



GROUP OVERVIEW – TP ICAP Midcap Reverse Roadshow

SUPPLY CHAIN INTEGRATOR

Naples, June 5, 2024

FULVIO SCANNAPIECO



FOUNDER & PRESIDENT

FULVIO, ALONG WITH HIS BROTHER FRANCO AND VITTORIO GENNA, FOUNDED AIP ITALIA IN 1995. FULVIO HAS ALWAYS BEEN THE PRESIDENT AND CEO OF AIP. IN 2009, FULVIO AND VITTORIO LED THE MERGER OF AIP ITALIA WITH AVIO IMPORT, CREATING A NEW COMPANY, ALA SPA, WHICH IS CURRENTLY CONTROLLED BY AIP ITALIA. FULVIO WAS THE CEO AND PRESIDENT OF ALA FROM 2010 TO 2015 AND NOW SERVES AS PRESIDENT OF THE BOARD OF DIRECTORS.

VITTORIO GENNA



FOUNDER & VICE-PRESIDENT

IN 1995, VITTORIO WITH FRANCO AND FULVIO SCANNAPIECO FOUNDED AIP ITALIA , WHERE HE SERVES AS A BOARD MEMBER. IN 2009, FULVIO AND VITTORIO LED THE MERGER OF AIP ITALIA WITH AVIO IMPORT, CREATING A NEW COMPANY, ALA SPA, WHICH IS CURRENTLY CONTROLLED BY AIP ITALIA. VITTORIO IS VICE-PRESIDENT AND BOARD MEMBER OF ALA. IN 2018, VITTORIO WAS AWARDED THE TITLE OF COMMANDER OF THE ORDER "AL MERITO DELLA REPUBBLICA ITALIANA."

GLOBAL KEY MANAGEMENT



ROBERTO TONNA

CHIEF EXECUTIVE OFFICER



CLAUDIO PEZZULLO

**COO & GENERAL
MANAGER ITALY**



CHRISTIAN DE SANTIS

**CHIEF COMMERCIAL
OFFICER**



RAFFAELE CARRIOLA

**CHIEF FINANCIAL
OFFICER**



NEVIA CRISPINO

**CHIEF HUMAN
RESOURCE OFFICER**

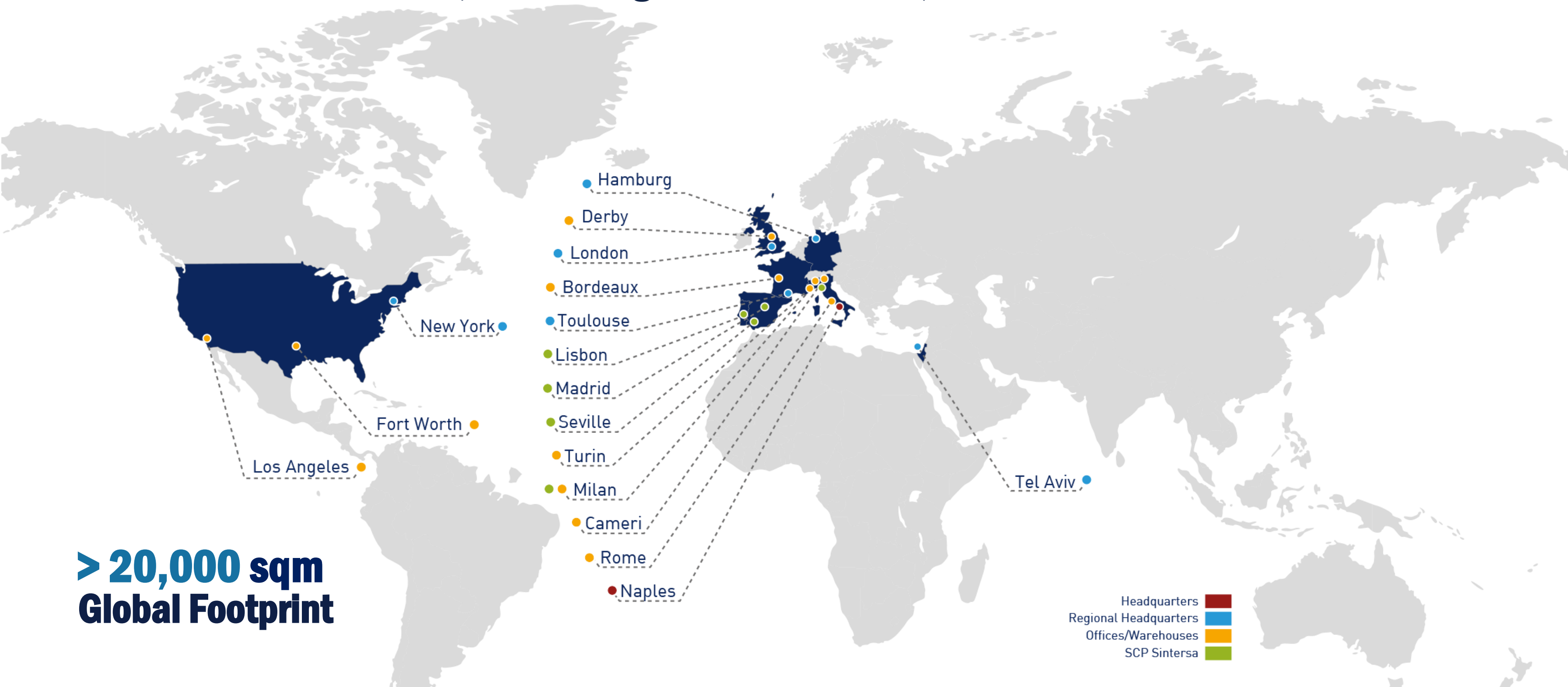


SALVATORE VASTANO

**GLOBAL HEAD OF
QUALITY & COMPLIANCE**

AT A GLANCE

ALA is a global diversified **supply chain integrator** to the Aerospace, Defense, Power Generation, Rail & High-Tech Industries, listed at the EGM since 2021



> 20,000 sqm
Global Footprint

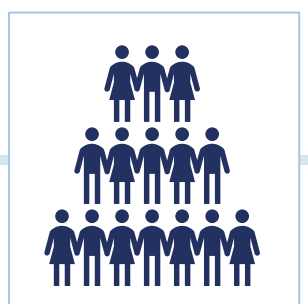
35+ **Years**
of industry experience

>99.5%
OTIF

>200,000
SKUs managed

Highest QA & Compliance
Standards

COST EFFECTIVE
Solutions



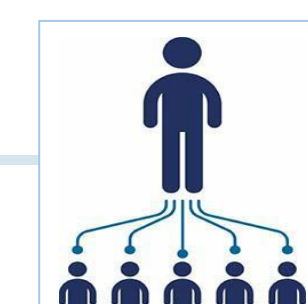
600+ employees



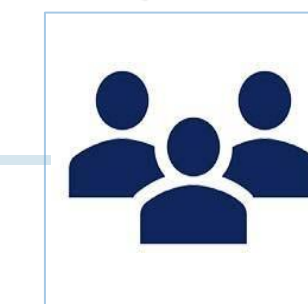
5 markets



8 countries



1,500 suppliers



1,100 customers

OUR ACTIVITIES

DISTRIBUTION

FULLY SCALABLE ACROSS A WIDE RANGE OF COMMODITIES TO PENETRATE NEW SECTORS AND ADJACENT MARKETS

PRODUCTS

FASTENERS

INDIRECT MATERIALS

RAW MATERIAL, ELECTRONICS, INTERIORS PRODUCTS

ALA is a stocking distributor of a virtually unlimited range of commodities in support to the most demanding requirements of the Aerospace OEM & MRO, Defense, Power Generation as well as Rail & Industrial global organizations.

SERVICE PROVIDER

MULTI-YEAR FULL SUPPLY-CHAIN OUTSOURCING

CORE COMPETENCES

TOTAL INVENTORY & SUPPLY CHAIN MANAGEMENT

FSL, DLF, VENDING & KITTING SOLUTIONS

EDI & FULL INTEGRATION WITH CUSTOMER ERP

ALA specializes in lean supply chain management solutions to deliver significant benefits to its customers' operations. These include, but are not limited to, supplier relationship management, inventory management, Just In Time delivery, third-party logistics, consignment stock, Direct Line Feed and Kitting.

DISTRIBUTION AND SERVICE PROVIDER SHARE THE SAME MARKET AND INVENTORY AND THEY CONSTITUTE A MUTUALLY REINFORCING BUSINESS CYCLE

GLOBAL PRESENCE WITH STRATEGIC PROXIMITY TO KEY BUSINESS TARGETS



TOP 30⁽¹⁾ A&D PLAYERS: MOST OF THEM ARE SERVED BY ALA'S FACILITIES



LEVERAGING ITS INTERNATIONAL PRESENCE, ALA INCREASINGLY REPRESENTS A POINT OF REFERENCE FOR LARGE GLOBAL PLAYERS

Source: <https://www.salesartillery.com/fs/top-100-aerospace-companies>

SIGNIFICANT PERFORMANCE OF ALL ECONOMIC INDICATORS

REVENUES
€ 233.1 M
+46.8 % YoY
€ 158.7 M FY 2022

EBITDA
€ 25.4 M
+51.1 % YoY
€ 16.8 M FY 2022

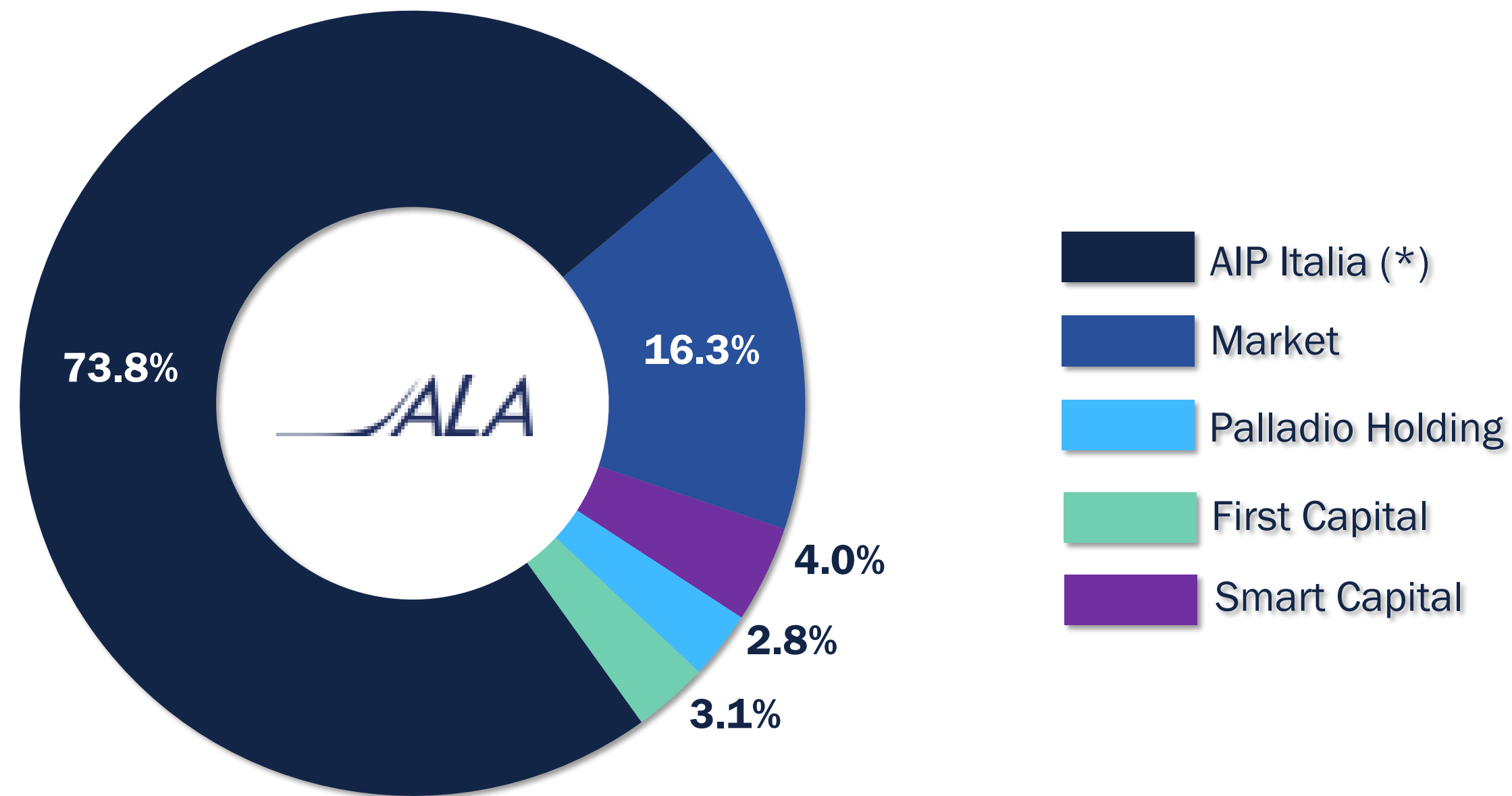
EBIT
€ 21.2 M
+55.5% YoY
€ 13.6 M FY 2022

NET INCOME
€ 9.8 M
+25.1 % YoY
€ 7.8 M FY 2022

REVENUES
€ 233.1 M
+25.8 % YoY*
€ 185.3 M FY 2022*

EBITDA
€ 25.4 M
+28.6 % YoY*
€ 19.8 M FY 2022*

*FY 2022: Full Year SCP – Sintorsa



BOARD OF DIRECTORS



FULVIO SCANNAPIECO
FOUNDER AND CHAIRMAN



VITTORIO GENNA
FOUNDER AND VICE-CHAIRMAN



ROBERTO TONNA
CEO



MATTEO SCANNAPIECO
DIRECTOR



ANDREA COSTANTINI
INDEPENDENT DIRECTOR

*Today AIP Italia shareholding is as follows 60% Fulvio Scannapieco, 40% Vittorio Genna.

As at 27/04/2023



Investor Relation

ALA

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