

Iseo Ultimate Access Technologies (39%)

Entry: October 2018



PROFILE ISEO Ultimate Access Technologies, headquartered in Pisogne (Brescia, Northern Italy), is one of the main European producers of mechanical, mechatronic and digital solutions for access control and security

Since 2010, ISEO has developed digital solutions and innovative security systems for access control thanks to proprietary software and firmware and a dedicated research center

ISEO is the second player in the Italian market (13% market share) and has developed a significant presence abroad – also through acquisitions – in Europe, Asia, China, Middle East, South Africa and South America

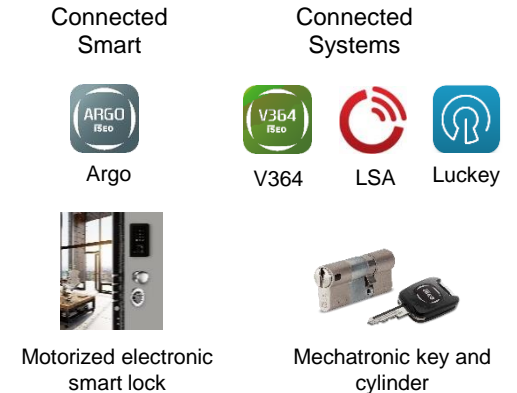
In 2021 ISEO has acquired a majority stake in Sofia Locks a PropTech company specialized in cloud native access control solutions

PRODUCTS

Mechanical products

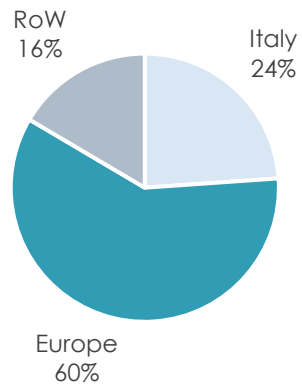


Electronic and digital connected solutions

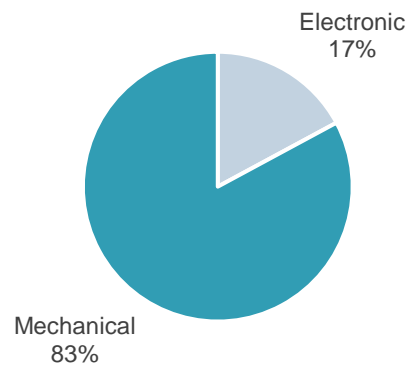


REVENUES BREAKDOWN

BY GEOGRAPHY



BY PRODUCT TYPE



Note: 2023 data; unaudited management accounts

KEY FINANCIALS

(€ m)	2018	2019	2020	2021	2022	2023	1H24
Revenues	136.7	142.7	128.4	152.5	163.3	159.7	73.3
<i>YoY % var.</i>	-4%	+4%	-10%	+19%	+7%	-2%	-10%
EBITDA	15.0	18.7 ⁽¹⁾	16.7 ⁽²⁾	22.4	21.8 ⁽³⁾	16.9	5.3
<i>% margin</i>	11%	13%	13%	15%	13%	11%	7%
Net income	5.3	6.1	4.1	12.0	10.1	4.2	0.8
Dividends		1.2	1.2	3.5	10.0	5.0	
Net debt (cash)	43.7	34.6	19.7	16.9	38.8	43.4	55.5

(1) Adjusted for non recurring costs of €3.4m

(2) Adjusted for non recurring costs of €3.0m

(3) Adjusted for non recurring costs of €1.3m

1H24 results impacted by sales delays and non recurring costs due to new ERP implementation