation services for public and residential buildings.



Restructuring of monuments and historical buildings.



Wind turbine maintenance, repair and cleaning.



Energy efficiency, anti seismic interventions, installation of photovoltaic systems.

OUR CUSTOMERS



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, 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 HOTEL

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.



**THE REAL STRENGTH OF EDILIZIACROBATICA IS
PEOPLE**

ACROBATICA

EDILIZIACROBATICA AT GLANCE



1994

Riccardo Iovino imagined Acrobatica



2004

Riccardo Iovino founded Acrobatica



2007

Anna Marras joined the company. **Sales Network, Recruitment, HR Department**



2013

EDAC achieved almost 4 million euros in revenues and 26 operating teams



2015

Launch of the franchising project



2016

EDAC reached about € 13.4M of revenues and 66 operating teams



2018

Listing on the Italian Stock Exchange

EDILIZIACROBATICA AT GLANCE



2019

Acquisition of the French company Etair Mediterranée
Listing on Euronext Growth in Paris



2020

New App: EACONDOMINIO

New branch in sanitation and Multiservices



2021

Acquisition of a branch of a leading ropework company in Barcelona, Accès Vertical.



2022

Founded a new company of Acrobatica in Monaco. New Business Line Acrobatica Monuments



2023

Acquisition of 51% of Enigma Capital Investments LLC, an Emirati holding company based in Dubai.

FACTS AND FIGURES



+17.000
construction sites

Opened in 2022



+142
milions

Value of contracts
signed in 2022



+ 2.200
people

joined the Group



+120
branches

In 4 European
Countries

Updated as of December 2022. The number of people takes into account the acquisition of the Emirati company Enigma Capital Investments LLC in March 2023.

EDILIZIACROBATICA TODAY

- Superior and innovative market offering comparing to the traditional offering
- Huge potential market to conquer
- Scalable business model driven by process standardisation and macro-data analysis
- Growing highly trained team driven by performance



FASTER



CHEAPER



SAFER



GREENER



ITALY



FRANCE



SPAIN



MONACO



DUBAI



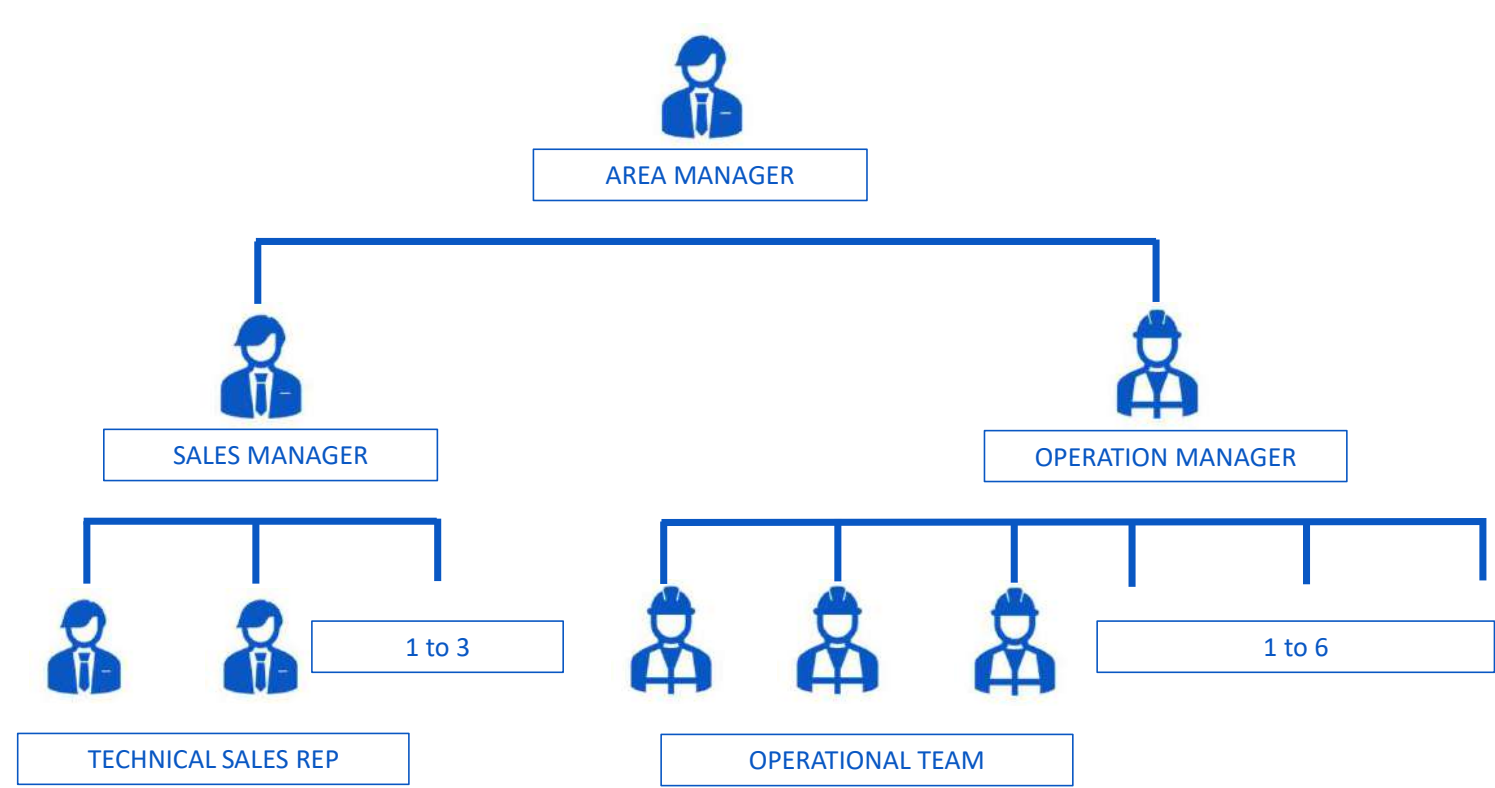
NEPAL



SAUDI
ARABIA

ACROBATICA

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



31.12.2022

ITALY 📍 83 BRANCHES, 30 FRANCHISING

FRANCE & MONACO 📍 8 BRANCHES

SPAIN 📍 2 BRANCHES



HR & BRAND



• 109.480 Training hours



• 87.913 Curriculum



• 11.144 Questionnaires



• 5.525 Interview

• 725 Hiring



• 2.412.332 Sessions

• 1.048.805 Web Searches



• 2.359 Media e Press release



• 30% Impact on leads

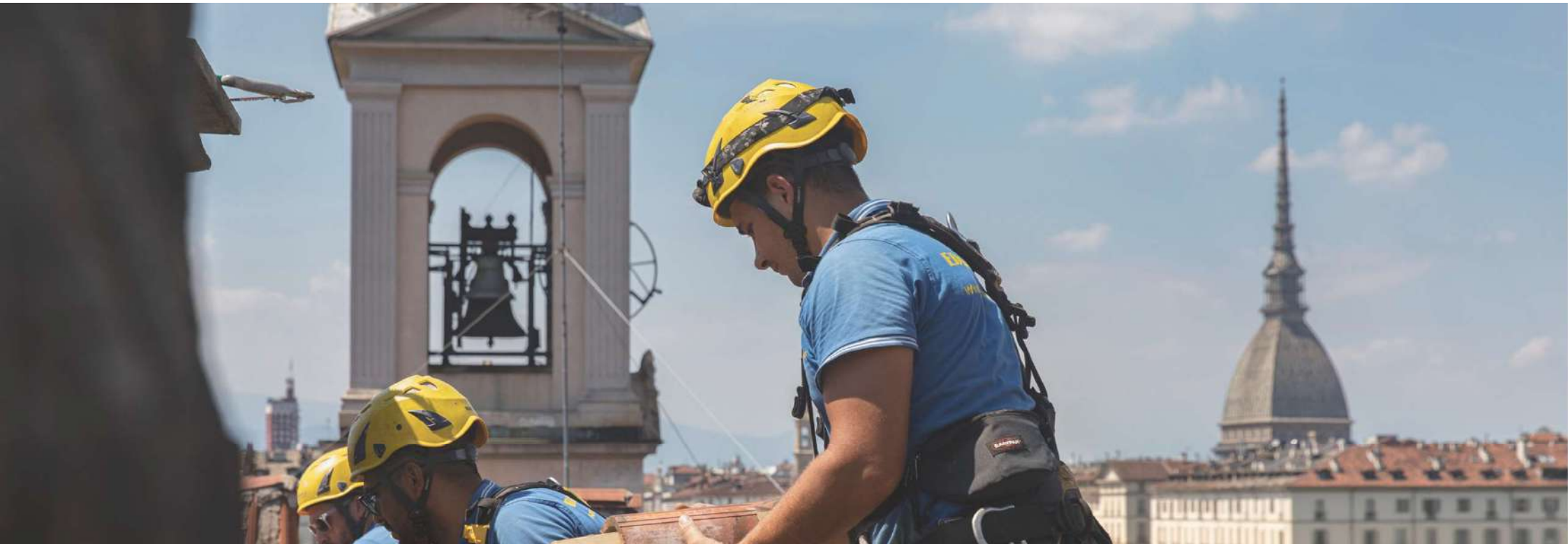
OUR POINT OF SALES



OUR INTERVENTIONS



ACROBÁTICA

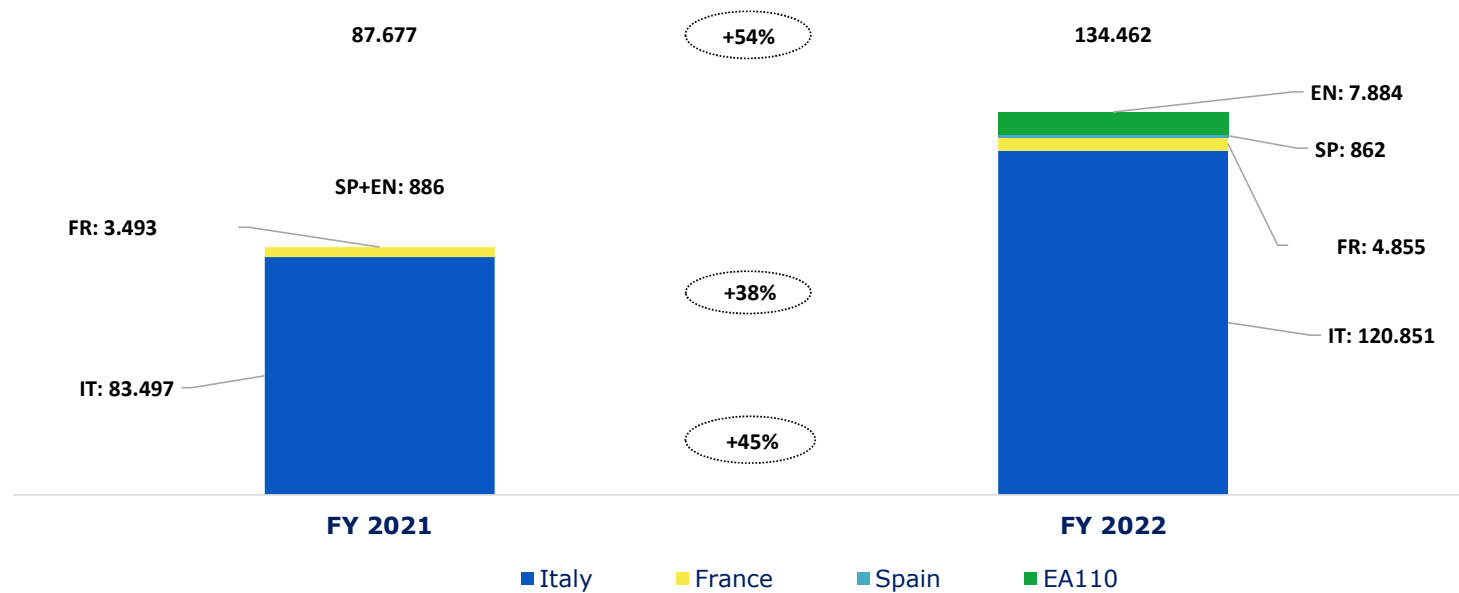


FINANCIALS

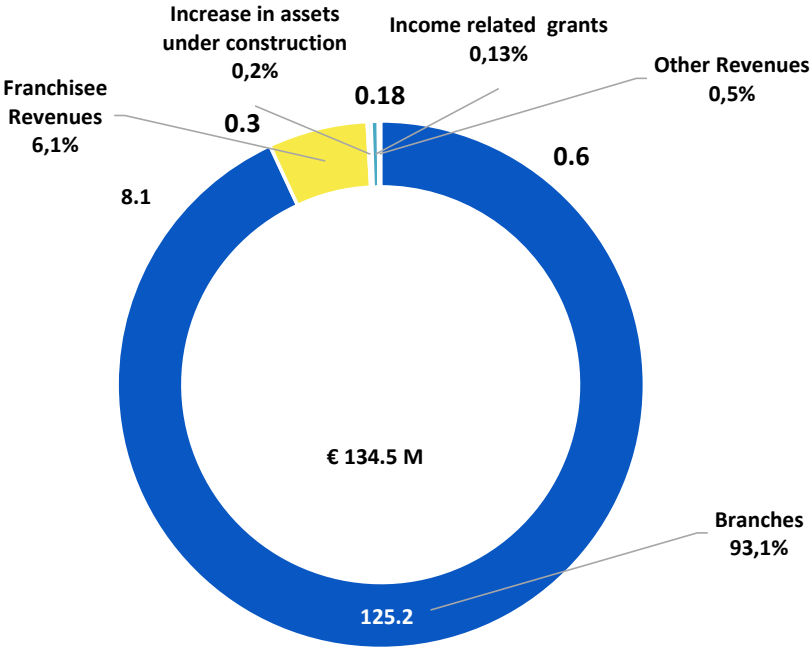
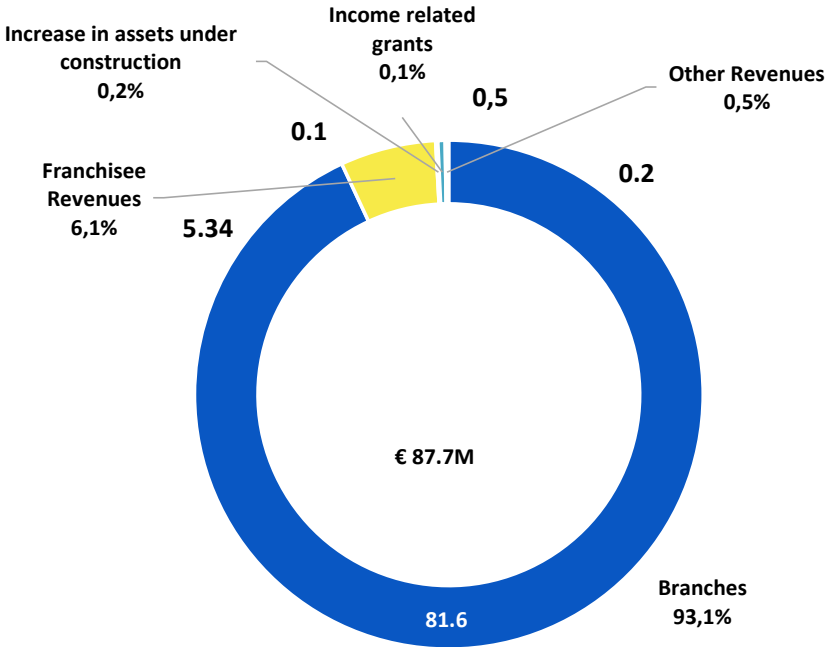


REVENUES ANALYSIS

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

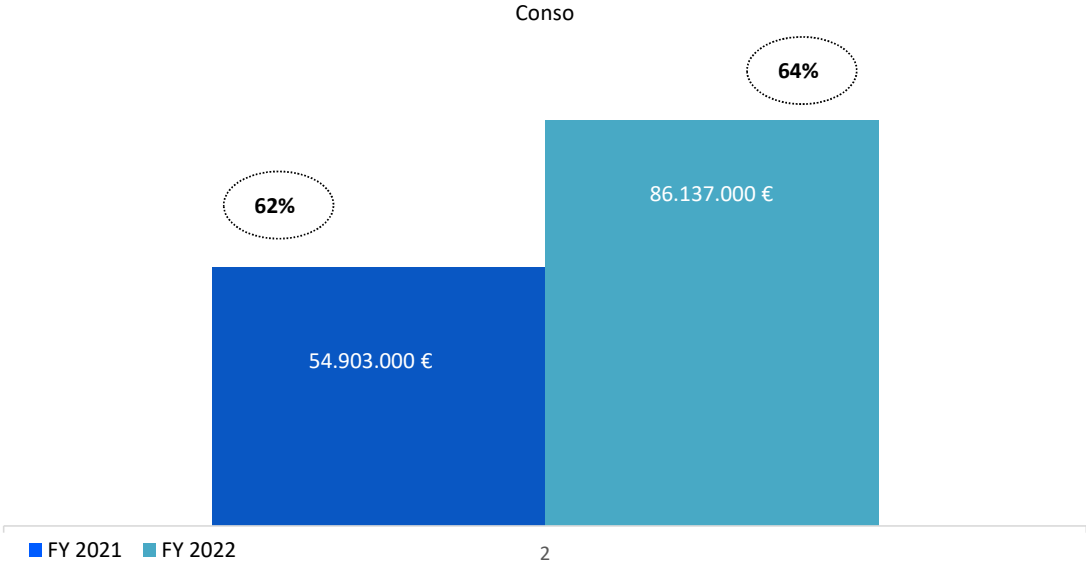


CONSOLIDATED REVENUES BREAKDOWN– FY 2021 / FY 2022

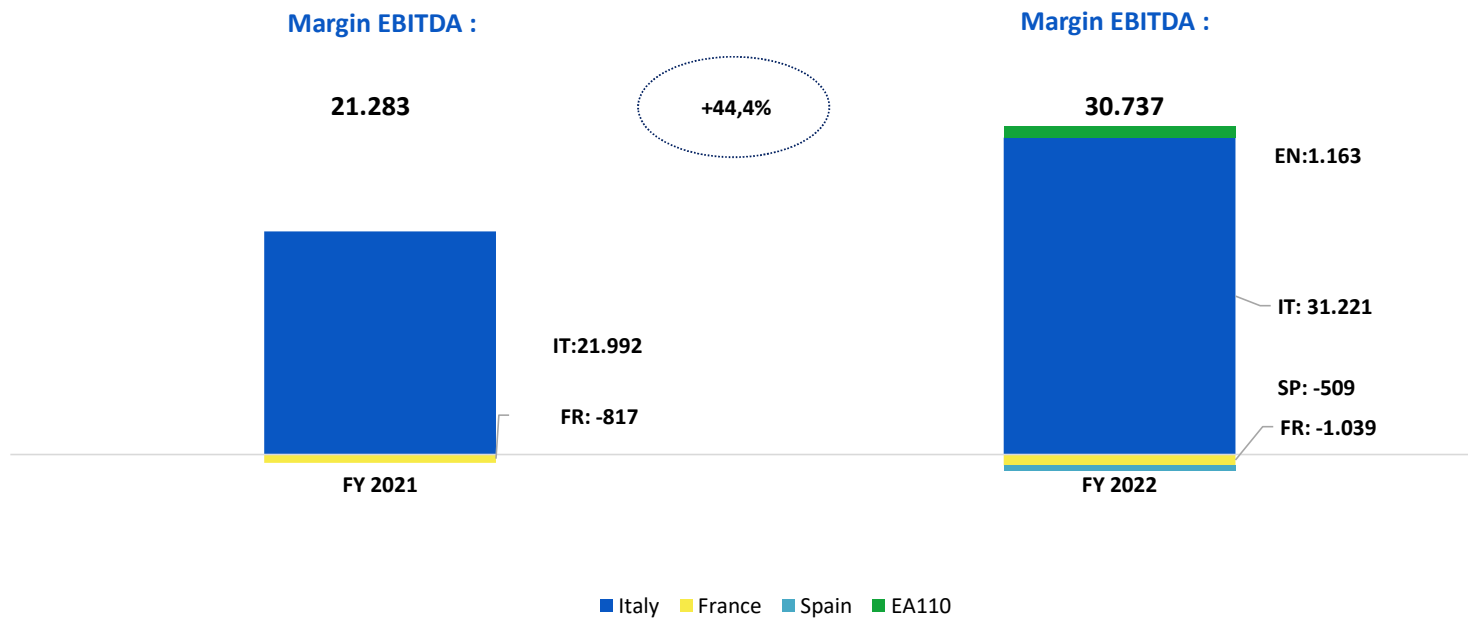


CONSOLIDATED CONTRACT MARGIN and EBITDA ANALYSIS

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

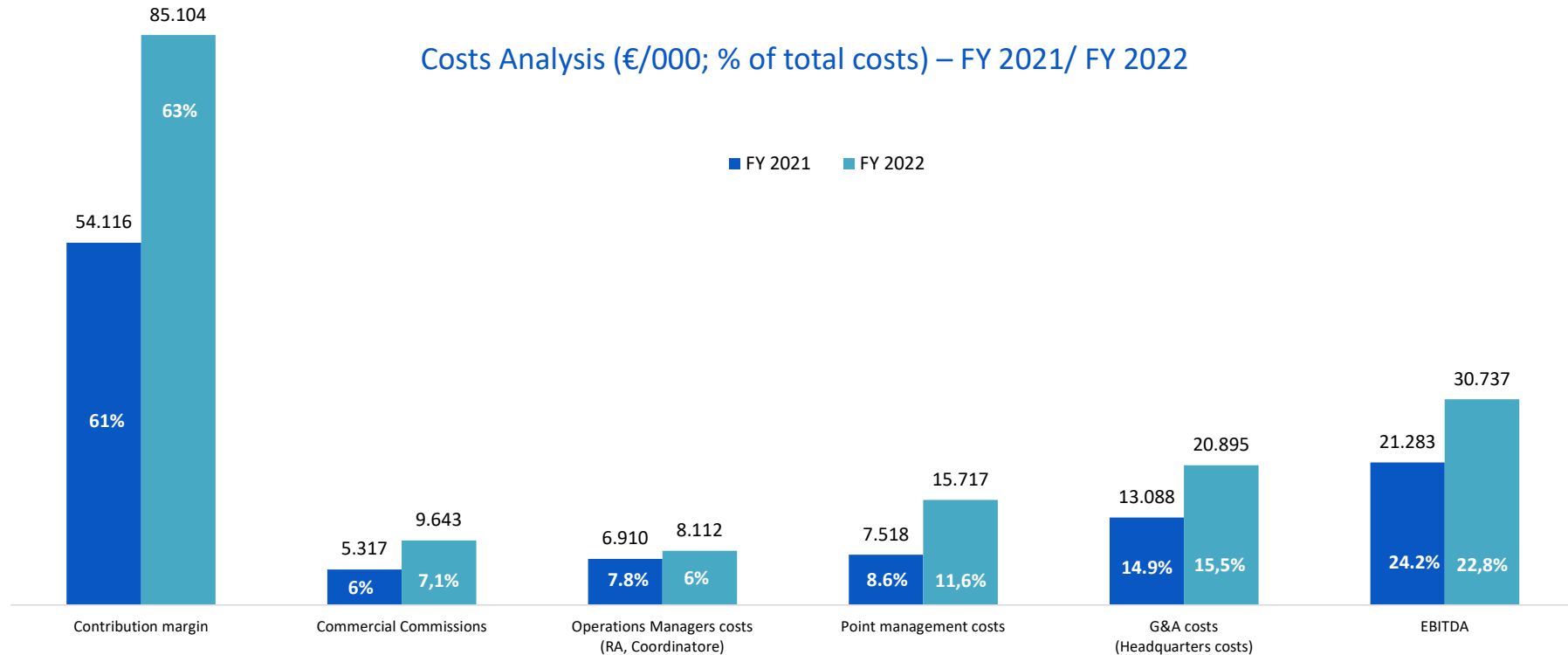


EBITDA (€/000; %) – FY 2021 / FY 2022



COSTS ANALYSIS

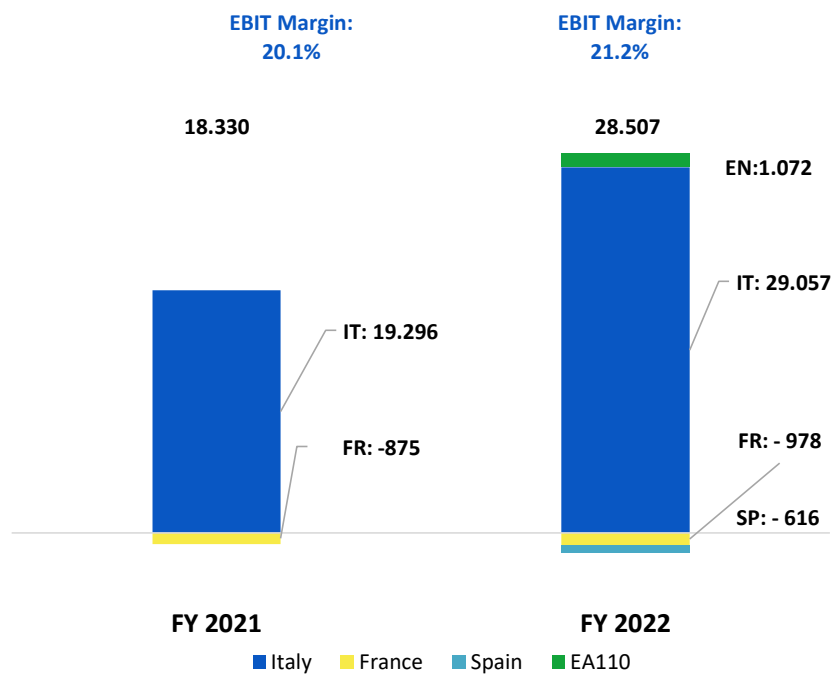
Costs Analysis (€/000; % of total costs) – FY 2021/ FY 2022



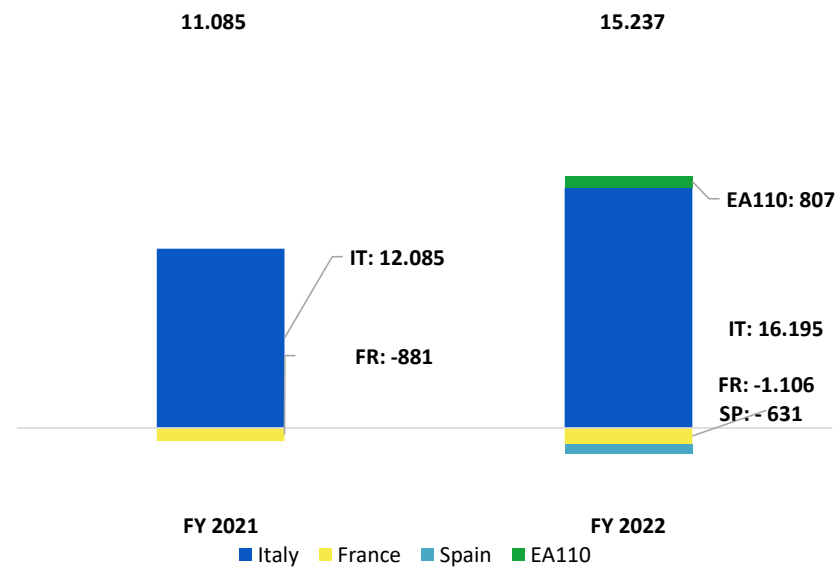
- **Contract costs:** mainly represented by materials and salary of the acrobats and technical sales representative
- **Operations Managers costs:** remuneration of Area manager, Operation manager, Branch Operation director and franchising (mainly fixed costs)
- **Operating expenses:** other operating expenses related to branches (mainly fixed costs)
- **G&A costs:** costs related to general and business services (mainly fixed costs)

EBIT and EARNING ANALYSIS

CONSOLIDATED EBIT (€/000)
FY 2021 / FY 2022

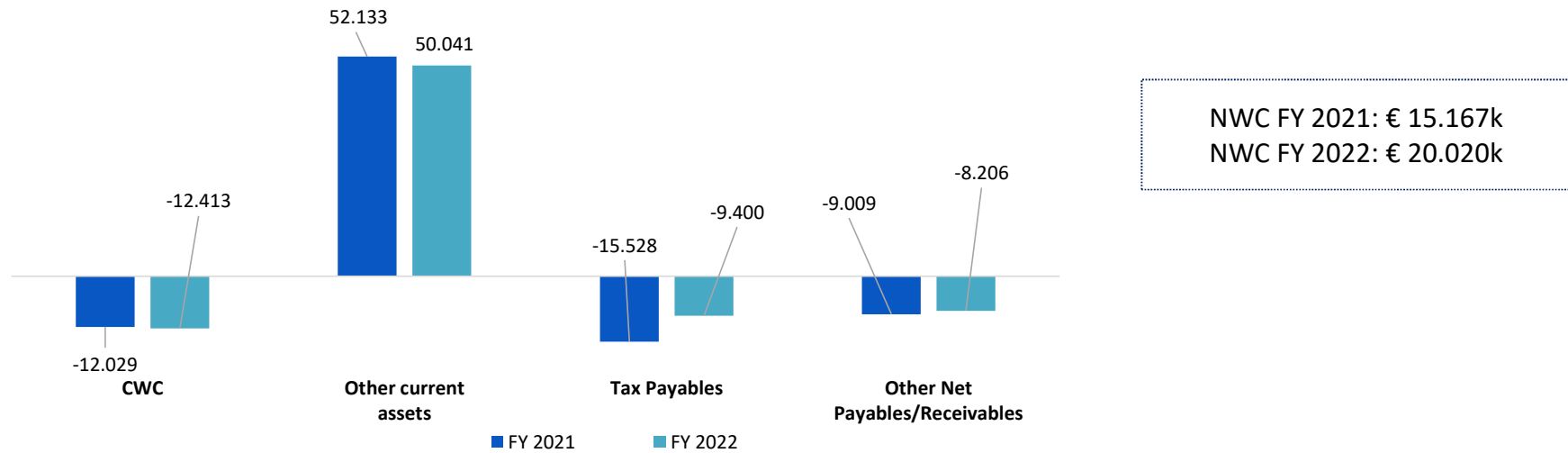


CONSOLIDATED NET INCOME (€/000)
FY 2021 / FY 2022

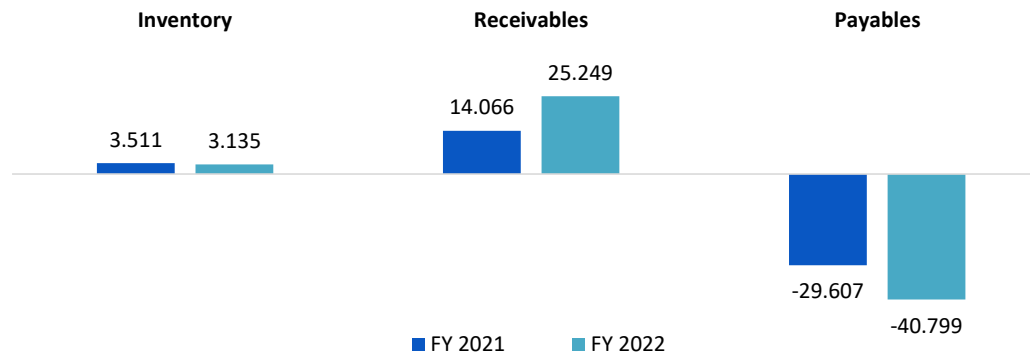


NET WORKING CAPITAL

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

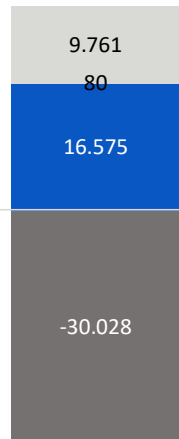


COMMERCIAL WORKING CAPITAL (Euro/000) – FY 2021 / FY 2022



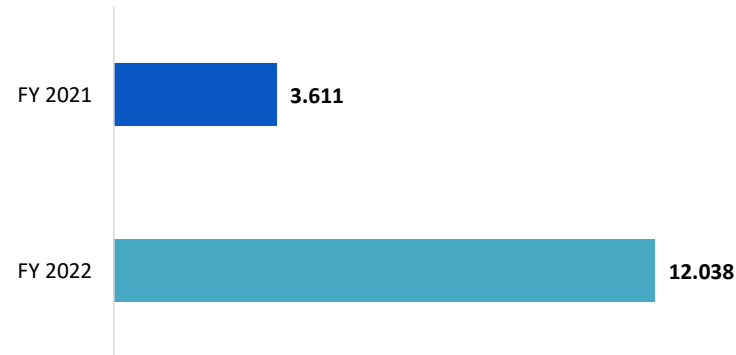
NET FINANCIAL POSITION and EQUITY ANALYSIS

FY 2021 NFP BREAKDOWN

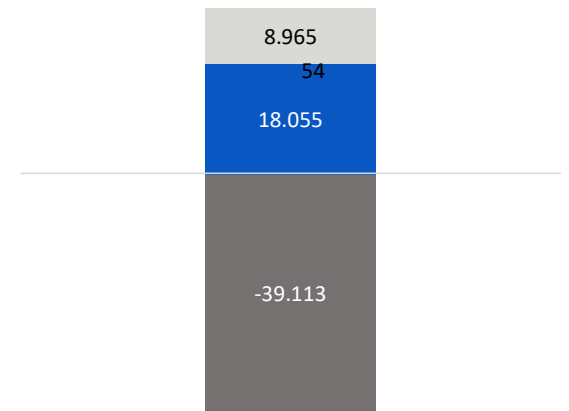


- Bond
- Other financial debt
- Bank financial debt
- Cash and cash equivalents

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

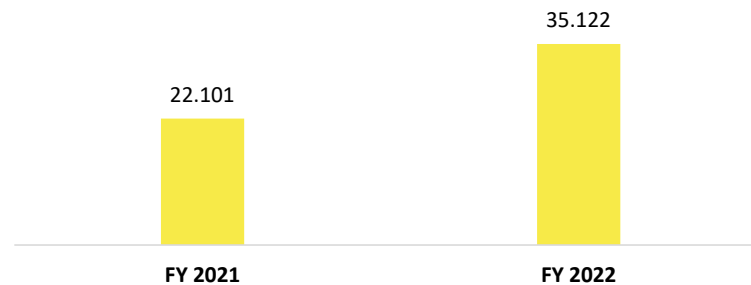


FY 2022 NFP BREAKDOWN

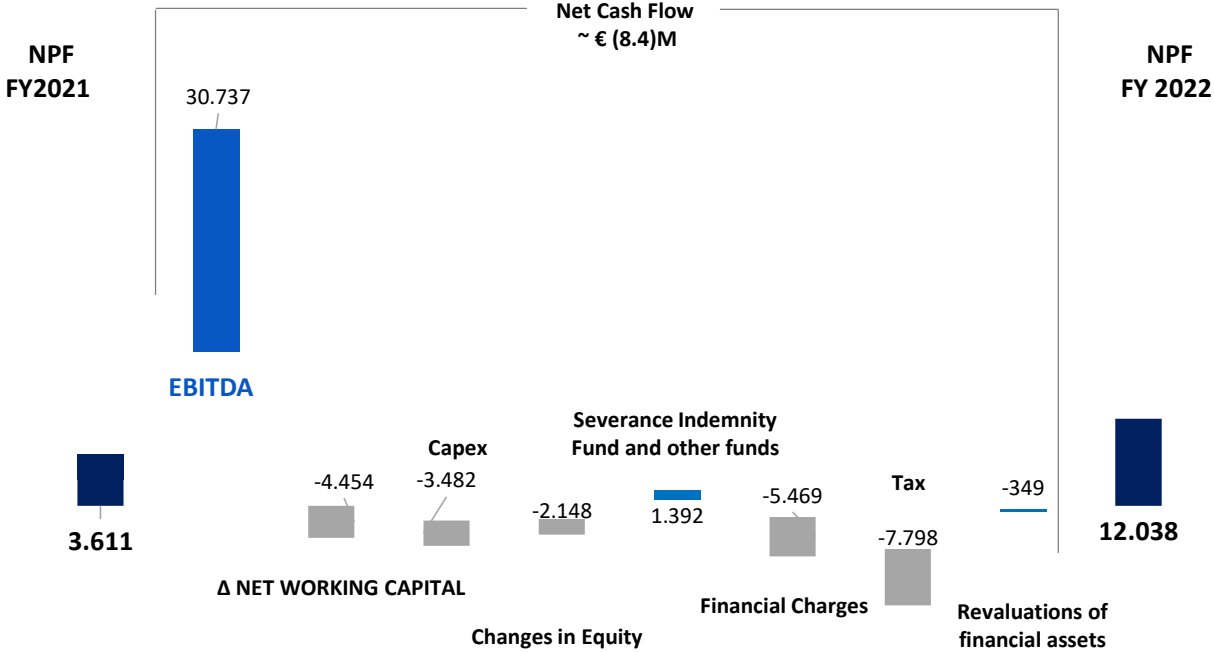


- Bond
- Other financial debt
- Bank financial debt
- Cash and cash equivalents

Equity (Euro/000) – HY 2021 / HY 2022



CASH FLOW ANALYSIS 2022



STOCK PERFORMANCE

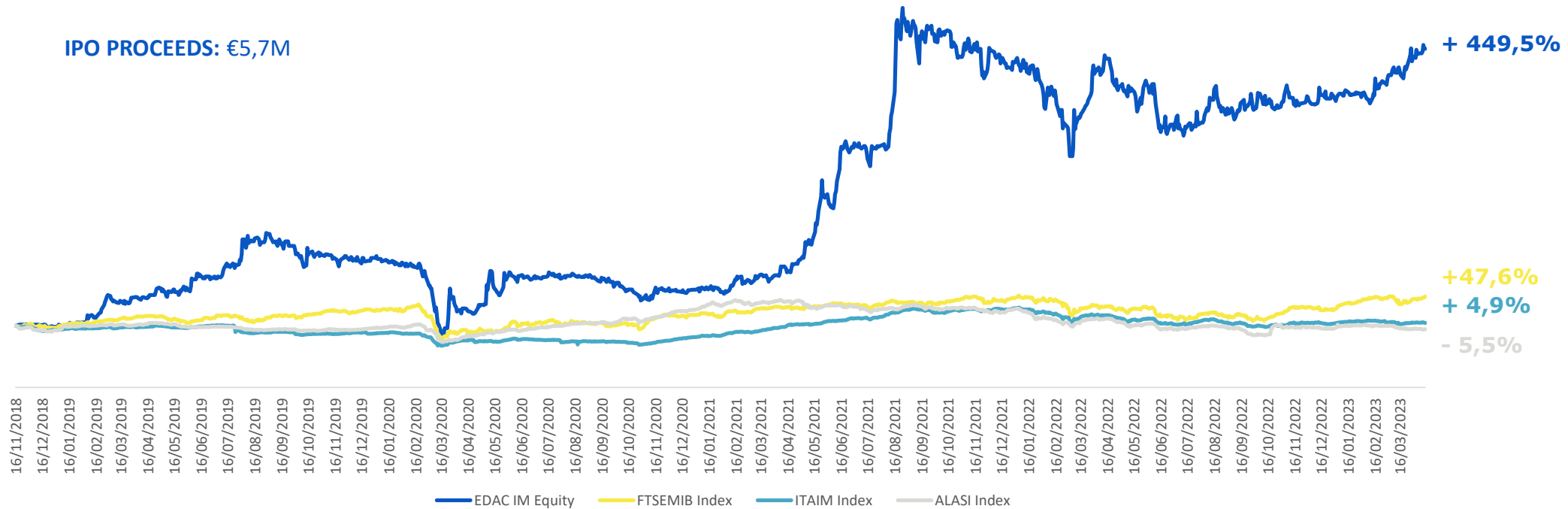
Market: Euronext Growth Milan
Ticker: EDAC
Shares: 8.317.225

Price (31/12/2022): €15,76
Market Cap (31/12/2022): ~ €131,1 M
Avg. Volume: 15.936 shares

Price (14/04/2023): €18,30
Market Cap (14/04/2023): ~ €152,2 M
Avg. Volume: 15.626 shares

IPO PRICE: €3,33

IPO PROCEEDS: €5,7M





ESG



EDILIZIACROBATICA: ESG PROFILE E HIGHLIGHTS

- The ESG path of Acrobatica 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 Acrobatica'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

Acrobatica 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

Acrobatica 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

ACROBATICA

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

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France 102 Avenue des Champs-Élysées, 75008 – Paris

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

UAE Dubai Investment Park 1,

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