ACROBATICA

EDILIZIA CROBATICA®
1°
giorno di
quotazione
Borsa Italiana
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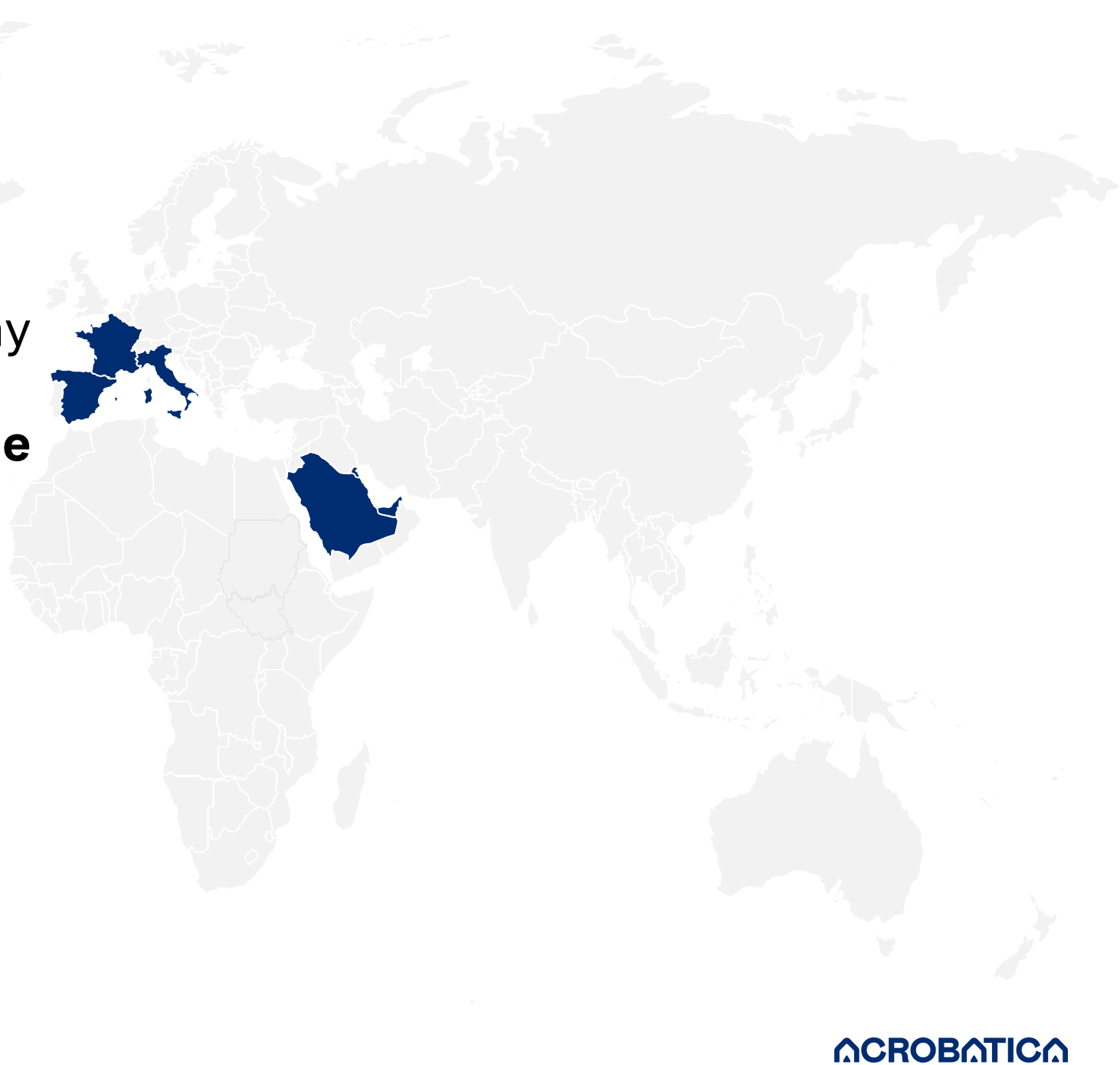
ABOUT US

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



We operate with around 175 branches in **Italy, France, Spain, Monaco, United Arab Emirates**, **Saudi Arabia, Kuwait.**

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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.

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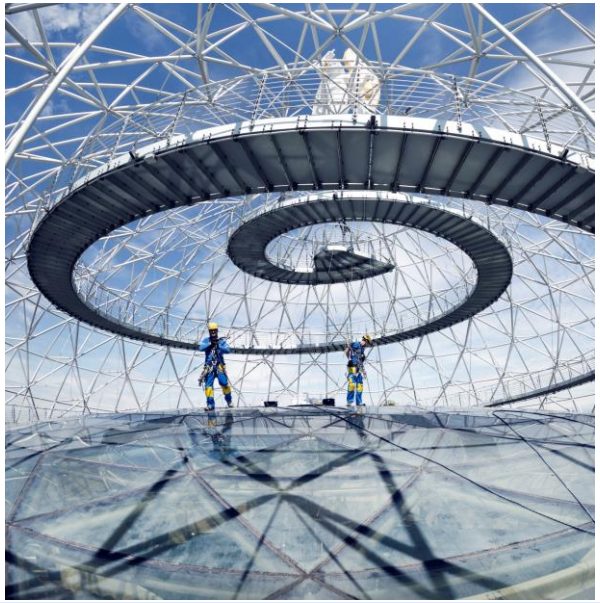

AVERAGE ORDER SIZE
2024 € 5,0 K

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.

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OUR BUSINESSES

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RENOVATE, REBUILD, RETHINK

ACROBATICA MULTISERVIZI

ACROBATICA FOTOVOLTAICO

EOLICA BLADE REPAIR

ACROBATICA RESTAURI

ACROBATICA SMART LIVING

ACROBATICA ON THE GROUND

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**

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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

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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, 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

2024

Acrobatica Smart Living new company founded by JV with Italsoft

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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.

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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

ITALY

117 Branches

40 Franchisee

FRANCE & MONACO

8 Branches

SPAIN

5 Branches

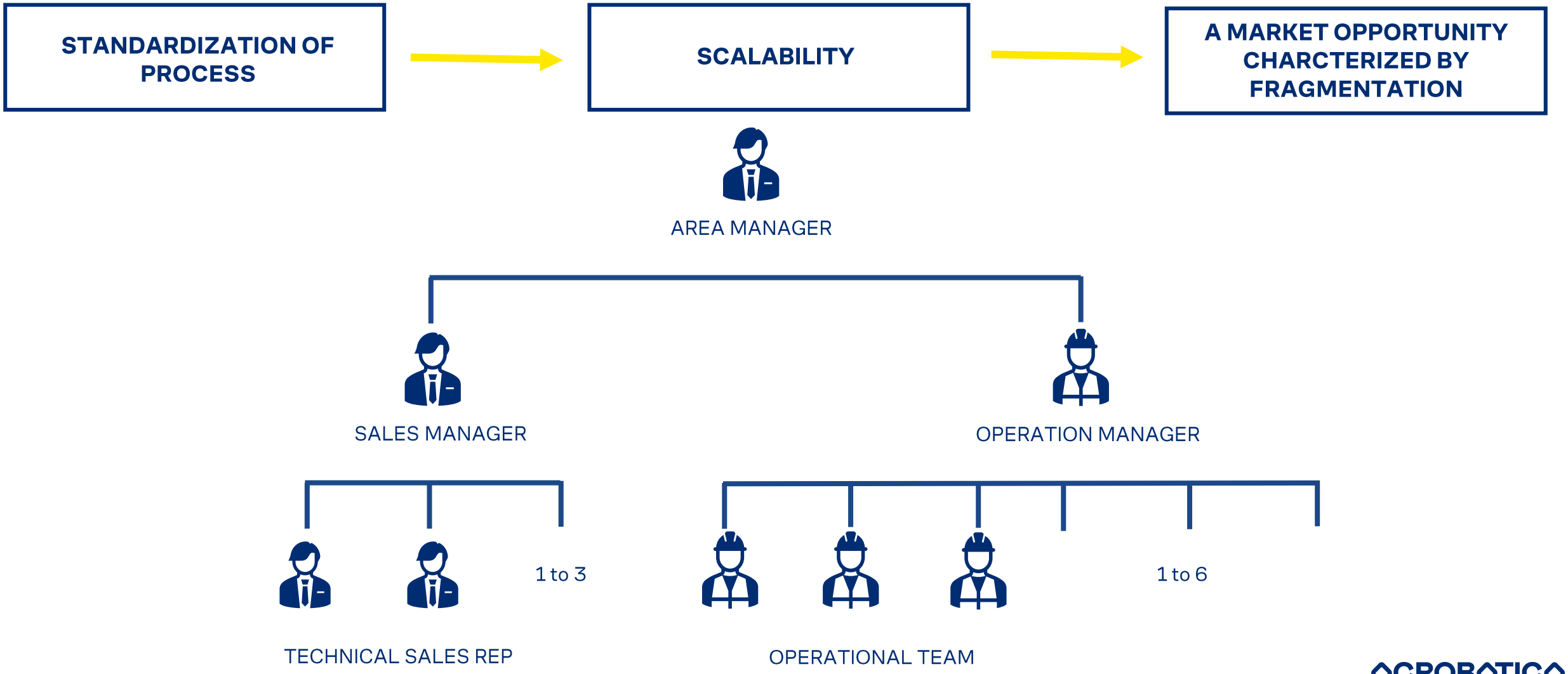
UAE & KSA

5 Branches

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

at 30.06.2024

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



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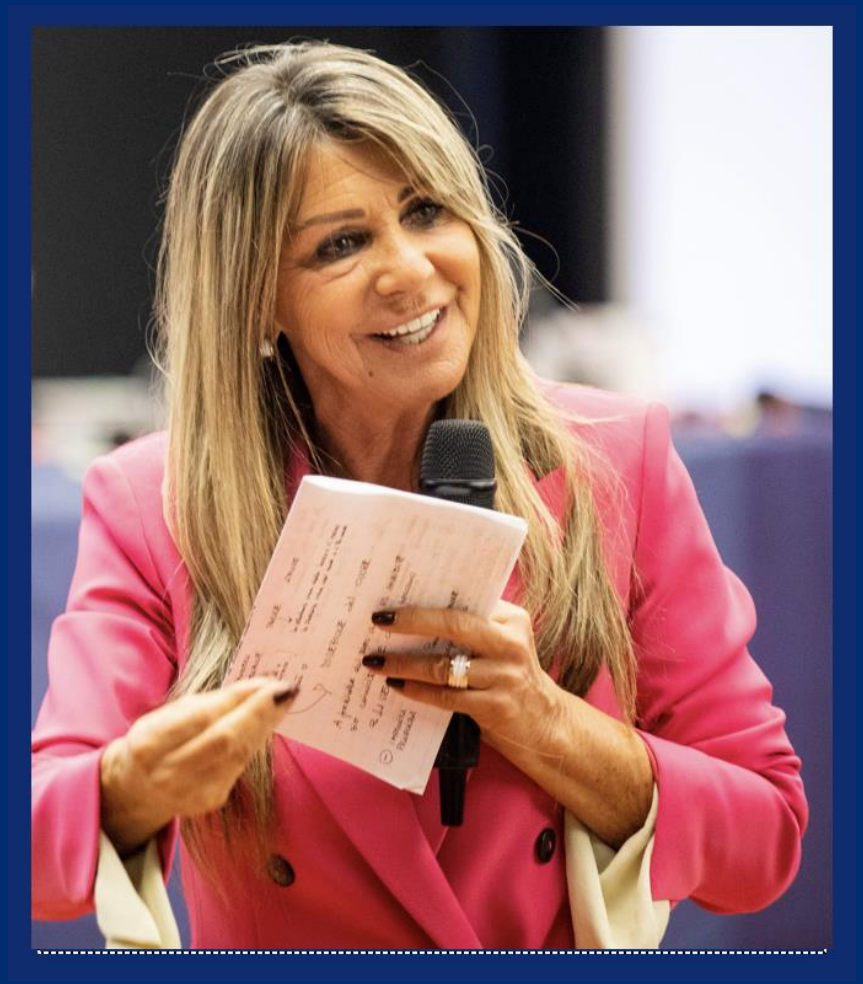
THE WORKER EVOLUTION TO WALLMAN

HR & MARKETING



- 73.341 Training hours
- 53.797 Curriculum
- 4.112 Interview
- 545 Hiring (Group)
- 979.595 Website Users
- 230.141 Web Searches
- 771 Media e Press release
- 29% Impact on leads

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OUR POINT OF SALES

OUR INTERVENTIONS

FINANCIALS

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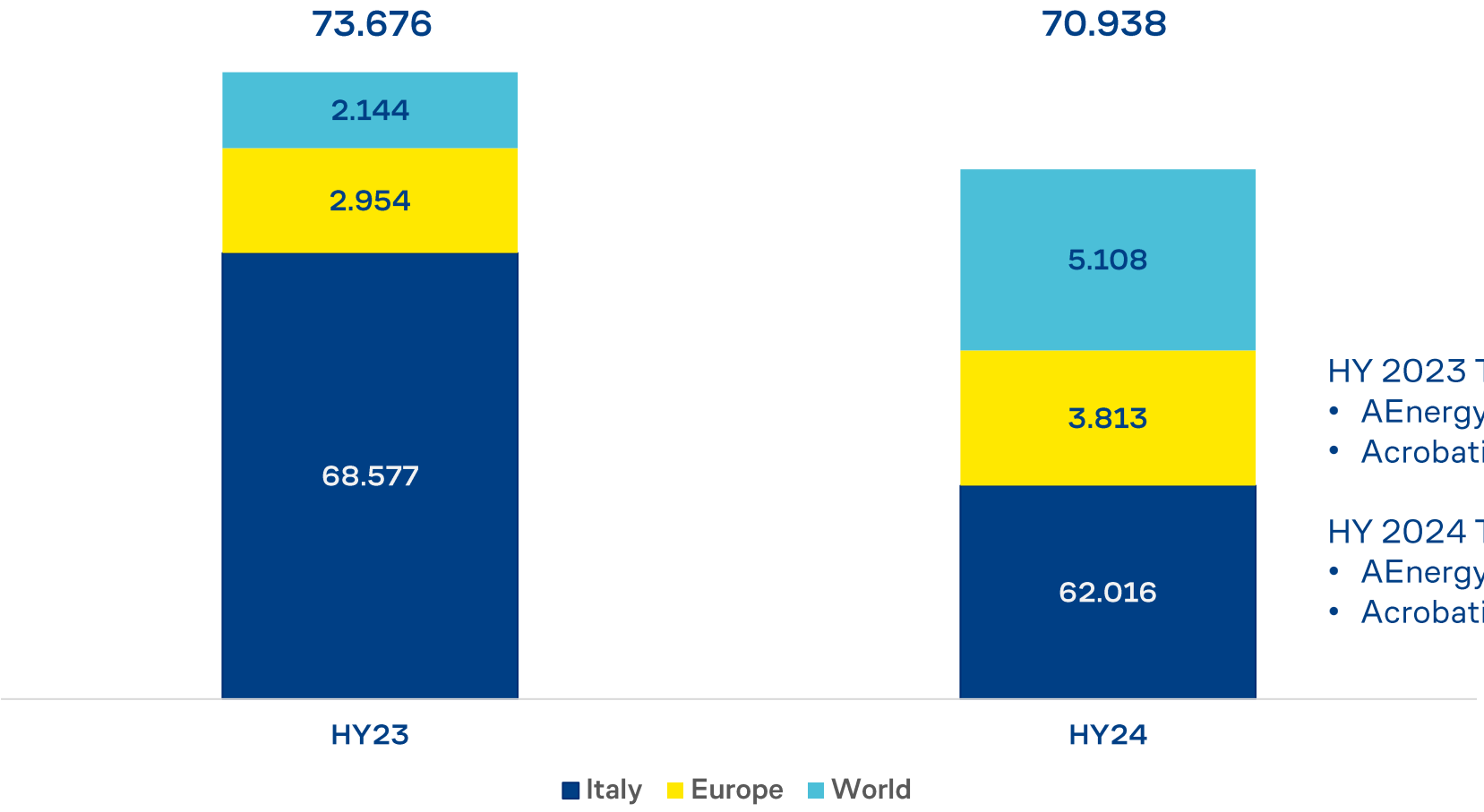
REVENUES ANALYSIS

CONSOLIDATED REVENUES (€/000) – HY23/ HY24

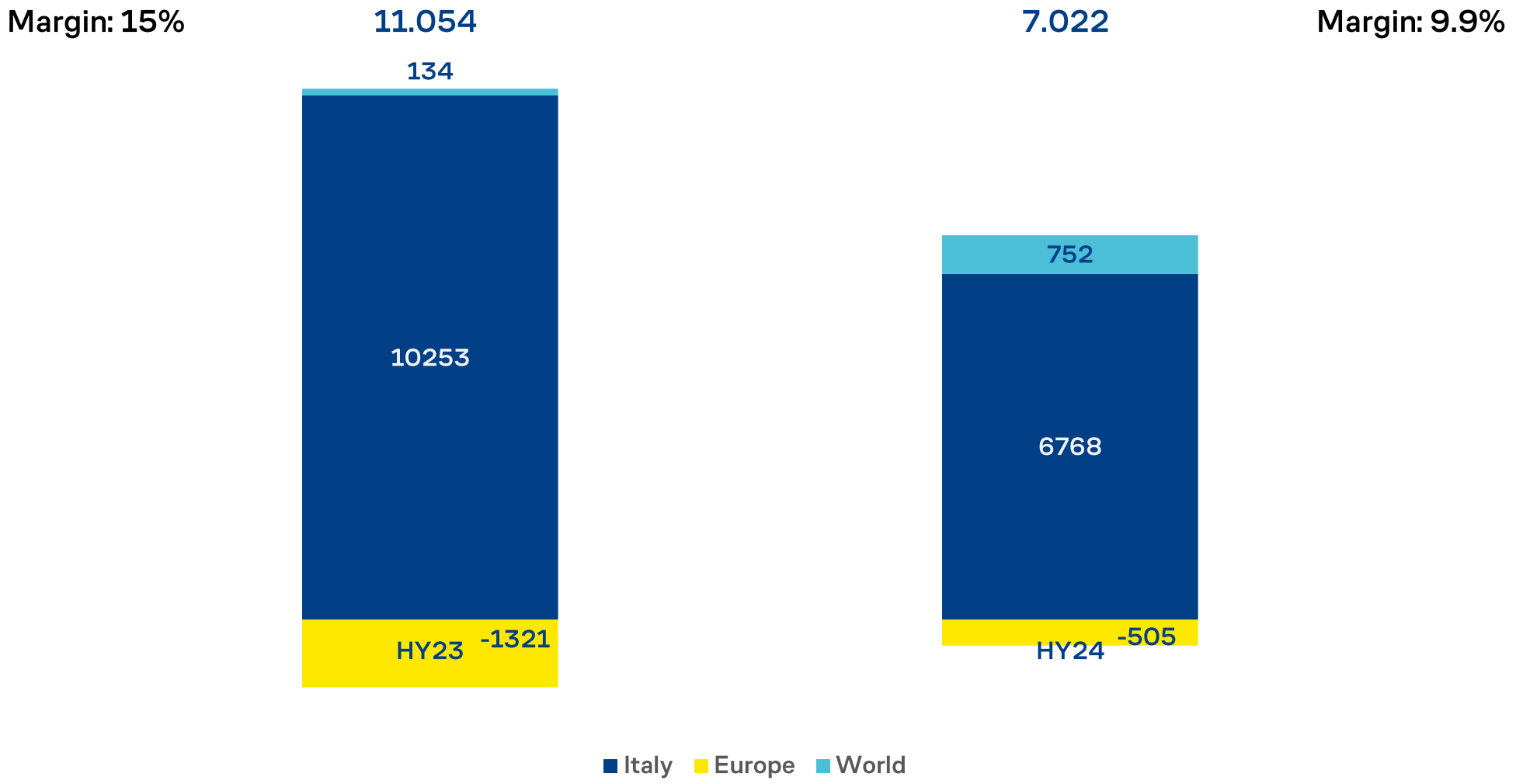


HY 2023 Turnover Italy 69M
- AEnergy: 15.3M
- Acrobatica: 53.7M

HY 2024 Turnover Italy 62M
- AEnergy: 0,5M
- Acrobatica: 61,6M (+20%)

EBITDA & EBITDA MARGIN

EBITDA (€/000; %) – HY 2023 / HY 2024



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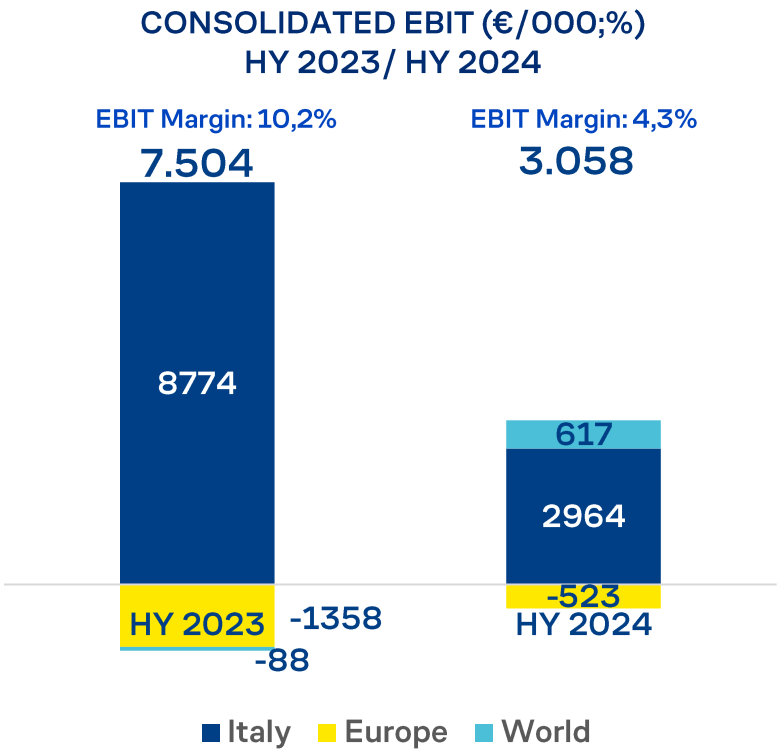
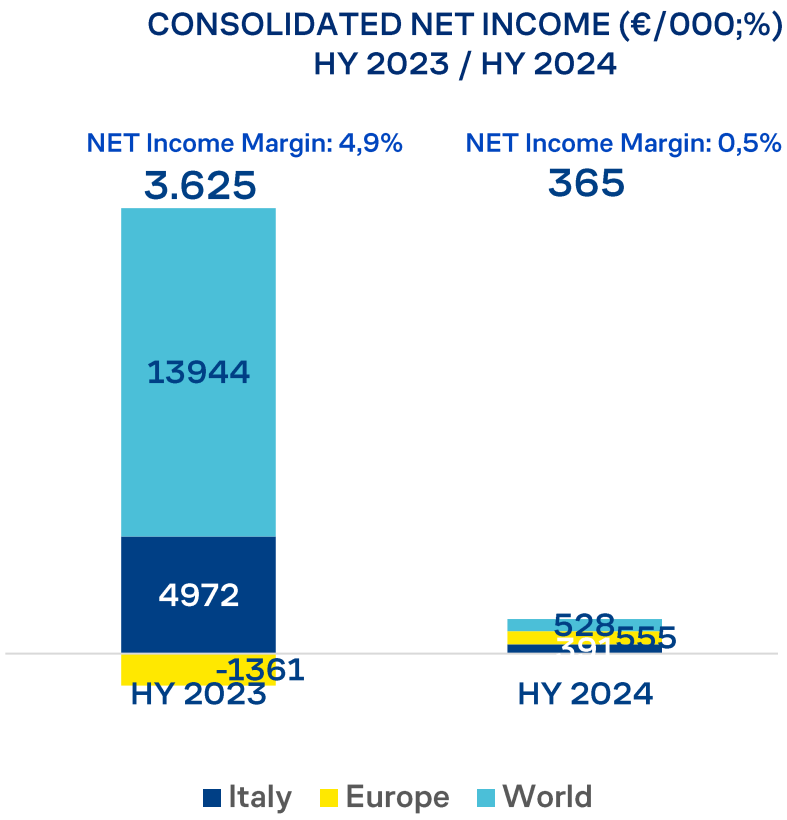
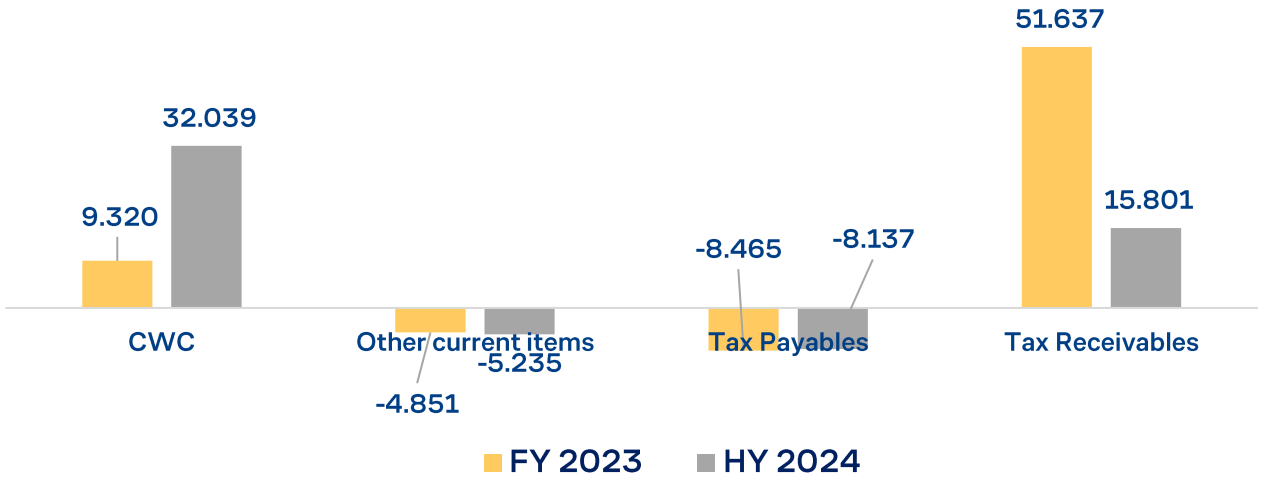
EBIT AND EARNING ANALYSIS





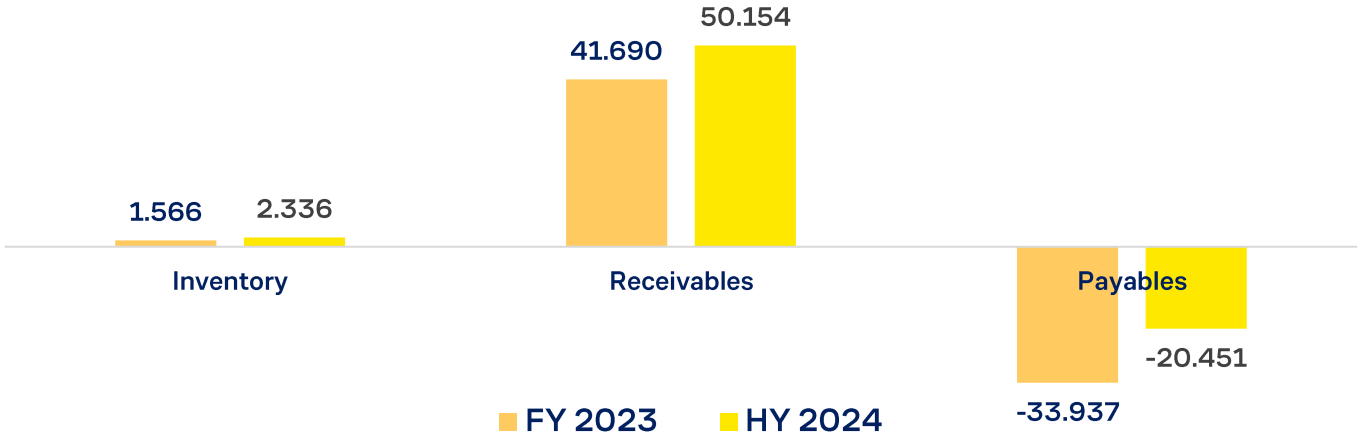
NET WORKING CAPITAL

NET WORKING CAPITAL (Euro/000) – FY 2023/ HY 2024



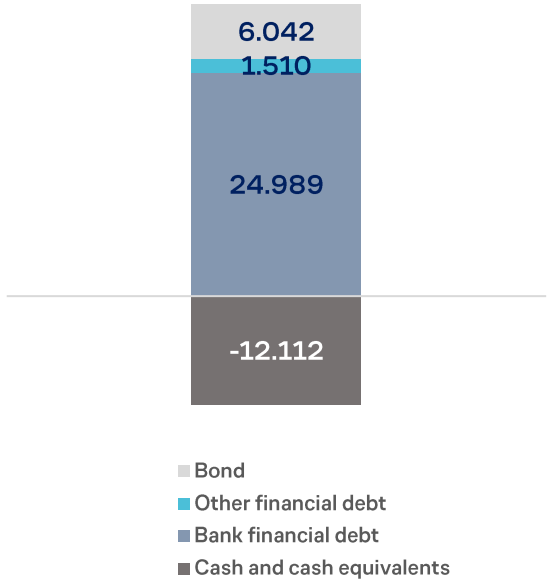
NWC FY 2023: € 47.913
NWC HY 2024: € 34.468

COMMERCIAL WORKING CAPITAL (Euro/000) – FY 2023 / HY 2024

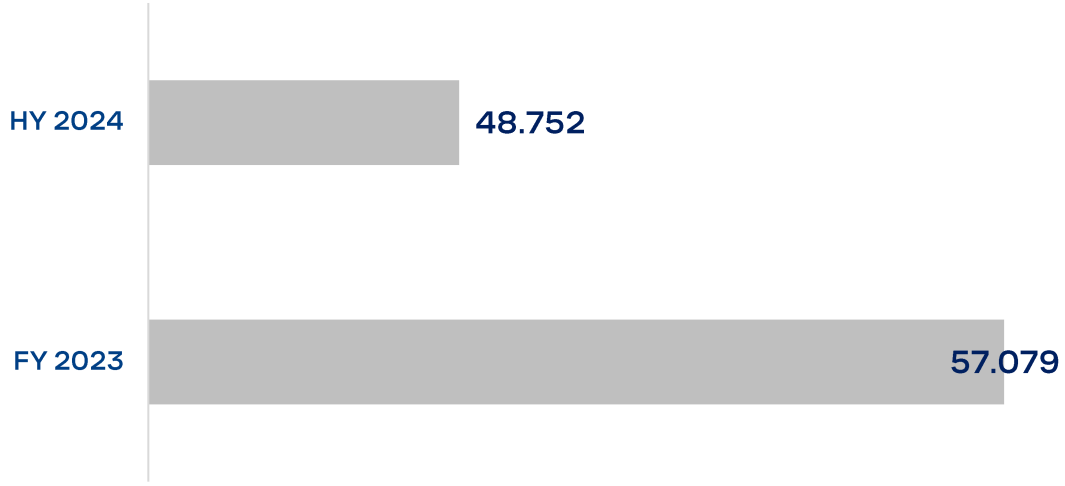


NET FINANCIAL POSITION and EQUITY ANALYSIS

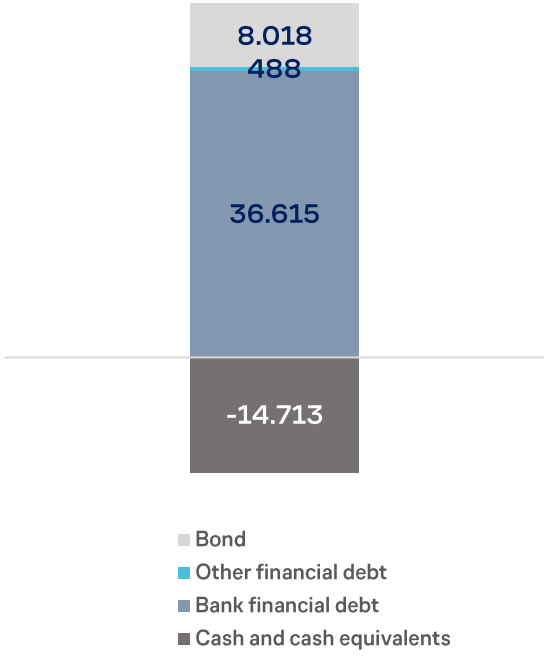
HY 2024 NFP BREAKDOWN



NFP (+debt/(cash) (Euro/000) – HY 2024 / FY 2023



FY 2023 NFP BREAKDOWN

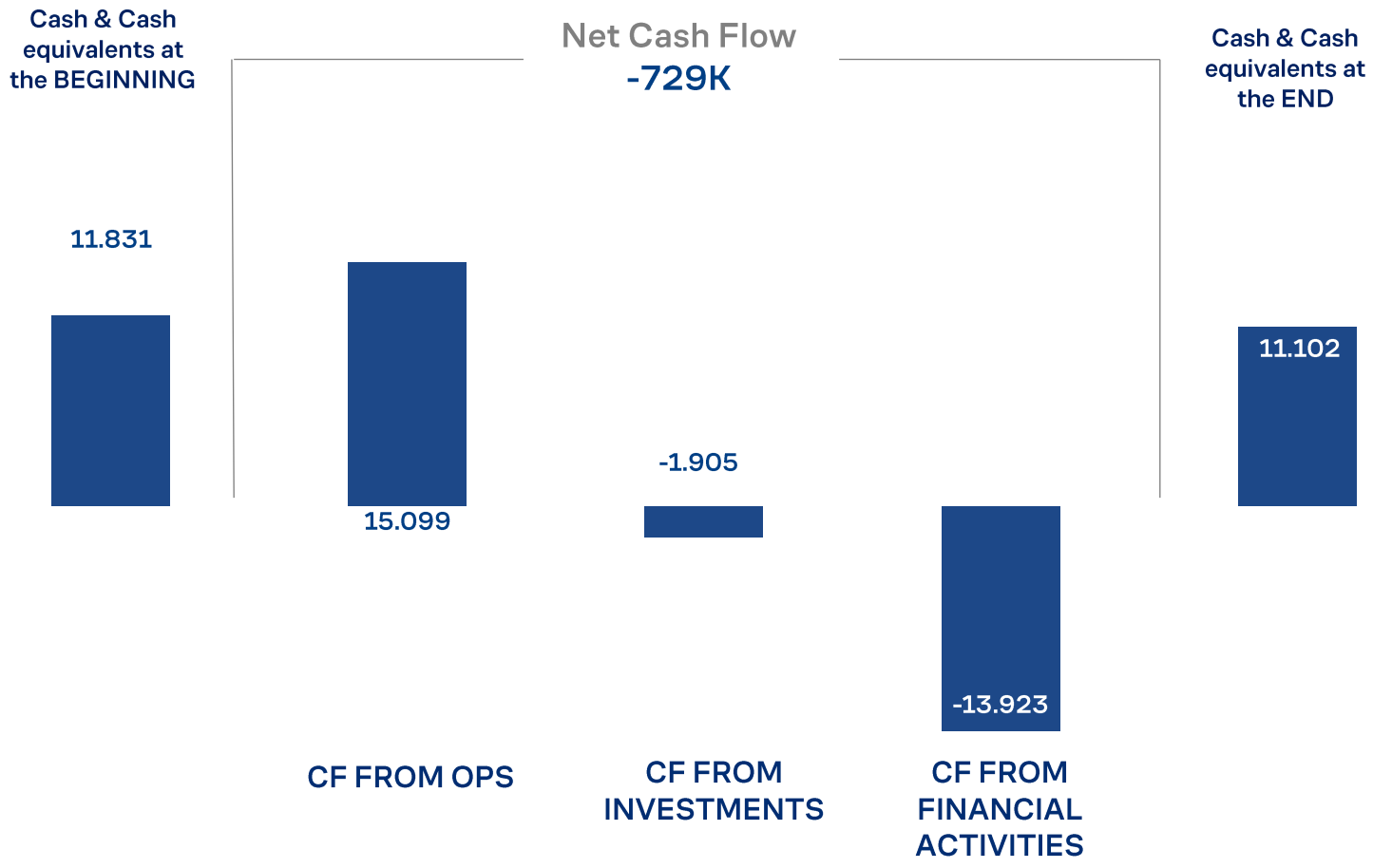


Equity (Euro/000) – HY 2024 / FY 2023

New international accounting standards →
Debts for leasing goods 22,1M
Put & call option 49% Enigma equal to 6,1 M

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 30 JUNE



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STOCK PERFORMANCE

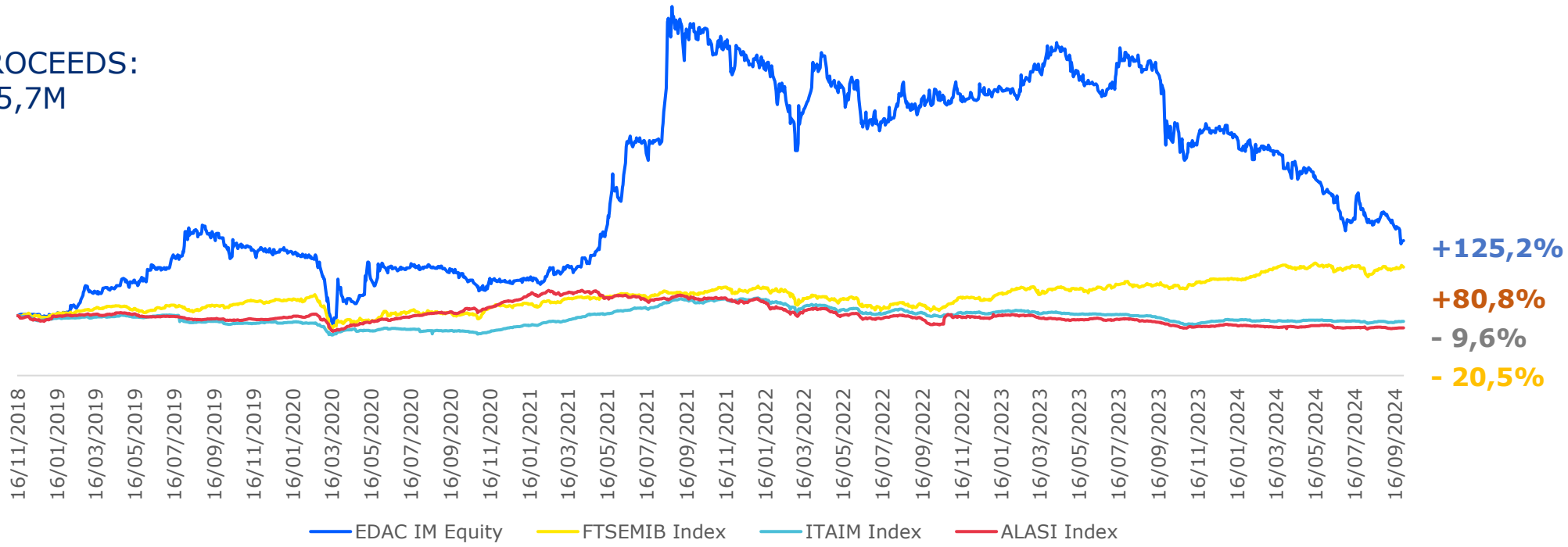
Market: Euronext Growth Milan
Ticker: EDAC
Shares: 8.422.885

Price (01/01/2024): €13,45
Market Cap (01/01/2024): ~ €117,1 M
Avg. Volume: 14.650 shares

Price (30/09/2024): €7,50
Market Cap (30/09/2024): ~ €63,2 M
Avg. Volume: 13.710 shares

IPO PRICE: €3,33

IPO PROCEEDS:
€5,7M



ESG

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Highlight ESG and Low Risk Rating by Sustainalytics

ESG Risk Rating COMPREHENSIVE
11.8 Low Risk
Negligible Low Medium High Severe
0-10 10-20 20-30 30-40 40+
Last Full Update: Jan 16, 2023
Last Update: Apr 13, 2023

SUSTAINALYTICS
a Morningstar company

- 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.

COMPANY FLEET CONVERSION PLAN INTO ELECTRIC VEHICLES

95% OF WASTE INTENDED FOR RECOVERY OPERATIONS

-28,8% WASTE PRODUCEDCOMPARED TO 2022

LCA LIFE CYCLE ASSESSMENT

SOCIAL

Acrobatica has always given great importance to respect for human rights, health and safety, human capital development, training and support for local communities.

1.895 EMPLOYEES (+97% COMPARED TO 2021)

>140K HOURS OF TRAINING(

GOVERNANCE

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

UN GLOBAL COMPACT

ESTABLISHMENT OF AN ESG COMMITTEE

12 POLICIES

0 VIOLATIONS OF THE CODE OF ETHICS

ACROBATICA

Italy (HQ) - Via Filippo Turati, 29 – 20121, Milano
Spain - Carrer Girona, 134, 08037 – Barcelona
France - 102 Avenue des Champs-Elysées, 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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