



MAPS GROUP
SHARING KNOWLEDGE

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

WHO WE ARE



MAPS GROUP
SHARING KNOWLEDGE



Gian Luca Cattani

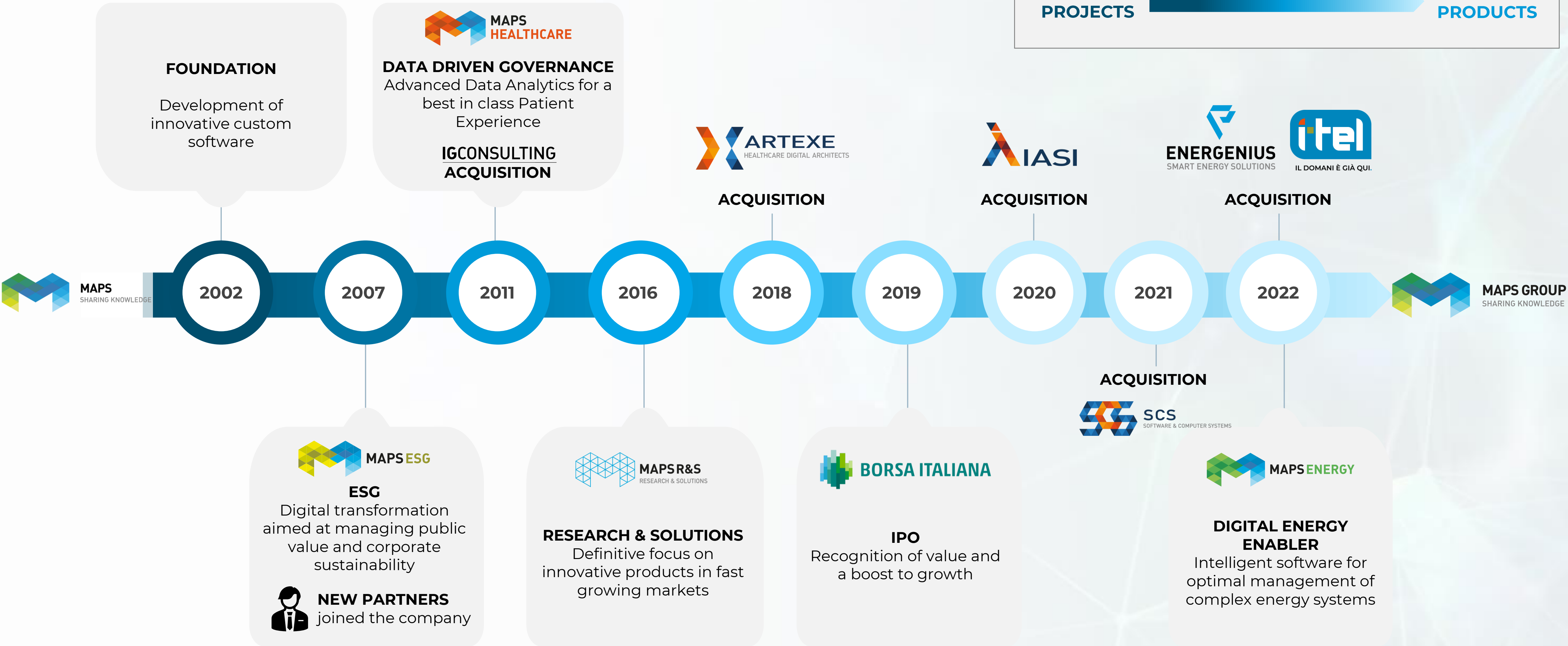
R&D Director



Marco Ciscato

Chairman

FROM MAPS TO MAPS GROUP



TOTAL REVENUES

14,5 Mln
2018

27,5 Mln
2023

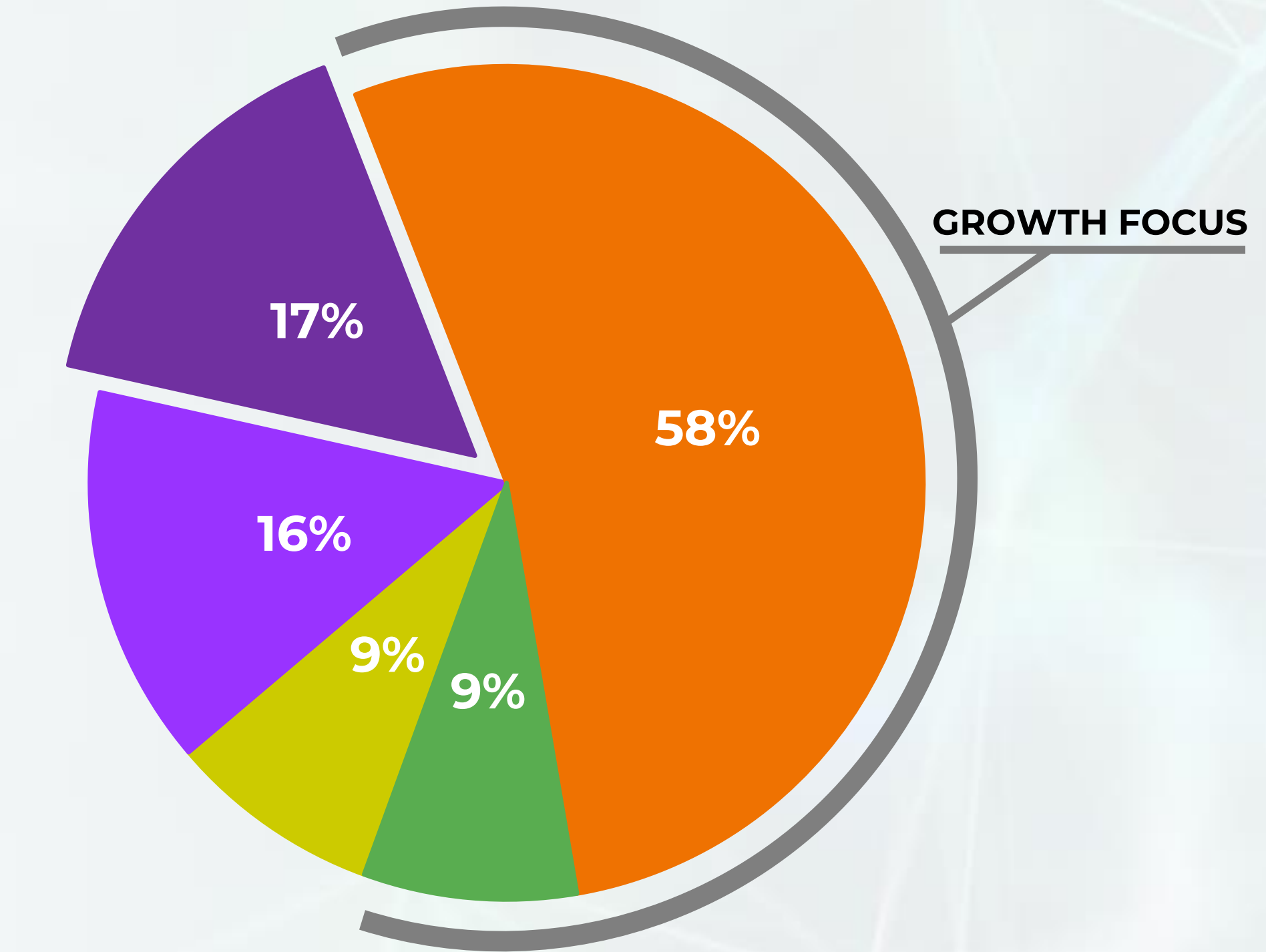
REVENUES FROM PRODUCTS



REVENUES FROM RECURRING FEES



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



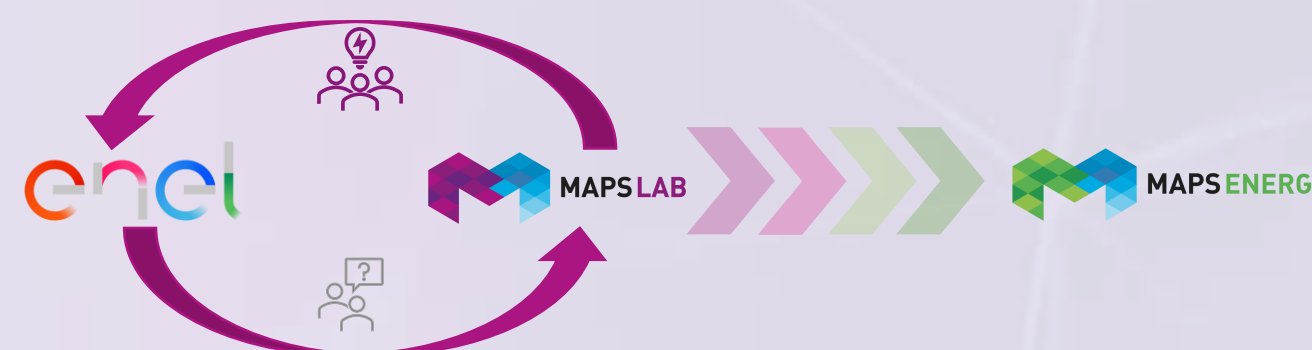
Manage modern energy systems with a highly scalable technology readymade for highest complexities



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

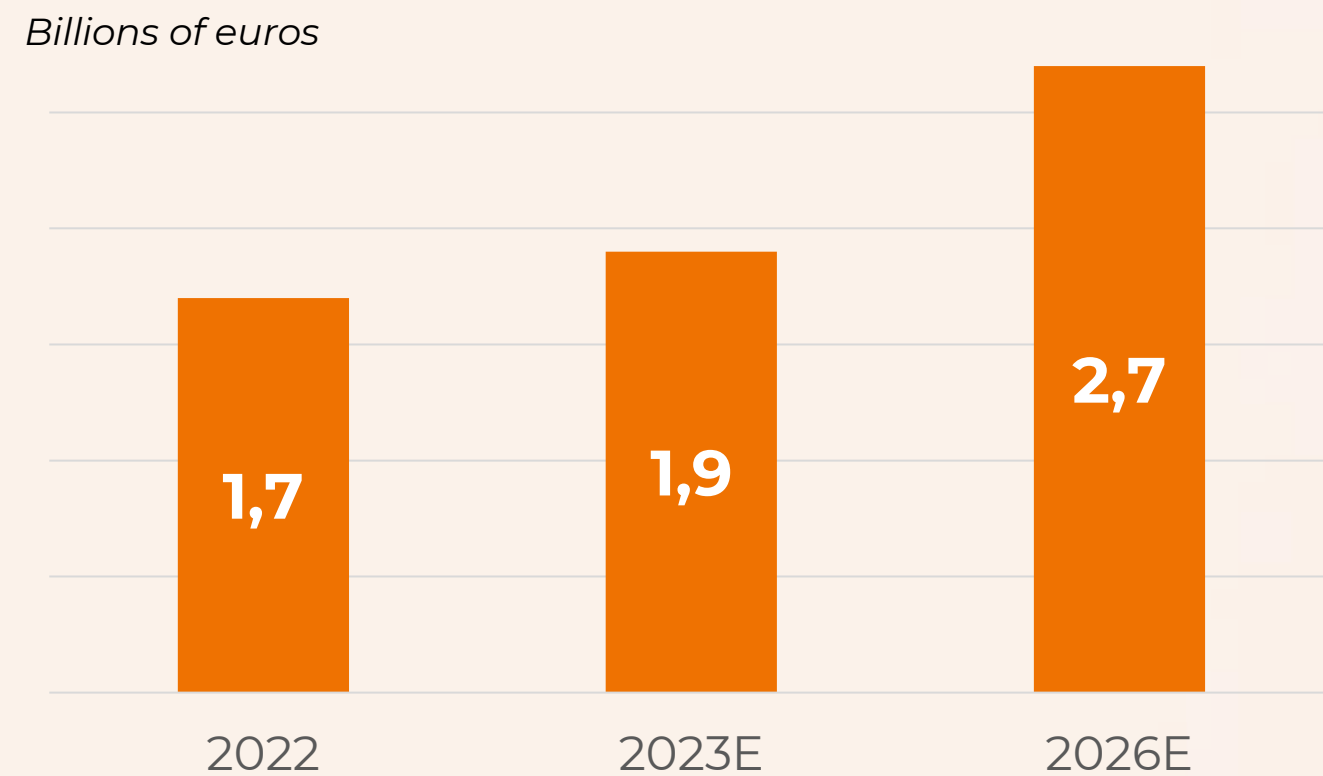




ITALIAN LEADER IN PATIENT JOURNEY SOLUTIONS:

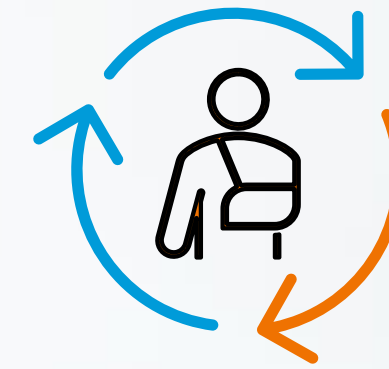
- SIMPLE ACCESS** to healthcare services
- EFFECTIVE COMMUNICATION**
- EASY execution of ADMINISTRATIVE TASKS**
- MINIMIZE WAITING TIME** in queues
- INNOVATIVE SERVICE** such as Telehealth

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**



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



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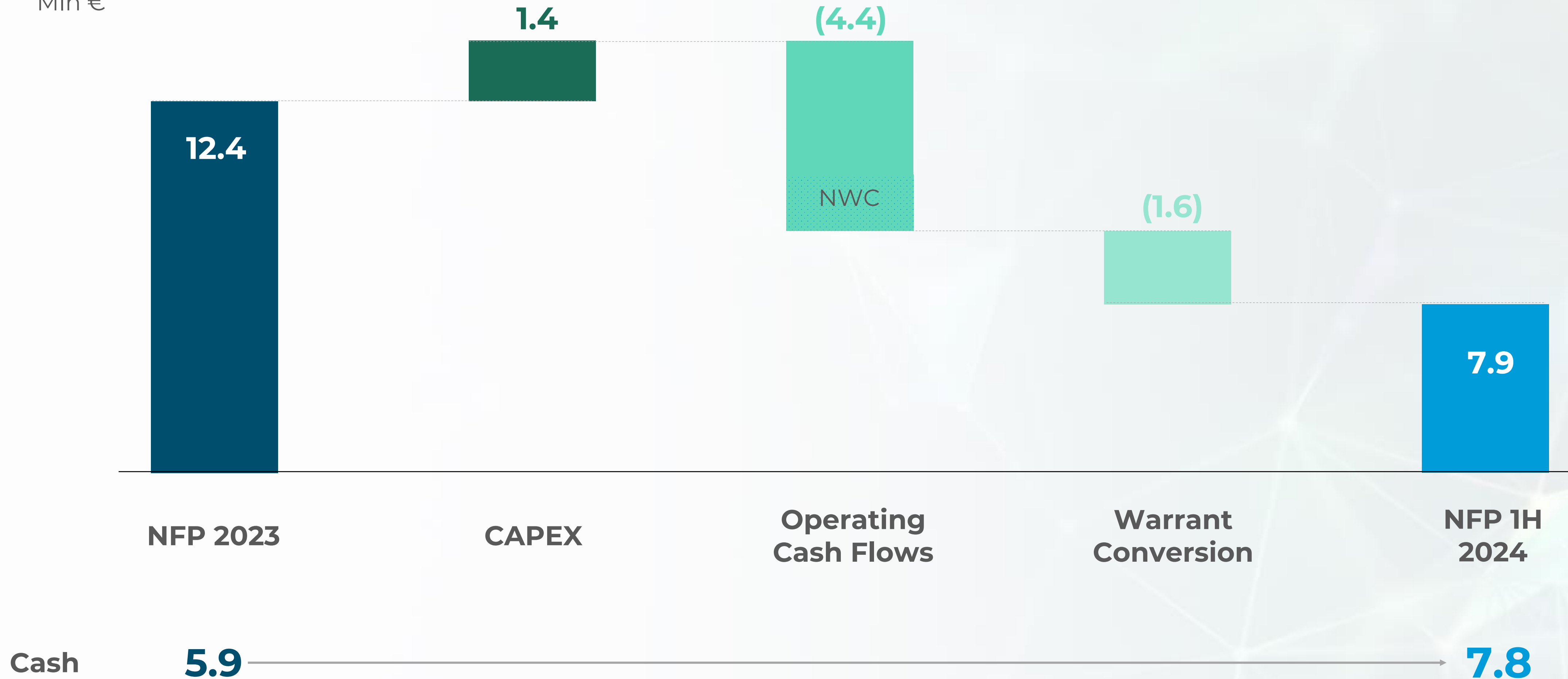
	1H 2023	1H 2024
TOTAL REVENUES	13.1 Mln	14.7 Mln (+12.6% ¹)
o/w PRODUCTS	83%	86%
o/w RECURRENT FEES	43%	42%
REVENUES FROM PROJECTS	17%	14%

1. Double-digit growth for the seventh consecutive semester

	1H 2023	1H 2024
GROSS MARGIN	44%	52%
EBITDA	2.0 Mln	3.2 Mln ^{+57.3%}
EBITDA (%)	15%	22%

NET FINANCIAL POSITION IMPROVEMENT

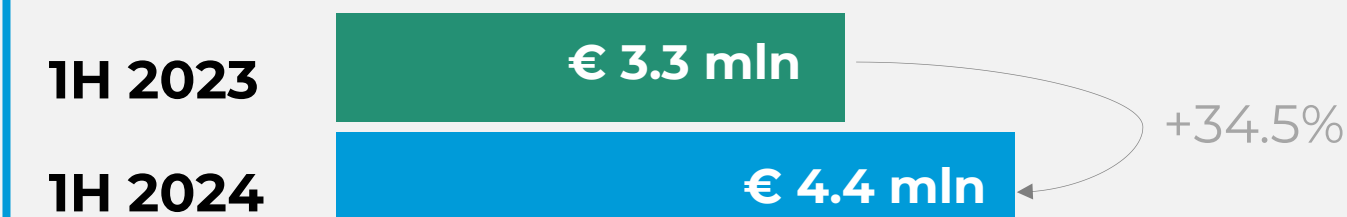
Mln €



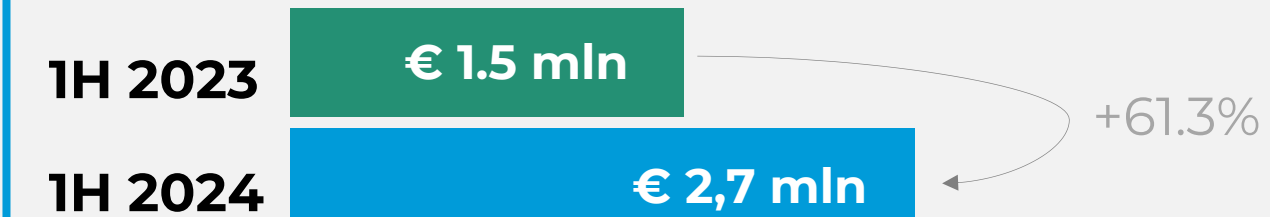
€/1,000	1H 2024	1H 2023
Total Revenues	14,712	13,066
Internally generated fixed assets	1,411	1,360
Production Value	16,123	14,425
Cost of goods sold	(715)	(854)
Staff	(8,577)	(7,898)
Services	(3,235)	(3,223)
Operating fixed costs	(424)	(434)
Operating Costs	(12,951)	(12,409)
EBITDA	3,171	2,017
EBITDA 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
Tax	(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

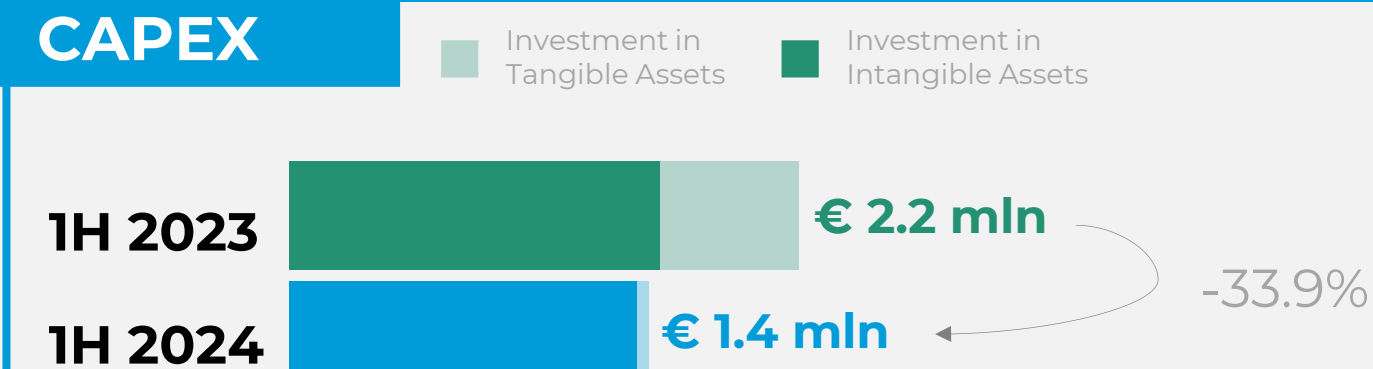
OPERATING CASH FLOW



DEBT REPAYMENT







CAPEX



NET FINANCIAL POSITION



/.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**



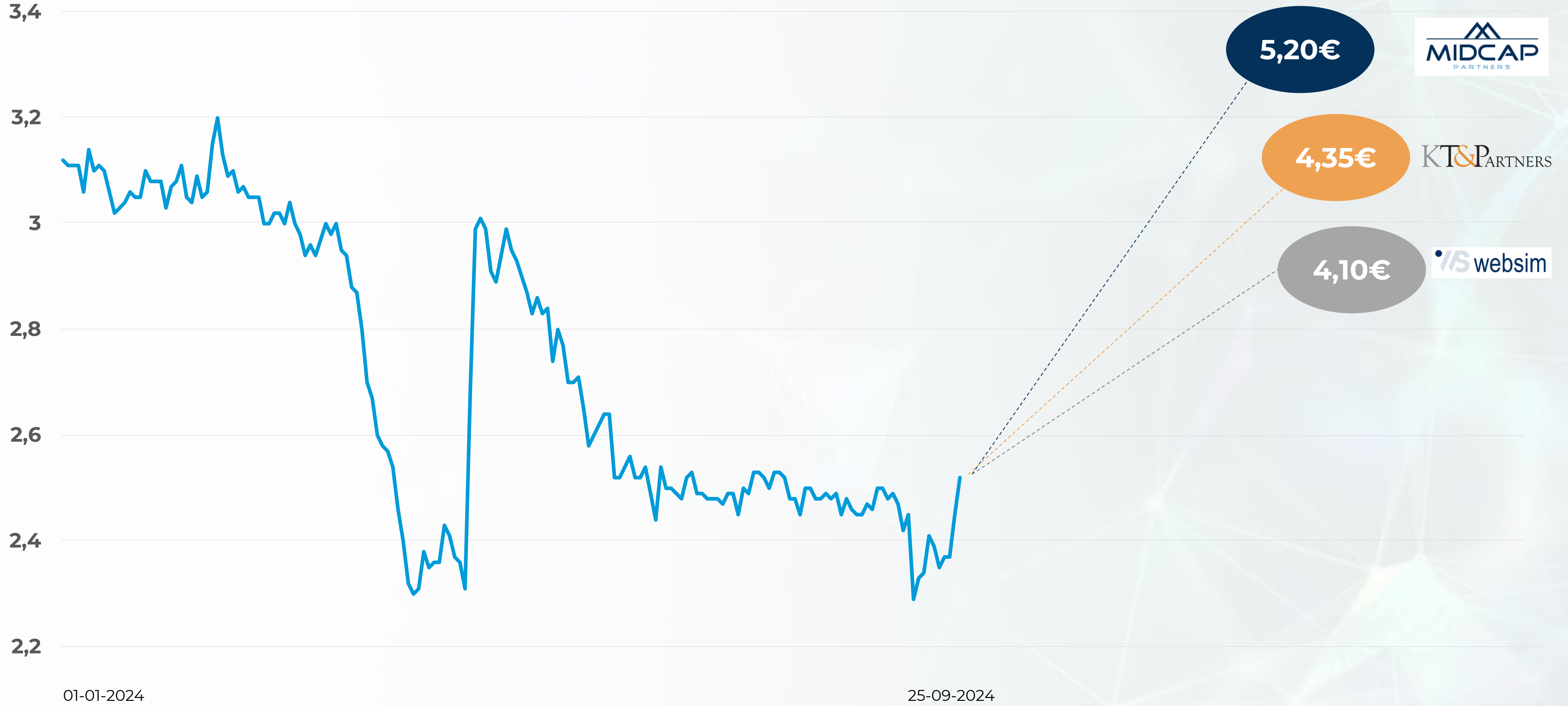
- ▶ **LEADER** in **ENERGY COMMUNITY MANAGEMENT** software
- ▶ «**DIGITAL ENERGY ENABLER**» in **MONITORING**, and **EFFICIENCY** market
- ▶ Reaching out **INTERNATIONAL MARKETS**
- ▶ **ACQUIRE COMPANIES**

DATA & EXPECTATIONS



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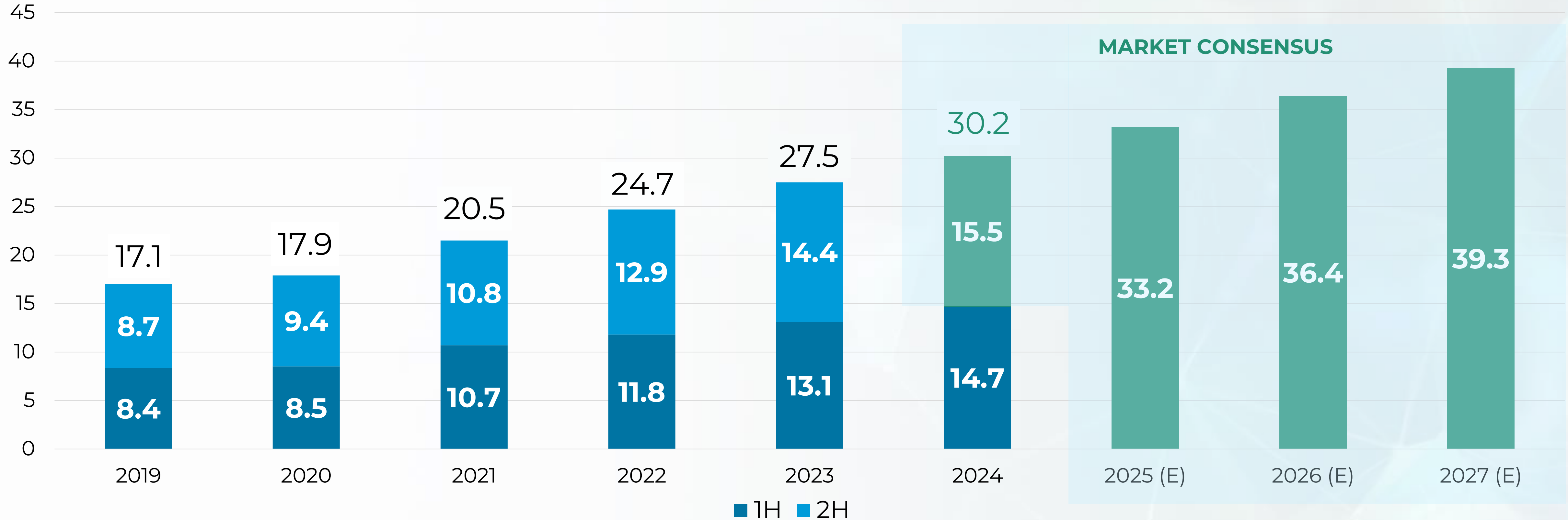
ANALYSTS FORECAST SIGNIFICANT UPSIDE



01-01-2024

25-09-2024

REVENUES PER SEMESTER (MLN €)





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mapsgroup.it

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