



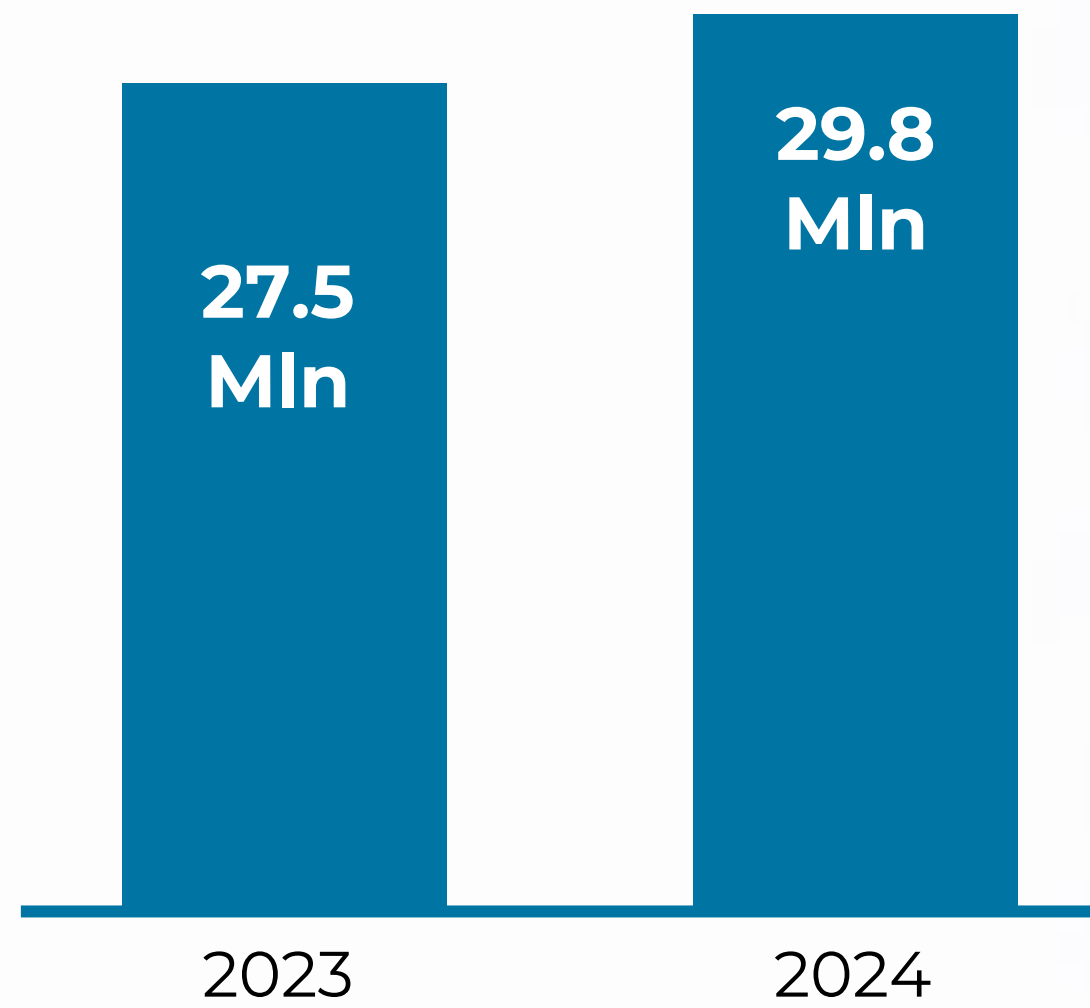
MAPS GROUP
SHARING KNOWLEDGE

2024 RESULTS

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

ORGANIC INCREASE IN REVENUES

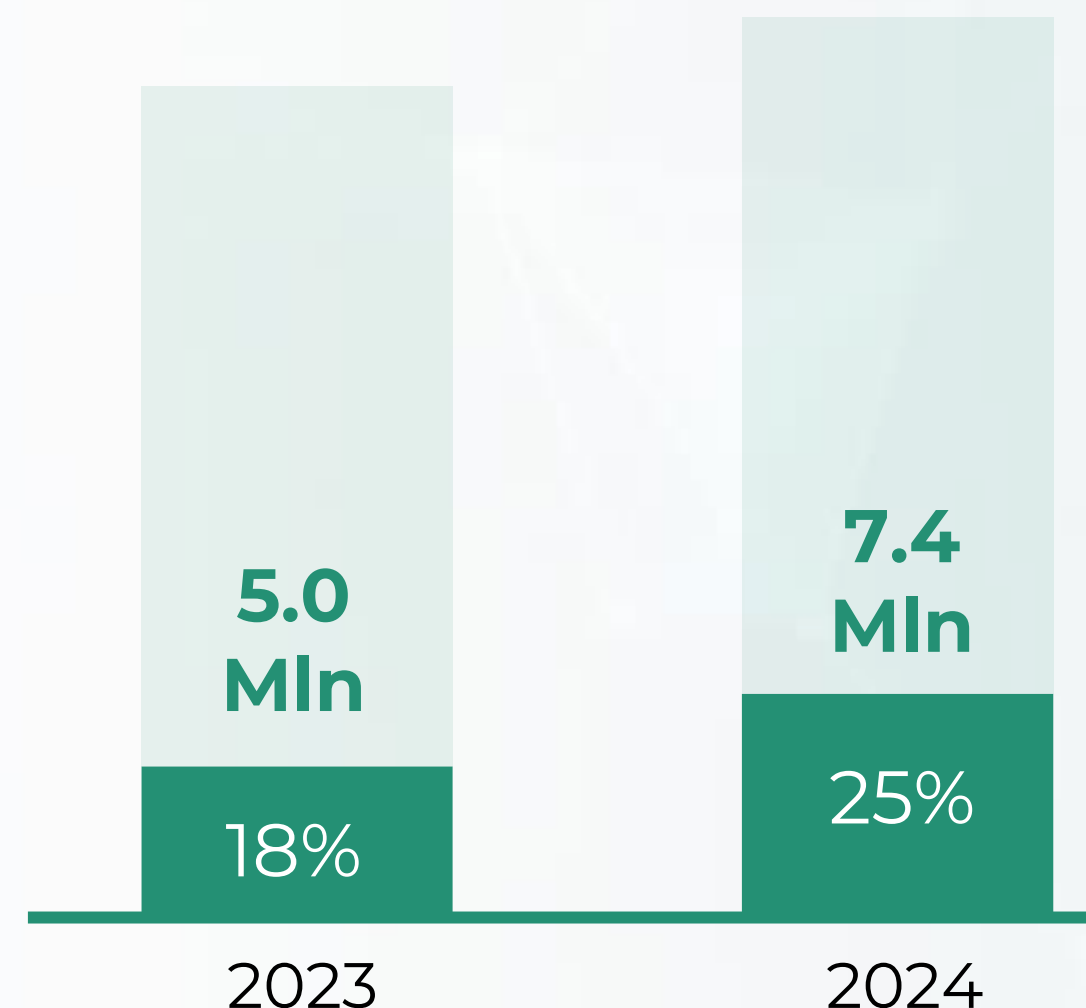
+8% vs 2023



Total Revenues

RECORD-LEVEL PROFITABILITY

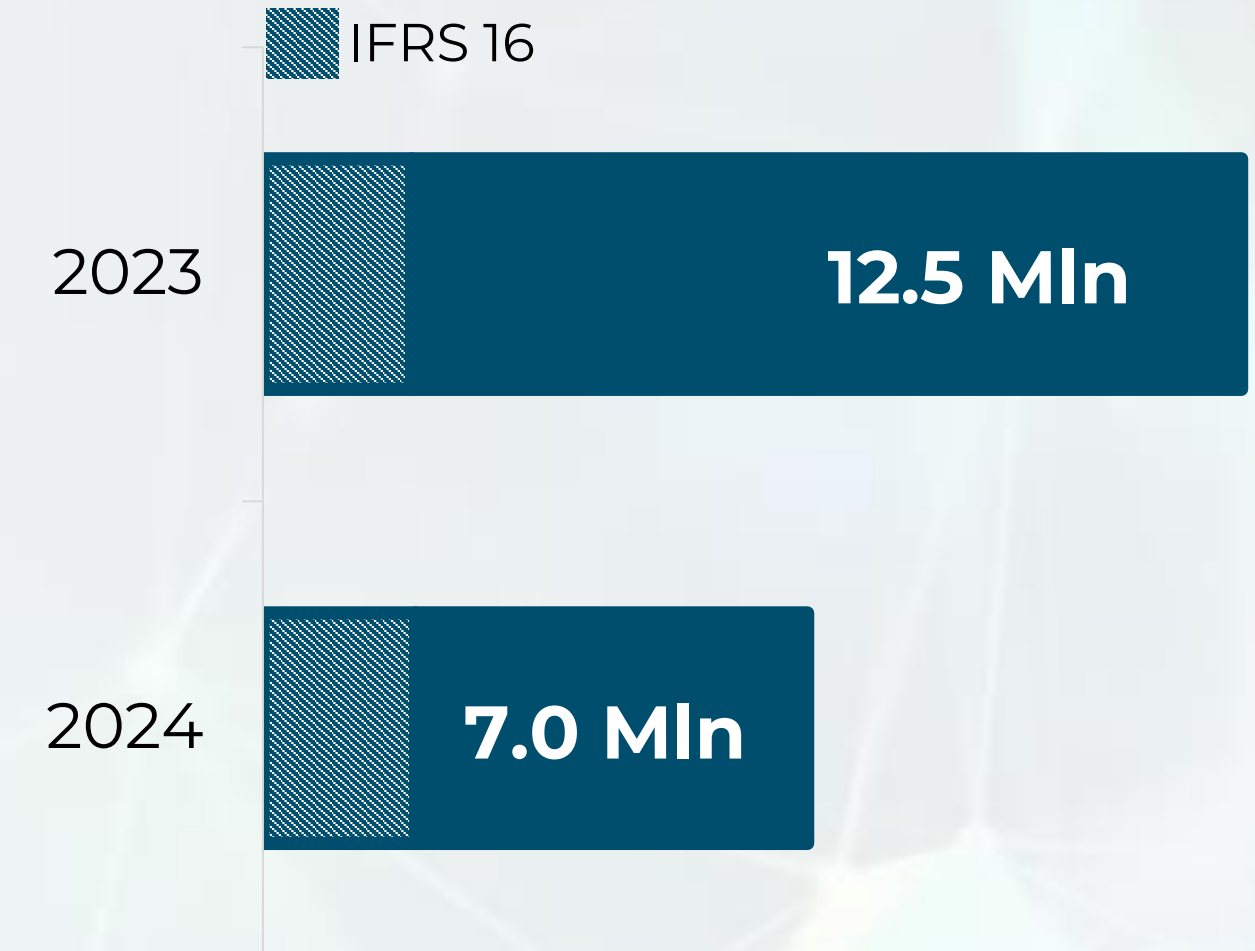
+47% vs 2023



EBITDA

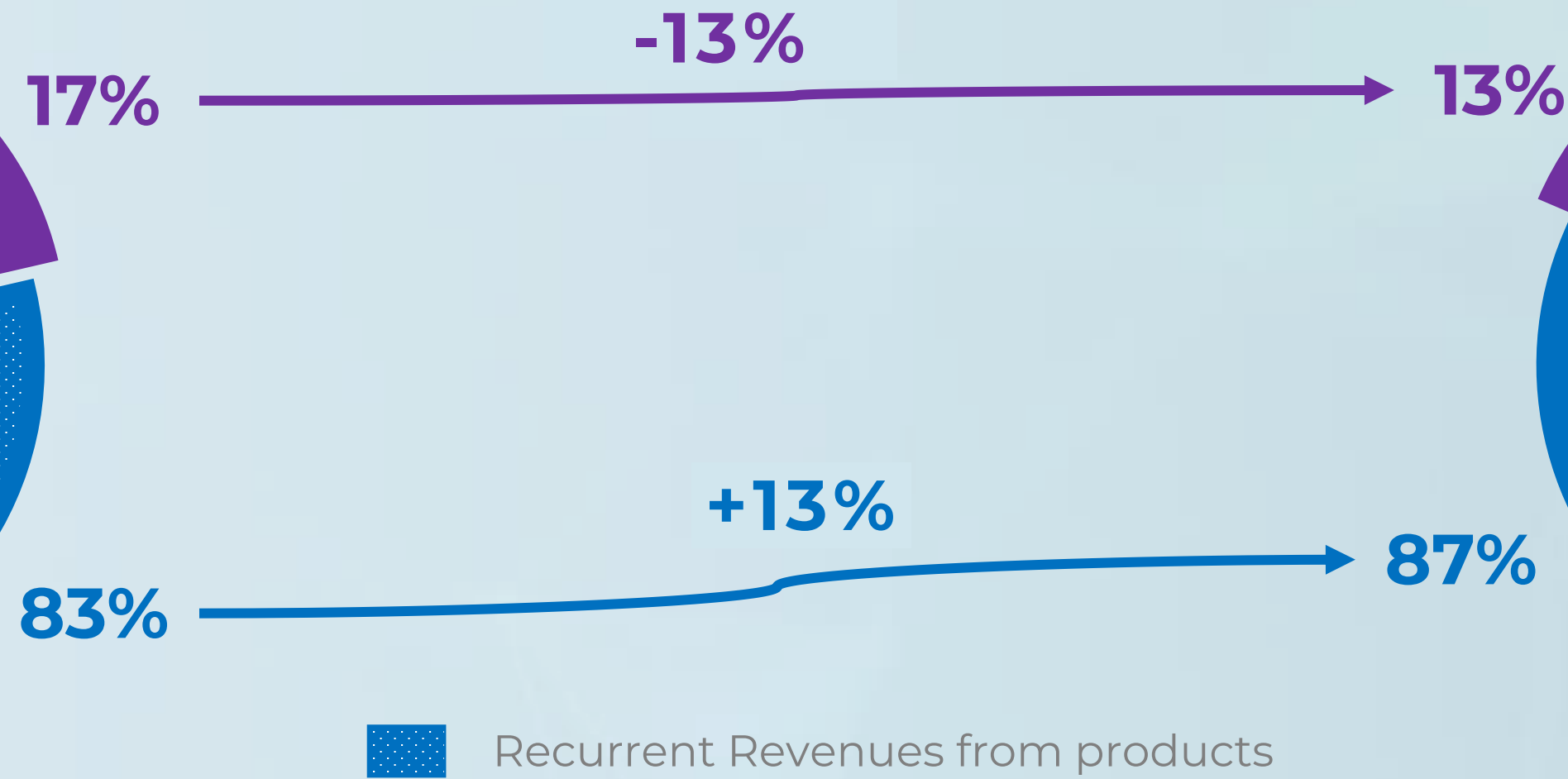
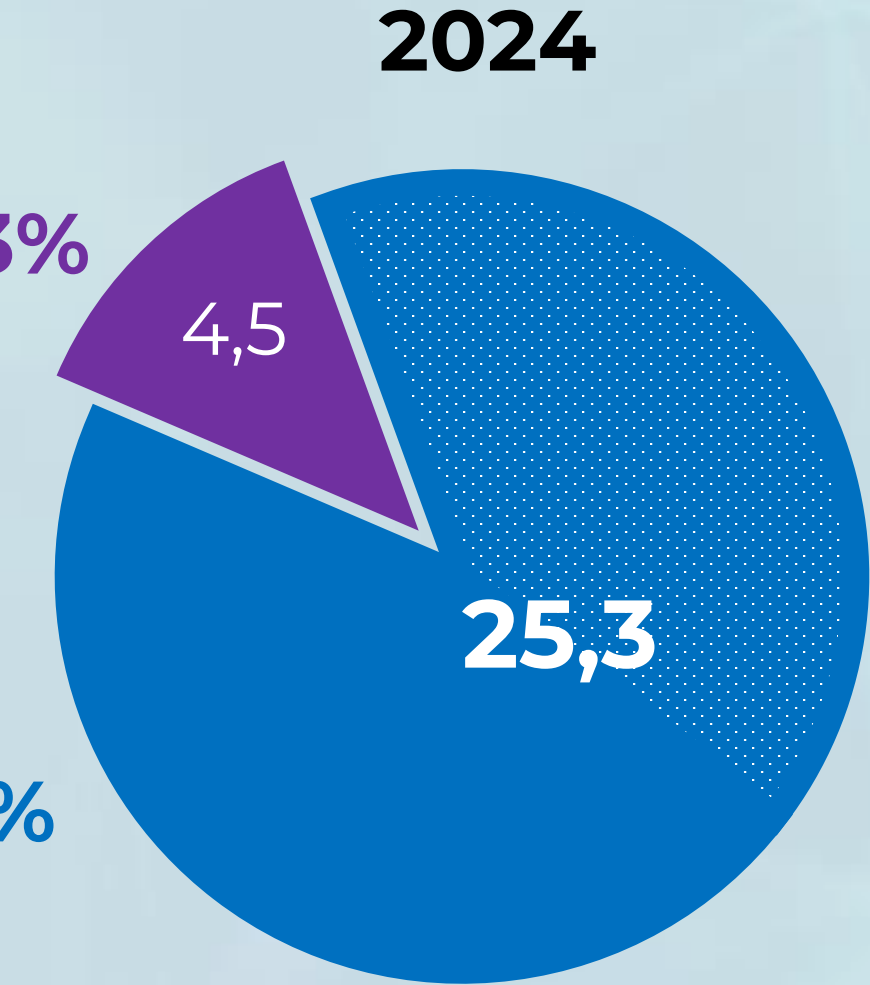
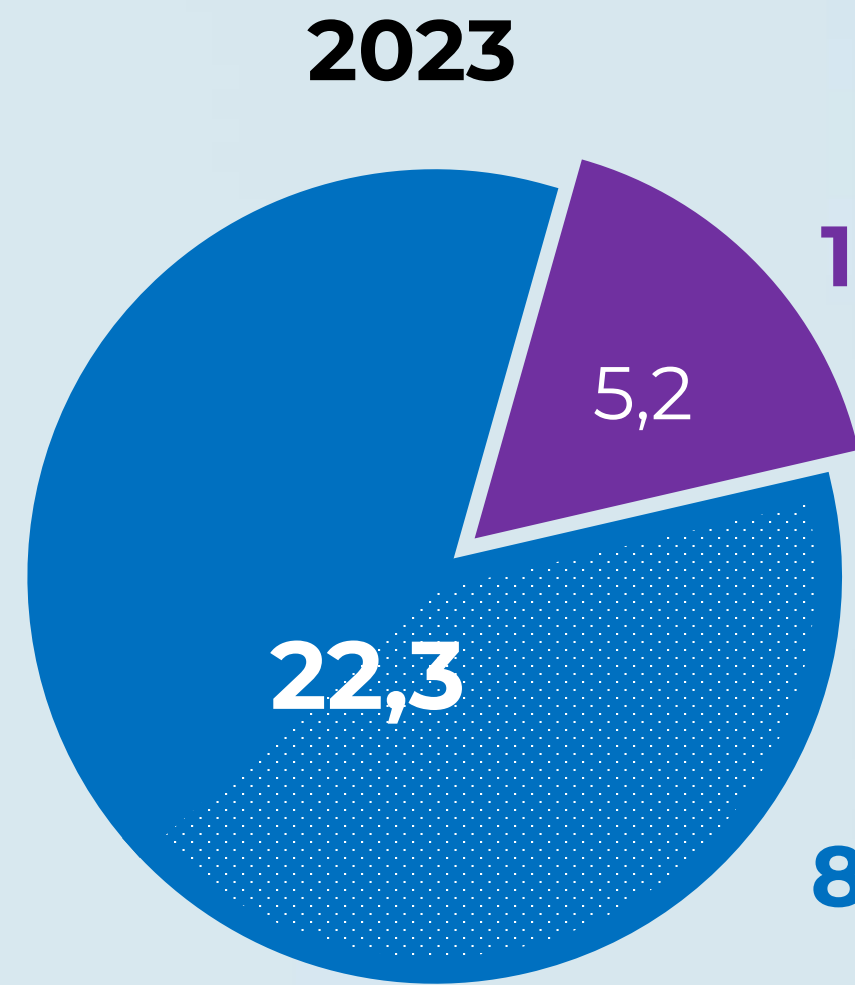
HALVED DEBT

-44% vs 2023



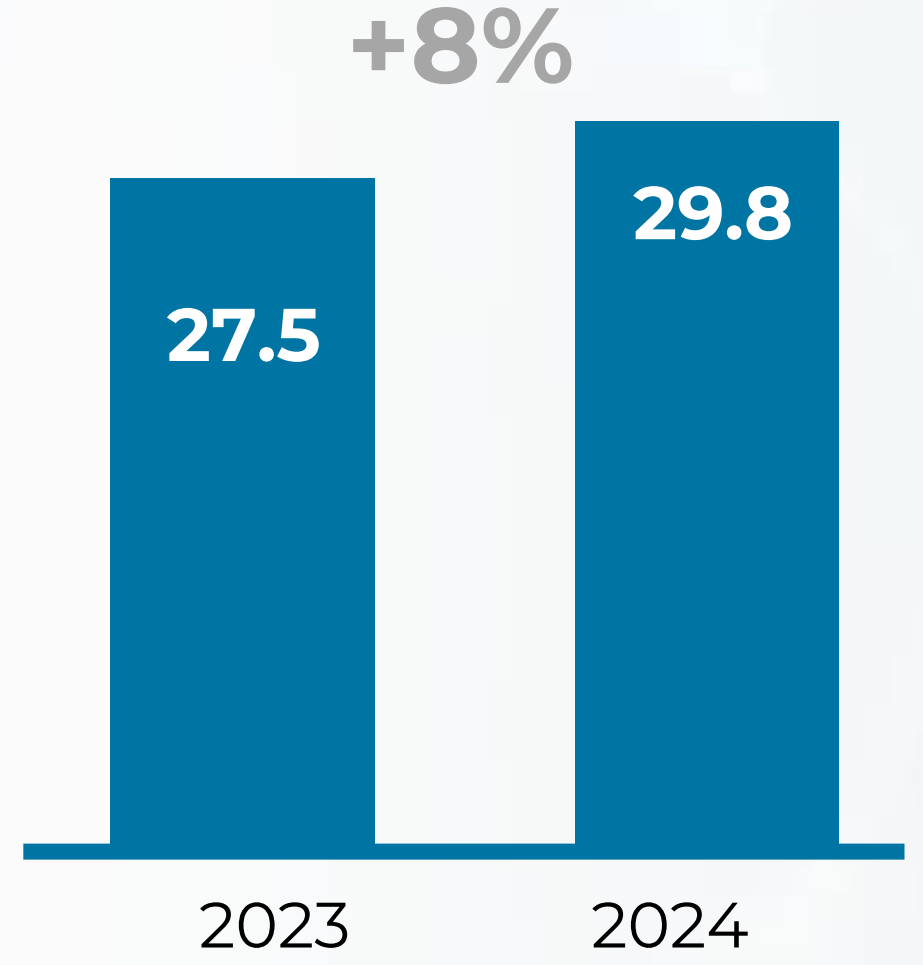
Net Financial Position

HOW REVENUES INCREASED



Mln €

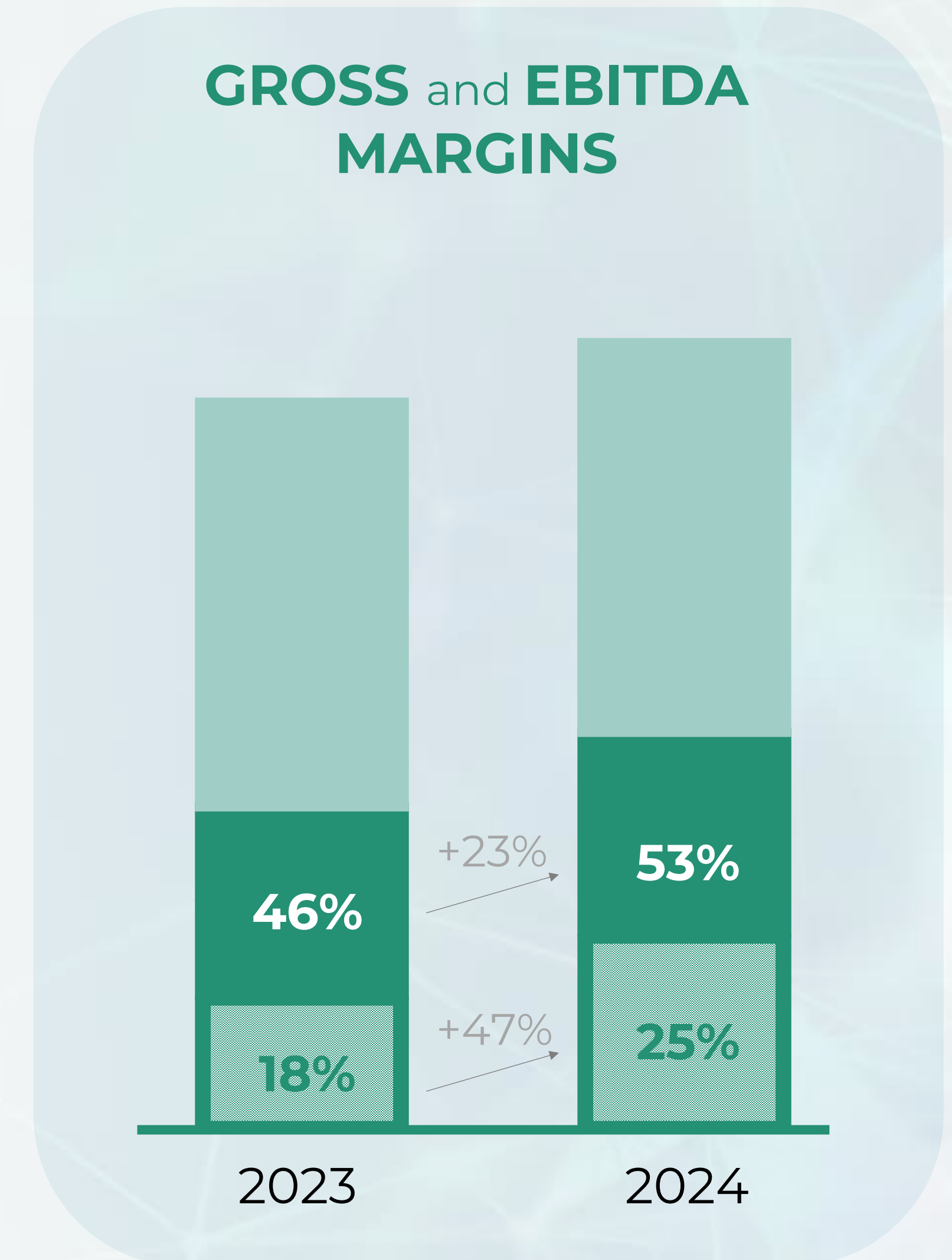
- 0,7 Mln €
in revenues from
PROJECTS



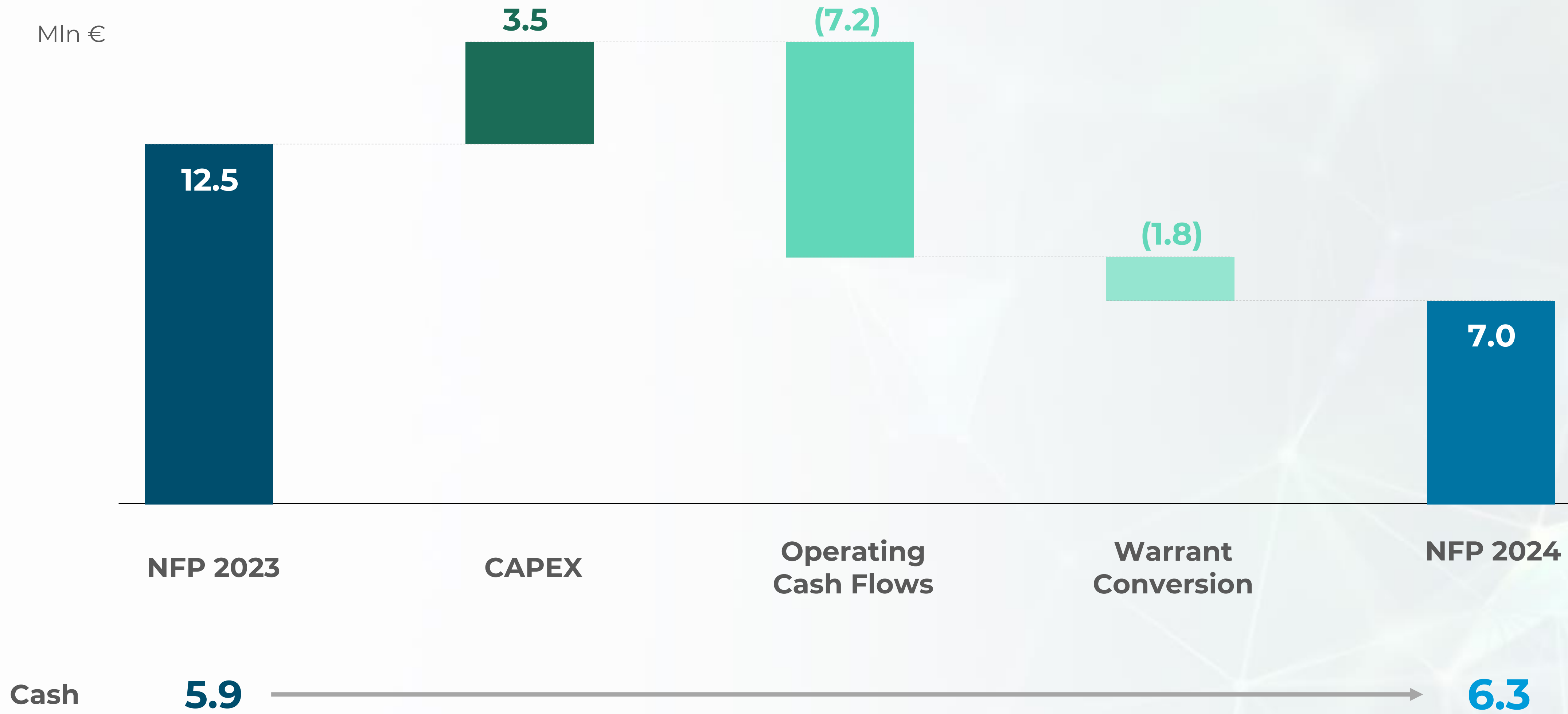
+ 3,0 Mln €
in revenues from
PRODUCTS

HOW MARGINALITY INCREASED

	2023	YoY %	2024
TOTAL REVENUES	27.5 Mln		29.8 Mln
PRODUCTION COSTS	- 14.4 Mln	-5%	- 13.7 Mln
COMMERCIAL COSTS	- 3.6 Mln	13%	- 4.1 Mln
ADMINISTRATIVE COSTS	- 4.6 Mln	2%	- 4.7 Mln
EBITDA	5.0 Mln		7.4 Mln

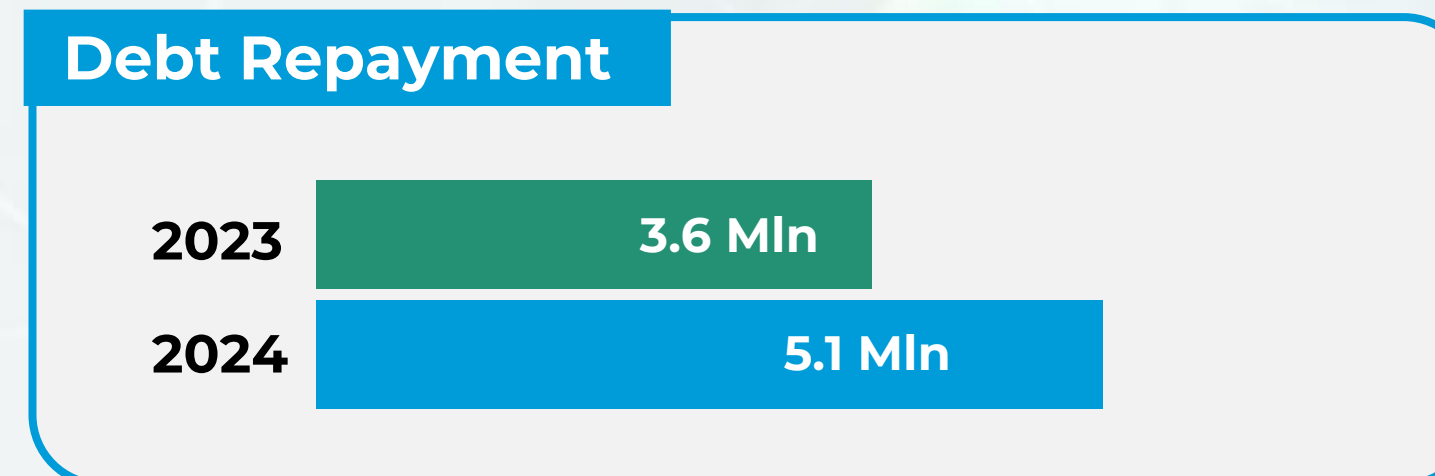
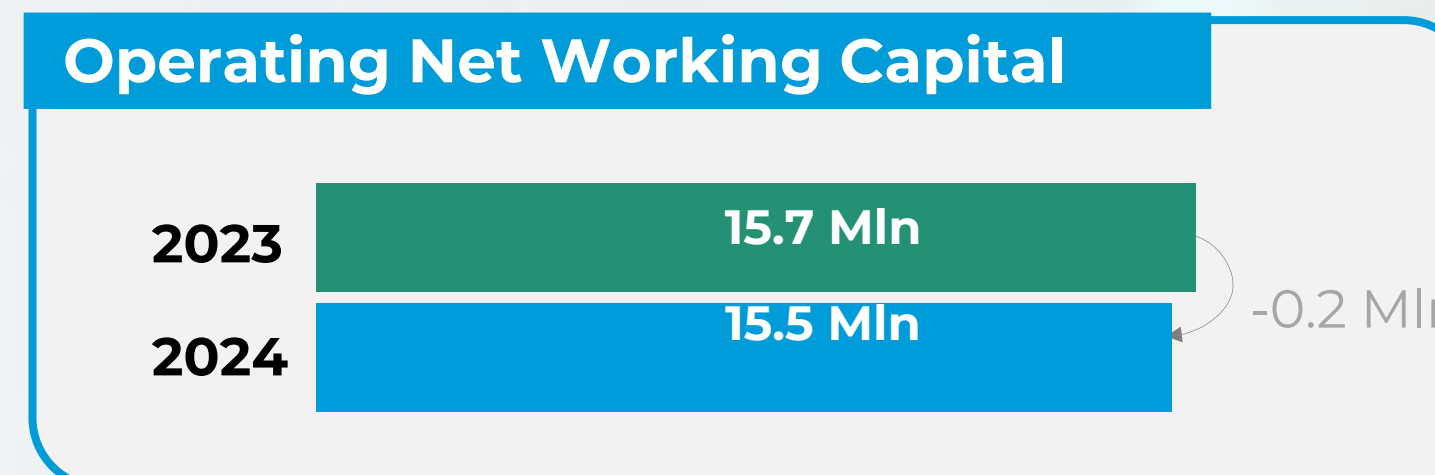
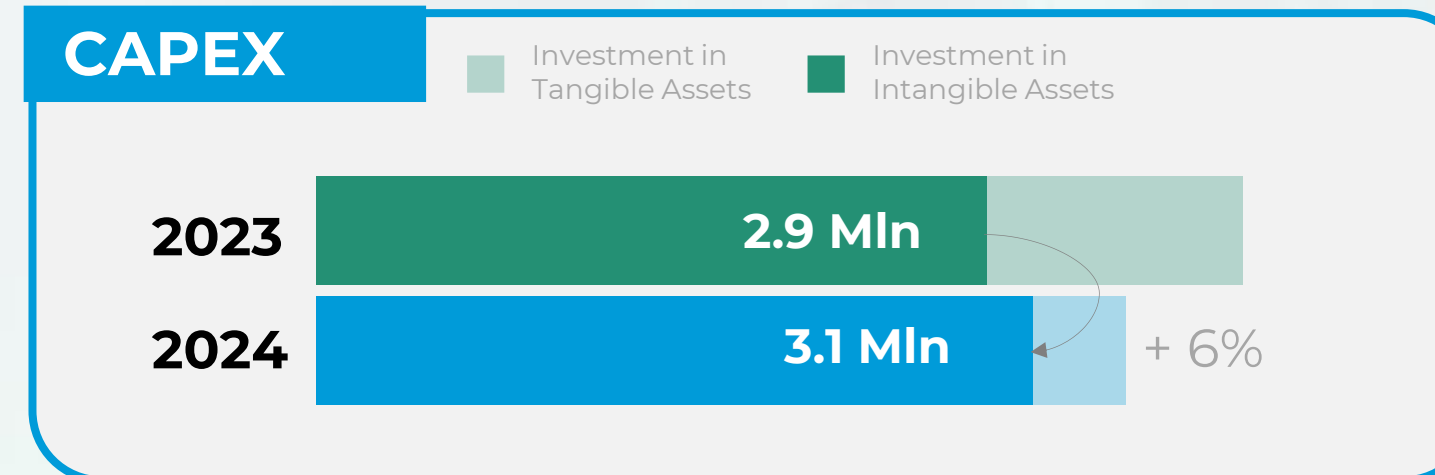


HOW NET FINANCIAL POSITION IMPROVED







€/1,000	2024	2023
Total Revenues	29,837	27,546
Internally generated fixed assets	3,145	2,663
Value of Production	32,982	30,209
Cost of goods sold	(1,465)	(1,913)
Staff	(16,740)	(15,942)
Services	(6,506)	(6,388)
Operating fixed costs	(911)	(989)
Operating Costs	(25,621)	(25,232)
EBITDA	7,361	4,977
EBITDA Margin (%)	24.7%	18.1%
Amortization & Depreciation	(3,704)	(3,516)
Not recurring costs	(333)	(93)
EBIT	3,324	1,368
Financial Management & Subsidiaries	(523)	(391)
EBT	2,800	977
Tax	(906)	(52)
Net Profit	1,894	925

€/1,000	2024	2023
Fixed Assets	27,834	28,064
Inventory	7,194	4,106
Receivables	10,697	13,897
Payables	(2,345)	(2,301)
Other Current assets & liability	(3,282)	(2,479)
Total Funds	(7,414)	(6,459)
Net Capital Invested	32,686	34,829
Shareholders' Equity	25,731	22,323
- Long Term Debt	6,179	13,051
- Short Term Debt	7,125	5,355
- Cash & Equivalents	(6,350)	(5,901)
Net Financial Position	6,955	12,506
Total resources of financing	32,686	34,829



2024 RESULTS SPLIT FOR BUSINESS UNITS

/,000 €

					Total
Operating Revenues	18,406	1,582	2,994	5,950	28,932
- o/w Recurrent Fees	7,369	481	1,730	2,175	11,756
- o/w Services	11,036	1,101	1,264	3,775	17,176
Other Revenues	54	781	39	32	906
Total Revenues	18,459	2,363	3,032	5,982	29,837
Production Costs	(8,107)	(889)	(1,504)	(3,200)	(13,700)
- o/w Personnel Costs	(5,848)	(526)	(1,136)	(2,503)	(10,013)
- o/w Direct Services Costs	(2,259)	(363)	(368)	(697)	(3,687)
Operating Margin	10,353	693	1,490	2,750	15,232
Operating Margin (%)	56%	44%	50%	46%	53%
Commercial Costs	(2,464)	(733)	(535)	(320)	(4,052)
R&D Costs	(1,213)	(1,192)	(379)	(277)	(3,061)
R&D Costs capitalized	1,213	1,192	379	277	3,061
Administrative Costs	(2,578)	(513)	(542)	(1,092)	(4,725)
EBITDA	5,312	228	451	1,370	7,361
EBITDA Margin (%)	29%	10%	15%	23%	25%
Recurrent Fees (%)	40%	30%	58%	37%	41%
Revenue from Proprietary Products	18,406	1,492	2,994	2,413	25,305
Revenue from Proprietary Products (%)	100%	94%	100%	41%	87%

REVENUE INCREASE SPLITTED BY BUSINESS UNITS



+15% vs2023



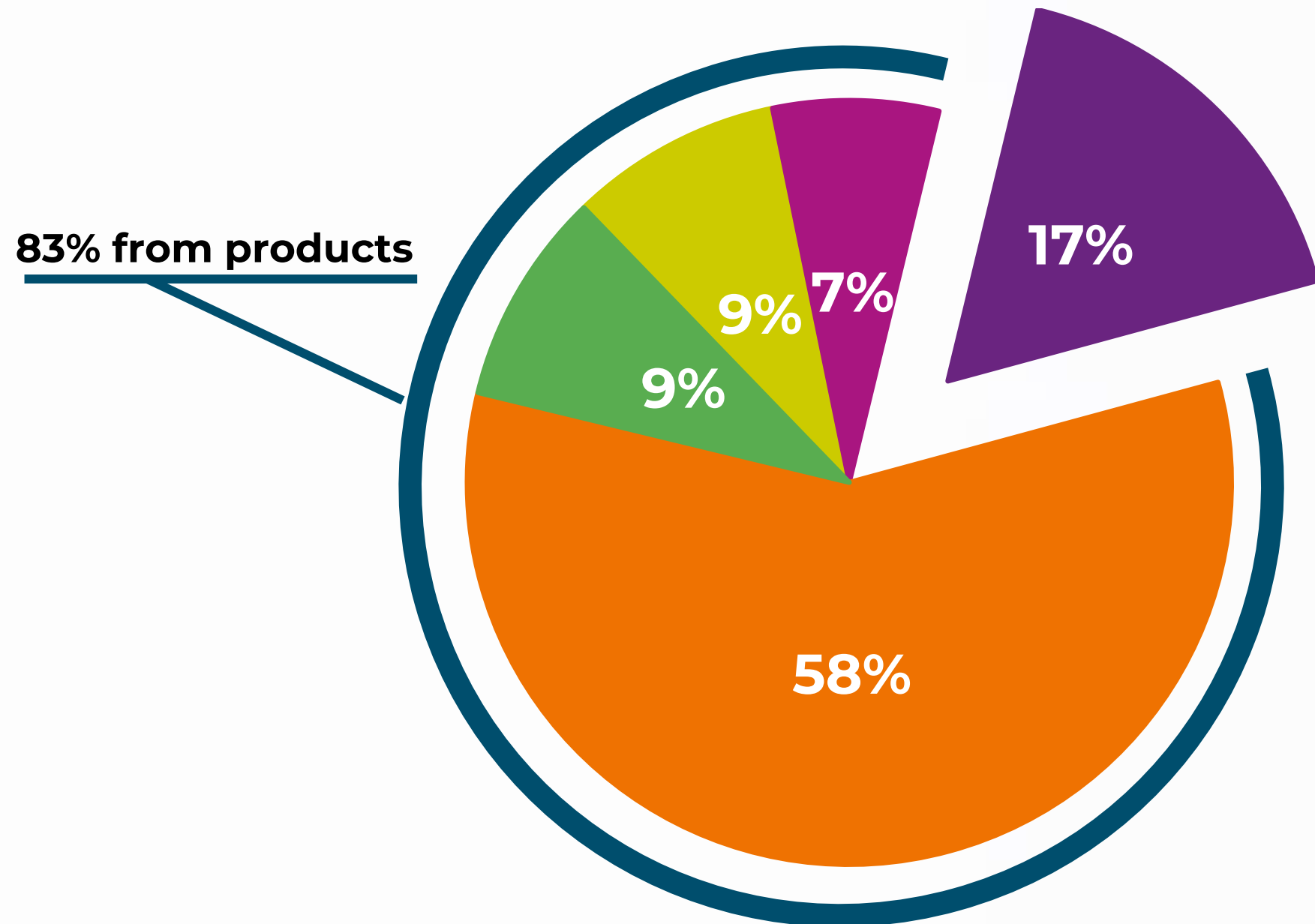
+1% vs2023



+15% vs2023

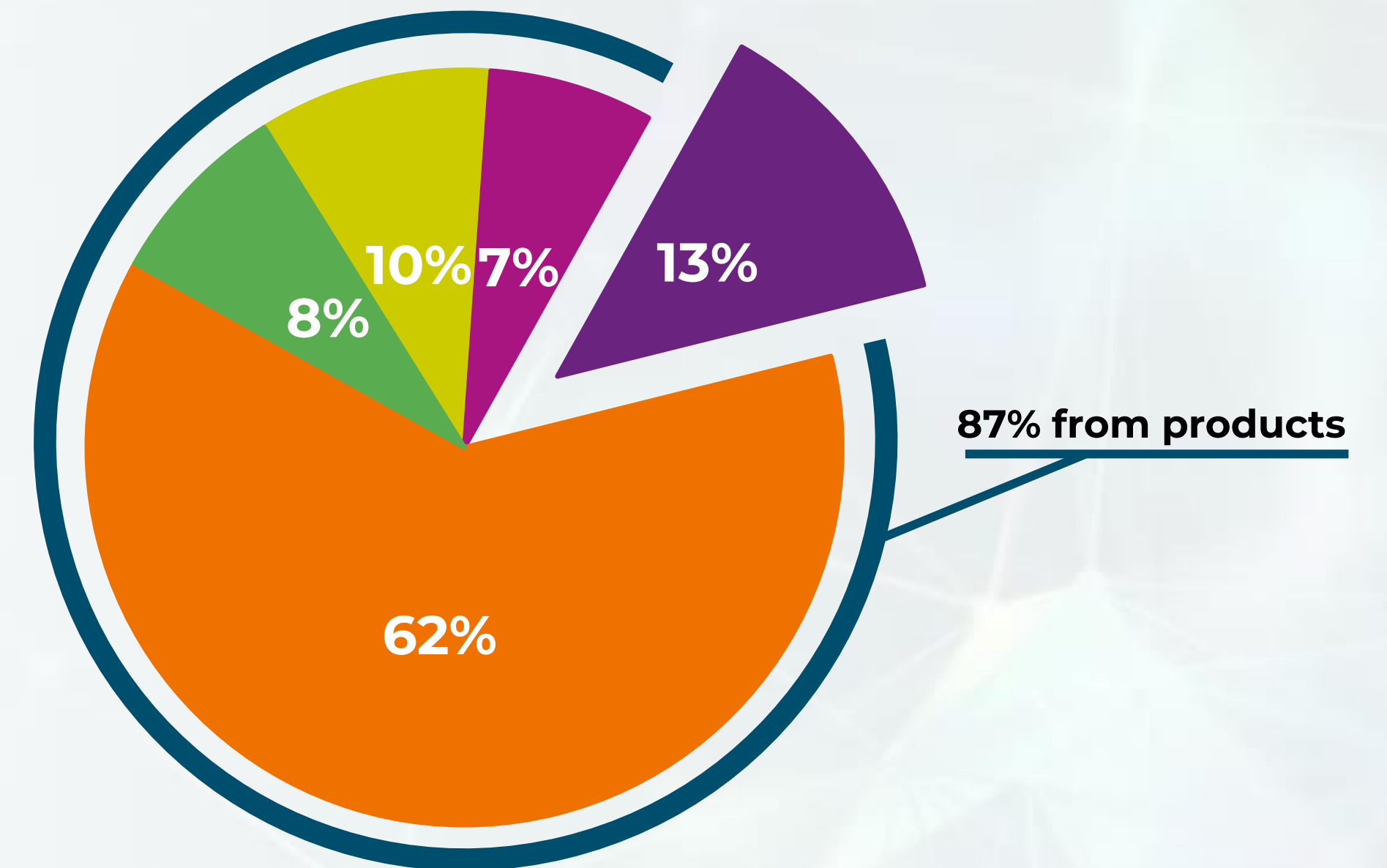


-9% vs2023



2023 REVENUES BREAKDOWN

- SOFTWARE PROJECTS
- OTHER PRODUCTS
- ESG PRODUCTS
- ENERGY PRODUCTS
- HEALTHCARE PRODUCTS



2024 REVENUES BREAKDOWN



MAPS GROUP
SHARING KNOWLEDGE

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