

ACROBATIC

EDILIZI ACROBATIC[®]
1°
giorno di
quotazione
Borsa Italiana
EA

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ABOUT US

A light gray world map serves as the background. Dark blue shapes highlight specific regions: France, Spain, Italy, and Monaco in Western Europe; and Saudi Arabia, Kuwait, and the United Arab Emirates in the Middle East.

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

We operate with almost 175 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 2024
€ 5.500

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.

A low-angle, upward-looking photograph of a modern building's facade. Two acrobats are performing a high-wire act. One acrobat is positioned higher and further away, appearing to be in a crouched or jumping position. The second acrobat is lower and closer, standing on a thin horizontal wire. The building's facade is composed of white, textured panels and large windows. The sky is a vibrant blue with scattered white clouds. The overall composition emphasizes height and human achievement.

THE REAL STRENGTH OF ACROBATICA 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 Méditerranée
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;



2025

Acquisition 80% Verticaline Srl.

FACTS AND FIGURES in 2024



**+25.000 construction
sites**

Opened in 2024



**+154,5
milions**

Revenues
consolidated in 2024



**+ 3.000
people**

Group level



**+175
branches**

In Italy, Europe,
World

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

ITALY

117 Branches

40 Franchisee

FRANCE & MONACO

6 Branches

SPAIN

Branches

UAE & KSA

5 Branches



Italia



Francia



Spagna



Emirati Arabi

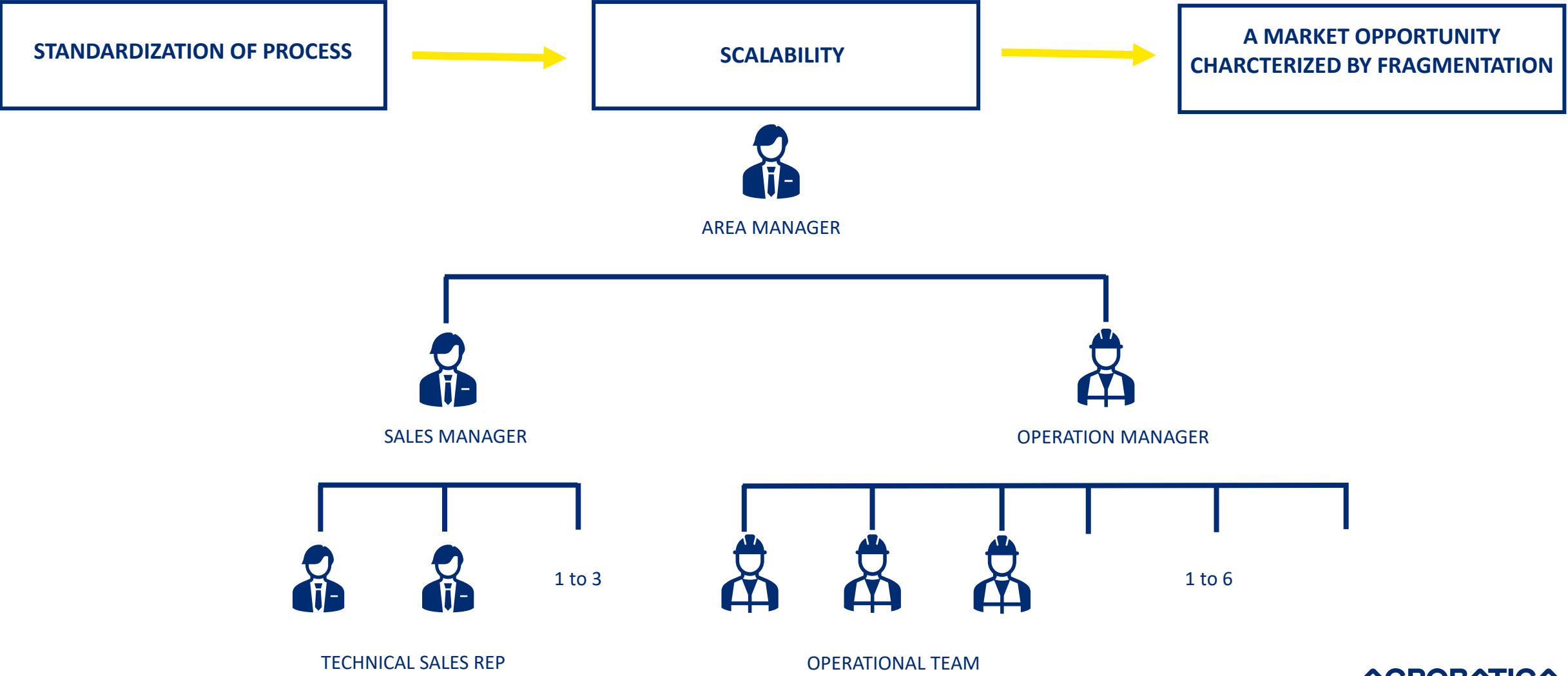


Arabia Saudita



Kuwait

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



THE WORKER EVOLUTION TO WALLMAN



HR & MARKETING



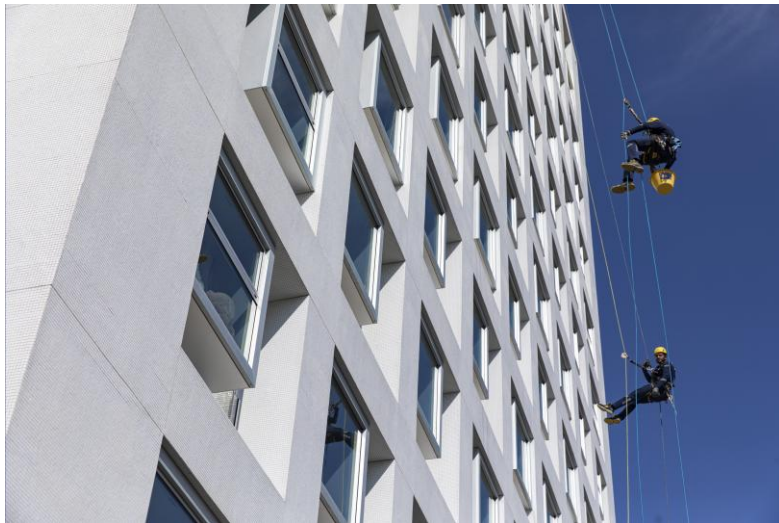
- **130.000 Training hours**
- **139.556 Curriculum**
- **6.238 Interview**
- **1.007 Hiring (Group)**
- **2.146.631 Website Users**
- **438.757 Web Searches**
- **2.020 Media e Press release**
- **30,6% Impact on leads**



OUR POINT OF SALES



OUR INTERVENTIONS



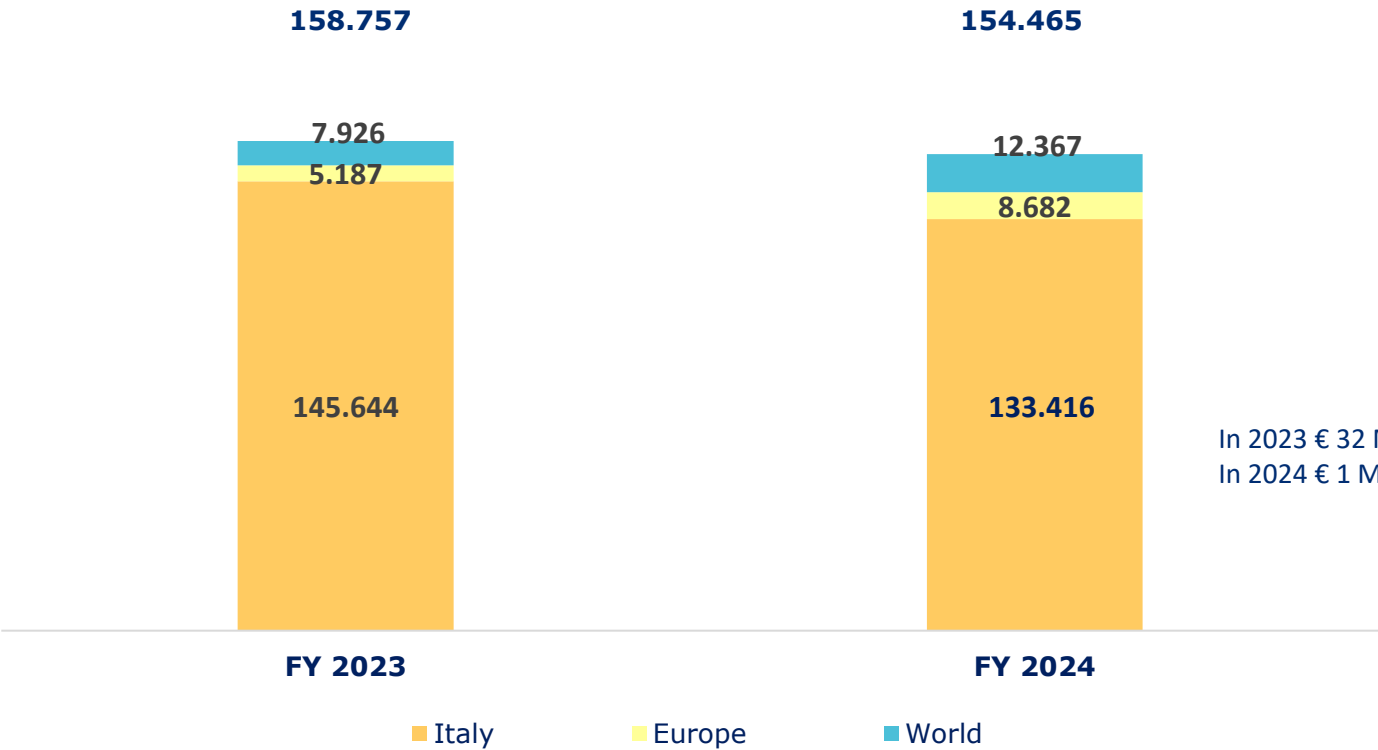


FINANCIALS



REVENUES ANALYSIS

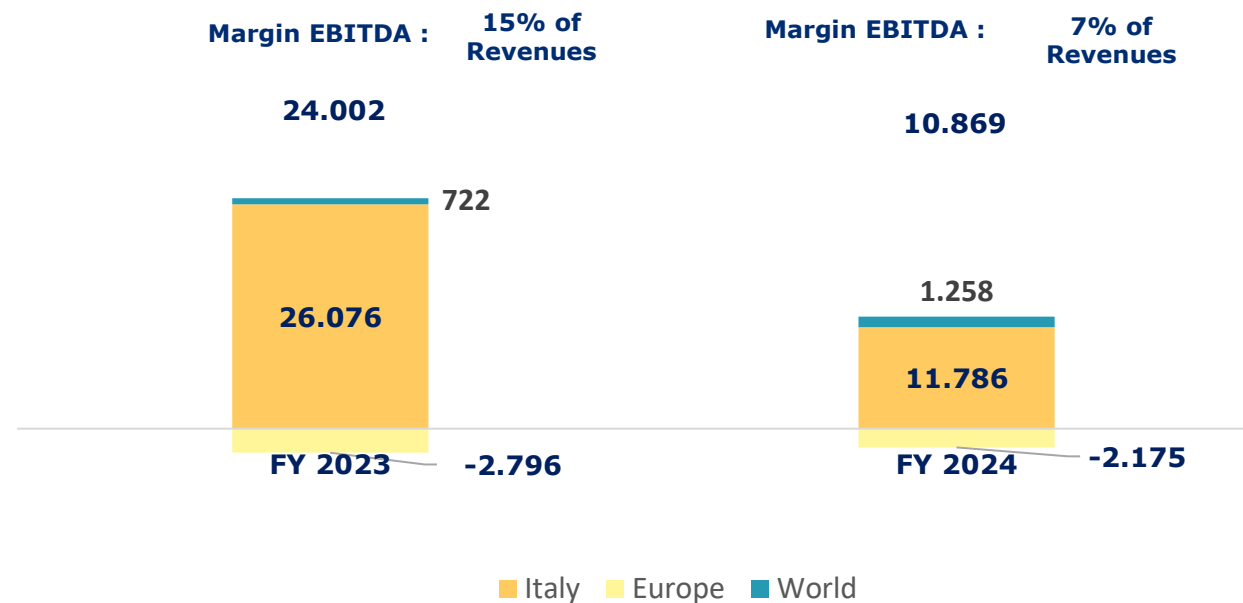
CONSOLIDATED REVENUES (€/000) – FY 2023 / FY 2024



In 2023 € 32 Mlo by Energy and 114 €Mlo by EdiliziAcrobatica Spa
In 2024 € 1 Mlo by Energy and 132,4 €Mlo by EdiliziAcrobatica Spa

EBITDA & EBITDA MARGIN

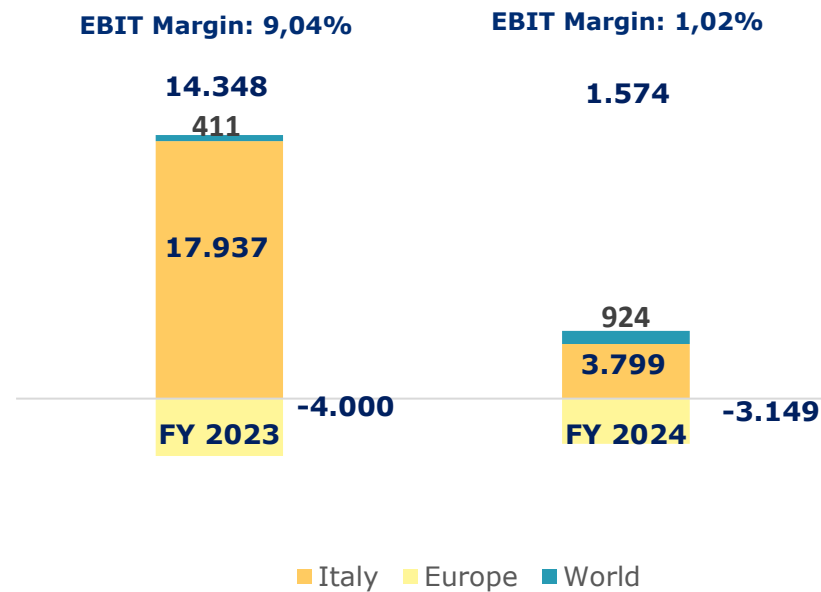
EBITDA (€/000; %) – FY 2023 / FY 2024



EBIT AND EARNING ANALYSIS

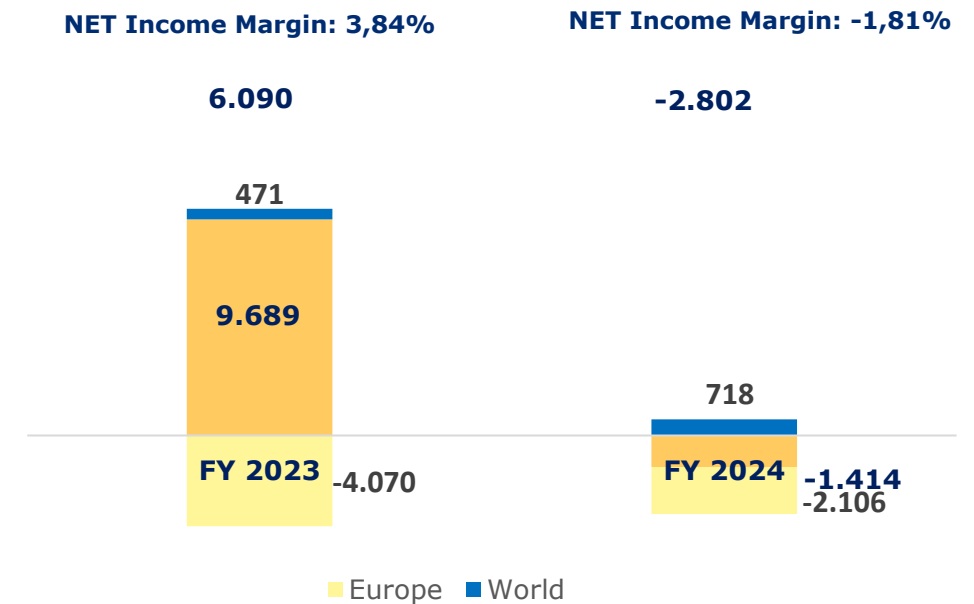
CONSOLIDATED EBIT (€/000;%)

– FY 2023 / FY 2024



CONSOLIDATED NET INCOME (€/000;%)

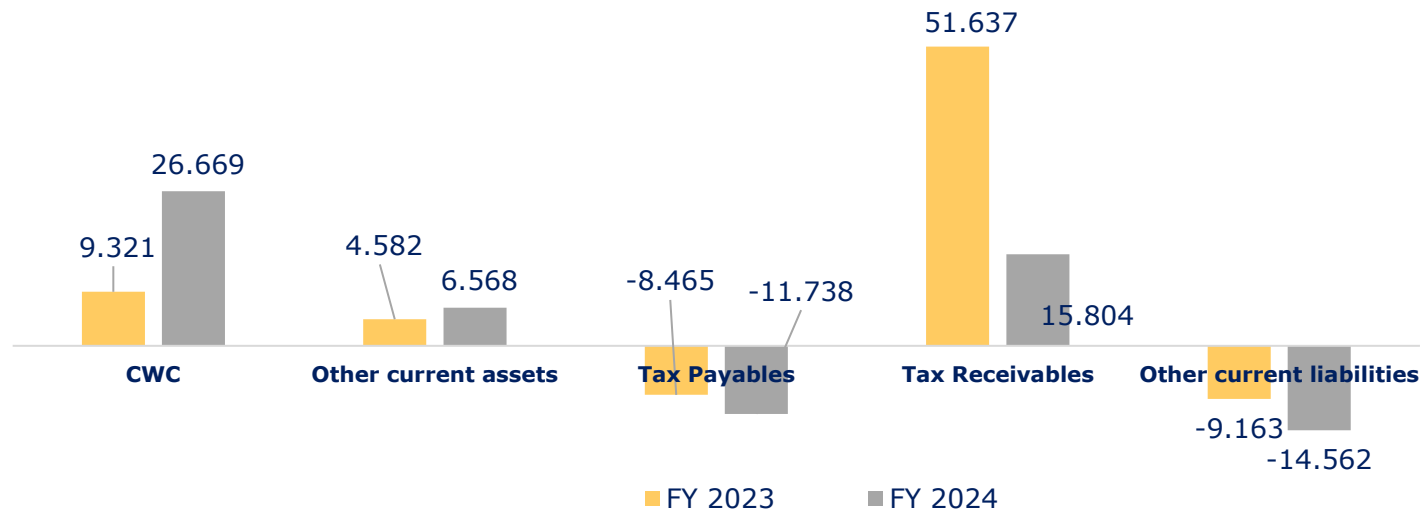
– FY 2023 / FY 2024



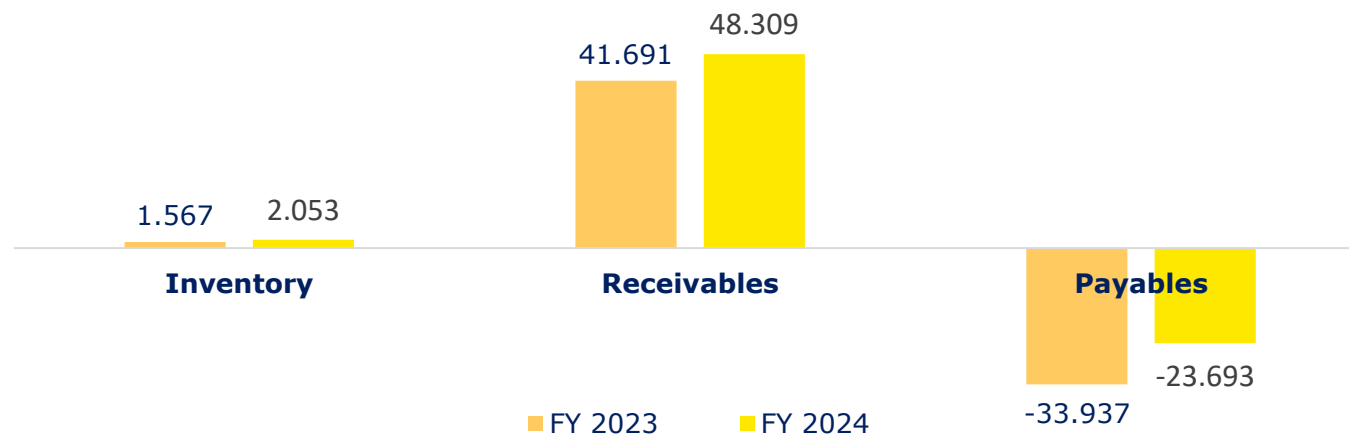
Italy includes also the loss by Energy. EdiliziAcrobatica Spa's separate net result is 1,281 €Mlo

NET WORKING CAPITAL

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



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



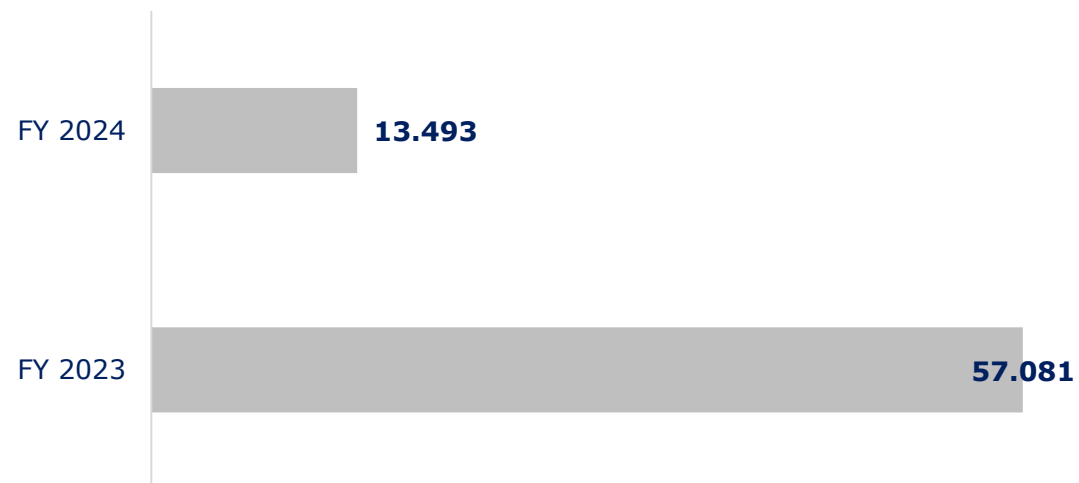
NET FINANCIAL POSITION and EQUITY ANALYSIS

FY 2023 NFP BREAKDOWN

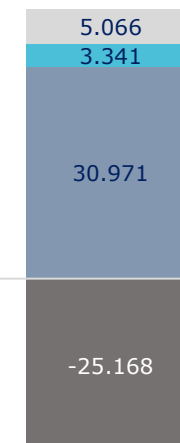


■ Bond
■ Other financial debt
■ Bank financial debt
■ Cash and cash equivalents

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

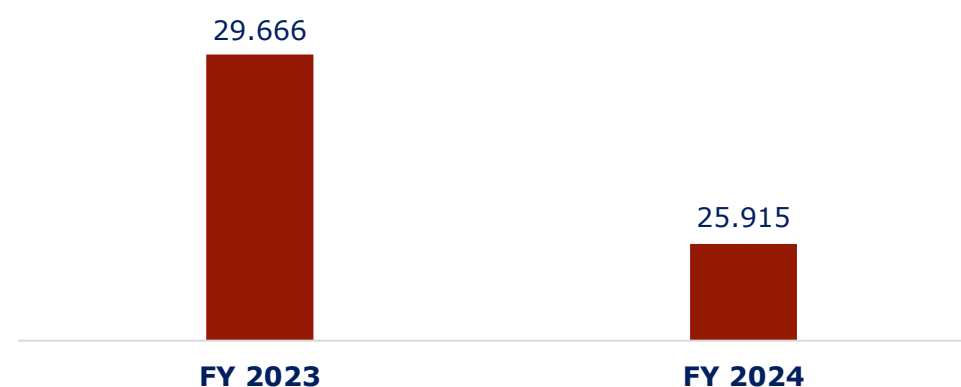


FY 2024 NFP BREAKDOWN



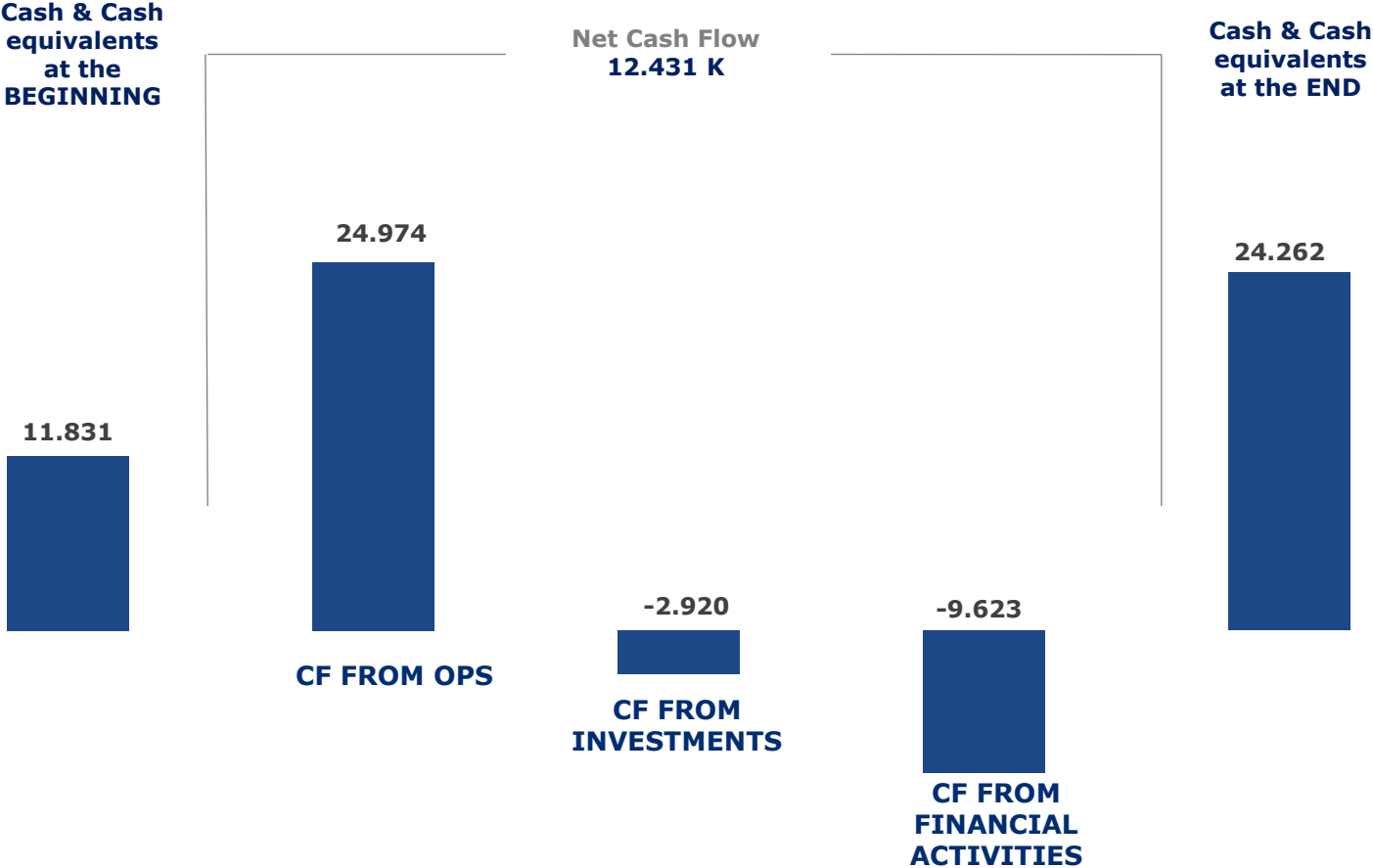
■ Bond
■ Other financial debt
■ Bank financial debt
■ Cash and cash equivalents

Equity (Euro/000) – FY 2023 / FY 2024



Movements in net equity are as follows:
Payment of dividends = (1.120)
Net loss for the year = (2.801)
Other minor items = 270
Total movements = (3.751)

CASH FLOW ANALYSIS FROM 01 JANUARY TO 31 DECEMBER



STOCK PERFORMANCE

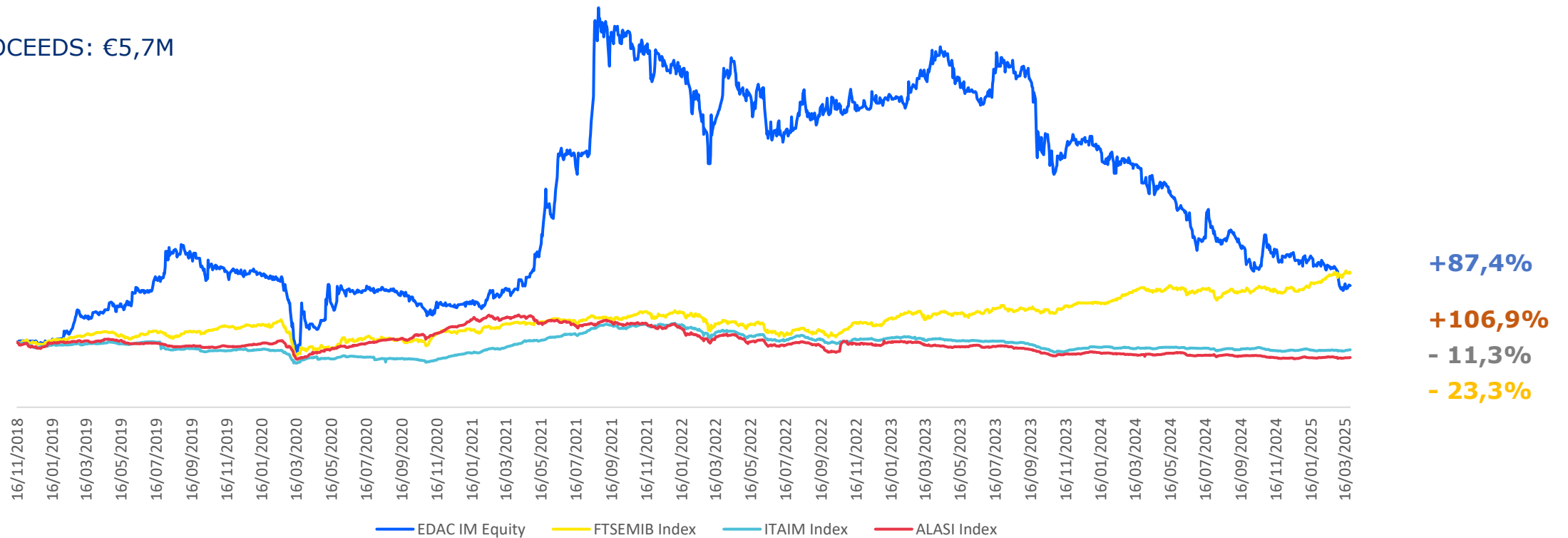
Market: Euronext Growth Milan
Ticker: EDAC
Shares: 8.422.885

Price (26/03/2024): €12,20
Market Cap (26/03/2024): ~ €101,5 M
Avg. Volume: ~ 14.310 shares

Price (26/03/2025): €6,24
Market Cap (26/03/2025): ~ €52,6 M
Avg. Volume: ~ 13.210 shares

IPO PRICE: €3,33

IPO PROCEEDS: €5,7M



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, ADNOC 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

Chairman & Group CFO – Investor Relator ad interim

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Group Investor Relator & Sustainability Manager

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