



EDILIZIACROBATICA[®]



Statutory Management Report
EdiliziAcrobatica S.p.A.
31.12.2021



EDILIZIACROBATICA S.P.A. –

Registered office in Milan – Via Turati, 29

Share capital € 815.415 –

Tax code and VAT number 01438360990 – R.E.A. MI 1785877

Report on the management of the financial year ended 31 December 2021

Shareholders, this financial statements at 12/31/2021, closed with a net profit for the period of Euro 12.085.813, net of taxes, of Euro 5.959.520.

In the disclosure, you will be informed of the financial statements as at 12/31/2021.

In this document, in accord with Art. 2428 of the Civil Code, the information concerning the company's situation and the information on the management progress, as well as on the foreseeable trend of management, the net financial position and the main risks and uncertainties to which the company is exposed are presented.

This report, drawn up with values expressed in units of Euro, is presented in support of the financial statements for the year to provide income, capital, financial and management information of the company, agreed, where possible, by historical elements and prospective assessments.

Performance of the sector

EdiliziAcrobatica S.p.A. is active in the field of exterior renovations in Italy, within the macro-sector of construction.

This sector represents today, considering both the market of extraordinary and ordinary maintenance, over 70% of the value of the production of the construction sector.

Investments in building redevelopment are characterized by a strong growth dynamic that can refer to factors of various kinds. The first factor is the temporal deterioration of construction and quality standards due to natural wear cycles that determine the need for intervention and at the same time the change in housing needs and housing models. Take as a reference, for example, how over the years the attention to the issue of energy consumption and the size of households has changed.

A second important factor is certainly the conservative culture of the historical heritage that has always characterized our country together with the process of redevelopment and maintenance of the same heritage that has made the process of demolition and reconstruction difficult, process that has happened for example in other European countries.

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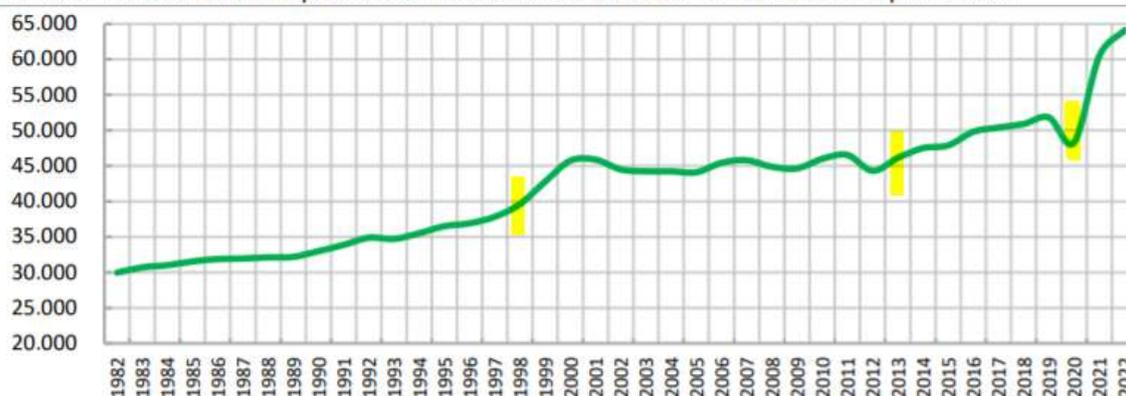
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A further factor that has always contributed to boosting the sector, especially in recent years, has been the introduction of incentive measures to support the redevelopment of the Italian building heritage.

The analysis released by the Research Service of the Chamber of Deputies regarding investments in extraordinary maintenance at deflated values from 1982 to 2021 highlights the impact that tax incentives have had.

As can be seen from the graph below, there are three steps, highlighted in yellow, in which the progression of the curve is steeper and relate to the first incentives in 1998, to the increase in the number of deductions that took place starting from 2013, and to the further strengthening in 2020. This last period is highlighted by the rapid growth rates of investment in Graph 1.

Grafico 1. – Investimenti in riqualificazione di edilizia residenziale – milioni di euro a prezzi 2015



Fonte: elaborazioni e stime CRESME

The analyses carried out determined for 2021 an expenditure for incentivized investments of 51,242 million euros. A considerable increase compared to previous periods is determined by the combined effect of the increase in the deduction rate for the Superbonus component (and the “bonus facciate” introduced in 2020 but “accrued” in 2021); the reduction of the annual deduction fees for the Superbonus component (5 years); the mechanism of the discount on the invoice and the transfer of the tax credit, valid substantially for all forms of incentive; the increase in prices derived from the crisis of the global supply chain, from the internal imbalance between (pressing) and (limited) supply, from the speculative component in the supply chain.

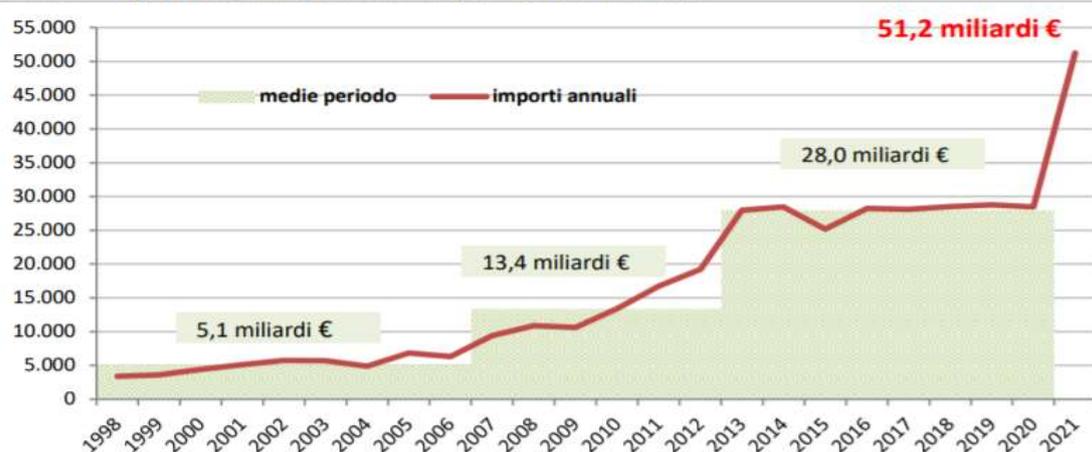
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Grafico 2. – Spesa in riqualificazione edilizia per interventi incentivati



Fonte: elaborazioni e stime CRESME

The renovation and maintenance market generally continues its rise and forecasts for 2022 see a projection of investments in building renovation with a further increase compared to previous years.

Among the main trends of recent years, there is certainly the professionalization of the sector with the growing presence of structured operators, active in the management of buildings (facility and property management companies); more and more large real estate management groups are also approaching the market of Condominium Administrations. For EdiliziAcrobatica the evolution of the market is a great advantage being the only company in its sector present throughout the national territory and which is increasingly becoming a point of reference for large customers who require a high-quality standard in different Italian cities.

Another advantage of the transformation of the market is the renewed attention to historic buildings, which has led to investments in the conservation of the same through both ordinary

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and extraordinary recovery and maintenance interventions and, as mentioned above, the introduction of the “bonus facciate”;

The growing trend of planning routine and extraordinary maintenance of buildings is strongly pushing the rope construction industry. Having no costs of installing scaffolding or aerial platforms, condominium administrators are increasingly moving towards scheduled maintenance of the buildings. That is the possibility of facing the entire external renovation of the buildings through medium-small interventions, planned in several time phases, with completion of the works even in 3/5 years. This trend is increasingly strong thanks to the possibility of deferring the payments of the interventions by the condominiums over time and therefore thanks to a planning of the maintenance of the buildings increasingly studied in advance, not chasing the emergency and without facing the large interventions in a single solution, thus generating discontent on the part of families for the sudden excessive spending. This tendency to schedule maintenance is part of the evolution of the role of the condominium administrator who is increasingly transforming himself from a custodian of assets to a Building Manager.

Performance and operating result concerning costs, revenues, and investments.

Concerning the economic trend, we point out that the value of production has gone from € 42,825,453 in 2020, to € 83,497,193 in 2021, with an increase of 95%.

It should be noted that the Organismo Italiano Contabilità (OIC), following a specific request by the Revenue Agency, has issued the "Communication on how to account for tax bonuses". This communication provides that, for companies that have carried out works according to the discipline of the transfer to third parties according to art. 121 of the Relaunch Decree converted into Law 77/2020 of 19 July 2020 and which have granted a discount on the invoice to the customer, are required to record the revenues in return for receivables recognized at the deductible market value (i.e. fair value).

As a result of the application of the provisions of the "Communication on how to account for tax bonuses" and based on the provisions of the accounting standards for the year ended 31 December 2021, the item "Revenues from sales and services" also includes the effect of the fair value measurement of tax receivables accrued against work completed on the balance sheet date and not yet sold to the banking system. In particular, the market value of these receivables derived from the contracts concluded during the year with Banca Intesa San Paolo. In addition, in line with the provisions of OIC 15, the item "Revenues from sales and services" was also reduced by the costs incurred during the year for the sale of tax bonuses to Banca Intesa San Paolo.

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Therefore, it is necessary to point out that the Company has recorded a total turnover of Euro 94,664,365 which, following accounting principles and the OIC Communication on how to account for tax bonuses, has been reduced by an amount equal to Euro 11,758,064 of which Euro 7,129,049 relating to charges incurred for the sale of tax bonuses during the 2021 financial year, thus bringing the value recorded in the balance sheet equal to Euro 82,906,301.

Production costs amount to Euro 64,227,527 compared to Euro 39,168,891 in 2020, an increase of 64%.

Among the production costs, personnel costs amount to Euro 30,500,040, with an increase compared to the previous year (Euro 19,274,380) of 58.2% and depreciation and amortization amount to Euro 2,029,587 with an increase of 126% compared to 2020 (Euro 897,750).

Regarding depreciation, it should be noted that the substantial increase is because during the previous year the right to "suspend the annual amortization of tangible and intangible fixed assets" was used, in line with the period in which the company's activity was suspended or reduced due to the COVID 2019 pandemic.

Finally, in 2021 depreciations of receivables included in working capital were recorded for euro 650,000, while depreciations in 2020 amounted to € 728,134. The difference between value and production costs is positive for euro 19,269,666 (in 2020 euro 3,656,563), a sharp increase compared to the previous year.

Financial management generated net financial charges of euro 1,521,802, up from net financial expenses realized in 2020 of euro 374,441.

The increase in net financial charges is mainly because during 2020 the Company adhered to the moratorium provided for by the "Cura Italia" Decree-Law of 17 March 2020 which provided for the possibility of suspending the payment of mortgage installments. In addition, it should be noted that the average cost of collection in 2021 was equal to 0.6%, down from about 2.5% in 2020 and 2019 to about 3.7%.

The 2021 result is a net profit of euro 12,085,813, with a strong increase compared to the 2020 net profit of euro 2,293,621.

Income taxes amount to € 5,959,520.

The analysis of revenues and costs is amply set out in the Notes to the Financial Statements.

Company situation and operating performance

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In 2021, the Company continued its strategy strongly focused, at this time of its evolution, on territorial expansion, both in Italy and abroad, without neglecting the optimization of company profitability.

Regarding the domestic market, pursuing the objective of acquiring new market shares through the widespread penetration of the Italian territory, other new operating offices have been opened, the number of which therefore reaches a total of 77 spread throughout the Italian territory at the end of the year,

Also noteworthy is the positive trend in franchising activity, which at the end of 2021 registered 30 operating offices throughout the country. Franchising is now a fundamental reality of the company that in a few years has consolidated and developed organically on most of the national territory.

The main factors contributing to the pre-tax result are the following:

- “Bonus facciate”: this benefit, introduced by the 2020 Budget Law, provided for a deduction equal to 90 percent of the expenses incurred in the years 2020 and 2021 for interventions aimed at the recovery and restoration of the external façade of buildings, gave a vigorous boost to the market and the renovation sector.

The company's organizational solidity and ability to react, also on this occasion, have made it possible to meet the ever-increasing demands of the market in a dynamic and efficient way.

All this has led to an increase in sales revenues, due to the increase in volumes sold and produced.

- Multiservice business unit: opened in the middle of the pandemic in 2020, it continued its growth and development by strengthening its position on the market;

- marketing campaign: the marketing campaign on national television stations also continued, aimed at further reinforcing the value of the Brand for the final consumer;

- strengthening of central functions: the centralized functions responsible for providing support to both the direct Italian operating offices and franchisees, as well as the subsidiary French company, have been reinforced, with the inclusion of some high-profile managers with proven experience, in order to build a corporate structure adequate to support the planned development and the requirements of a listed company.

- new openings and expansion abroad: in continuity with previous years, the new openings of the year and those in the process of increasing operational capacity have led to greater absorption of costs due to the design, opening, and development of new offices and the intense training and training of new personnel. To support the above, the performance of the management during the

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year is in line with the provisions of the onboarding policy of the new offices which highlights how there is a need, in the opening phase and also in the subsequent phase of increasing the operational capacity, for intense development of the commercial network, logistics and marketing, and training courses, also in the form of on-the-job training;

- continuation of the Brand Awareness strategy through the extension of the contract under which EdiliziAcrobatica is the Backsponsor of the Torino FC shirt for the 21/22 football season.

Analysis of the business situation

For a better view of the balance sheet, financial, and management situation, the reclassified income statement and balance sheet are proposed in the following tables, as well as some result indicators.

The Income Statement

The summary data of the income statement as at 12/31/2021 are compared with those for the same period of the previous year:

RECLASSIFIED INCOME STATEMENT	12.31.2021	12.31.2020
Value of production	83.497.193	42.825.453
Production costs net of depreciation and depreciations	61.547.940	37.543.007
EBITDA	21.949.253	5.282.447
Amortization and depreciations	2.679.587	1.625.884
EBIT	19.269.666	3.656.562
Financial income and charges	-1.521.802	-374.441
Adjustments to financial assets	297.469	90.654
Pre-tax result	18.045.334	3.372.775
Income taxes	5.959.520	1.079.164
Net result	12.085.013	2.293.611
EBITDA %	26,29%	12,3%
EBIT %	23,08%	8,5%
Pre-tax result %	21,61%	7,9%
Net result %	14,47%	5,4%

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VALUE OF PRODUCTION	12.31.2021	Inc. %	12.31.2020	Inc. %
1) Revenue from sales and services	82.906.301	99%	41.713.474	97%
4) increases in fixed assets for internal works	121.000	0%	636.000	1%
5) other income	469.892	1%	475.980	1%
(a) contributions	154.288	0%	275.065	1%
(b) other	315.604	0%	200.914	0%
TOTAL PRODUCTION VALUE	83.497.193	100%	42.825.453	100%

PRODUCTION COSTS	12.31.2021	Inc. %	12.31.2020	Inc. %
Costs per Raw materials	8.245.815	13%	4.836.678	13%
Costs for services	18.510.506	30%	9.897.931	26%
Costs of use of third-party assets	4.199.544	7%	2.765.537	7%
Personnel costs	30.500.040	50%	19.274.380	51%
Change in inventories	-798.883	-1%	-269.235	-1%
Other charges	890.918	1%	1.037.715	3%
TOTAL PRODUCTION COSTS	61.547.940	100%	37.543.007	100%

AMORTISATION AND DEPRECIATIONS	12.31.2021	Inc. %	12.31.2020	Inc. %
Amortisation of intangible assets	1.754.510	65%	790.115	49%
Amortisation of tangible assets	275.077	10%	107.635	7%
Depreciations and other provisions	650.000	24%	728.134	45%
TOTAL AMORTISATION AND DEPRECIATIONS	2.679.587	100%	1.625.884	100%

FINANCIAL INCOME AND CHARGES	12.31.2021	Inc. %	12.31.2020	Inc. %
Financial income	252.327	-17%	44.585	-12%
Financial charges	-1.774.128	117%	-419.026	112%
TOTAL FINANCIAL INCOME AND CHARGES	-1.521.802	100%	-374.441	100%

REVALUATIONS OF FINANCIAL ACTIVITIES	12.31.2021	Inc. %	12.31.2020	Inc. %
Revaluations	297.469	100%	90.654	100%
Devaluations	0	0%	0	0%
TOTAL REVALUATIONS OF FINANCIAL ACTIVITIES	297.469	100%	90.654	100%

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EBITDA indicates the result before the financial charges, taxes and depreciation of fixed assets and depreciations of receivables included in current assets. EBITDA is therefore a proxy for the cash generation of the same, thus excluding non-cash elements, such as depreciation of fixed assets. EBITDA thus defined represented the indicator used by the administrators to monitor and evaluate the performance of the business. Since EBITDA is not identified as an accounting measure within the framework of accounting policies, it should not be considered as an alternative measure for the evaluation of the performance of the Group's operating results. Since the composition of EBITDA is not regulated by the reference accounting principles, the determination criterion applied by the Group may not be consistent with that adopted by other companies and therefore not be comparable with them. EBIT indicates the result before the financial charges and taxes for the period. EBIT before presents the result of the management before the remuneration of the capital of both third parties and own. The EBIT thus defined presents the indicator used by the administrators to monitor and assess the performance of the business. Since EBIT is not identified as an accounting measure within the framework of accounting policies, it should not be considered as an alternative measure for the evaluation of the performance of the Group's operating results. Since the composition of EBIT is not regulated by the reference accounting principles, the determination criterion applied by the group may not be consistent with that adopted by other companies and therefore not be comparable with them.

The 2021 data show a strong increase in overall revenues, which amounted to 83.5 million euros almost doubled compared to 42.8 million euros in 2020, recording a + 95%.

As regards revenues from sales and services, they increased by 99% to 82.9 million euros against 41.7 million euros in 2020.

These revenues, following the provisions of the "Communication on how to account for tax bonuses" issued by the Organismo Italiano Contabilità (OIC), have been adjusted: i) of the market value (i.e. fair value) of receivables for works completed at 31 December 2021 and not yet sold to the banking system; ii) of the value of the charges incurred during the year for the sale of tax bonuses to Banca Intesa San Paolo.

In compliance with this OIC communication, therefore, the revenues, relating to the works carried out according to the discipline of the sale to third parties according to art. 121 of the Relaunch Decree converted into Law 77/2020 of 19 July 2020, were recorded net of the market value of the tax bonus (i.e. fair value) equal to Euro 11,758,064 of which Euro 7,129,049 relating to charges for practices sold during the 2021 financial year.

The strong growth in EBITDA (euro 21,949,253 in 2021, up 315.5% compared to euro 5,282,447 in 2020) is generated by an increase in revenues higher than cost dynamics. Such a

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robust increase was favored not only by the introduction of the “Bonus facciate” incentives, provided for by the Relaunch Decree in favor of building improvement works but also by the great dynamism of the company and the strong organizational capacity. The increase has consequently made it possible to expand the operating areas in the area, an increase compared to the previous year, but also to strengthen all the central and corporate functions. Depreciation, equal to euro 2,029,587, is 126% higher than the previous year (euro 897,750), in relation to the fact that during 2020 the Company benefited from the suspension of the same (equal to euro 897,000) relating to the lock-down period and the subsequent slowdown in production during 2020; depreciations (euro 650,000), for receivables that are difficult to recover due to the difficult general economic situation, bring EBIT to euro 19,269,666, up 425% compared to 2020 (euro 3,656,563).

Asset and Financial Profile

The Reclassified balance sheet is compared with the data for the previous financial year:

RECLASSIFIED BALANCE SHEET	12.31.2021	12.31.2020
(Values in Euro thousand)		
Trade receivables	12.608.965	19.739.287
Inventories	3.383.874	2.584.992
Trade payables	-29.186.483	-6.222.479
Operating Working Capital	-13.193.643	16.101.800
Other current credits	51.507.723	6.937.953
Other current liabilities	-8.493.067	-4.344.430
Tax liabilities	-15.249.077	-2.199.912
Net working capital	14.571.936	16.495.410
Tangible fixed assets	971.437	1.035.753
Intangible assets	3.208.236	3.971.637
Financial assets	3.167.597	1.217.993
Immobilized active	7.347.270	6.225.383
End of ratio treatment	-2.505.878	-1.663.193
Deferred tax liability	-62.355	-115.564
Long-term tax liabilities	0	0
Net invested capital	19.350.973	20.942.036
Equity	23.933.691	13.691.192

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Cash and cash equivalents	16.147.779	8.166.698
Current financial receivables	11.820.673	9.244.404
Current financial liabilities	-6.159.377	-3.850.070
Non-current financial liabilities	-17.226.357	-20.811.875
Net financial position	4.582.718	-7.250.843
Net equity and net financial debt	19.350.973	20.942.036
Short-term net financial position	21.809.075	13.561.032

The data relating to the company, set out in the prospectus of the short- and medium-term net financial situation, show a net financial position that goes from net debt of approximately € 7.2 million on 31 December 2020 to a net positive position of approximately € 4.5 million in December 2021 thanks to the positive cash flow generated by the company's operations. Working Capital has decreased, due to the increase in trade payables for works that will be completed during 2022.

NET WORKING CAPITAL	12.31.2021	12.31.2020
(Values in Euro)		
CURRENT ACTIVITIES		
Inventories	3.383.874	2.584.992
Short-term credits	63.579.418	25.973.813
Accruals and active repayments	537.270	703.427
CURRENT LIABILITIES		
Short-term debts	-52.768.525	-12.425.355
Accruals and accrued income	-160.102	-341.466
Net working capital	14.571.936	16.495.411

Main indicators

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According to art. 2428 c.2 of the c.a. some indications and other information are highlighted, useful to illustrate in the most complete way the business situation in the evolution of the last few years.

Financial structure indicators

The financial structure indicators have as their purpose the quantification of the percentage weight of certain aggregates of assets and liabilities, concerning total assets and liabilities.

The main indicators of the financial situation are set out below, which are aimed at identifying possible imbalances due to inappropriate ratios between certain asset and liabilities items, with the indication in the same indices for the years 2020 and 2021.

FINANCIAL STRUCTURE	12.31.2021	12.31.2020
Fixed assets (I)		
a) Weight of fixed assets = -----	4%	9%
Total assets (K)		
Current assets (C)		
b) Weight of working capital = -----	93%	88%
K		
Equity		
c) Equity capital weight = -----	23%	26%
Total liabilities		
Capital of third parties		
d) Weight of third party capital = -----	77%	74%
Total liabilities		

FINANCIAL STRUCTURE	12.31.2021	12.31.2020
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Current assets (C)		
a) Availability index = -----	1,72	2,81
Current liabilities		
Liquidity imm+ deferred		
b) Liquidity index = -----	0,50	1,05
Current liabilities		
Equity		
c) Cover for fixed capital = -----	3,26	2,20
Fixed assets		

Profitability (or economic situation) indices

The ROE indicates the profitability of the investment in the Company's capital compared to investments of another nature; it is provided in the "after tax" version, and in the "gross" version; ROI is an indicator of the profitability of operational management and measures the company's ability to generate profits in the activity of transforming inputs into outputs.

PROFITABILITY INDICES	12.31.2021	12.31.2020
Return on Equity (ROE)	50,50%	16,75%
Gross ROE before tax	75,40%	24,63%
Return on Investment (ROI)	18,74%	6,91%
Return on Sales (ROS)	26,47%	12,66%

Risks related to the sector of activity and the rate of competition

The Company operates, as mentioned, in the field of building renovations in Italy within the macro-construction sector.

The primary need is to acquire new customers to ensure the company's continuity of production considering the wide margins of economic return compared to the volume of investments. The company's strategy is oriented towards the opening of new direct offices penetrating the Italian

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market in a capillary way, also developing a targeted retail policy designed to make the offer customizable to each individual customer. We also provide for the analysis and testing of processing procedures suitable to reduce the related costs and assuming a condition of lower overall risk than other operational solutions, allowing us to be even more competitive.

In this sense, it is specified that, considering:

- the limited presence of workers
- the absence of subcontracting
- the absence of risk of interference between undertakings
- the historical statistics of accident events

it is clear that the overall risk can be defined as equal to or even less than the overall risk that would be determined if any collective protection mechanism were operated. Over the years there has been a significant reduction in construction timing compared to the use of other processing methods, thus reducing exposure to overall risk.

Risks associated with supplier dependency

The company for the purchase of raw materials and for the provision of services, makes use, from the beginning of its activity, of a sufficiently large number of suppliers, such as to allow complete independence from them.

The activity is not particularly conditioned by the ability of suppliers to guarantee quality standards, comply with the specifications requested by the Company, and respect delivery timing, as it is possible to find suppliers to replace the current ones without any difficulty.

Risks related to financial indebtedness

The company has always had the support of bank counterparties for any financing. The company constantly monitors financial indebtedness by looking for advantageous economic conditions on the market that can reduce the cost of money for the year.

Liquidity risk

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The cash flows, financing needs, and liquidity of the company are monitored and managed with the aim of ensuring effective and efficient management of financial resources. The short- and medium-long term liquidity needs are constantly monitored with the purpose of ensuring an effective retrieval of financial resources or an adequate investment of cash and cash equivalents. Information on the future maturity of debts to banks is provided in the Notes to the Financial Statements.

The financial situation as a whole has high standards.

Credit risk

The company is exposed to the risks associated with the sale of its services. Even for potential new customers, the risk is monitored, thanks to a careful evaluation of the names of potential customers and their risk of insolvency thanks to the collaboration with the investigation and services company Cerved Group Spa.

Pandemic risk

The company is exposed to the risk of a pandemic, as is the case with the COVID 19 pandemic.

Due to the need to protect public health, the Employer takes an active part by enforcing the measures of the institutions in order to promote the containment of the spread of diseases, and in evaluating any possible intervention, in order to ensure the best contribution to the limitation of travel and to facilitate the performance of work, as well as allowing an easier composition between the work activity and the particular difficulties that the current situation also reflects on the private sphere.

The company has set up an emergency control and management committee that reorganizes workstations, common areas, and company activities, which plans the commitment of each collaborator with the precise objective of complying with the provisions issued by the Government. For all staff, a correct distribution between on-site attendance and smart working and holidays/permits is evaluated. The Company pays particular attention to workers particularly susceptible to the disease by guaranteeing them the possibility of working from home and organizes emergency services to manage the plausible contagion scenarios in line with the indications given by the health authorities and government authorities.

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Information about relationships with the environment

No damage to the environment occurred during the year.

No definitive sanctions or penalties were imposed during the year for offenses or environmental damage.

EdiliziAcrobatica has always stood out for a business model in which the environmental impact is low. During the year, a study was conducted that showed that for the 4 main types of interventions the double rope technique allows a reduction of between 45% and 76% of the global warming potential, by means of the reduced number of trips, a factor that also allows an estimated containment between 51% and 68% of energy consumption and between 7% and 40% of water consumption.

In view of the three-year strategy to eliminate the waste most impacting on the environment, during the year in all our operating sites, the consumption of materials such as plastic and paper was reduced and the consumption of disposable products was eliminated and a plan aimed at recycling was implemented.

During the year, a green mobility plan was also implemented with the aim of replacing petrol vehicles with electric vehicles over a three-year period.

Information about relationships with the staff

During the year, the company complied with the obligations required by law on safety by carrying out all the initiatives undertaken for some time and necessary for the protection of the workplace, in accordance with the provisions of the relevant legislation, with particular attention to the periodicity of staff training meetings to improve knowledge of the procedures aimed at limiting the risks related to the work done.

The activity carried out in the field of security includes:

- training of employees and collaborators;
- carrying out periodic medical examinations;
- corporate monitoring of R.S.P.P;
- preparation and dissemination of documents referred to in Legislative Decree 81/2008.

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As already mentioned above, EdiliziAcrobatica has decided to implement its management system, in accordance with ISO 45001: 2018 and ISO 9001: 2015, obtaining certification with Bureau Veritas, a world leader in control, verification, and certification services for Quality and Health and Safety at Work since April 2016.

Relations with employees are excellent, and there have been no contentious situations in the exercise, nor are they expected in the coming months.

Application of the Privacy Act

The company has complied with the provisions of Law 675/1996 and subsequent amendments regarding the provisions on Privacy.

Tax situation

The tax situation of the company is constantly monitored; the residual taxes, net of the advance payments paid, due to the Treasury are set aside in the appropriate item relating to tax debts.

Relationships among the companies belonging to the Group

During the year, the following relations were maintained between the Parent Company and the investee companies:

	Financial debts	Financial receivables	Trade receivables	Trade debts	Sales	Costs
Energy Acrobatica 110 S.r.l.	0	0	0	0	0	0
EdiliziAcrobatica ibérica sl	0	200.000	0	0	0	0
EdiliziAcrobatica France SaS		1.270.270	287.461	66.152	91.502	109.682
Total	0	1.470.270	287.461	66.152	91.502	109.682

These transactions of a commercial and financial nature took place under normal market conditions.

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Secondary Offices

In compliance with the provisions of art. 2428 of the Civil Code, the following is evidence of the company's secondary operating offices in Italy:

	Tipologia	Indirizzo	Località
Unità Locale n. MI/5	Office	Alzaia Naviglio Pavese 52	Milano
Unità Locale n. MI/6	Office	Via Filzi Fabio 5	Milano
Unità Locale n. MI/7	Office	Piazzale Cimitero Maggiore 6	Milano
Unità Locale n. MI/8	Office	Via Poliziano 9	Milano
Unità Locale n. AL/1	Office	Corso Crimea 13	Alessandria
Unità Locale n. AN/1	Office	Viale della Vittoria 2	Ancona
Unità Locale n. BA/1	Office	Via Campione 16	Bari
Unità Locale n. BI/1	Office	Via Asti 4	Biella
Unità Locale n. BS/1	Office	Piazza del Mercato 10/B	Brescia
Unità Locale n. CN/1	Office	Corso Nizza 51	Cuneo
Unità Locale n. CO/1	Office	Via Mentana 13 E	Como
Unità Locale n. CS/1	Office	Via Palermo 17G-17H	Castrolibero
Unità Locale n. CT/1	Office	Via G. d'Annunzio 63C-63D	Catania
Unità Locale n. FI/2	Office	Via Fedele Soldani 18	Firenze
Unità Locale n. FI/3	Office	Via Mario Morosi 16	Firenze
Unità Locale n. FI/4	Office	Viale Matteotti 27R	Firenze
Unità Locale n. FI/5	Office	Via Felice Fontana 74-76-78	Firenze
Unità Locale n. GE/2	Office	Viale Brigate Partigiane 18/2	Genova
Unità Locale n. GE/3	Office	Corso G. Marconi 8/R	Genova
Unità Locale n. GE/4	Office	Corso Buenos Ayres 162 R	Genova
Unità Locale n. GE/5	Office	Via Magenta 41	Chiavari
Unità' Locale n. GE/6	Office	Viale Brigate Partigiane 136 R	Genova
Unità' Locale n. LI/1	Office	Viale della libertà 45/47/49	Livorno

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Unita' Locale n. LT/1	Office	Via Sirio 27	Latina
Unita' Locale n. LU/1	Office	Via Aurelia 171	Camaiore
Unita' Locale n. MB/1	Office	Corso Milano 38	Monza
Unita' Locale n. NA/1	Office	Via Kerbaker 27	Napoli
Unita' Locale n. NO/1	Office	Corso Torino 41	Novara
Unita' Locale n. PA/1	Office	Via Roma 366-368	Palermo
Unita' Locale n. PA/2	Office	Via Marchese di Villabianca 82/D	Palermo
Unita' Locale n. PE/1	Office	Via Piero Gobetti 194	Pescara
Unita' Locale n. RM/1	Office	Via Spalato 45	Roma
Unita' Locale n. RM/2	Office	Via Trastevere 111	Roma
Unita' Locale n. RM/3	Office	Via Antonino lo Surdo 47/49	Roma
Unita' Locale n. RM/4	Office	Via Marcello Provenzale 11-13	Roma
Unita' Locale n. RM/5	Office	Via di Tarquinio Prisco 81/83	Roma
Unita' Locale n. SI/1	Office	Viale Camillo Benso di Cavour 2020	Siena
Unita' Locale n. SP/1	Office	Via dei Mille 75	La Spezia
Unita' Locale n. TA/1	Office	Via della Fornace 55	Taranto
Unita' Locale n. TO/2	Office	Via Sospello 2	Torino
Unita' Locale n. TO/3	Office	Corso Siracusa 139/B	Torino
Unita' Locale n. TO/4	Office	Corso Susa 34	Torino
Unita' Locale n. TR/1	Office	Via Alceste Campriani 16	Terni
Unita' Locale n. VA/1	Office	Via Magenta 3	Varese
Unita' Locale n. VE/1	Office	Sestiere di Santa Corce 297	Venezia
Unita' Locale n. VR/1	Office	Piazza Cittadella 32	Verona

Number and nominal value of treasury shares, shares, or units of parent companies owned by the Company

As of 12/31/2021, the company EdiliziAcrobatice directly owns 48,677 treasury shares equal to 0.5970% of the share capital.

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The purchases of treasury shares during the year are part of the share buyback program authorized by the Shareholders' Meeting on 25 June 2021.

Value of the security

The title of Ediliziacrobatica (ISIN IT0005351504) is listed:

– on the Euronext Growth Milan Market (ticker EDAC) from 19 November 2018; the share price on 30 December was 17.67 euro (on 30 December 2020 it was 5.28 euro), with an increase compared to the IPO placement price (equal to 3.33 euro) of 430.63%. and a market capitalization of approximately Euro 142.8 million, compared to the 2020 capitalization of Euro 42 million and compared to the Initial Capitalization of the Company of approximately Euro 25.7 million.

– on the Euronext Growth Market in Paris (ticker ALEAC) from 22 February 2019, the share price on 30 December was euro 17.45 with an increase compared to the initial share price of 4.7 euros, and a capitalization of approximate euro 113 million.

Dividends

During the Shareholders' Meeting of 29 April 2021, the distribution of dividends of Euro 1,285,199.68 was approved, attributing a dividend per share of 0.16 Euro per share, with a coupon detachment date of 3 May 2021, the record date of 4 May 2021, and payment date of 5 May 2021.

Subsequently, at the Shareholders' Meeting of 25 June 2021, the distribution of an extraordinary dividend of Euro 457,852.39, equal to Euro 0.057 for each ordinary share, gross of withholding taxes, was approved from the reserve of retained earnings "2019", with the ex-dividend date of 5 July 2021, record date 6 July, and payment date 7 July 2021.

Warrant

On 30 September 2021, the "Third Financial Period" was closed, as provided for in Article 3.2 of the relevant regulation (the "Warrant Regulations"). During the Third Financial Period, 121,647 Warrants were exercised and consequently, 121,647 EDAC Compendium Shares were subscribed, at a price of Euro 4.43 for each Compendium Share subscribed, for a total value of Euro 538,896.21.

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The EDAC shares subscribed have a regular entitlement equal to that of the EDAC ordinary shares traded on the Stock Exchange on the effective date of the exercise of the Warrants and are therefore provided with an ongoing coupon.

At the end of the third period, a total of 428,845 EDAC Compendium shares were subscribed. The new share capital of EDAC is equal to Euro 815,414.50, divided into 8,154,145.0 ordinary shares all without indication of the nominal value.

Shareholder structure as of 31 December 2021

- Arim Holding Srl 74.08%
- Employees, Group Directors and market 25.32%
- EdiliziAcrobatica Spa 0.597%

Stock Grant Plan 2021-2023 and proposal for a free increase in share capital

The Ordinary Shareholders' Meeting of EdiliziAcrobatica S.p.A. on 29 November 2021, approved the Stock Grant plan called "2021-2023 Stock Grant Plan" concerning the free assignment of ordinary shares of the Company to directors (with executive powers) and employees, including managers, of the Company and/or any subsidiaries, subject to the achievement of Group and individual performance objectives, including business development both domestically and internationally, which will be established from time to time by the Board of Directors.

Following this approval, the Shareholders' Meeting also approved the proposal for a free increase in share capital, according to Article 2349, paragraph 1, of .c., functional to the execution of the Stock Grant Plan, for a maximum nominal amount of Euro 24,462, corresponding to a maximum number of 244,620 ordinary shares of the Company, having the same characteristics as those already in circulation with regular enjoyment, to be executed in one or more tranches, under the terms and conditions of the aforementioned plan. This increase shall be conditional on the actual allocation of shares to the recipients of the plan.

The Main Purpose of the Stock Grant Plan is to consolidate a sharing of strategic objectives between the Company and its "key" resources, to increase involvement, awareness, and coordination, as well as to encourage and retain the same resources in the medium to long term.

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Events after the end of the period

– **Realization of the new computer system:** the implementation of the Oracle ERP continues. The project, also in the perspective of new acquisitions, aims to equip all the companies of the group with a cutting-edge TECHNOLOGICAL IT environment;

– **“Bonus facciate”:** The “bonus facciate” was introduced by the 2020 Budget Law and was extended and kept unchanged by the 2021 Budget Law. With the 2022 Budget Law, the façade bonus has also been extended for the 2022 financial year, but with a reduction to 60%.

The tax deduction is provided for interventions aimed at the recovery or restoration of the external façade of existing buildings, of any cadastral category, including instrumental buildings. The buildings concerned must be located in zones A and B, identified by Ministerial Decree No. 1444/1968, or in areas similar to these according to regional legislation and municipal building regulations.

Environment, Social, Governance

EdiliziAcrobatica has integrated the principles of sustainability within its Business Model ensuring a naturally sustainable service and a responsible approach that aims at the well-being and satisfaction of its internal and external stakeholders, and already in 2021, it obtained an ESG Rating that places it among the lowest risk companies of its reference cluster.

Following these successes, it will continue during the 2022 and subsequent years to carry out actions that have a strong focus on strengthening the internal framework such as the adoption of an Organization Model, Control Management according to Legislative Decree 231/2001 and the creation of a Supervisory Body.

At the same time, sustainability reports are also planned for 2022.

New Multiservice corporate business line

In April 2020, welcoming the changing needs of the country and people, to face the delicate moment imposed by the international epidemiological emergency, EdiliziAcrobatica had launched a new line of business, to provide a sanitization service for the common areas of condominiums, offices, commercial activities, companies, and places of worship. Today this line

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is constantly strengthening and has evolved into a Multiservice business line with which the Company confirms the sanitization service and expands the offer with disinfection and condominium cleaning.

Potential development of operations

In the first two months of 2022, the company recorded a value of the contracts signed for euro 13.8 million compared to euro 9.5 million in 2020 and continues to constantly monitor the situation and update the prospective economic and financial plans based on the data gradually consolidated and the probable evolution for the entire year, evaluating the wide spectrum of factors related to the extremely volatile economic situation, but which nevertheless presents interesting opportunities, thanks to the continuation of tax breaks for the maintenance of real estate assets.

In addition, investments in marketing continue, through advertising campaigns on national television stations aimed at further reinforcing the value of the Brand for the final consumer in addition to the continuation of the back-sponsor contract on the Torino FC shirts for the current football Serie A season.

The plan is to strengthen the centralized functions responsible for providing support to both direct Italian operating offices and franchisees, as well as foreign subsidiaries, to build a robust, flexible, and adequate corporate structure to the requirements of a listed company, while respecting the principles of efficiency and cost containment, also continues.

Therefore, EdiliziAcrobatica pursues its growth strategy, opening new offices on the Italian territory and persevering in the path of expansion abroad. The company has been able to demonstrate during the recent crisis that it is resilient and able to seize the opportunities that arise even in difficult times and is ready to face the challenges caused by a possible resurgence of the Covid 19 pandemic thanks to its organizational flexibility as well as the solidity of the financial situation.

It should also be noted that the management has analyzed the possible impacts that the extension of the Russia-Ukraine crisis could have on the Company's operations, developing alternative scenarios of increases in the prices of raw materials, transport, and fuel. However, the Company has excellent financial stability and, therefore, no significant impacts on the Company's operations deriving from the current state of crisis are expected.

Genoa, March 29, 2022

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The Board of Directors

Simonetta Simoni (Chairman)

*Riccardo Iovino (Director and Chief Executive
Officer) Anna Marras (Councilor)*

Simone Muzio (Councilor)

Paolo Caneva (Independent Councilor)

