



MAPS GROUP
SHARING KNOWLEDGE



Who we are



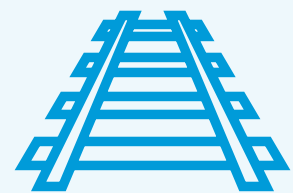
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Our challenge is to extract **business value** from **data**



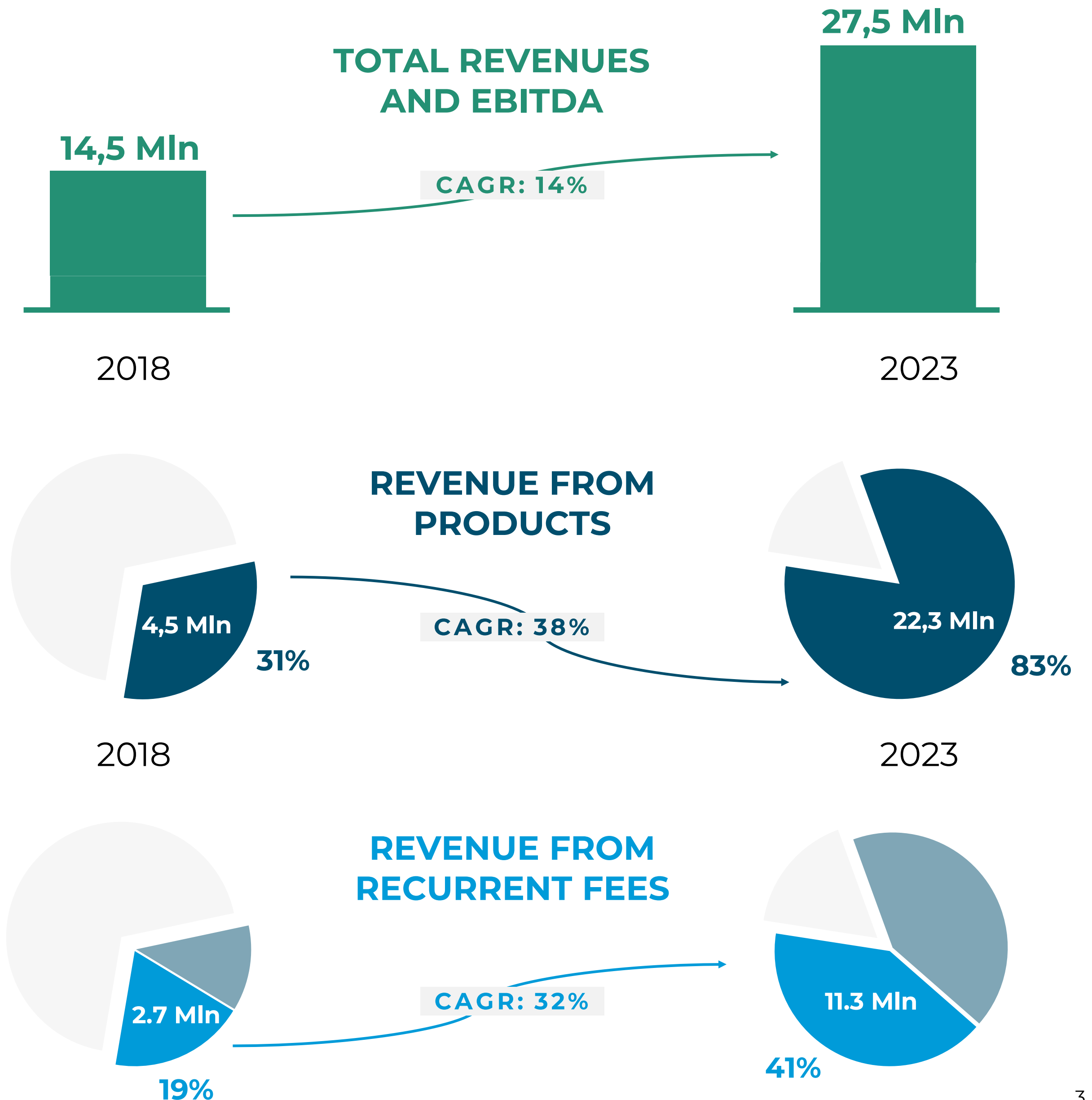
We develop **products** that respond to specific needs, leveraging on **data**



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



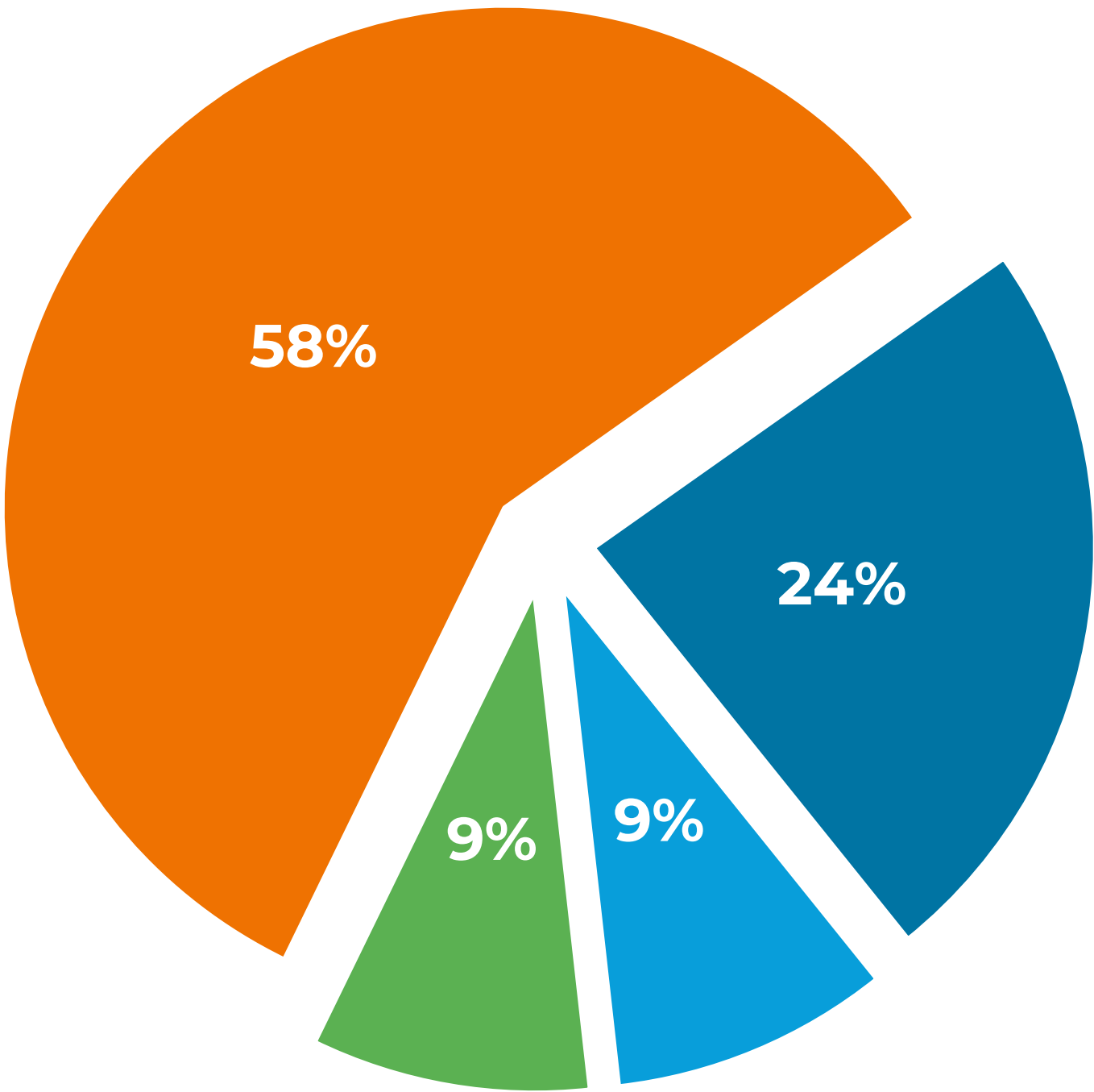
We leverage **Digital Transformation** and focus on **Healthcare** and **Energy** domains



WE FOCUS ON



WE ALSO OPERATE WITH



Breakdown of revenues by market

Maps Healthcare



We provide healthcare organizations with **products** that **improve** the **patient's experience** throughout their diagnosis and treatment journey



BUSINESS LINES

Patient Journey

(Italian leader)

Data Driven Governance

Hospital Information System

Diagnostic Information System

TARGET CLIENTS

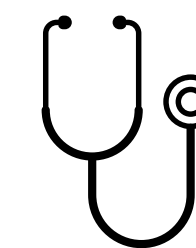


Public Organization

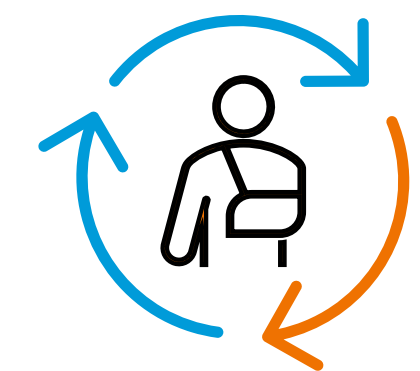


Private Organization

BOTH EVALUATED FOR



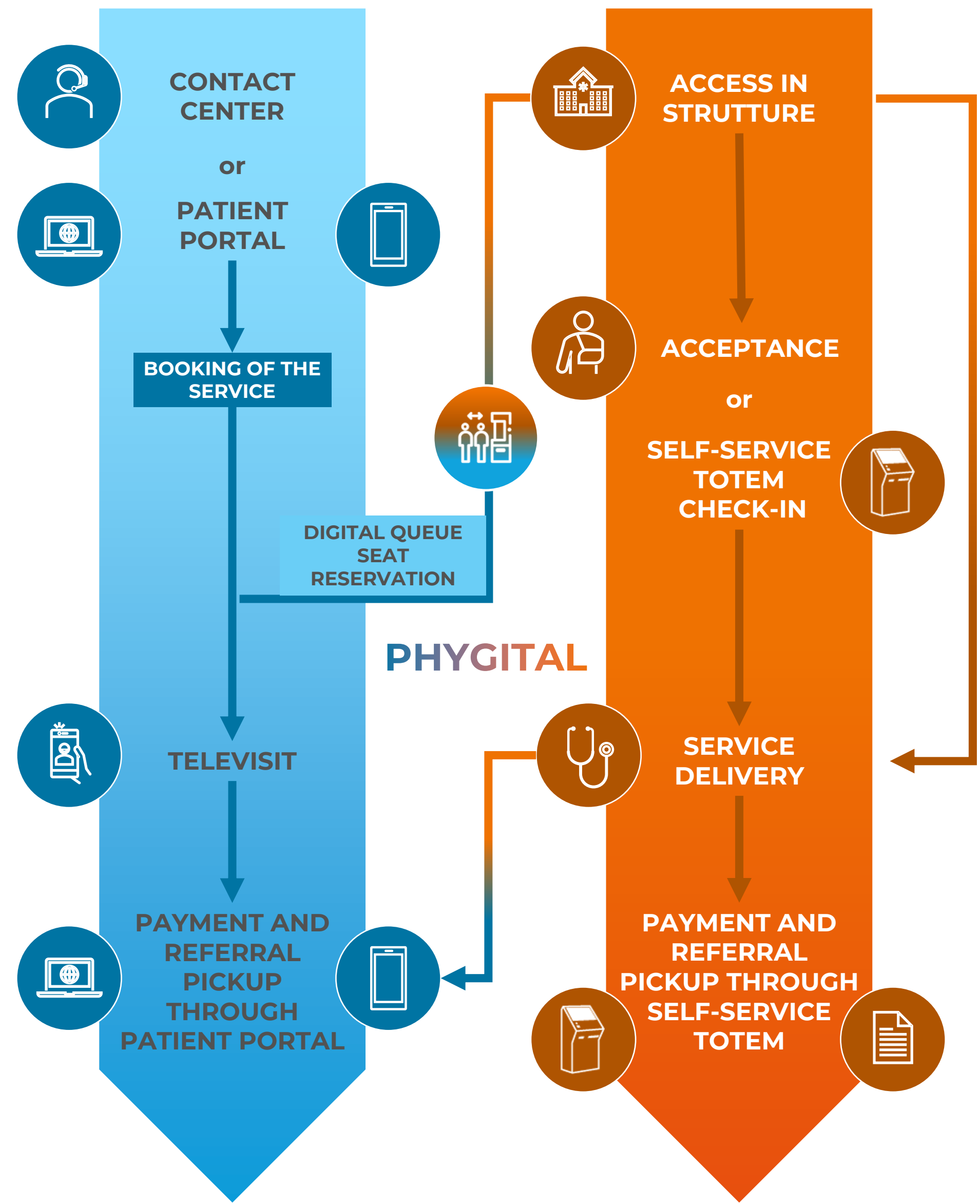
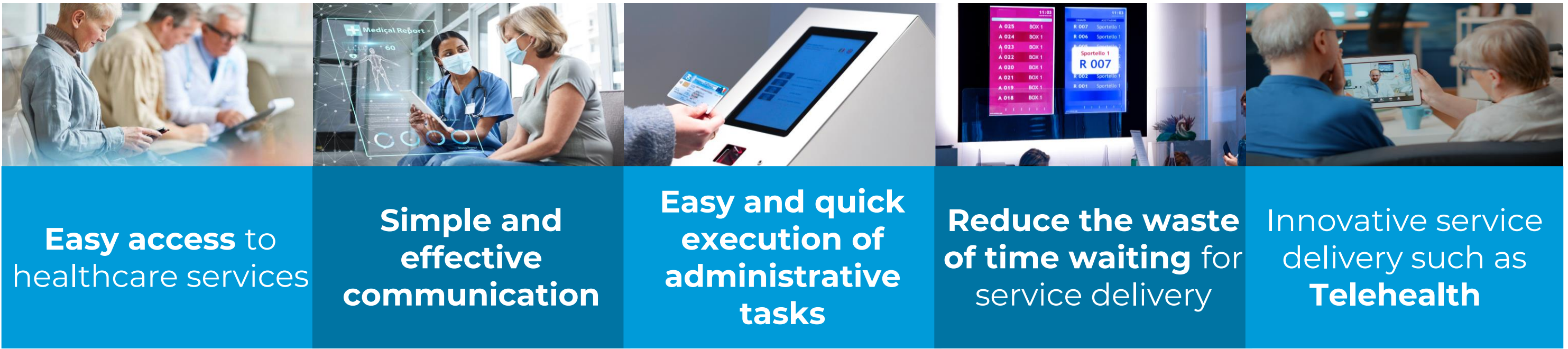
Quality of their **clinical services**



Quality for the offered **Patient Experience**

DIGITAL

PHYSICAL

- 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**

WHO OFFERS OUR PATIENT EXPERIENCE

20% of the **508 public inpatient facilities** census by the Ministry of Health.

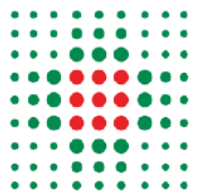
100% of Italy's **top 5 private healthcare groups** by revenue



Azienda Sanitaria Regionale del Molise



GRUPPO OSPEDALIERO SAN DONATO



SERVIZIO SANITARIO REGIONALE EMILIA-ROMAGNA
Azienda Unità Sanitaria Locale di Reggio Emilia

Data Driven Governance

The Business Line that provides solutions capable of putting our clients in a position to **MAKE INFORMED STRATEGIC AND OPERATIONAL DECISIONS**, based on data information.



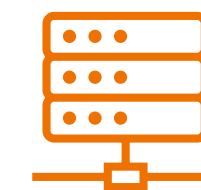
We enable a "**Data-Driven management**"



We integrate our clients' **management systems** and **aggregate** the **data**



We process unstructured data through **semantic engines**



We offer **modular** and **scalable** solutions



Hospital Information System

The Business Line that provides solutions for the **MANAGEMENT OF THE IMPATIENT AND OUTPATIENT PROCESSES OF THE HEALTHCARE FACILITIES.**



**OUTPATIENT
MANAGEMENT**



**INPATIENT
MANAGEMENT**



Diagnostic Information System

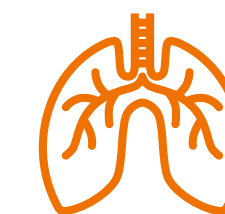
The Business Line provides solutions capable of **DIGITIZING THE WORKFLOW OF DIAGNOSTIC SERVICES** related to radiology, laboratory tests, and pathology.



LABORATORY ANALYSIS

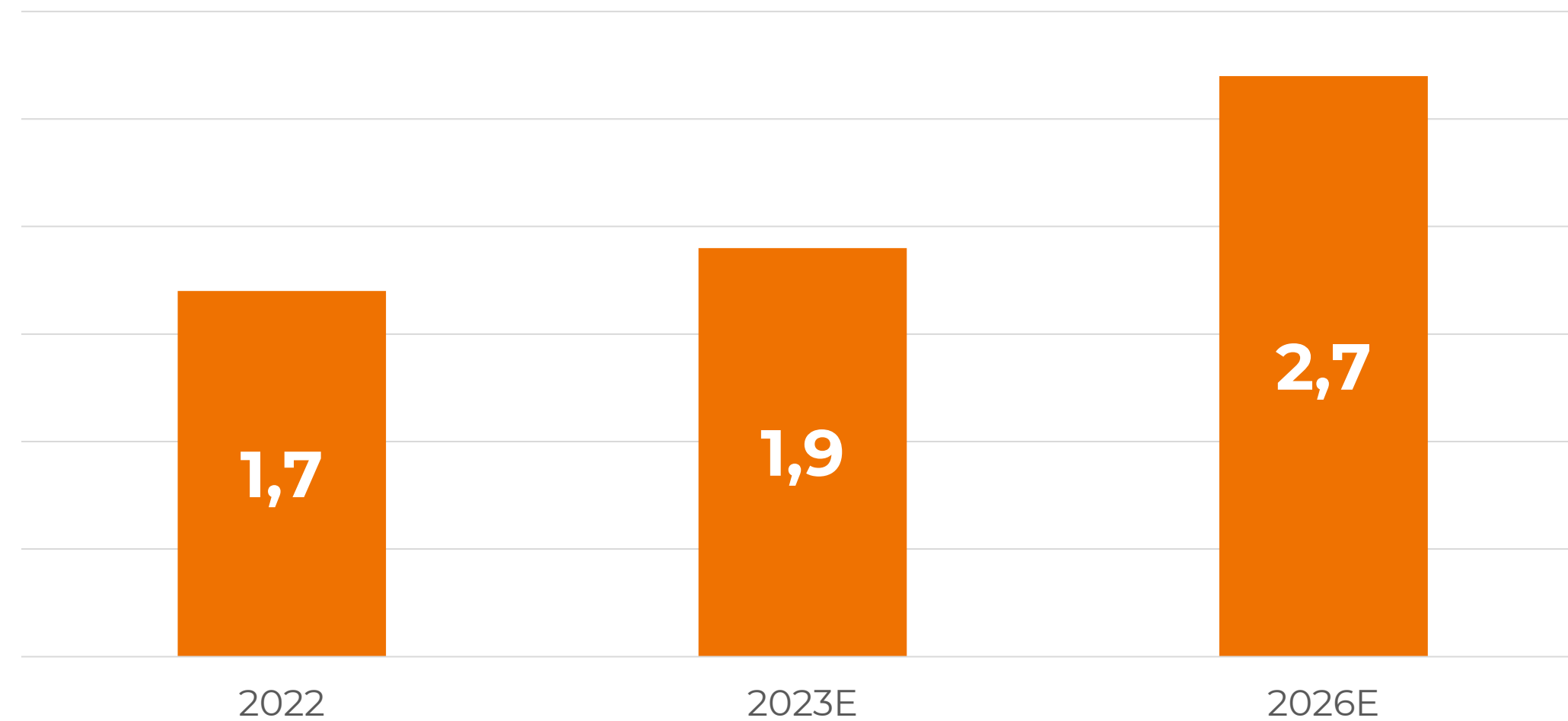


PATHOLOGIC ANATOMY



DIAGNOSTIC IMAGING

EXPECTED IT SPENDING FROM HEALTHCARE FACILITIES



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**



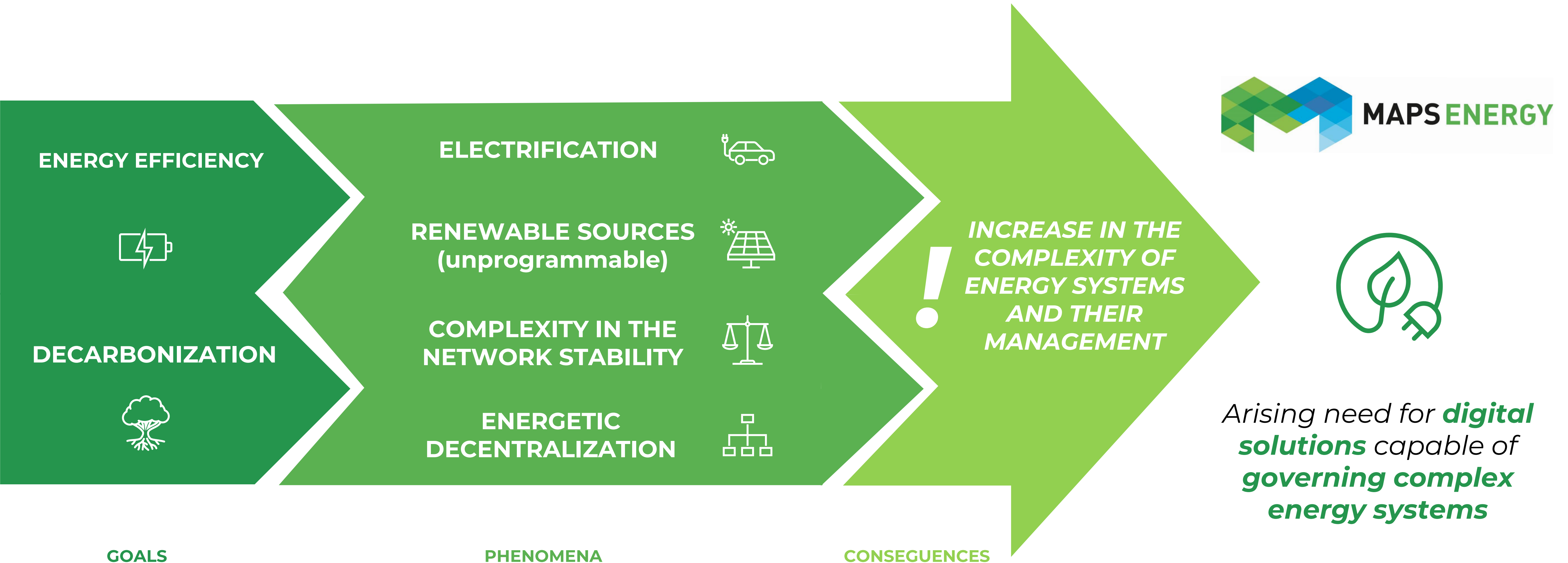
ITALIAN RECOVERY AND RESILIENCE PLAN - MISSION 6 (HEALTH)

+15.6 BILLION EUROS to **DIGITALIZE** and improve **THE NATIONAL HEALTH SYSTEM**

- ▶ Of which 7 billions for Community Health Networks, Intermediate facilities and telehealth for territorial healthcare services
- ▶ Of which 8.6 billions for Innovation, research, and digitalization of the national health service

Maps Energy







We focus on managing the complexity of modern energy systems, guiding their optimization through different modules and a scalable approach

BUSINESS LINES

MONITORING

EFFICIENCY

DECENTRALIZED
ENERGY SYSTEMS

FLEXIBILITY

TECNOLOGY
PROVIDER

ESCO

MULTIUTILITY

ENGINEERING
SOCIETY

RETAIL

Participation in numerous **national**
and **European R&D projects**:

Raise over **€1 million** in **co-financing**





EUROCOMMERCIAL

FALCONERI
Cashmere e filati naturali

CBRE



CALZEDONIA



**COMPANY IN THE
TEXTILE INDUSTRY**

 **12%**
Efficiency improvement

 **390.000 €**
Annual saving



 Italian leader in the optimal management of the Energy Communities



DESIGNING THE ENERGY COMMUNITY



IMPROVE THE CONSUMPTION BEHAVIOR OF ITS MEMBER



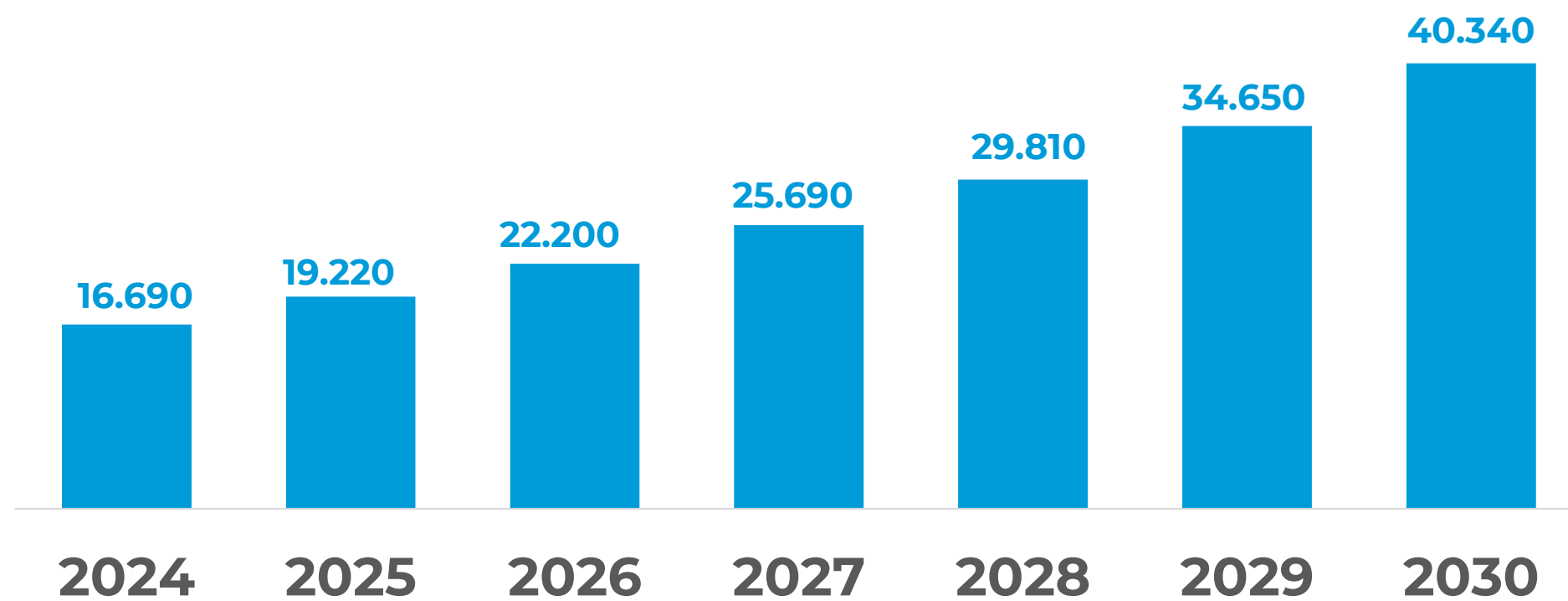
MAXIMIZING SELF-CONSUMPTION



CALCULATE AND SHARE THE INCENTIVES

ENERGY EFFICIENCY

Overall investment made for improve energy efficiency



Energy Efficiency Report - Politecnico di Milano – Mln €

Transition 5.0.

+12.7 billion to be allocated to increase energy efficiency

ENERGY COMMUNITY

Expected dimension of the market

2025	Value
Members	2.000.000 +
Energy Communities	15.000 +

Electricity Market Report - Politecnico di Milano

CER incentives

5.7 billion to be allocated to increase Decentralization and stability+

M&A



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M&A OPERATIONS

Roialty 100% acquisition

Acquisition of software platform and competences in customer experience business area

SCS Computers 100% acquisition

To expand the offer portfolio in healthcare, with specialized Clinical Information Systems (laboratory, emergencies, pathological anatomy)

I-Tel 70% acquisition, Optimist 100% acquisition

Offer portfolio improvement with new products for multichannel communication, in particular for healthcare (Telehealth, virtual assistants)

I-Tel 100% acquisition

To consolidate our ownership and accelerate the integration activities

July 2018

June 2019

September 2020

October 2020

July 2021

April 2022

October 2022

April 2023

August 2023



Artexe 100% acquisition

To expand our offer portfolio with solutions in healthcare: Patient Journey

Micuro innovative start-up was founded

(Maps healthcare participation: 100%)
To enter insurtech in the healthcare domain

Iasi 100% acquisition

To expand the offer portfolio in healthcare adding an Outpatient Clinical Information System and a Human Resources Management System tailored for healthcare organizations

Energenius 51% acquisition

To expand the offer portfolio in energy adding a software solution for monitoring, analysis, consumption modelling, technical management and maintenance

Energenius 100% acquisition

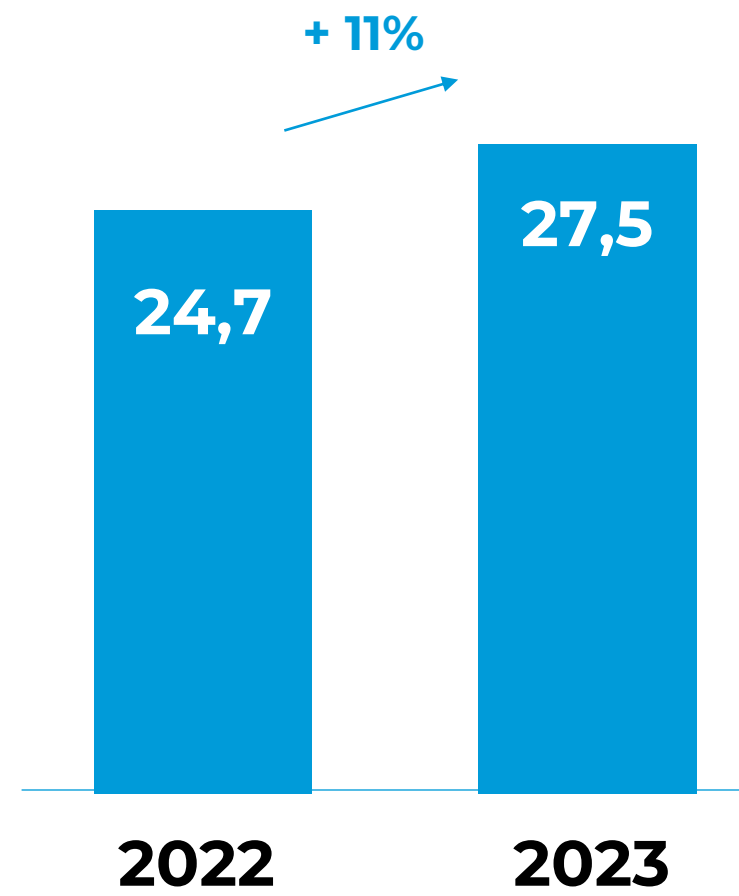
To consolidate our ownership and accelerate the integration activities

What we achieved in 2023



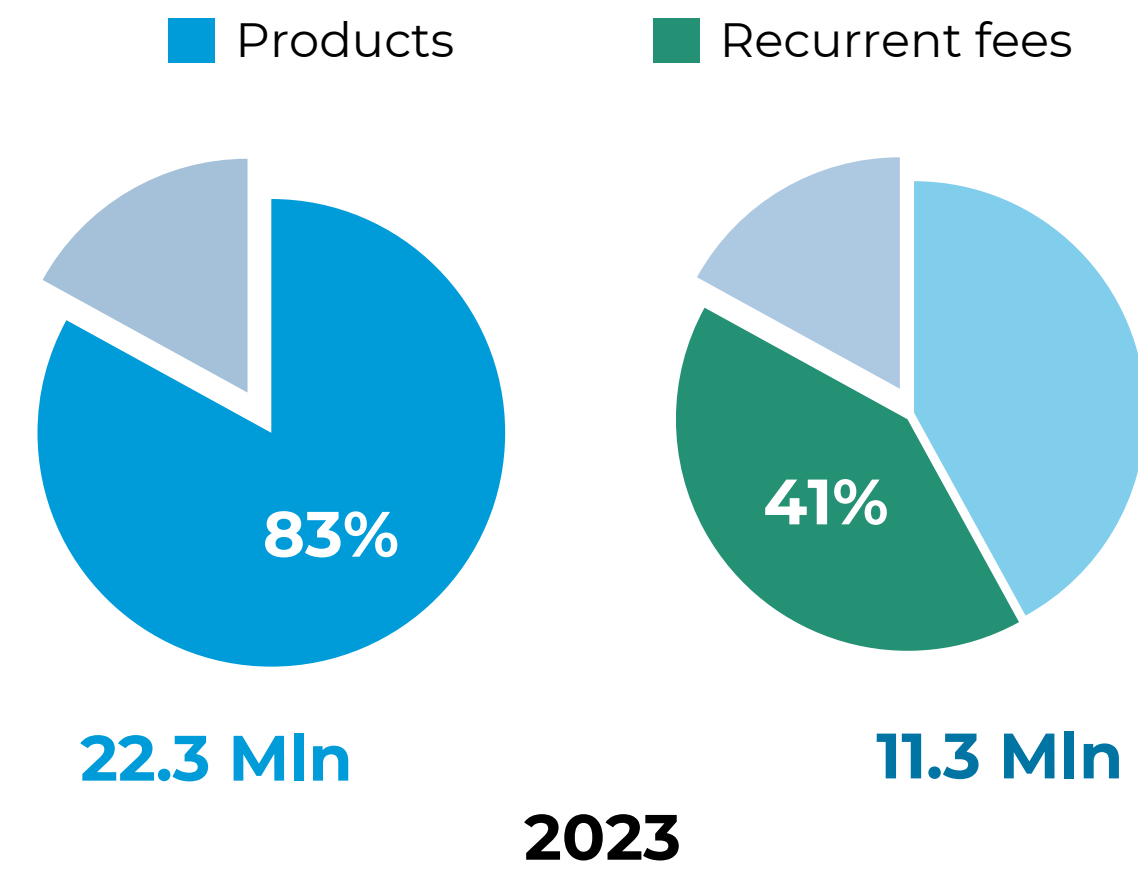
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TOTAL REVENUES



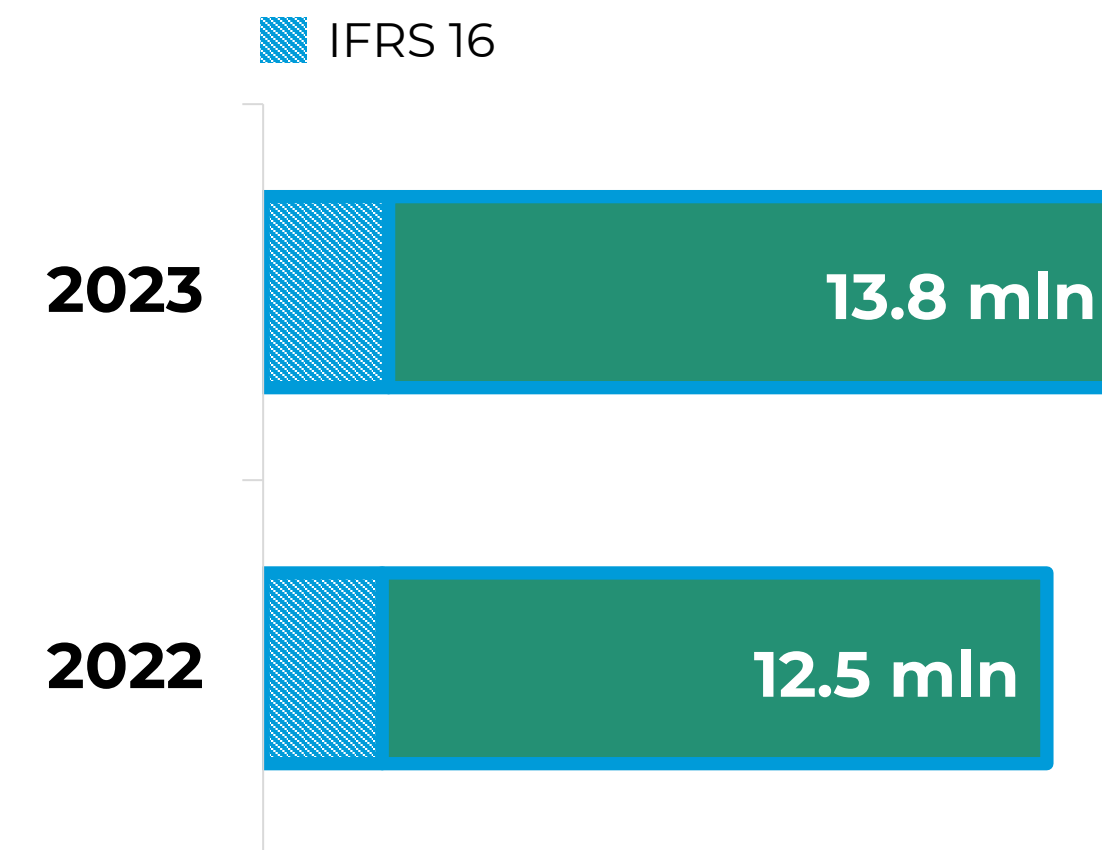
REVENUES INCREASE

REVENUES COMPOSITION



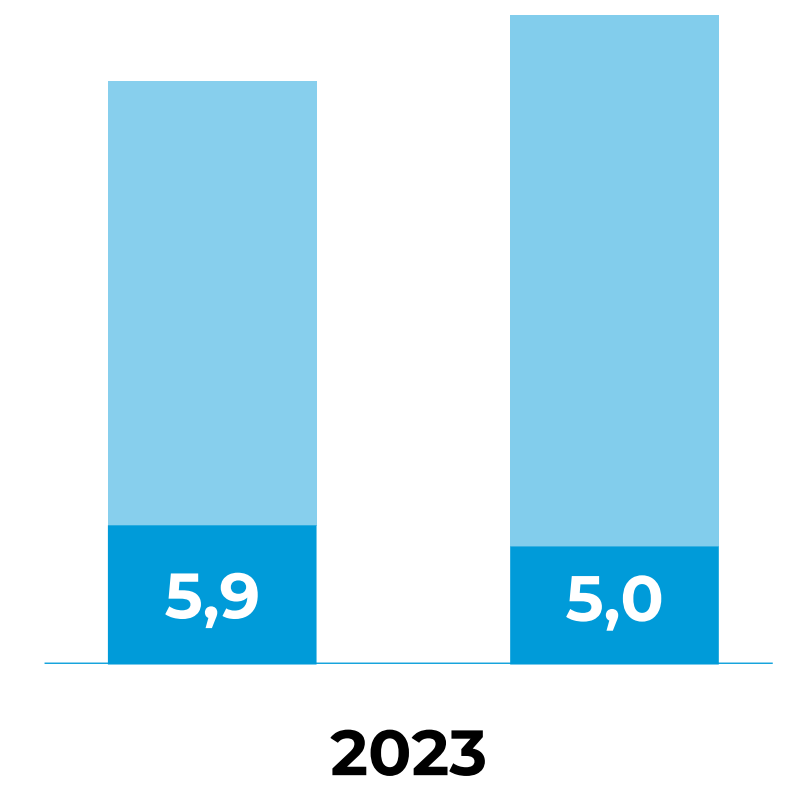
CONSOLIDATION OF THE
BUSINESS MODEL

NET FINANCIAL POSITION



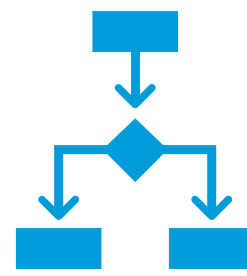
IMPROVING OF THE NFP

EBITDA



MARGINALITY REDUCTION

2023 was a **year of growth**, marked by a significantly **improved second half** compared to the first, which was primarily affected by **regulatory delays** related to the Energy Communities and longer-than-expected **integration times** for acquired companies

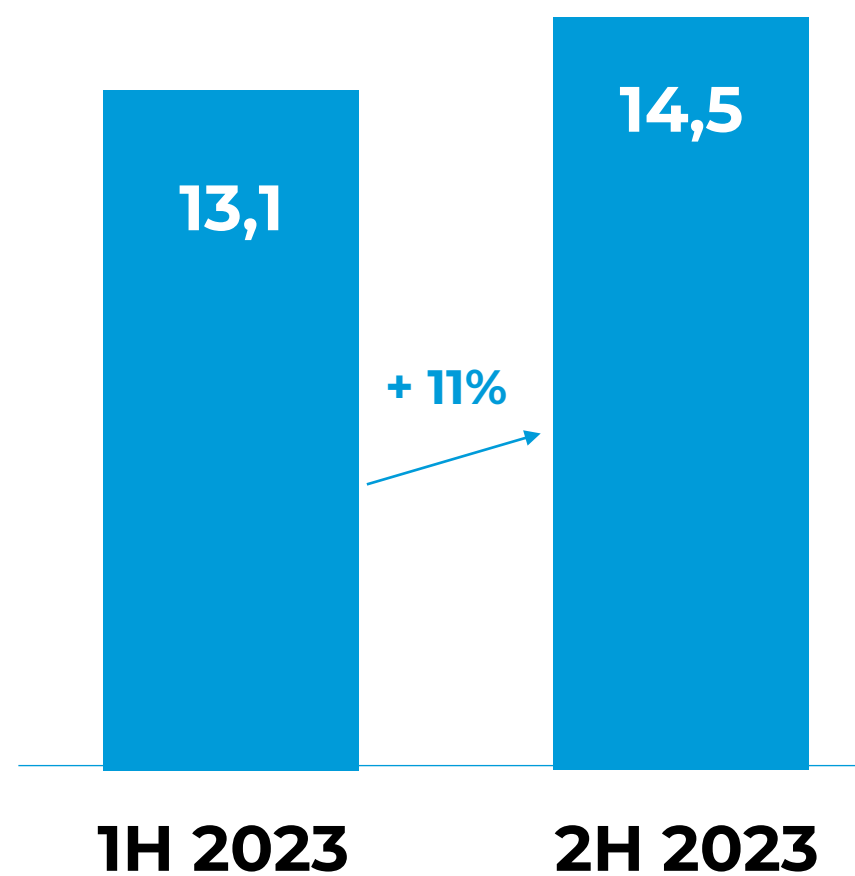


INTEGRATION REQUIRED
MORE TIME THAN EXPECTED

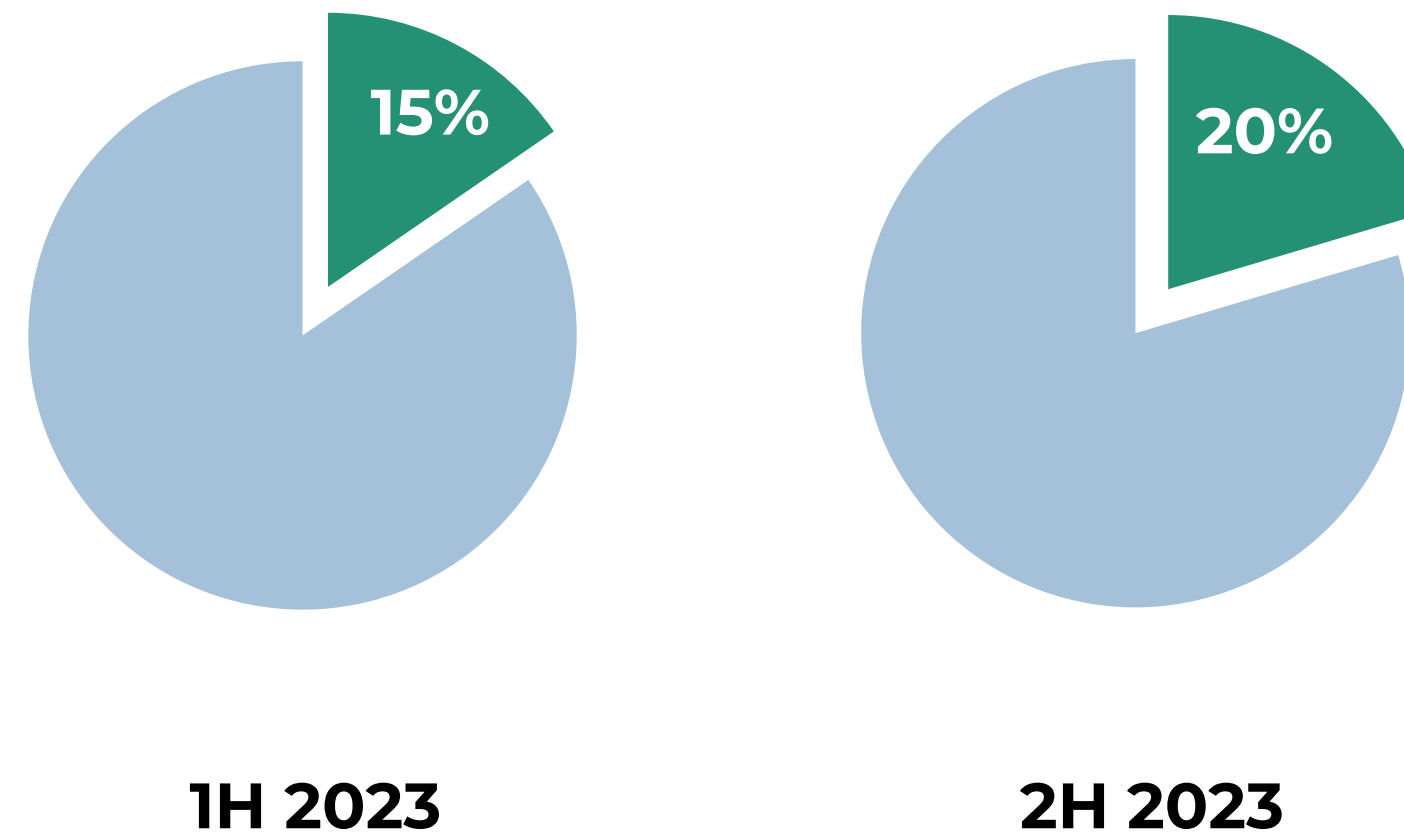


DELAY IN THE EMERGENCE OF THE
ENERGY COMMUNITY MARKET

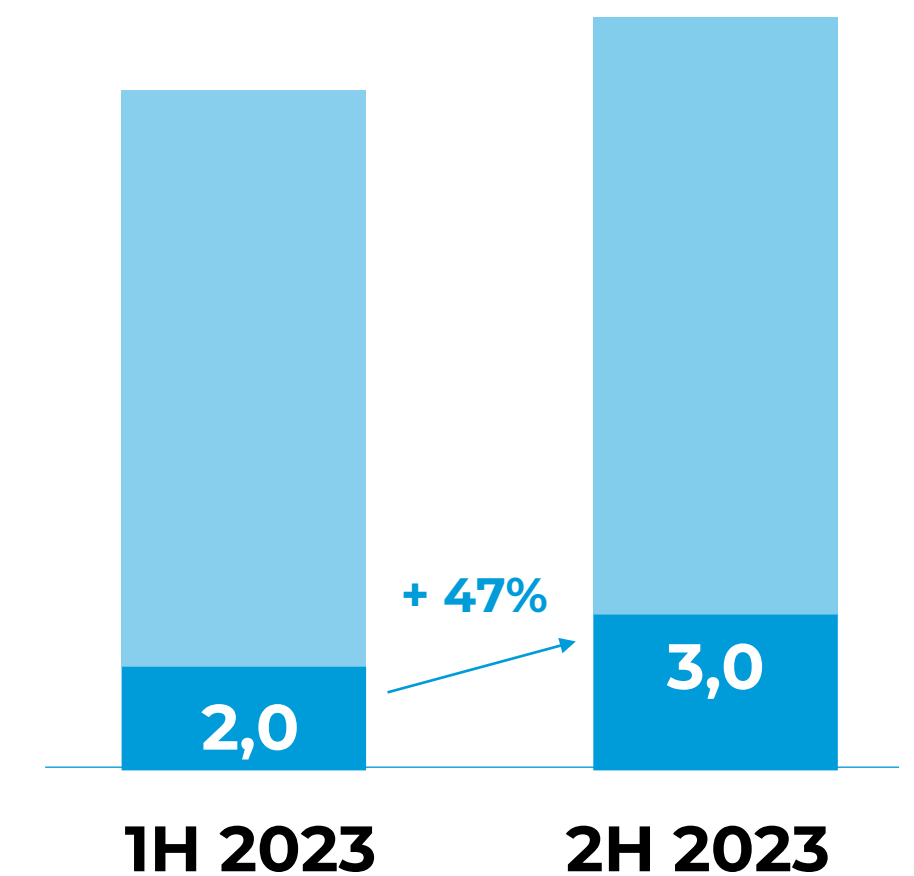
TOTAL REVENUES



EBITDA MARGIN



EBITDA

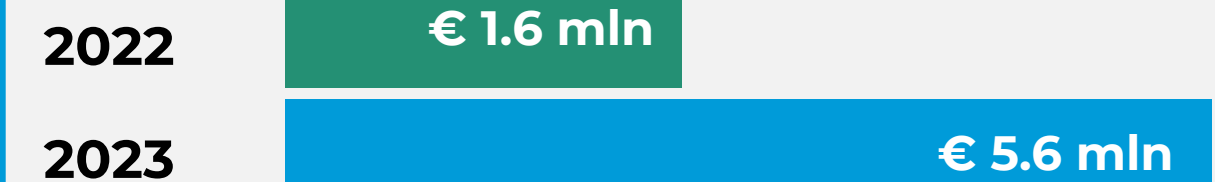


2023 OVERALL RESULTS

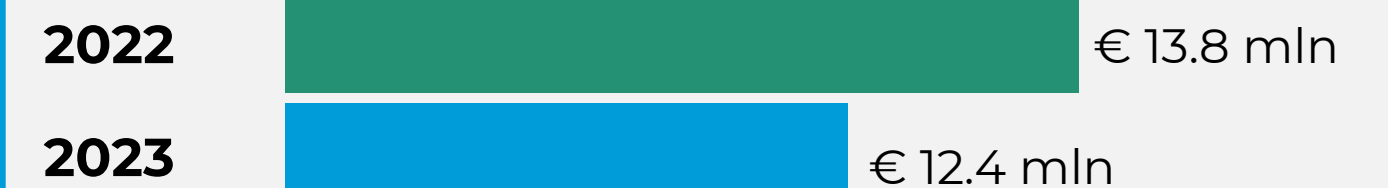
€/1,000	2023	2022
Total Revenues	27,546	24,749
Internally generated fixed assets	2,663	2,795
Production Value	30,209	27,544
Cost of goods sold	(1,913)	(1,540)
Staff	(15,942)	(13,265)
Services	(6,388)	(6,477)
Operating fixed costs	(989)	(375)
Operating Costs	(25,232)	(21,657)
EBITDA	4,977	5,887
Amortization & Depreciation	(3,516)	(2,792)
Not recurring costs	(93)	(215)
EBIT	1,368	2,880
Financial Management & Subsidiaries	(391)	(351)
EBT	977	2,529
Tax	(52)	165
Net Profit	925	2,695

€/1,000	2023	2022
A) Fixed Assets	28,064	27,236
- Inventory	4,106	5,148
- Receivables	13,897	11,593
- Payables	(2,301)	(2,705)
Operating Working Capital	15,702	14,036
- Other Current assets & liability	(2,478)	(751)
B) Net Working Capital	13,224	13,284
C) Total Funds	(6,459)	(5,755)
Net Capital Invested (A+B+C)	34,829	34,765
D) Shareholders' Equity	22,323	21,000
- Long Term Debt	13,051	16,003
- Short Term Debt	5,355	5,632
- Cash	(5,901)	(7,870)
E) Net Financial Position	12,506	13,765
Total resources of financing (D+E)	34,829	34,765

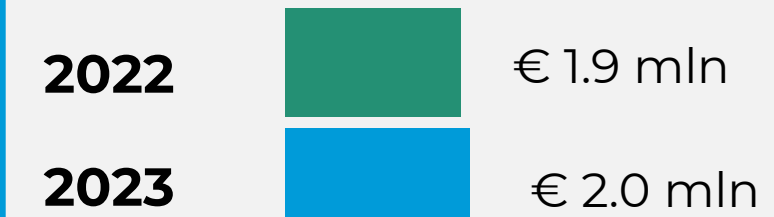
Operating Cash Flow



PFN



Debt from IFRS 16



2023 OVERALL RESULTS SPLIT FOR BUSINESS UNITS

	Maps Healthcare	Maps Energy	Maps ESG	Maps Lab	Total
/,000 €	2023	2023	2023	2023	2023
Total Revenues	16,012	2,346	2,636	6,553	27,546
- o/w Recurrent Fees	7,136	285	1,540	2,032	10,993
- o/w Services	8,706	1,567	1,043	4,427	15,743
- o/w Others Revenue	170	494	52	95	811
Operating Costs	(8.093)	(1.348)	(1.412)	(3.511)	14,364
- o/w Personnel Costs	(5.263)	(888)	(1.118)	(2.854)	(10.122)
- o/w Direct Services Costs	(2.829)	(461)	(294)	(658)	(4.242)
Commercial Costs	(2.339)	(550)	(385)	(299)	(3.574)
R&D Costs	(1.391)	(670)	(346)	(256)	(2.663)
Internally Generated Fixed Assets	1.391	670	346	256	2.663
Administrative Costs	(2.107)	(648)	(495)	(1.381)	(4.631)
EBITDA	3.473	(201)	343	1.362	4.977
EBITDA Margin (%)	21,7%	-8,6%	13,0%	20,8%	18,1%
Contribution Margin	7.749	503	1.172	2.947	12.371
Contribution Margin (%)	48,9%	27,2%	45,4%	45,6%	46,3%
Recurrent Fees (%)	45%	15%	60%	31%	41%
Revenue from Proprietary Products (%)	100%	93%	100%	34%	83%

What's next



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- ▶ Increase the **market penetration** in particular in southern regions of Italy
- ▶ **Spread** the **new features** of **patient experience**
- ▶ Use **data** to improve **patient services** (waiting times, optimization of supply to respond to demand)
- ▶ Acquire **companies** that are coherent with our offering strategy



- ▶ **Leader** in **Energy Community management** software
- ▶ Act as a innovative Player in **efficiency market** and in the **flexibility** market
- ▶ Reaching out **international markets**
- ▶ Acquire **companies**, testing synergies on the field



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mapsgroup.it

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