

# 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



Cylinders



Door locks



Panic devices



External locks



Door closers



Padlocks

### Electronic and digital connected solutions

Connected Smart



Argo

Connected Systems



V364



LSA



Luckey



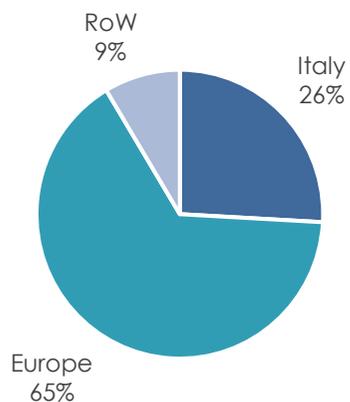
Motorized electronic smart lock



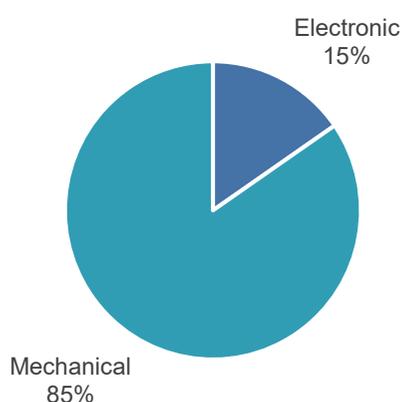
Mechatronic key and cylinder

## REVENUES BREAKDOWN

### BY GEOGRAPHY



### BY PRODUCT TYPE



Note: 2025 data; unaudited management accounts

## KEY FINANCIALS

(€ m)	2018	2019	2020	2021	2022	2023	2024	2025
<b>Revenues</b>	136.7	142.7	128.4	152.5	163.3	159.7	153.9	154.7
YoY % var.	-4%	+4%	-10%	+19%	+7%	-2%	-4%	+1%
<b>EBITDA</b>	15.0	18.7 <sup>(1)</sup>	16.7 <sup>(2)</sup>	22.4	21.8 <sup>(3)</sup>	16.9	16.6	14.1 <sup>(4)</sup>
% margin	11%	13%	13%	15%	13%	11%	11%	9%
<b>Net income</b>	5.3	6.1	4.1	12.0	10.1	4.2	2.4	(0.7)
<b>Dividends</b>		1.2	1.2	3.5	10.0	5.0		
<b>Net debt (cash)</b>	43.7	34.6	19.7	16.9	38.8	43.4	45.5	38.1

(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

(4) Adjusted for non recurring costs of €3.2m