

PRESS RELEASE

EDILIZIACROBATICA S.P.A.: +100% MORE CUSTOMERS, +48% MORE CONTRACTS SIGNED IN 2023 AND REBRANDING STARTS IN 2024

Genoa, 11 January 2024: EdiliziAcrobatica S.p.A. ("Company" or "ACROBATICA"), the parent of the group of the same name, announces the number of contracts signed during 2023 which, with an increase of **+48%**, went from 17,925 contracts in 2022 to 26,550. This result reflects the strong growth in the number of customers, which saw a year-on-year increase of **+100%**.

With this extraordinary result for the year just ended the Group enters 2024 with momentum as it celebrates 30 years of business with a party that will take place in Genoa on January 13th, launching the rebranding of its concept in the Italian market by changing its logo from EdiliziAcrobatica to Acrobatica. During the course of the year we will therefore see the new design on vehicles, sales offices, uniforms, digital and other assets in all the cities where the Group is operational. The change will be gradual and conscientious, in keeping with the Group's ESG policies.

Anna Marras, CEO of Acrobatica Group: *"We ended the year with some extraordinary results that we are extremely proud of. Of particular note is the growth in customers, which have doubled, an unequivocal sign of the expertise and reliability of our human resources, currently some 2,500, all united and in lockstep when it comes to Acrobatica's overall objective: to revolutionise construction culture throughout the world. All this despite the fact that 2023 was not an easy year for the Acrobatica family from an emotional point of view, marked by the untimely death of our founder Riccardo Iovino".*

Domenico Caputo, Group Sales Director: *"The success we saw in 2023 is the result of work we began many years ago when we decided to embark on a path to invest in the training of human resources who are prepared at every level to manage customer relations, not only with a view to building customer loyalty but also to be available and to listen. A 48% increase in the number of contracts signed in a year in which the market suffered a backlash due to the reduction of state incentives is proof of what we have been saying all along: Acrobatica is being chosen by an increasing number of customers regardless of whether or not state aid is available because group companies have continued to devote their full attention and care to each of our customers".*

Simona Filice, Group Brand & Marketing Officer: *"The new logo is the icing on the cake of our brand strategy born from the desire to tell our story with a single distinctive logo that represents us everywhere and is immediately understood by anyone who is in one of the cities where we offer our services, from Palermo to Dubai. A brand that unequivocally communicates our story, our know-how, our values and our people: our true distinctive strength, with which we strive to ensure efficiency and peace of mind even when it comes to construction".*

EdiliziAcrobatica S.p.A

Head Office

Via Filippo Turati, 29
20121, Milano

Head quarter

Viale Brigate Partigiane 18/2A
16129 Genova
Tel 010 3106912
Fax 010 3106440

Toll-free number
800.300.833

www.acrobatica.it
info@acrobatica.it
ediliziacrobaticaspa@pec.it

Certifications



Countries

Over 150 sites in Italy, France, Spain, Monaco, the United Arab Emirates, Saudi Arabia and Kuwait.

This press release is available online at www.1info.it and on the Issuer's website at www.ediliziacrobatika.com (Investor Relations / Press Releases section).

Group Investor Relator

EdiliziAcrobatica S.p.A.

Martina Pegazzano
investor.relator@acrobaticagroup.com
M: [+39 342 0392683](tel:+393420392683)

Press Office Manager

EdiliziAcrobatica S.p.A.

Deborah Dirani
ufficiostampa@acrobaticagroup.com
M: [+39 393 8911364](tel:+393938911364)

Financial Press Office

Close to Media

Davide Di Battista
davide.dibattista@closetomedia.it

Enrico Bandini
enrico.bandini@closetomedia.it

Euronext Growth Advisor

Banca Profilo S.p.A.

Via Cerva 28 - 20122, Milano
ediliziacrobatika@bancaprofilo.it
T: [+39 02 584081](tel:+3902584081)

EdiliziAcrobatica S.p.A. is the leading company in the exterior renovation sector. Founded in Genoa in 1994 by Riccardo Iovino and guided today by Anna Marras, Group CEO, the company currently has around 2,500 employees and more than 150 operating areas in Italy, France, Spain, the Principality of Monaco, the United Arab Emirates and Saudi Arabia. The double safety rope technique makes it possible to do construction work while offering the end customer efficient, safe and sustainable services. The double safety rope technique it employs allows working without scaffolding or aerial platforms, thus offering end customers a quality service. Listed on the Euronext Growth Milan market since November 2018 and on the Euronext Growth Paris market since February 2019, ACROBATICA has integrated the principles of sustainability into its Business Model, guaranteeing a naturally sustainable service and a responsible approach that pursues the well-being and satisfaction of its internal and external stakeholders, and in 2022 it earned an ESG Rating that places it among the lowest-risk companies in its cluster of reference.

For info: www.ediliziacrobatika.com

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