

EQUITY RESEARCH

MAPS
UPDATE

BUY

TP 5.4€ (vs 5.2€)
Up/Downside: 61%

Stronger Outlook, Higher Margins

The call with management clarified the dynamics of the different BUs and provided positive indications on the outlook. We highlight: (1) the clear improvement in margins in FY24A, which we believe could be repeated in FY25/26/27E, (2) better visibility on the scalability of the business, and (3) the potentially positive and significant contribution from the Energy division (positive EBITDA in FY24A). We appreciate the management of declining Net Debt and expect positive cash flow by 2027E. EPS 25/26/27E +1.1/1.8/1.1%. TP +2% to € 5.4ps vs. € 5.2ps, improved outlook.

During FY24, MAPS reported strong growth: Revenue +8% YoY (€ 29.8mn), EBITDA +48% YoY (€ 7.4mn), EBITDA margin +700bps YoY (c. 25%), Net Income +105% YoY (€ 1.9mn), Net Debt including leasing contracts improved by approximately € 5.5mn (€ 7mn vs. € 12.5mn).

Here are the key points discussed during the call with management and our considerations: (a) **Increased visibility on business scalability:** Management stated that they are "consistent with their efficiency commitments" and "not at the end, but at the beginning" of the business scalability opportunities, indicating that the current operating margin of 53% could be revised upwards (especially from FY27/28E). In the medium term, MAPS is targeting an EBITDA margin of 30% or more. Specifically, management expressed confidence in the contribution of the Energy division, which could potentially achieve a target operating margin higher than that of the Healthcare division, the highest-margin BU (FY24A c. 56%). Pending further confirmations, we remain cautious and estimate an EBITDA for FY25/26/27E of € 8.2/9.4/10.5mn (implied EBITDA margin c. 24.7/25.3/25.8%).

(b) **Strong momentum in the Energy segment (already EBITDA positive in FY24A):** we estimate strong volume growth (CAGR c. 35% 2024A-27E), supported by a highly positive rebound last year, now showing positive EBITDA (c. € 230mn, c. 10% EBITDA margin). We recall that in January 2024, the Italian Government announced a € 5.7bn incentive plan to support the expansion of Renewable Energy Communities (CER). In 2024, this activity generated approximately € 0.5mn in revenues, and management expects CER to be a key growth driver, confident in: (i) signs of acceleration from the market and regulatory authorities; (ii) the recent simplification of CER creation by the government body responsible for their management; (iii) the significant increase in the number of CER registered in recent months; (iv) MAPS' relationships with multi-utilities, the main target for energy community-related services.

(c) **Positive management of Net Debt, which we anticipate improving in light of recent results.** Net Debt including leasing exp. 25E/26E of approximately € 4.7mn/1.2mn (potentially cash positive from FY27E), with an implied financial leverage exp. 25E/26E of 0.6x/0.1x.

Following the improved outlook observed during the call, we have revised our estimates upwards for better margins, stronger growth in the Energy division, and lower interest expenses due to effective debt management. EPS 25/26/27E +1.1/1.8/1.1%. TP +2% to € 5.4ps, BUY recommendation confirmed.

TP ICAP Midcap Estimates	12/24	12/25e	12/26e	12/27e	Valuation Ratio	12/25e	12/26e	12/27e
Sales (m €)	29.8	33.4	37.2	40.8	EV/Sales	1.5	1.2	1.1
Current Op Inc (m €)	3.8	4.6	5.6	6.7	EV/EBITDA	6.0	4.9	4.1
Current op. Margin (%)	12.8	13.7	15.0	16.3	EV/EBIT	10.8	8.2	6.5
EPS (€)	0.14	0.25	0.31	0.37	PE	13.5	11.0	9.2
DPS (€)	0.00	0.00	0.00	0.00	Source: TPICAP Midcap			
Yield (%)	0.0	0.0	0.0	0.0				
FCF (m €)	3.7	2.4	3.4	2.4				

Key data

Price (€)	3.4
Industry	Packaged Software
Ticker	MAPS-IT
Shares Out (m)	13.282
Market Cap (m €)	44.5
Average trading volumes (k shares / day)	0.600

Source: FactSet

Ownership (%)

Fondateurs & Management	50.8
Eiffel IG	11.7
Maps SpA	1.3
Free float	36.2

Source: TPICAP Midcap estimates

EPS (€)	12/25e	12/26e	12/27e
Estimates	0.25	0.31	0.37
Change vs previous estimates (%)	1.08	1.84	1.07

Source: TPICAP Midcap estimates

Performance (%)	1D	1M	YTD
Price Perf	-1.8	9.5	6.7
Rel FTSE Italy	-0.9	8.9	-6.4



Source: FactSet

Consensus FactSet - Analysts:na	12/25e	12/26e	12/27e
Sales	33.4	36.7	0.0
EBIT	4.3	5.2	0.0
Net income	3.3	3.9	0.0

Analyst

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FINANCIAL DATA

Income Statement	12/22	12/23	12/24	12/25e	12/26e	12/27e
Sales	24.7	27.5	29.8	33.4	37.2	40.8
Changes (%)	15.0	11.3	8.3	11.8	11.5	9.7
Gross profit	23.2	25.6	28.4	31.8	35.5	39.0
% of Sales	93.8	93.1	95.1	95.5	95.5	95.6
EBITDA	5.9	5.0	7.4	8.2	9.4	10.5
% of Sales	23.8	18.1	24.7	24.7	25.3	25.8
Current operating profit	3.1	1.5	3.8	4.6	5.6	6.7
% of Sales	12.5	5.3	12.8	13.7	15.0	16.3
Non-recurring items	-0.2	-0.1	-0.5	0.0	0.0	0.0
EBIT	2.9	1.4	3.3	4.6	5.6	6.7
Net financial result	-0.4	-0.4	-0.5	-0.3	-0.4	-0.4
Income Tax	0.2	-0.1	-0.9	-0.9	-1.1	-1.4
Tax rate (%)	-6.5	5.3	32.4	22.0	22.0	22.0
Net profit, group share	2.7	0.9	1.9	3.3	4.1	4.9
EPS	0.20	0.07	0.14	0.25	0.31	0.37
Financial Statement	12/22	12/23	12/24	12/25e	12/26e	12/27e
Goodwill	19.7	19.7	19.7	19.7	19.7	19.7
Tangible and intangible assets	7.3	8.2	8.0	7.8	7.2	6.9
Right of Use	0.0	0.0	0.0	0.0	0.0	0.0
Financial assets	0.2	0.1	0.1	0.1	0.1	0.1
Working capital	13.3	13.2	11.6	12.7	13.9	16.8
Other Assets	0.0	0.0	0.0	0.0	0.0	0.0
Assets	40.5	41.3	39.5	40.3	41.0	43.5
Shareholders equity group	21.0	22.3	26.0	29.3	33.4	38.2
Minorities	0.0	0.0	0.0	0.0	0.0	0.0
LT & ST provisions and others	4.7	5.3	5.3	5.3	5.3	5.3
Net debt	13.8	12.5	7.0	4.6	1.2	-1.2
Other liabilities	1.0	1.1	1.1	1.1	1.1	1.1
Liabilities	40.5	41.3	39.5	40.3	41.0	43.5
Net debt excl. IFRS 16	11.8	10.5	5.0	2.6	-0.8	-3.1
Gearing net	0.7	0.6	0.3	0.2	0.0	-0.0
Leverage	2.3	2.5	1.0	0.6	0.1	-0.1
Cash flow statement	12/22	12/23	12/24	12/25e	12/26e	12/27e
CF after elimination of net borrowing costs and taxes	4.7	5.4	5.4	7.0	7.9	8.7
Δ WCR	-3.1	0.1	1.6	-1.1	-1.2	-2.9
Operating cash flow	1.5	5.6	7.1	5.9	6.7	5.9
Net capex	-10.8	-4.4	-3.4	-3.4	-3.3	-3.5
FCF	-9.3	1.1	3.7	2.4	3.4	2.4
Acquisitions/Disposals of subsidiaries	0.0	0.0	0.0	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0	0.0
Change in borrowings	6.0	-3.6	0.0	0.0	0.0	0.0
Dividends paid	0.0	0.0	0.0	0.0	0.0	0.0
Repayment of leasing debt	0.0	0.0	0.0	0.0	0.0	0.0
Equity Transaction	0.2	0.4	1.8	0.0	0.0	0.0
Others	0.0	0.0	0.0	0.0	0.0	0.0
Change in net cash over the year	-2.3	-1.9	5.5	2.4	3.4	2.4
ROA (%)	6.7%	2.2%	4.8%	8.2%	9.9%	11.2%
ROE (%)	12.8%	4.1%	7.3%	11.2%	12.2%	12.7%
ROCE (%)	14.7%	6.5%	14.7%	15.6%	16.7%	17.4%

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Methodology

This Report may mention evaluation methods defined as follows:

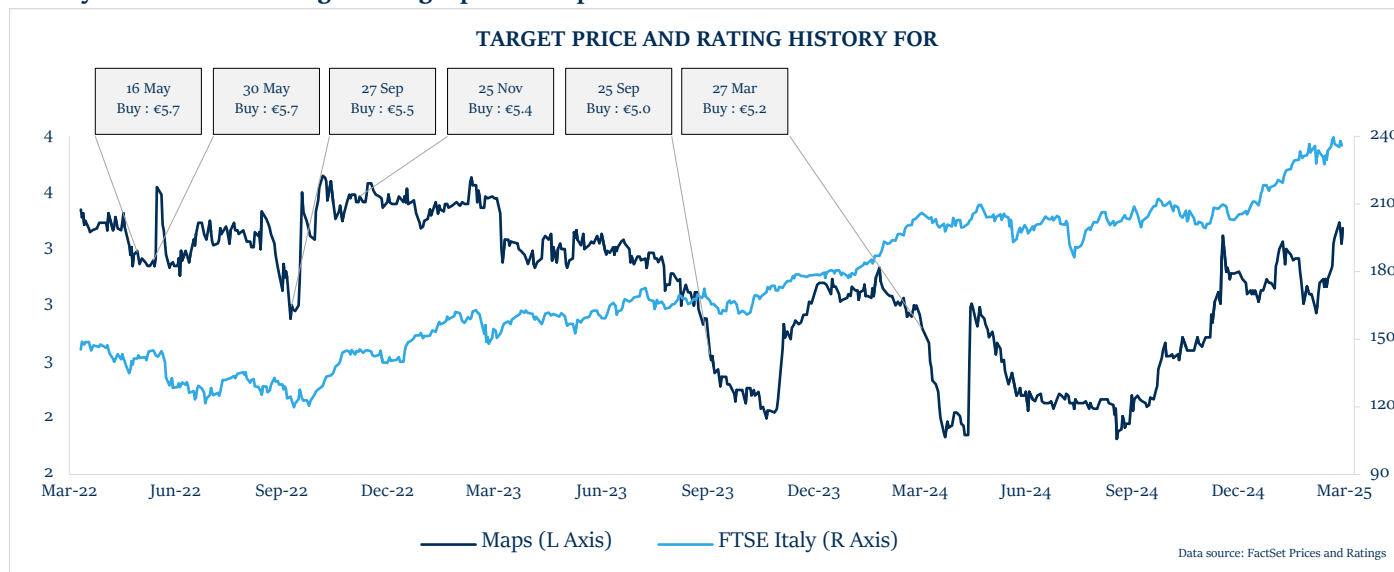
1. DCF method: discounting of future cash flows generated by the company's operations. Cash flows are determined by the analyst's financial forecasts and models. The discount rate used corresponds to the weighted average cost of capital, which is defined as the weighted average cost of the company's debt and the theoretical cost of its equity as estimated by the analyst.
2. Comparable method: application of market valuation multiples or those observed in recent transactions. These multiples can be used as references and applied to the company's financial aggregates to deduce its valuation. The sample is selected by the analyst based on the characteristics of the company (size, growth, profitability, etc.). The analyst may also apply a premium/discount depending on his perception of the company's characteristics.
3. Assets and liabilities method: estimate of the value of equity capital based on revalued assets adjusted for the value of the debt.
4. Discounted dividend method: discounting of estimated future dividend flows. The discount rate used is generally the cost of capital.
5. Sum of the parts: this method consists of estimating the various activities of a company using the most appropriate valuation method for each of them, then realizing the sum of the parts.

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J. Sponsored research or other issuer-related revenues represent more than 5% of the external provider's revenues: Maps

History of investment rating and target price – Maps



Historical recommendations and target price (-1Y)

Date	Analyst	Old Target Price	New Target Price	Closing Price	Old Recommendation	New Recommendation
26 Mar 25 - 07:59:56	Michele Mombelli	€ 5.20	€ 5.20	€ 3.40	Achat	Buy
18 Feb 25 - 14:36:48	Michele Mombelli	€ 5.20	€ 5.20	€ 3.25	Achat	Buy
29 Jan 25 - 07:57:32	Michele Mombelli	€ 5.20	€ 5.20	€ 3.21	Achat	Buy
25 Sep 24 - 08:21:14	Davide Longo	€ 5.20	€ 5.20	€ 2.45	Achat	Buy
25 Jul 24 - 08:16:46	Davide Longo	€ 5.20	€ 5.20	€ 2.53	Achat	Buy
02 Jul 24 - 08:25:51	Davide Longo	€ 5.20	€ 5.20	€ 2.50	Achat	Buy
24 May 24 - 17:15:07	Davide Longo	€ 5.20	€ 5.20	€ 2.87	Achat	Buy

Distribution of Investment Ratings

Rating	Recommendation Universe*	Portion of these provided with investment banking services**
Buy	79%	60%
Hold	16%	70%
Sell	4%	17%
Under review	2%	100%

Midcap employs a rating system based on the following:

Buy: Expected to outperform the markets by 10% or more over a 6 to 12 months horizon.

Hold: expected performance between -10% and +10% compared to the market over a 6 to 12 months horizon.

Sell: Stock is expected underperform the markets by 10% or more over a 6 to 12 months horizon.

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