

# ACROBATICA

EDILIZIA ACROBATICA®  
1°  
giorno di quotazione  
Borsa Italiana  
EA

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EA

# ABOUT US

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

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

We operate with more than 150 branches in **Italy, France, Spain, Monaco, United Arab Emirates, Saudi Arabia, Kuwait**.

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 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“***

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**  
2023 € 6,0 K

## **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.

# OUR BUSINESSES



RENOVATE, REBUILD, RETHINK



# 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 ACROBATICA IS  
**PEOPLE**

# ACROBATICA 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



# ACROBATICA 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.

Anna Marras appointed as CEO of Acrobatica



2024

Acrobatica Smart Living new company founded by JV with  
Italsoft

# FACTS AND FIGURES in 2023



+20.000  
construction sites

Opened in 2023



+158,9  
milions

Consolidated  
revenues in 2023



+ 2.500  
people

Part of the Group



+150  
branches

In Europe and  
Middle East

Updated as of December 2023.

# ACROBATICA 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



KUWAIT



SAUDI  
ARABIA

ACROBATICA

## ITALY

102 Branches

39 Franchisee

## FRANCE & MONACO

8 Branches

## SPAIN

5 Branches

## UAE & KSA

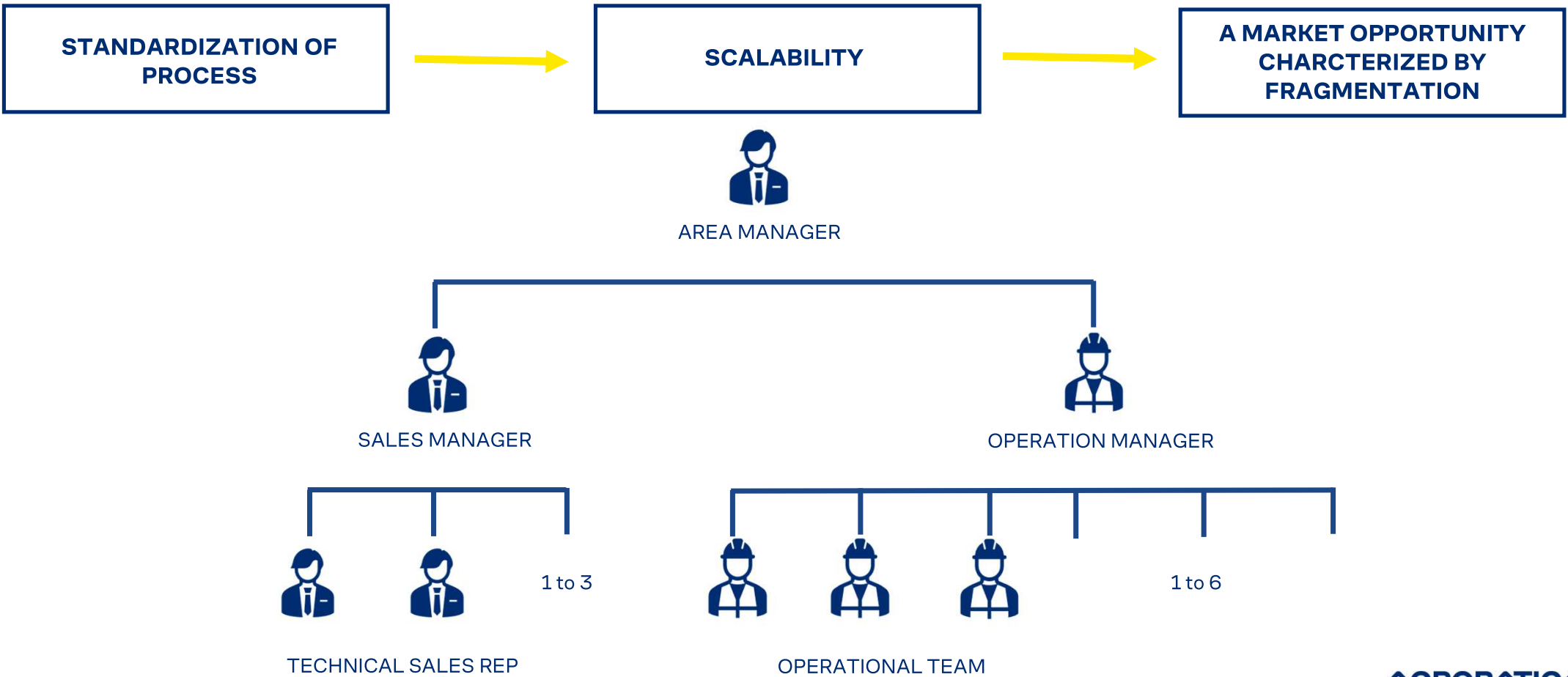
5 Branches



-  **Italia**
-  **Francia**
-  **Spagna**
-  **Emirati Arabi**
-  **Arabia Saudita**
-  **Kuwait**

at 31.12.2023

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



# THE WORKER EVOLUTION TO WALLMAN



# HR & MARKETING



- **144.346 Training hours + Group FB Wallman**
- **129.590 Curriculum**
- **6.775 Interview**
- **1.117 Hiring (Group)**
- **2.192.433 Website Users**
- **1.059.545 Web Searches**
- **2.449 Media e Press release**
- **35% Impact on leads**

# OUR POINT OF SALES





# OUR INTERVENTIONS



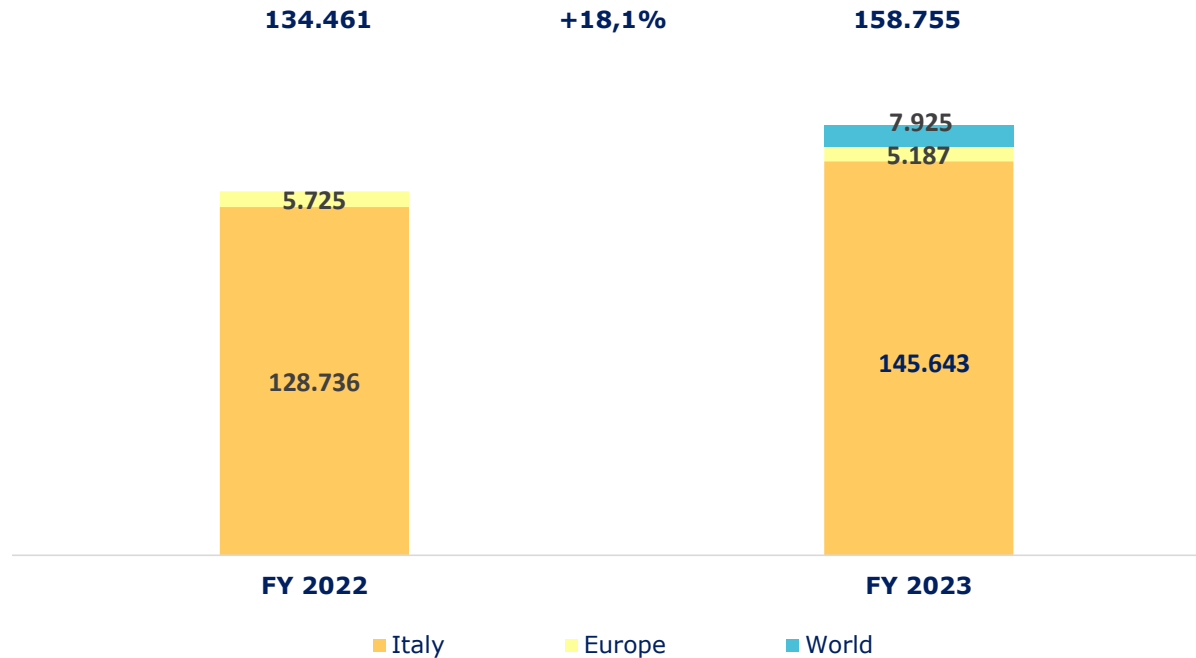


# FINANCIALS



# REVENUES ANALYSIS

CONSOLIDATED REVENUES (€/000) – FY 2022 / FY 2023



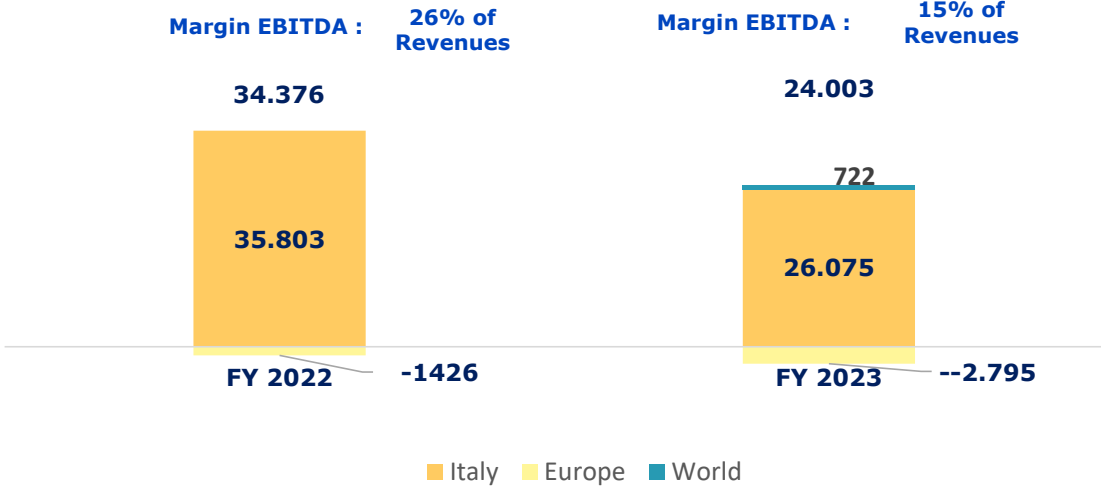
FY 2023 Turnover Italy 145.6M

- AEnergy: 32M
- Acrobatica: 113.6M

In February there was the halt on the benefit of assignments of receivables.

# EBITDA & EBITDA MARGIN

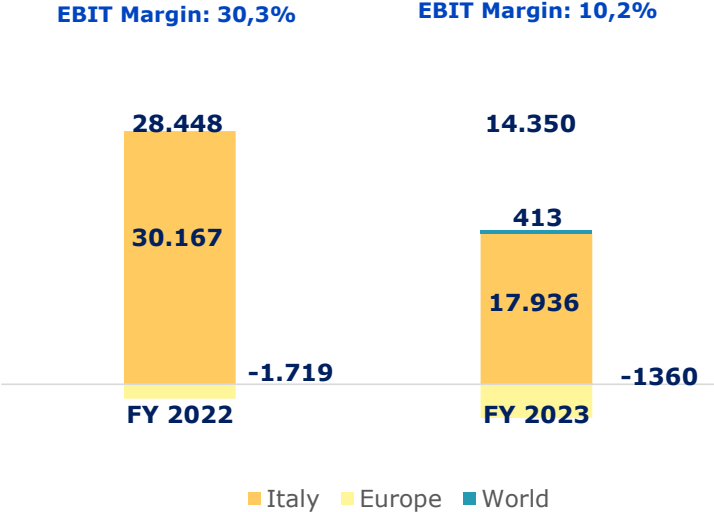
EBITDA (€/000; %) – FY 2022 / FY 2023



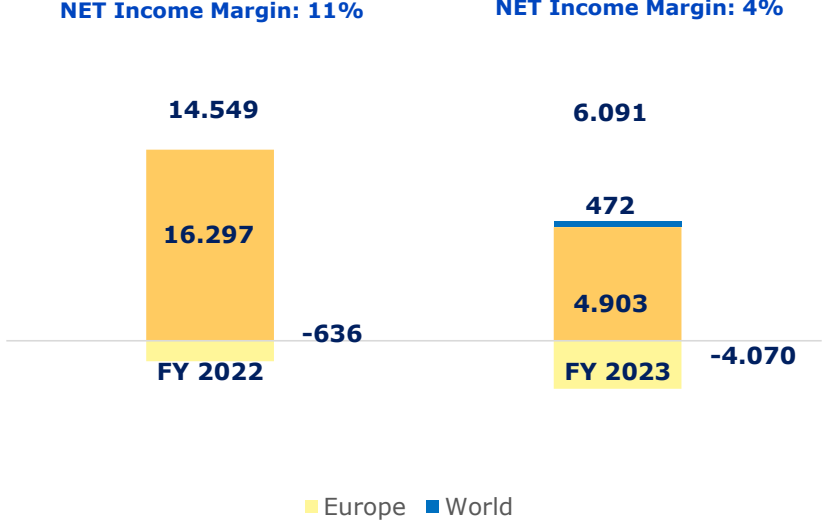
Huge result in 2022 due to the effect of invoice discount and assignment of receivables.

# EBIT AND EARNING ANALYSIS

CONSOLIDATED EBIT (€/000;%)  
FY 2022 / FY 2023



CONSOLIDATED NET INCOME(€/000;%)  
FY 2022 / FY 2023

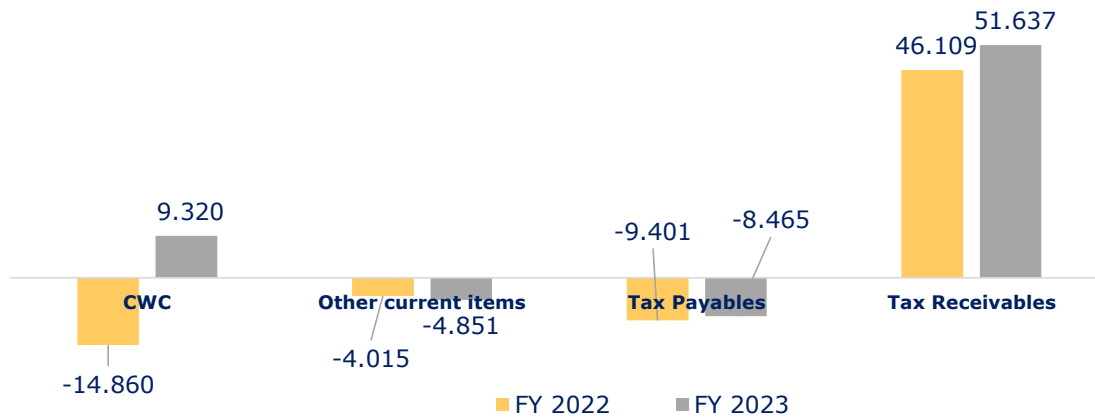


# NET WORKING CAPITAL

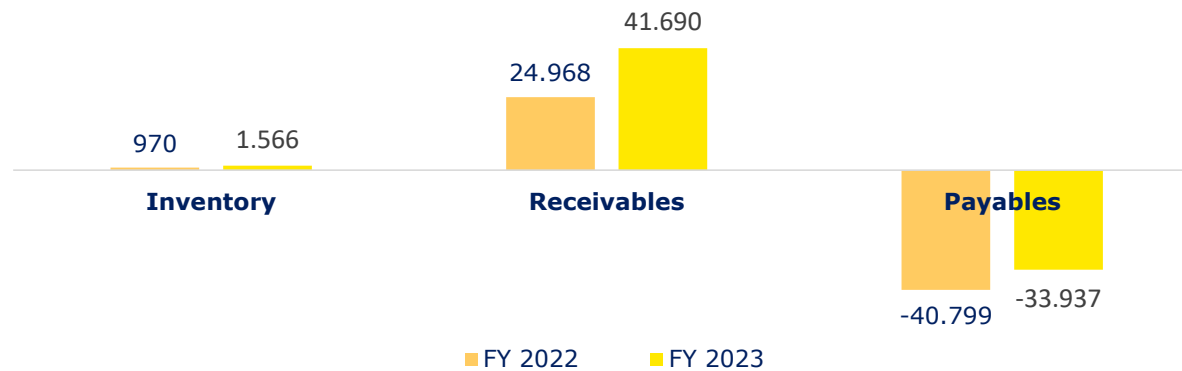
FINANCIALS

NET WORKING CAPITAL (Euro/000) – FY 2022 / FY 2023

NWC FY 2022: € 17.832k  
NWC FY 2023: € 47.639k

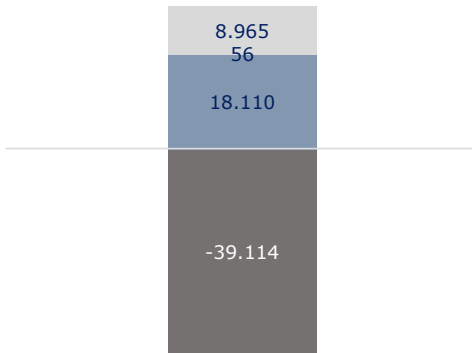


COMMERCIAL WORKING CAPITAL (Euro/000) – FY 2022 / FY 2023



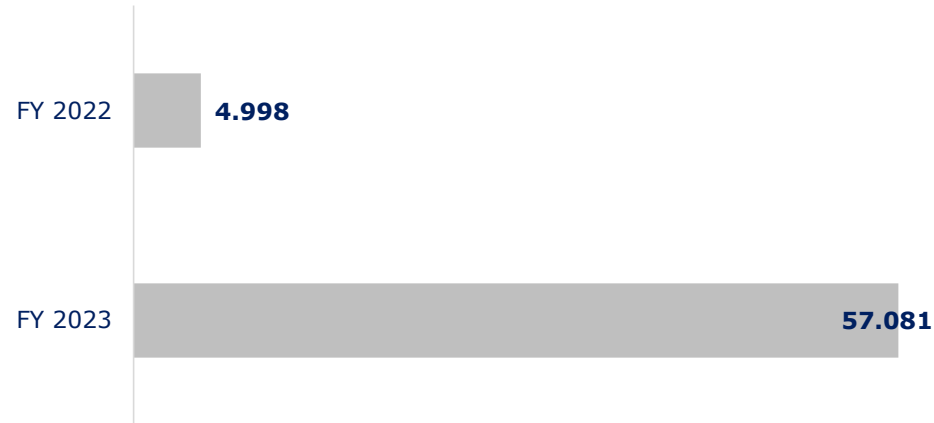
# NET FINANCIAL POSITION and EQUITY ANALYSIS

FY 2022 NFP BREAKDOWN

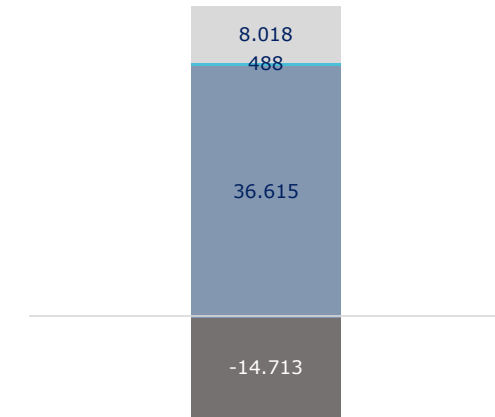


- Bond
- Other financial debt
- Bank financial debt
- Cash and cash equivalents

NFP (+debt/(cash) (Euro/000) – FY 2022/ FY 2023



FY 2023 NFP BREAKDOWN



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

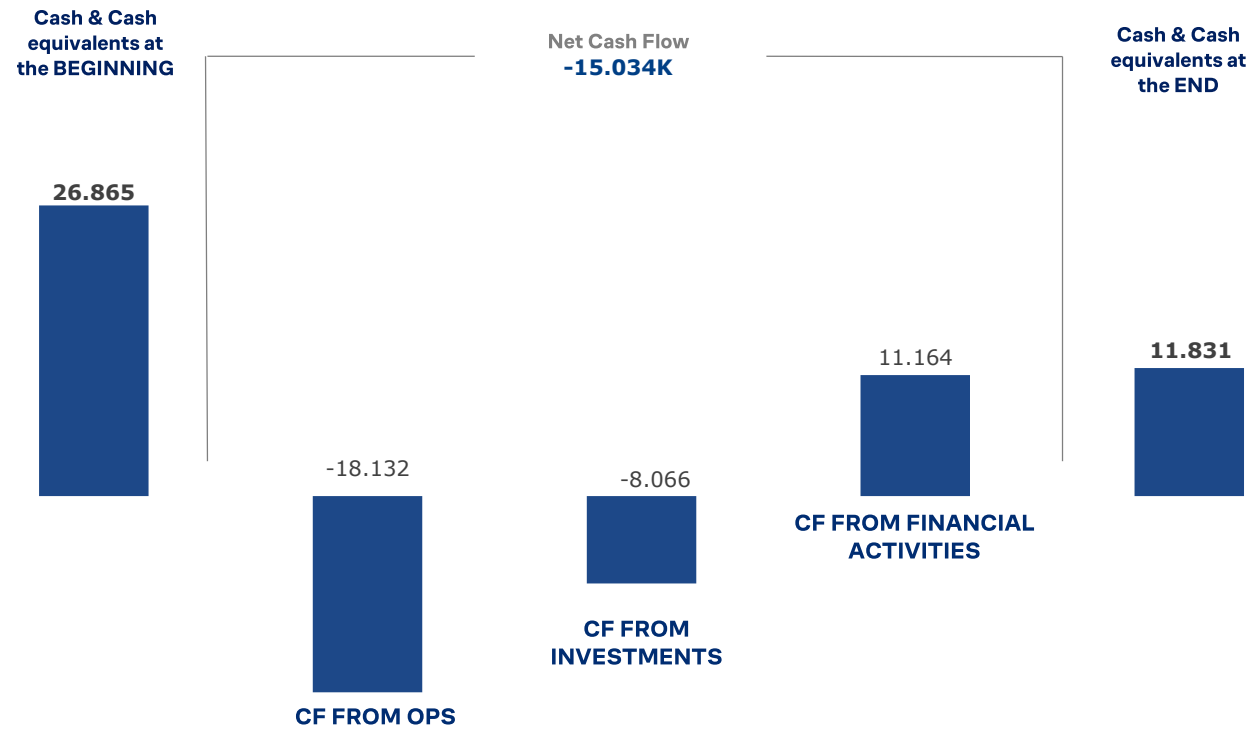
Equity (Euro/000) – FY 2022 / FY 2023



Dividend payment equal to 11M  
Investment in 51% Enigma equal to 5,1

New international accounting standards →  
Debts for leasing goods 20,8M  
Put & call option 49% Enigma equal to 5,9 M

# CASH FLOW ANALYSIS FROM 01 JANUARY TO 31 DECEMBER





# STOCK PERFORMANCE

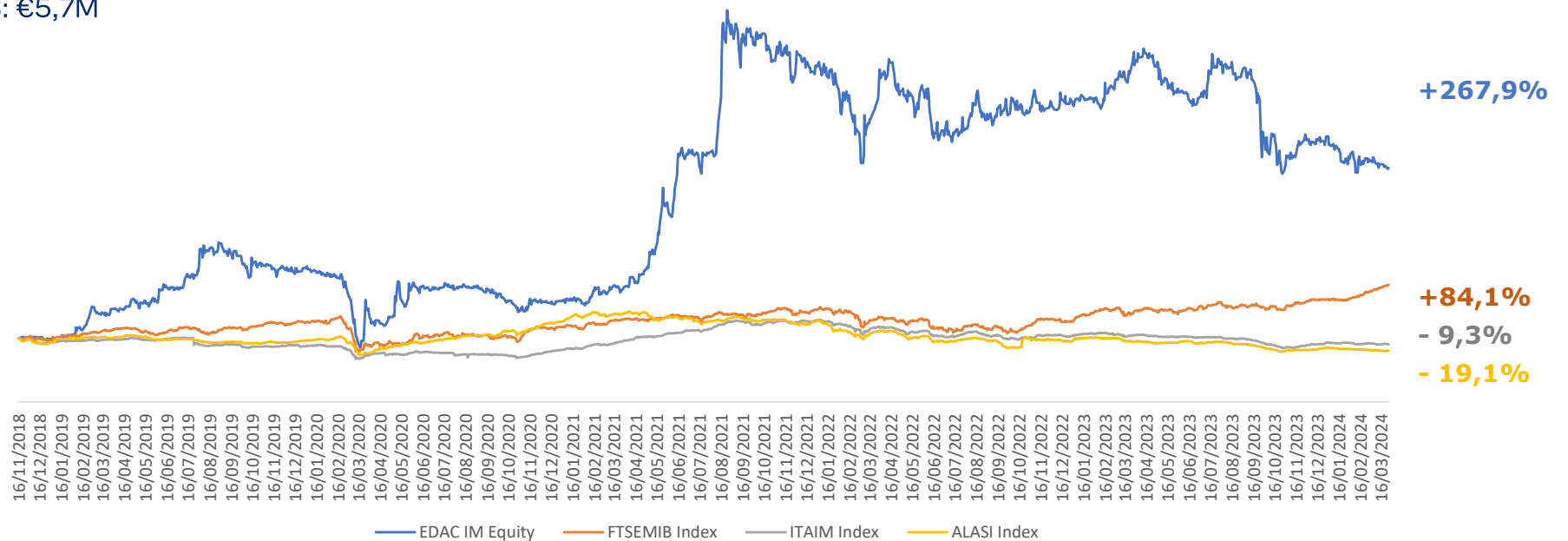
**Market:** Euronext Growth Milan  
**Ticker:** EDAC  
**Shares:** 8.317.225

**Price (27/03/2023):** €17,76  
**Market Cap (27/03/2023):** ~ €147,7 M  
**Avg. Volume:** 15.348 shares

**Price (27/03/2024):** €12,25  
**Market Cap (27/03/2024):** ~ €101,9 M  
**Avg. Volume:** 14.142 shares

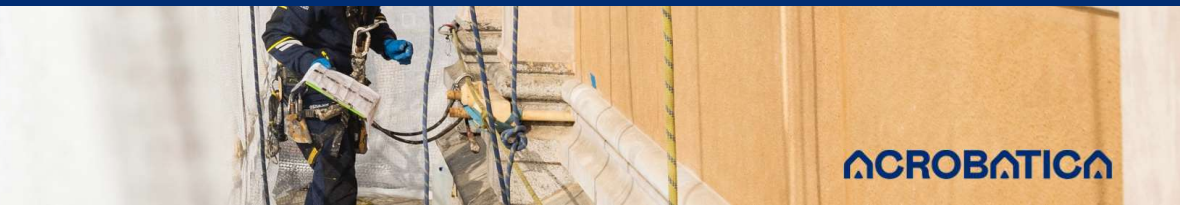
IPO PRICE: €3,33

IPO PROCEEDS: €5,7M





ESG



ACROBÁTICA

# Highlight ESG and Low Risk Rating by Sustainalytics



- 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.
- Since its founding, sustainability has been an integral element of Acrobatica's business model. The achievement of an ESG Risk Rating of 11.8 - Low Risk by Sustainalytics certifies the result.

## ENVIRONMENT

Acrobatica Business 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 ha sempre dato molta importanza al rispetto dei diritti umani, alla salute e sicurezza, allo sviluppo del capitale umano, alla formazione e al supporto delle comunità locali.



## GOVERNANCE

Acrobatica has strengthened the sustainability governance structure, establishing a dedicated committee, developing an ESG framework and implementing the «ESG Policy».



# ACROBATIC

**Italy (HQ)** - Via Filippo Turati, 29 – 20121, Milano

**Spain** - Carrer Girona, 134, 08037 – Barcelona

**France** - 102 Avenue des Champs-Élysées, 75008 – Paris

**Monaco** - 7 Avenue Saint-Michel, 98000 – MC Principauté de Monaco

**UAE** - Dubai Investment Park 1, Near Green Community – Dubai

**UAE** - Khalifa Bin Zayed The First, ADNIC Building, 6th Floor, Office no 623 - Abu Dhabi

**KSA** - Hamra Street, Near 2nd Ring Road – Riyadh

**KWT** – Mubarak Al Kabeer Street, Mubarak Al Kabeer Tower, Floor 10, Qibla, Kuwait City - Kuwait

## GROUP INVESTOR RELATOR & SUSTAINABILITY MANAGER

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