

## EQUITY RESEARCH

### MAPS RESULTS REVIEW Press release

**BUY**  
**TP 5.4€**  
Up/Downside: 51%

### A Year of Investment in M&A and R&D

MAPS ended 2022 with a VoP of €27.5m (vs. €23.5m), EBITDA of €5.9m (vs. €5m YoY), net income of €2.7m (vs. €2.5 YoY) and net debt increasing to €13.8m (vs. €4.9m YoY) thanks to significant M&A investments (especially regarding I-TEL, Energenius). The Net Debt/EBITDA ratio remains prudent at 2.3x (vs 1.0x YoY).

Growth was mainly driven by the high-margin Healthcare BU, which now generates 60% of group revenue and contributes an EBITDA margin of 29.3%. The MAPS LAB BU (previously Large Enterprise) closed 2022 at 24% of revenue and EBITDA margin at 20.4%; although 64% of MAPS LAB BU revenue is project generated (vs. 76% YoY), the impact of proprietary solutions is also growing steadily for this division. The Energy and ESG divisions are in a growth phase, contributing 6% and 10% of group revenue respectively and generating margins of 11.7% and 6.2% at present.

Revenue from proprietary solutions stands at 84% (vs. 72% YoY), R&D cost capitalisation stands at €2.8m (vs. €2m).

Regarding the growing net financial position, we highlight that: the company acquired the majority of ITEL by paying €2.9m cash, €1.1m through a reserved capital increase (and share contribution) and has options valued at €2m on the remaining stake; it paid €0.8m for the Energenius acquisition and has options valued at up to €2.8m on the remaining purchase; the group acquired Optimist and Micuro for a total of around €430k and finally invested in maintenance and R&D capex for around €3m - for a total impact of M&A and capex on net debt of around €12m, which was partially offset by operating cash generation.

VoP rose slightly above our expectations to €27.5m (vs. €27.3m expected), EBITDA fell slightly below to €5.9 (vs. €6.2m expected). The publication remains perfectly consistent with the phase of growth and transition to proprietary solutions that MAPS has faced year after year, now reaching the end of this phase.

For the record, MAPS has signed a framework agreement with IREN to provide the proprietary Rose platform to facilitate the development and easy management of energy communities, and that IREN has recently doubled its annual investment plan over the 2021-2031 horizon. A spending plan in electricity alone, including networks, installed capacity and smart solutions will cost over €4b. We remain confident regarding the future of the Energy BU.

We are reiterating both our Buy rating and TP of €5.4.

#### Key data

Price (€)	3.6
Industry	Packaged Software
Ticker	MAPS-IT
Shares Out (m)	11.791
Market Cap (m €)	42.1
Average trading volumes (k shares / day)	10.000

#### Ownership (%)

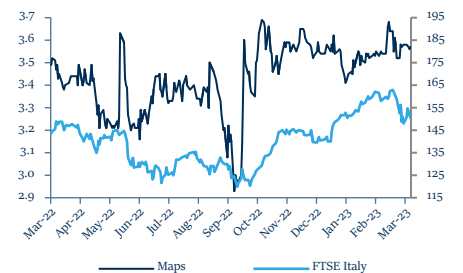
Fondateurs & Management	56.1
Eiffel IG	10.8
Maps SpA	1.3
Free float	31.8

#### EPS (€)

	12/23e	12/24e	12/25e
Estimates	0.22	0.24	0.33
Change vs previous estimates (%)	-16.84	-11.00	6.81

#### Performance (%)

	1D	1M	YTD
Price Perf	0.3	0.8	-0.3
Rel FTSE Italy	2.4	5.3	-7.3



TP ICAP Midcap Estimates	12/22	12/23e	12/24e	12/25e	Valuation Ratio	12/23e	12/24e	12/25e
Sales (m €)	27.5	30.9	33.7	37.1	EV/Sales	1.8	1.5	1.3
Current Op Inc (m €)	3.1	3.2	3.6	4.8	EV/EBITDA	7.9	6.7	5.5
Current op. Margin (%)	11.2	10.4	10.8	12.8	EV/EBIT	16.8	14.3	10.3
EPS (€)	0.23	0.22	0.24	0.33	PE	16.6	14.7	10.9
DPS (€)	0.00	0.00	0.00	0.00				
Yield (%)	0.0	0.0	0.0	0.0				
FCF (m €)	-1.5	1.6	2.3	2.7				

Consensus FactSet - Analysts:na	12/23e	12/24e	12/25e
Sales	31.9	35.4	0.0
EBIT	3.4	3.7	0.0
Net income	3.1	3.2	0.0

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## FINANCIAL DATA

Income Statement	12/20	12/21	12/22	12/23e	12/24e	12/25e
Sales	20.3	23.5	27.5	30.9	33.7	37.1
Changes (%)	23.1	15.9	17.1	12.1	9.0	10.3
Gross profit	18.5	22.4	26.0	29.2	31.9	35.3
% of Sales	91.4	95.1	94.4	94.5	94.7	95.0
<b>EBITDA</b>	<b>3.1</b>	<b>5.0</b>	<b>5.9</b>	<b>6.9</b>	<b>7.8</b>	<b>9.0</b>
% of Sales	15.3	21.4	21.4	22.2	23.2	24.3
<b>Current operating profit</b>	<b>0.8</b>	<b>2.4</b>	<b>3.1</b>	<b>3.2</b>	<b>3.6</b>	<b>4.8</b>
% of Sales	4.1	10.3	11.2	10.4	10.8	12.8
Non-recurring items	0.0	-0.2	-0.2	0.0	0.0	0.0
EBIT	0.8	2.2	2.9	3.2	3.6	4.8
Net financial result	0.3	-0.2	-0.4	-0.4	-0.4	-0.5
Income Tax	-0.2	0.4	0.2	-0.3	-0.3	-0.4
Tax rate (%)	-13.0	21.0	6.5	-10.0	-10.0	-10.0
<b>Net profit, group share</b>	<b>1.0</b>	<b>2.5</b>	<b>2.7</b>	<b>2.5</b>	<b>2.9</b>	<b>3.9</b>
EPS	0.09	0.21	0.23	0.22	0.24	0.33
Financial Statement	12/20	12/21	12/22	12/23e	12/24e	12/25e
Goodwill	8.3	11.7	12.0	12.0	12.0	12.0
Tangible and intangible assets	7.5	7.2	12.2	11.9	11.5	11.3
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	7.7	11.4	15.9	17.1	18.1	19.5
Other Assets	0.0	0.0	0.0	0.0	0.0	0.0
<b>Assets</b>	<b>23.5</b>	<b>30.4</b>	<b>40.1</b>	<b>41.1</b>	<b>41.6</b>	<b>42.8</b>
Shareholders equity group	11.2	18.0	20.6	23.1	26.0	29.9
Minorities	0.0	0.1	0.1	0.1	0.1	0.1
LT & ST provisions and others	4.0	4.9	4.9	4.9	4.9	4.9
Net debt	7.7	6.6	13.8	12.2	9.9	7.2
Other liabilities	0.7	0.8	0.8	0.8	0.8	0.8
<b>Liabilities</b>	<b>23.5</b>	<b>30.4</b>	<b>40.1</b>	<b>41.1</b>	<b>41.6</b>	<b>42.8</b>
Net debt excl. IFRS 16	7.7	6.6	13.8	12.2	9.9	7.2
Gearing net	0.7	0.4	0.7	0.5	0.4	0.2
Leverage	2.5	1.3	2.3	1.8	1.3	0.8
Cash flow statement	12/20	12/21	12/22	12/23e	12/24e	12/25e
CF after elimination of net borrowing costs and taxes	4.6	6.6	4.7	6.2	7.1	8.1
$\Delta$ WCR	-0.2	-3.3	-3.1	-1.2	-1.1	-1.3
Operating cash flow	4.4	3.3	1.5	5.0	6.0	6.8
Net capex	-2.2	-2.6	-3.0	-3.4	-3.7	-4.1
FCF	2.2	0.7	-1.5	1.6	2.3	2.7
Acquisitions/Disposals of subsidiaries	-5.5	-3.0	-4.7	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0	0.0
Change in borrowings	5.9	1.8	6.0	0.0	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
Equity Transaction	0.8	4.4	-2.8	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Change in net cash over the year	2.8	2.9	-2.3	1.6	2.3	2.7
ROA (%)	4.4%	8.3%	6.7%	6.2%	6.9%	9.0%
ROE (%)	9.2%	13.9%	13.1%	11.0%	11.0%	12.9%
ROCE (%)	7.5%	13.5%	15.0%	13.9%	14.0%	16.0%

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### Methodology

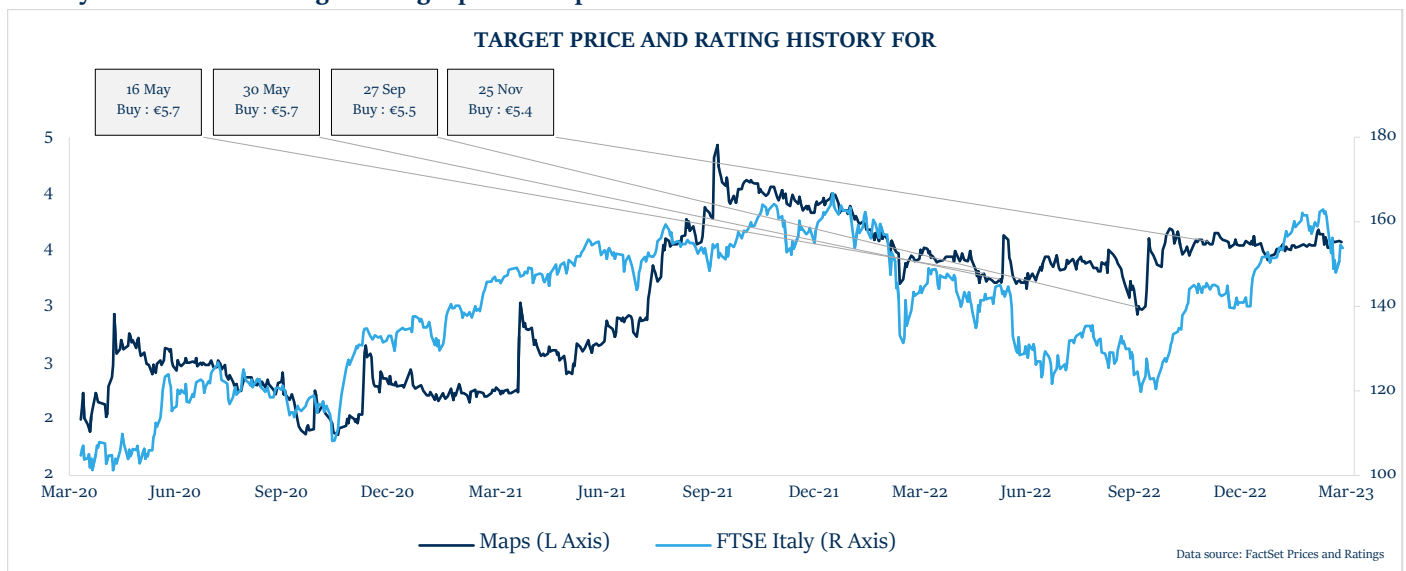
This Report may mention evaluation methods defined as follows:

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.

### Conflict of Interests between TP ICAP Midcap and the Issuer

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	84%	64%
Hold	14%	40%
Sell	1%	50%
Under review	1%	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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