

ACROBATIC[®]

RENOVATE, REBUILD, RETHINK

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.

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.



“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”.

Riccardo Iovino



ACROBATICA

A leading player constantly adapting to the growing needs of construction services

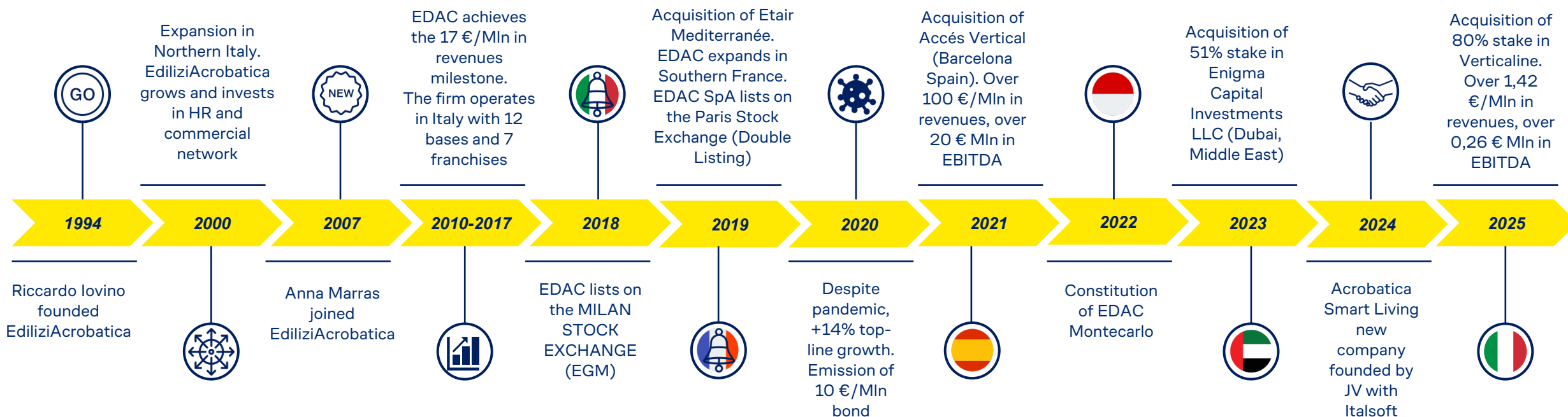


Start of activities in Genoa with the **ambition to change the concept of the renovation works** from scaffolding to double rope

Geographical expansion throughout the **national** territory and creation of a strong **international** presence thanks to **cross-border M&A** that consolidate the **brand awareness**

Complete offer of services for condominiums that give Acrobatica a new look, making it the **first supplier for condominiums and condominium administrators**

MILESTONES





FAMILIES

- Opportunity for **families** to plan the work and expenses
- Scheduling a maintenance plan of condominiums avoiding irreversible damage that would cause higher expenses



BUILDING MANAGER

- Constant support **to condominium managers** in discovering the advantages of rope access
- Prompt technical support, innovative solutions and management of the construction work in all its aspects



HISTORICAL BUILDINGS

- Jobs on **monuments and historical buildings** (without disturbing tourists)
- Flagship Projects: Ponte Vecchio in Florence, the Roman Forum and the Rocca Salimbeni in Siena.



CORPORATE & HOTEL

- Restyling of **corporate and hotel** facades

Dynamic company
offering multiple services
with a tailored approach to
a diversified customer
base

Multiple services with a tailored approach to a diversified customer base

CORE BUSINESSES

Securing and Prompt intervention

- Removal of rickety objects of the building: façade, ledge, balcony, tiles removal
- Prompt intervention includes all the services that are provided urgently

Proofing

- Removal of localized infiltrations or the complete rebuilding of the waterproofing system that may concern balconies, roofs, ledge and hedges

Renovation

- Restructuring and maintenance of facades, balconies and ledges.
- Maintenance and replacement of gutters and downspouts: cleaning services and repair and replacement services.

Maintenance

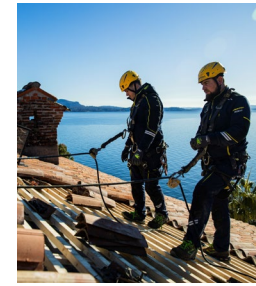
- Ordinary maintenance of hedges as well as the rebuilding

Rebuilding

- Removal or encapsulation of slate and asbestos slabs (carried out by qualified employees subcontracted to specialized and authorized companies in the industry).

Building cleaning

- Cleaning of walls and facades, roofs, gutters and downpipes
- Cleaning of solar panels and windmills



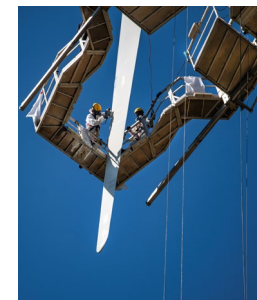
NEW BUSINESS

ESG Business

- Wind power, Photovoltaics, Energy efficiency

Emerging Markets

- Civil & Construction, Energy, Marine, Oil & Gas, Facility Management, Geotechnical





VISION

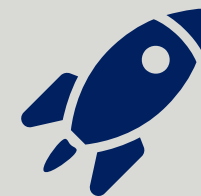
"People are the real protagonists, we believe in the potential of each of them": this is the inspiring principle of the company, which has a constant attention to inclusion and meritocracy.

Thanks to its **limited environmental impact business**, Acrobatica is able to concentrate and amplify its efforts in the environmental and social field for the benefit of the environment, communities and all its stakeholders, in particular of persons whose satisfaction is considered a primary objective..

MISSION

Acrobatica aims to **change the way of building** in Italy, Europe and around the world by specializing in jobs with double safety rope, such as maintenance and renovation of buildings and other architectural structures.

Thanks to its expertise and quality of services, Acrobatica faces a constantly growing **demand for maintenance and renovation services** both regionally and internationally.



OUR BUSINESSES



RENOVATE, REBUILD, RETHINK



HIGH GROWTH POTENTIAL TO BE CAPTURED AND GLOBAL FOOTPRINT

FACTS AND FIGURES IN H1 2025



**+14.000
CONSTRUCTION
SITES**
(Opened in H1 2025)

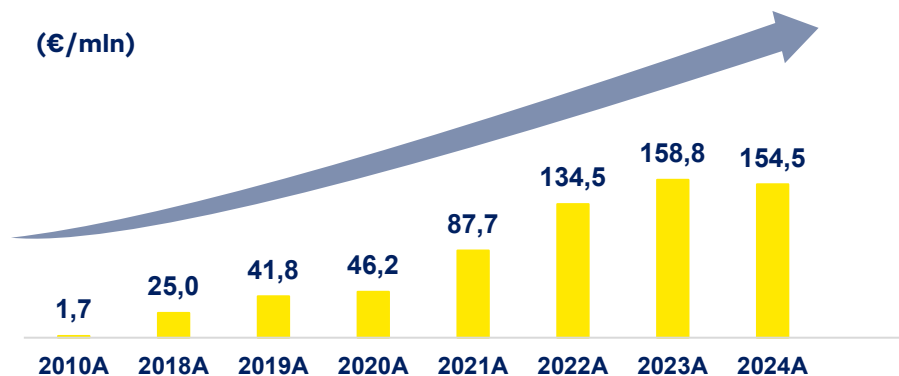


**+3.000
PEOPLE**
Group level



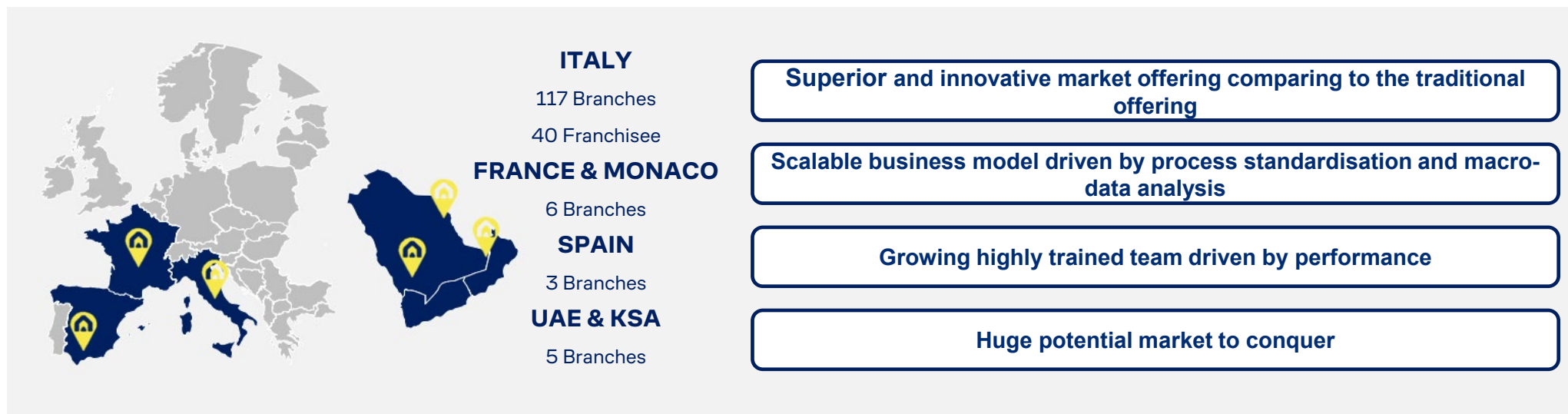
**~175
BRANCHES**
In Italy, Europe,
World

EVOLUTION OF CONSOLIDATED REVENUE



International leader in double-rope works

Acrobatica's distinctive strengths driving its growth journey



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





HR & MARKETING

H1 2025



>62.000 training hours + Group FB Wallman



39.378 curricula vitae



296 hiring



1.180.799 website users



232.211 web searches



1.145 media & press release



29% impact on leads

Training in Acrobatica is a

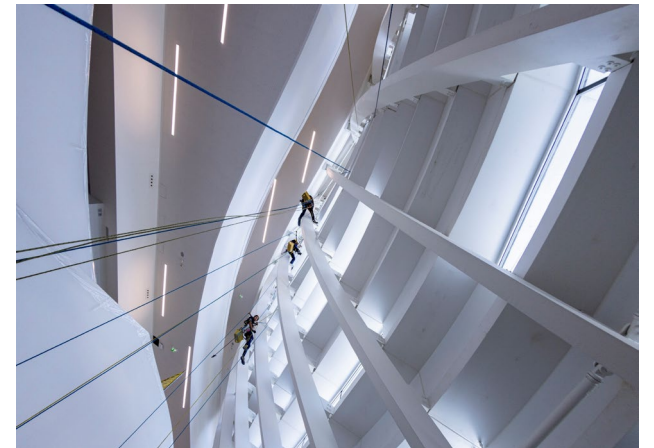
fundamental asset that not only helps to reduce accidents at work to zero, but represents a strong incentive for those who want to approach this profession abandoning the traditional paradigms linked to the construction world through an innovative vision



As of today, Acrobatica operates 4 dedicated training academies across Italy, France, Dubai and Saudi Arabia



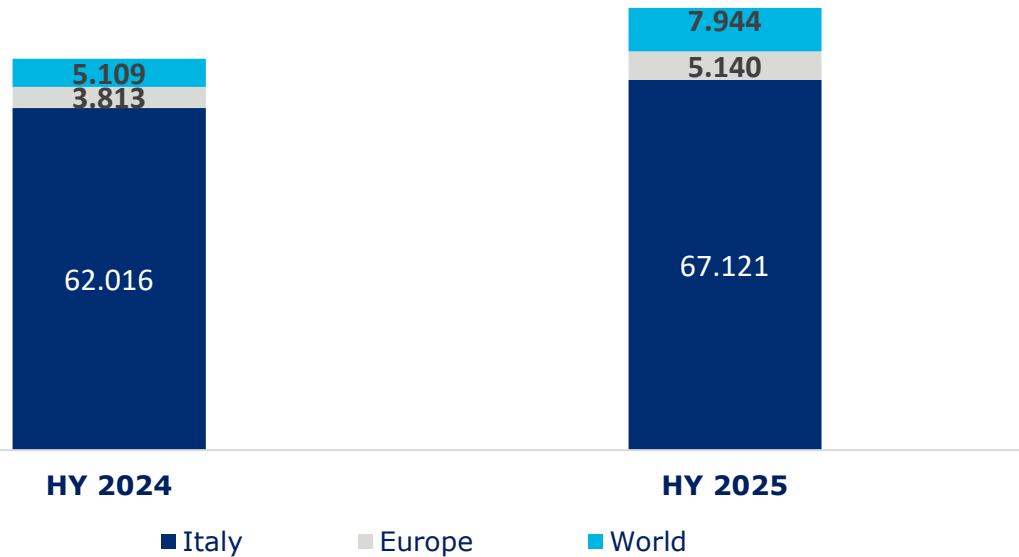
OUR POINT OF SALES



OUR INTERVENTIONS

FINANCIALS





REVENUES ANALYSIS

CONSOLIDATED REVENUES (€/000) –
HY 2024 / HY 2025

Margin EBITDA: 9.9% of Revenues



Margin EBITDA: 8.2% of Revenues



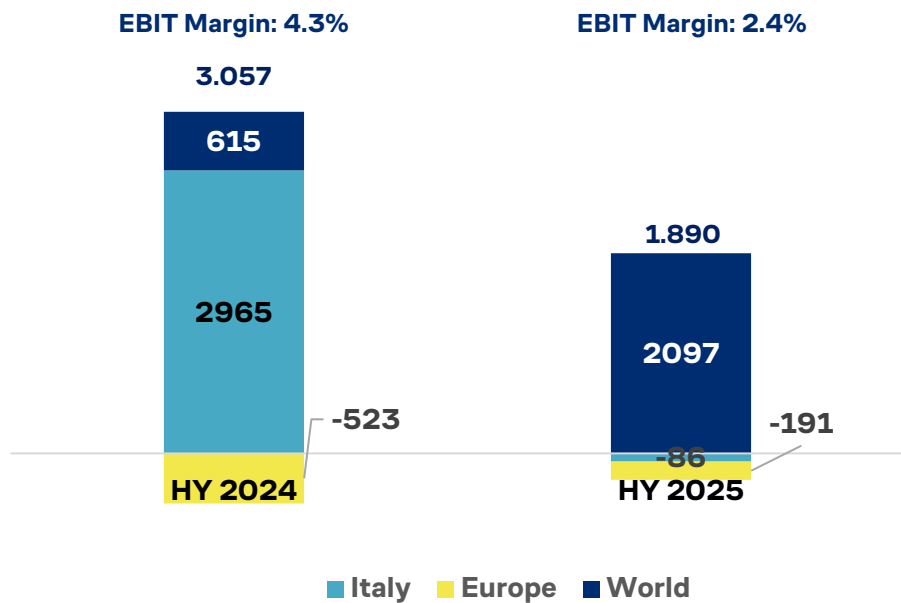
■ Italy ■ Europe ■ World

EBITDA & EBITDA MARGIN

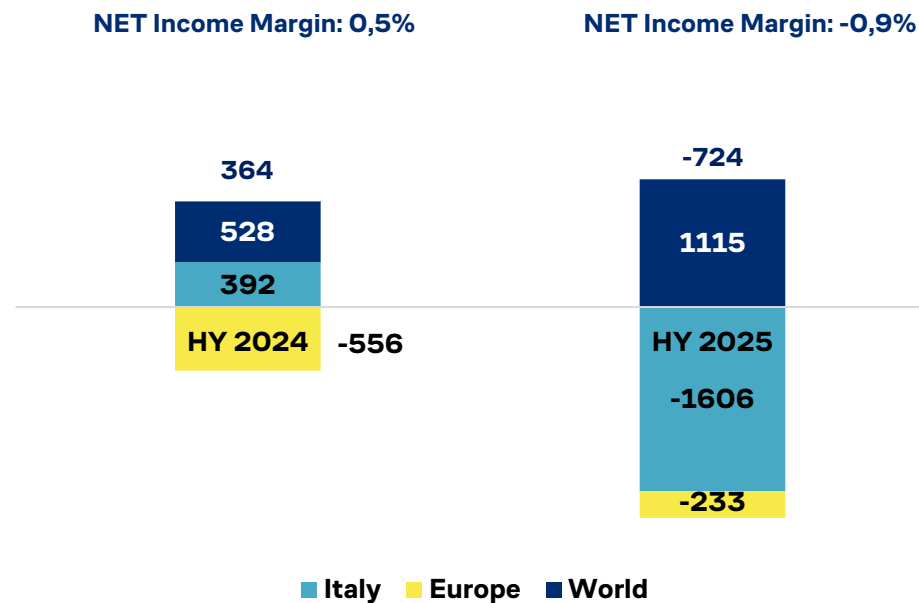
EBITDA (€/000; %) – HY 2024 / HY 2025

EBIT AND EARNING ANALYSIS

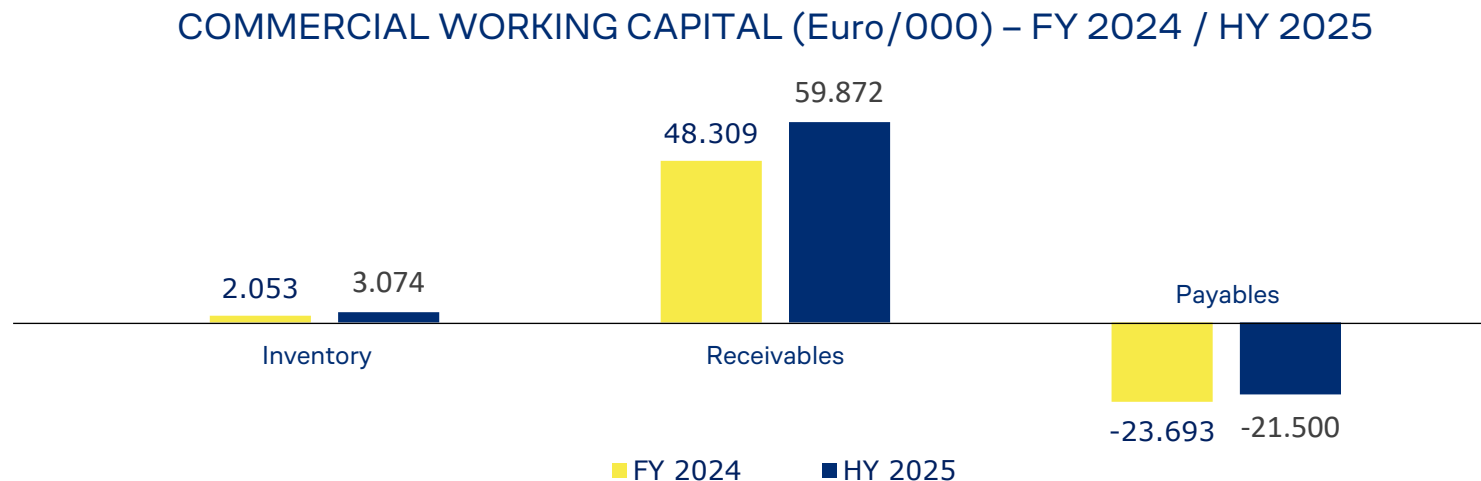
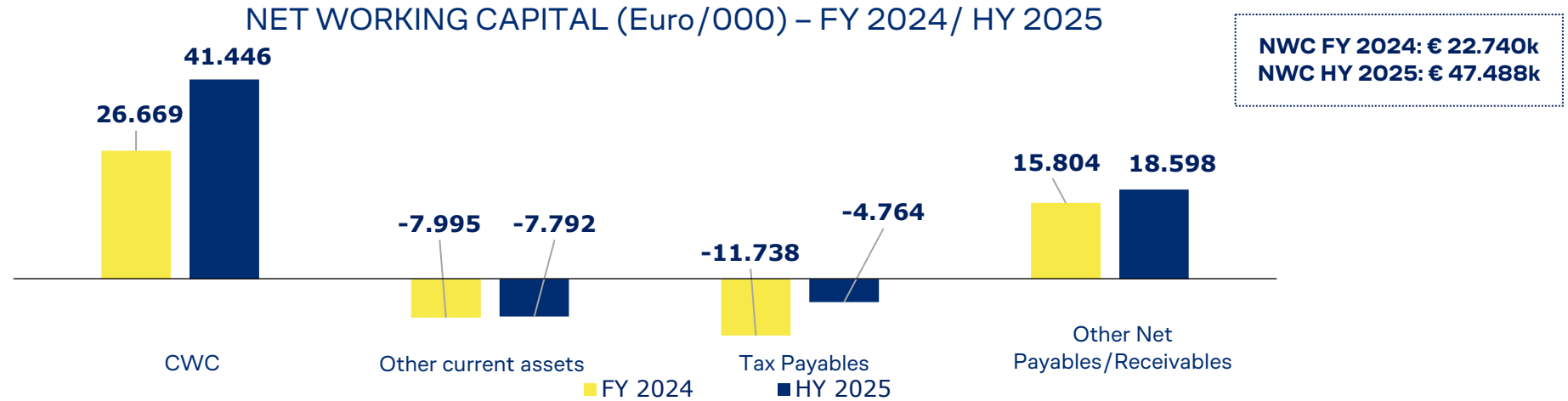
CONSOLIDATED EBIT (€/000;%)
– HY 2024 / HY 2025



CONSOLIDATED NET INCOME (€/000;%)
– HY 2024 / HY 2025

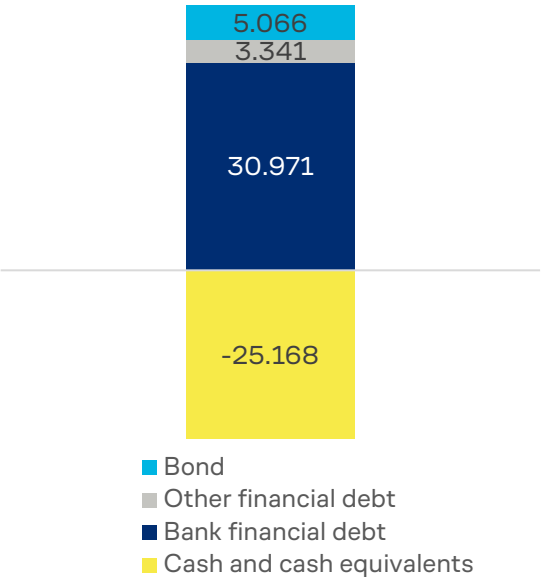


NET WORKING CAPITAL

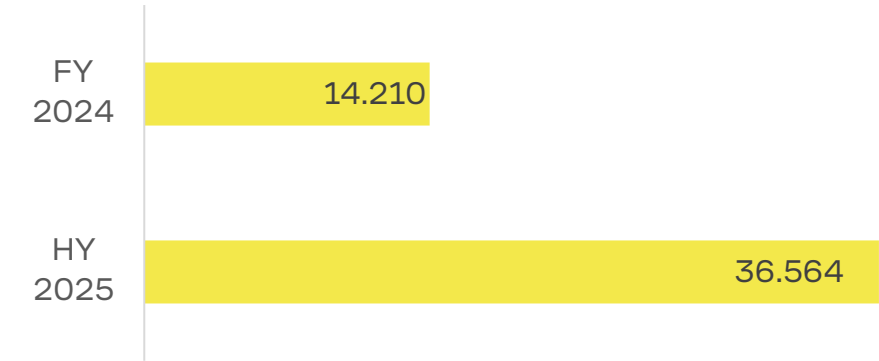


NET FINANCIAL POSITION & EQUITY ANALYSIS

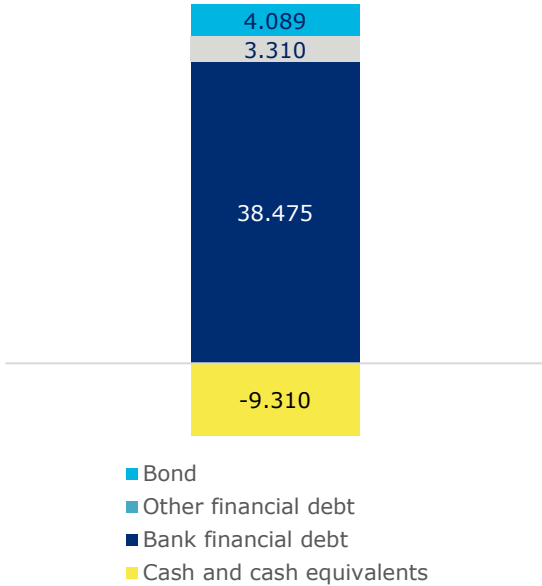
FY 2024 NFP BREAKDOWN



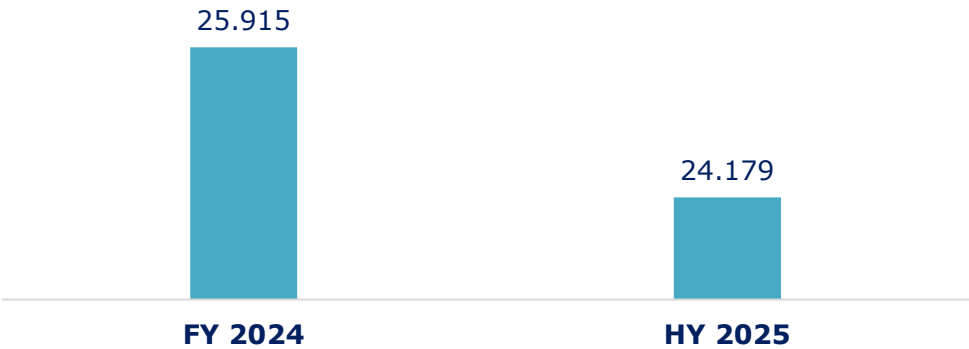
NFP (+debt/(cash) (Euro/000) – FY 2024/ HY 2025



HY 2025 NFP BREAKDOWN

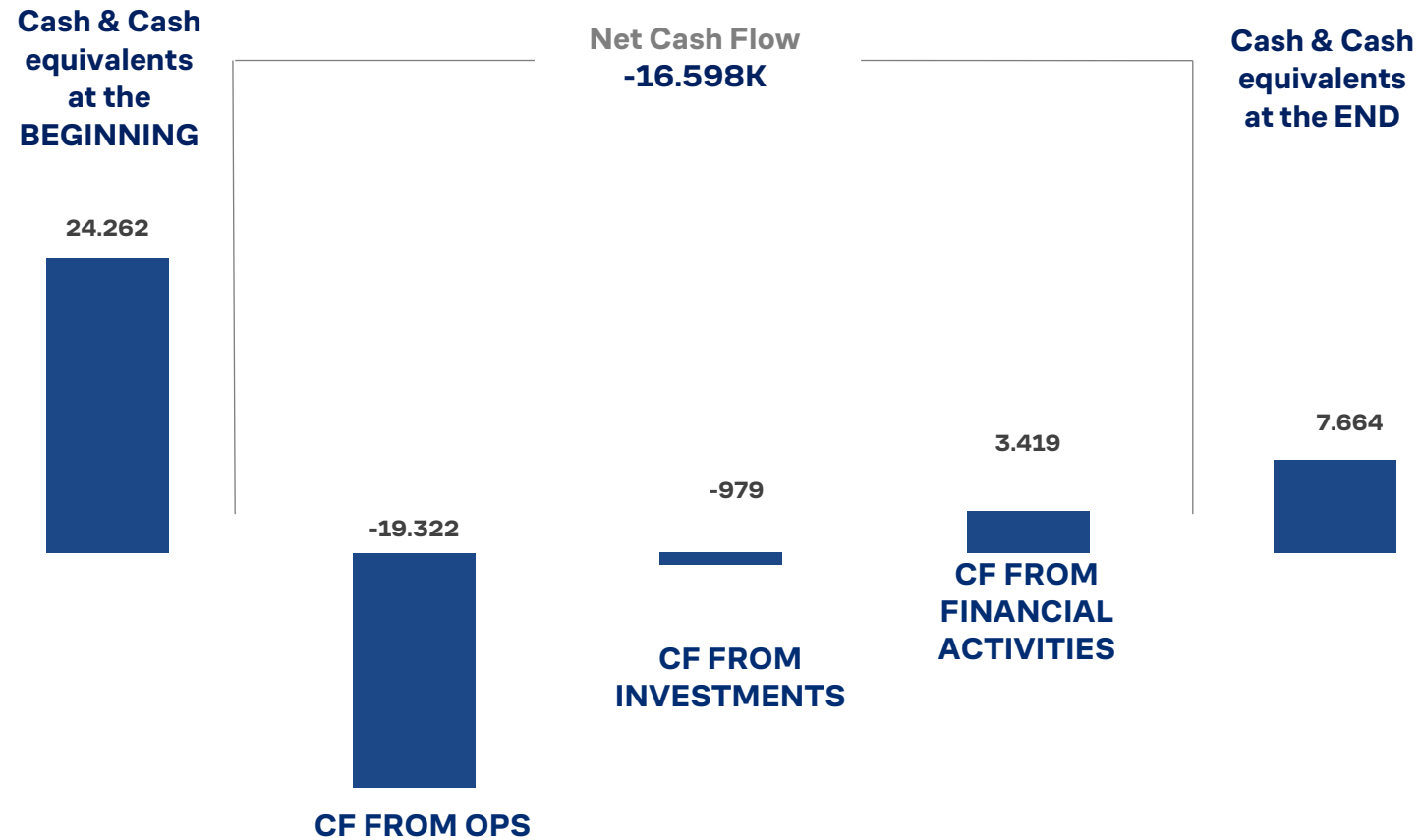


Equity (Euro/000) – FY 2024 / HY 2025



CASH FLOW ANALYSIS

FROM 01 JANUARY TO 30 JUNE



STOCK PERFORMANCE

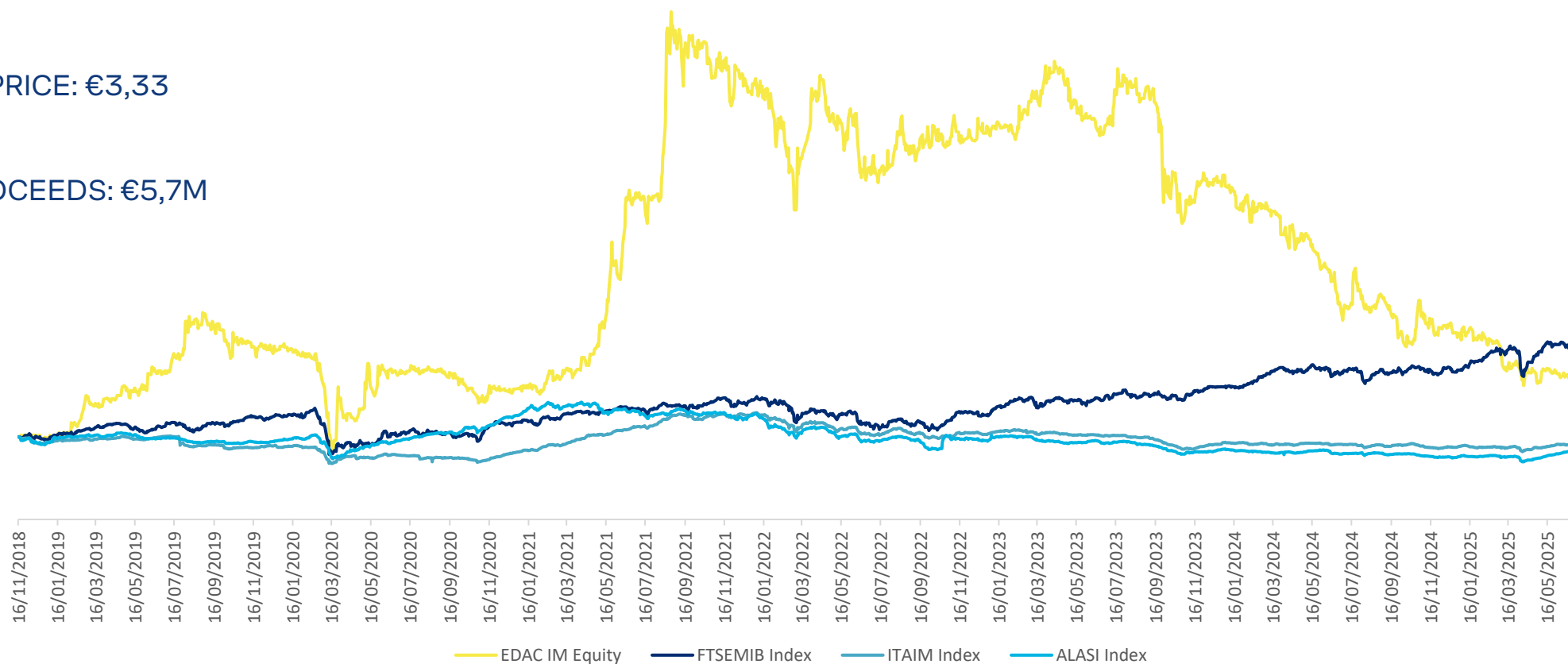
Market: Euronext Growth Milan
Ticker: EDAC
Shares: 8.422.885

Price (28/06/2024): €8,70
Market Cap (28/06/2024): ~ €73,3 M
Avg. Volume: ~ 14.037 shares

Price (30/06/2025): €5,72
Market Cap (30/06/2025): ~ €48,2 M
Avg. Volume: ~ 12.924 shares

IPO PRICE: €3,33

IPO PROCEEDS: €5,7M



ESG



SUSTAINABILITY PATH

2020

- The ESG journey 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 the original idea that gave rise to the company, highlighting a **low environmental impact**, especially when compared to traditional construction.

2021

- Adherence to the **UN Global Compact** and the preparation of the first **sustainability report** on a voluntary basis.

2022

- Adoption of the *Modello Organizzativo, di Gestione e Controllo* 231/2001.

2024

- A **three-year plan** (Action Plan) has been launched, defining annual targets and objectives to be pursued in the ESG field.

2025

- Obtained the **certification** for the **Environmental Management System** (ISO 14001).



RENOVATE, REBUILD, RETHINK

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UAE - Dubai Investment Park 1, Near Green Community – Dubai

UAE - Khalifa Bin Zayed The First, ADNOC Building, 6th Floor, Office no 623 - Abu Dhabi

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