



MAPS GROUP
SHARING KNOWLEDGE

ITALSOFT GROUP CHOOSES MAPS GROUP'S ROSE ENERGY COMMUNITY PLATFORM

ROSE will integrate services for the development, management and optimisation of collective self-consumption in the energy upgrades of condominiums

Parma, 29 February 2024

Maps Group's digital platform will enable Italsoft Group to leverage 1 billion euros investments in energy requalification, enabling economic, environmental and social benefits from the creation and development of Renewable Energy Communities and widespread self-consumption as defined by the MASE decree of 24 January 2024.

Italsoft is the Italian leader in enabling technology for digital and energy innovation in the construction and real estate sectors dedicated to environmental sustainability and decarbonisation through energy requalification, Energy Community management and the transformation of buildings into smart buildings.

The partnership between Maps Group and Italsoft is based on a common market vision and the impact that the energy transition will have on residential construction. A concrete opportunity to set up an integrated supply chain and accelerate, starting from condominiums, the spread of photovoltaic systems in combination with the new model of Renewable Energy Community and widespread self-consumption.

According to the re-elaboration published by Energy & Strategy of the Politecnico di Milano in the 'Energy Efficiency Report 2024', more than 90% of energy efficiency investments in Italy by 2030 will, in fact, be allocated to the residential (70.7%) and tertiary (23.5%) sectors for energy upgrades.

These investments will be dedicated, above all, to new photovoltaic systems (40%), efficient air-conditioning systems (26%), storage systems (22%) and digital platforms for managing and controlling consumption (19%).

The ROSE CER platform will allow Italsoft to acquire the energy profile of each flat and to evaluate, already at the preliminary analysis stage, the valorisation of energy-based incentives.

It will then be possible to identify the shared energy that is generated by aggregating the production from the condominium plant on an hourly basis. In this way, the administrator will be able to monitor and control the economic-energy performance of each community-condominium, up to the reconciliation of the final data provided by the GSE in order to apply the appropriate allocations in favour of the individual members, in accordance with the regulations that will be decided and configured in the system. In addition, each individual participant will have visibility over their own data and that of the condominium, measuring how the behaviour of individuals contributes to the collective benefits generated with the support of Italsoft's Energy Managers.



Capitale Sociale: i.v. € 1.447.227,48
C.F. e P.IVA 01977490356 – R.E.A. PR-240225 – SDI: M5UXCRI



Italsoft will have the possibility to use the ROSE platform under its own brand name and to configure some portals of the ROSE CER service to be dedicated to its authorised partners also under their own brand name, thus realising a scalable model that guarantees simplification, speed and economy of scale.

*"We have found in Italsoft a total sharing of quality and market objectives," says **Maurizio Ferraris, Sales and Marketing Director of Maps Energy**. "In order to develop the potential numbers in residential construction, it is, in fact, essential to have the ability to set up and manage an integrated chain of services for property administrators. Italsoft," continues Ferraris, "has been able to create an ecosystem of skills, organisation and innovative service model that simplifies the complexity of interventions that include legal and fiscal aspects, access to credit and financing, engineering and plant construction, as well as digital monitoring and optimisation tools. We are proud," Maurizio Ferraris concludes, "to take up the challenge with them, thus strengthening our positioning that sees ROSE CER, already adopted by the main operators in the energy sector, become the platform of reference also for widespread self-consumption in energy requalification interventions."*

*"We have chosen the ROSE platform to enhance Italsoft's offer of web solutions in the energy field, convinced that Maps Energy's experience and ROSE CER's advanced features represent the best that can be found on the market today," says **Stefano Sonato, Sales Director of Italsoft Group**. "We are confident that this new collaboration will bring great satisfaction to both companies".*

The ROSE CER Italsoft portal will be available as early as the second quarter of 2024 and will make it possible to activate all the configurations that will have been deliberated and realised in the meantime and which now already number in the hundreds, demonstrating how concrete the sensitivity and interest in energy transition is.

MAPS GROUP

Maps, a company founded in 2002, is an Innovative SME, at the head of a group of companies, Maps Group, with headquarters in Parma and over 300 employees. It operates in the Digital Transformation sector, with a specific focus on the Healthcare, Energy and ESG sectors. Since 2019, it is listed on the Italian Stock Exchange segment, Euronext Growth Milan, formerly AIM Italia. Through its solutions, Maps Group enables customers to extract value from data in order to make better decisions and innovate their business models.

With the Maps Healthcare Business Unit, the Group covers the innovative trends of Patient Experience and Telehealth, as well as providing Diagnostic and Hospital Information Systems to public and private customers. The Maps Energy business unit supports the changes taking place for the energy transition, first and foremost those of flexibility and energy communities, as well as energy efficiency. In the field of sustainability, the Maps ESG Business Unit commercialises solutions that measure the achievement of corporate and employee goals, manage risks and report on non-financial performance. Lastly, through the Maps Lab Business Unit, the Group operates in an Open Innovation context, responding to large companies' specific needs through tailor-made products or solutions. The Group is also strongly committed to Research and Development activities. The Research & Solutions division is responsible for identifying market needs and evolving Maps' products.

The Group closes 2022 with consolidated revenue of Euro 24.7 million (+15% compared to 2021) - with revenue growth from Maps Healthcare (+26%) and a significant contribution from the newly founded Maps Energy - and EBITDA of Euro 5.9 million (EBITDA Margin 23.8%).

Over the past four years, Maps Group has quadrupled its revenues from products (EUR 20.2m in 2021, or 84% of consolidated revenues) and more than tripled its revenues from recurring fees (EUR 9.4m in 2022, or 39% of consolidated revenues), consolidating its business model based on high-margin, scalable products, replacing the previous business model based on non-scalable, tailor-made solutions. The Group's organic growth is accompanied by significant M&A activity. Over time, the



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Group has acquired: IG Consulting S.r.l. (2011), Artex S.p.a. (2018), Royalty S.r.l. (2019), SCS Computers S.r.l. (2020), IASI S.r.l. (2021) I-TEL S.r.l. (2022) and Energenius S.r.l. (2022).

Press available on www.emarketstorage.it or www.mapsgroup.it.

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