



MAPS GROUP
SHARING KNOWLEDGE

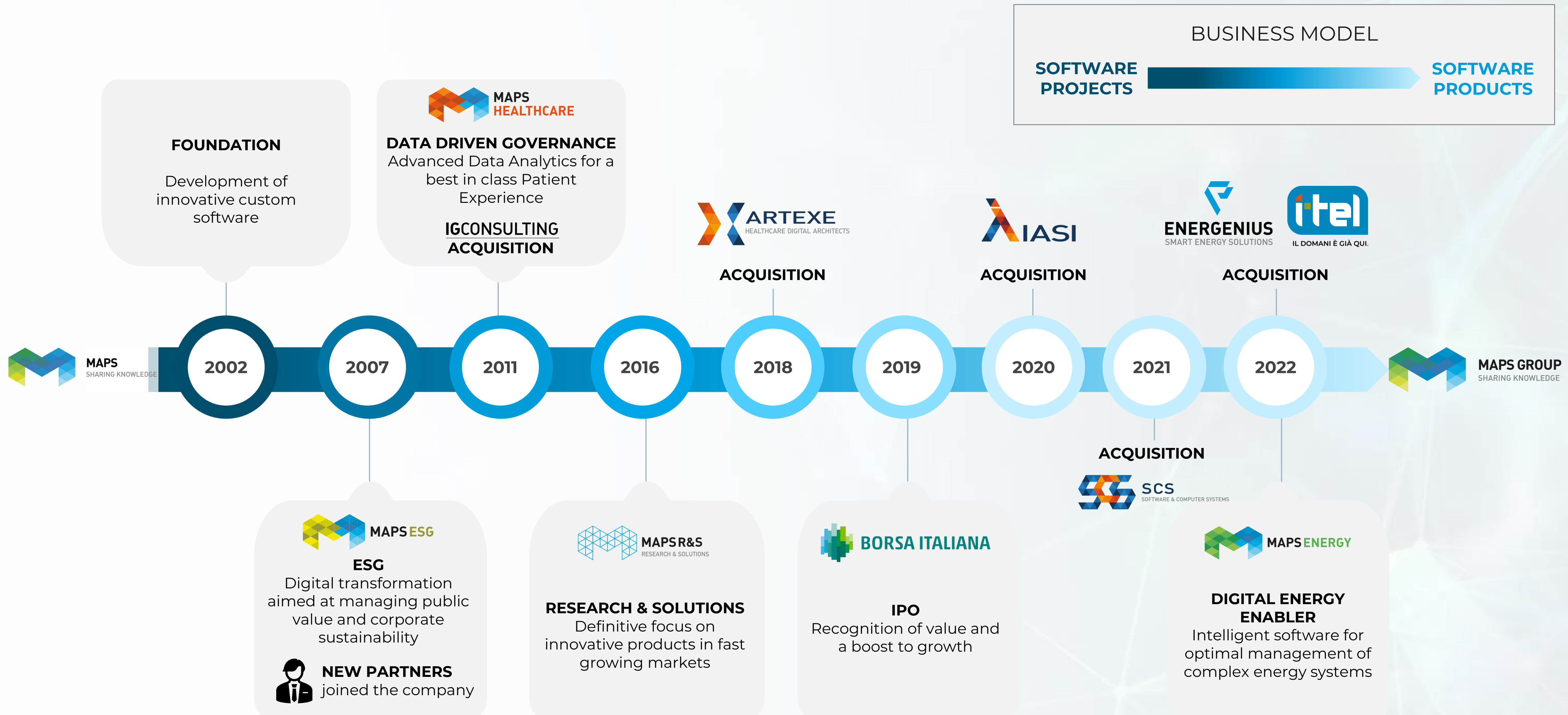
ANALYZING THE **PRESENT**
TO SHAPE THE **FUTURE**

WHO WE ARE



MAPS GROUP
SHARING KNOWLEDGE

FROM MAPS TO MAPS GROUP



FROM PROJECTS TO PRODUCTS

TOTAL REVENUES

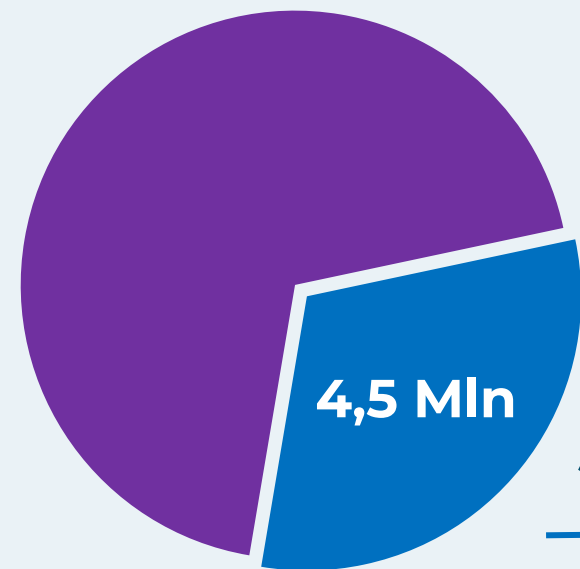
14,5 Mln

2018

27,5 Mln

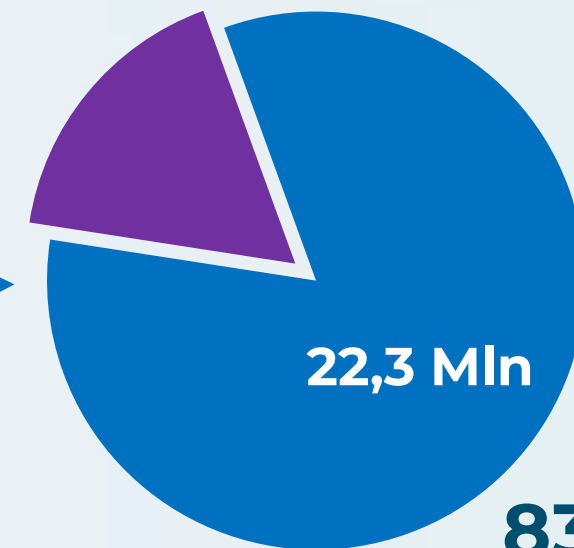
2023

REVENUES FROM PRODUCTS



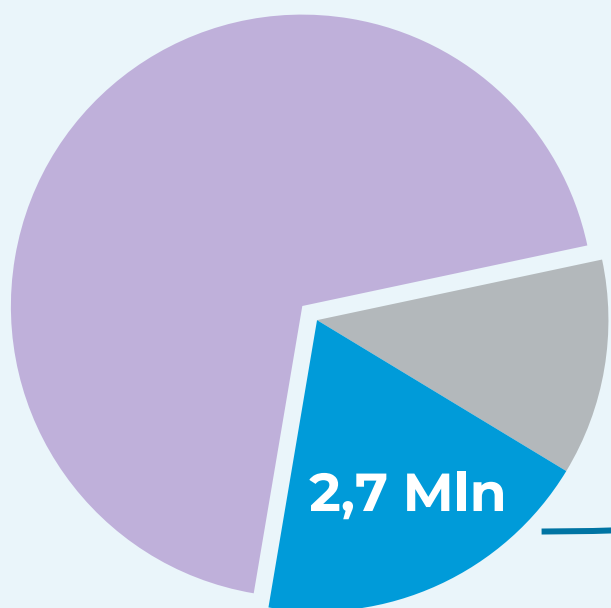
2018

CAGR: 38%



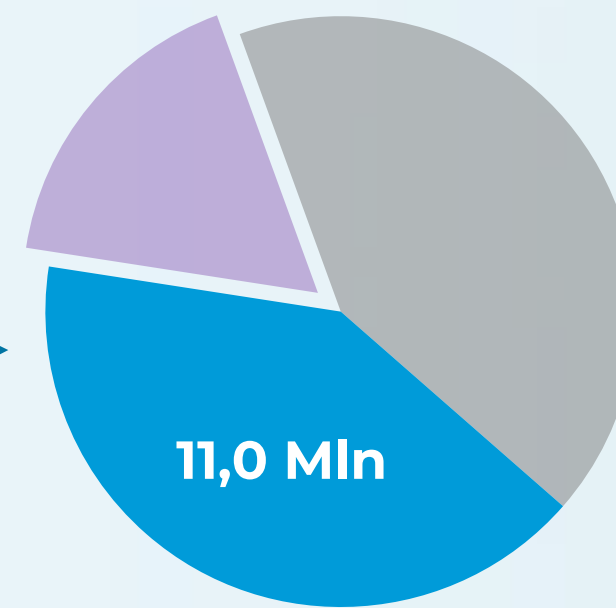
2023

REVENUES FROM RECURRING FEES



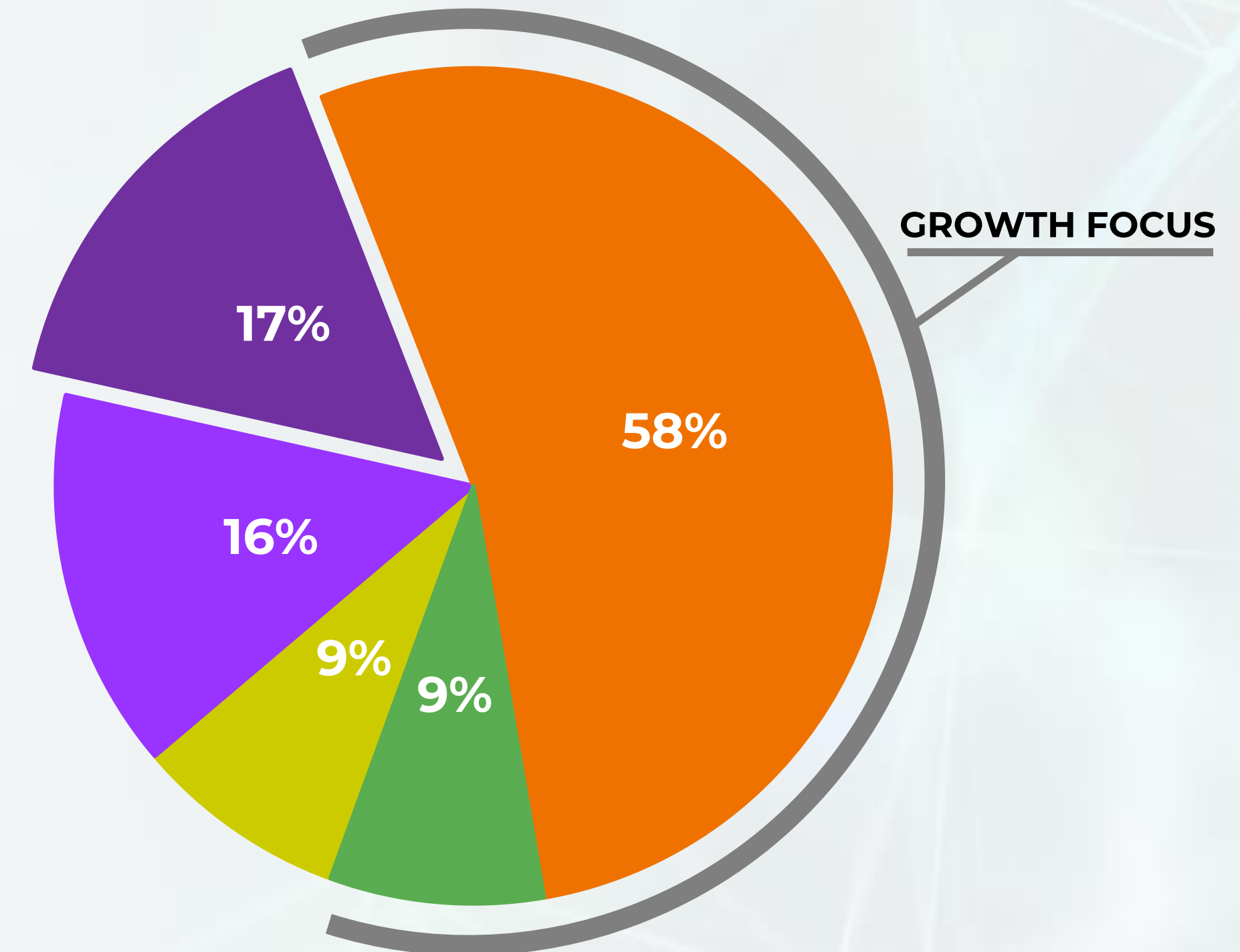
2018

CAGR: 32%



2023

2023 REVENUES BREAKDOWN



SOFTWARE PROJECTS

OTHER PRODUCTS

ESG PRODUCTS

HEALTHCARE PRODUCTS

ENERGY PRODUCTS

ADDRESS SPECIFIC NEEDS IN GROWING MARKETS



Improve the **patient experience** throughout diagnostic and clinical pathcare



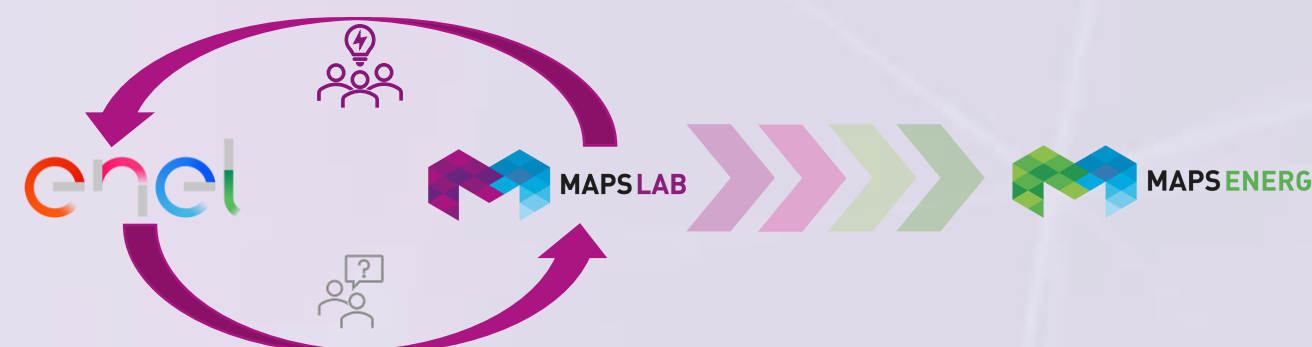
Manage modern energy systems with a highly scalable technology readymade for highest complexities



Manage **public value**, **corporate sustainability** and the **value of people** within the organization



Tailor-made projects and technological **products** not directly related to single markets

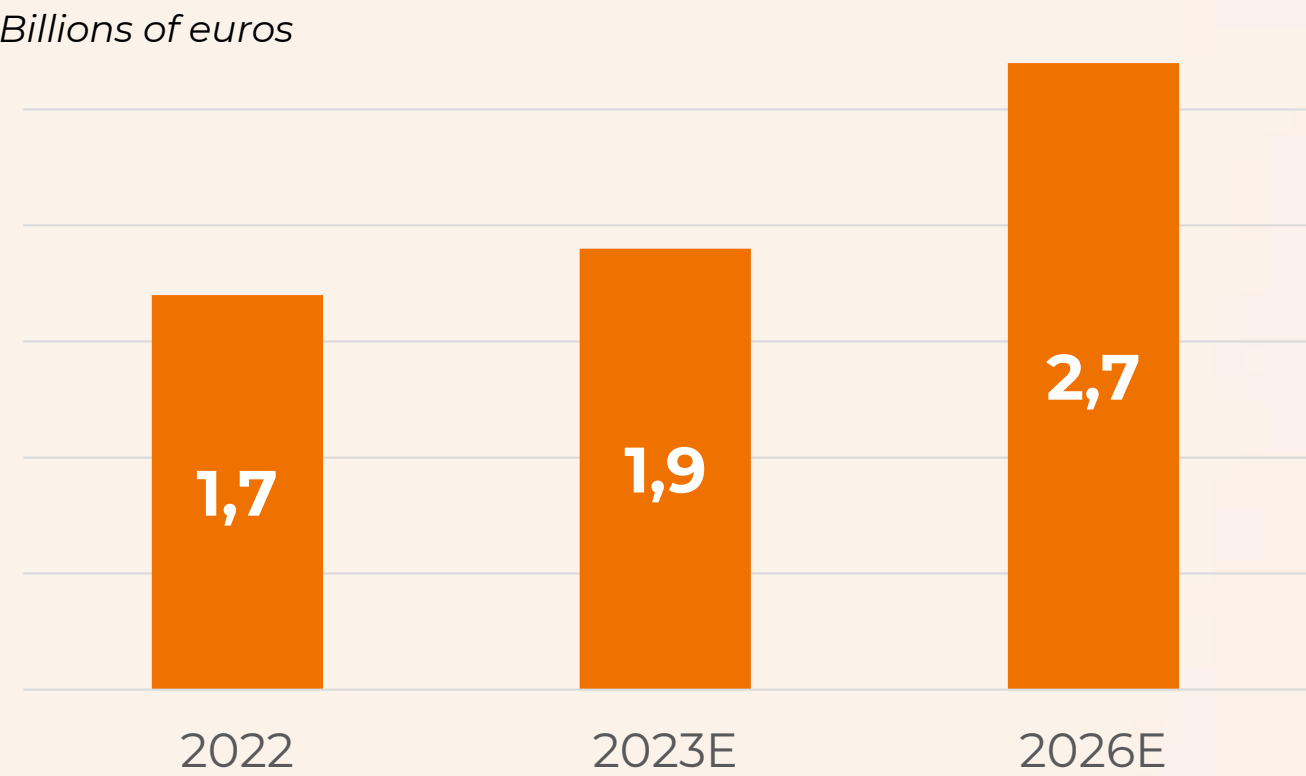




ITALIAN LEADER IN PATIENT JOURNEY SOLUTIONS:



A FAST-GROWING MARKET



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

49%
Hospitals that will implement **PATIENT JOURNEY INNOVATIVE TOOLS**



WHO IS OFFERING OUR JOURNEY:



20% of the **508 PUBLIC HOSPITALS**



100% of Italy's **5 LARGEST PRIVATE GROUPS**

ISTITUTO CLINICO
HUMANITAS

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


GRUPPO OSPEDALIERO
SAN DONATO


KORIAN


Ospedale Niguarda
Sistema Socio Sanitario
Regione Lombardia

REGIONE
ABRUZZO


ASL
ROMA 1


GRUPPO VILLA MARIA


SANTA LUCIA
NEUROSCIENZE
E RIABILITAZIONE





REGIONE DEL VENETO

ULSS3
SERENISSIMA

All the **ITALIAN UTILITIES** that have already chosen an energy community management solution **HAVE CHOSEN US**



ITALIAN LEADER IN THE ENERGY COMMUNITY MANAGEMENT SOFTWARE MARKETS:

| | | | |
|---|---|---|---|
|  |  |  |  |
| DESIGN the energy community | Improve members CONSUMPTION BEHAVIOR | Optimize SELF-CONSUMPTION | MAXIMIZE and split REVENUES |

A NEW STARTING MARKET:

| 2025 | VALUE |
|--------------------|------------|
| MEMBERS | 2,000,000+ |
| ENERGY COMMUNITIES | 15,000+ |

5.7 Bln €

allocated to establish the energy community market

Electricity Market Report - Politecnico di Milano

1H 2024 RESULTS



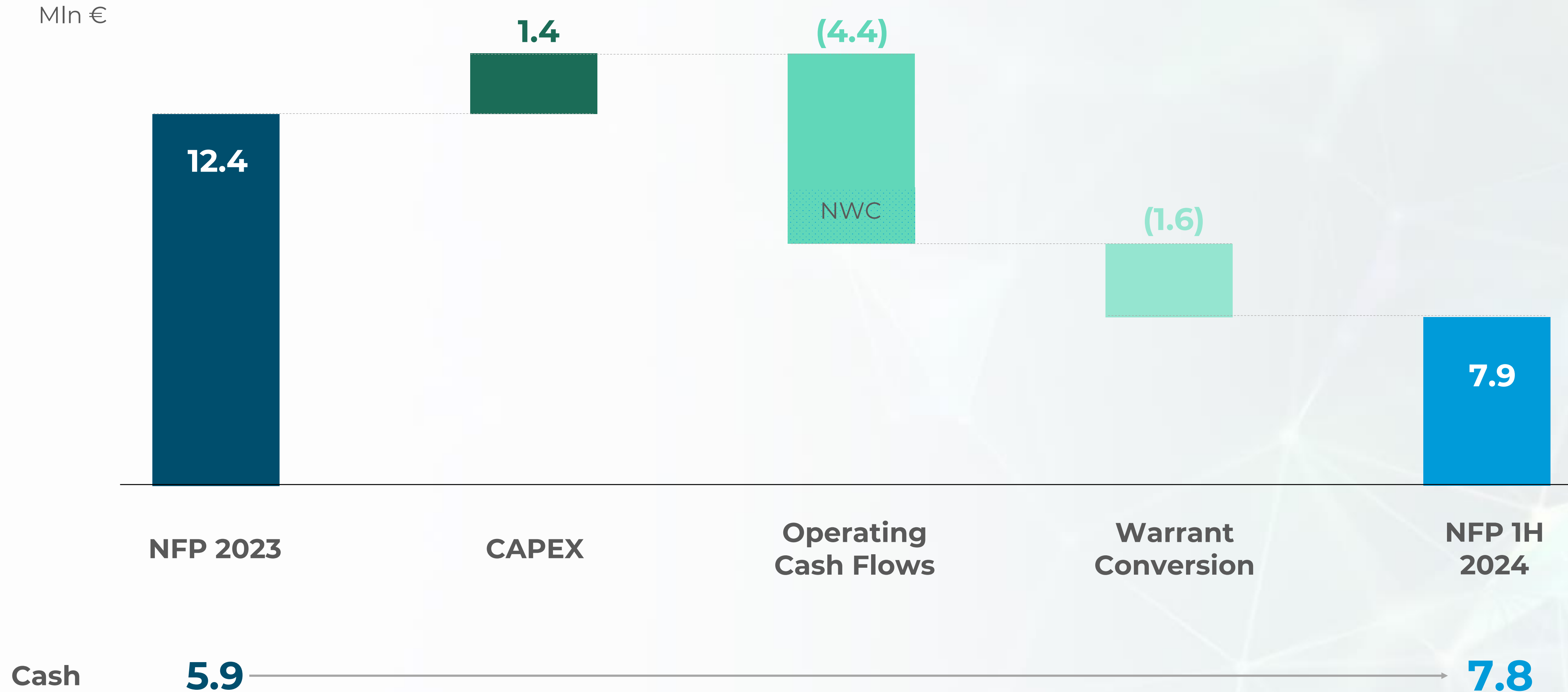
MAPS GROUP
SHARING KNOWLEDGE

| | 1H 2023 | 1H 2024 |
|------------------------|----------|-----------------|
| TOTAL REVENUES | 13.1 Mln | 14.7 Mln |
| o/w PRODUCTS | 83% | 86% |
| o/w RECURRENT FEES | 43% | 42% |
| REVENUES FROM PROJECTS | 17% | 14% |

1H 2024 MAIN HIGHLIGHTS

| | 1H 2023 | 1H 2024 |
|--------------|---------|---------------------------|
| GROSS MARGIN | 44% | 52% |
| EBITDA | 2.0 Mln | <div>+57.3%→3.2 Mln</div> |
| EBITDA (%) | 15% | 22% |

NET FINANCIAL POSITION IMPROVEMENT



1H 2024 OVERALL RESULTS

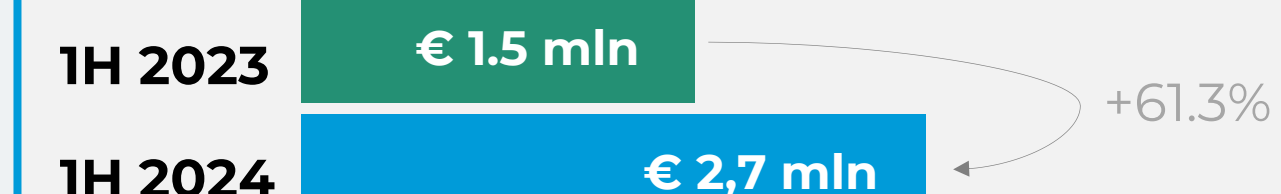
| €/1,000 | 1H 2024 | 1H 2023 |
|-------------------------------------|-----------------|-----------------|
| Total Revenues | 14,712 | 13,066 |
| Internally generated fixed assets | 1,411 | 1,360 |
| Production Value | 16,123 | 14,425 |
| Cost of goods sold | (715) | (854) |
| Staff | (8,577) | (7,898) |
| Services | (3,235) | (3,223) |
| Operating fixed costs | (424) | (434) |
| Operating Costs | (12,951) | (12,409) |
| EBITDA | 3,171 | 2,017 |
| EBITDA Margin (%) | 22% | 15% |
| Amortization & Depreciation | (1,672) | (1,484) |
| Not recurring costs | (211) | (44) |
| EBIT | 1,288 | 489 |
| Financial Management & Subsidiaries | (302) | (426) |
| EBT | 985 | 63 |
| <u>Tax</u> | (408) | 295 |
| Net Profit | 576 | 358 |

| €/1,000 | 1H 2024 | 2023 |
|---|----------------|----------------|
| A) Fixed Assets | 27,859 | 28,064 |
| - Inventory | 7,624 | 4,106 |
| - Receivables | 10,022 | 13,897 |
| - Payables | (1,788) | (2,301) |
| - Other Current assets & liability | (4,411) | (2,478) |
| B) Net Working Capital | 11,447 | 13,224 |
| C) Total Funds | (6,841) | (6,459) |
| Net Capital Invested (A+B+C) | 34,465 | 34,829 |
| D) Shareholders' Equity | 24,578 | 22,323 |
| - Long Term Debt | 9,394 | 13,051 |
| - Short Term Debt | 6,284 | 5,355 |
| - Cash & Equivalents | (7,791) | (5,901) |
| E) Net Financial Position | 7,887 | 12,506 |
| Total resources of financing (D+E) | 34,465 | 34,829 |

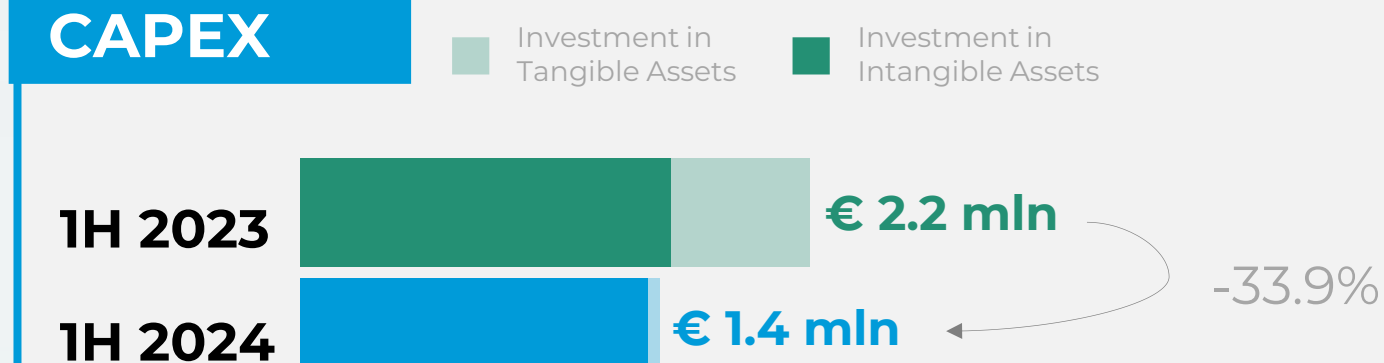
OPERATING CASH FLOW



DEBT REPAYMENT







CAPEX



NET FINANCIAL POSITION



1H 2024 RESULTS SPLIT FOR BUSINESS UNITS

| /,000 € |  MAPS HEALTHCARE |  MAPS ENERGY |  MAPS ESG |  MAPS LAB | Total |
|--|---|--|---|---|----------------|
| Total Revenues | 8,834 | 1,063 | 1,411 | 3,404 | 14,712 |
| - o/w Recurrent Fees | 3,582 | 214 | 824 | 1,448 | 6,068 |
| - o/w Services | 5,283 | 612 | 586 | 1,981 | 8,418 |
| - o/w Others Revenue | 14 | 191 | 10 | 10 | 226 |
| Operating Costs | (3,986) | (470) | (709) | (1,799) | (6,965) |
| - o/w Personnel Costs | (2,898) | (310) | (568) | (1,451) | (5,226) |
| - o/w Direct Services Costs | (1,088) | (161) | (142) | (349) | (1,739) |
| Gross Margin | 4,834 | 402 | 691 | 1,594 | 7,521 |
| Gross Margin (%) | 54,8% | 46,1% | 49,4% | 47,0% | 51,9% |
| Commercial Costs | (1,288) | (430) | (262) | (176) | (2,155) |
| R&D Costs | (624) | (465) | (189) | (132) | (1,411) |
| Internally Generated Fixed Assets | 624 | 465 | 189 | 132 | 1,411 |
| Administrative Costs | (1,324) | (256) | (281) | (558) | (2,420) |
| EBITDA | 2,236 | (93) | 159 | 870 | 3,171 |
| EBITDA Margin (%) | 25,3% | -8,8% | 11,3% | 25,6% | 21,6% |
| Recurrent Fees (%) | 41% | 25% | 59% | 43% | 42% |
| Revenue from Proprietary Products | 8,820 | 811 | 1,400 | 1,438 | 12,470 |
| Revenue from Proprietary Products (%) | 100% | 93% | 100% | 42% | 86% |

WHAT'S NEXT



MAPS GROUP
SHARING KNOWLEDGE



- ▶ **INCREASE** the **MARKET PENETRATION**, in particular in southern regions of Italy
- ▶ Upselling **NEW FEATURES** within the **PATIENT EXPERIENCE**
- ▶ Use data to **IMPROVE PATIENT SERVICES** (waiting times, optimization of supply to respond to demand)
- ▶ **ACQUIRE COMPANIES**



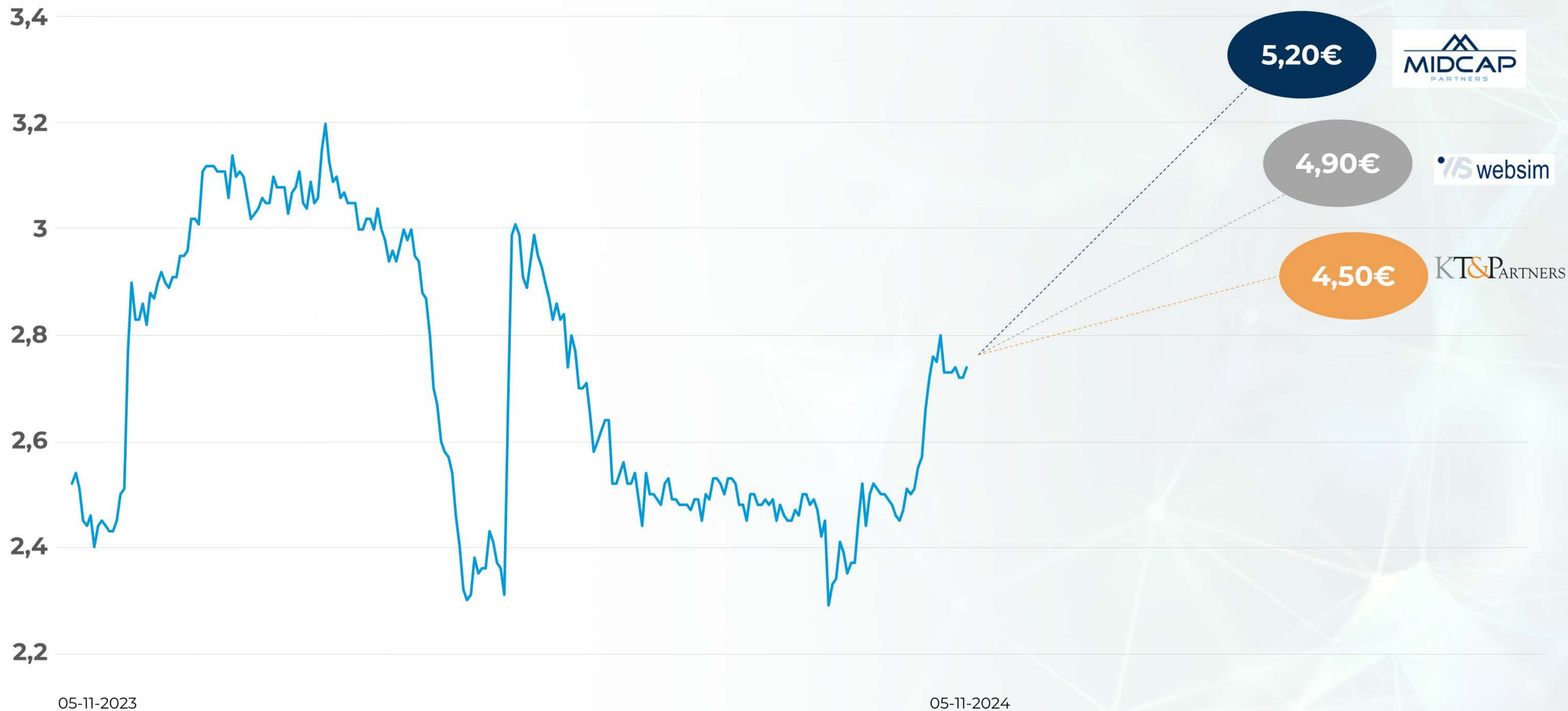
- ▶ **LEADER** in **ENERGY COMMUNITY MANAGEMENT** software
- ▶ «**DIGITAL ENERGY ENABLER**» in **MONITORING**, and **EFFICIENCY** market
- ▶ Reaching out **INTERNATIONAL MARKETS**
- ▶ **ACQUIRE COMPANIES**

DATA & EXPECTATIONS

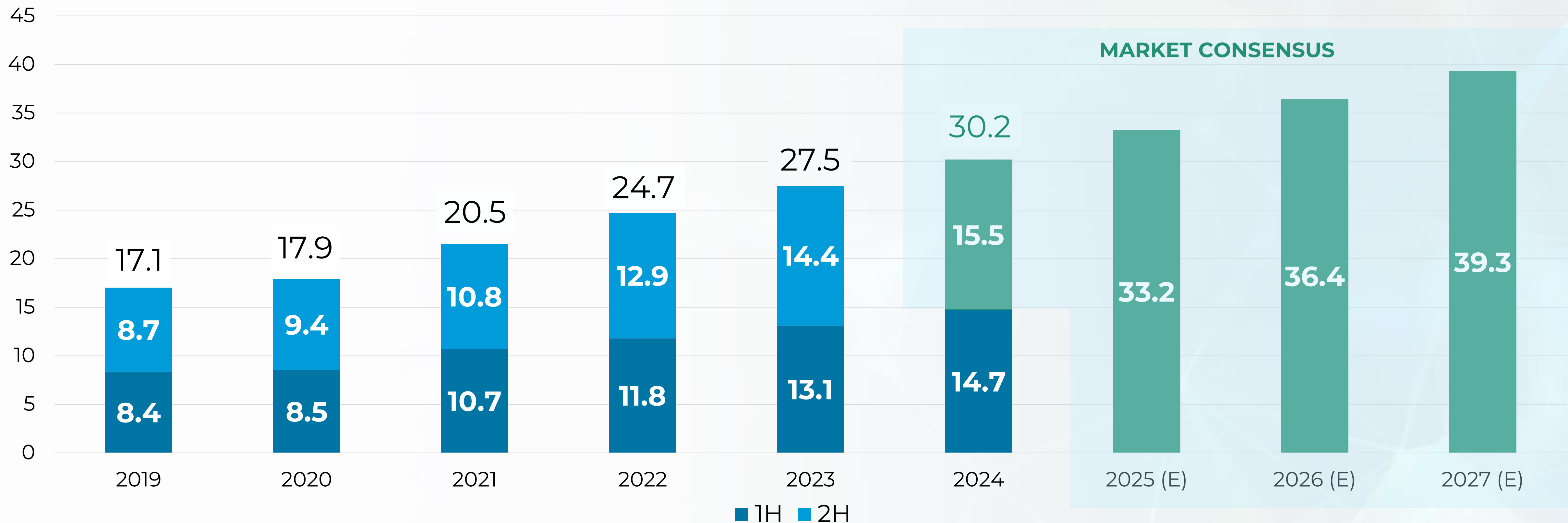


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ANALYSTS FORECAST SIGNIFICANT UPSIDE



REVENUES PER SEMESTER (MLN €)





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mapsgroup.it

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