



**ecostilla**

**OFFICE AND BUILDING CARE**

# Agenda

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1. Introduction
2. Positioning on the market
3. Revenues trend
4. Revenues stream
5. Services
6. Clients

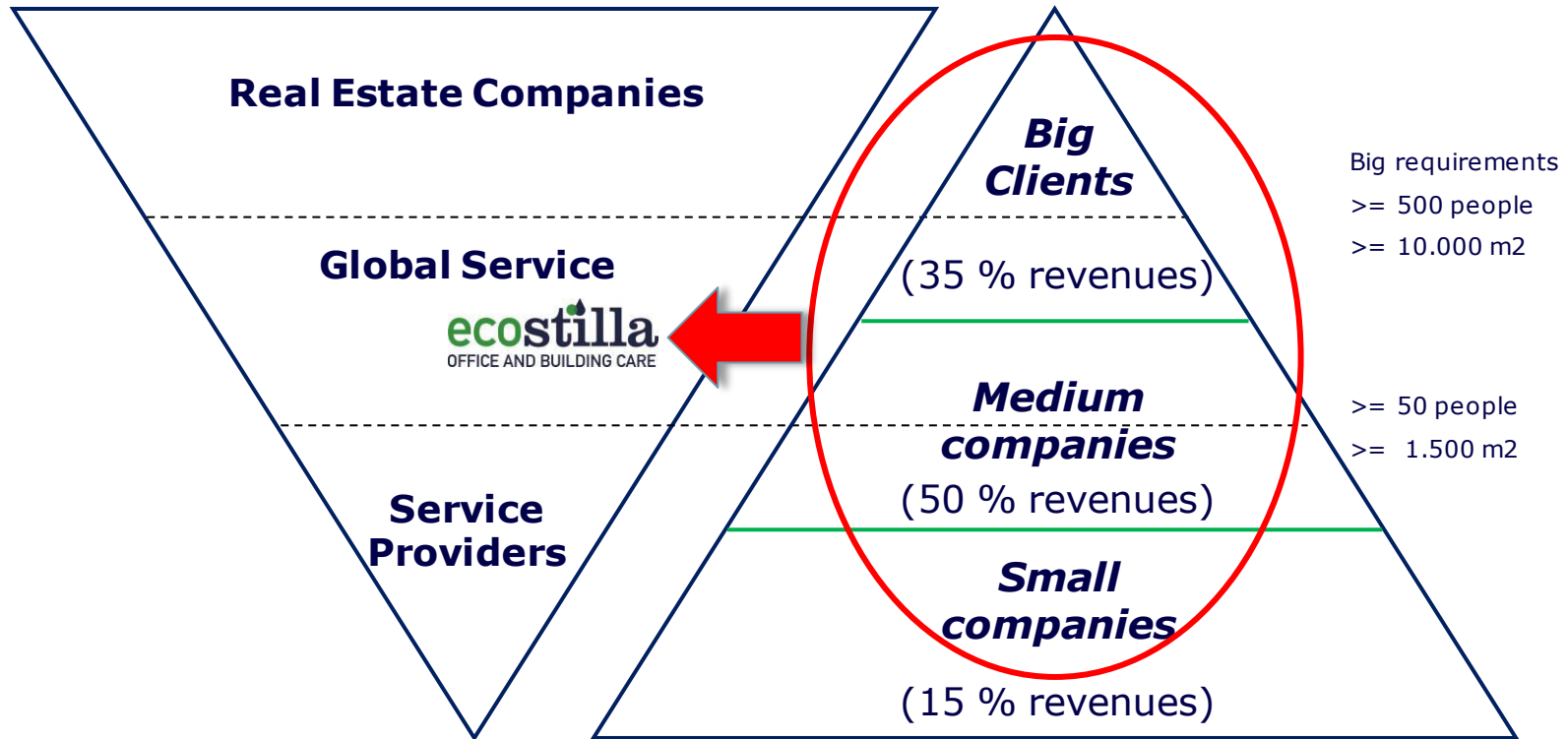
# Introduction

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- Ecostilla is a company working in the General Services area since 25+ years. Ecostilla was born in 1991.
- Ecostilla is working all around Italy, mainly with private companies, covering - among the others - all the main cities (Milano, Torino, Genova, Bologna, Firenze , Roma, ...), in addition to several customer small sites.
- Accuracy, pragmatism, flexibility and the consulting approach are the main values throughout Ecostilla delivers its day by day services.
- Ecostilla has implemented the following ISO standard certifications:
  - UNI EN ISO 9001 : 2008
  - UNI EN ISO 14001 : 2004
  - OHSAS 18001 : 2007
- In May 2015 the Board of Directors of Ecostilla approved for the first time the *Organizational, Management and Control Model* pursuant to Legislative Decree no. 231 of 2001.

# Positioning on the market

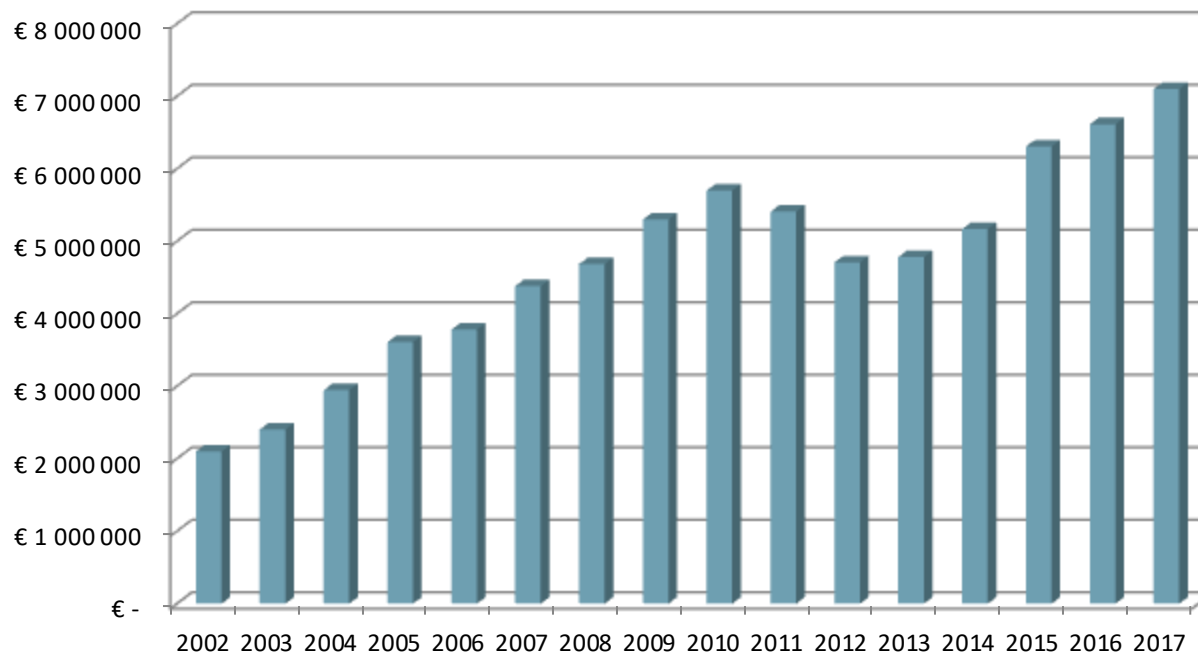
## The operators



## The market

# Revenues trend

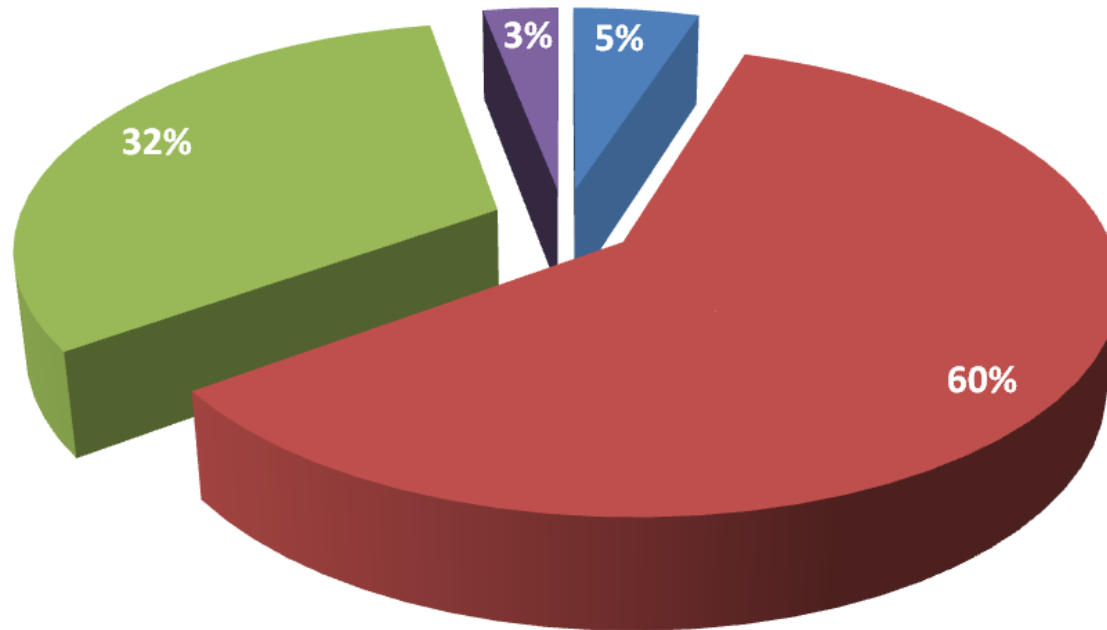
- More than **500.000** m2
- **100+** clients all around Italy
- **8** years: average of the contract duration
- Around **350** resources regularly employed
- Revenues from Cleaning and Integrated Services regularly growing



# Revenues stream

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Revenues by category *as of date*



■ Daily Maintenance ■ Cleaning ■ Integrated Services ■ Other

# Services

## ○ Cleaning

- Civil ordinary cleaning
- Bathrooms cleaning
- Extermination/pest control
- Carpet cleaning
- Floor waxing
- External building cleaning (windows and wall)
- Disinfection
- Gardening
- Industrial cleaning
- **Solar panels cleaning**

NEW  
MEM

## ○ Daily Maintenance

- Electric/phone systems
- Sanitary systems
- Office and building light restructuring
- Small maintenance

## ○ Cleaning of Data Centre

- Floor and under floor cleaning
- Cabinet/racks deep cleaning
- Ceiling cleaning
- Air filters disinfection
- Pest control

## ○ Integrated Services

- Reception
- Daily concierge and caretaker
- Nightly concierge and caretaker (not armed)
- Office Boy
- Corporate mail service centre
- Warehouse management
- Moving
- **Concierge service for employees**
- Conference centre support (meeting rooms, audio, video)
- Company cars management support
- Shuttle and pony services
- Fairs and convention assistance

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## ○ Aeraulic<sup>1</sup> plants disinfection

- Traditional disinfection
- Ventilation cleaning
- Ventilation circuit disinfection
- Workspace areas disinfection
- Disinfection supply included
- Disinfection monitoring (*ante & post* evaluations) by lab controls

<sup>1</sup> *aeration + hydraulic plants*

# Main Clients

