

# EQUITY RESEARCH

MAPS  
NEWS

**BUY, TP 5.7€**  
Up/Downside: 77%

## MAPS Has Developed a New Energy Division

The Energy division aims to position itself in a high-potential market, thanks in particular to the €2.2bn investment by the PNRR (National Recovery and Resilience Plan) and an acquisition of approximately €2m for proprietary software with a strong potential for synergy.

Maps has acquired Energenius, an energy management and engineering company, experienced in the evaluation and analysis of energy solutions for consumption control, optimisation and cost reduction. The target has developed a software solution for monitoring, analysis, consumption modelling, technical management and maintenance.

Among the proposed solutions leveraging artificial intelligence tools, there is: GEM CoGe, for identifying optimal time-based controls for energy cost reduction; GEM building, for improving environmental comfort by fine-tuning facility energy settings based on forecasts; GEM branches; GEM industry, for consumption forecasts according to the production process/production plan; GEM sky, for the monitoring and sustainability of various assets such as ski lifts, snowmaking, water reservoirs, weather forecast.

This acquisition considerably strengthens Maps' energy division, which we expect to grow rapidly. The acquired target's proprietary platform, GEM, will be integrated with the group's proprietary ROSE platform to offer a unique solution for energy efficiency and renewable energy integration.

Energenius reported revenue of €1.2m (67% from the proprietary solution) and EBITDA of €270k in 2021. Two binding agreements have been signed: the first for €0.84m and 51% of the shares, to be paid in cash before 12 October 2022; the second for the remaining 49% to be completed in April 2023 at a price based on the close of the 2022 accounts, with at least 50% of the transaction to be paid in cash and the remaining 50% through a reserved capital increase and a subsequent contribution of Maps shares. It is estimated that the transaction could reach a maximum of €2m.

Energy is the smallest division of Maps, but it has very significant growth potential, thanks in part to PNRR funds that will arrive over the next few years, totalling approximately €2.2bn. We are reiterating both our Buy rating and TP of €5.7.

### Key data

Price (€)	3.2
Industry	Packaged Software
Ticker	MAPS-IT
Shares Out (m)	12.663
Market Cap (m €)	40.6
Average trading volumes (k shares / day)	6.000
Next event	23 Sept 1S 2022

### Ownership (%)

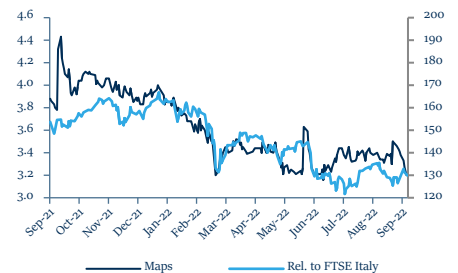
Fondateurs & Management	55.8
Eiffel IG	11.2
Free float	33.1

### EPS (€)

	12/22e	12/23e	12/24e
Estimates	0.27	0.30	0.32
Change vs previous estimates (%)	0.00	0.00	0.00

### Performance (%)

	1D	1M	YTD
Price Perf	0.3	-5.6	-18.3
Rel FTSE Italy	1.5	-1.6	1.7



TP ICAP Midcap Estimates	12/21	12/22e	12/23e	12/24e	Valuation Ratio	12/22e	12/23e	12/24e	Consensus FactSet - Analysts:na	12/22e	12/23e	12/24e
Sales (m €)	24.1	29.9	33.5	36.8	EV/Sales	1.4	1.1	0.9	Sales	28.8	33.1	37.7
Current Op Inc (m €)	2.2	4.9	5.4	5.8	EV/EBITDA	5.0	4.1	3.3	EBIT	3.2	4.7	6.4
Current op. Margin (%)	9.2	16.2	16.0	15.7	EV/EBIT	8.4	7.1	5.9	Net income	2.8	3.5	4.3
EPS (€)	0.20	0.27	0.30	0.32	PE	12.0	10.8	10.0				
DPS (€)	0.00	0.00	0.00	0.00								
Yield (%)	0.0	0.0	0.0	0.0								
FCF (m €)	-3.7	0.5	2.9	4.0								

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## FINANCIAL DATA

Income Statement	12/19	12/20	12/21	12/22e	12/23e	12/24e
Sales	16.5	20.3	24.1	29.9	33.5	36.8
Changes (%)	10.0	23.1	18.9	24.0	12.0	9.8
Gross profit	17.4	18.6	22.4	29.9	33.5	36.8
% of Sales	105.3	91.4	92.7	100.0	100.0	100.0
<b>EBITDA</b>	<b>3.9</b>	<b>3.4</b>	<b>4.8</b>	<b>8.1</b>	<b>9.3</b>	<b>10.5</b>
% of Sales	23.8	16.8	19.9	27.1	27.9	28.4
<b>Current operating profit</b>	<b>2.2</b>	<b>1.3</b>	<b>2.2</b>	<b>4.9</b>	<b>5.4</b>	<b>5.8</b>
% of Sales	13.2	6.3	9.2	16.2	16.0	15.7
Non-recurring items	0.2	0.4	0.0	0.0	0.0	0.0
EBIT	1.9	0.8	2.2	4.9	5.4	5.8
Net financial result	-0.6	-0.3	0.2	0.2	0.2	0.2
Income Tax	0.5	0.2	-0.4	1.3	1.5	1.6
Tax rate (%)	21.3	13.0	-21.0	27.9	27.9	27.9
<b>Net profit, group share</b>	<b>2.0</b>	<b>1.0</b>	<b>2.5</b>	<b>3.4</b>	<b>3.7</b>	<b>4.0</b>
EPS	0.23	0.10	0.20	0.27	0.30	0.32
Financial Statement	12/19	12/20	12/21	12/22e	12/23e	12/24e
Goodwill	5.0	8.4	11.7	11.7	11.7	11.7
Tangible and intangible assets	5.3	7.5	7.2	7.3	6.9	5.7
Right of Use	0.0	0.0	0.0	0.0	0.0	0.0
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0
Working capital	7.1	7.7	11.4	14.3	15.8	17.1
Other Assets	0.0	0.0	0.0	0.0	0.0	0.0
<b>Assets</b>	<b>17.4</b>	<b>23.5</b>	<b>30.4</b>	<b>33.4</b>	<b>34.4</b>	<b>34.6</b>
Shareholders equity group	9.4	11.2	18.0	21.4	25.2	29.2
Minorities	0.0	0.0	0.1	0.0	0.0	0.0
LT & ST provisions and others	3.0	4.0	4.9	4.9	4.9	4.9
Net debt	4.6	7.7	6.6	0.0	-2.7	-6.6
Other liabilities	0.5	0.7	0.8	7.1	7.1	7.1
<b>Liabilities</b>	<b>17.4</b>	<b>23.5</b>	<b>30.4</b>	<b>33.4</b>	<b>34.4</b>	<b>34.6</b>
Net debt excl. IFRS 16	4.6	7.7	6.6	0.0	-2.7	-6.6
Gearing net	0.5	0.7	0.4	0.0	-0.1	-0.2
Leverage	1.2	2.2	1.4	0.0	-0.3	-0.6
Cash flow statement	12/19	12/20	12/21	12/22e	12/23e	12/24e
CF after elimination of net borrowing costs and taxes	3.1	4.7	6.6	6.6	7.7	8.7
$\Delta$ WCR	-2.4	-0.3	-3.3	-2.9	-1.5	-1.3
Operating cash flow	0.7	4.4	3.3	3.7	6.3	7.4
Net capex	-5.2	-7.7	-5.6	-3.4	-3.5	-3.5
FCF	-4.1	-4.7	-3.7	0.5	2.9	4.0
Acquisitions/Disposals of subsidiaries	-0.1	-0.5	-1.0	0.0	0.0	0.0
Other investments	0.1	0.0	-0.0	0.0	0.0	0.0
Change in borrowings	1.8	5.9	1.8	-2.5	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Repayment of leasing debt	0.0	0.0	0.0	0.0	0.0	0.0
Others	3.0	0.8	4.4	-0.1	0.0	0.0
Changes in exchange rates	0.0	0.0	0.0	0.0	0.0	0.0
Change in net cash over the year	4.8	6.7	6.2	-2.6	0.0	0.0
ROA (%)	9.0%	3.3%	6.1%	7.2%	7.5%	7.5%
ROE (%)	28.7%	9.9%	17.0%	17.1%	16.1%	14.9%
ROCE (%)	11.0%	3.9%	10.8%	12.6%	13.5%	14.4%

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### Methodology

This Report may mention evaluation methods defined as follows:

1. DCF method: discounting of future cash flows generated by the company's operations. Cash flows are determined by the analyst's financial forecasts and models. The discount rate used corresponds to the weighted average cost of capital, which is defined as the weighted average cost of the company's debt and the theoretical cost of its equity as estimated by the analyst.
2. Comparable method: application of market valuation multiples or those observed in recent transactions. These multiples can be used as references and applied to the company's financial aggregates to deduce its valuation. The sample is selected by the analyst based on the characteristics of the company (size, growth, profitability, etc.). The analyst may also apply a premium/discount depending on his perception of the company's characteristics.
3. Assets and liabilities method: estimate of the value of equity capital based on revalued assets adjusted for the value of the debt.
4. Discounted dividend method: discounting of estimated future dividend flows. The discount rate used is generally the cost of capital.
5. Sum of the parts: this method consists of estimating the various activities of a company using the most appropriate valuation method for each of them, then realizing the sum of the parts.

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G. Midcap and the Issuer have agreed to the provision by the former to the latter of a service for the production and distribution of the investment recommendation on the said Issuer: Maps

### History of investment rating and target price – Maps



## Distribution of Investment Ratings

Rating	Recommendation Universe*	Portion of these provided with investment banking services**
Buy	86%	64%
Hold	13%	33%
Sell	1%	0%
Under review	0%	

Midcap employs a rating system based on the following:

Buy: Expected to outperform the markets by 10% or more over a 6 to 12 months horizon.

Hold: expected performance between -10% and +10% compared to the market over a 6 to 12 months horizon.

Sell: Stock is expected underperform the markets by 10% or more over a 6 to 12 months horizon.

The history of ratings and target prices for the Issuers covered in this report are available on request at <https://researchtpicap.midcapp.com/en/disclaimer>.

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