

ACROBATICA

EDILIZIA ACROBATICA®
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 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 2022
€ 5,9K

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, Accés 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

FACTS AND FIGURES in 2022



+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

at 30.06.2023

ITALY
93 BRANCHES

30 FRANCHISEE

FRANCE & MONACO

8 BRANCHES

SPAIN

2 BRANCHES

UAE & KSA

3 BRANCHES

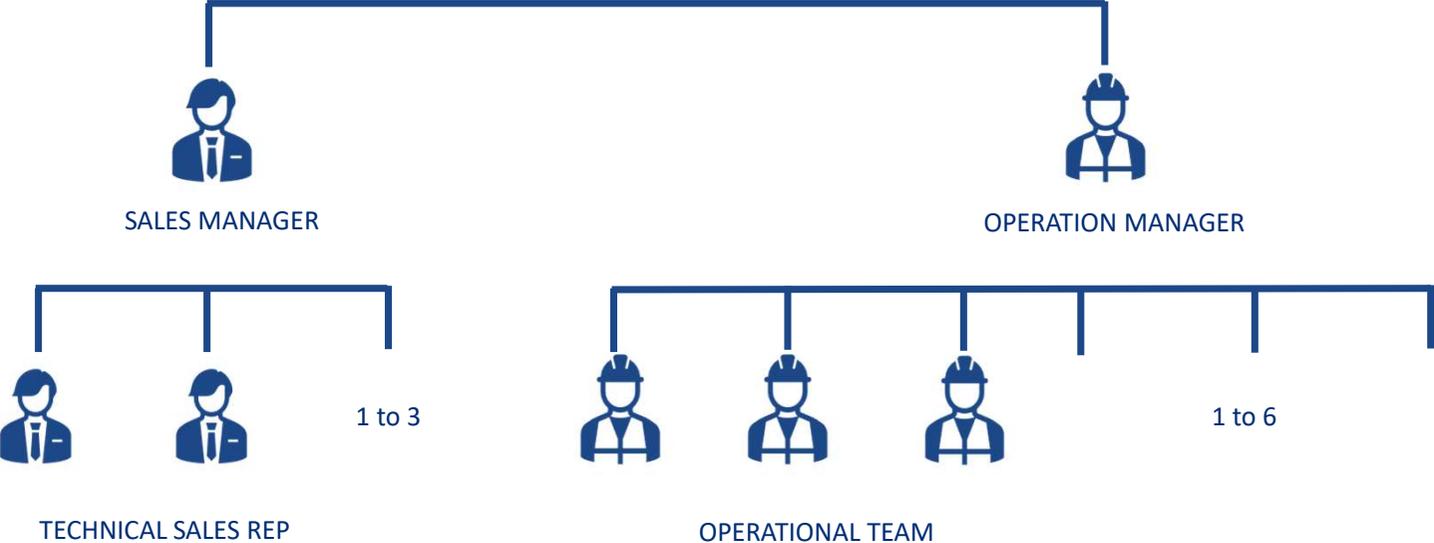
- 📍 **Italia**
- 📍 **Francia**
- 📍 **Principato di Monaco**
- 📍 **Spagna**
- 📍 **Emirati Arabi**
- 📍 **Arabia Saudita**
- 📍 **Kuwait**



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



AREA MANAGER



THE WORKER EVOLUTION TO WALLMAN



HR & MARKETING



- 68.628 Training hours + Group FB Wallman
- 70.827 Curriculum
- 3.597 Interview
- 477 Hiring (Group)
- 1.113.115 Sessions
- 152.592 Web Searches
- 1.307 Media e Press release
- 34% Impact on leads

OUR POINT OF SALES



OUR INTERVENTIONS



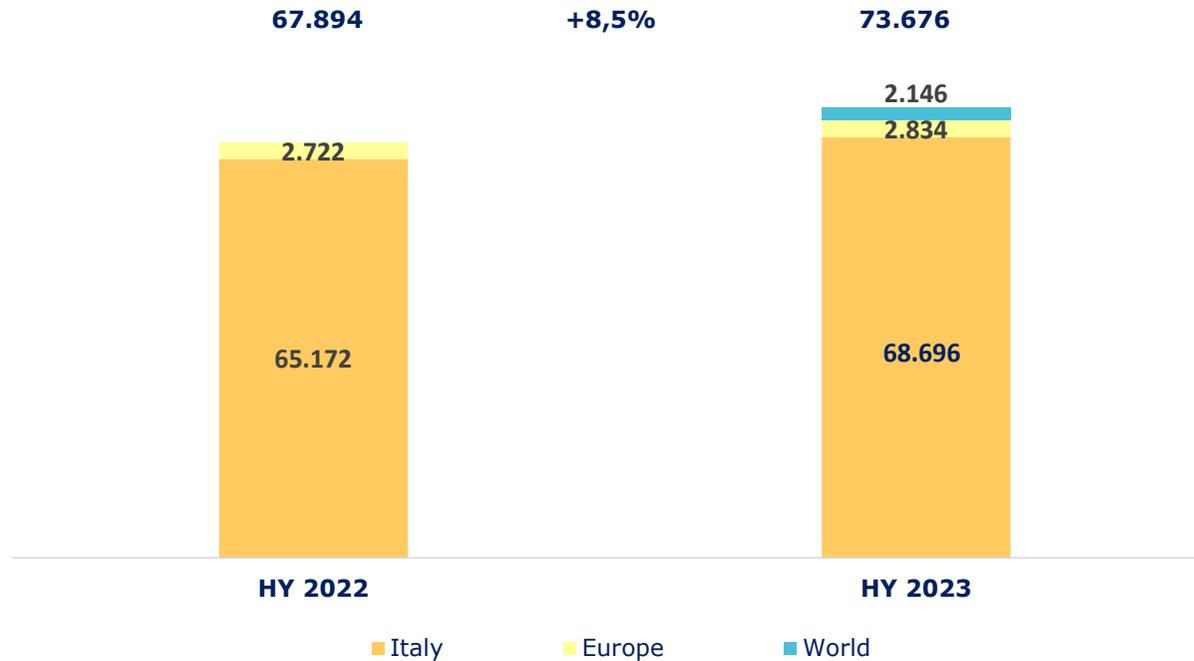


FINANCIALS



REVENUES ANALYSIS

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



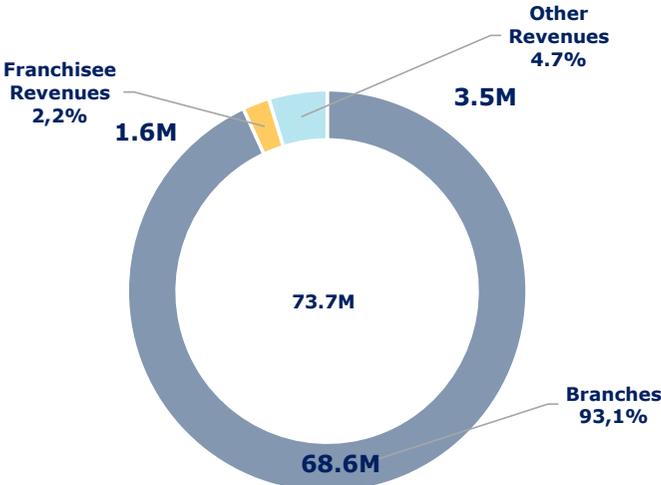
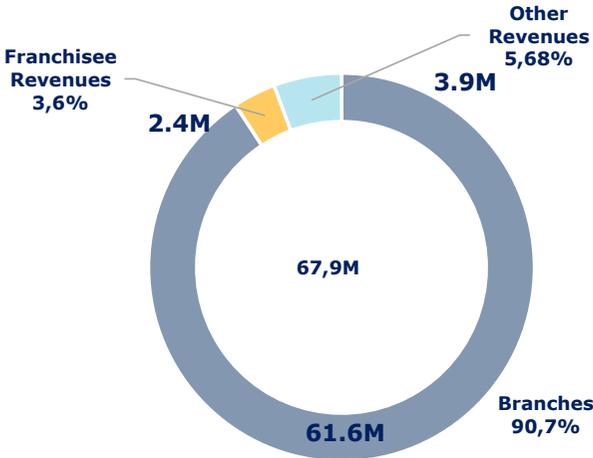
H1 2023 Turnover Italy 68.7M

- AEnergy: 15.3M
- Acrobatica: 53.4M

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

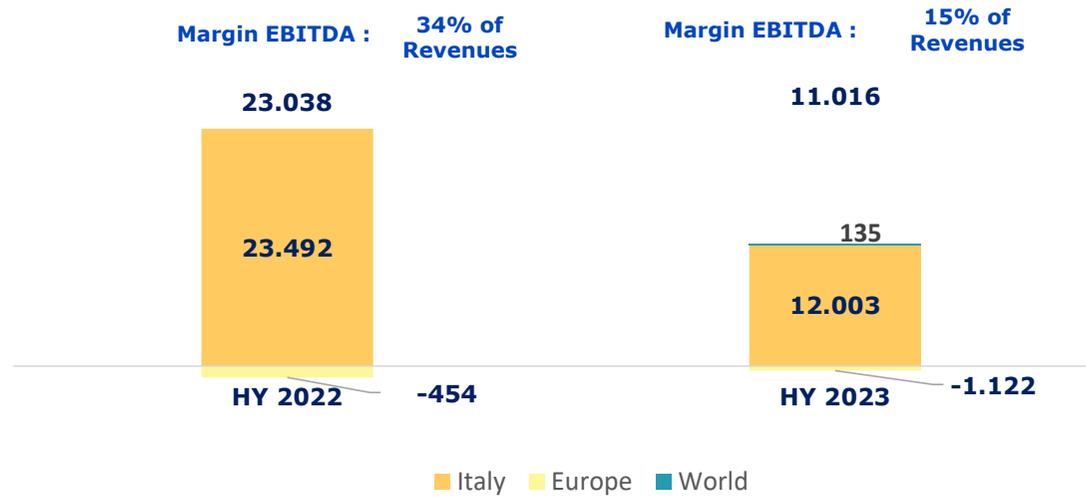
REVENUES ANALYSIS

CONSOLIDATED REVENUES BREAKDOWN– HY 2022 / HY 2023



EBITDA & EBITDA MARGIN

EBITDA (€/000; %) – HY 2022 / HY 2023



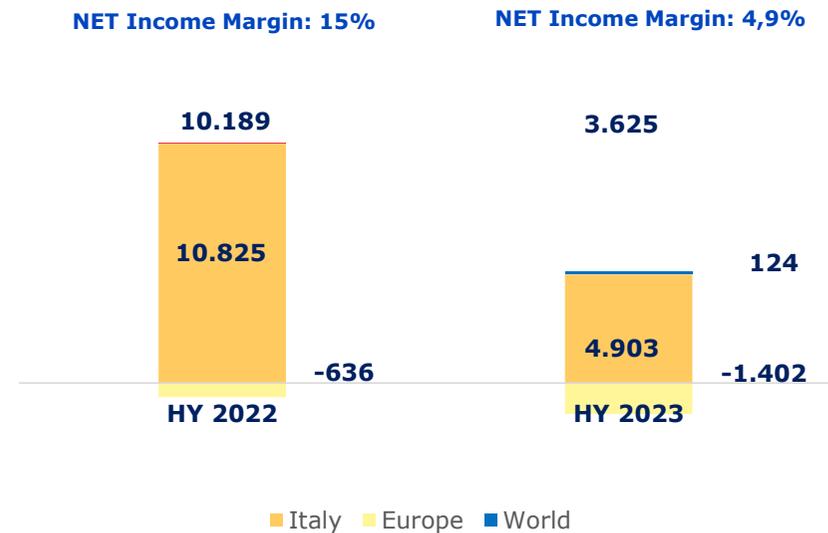
Huge result in 2022 due to the effect of invoice discount and assignment of receivables.

EBIT AND EARNING ANALYSIS

CONSOLIDATED EBIT (€/000;%)
- HY 2022 / HY 2023



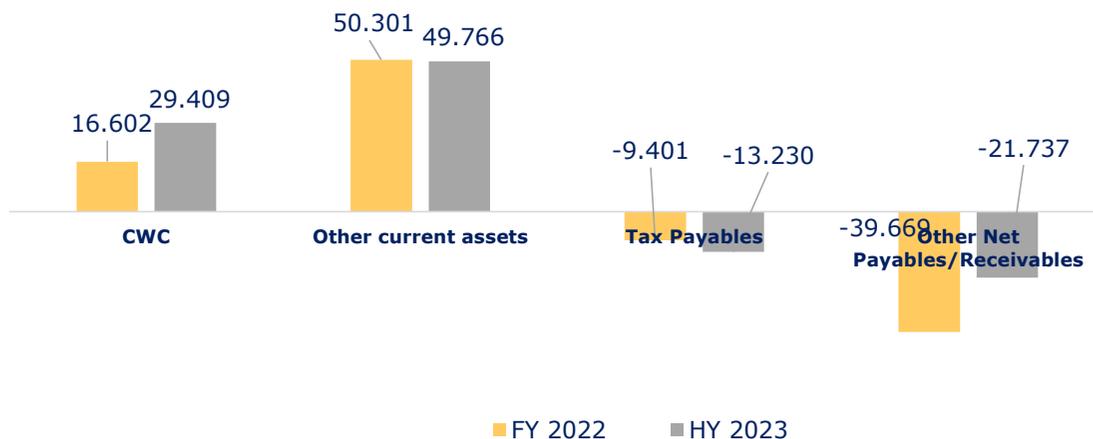
CONSOLIDATED NET INCOME(€/000;%)
- HY 2022 / HY 2023



NET WORKING CAPITAL

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

NWC FY 2022: € 17.833k
NWC HY 2023: € 44.208k

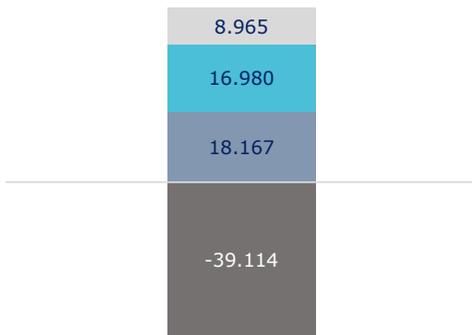


COMMERCIAL WORKING CAPITAL (Euro/000) – FY 2022 / HY 2023



NET FINANCIAL POSITION and EQUITY ANALYSIS

FY 2022 NFP BREAKDOWN

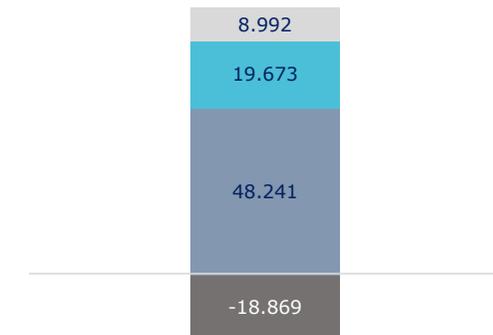


- Bond
- Other financial debt
- Bank financial debt
- Cash and cash equivalents

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



HY 2023 NFP BREAKDOWN



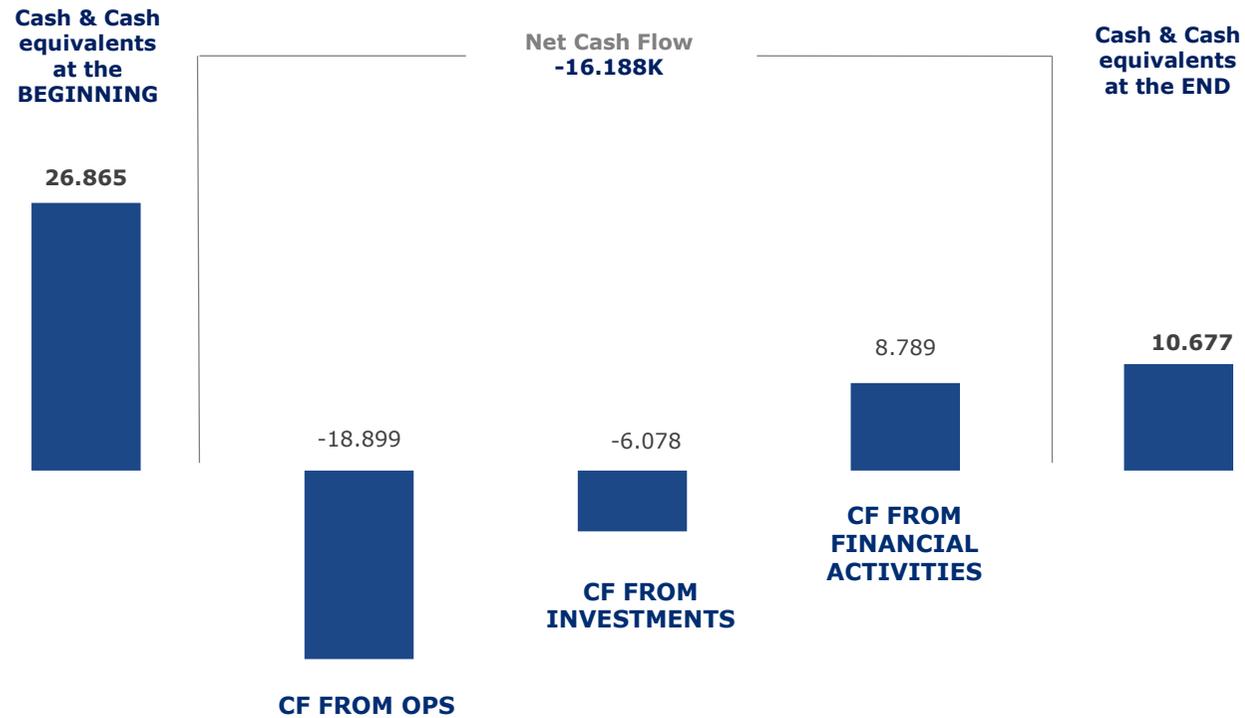
- Bond
- Other financial debt
- Bank financial debt
- Cash and cash equivalents

Equity (Euro/000) – FY 2022 / HY 2023



Dividend payment equal to 11M
 Investment in 51% Enigma equal to 5,1
 New international accounting standards →
 Debts for leasing goods 20M
 Put & call option 49% Enigma equal to 13M

CASH FLOW ANALYSIS FROM 01 JANUARY TO 30 JUNE



STOCK PERFORMANCE

Market: Euronext Growth Milan
Ticker: EDAC
Shares: 8.317.225

Price (30/12/2022): €15,76
Market Cap (30/12/2022): ~ €131,1 M
Avg. Volume: 15.936 shares

Price (30/06/2023): €15,90
Market Cap (30/06/2023): ~ €132,2 M
Avg. Volume: 15.137 shares

IPO PRICE: €3,33

IPO PROCEEDS:
€5,7M





ESG



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 11.8 - LOW by Sustaynalitics

ENVIRONMENT



- New environmental certificates
- Green mobility plan
- Acrobatica Energy
- 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



- Over 107K 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

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 & ESG MANAGER

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