

PRESS RELEASE

THE BOARD OF DIRECTORS OF EDILIZIACROBATICA APPROVED THE DRAFT FINANCIAL STATEMENTS FOR THE YEAR ENDED 31 DECEMBER 2019

VALUE OF PRODUCTION, + 59.3% AT € 41.8M

EBITDA AT € 4.2M

NET PROFIT AT € 1M

- Production Value at € 41.8 million, +59.3 YoY;
- EBITDA at € 4.2 million (EBITDA Margin at 10.1%);
- EBIT at € 2.3 million (EBIT Margin at 5.6%);
- Net profit at € 1 million;
- Negative Net Financial Position (NFP) (debt) of € 2.6 Million

Genoa, 27 March 2020 - The Board of Directors of EdiliziAcrobatica S.p.A. ("Company" or "EDAC"), a company specialized in outdoor maintenance and renovation of residential buildings and architectural structures through the double rope safety tool, listed on AIM Italia segment of the Italian Stock Exchange (EDAC ticker) and on Euronext Growth (ALEAC ticker), today under the chairmanship of Simonetta Simoni examined and approved the draft financial statements as at and for the year ended 31, December 2019, prepared in accordance with the AIM Italia Issuers Regulation and in compliance with Italian accounting standards.

Riccardo Iovino, CEO, Founder and Shareholder of EDAC, announced: "2019 was a year of great growth for EdiliziAcrobatica: a year that brought the Company to the Dual Listing on Euronext Growth (Pairs) in February. France, in general, is the country where we addressed our efforts of internationalization with the launch of the first branch and headquarters of EdiliziAcrobatica France in Perpignan, following the acquisition of ETAIR - Entreprise de Travaux Aériens et d'Interventions Rapides Méditerranée, a

company specializing in renovation outdoor maintenance and renovation with double safety rope. Shortly after this first opening, we started the selection of commercial technicians in other cities of the Midi (Nice, Marseille and Toulouse), which were quickly put into full operational conditions. Our internationalization project keeps going, and this year we are working to expand our technique in other cities in France and Spain.

Due to of the current serious difficulties of the country for the Coronavirus pandemic, as EdiliziAcrobatica we took action with our strength and determination all necessary actions to guarantee the continuity of the business.

We have therefore immediately started the procedures for the launch of a new service dedicated to environmental sanitation, thus responding to the pressing requests of our customers, investing in the acquisition of machinery, detergents and safety devices for personnel.

I have always considered the difficulties I have encountered, as an entrepreneur, as a stimulus to grow and renew the Company: as an essential run-up to make a wider leap into the future. Today, EdiliziAcrobatica is, once again, intercepting the needs of the market to meet them efficiently and quickly. The responsibility that I feel as an entrepreneur, towards my employees and collaborators and their families, towards investors, as well as towards my country, is an ethical principle that has guided me since I founded EdiliziAcrobatica and from which I do not intend to escape even now.

EdiliziAcrobatica will continue to grow in this complex 2020, seizing every challenge with the determination to win it".

Anna Marras, Shareholder of EdiliziAcrobatica and Director of all EDAC resources: "In 2019 EdiliziAcrobatica employed 800 human resources, including employees and collaborators. 800 people that we are committed to constantly training to support them in a path of growth, not only professional, but human. Our philosophy, the entrepreneurial ethics that distinguishes us, is based on the inclusion and support of each of the people who make up our Group. The figures, income statement, turnover and growth that distinguished 2019 are the result of a humanistic, financial strategy. Our strength, the most precious resource of EdiliziAcrobatica, are the men and women who make it up and who work every day sharing a Group's objective: always focused on the growth, overcoming the results achieved. Each one of us feels personally involved, as a unique and

irreplaceable human being, in the shared project of making our Acrobatic technology the most widespread building technology in the world".

RECLASSIFIED INCOME STATEMENT

Below is the reclassified income statement compared with 2018:

In 2019 the **value of production** amounted to € 41.8 million, an increase of 59.3% compared to the 2018 annual figure. The increase in revenues continues to be driven by the branches revenues, equal to approximately € 36.4 million, which grew by approximately 59% (compared to € 22.9 million in 2018), and accounted for approximately 87.2% of the value of production, followed by the growth in franchising revenues, equal to approximately € 2.8 million, which grew by 33.3% (compared to approximately € 2.1 million in 2018).

The strong growth in sales is therefore due to the rapid opening of new branches in the fourth quarter of 2018 in Italy and in 2019 in Italy and France.

Like for like (LFL) revenues, represented by revenues from senior branches, grew by 19.1% (from Euro 22.9M in 2018 to Euro 27.3M in 2019). France contributed a turnover of € 3.4M in 2019.

Details of production value are given below:

The 2019 financial year closed with 83 Point of sales, registering a growth of 18.6% compared to 70 in 2018 and 6,500 sites, with a growth of 35.4% compared to 4,800 in 2018. The 3.3% decrease in consolidated **EBITDA** in 2019 (from € 4.3M to € 4.2M) is mainly due to the Company's rapid growth and the consequent need to implement a more structured and solid organization, with higher marketing and personnel costs, also at Headquarters level, which is still being expanded to support the further growth expected.

The LFL EBITDA, represented by the EBITDA of *senior* branches, grew both in absolute terms (from € 3.8M in 2018 to € 5.2M in 2019, +36.9%) and in percentage terms (from 16.8% in 2018 to 19.3% in 2019).

The operating result (**EBIT**) is positive at € 2.3 million, with an EBIT margin of 5.6%, a decrease of 36.5%. The reduction in EBIT 2019 is due to higher amortisation and depreciation, which rose from around € 420k to around € 1.7M, due in particular to the increase in intangible assets.

The LFL EBIT 2019 increased by 39.3% compared to 2018.

The net result for 2019 amounted to approximately € 1 million, a decrease of 50.9%.

RECLASSIFIED BALANCE SHEET

The reclassified balance sheet compared with 2018 is shown below:

The net financial position at 31 December 2019 was negative by approximately € 2.6 million, due to the the financial debts necessary to finance the investments for the development of the Company.

Shareholders' equity at 31 December 2019 was approximately € 11.5 million, up from € 10 million at 31 December 2018.

SIGNIFICANT EVENT AFTER THE BALANCE SHEET DATE

On January 13, 2020, EDAC's Board of Directors co-opted Paolo Ravà as independent director to replace Andrea Bottino, who resigned for personal reasons by a letter dated December 16, 2019. Paolo Ravà has experienced M&A consulting activities in favour of national and international companies and he held the position of Chairman of the Order of Chartered Accountants and Accounting Experts of Genoa starting from 2017. The Board of Directors, with the approval of the Board of Statutory Auditors, assessed the existence of all the necessary requirements for the performance of this role, as well as the existence of the requirements of independence. Pursuant to Article 2386 of the Italian Civil Code and the Articles of Association in force, the new Director will remain in office until the next Shareholders Meeting. Based on the communications provided to the Company, as of January 13, 2020, Mr. Ravà did not hold, directly and/or indirectly, any common shares of the Company.

The national and international scenario in recent months has been characterized by the spread of Covid-19 (the so-called Coronavirus) and the resulting restrictive measures implemented by the public authorities, which required the closure of many commercial and production activities, the closure of schools and the stay of citizens in their homes. The restrictive measures contained in the 'Chiudi Italia' Decree require EDAC to temporarily suspend the construction sites.

EDAC acted promptly according to the Dpcm of 22 March 2020 by implementing all necessary actions to ensure: the safety and health of all staff and the continuity of the activity in this difficult period.

The Company guarantees the safety and health of all personnel through the *smart working* mode activated for its employees and through the adoption of appropriate measures, according to the protocols provided by the Public Authorities.

EDAC guarantees business continuity through the launch of a new service for buildings, represented by the sanitization service that will soon be offered at all points of sale and through the recruitment campaign through video calls (spot on LA 7).

PROPOSAL FOR A USEFUL DESTINATION

The Board of Directors will propose to the Shareholders Meeting to allocate the result for the year to the legal reserve until the limits set by law are reached and the remaining part to retained earnings.

CALL OF THE ORDINARY SHAREHOLDERS MEETING

The Board of Directors resolved to call the Ordinary Shareholders Meeting, in first call, on 28 April at 11 a.m. and, in second call, on 29 April at 11 a.m., at the Company's registered office in Genoa, in Viale Brigade Partigiane 18/2, to discuss and resolve on the following agenda:

- Approval of the Financial Statements as at and for the year ended 31.12.2019. Related and consequent resolutions.

FILING THE DOCUMENTATION

The meeting notice and the relevant documentation required by the applicable legislation, including the draft financial statements as at and for the year ended 31 December 2019, the report on operations, the reports of the directors on the items on the agenda of the shareholders' meeting, the report of the Board of Statutory Auditors, the independent auditors' report and additional documentation concerning the items on the agenda will be made available to the public, within the legal deadlines at the company headquarters (Viale Brigade Partigiane 18/2, 16121 Genoa) as well as on the corporate website www.edilziacrobatica.it, in the section Investor Relation section and the authorised storage mechanism 1INFO (www.1info.it). Please note that the draft financial statements have not yet been audited and the

independent auditors' report will be made available within the legal deadline. The attached income statement and balance sheet are reclassified and, as such, are not subject to audit. This press release is available in the Investor Relations section of the website www.edilziacrobatica.com.

CONTACTS

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INCOME STATEMENT

INCOME STATEMENT	31.12.2019	31.12.2018
A. PRODUCTION VALUE		
1) Revenues from sales and services	39.224.623	24.984.852
2) Change in inventories of work in progress, semi-finished and finished goods	0	0
3) Change in contract work in progress	0	0
4) Increase in assets under construction	2.082.534	56.871
5) Other revenues and income		
a) operating grants	79.365	1.030.557
b) other	368.715	132.889
Total Other revenues and income	448.080	1.163.446
TOTAL VALUE OF PRODUCTION (A)	41.755.237	26.205.169
B. COSTS OF PRODUCTION		
6) Raw, ancillary and consumable materials and goods for resale	5.786.364	3.676.443
7) For services	8.859.987	6.181.335
8) For use of third parties' assets	2.718.585	1.458.763
9) For staff:		

a) wages and salaries	10.237.281	5.581.820
b) social security charges	6.187.416	3.348.649
c) severance indemnity	756.691	353.531
d) pension and similar treatment	0	0
e) other costs	2.719.688	1.510.126
Total personnel costs	19.901.076	10.794.126
10) Amortization and depreciation		
a) amortization of intangible assets	1.429.047	305.043
b) depreciation of tangible assets	247.405	115.102
c) write-downs of intangible and tangible fixed assets	0	2.828
d) write-down of receivables included in current assets	215.000	277.485
11) Change in inventories of raw, ancillary and consumable materials and goods for resale	-875.503	-724.574
12) Provisions for risks	0	0
13) Other provisions	0	3.200
14) Other management charges	1.152.844	463.072
TOTAL COSTS OF PRODUCTION (B)	39.434.804	22.552.823
DIFFERENCE BETWEEN PRODUCTION VALUE AND PRODUCTION COSTS (A-B)	2.320.433	3.652.346
C. FINANCIAL INCOME AND EXPENSES		
15) Income from equity investments	0	0
16) Other financial income:		
a) from receivables recorded as fixed assets	0	0
b) from securities included in fixed assets that are not equity investments	0	7.620
c) from securities included in current assets that are not equity investments	0	0
d) income other than the above		
- interest and commissions from subsidiaries	0	0
- interest and commissions from affiliated companies	0	0
- interest and commissions from parent companies	0	0
- interest and commissions from others and sundry income	23.935	13.327
17) Interest and other financial charges		
a) controlled companies	0	0
b) affiliated companies	0	0

c) parent companies	-0	0
d) other	-386.993	-314.736
17-bis) Foreign exchange gains and losses	0	-15
TOTAL FINANCIAL INCOME AND EXPENSES (C)	-363.058	-293.804
D. VALUE ADJUSTMENTS TO FINANCIAL ASSETS		
18) Revaluations		
a) holdings	0	0
b) of financial fixed assets that do not constitute equity investments	0	0
c) of securities included in current assets that are not equity investments	87.233	18.517
d) of derivative financial instruments	0	0
19) Devaluations		
a) holding	0	0
b) of financial fixed assets that do not constitute equity investments	0	0
c) of securities included in current assets that are not equity investments	0	0
d) of derivative financial instruments	0	0
TOTAL RECTIFICAT. OF VALUE OF FINANCIAL ACTIVITIES (D)	87.233	18.517
EARNINGS BEFORE TAX (A-B+-C+-D)	2.044.608	3.377.059
20) Current, deferred and prepaid income taxes for the year		
- Current	1.091.625	1.113.294
- deferred (advanced)	-54.350	0
- pertaining to previous years	-93.266	0
21) RESULT FOR THE YEAR INCLUDING MINORITY INTERESTS	1.100.596	2.263.765
PROFIT (LOSS) FOR THE YEAR ATTRIBUTABLE TO MINORITY INTERESTS	7.146	39.735
GROUP PROFIT (LOSS)	1.093.450	2.224.030

BALANCE SHEET

<u>ACTIVE</u>	31.12.2019	31.12.2018
A. RECEIVABLES FROM SHAREHOLDERS FOR PAYMENTS STILL DUE	-	-
B. FIXED ASSETS		
I. Intangible fixed assets		
1) Start-up and expansion costs	2.679.746	910.005
2) Development costs	40.000	95.796
3) Industrial patent rights and intellectual property rights	113.717	90.750
4) Concessions, licenses, trademarks and similar rights	2.304	2.346
5) Start-up	236.684	-
6) Assets under construction and advances	237.919	56.871
7) Other intangible assets	605.417	581.194
8) Consolidation difference	-	-
Total intangible fixed assets	3.915.787	1.736.962
II. Tangible fixed assets		
1) Land and buildings	-	-
2) Plant and machinery	150.283	49.290
3) Industrial and commercial equipment	422.623	107.093
4) Other goods	655.639	620.623
5) Assets under construction and advances	-	-
6) Fixed assets under finance leases	-	-
Total tangible fixed assets	1.228.545	777.006
III. Financial fixed assets		
1) Participations		
a) in subsidiary companies	-	-

b) in affiliated companies	-	-
c) in parent companies	-	-
d) undertakings subject to the control of the parent companies	-	-
d-bis) other enterprises	-	-
2) Credits		
a) towards subsidiary companies	-	-
b) towards affiliated companies	-	-
c) towards parent companies	-	-
d) undertakings subject to the control of the parent companies	-	-
d-bis) other enterprises	-	-
3) Other titles	-	-
4) active derivative financial instruments	-	-
Total financial assets	-	-
TOTAL FIXED ASSETS (B)	5.144.331	2.513.968
C. CIRCULATING ASSET		
I. Inventories		
1) Raw materials, auxiliaries and consumables	2.642.854	1.748.546
2) Work in progress and semi-finished products	-	-
3) Work in progress to order	-	-
4) Finished products and goods	-	-
5) Advances	-	-
Total inventories	2.642.854	1.748.546
II. Receivables		
1) Towards customers	13.667.049	9.489.322

2) Towards subsidiary companies	-	-
3) Towards related companies	-	-
4) Towards parent companies	-	-
5) To companies subject to the control of the parent companies	-	-
5-bis) Tax receivables	3.135.378	2.534.496
5-ter) Deferred tax assets	211.040	105.573
5-quater) Others	2.031.949	845.476
Total receivables	19.045.416	12.974.867
III. Financial assets not constituting fixed assets		
1) Equity investments in subsidiaries	-	-
2) Equity investments in associated companies	-	-
3) Equity investments in parent companies	-	-
3-bis) Equity investments in companies subject to the control of the parent companies	-	-
4) Equity investments in other companies	-	-
5) active derivative financial instruments	-	-
6) Other titles	4.105.749	4.018.517
Total Financial assets not constituting fixed assets	4.105.749	4.018.517
IV. Liquid availability		
1) Bank and post office deposits	5.696.160	8.425.242
2) Cheques	-	-
3) Cash on hand	19.606	14.374
Total cash and cash equivalents	5.715.766	8.439.616
TOTAL ASSETS IN CIRCULATION (C)	31.509.785	27.181.546

D. ACCRUED INCOME AND PREPAID EXPENSES	123.060	69.494
TOTAL ACTIVE	36.777.177	29.765.008
<u>LIABILITIES</u>	31.12.2019	31.12.2018
A. EQUITY		
I – Capital	792.424	772.530
II - Share premium reserve	6.255.986	5.547.771
III - Revaluation reserves	-	-
IV - Legal reserve	154.506	120.000
V - Statutory reserves	-	-
VI - Other reserves, separately indicated	116	116
VII - Reserve for expected hedging transactions	-	-
VIII - Retained earnings (losses) carried forward	3.190.216	1.282.431
IX - Profit (loss) for the year	1.093.450	2.224.030
X - Negative reserve for own shares in portfolio	-	-
CONSOLIDATED SHAREHOLDERS' EQUITY OF THE GROUP	11.486.698	9.946.878
Minority interests in capital and reserves	39.922	82.545
PROFIT (LOSS) FOR THE YEAR ATTRIBUTABLE TO MINORITY INTERESTS	7.146	39.735
CONSOLIDATED SHAREHOLDERS' EQUITY OF THE GROUP AND MINORITY INTERESTS	11.533.766	10.069.158
B. PROVISIONS FOR RISKS AND CHARGES		
1) Provisions for pensions and similar	-	-
2) Provisions for taxes, including deferred taxes	32.145	44.293
2 bis) Provision for future risks and charges	-	-

3) Derivative financial instruments	-	-
4) Others	519	3.200
TOTAL PROVISIONS FOR RISKS AND CHARGES	32.664	47.493
C. SEVERANCE INDEMNITY SUBORDINATO	1.126.476	655.301
D. DEBTS		
1) Bonds	5.000.000	5.000.000
2) Convertible Bonds	-	-
3) Payables to shareholders for loans	250	-
4) Payables due to banks	7.328.657	5.287.354
5) Payables to other lenders	155.990	67.740
6) Advances	1.287.242	815.039
7) Payables to suppliers	5.375.549	4.032.505
8) Debts represented by debt securities	-	-
9) Payables to subsidiaries	-	-
10) Payables to associated companies	-	-
11) Payables to parent company	70.423	-
11-bis) Payables to companies subject to the control of the parent companies	-	-
12) Tax payables	1.459.216	1.461.486
13) Payables to social security institutions	1.368.972	829.160
14) Other debts	1.741.697	1.444.168
TOTAL DEBTS	23.787.996	18.937.452

E. ACCRUED EXPENSES AND DEFERRED INCOME	296.275	55.604
TOTAL LIABILITY	36.777.177	29.765.008

CASH FLOW STATEMENT

	31.12.2019	31.12.2018
Cash flow statement, indirect method		
A) Cash flow from operating activities (indirect method)		
Profit (loss) for the year	1.100.596	2.263.765
Income Taxes	944.012	1.113.294
Interest payable/(receivable)	363.058	275.287
(Dividends)		
(Gains)/Losses on disposal of assets		
1) Profit (loss) for the year before income taxes, interest, dividends and gains/losses on disposals	2.407.666	3.652.346
Profit (loss) for the year before income taxes, interest, dividends and gains/losses on disposals		
Provisions to funds	971.691	319.865
Depreciation of fixed assets	1.676.452	420.145
Write-downs for impairment losses		2.828
Value adjustments to financial assets and liabilities of derivative financial instruments that do not involve monetary movements		
Other upward/(downward) adjustments for non-monetary items	(87.232)	
Total adjustments for non-monetary items not offset in net working capital	2.560.911	742.838
2) Cash flow before changes in net working capital	4.968.577	4.395.184
Changes in net working capital		
Decrease/(Increase) in inventories	(894.308)	(724.576)
Decrease/(Increase) in receivables from customers	(4.392.727)	(2.761.677)
Increase/(Decrease) in trade payables	1.343.044	1.756.344
Decrease/(Increase) in accrued income and prepaid expenses and charges	(53.566)	(35.811)
Increase/(Decrease) in accrued expenses and deferred income	240.671	(3.251)

Other decreases/(Other increases) in net working capital	(1.489.540)	(1.824.518)
Total changes in net working capital	(5.246.427)	(3.593.489)
3) Cash flow after changes in net working capital	(277.850)	801.695
Other adjustments		
Interest received/(paid)	(363.058)	(275.287)
(Income taxes paid)	(269.693)	(12.282)
Dividends received		
(Use of funds)		
Other collections/(payments)		
Total other adjustments	(632.751)	(287.569)
Cash flow from operating activities (A)	(910.601)	514.126
B) Cash flows from investing activities		
Tangible fixed assets		
(Investments)	(698.944)	(532.066)
Divestments		
Intangible fixed assets		
(Investments)	(3.607.872)	(1.308.315)
Divestments		
Financial fixed assets		
(Investments)		
Divestments		50.000
Financial assets not held as fixed assets		
(Investments)		(4.018.517)
Divestments		
<i>Acquisition of subsidiaries net of cash and cash equivalents</i>		
<i>Disposal of subsidiaries net of cash and cash equivalents</i>		
Cash flow from investment activity (B)	(4.306.816)	(5.808.898)
C) Cash flow from financing activities		
Third party means		
Increase/(Decrease) in short-term payables to banks	2.264.925	1.564.935
Switching on financing	2.220.914	2.800.000
(Repayment of loans)	(2.356.285)	(2.107.268)
Own means		
Capital increase against payment	728.109	5.720.301
(Capital Repayment)		
Disposal/(Purchase) of own shares		

(Dividends and interim dividends paid)		
Cash flow from financing activities (C)	2.857.662	7.977.968
Changes in the scope of consolidation (D)	(364.096)	
Increase (decrease) in cash and cash equivalents (A ± B ± C ± D)	(2.723.850)	2.683.196
Exchange rate effect on cash and cash equivalents		
Cash and cash equivalents at the beginning of the year		
Bank and postal deposits	8.425.242	5.737.679
Cheques		565
Money and cash on hand	14.374	18.176
Total cash and cash equivalents at the beginning of the year	8.439.616	5.756.420
Of which not freely usable		
Cash and cash equivalents at year end		
Bank and postal deposits	5.696.160	8.425.242
Cheques		
Money and cash on hand	19.606	14.374
Total cash and cash equivalents at year end	5.715.766	8.439.616
Of which not freely usable		