



MAPS GROUP
SHARING KNOWLEDGE



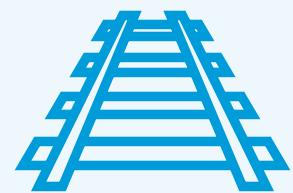


Our challenge is to extract **business value from data**



We develop **data-driven products** that help our customers to:

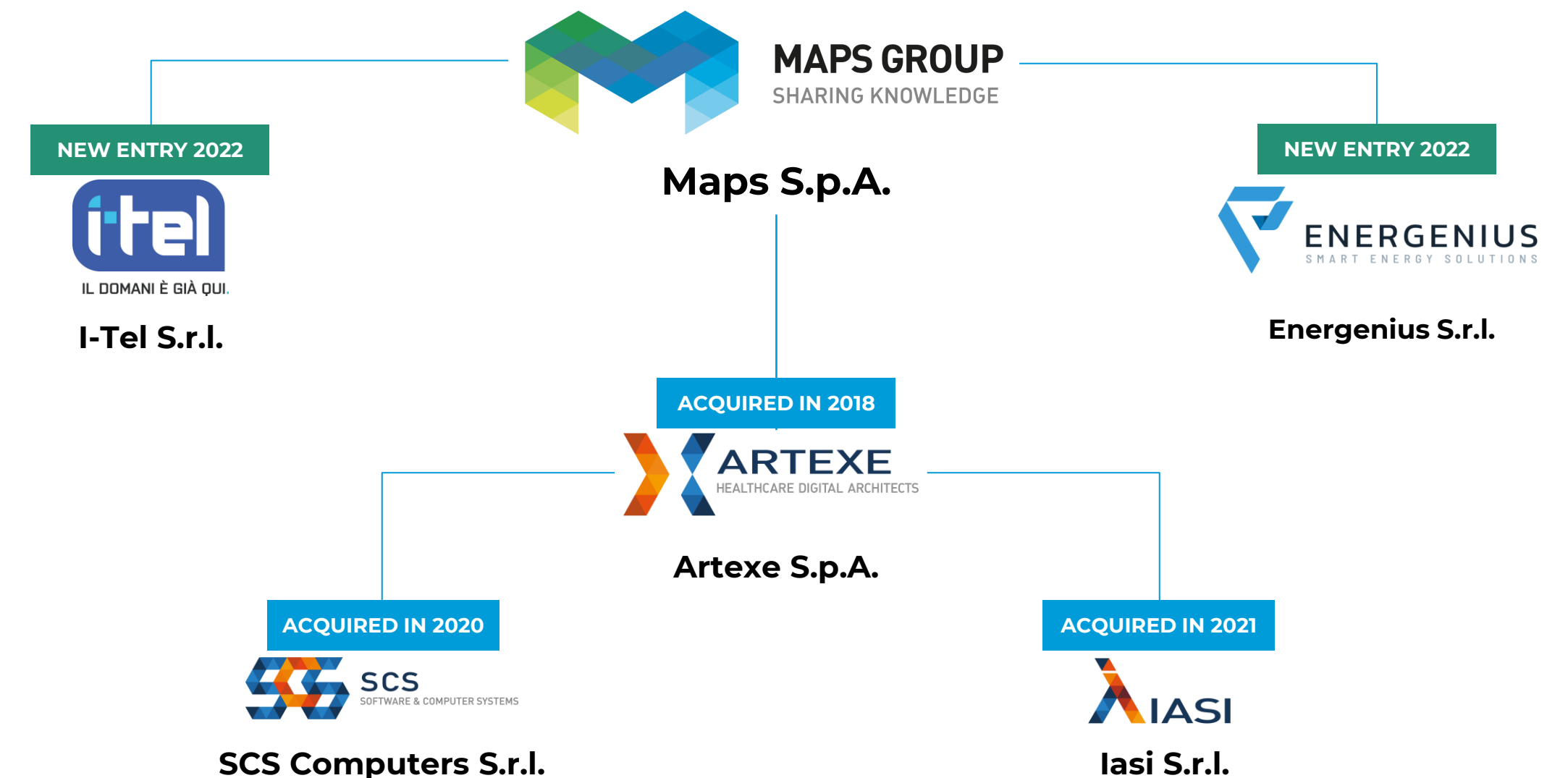
- ▶ take better decisions
- ▶ redesign their business



Our Business Model is fully scalable. We build products to be deployed to as many customers as possible



We leverage **Digital Transformation** and focus on **Healthcare** and **Energy** domains



Employees:

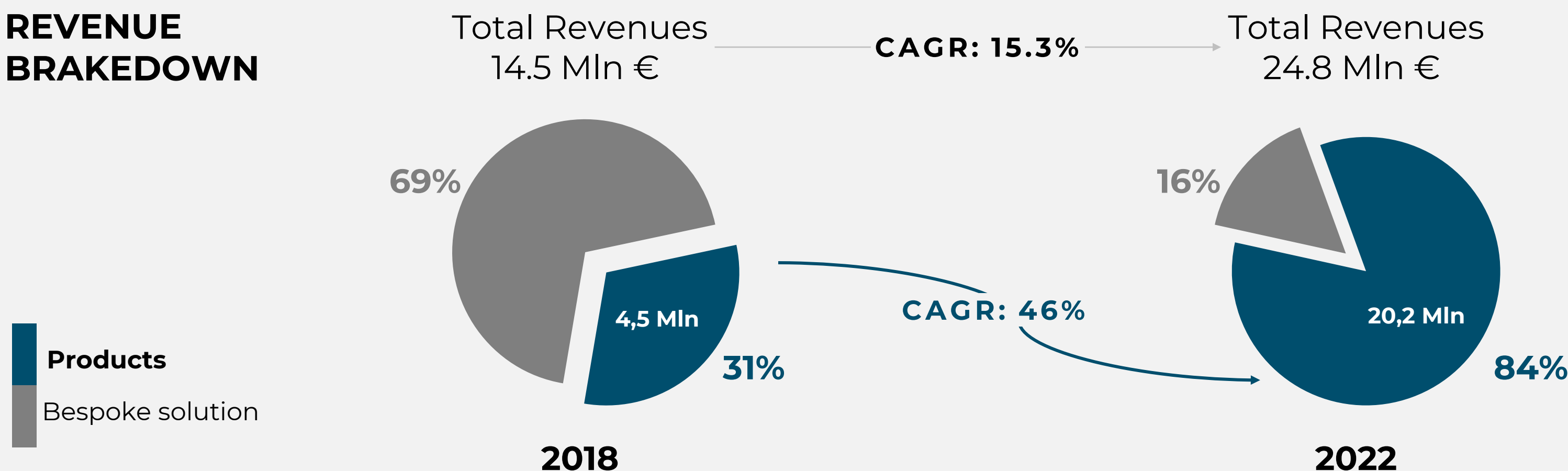


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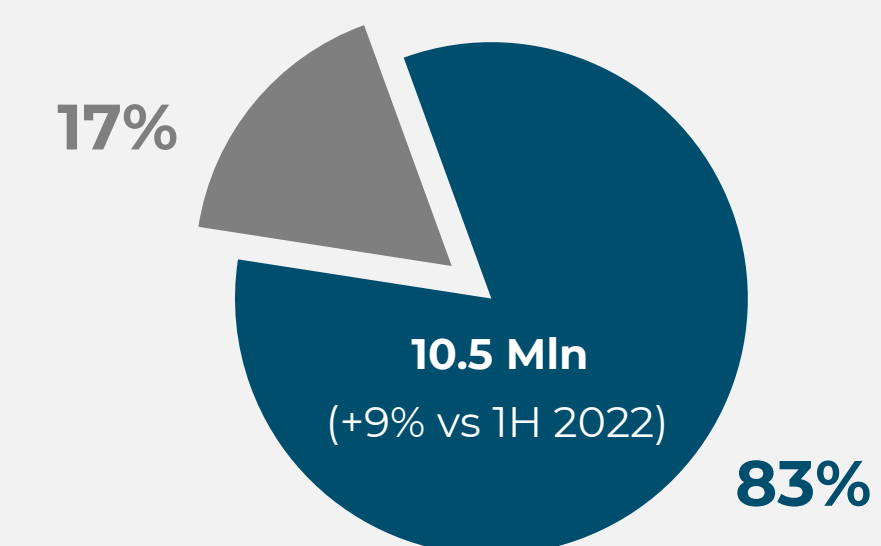


FROM BESPOKE SOLUTIONS TO PRODUCTS

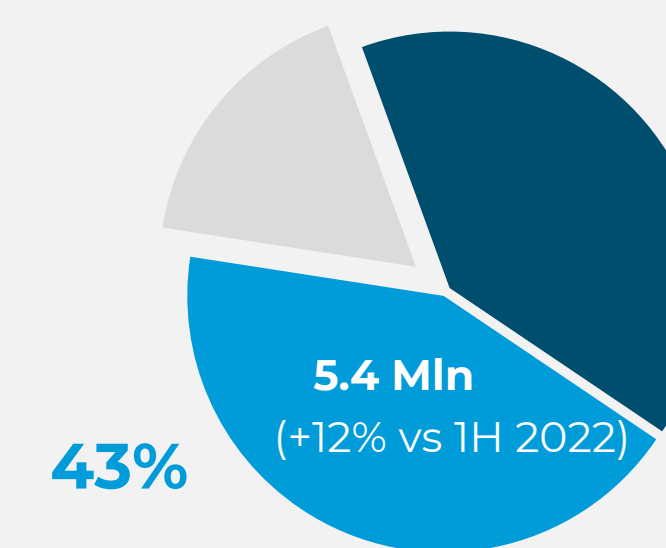
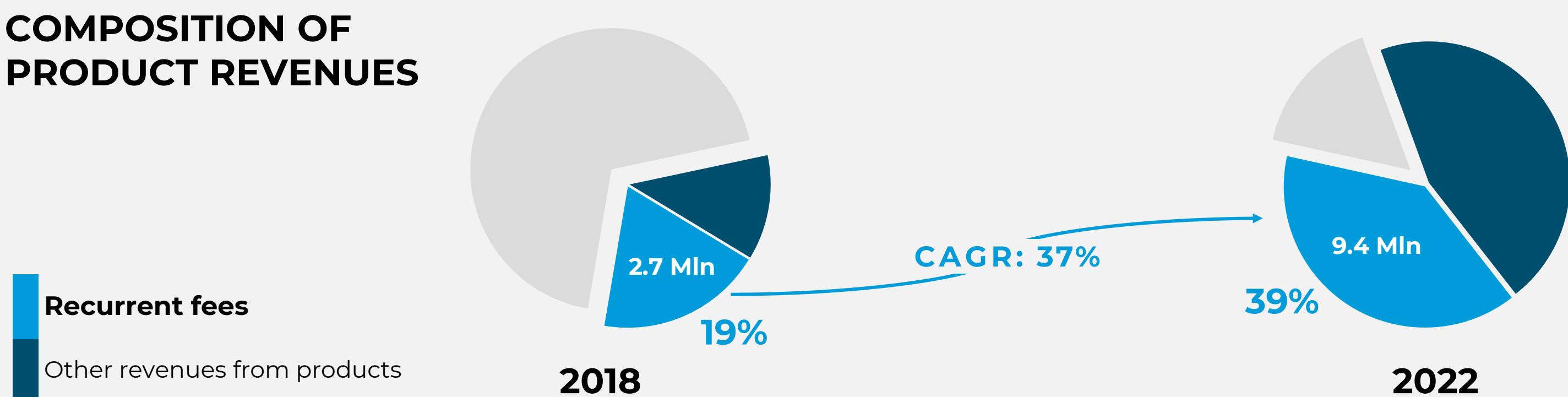
REVENUE BRAKEDOWN



Total Revenues
13.1 Mln € (+11% vs 1H 2022)

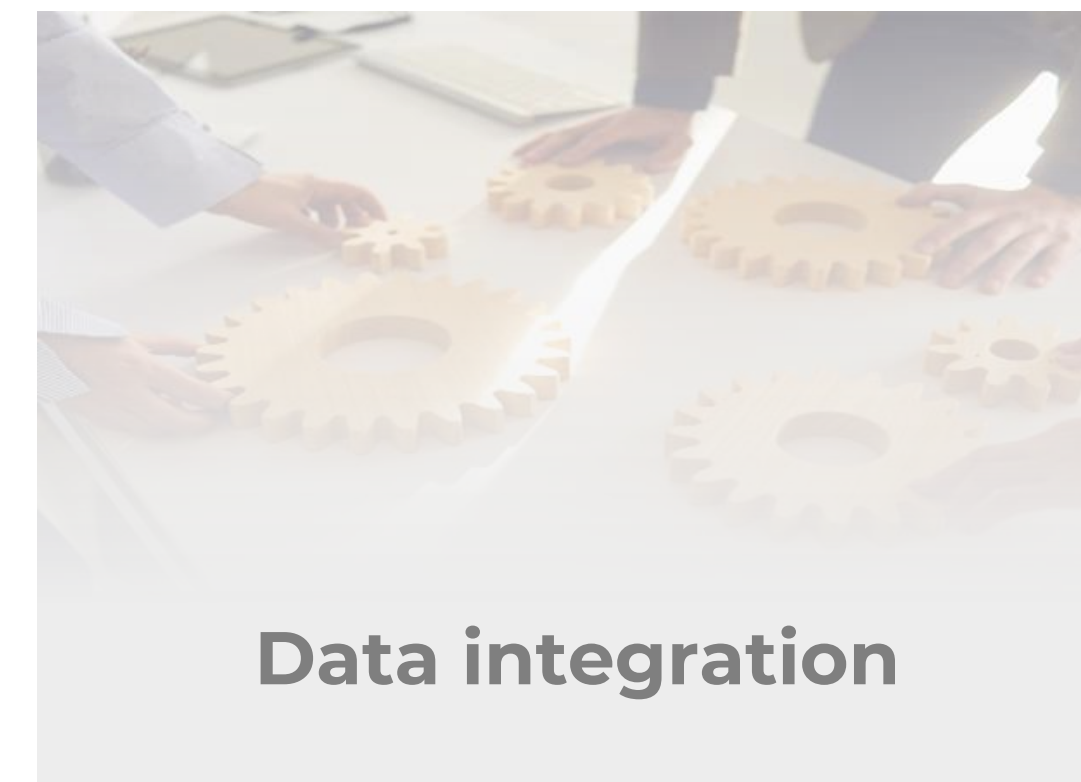


COMPOSITION OF PRODUCT REVENUES



OUR TARGET DOMAINS

Focus of this presentation





Our mission is to deliver **patient-centered products** to organizations to improve the quality of their Healthcare services

BUSINESS LINES

Patient Experience

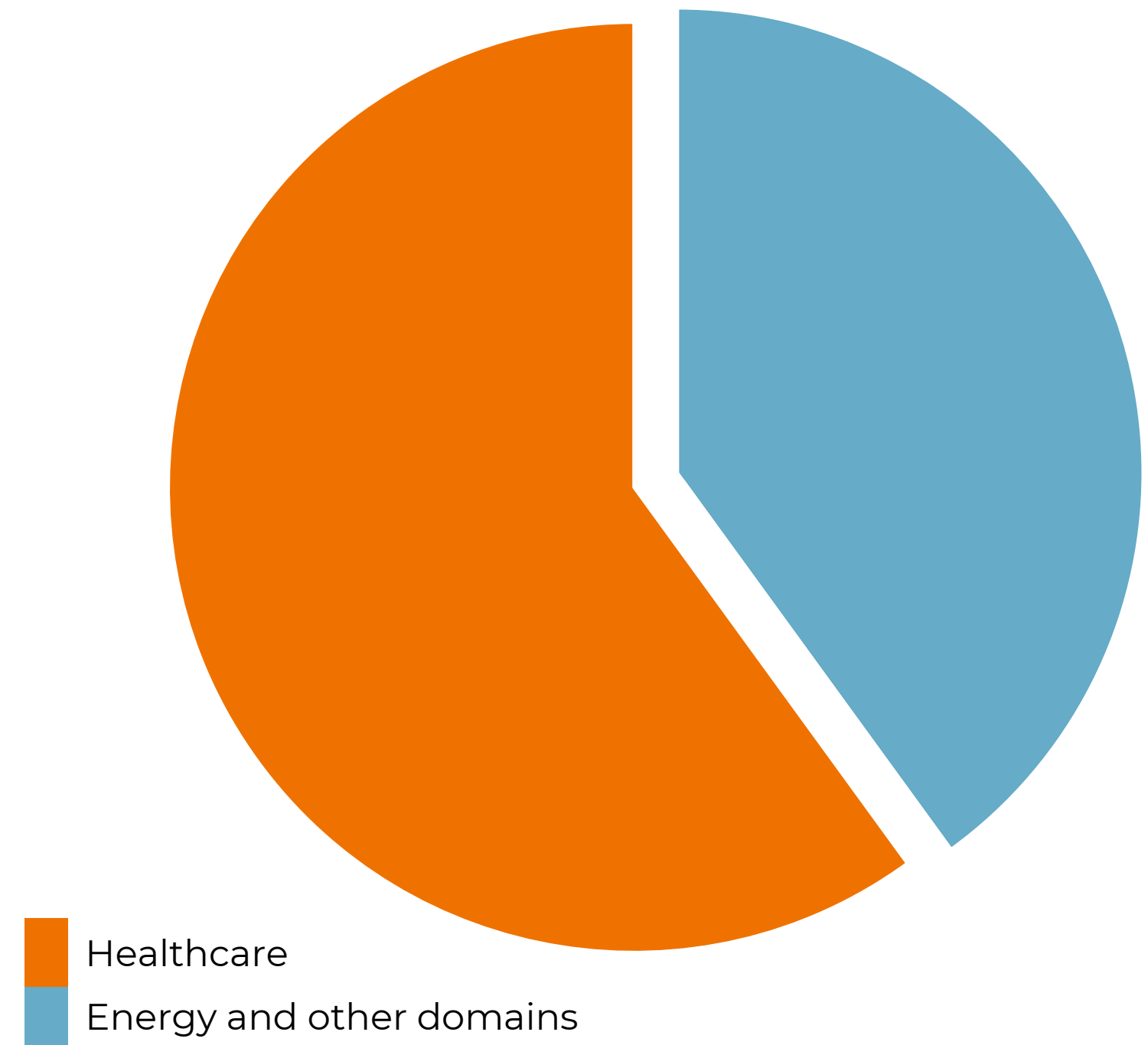
(Focus in the following slide)

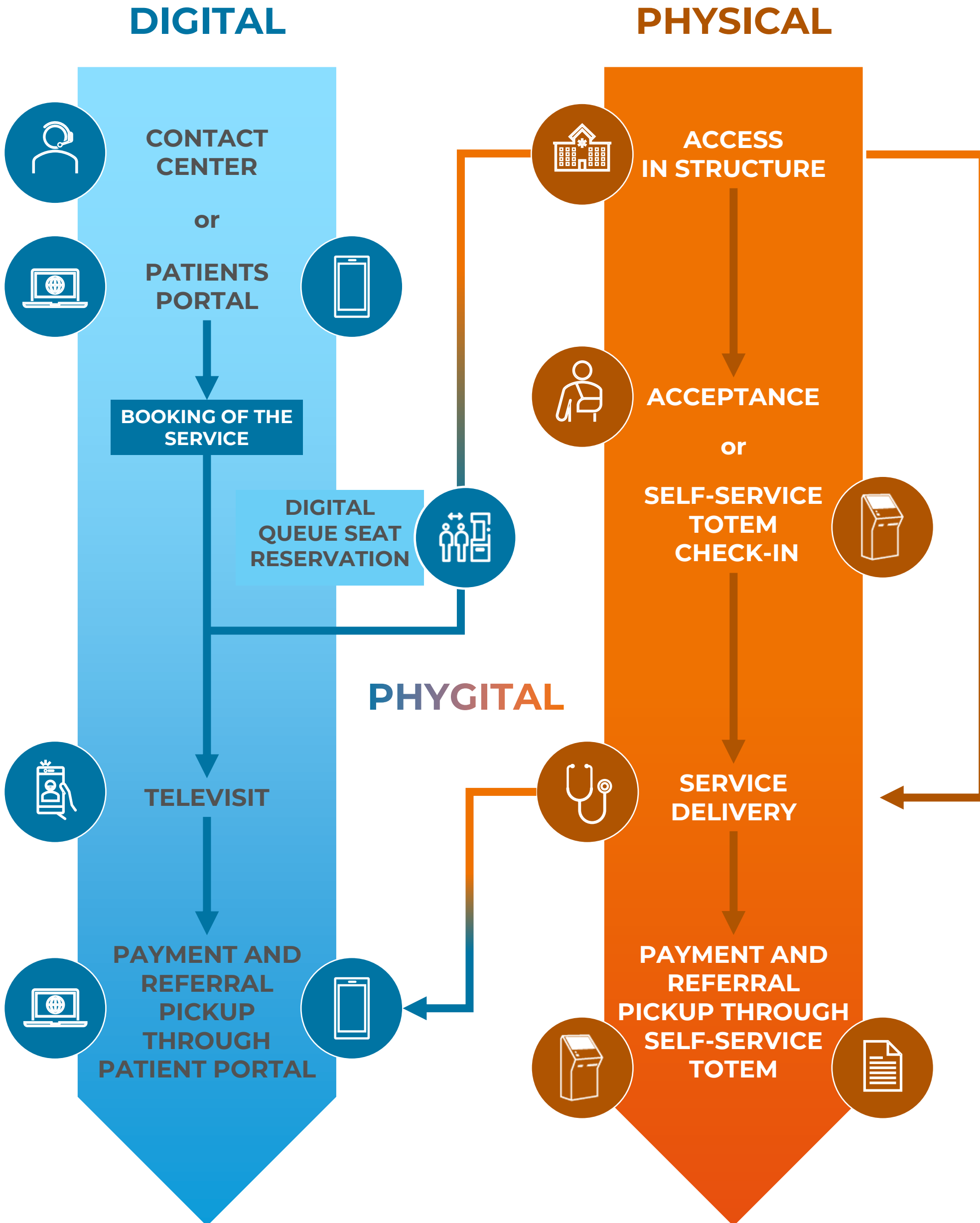
Data Driven Governance

Hospital Information System

Diagnostic Information System

2022 Healthcare Revenue share





What is (best) Patient Experience?



Easy access to healthcare services

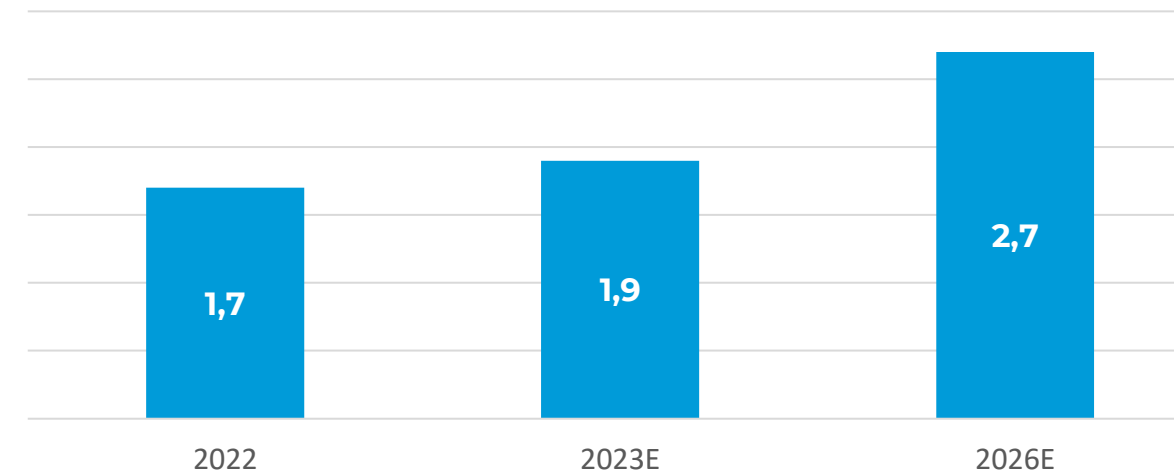
Simple and effective communication

Easy and quick execution of administrative tasks

Reduce the waste of time waiting for service delivery

Innovative service delivery such as **Telehealth**

IT spending in Italian healthcare (Billions of Euros)



Anitec – Assinform White paper: A future vision for digital healthcare

72% Of healthcare organizations have **Telehealth implementations** goal

49% Of healthcare organizations are planning to **improve/introduce phygital tools for patient experience**



Northern regions are increasing their investment for digitalization.



Southern regions are **greenfields** with very **high potential**



We are **expanding our offering** with innovative services such as **Telehealth**



Our products **maximize energy efficiency** and offer **optimal management solutions** to address the challenges arising from energy price volatility and the transformation of energy markets towards renewable sources

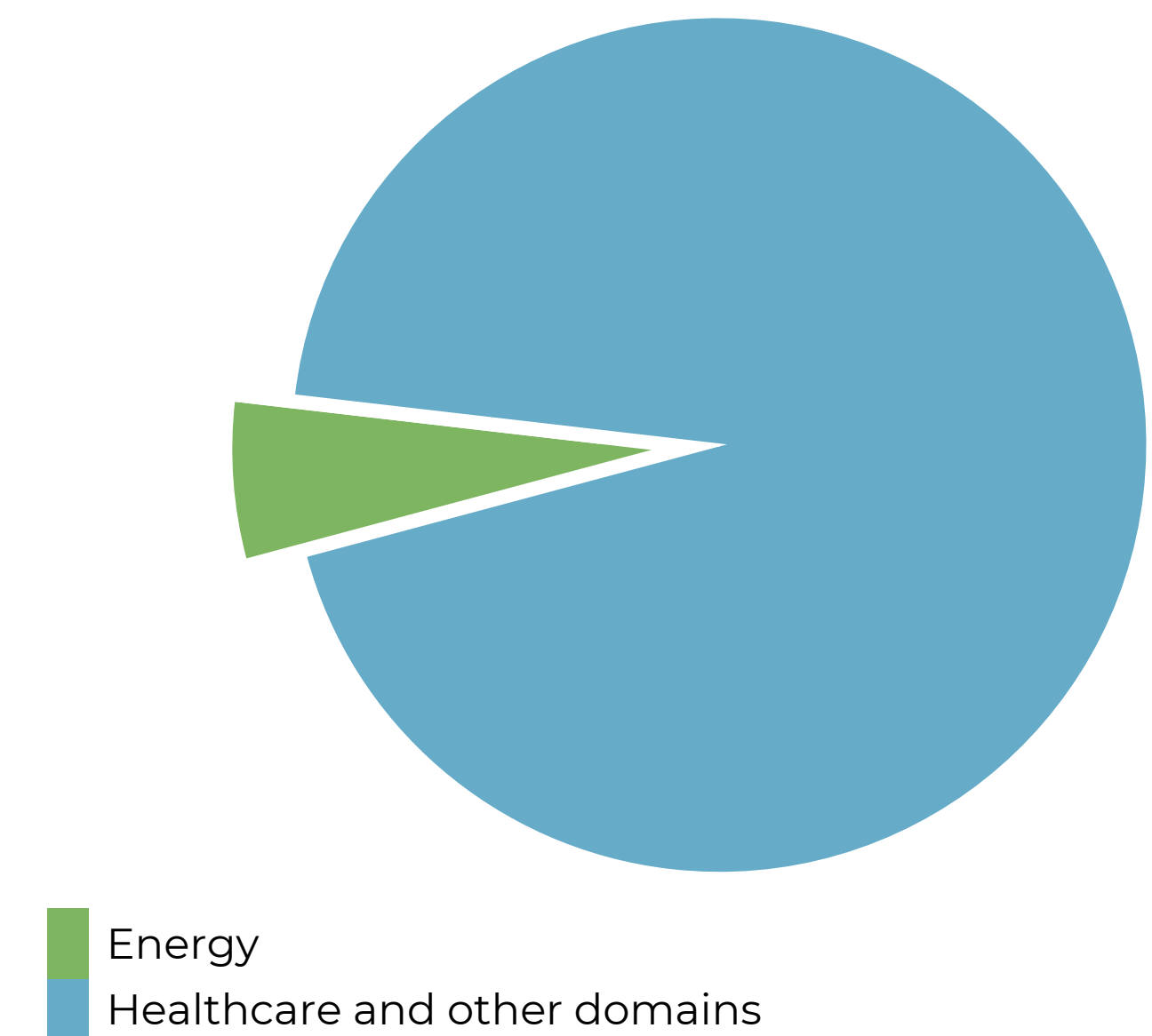
Our products:



- ▶ **Maximize self-consumption**
- ▶ Allow Community manager to **manage community assets** and **participants**
- ▶ Generate **financial returns for participants** from incentives and energy sales
- ▶ **Engage community members** to improve their consumption behavior
- ▶ Support **Feasibility studies** of new energy communities

- Energy Monitoring
- Forecasting of energy production and needs
- Active control of energy assets to minimize energy bills

2022 Energy revenue share





A Market out of the blocks

Electricity Market Report Politecnico di Milano
«Energy community market participant (.000)»

2025	Value
Members	2.000.000 +
Energy Communities	15.000 +



EU approved **5.7 billions of incentives for energy communities:**

- **3.5 billions** will be provided over a period of 20 years.
- **2.2 billions** will be used as a grant for the creation of communities



We estimate that **20+ mln** will be used **every year for software services**



Incentives will be used to finance and maintain **new power installations in the period 2024 - 2027**



 Energy Communities which already use our product



- ▶ **Spread** the **new features** of **patient experience** (TeleHealth)
- ▶ Increase our penetration in **southern regions of Italy**
- ▶ **One-stop-shop** for **mid-size private healthcare facilities**



- ▶ **Leader** in **Energy Community management** software
- ▶ Player in **new markets** of ancillary services, such as **flexibility**
- ▶ Reaching out **international markets**

GREEN LIGHT FOR DECREE ON RENEWABLE ENERGY COMMUNITIES

Incentive plan for the growth of Energy Communities approved by the European Commission for a total of 5.7 billion euros

The European Commission today approved what was widely seen as a necessary step for the launch of the Renewable Energy Communities (REC) market. A massive incentive plan offering €5.7 billion in incentives, 2.2 of which will be funded by the NRRP.

6 november 2023

MAPS GROUP SELECTED FOR THE STORAGE OF RADIOLOGICAL REPORTS IN THE ABRUZZO REGION

Investors Healthcare, Contracts

7 november 2023

MAPS GROUP WINS THE TENDER ORGANIZED BY ONE OF THE LEADING ITALIAN MULTI-UTILITY COMPANIES FOR THE RENEWABLE ENERGY COMMUNITY MONITORING PLATFORM

Investors Contracts

Abruzzo Sanità Online, the new regional platform has been released

🗣️ "We are pleased to witness the institutional announcement of the new platform from the Abruzzo Region and take pride in being one of the technology partners," says Luigi Ambrosini, Board Member of Iasi and Account Manager at Maps Group.



MAPS GROUP
SHARING KNOWLEDGE

mapsgroup.it

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