



MAPS GROUP
SHARING KNOWLEDGE

KT&Partners Investors Lunch

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

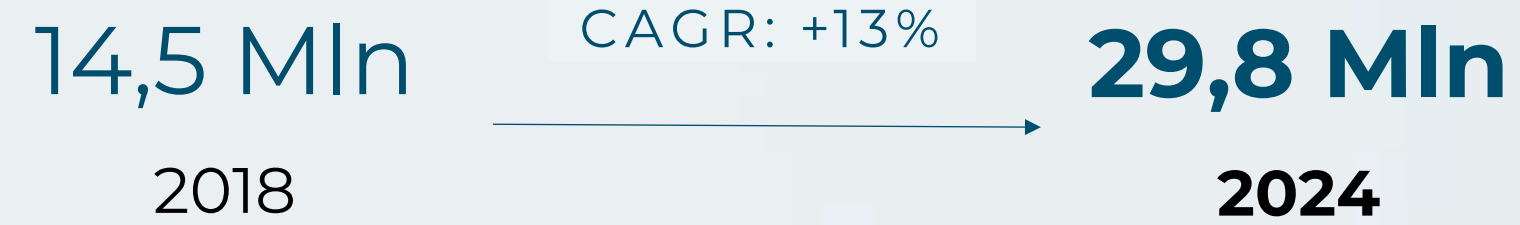
WHO WE ARE



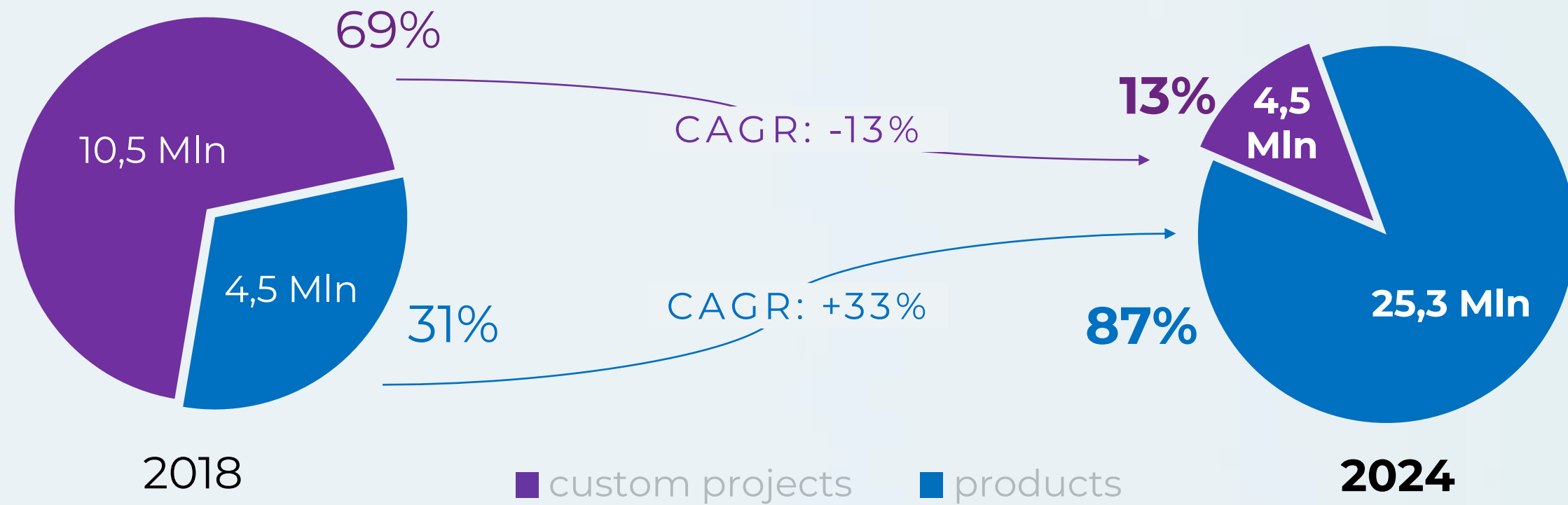
MAPS GROUP
SHARING KNOWLEDGE



TOTAL REVENUES



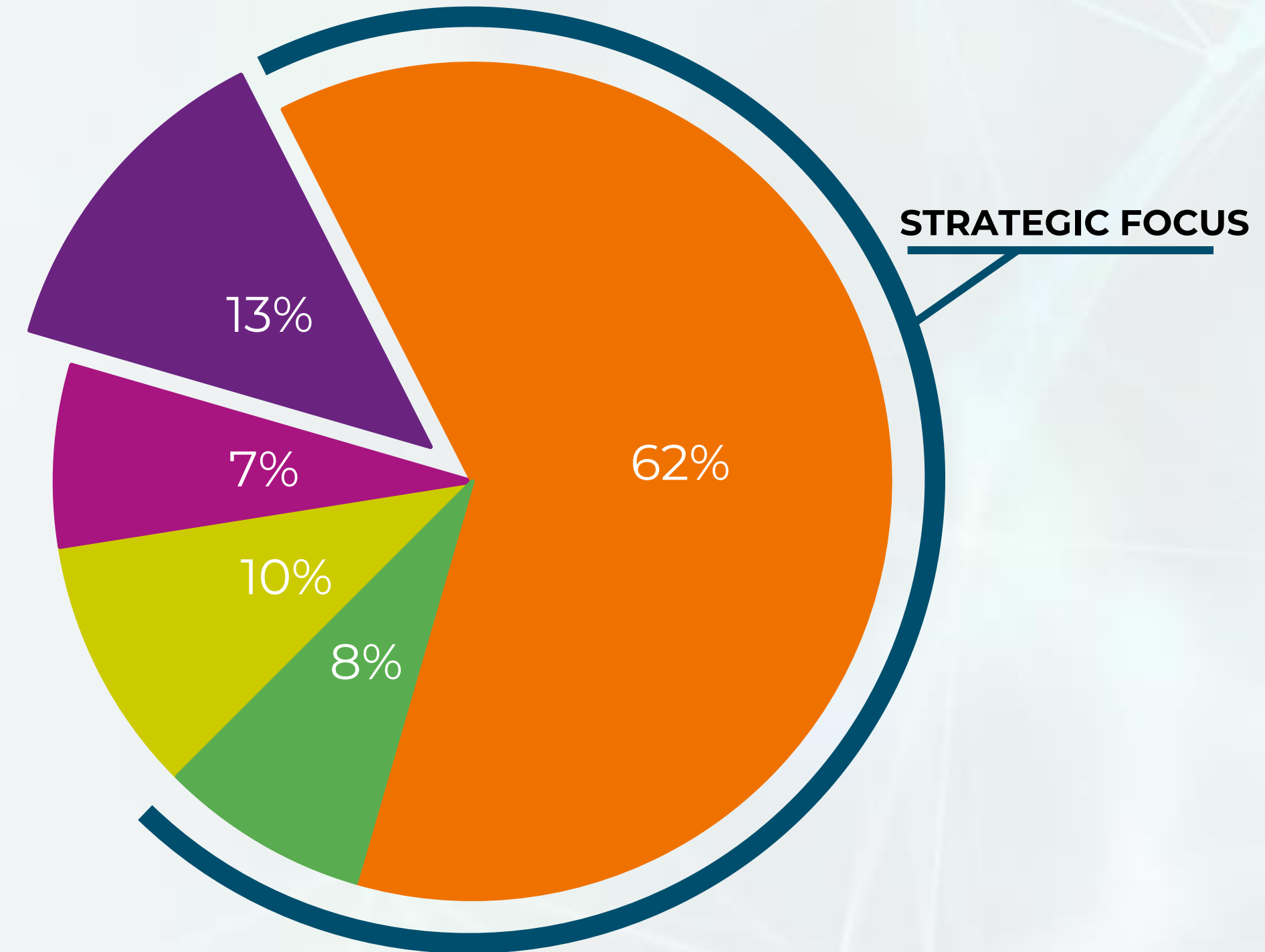
REVENUES FROM PRODUCTS



REVENUES FROM RECURRING FEES



2024 REVENUES BREAKDOWN



- CUSTOM PROJECTS
- HEALTHCARE PRODUCTS
- OTHER PRODUCTS
- ENERGY PRODUCTS
- ESG PRODUCTS

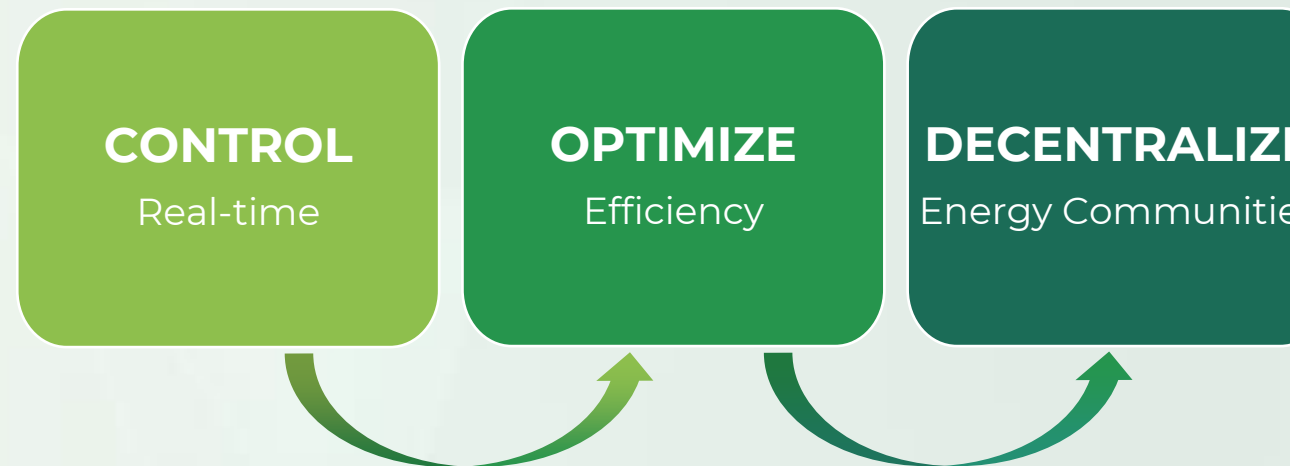
ADDRESS SPECIFIC NEEDS IN GROWING MARKETS



Support **healthcare organizations** in their digital transformation, offering **patient-centered solutions** that enable a data-driven approach and enhance the Patient Experience



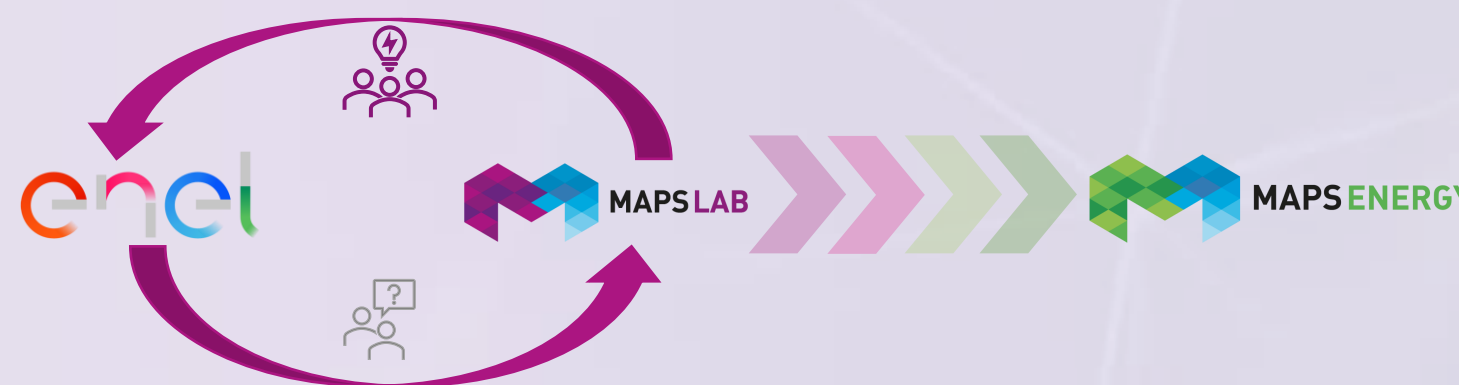
Manage **modern energy systems** with a highly scalable technology readymade for highest complexities



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 EXPERIENCE SOLUTIONS:

SIMPLE ACCESS
to healthcare services

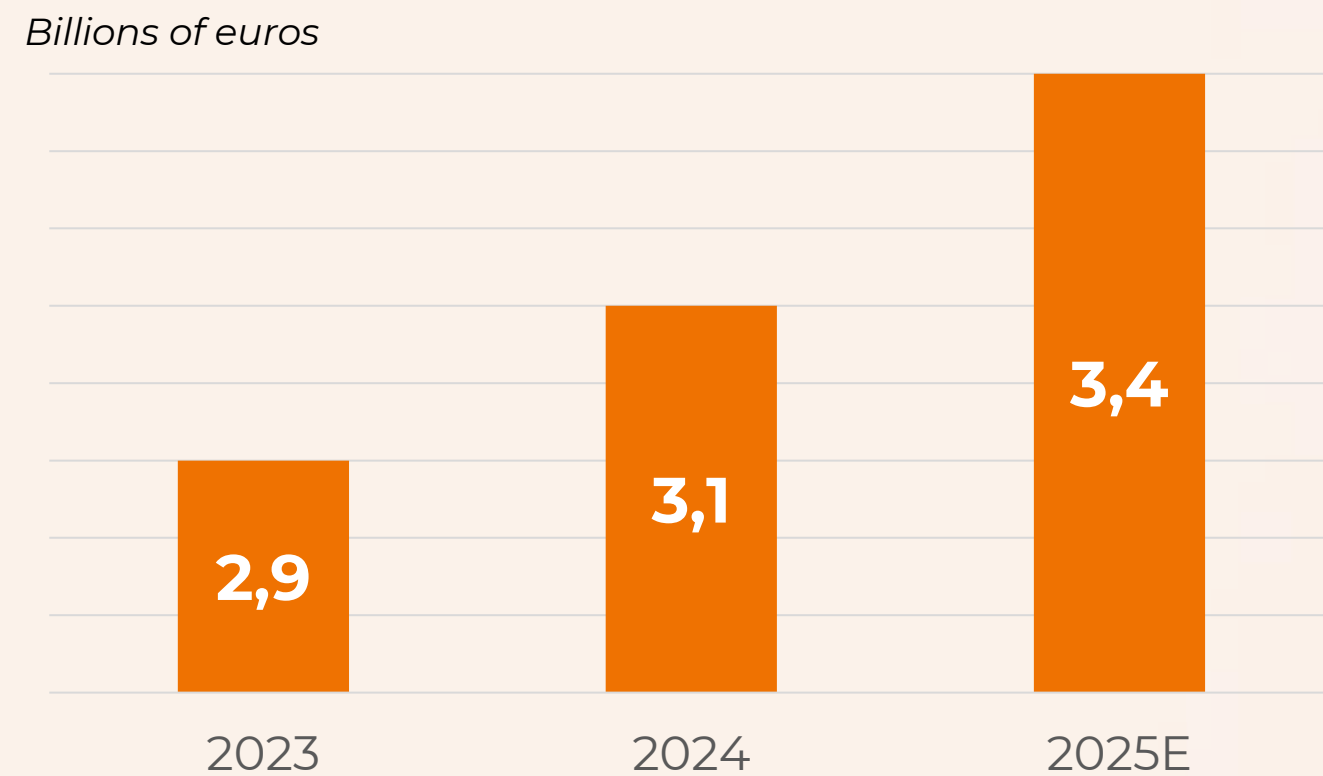
EFFECTIVE and OMINCHANNEL COMMUNICATION

EASY execution of **ADMINISTRATIVE TASKS**

MINIMIZE WAITING TIME in queues

All Patient **DATA** in just **ONE PLACE**

A FAST-GROWING MARKET



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

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

NetSquare Healthcare Consulting Report: Italian Digital Health Market 2024

WHO IS OFFERING OUR EXPERIENCE



20% of the **508 PUBLIC HOSPITALS**



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



Fondazione Policlinico Universitario Agostino Gemelli IRCCS
Università Cattolica del Sacro Cuore



REGIONE PUGLIA



REGIONE ABRUZZO



ASL ROMA 1



GVM
CARE & RESEARCH



CASA SOLLIEVO DELLA SOFFERENZA
SAN GIOVANNI ROTONDO



SANTA LUCIA
NEUROSCIENZE E RIABILITAZIONE

ENERGY COMMUNITY: A STARTING MARKET

5 GW

Of installed capacity by 2027

5.7 Bln €

allocated to establish the energy community market



33,000 communities with an average system of **150 kW**



A **single house** usually has an average system of **5-10 kW**



An **apartment building** usually has an average system of **25-30 kW**

ITALIAN LEADER IN THE **ENERGY COMMUNITY** MANAGEMENT SOFTWARE MARKETS:

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

DIGITAL ENERGY ENABLER FOR REAL TIME MONITORING AND ENERGY EFFICIENCY:

- FLEXIBLE and INTEROPERABLE** data collection
- REAL-TIME** monitoring and controlling
- AI-DRIVEN** forecasting and optimization
- CENTRALIZED** management and **REMOTE** control



12.7 Bln €

allocated to *increase energy efficiency of industrial and tertiary activities*

Energy Efficiency Report - Politecnico di Milano – Mln €

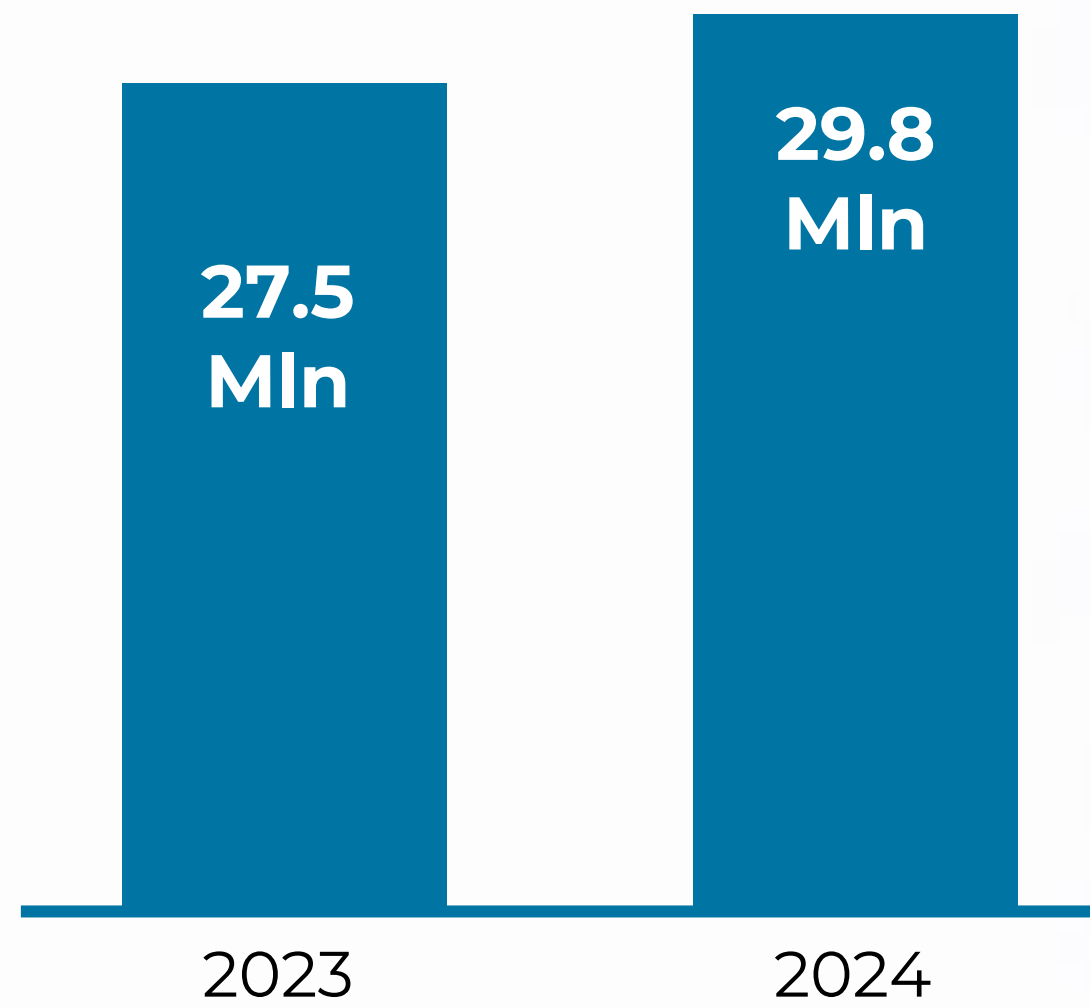
2024 RESULTS



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ORGANIC INCREASE IN REVENUES

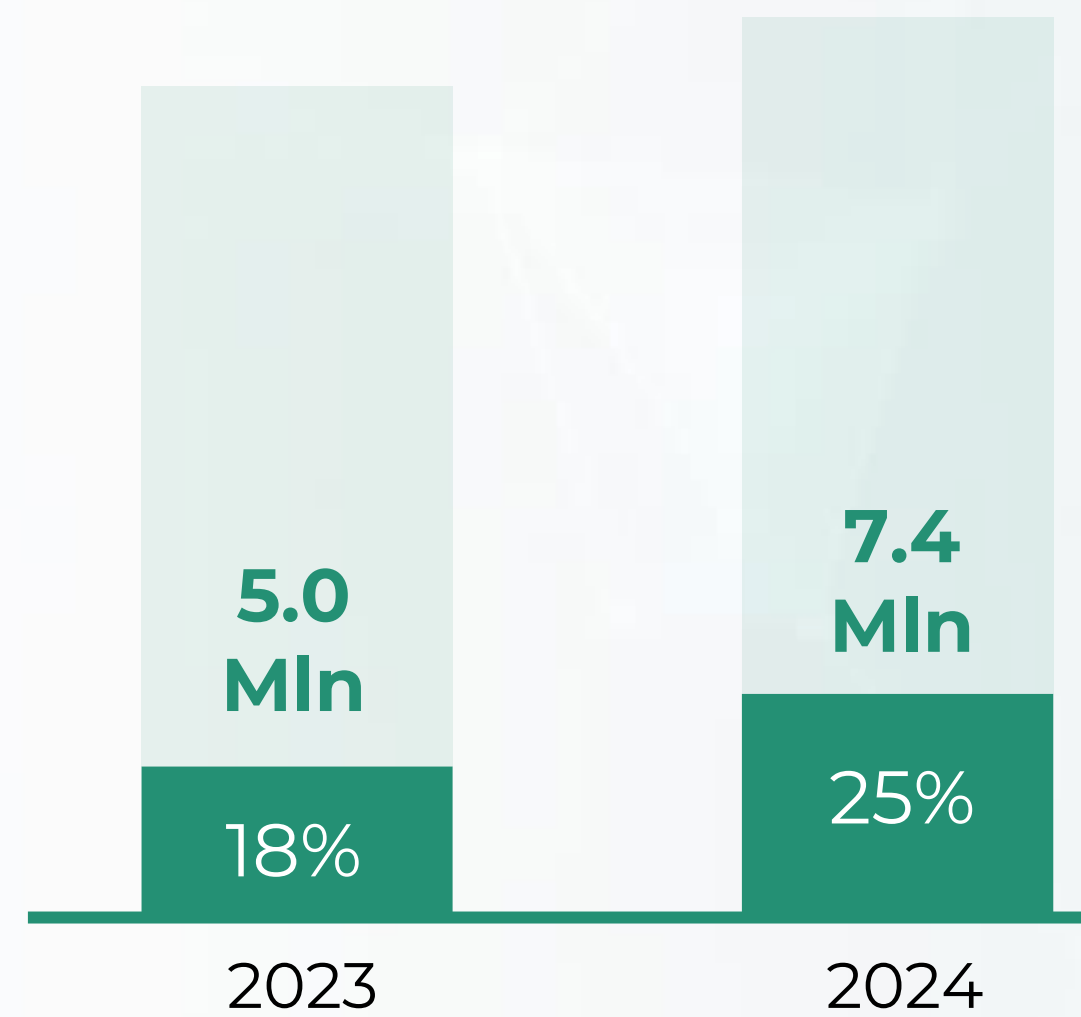
+8% vs 2023



Total Revenues

RECORD-LEVEL PROFITABILITY

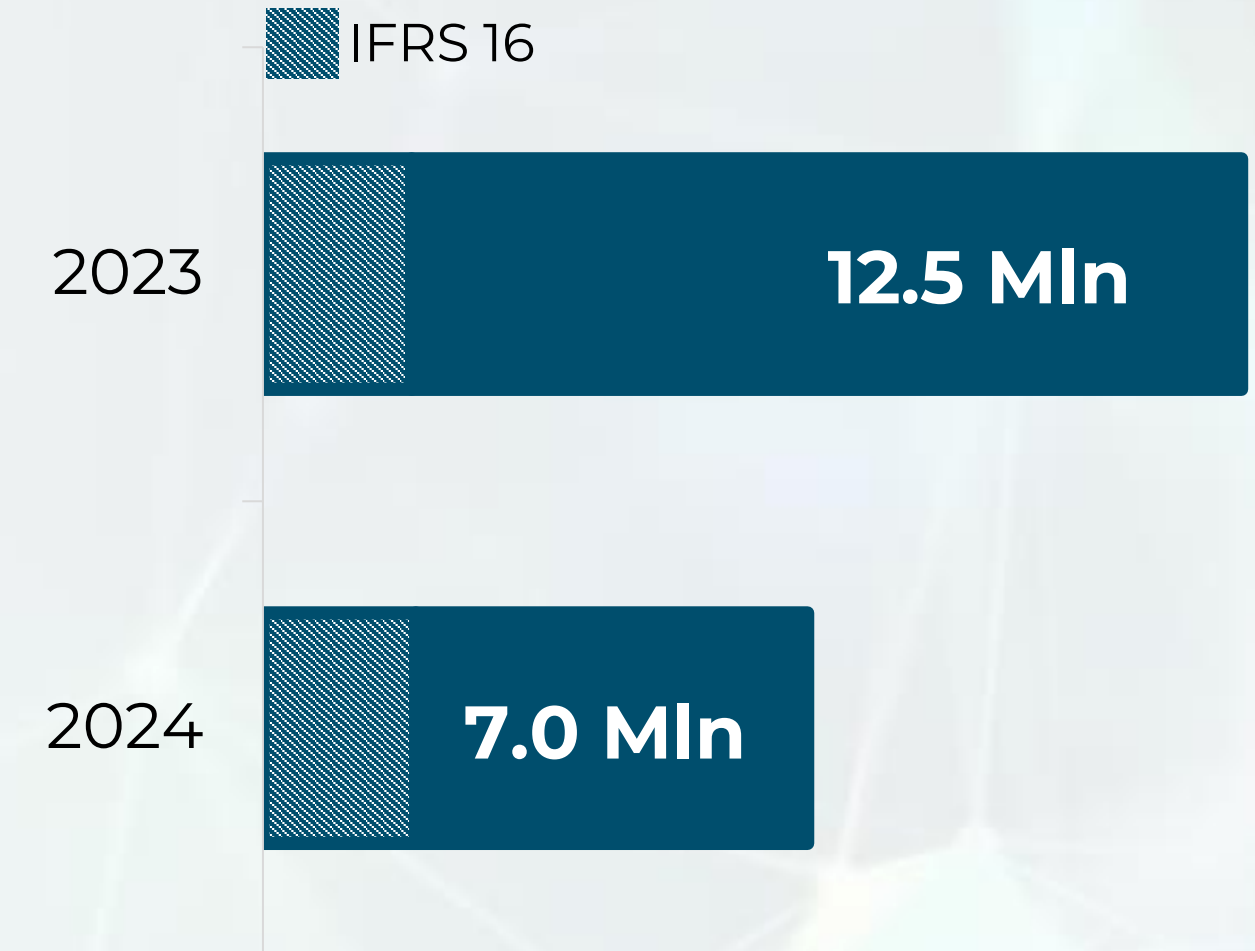
+47% vs 2023



EBITDA

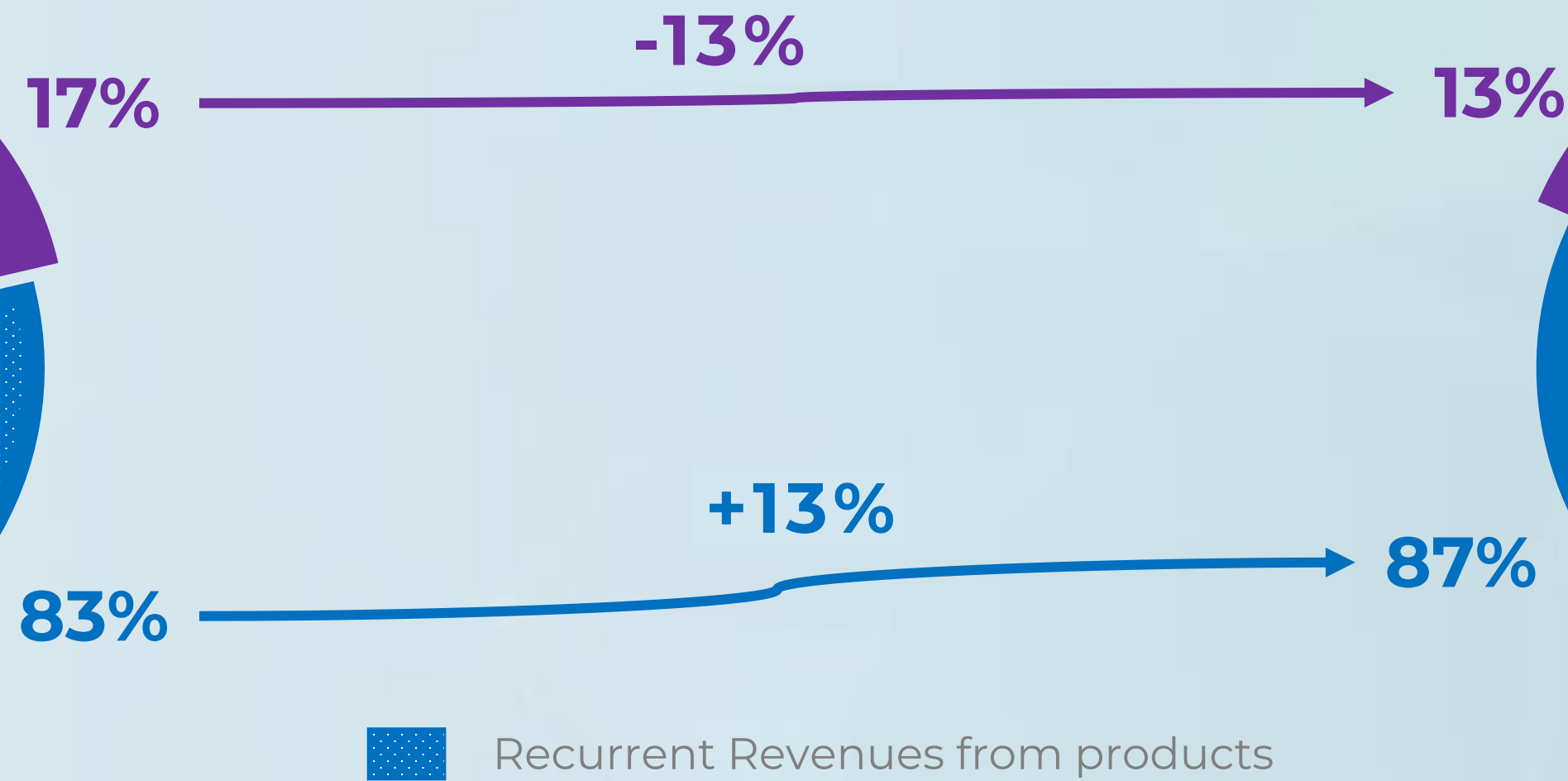
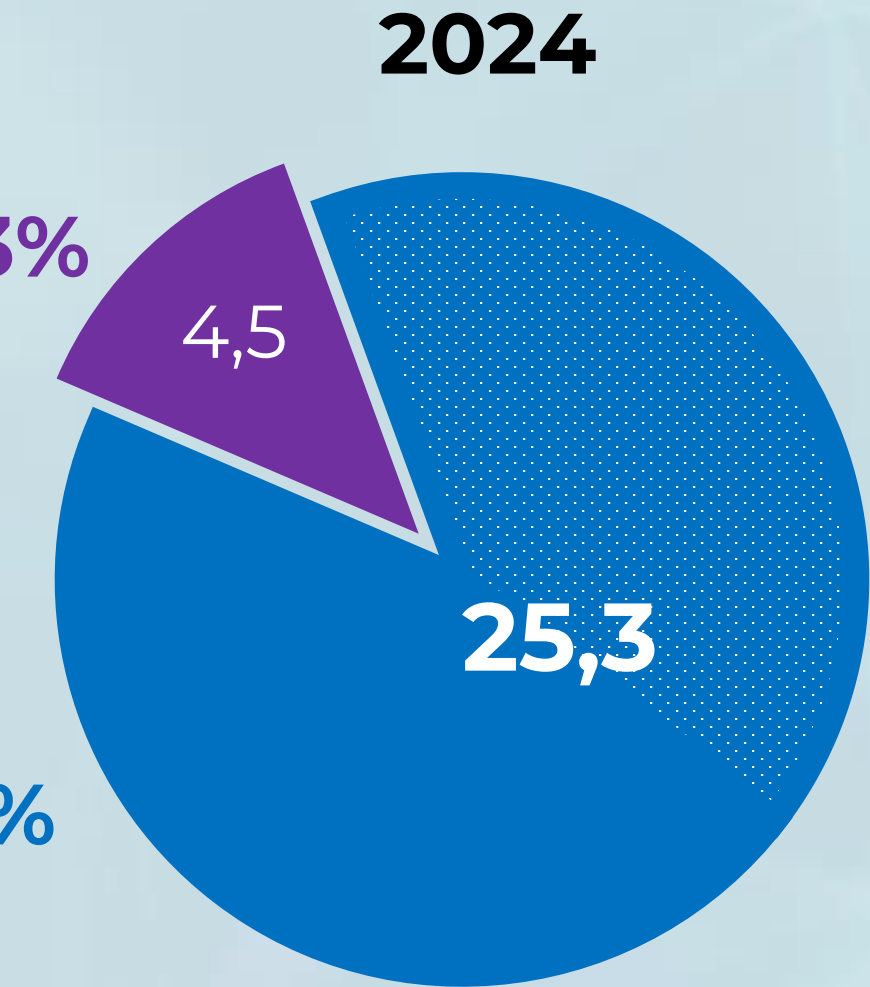
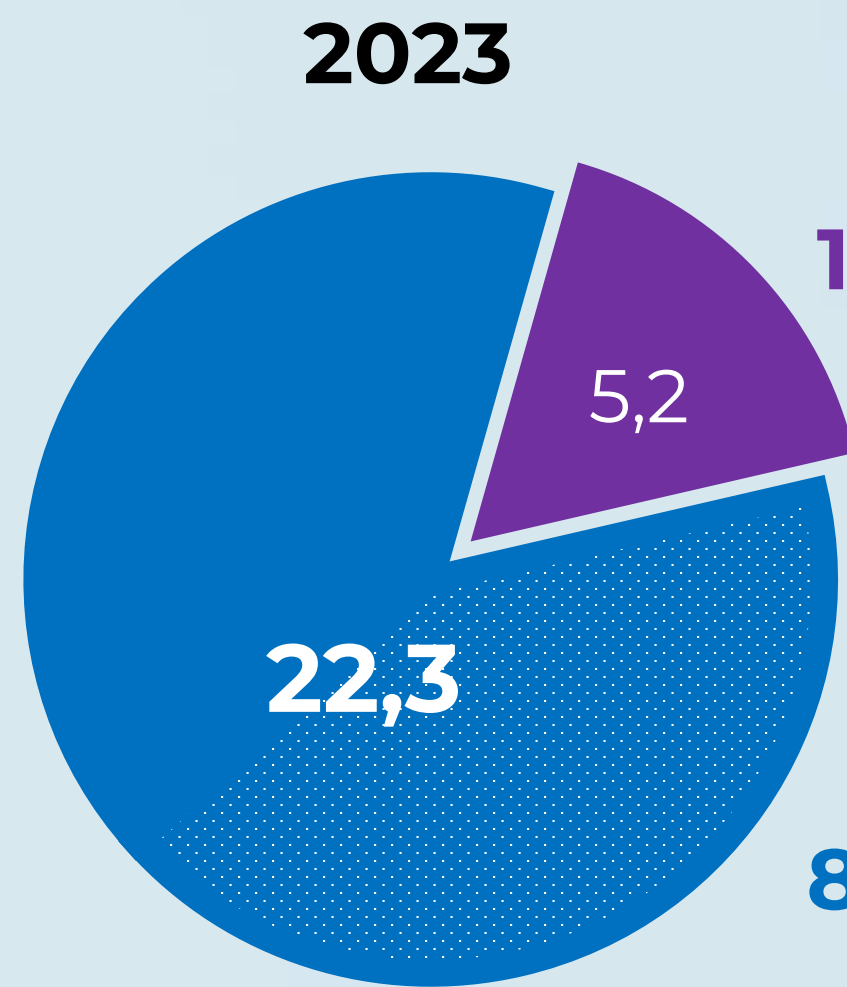
HALVED DEBT

-44% vs 2023



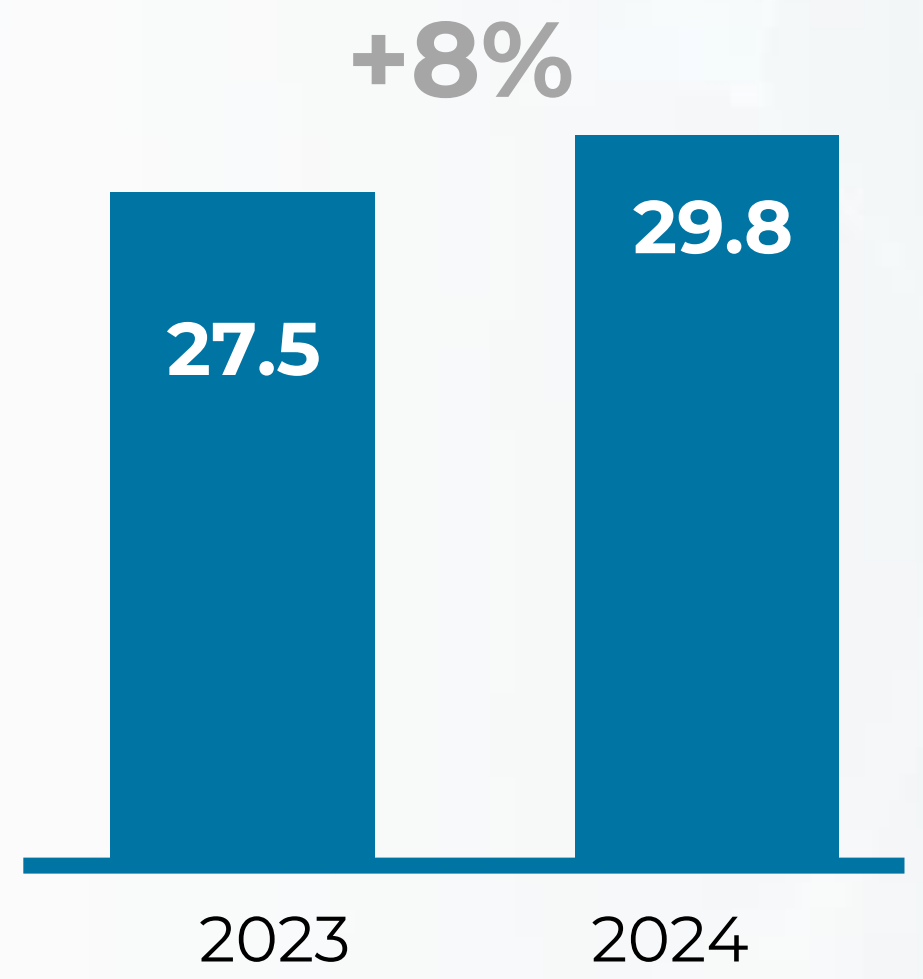
Net Financial Position

HOW REVENUES INCREASED



Mln €

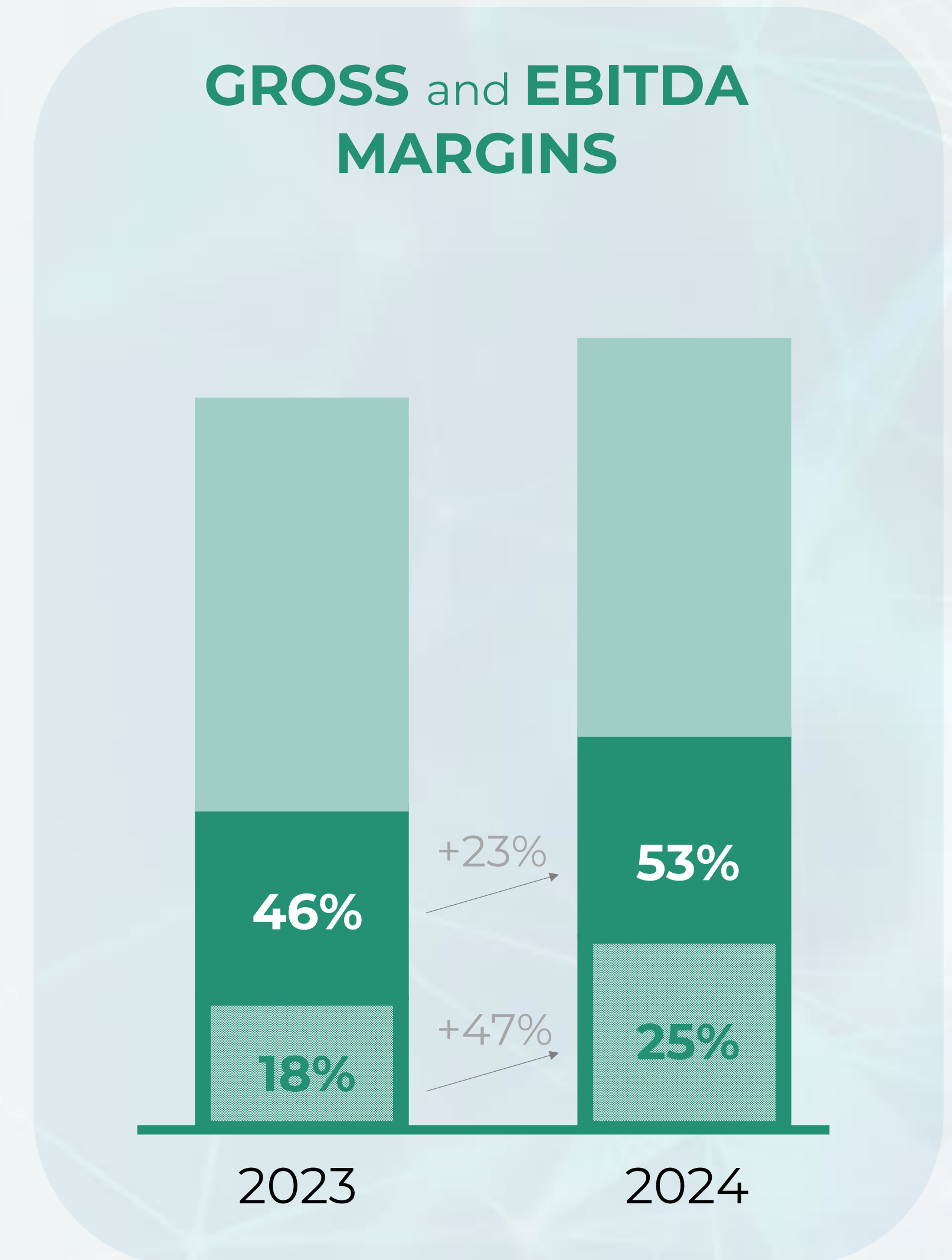
- 0,7 Mln €
in revenues from
PROJECTS



+ 3,0 Mln €
in revenues from
PRODUCTS

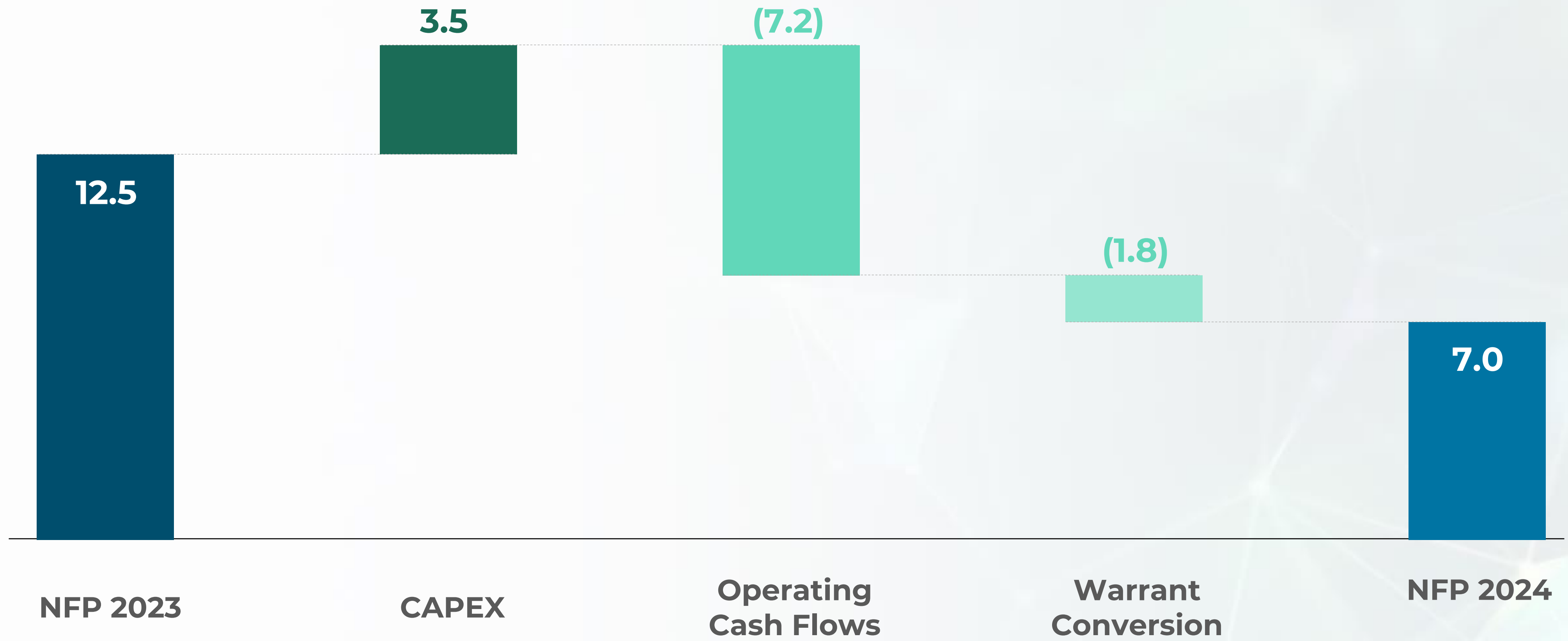
HOW MARGINALITY INCREASED

| | 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 |



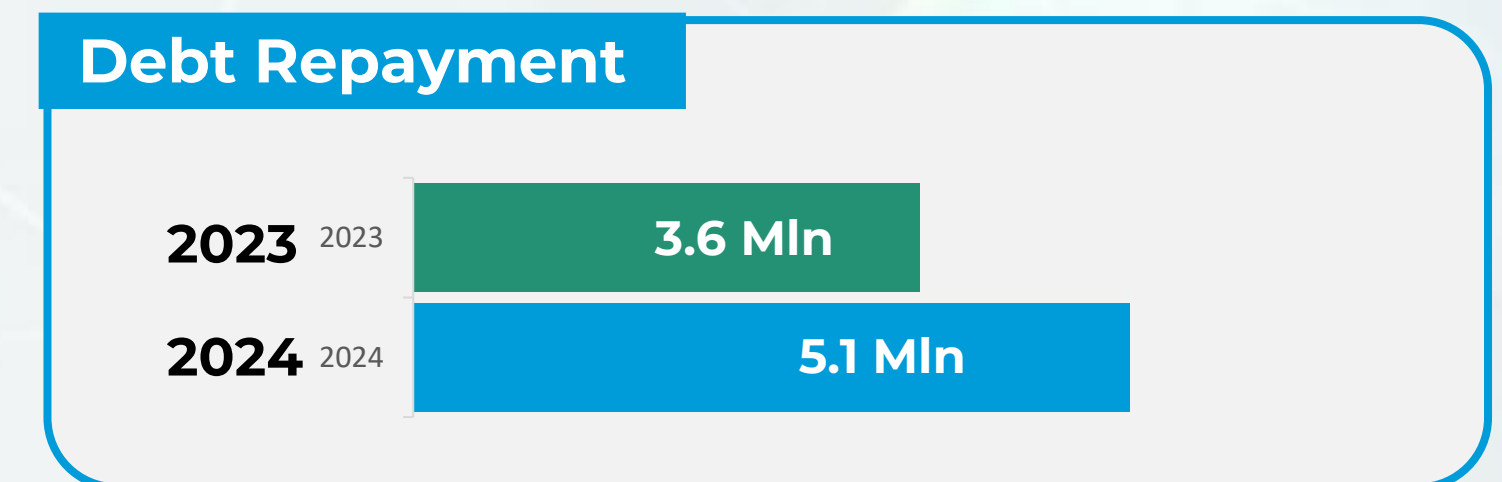
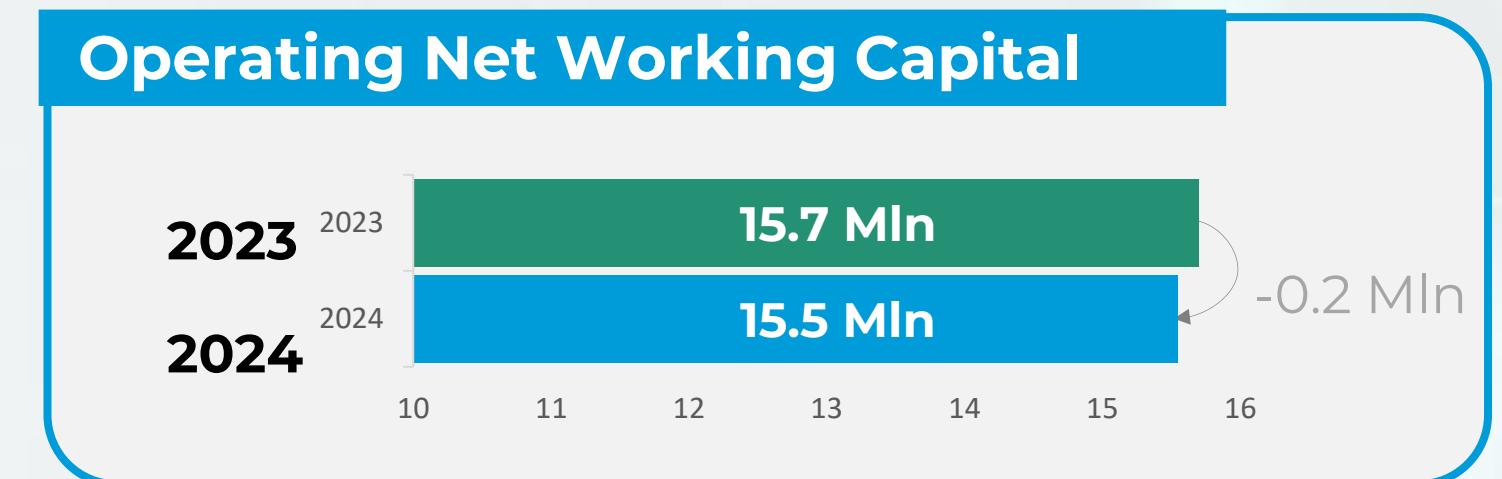
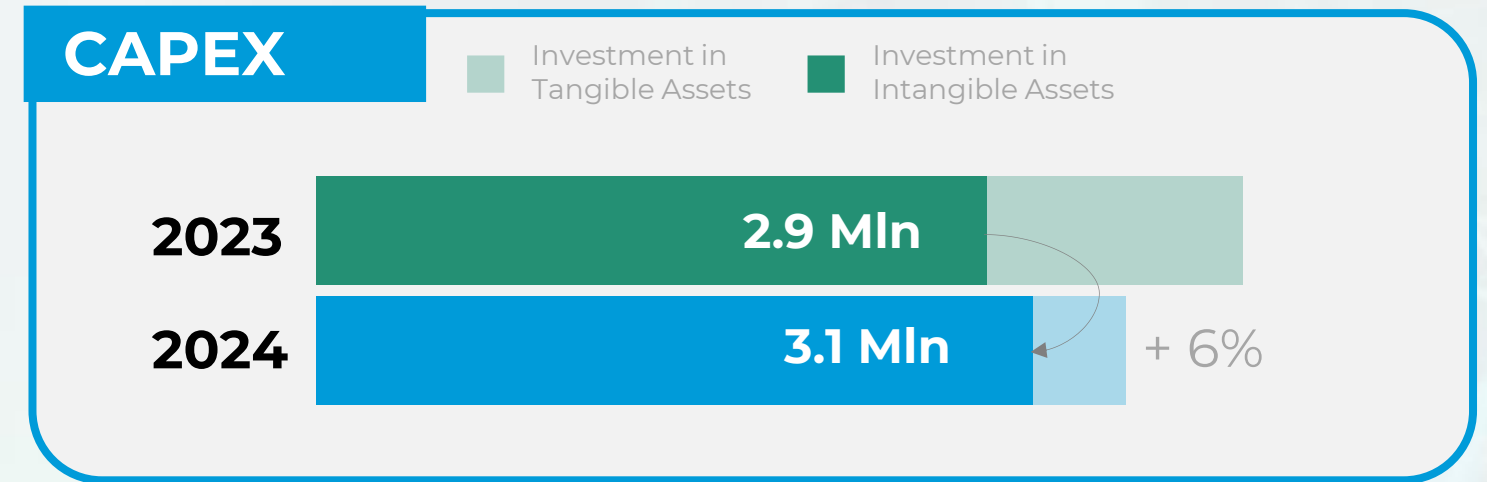
HOW NET FINANCIAL POSITION IMPROVED

Mln €







| €/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



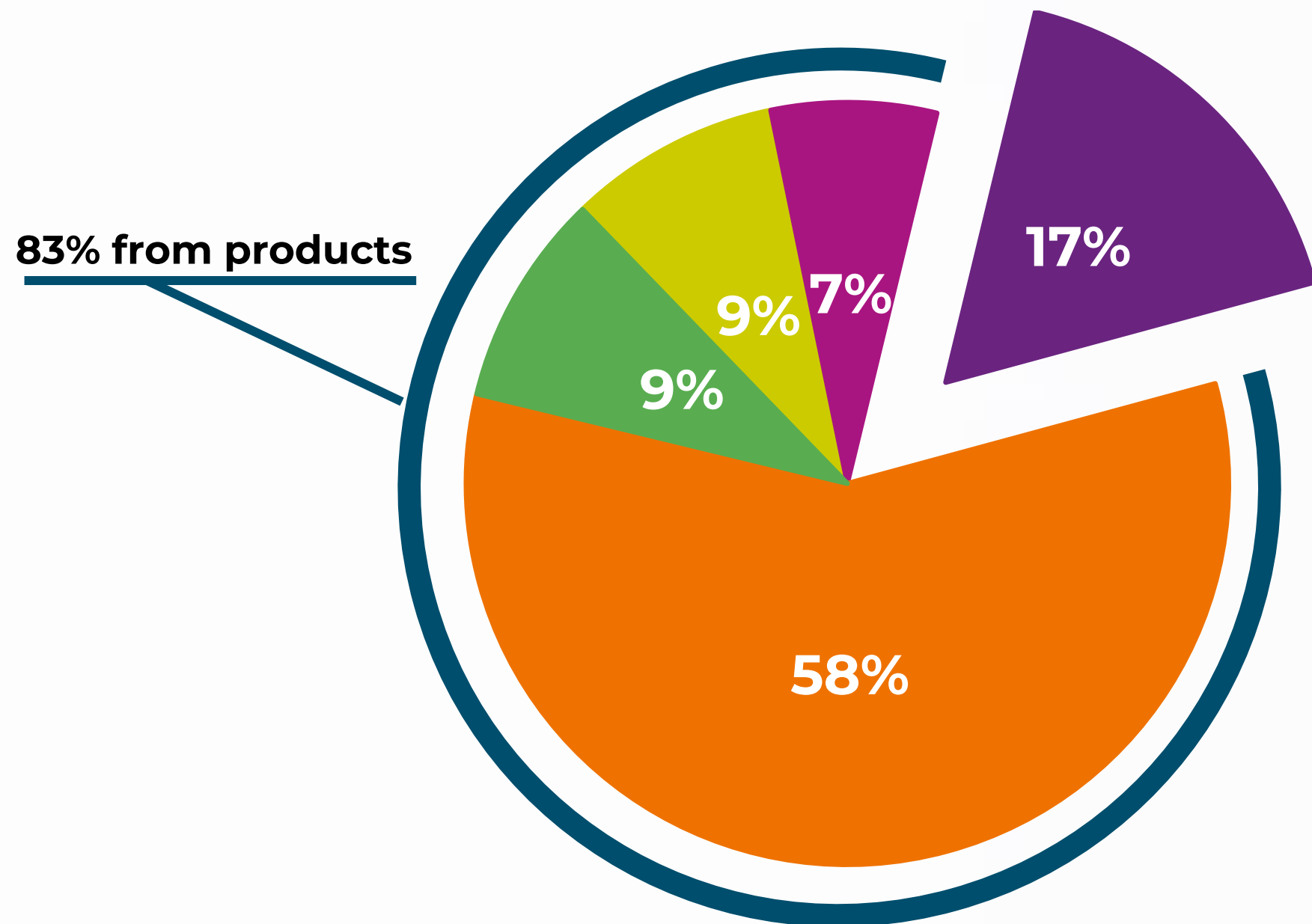
+1% vs2023



+15% vs2023

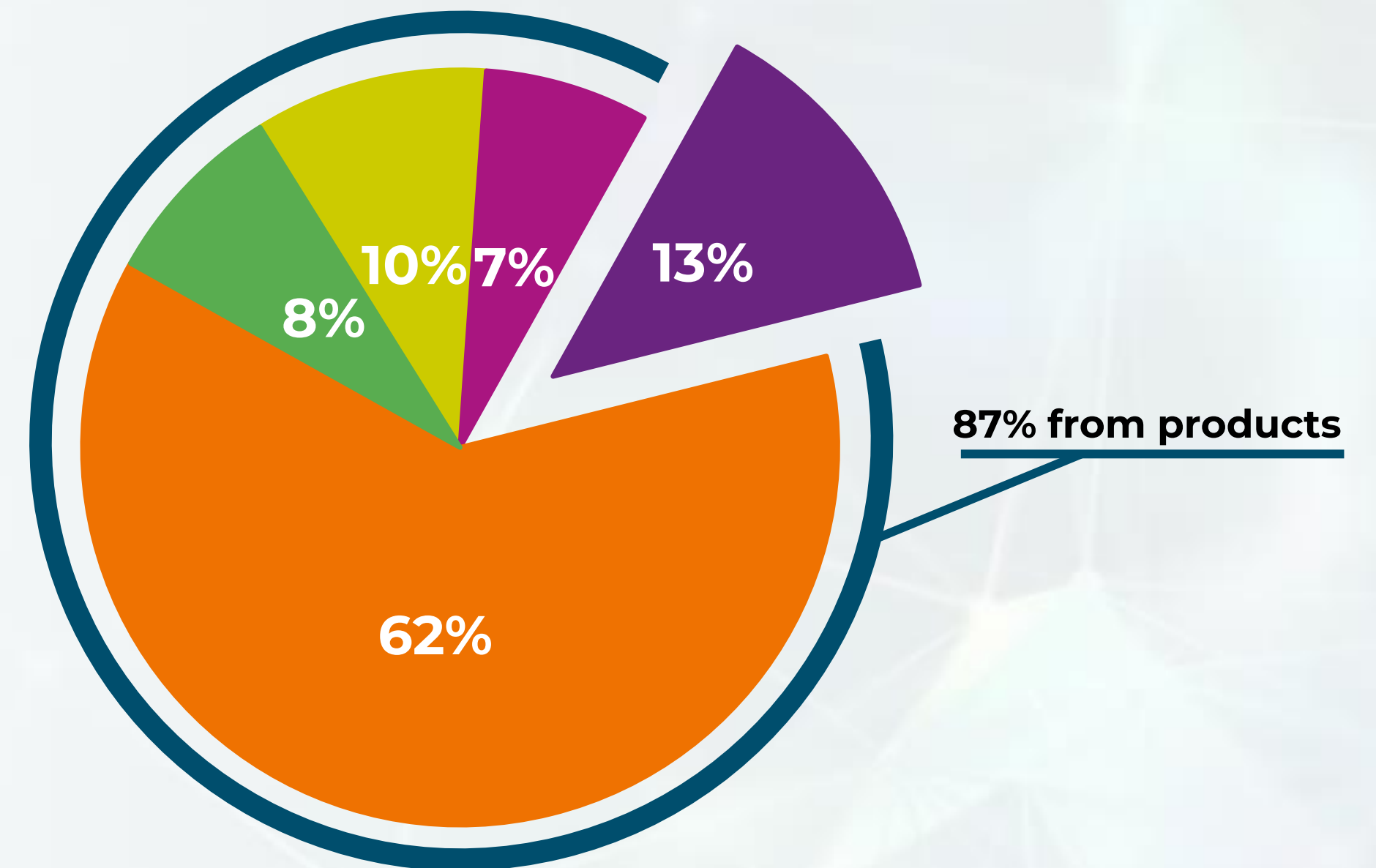


-9% vs2023



2023 REVENUES BREAKDOWN

- CUSTOM PROJECTS
- OTHER PRODUCTS
- ESG PRODUCTS
- ENERGY PRODUCTS
- HEALTHCARE PRODUCTS

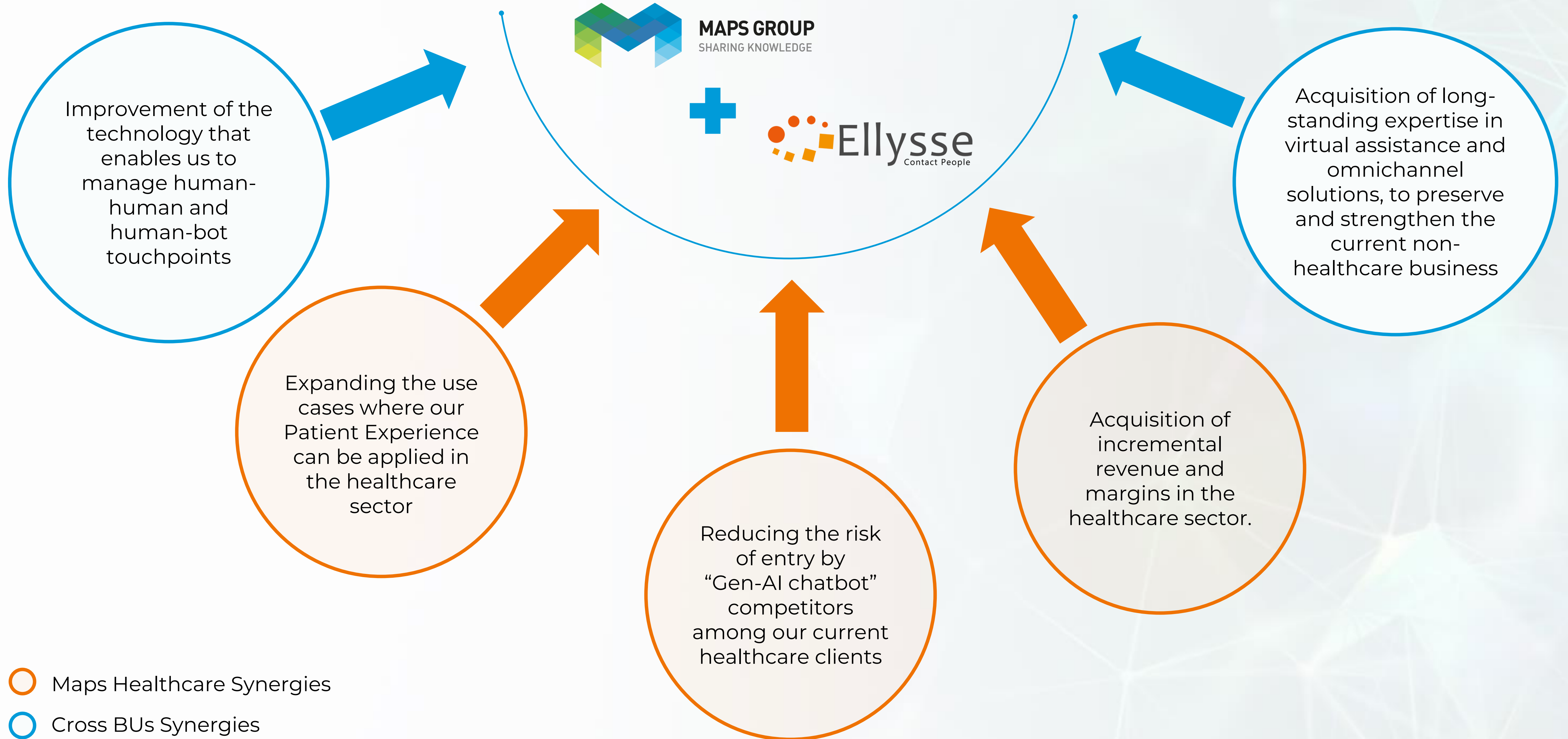


2024 REVENUES BREAKDOWN

ELLYSSE OPERATION



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- Maps Healthcare Synergies
- Cross BUs Synergies

5x

Evaluation
Multiple

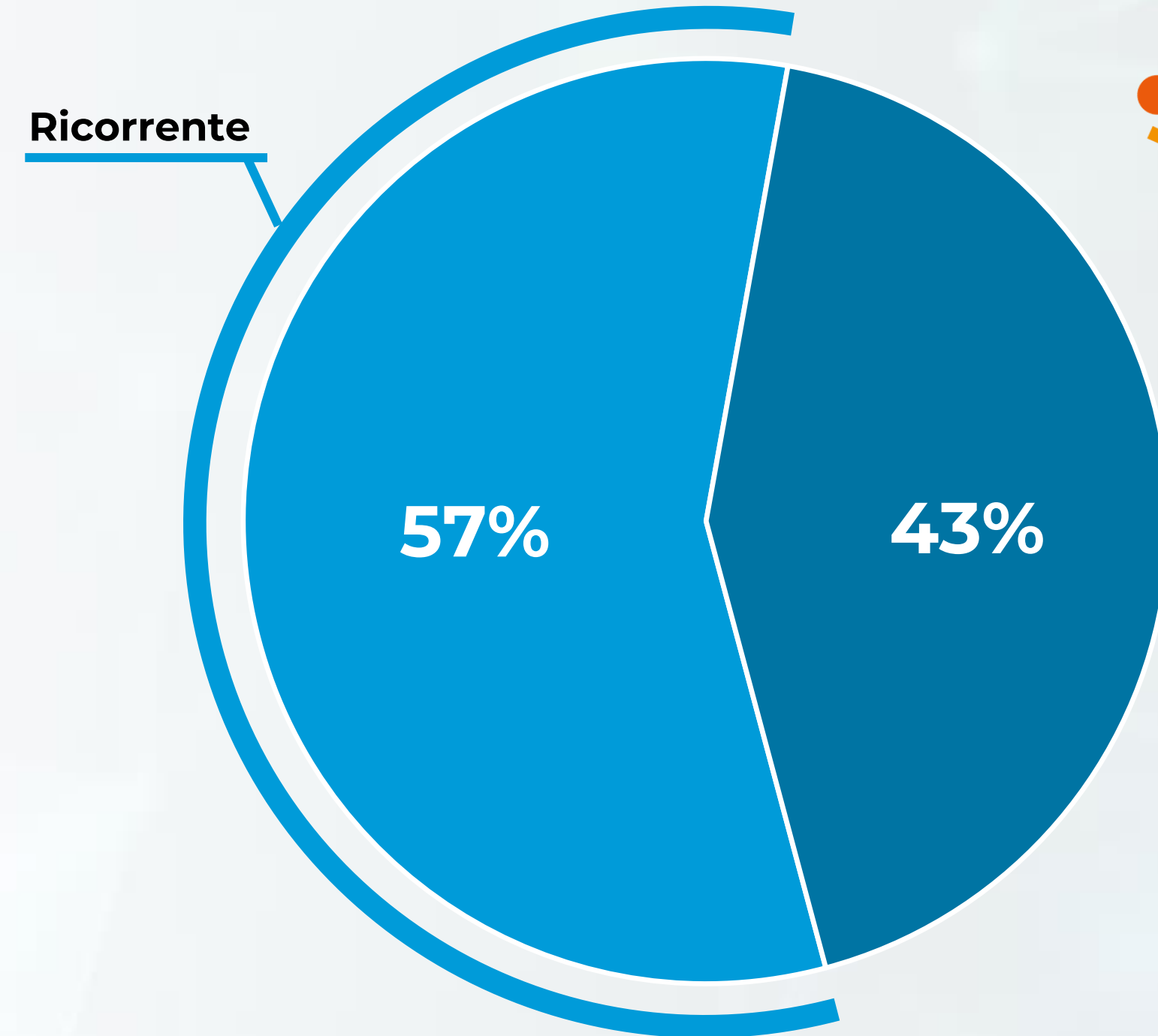
51%

Acquired
Equity Capital

1.658.306 €
Cash Payment

Based in Reggio Emilia, the company is specialized in the design and development of **VIRTUAL ASSISTANCE** and **OMNICHANNEL** solutions, powered by **GENERATIVE-AI**, and marketed under the proprietary brand "Contatta".

"Contatta" supports users throughout every stage of the customer journey, across both physical and digital touchpoints improving the overall experience for users and patients.

2024 REVENUES FULLY GENERATED BY PRODUCTS

TOTAL REVENUES

2,008 k€

EBITDA Adj

593 k€

NET FINANCIAL POSITION

Non tiene conto degli effetti dell'IFRS 16

-645 k€
(Cash Positive)

EMPLOYEES

11

WHAT'S NEXT



MAPS GROUP
SHARING KNOWLEDGE



- Leverage ready-made products to meet the growing market demand for an improved **PATIENT EXPERIENCE** across the country
- Apply our expertise in managing complex data to deliver **DATA-DRIVEN GOVERNANCE** for our clients
- Capitalize on our experience in large-scale hospitals to meet the rapidly growing demand for digitalization and automation of healthcare processes in **MEDIUM-SIZED HOSPITALS**

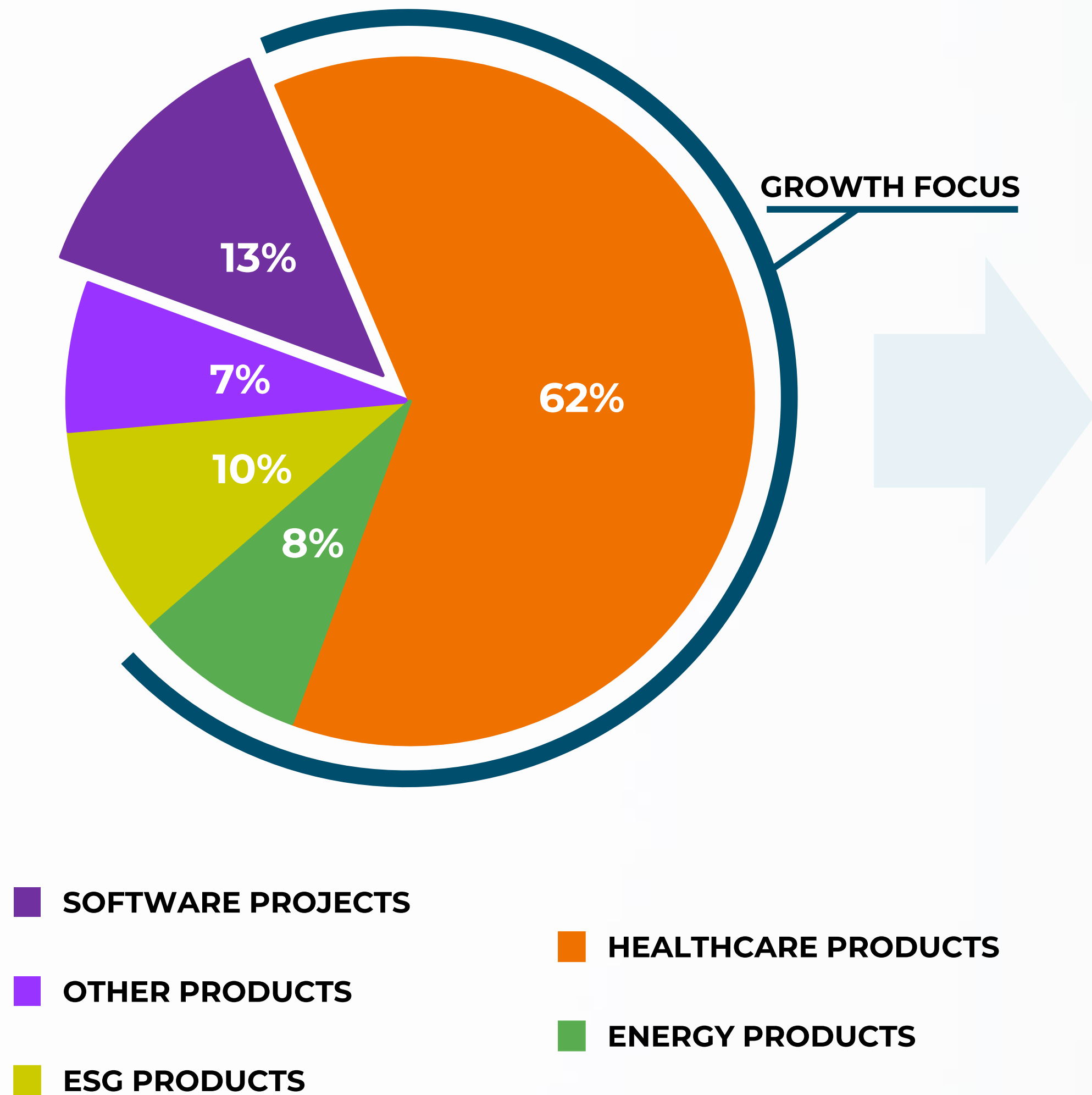
M&A



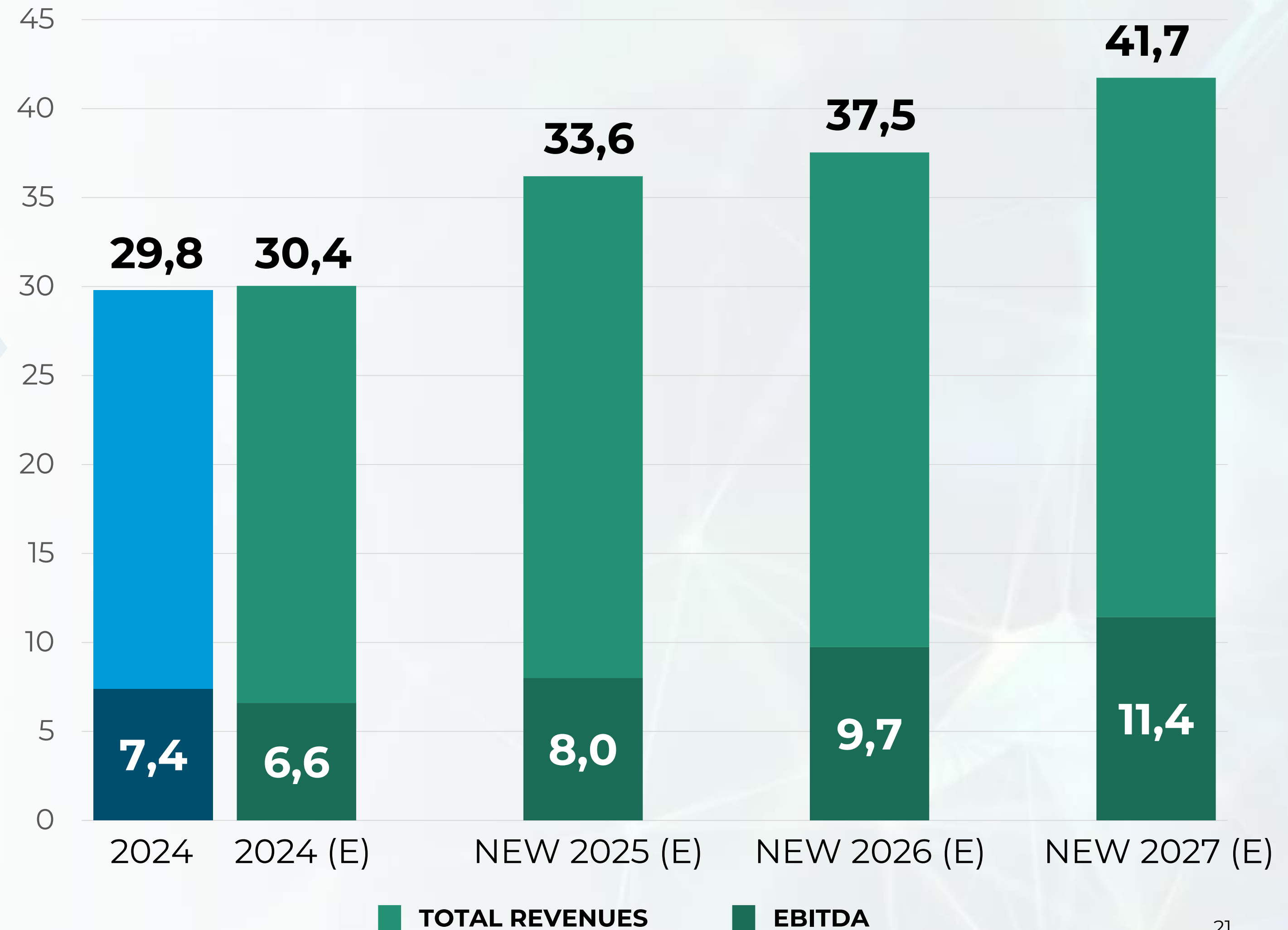
- Capitalize on our ready-made solutions and strong market positioning to become a **LEADING PLAYER IN ENERGY COMMUNITY** Management software.
- Leverage our digital platforms to enable real-time, autonomous energy monitoring and promote greater **ENERGY EFFICIENCY**.
- Expand into **INTERNATIONAL MARKETS** to scale our offering and seize emerging opportunities in the energy transition landscape.

M&A

2024 REVENUES BREAKDOWN



2025 – 2027 MARKET CONSENSUS TOTAL REVENUES





MAPS GROUP
SHARING KNOWLEDGE

mapsgroup.it

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