



MAPS GROUP
SHARING KNOWLEDGE

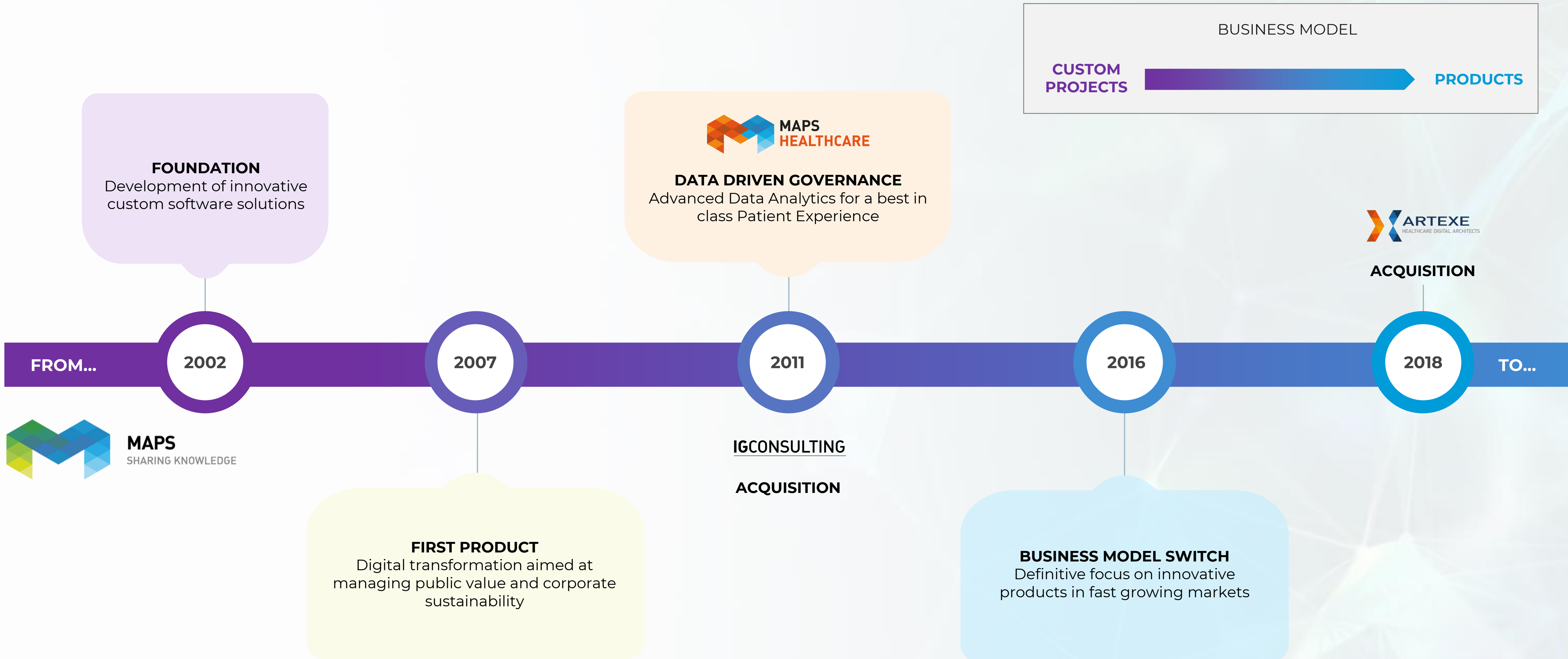
TP ICAP MIDCAP CONFERENCE 2025

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

WHO WE ARE



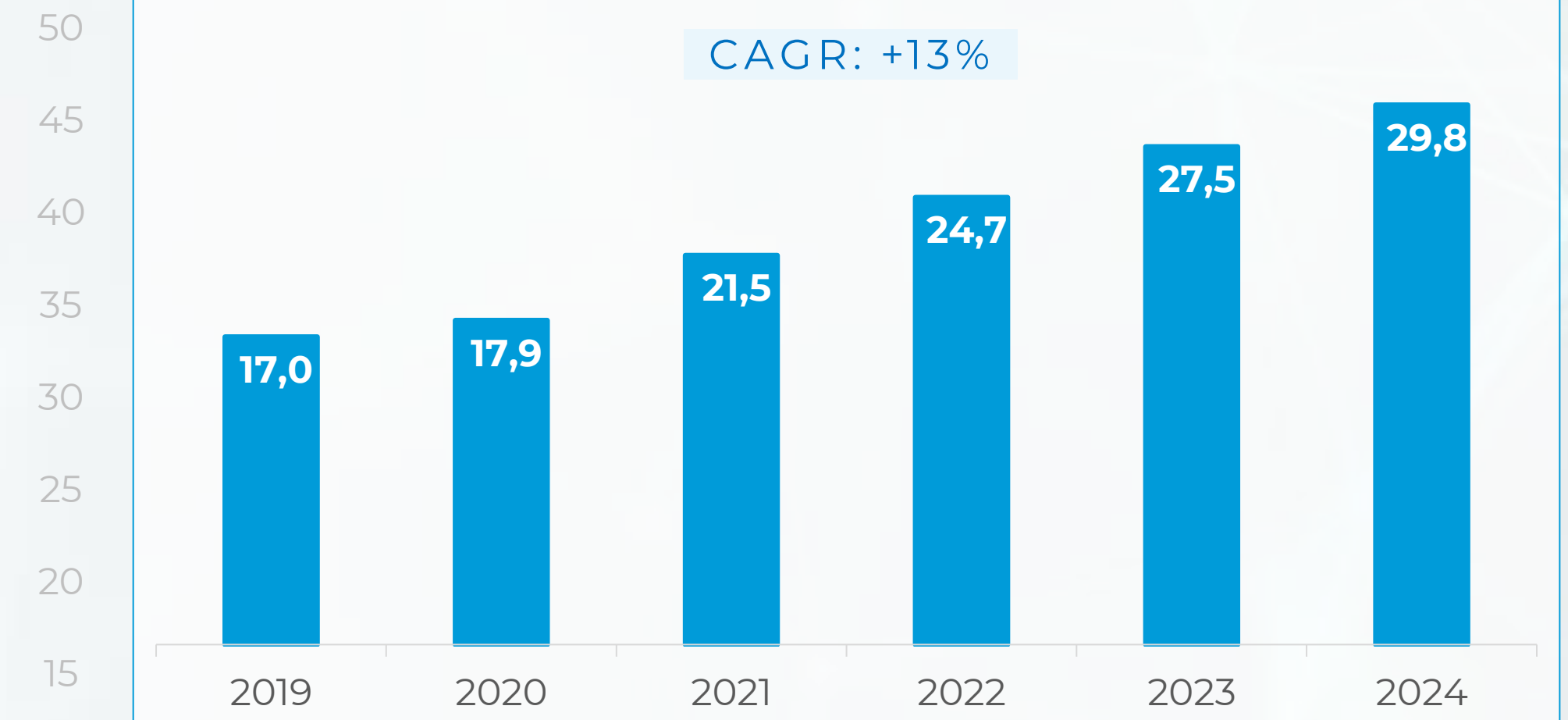
MAPS GROUP
SHARING KNOWLEDGE



Market Capitalization (Mln)



Total Revenues (Mln €)



TO...

2019

2020

2021

2022

2025

 **BORSA ITALIANA**

IPO

Recognition of value and
a boost to growth

M&A



M&A



M&As



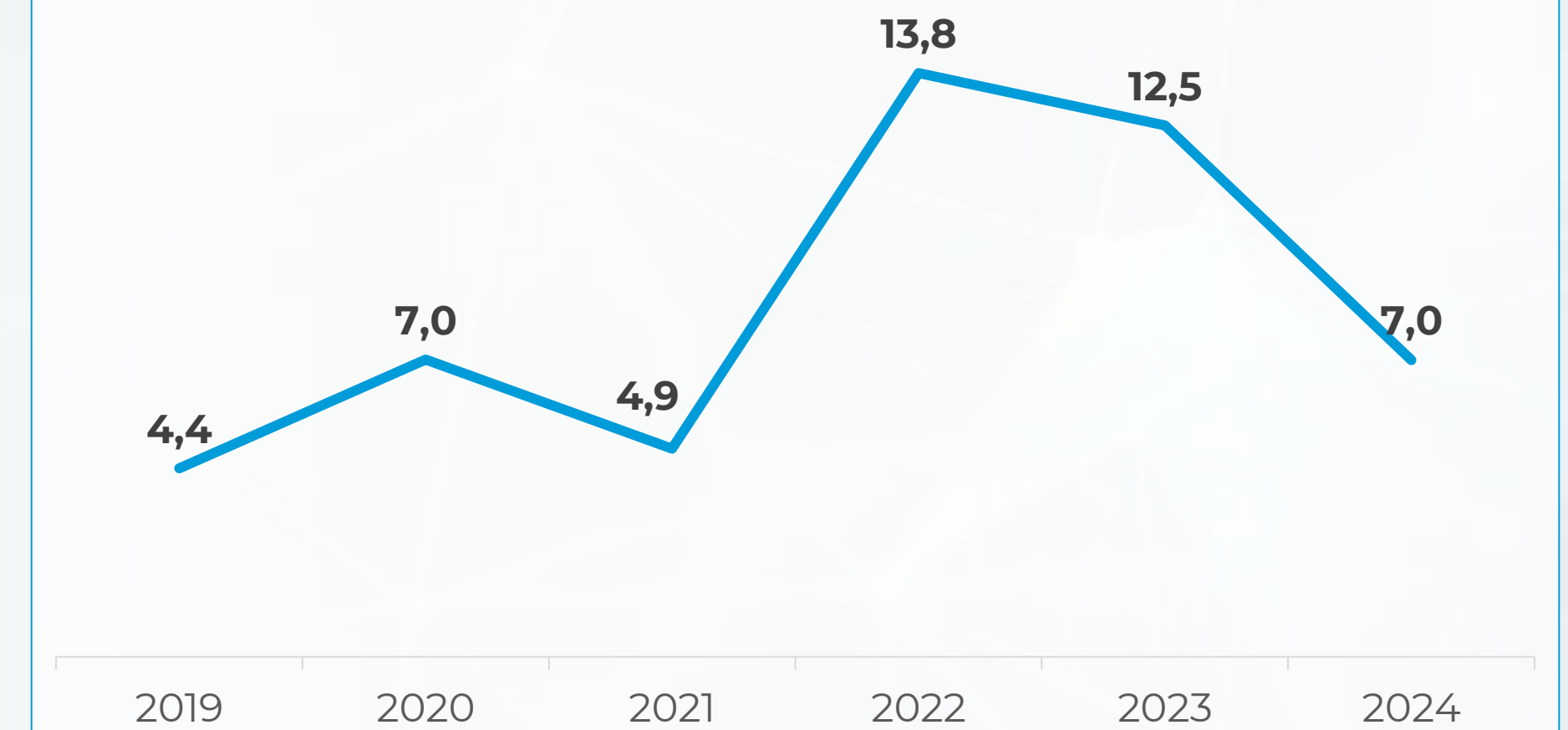
M&A



 **MAPS ENERGY**

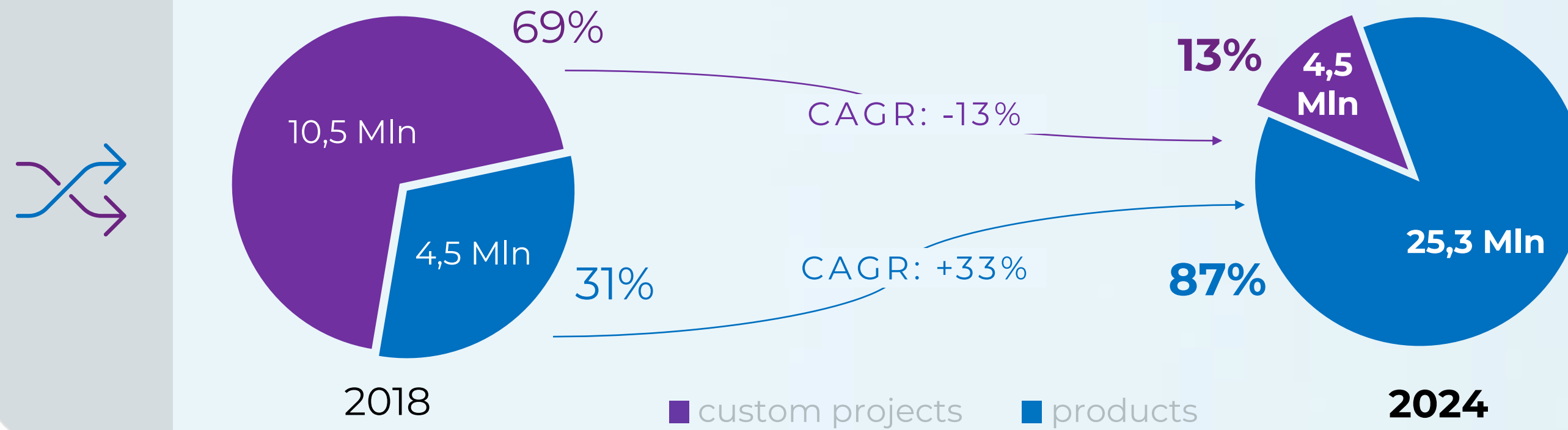
DIGITAL ENERGY ENABLER
Intelligent software for
optimal management of
complex energy systems

Net Financial Position (Mln €)

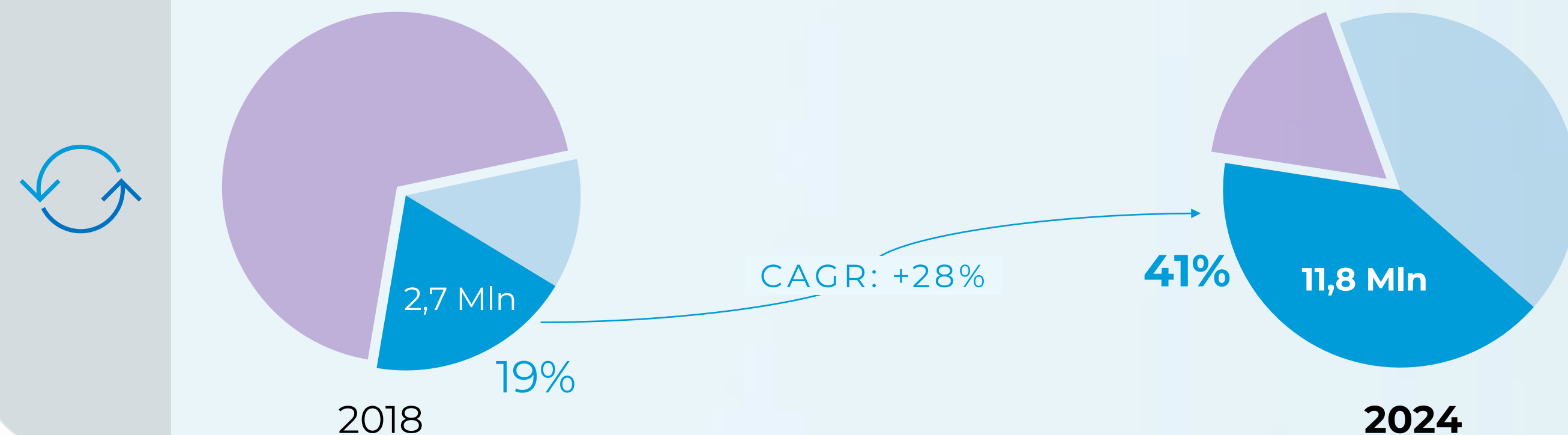


FROM CUSTOM PROJECTS TO PRODUCTS

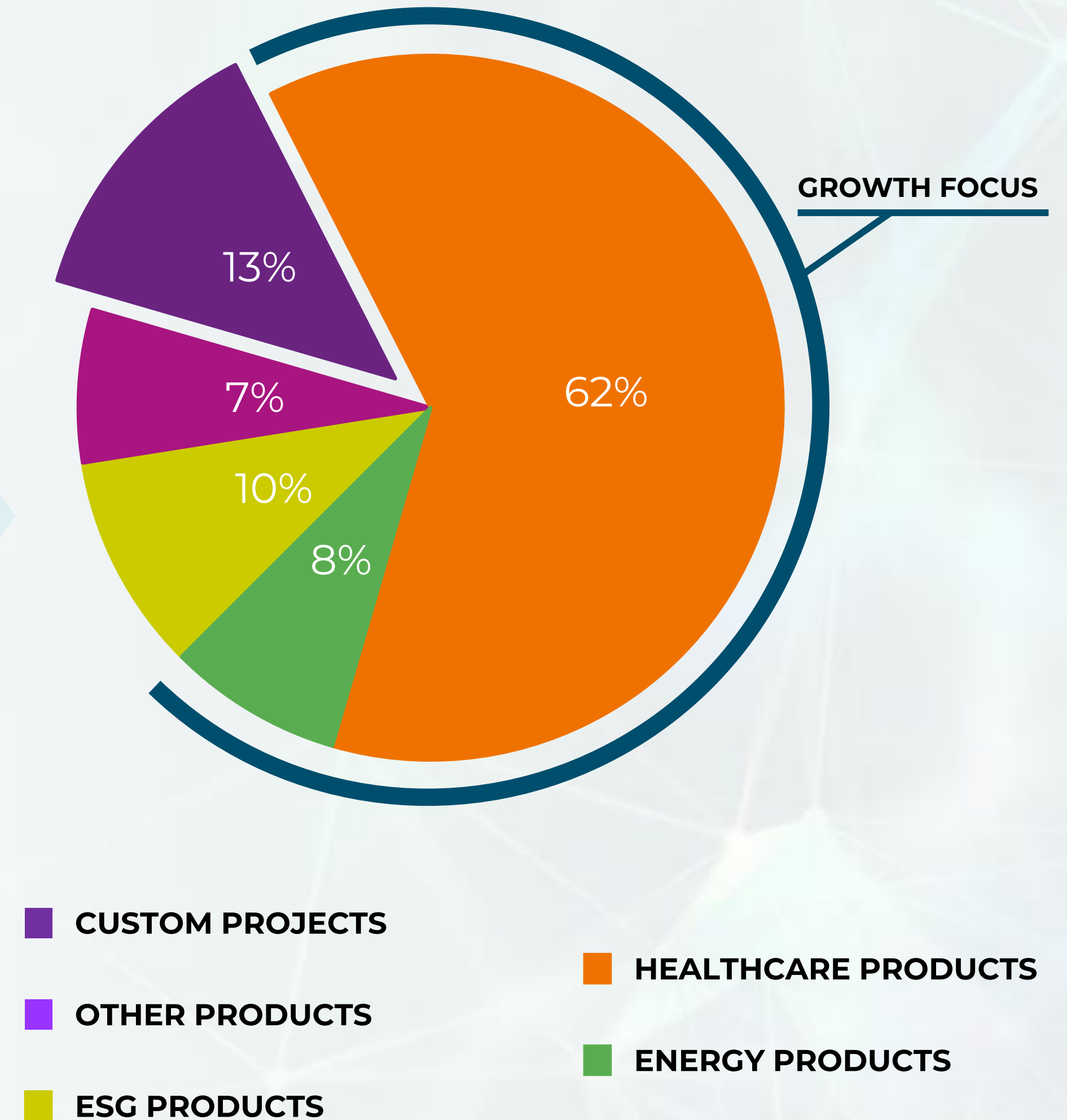
REVENUES COMPOSITION



RECURRING FEES



2024 REVENUES BREAKDOWN



WHAT WE DO



MAPS GROUP
SHARING KNOWLEDGE



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

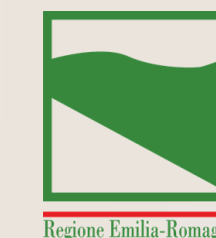


HUMANITAS

Gemelli

GRUPPO OSPEDALIERO SAN DONATO

REGIONE PUGLIA



CASA SOLLIEVO DELLA SOFFERENZA
SAN GIOVANNI ROTONDO



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



edison

iren

a2a

CALZEDONIA



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



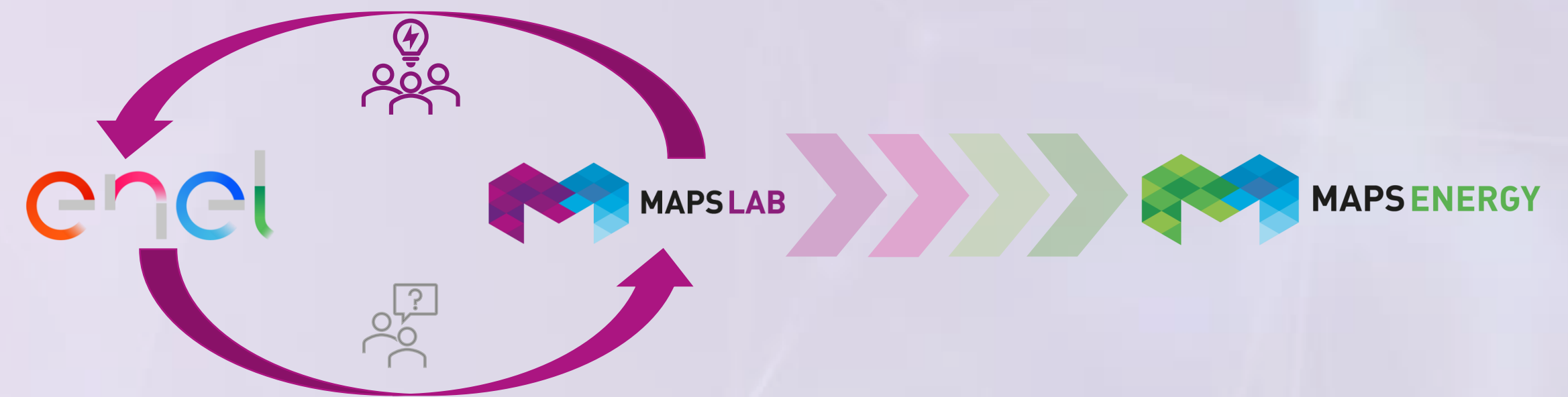
VALUE GOVERNANCE



VALUE PEOPLE



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



HEALTHCARE



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SHARING KNOWLEDGE



ITALIAN LEADER IN PATIENT EXPERIENCE SOLUTIONS:

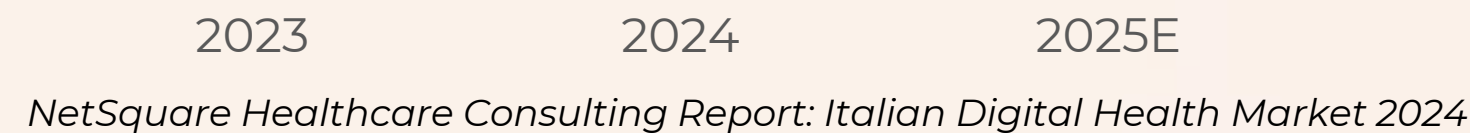


A FAST-GROWING MARKET

Billions of euros

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

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



HUMANITAS

Gemelli
Fondazione Policlinico Universitario Agostino Gemelli IRCCS
Università Cattolica del Sacro Cuore

**OSPEDALE NIGUARDA
CA' GRANDA**

**GRUPPO OSPEDALIERO
SAN DONATO**

**KOS
group**

KORIAN

REGIONE PUGLIA



**GVM
CARE & RESEARCH**

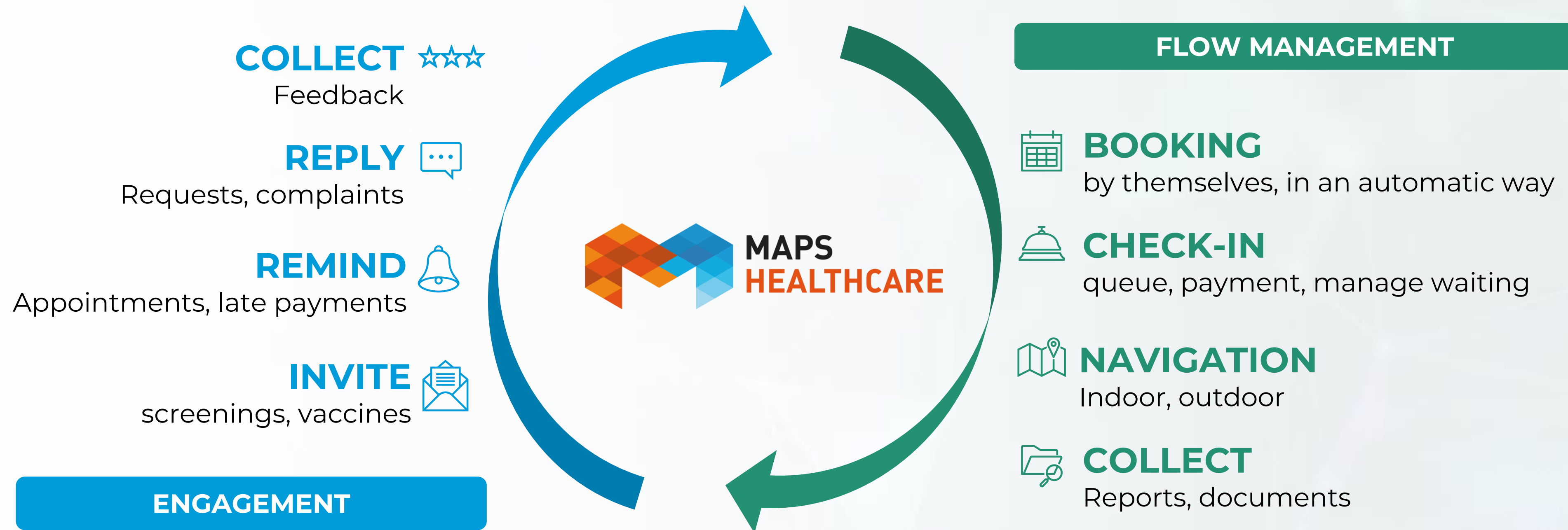
**ASL
ROMA 1**

**REGIONE
ABRUZZO**

**CASA
SOLLIEVO DELLA
SOFFERENZA**
SAN GIOVANNI ROTONDO

**SANTA LUCIA
NEUROSCIENZE
E RIABILITAZIONE**

BEST EXPERIENCE FOR DIFFERENT PATIENTS

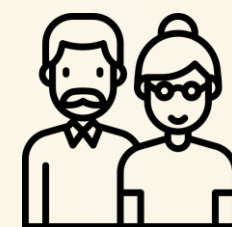


ANALOGICAL PATIENT

AGE: > 70 Years

TOTAL PATIENT: 25%

TOTAL POPULATION: 45%



PHYGITAL PATIENT

AGE: 50 - 69 Years

TOTAL PATIENT: 35%

TOTAL POPULATION: 35%



DIGITAL PATIENT

AGE: 18 - 49 Years

TOTAL PATIENT: 40%

TOTAL POPULATION: 30%

EXPERIENCING THE OUTPATIENT JOURNEY





Data Driven support for better **STRATEGIC AND OPERATIONAL DECISIONS**



MODULAR and **SCALABLE**
software



SEMANTIC ENGINES for
automatic understanding of
clinical documents



SHORTEN WAITING LISTS
by forecasting and
monitoring the usage of
healthcare services

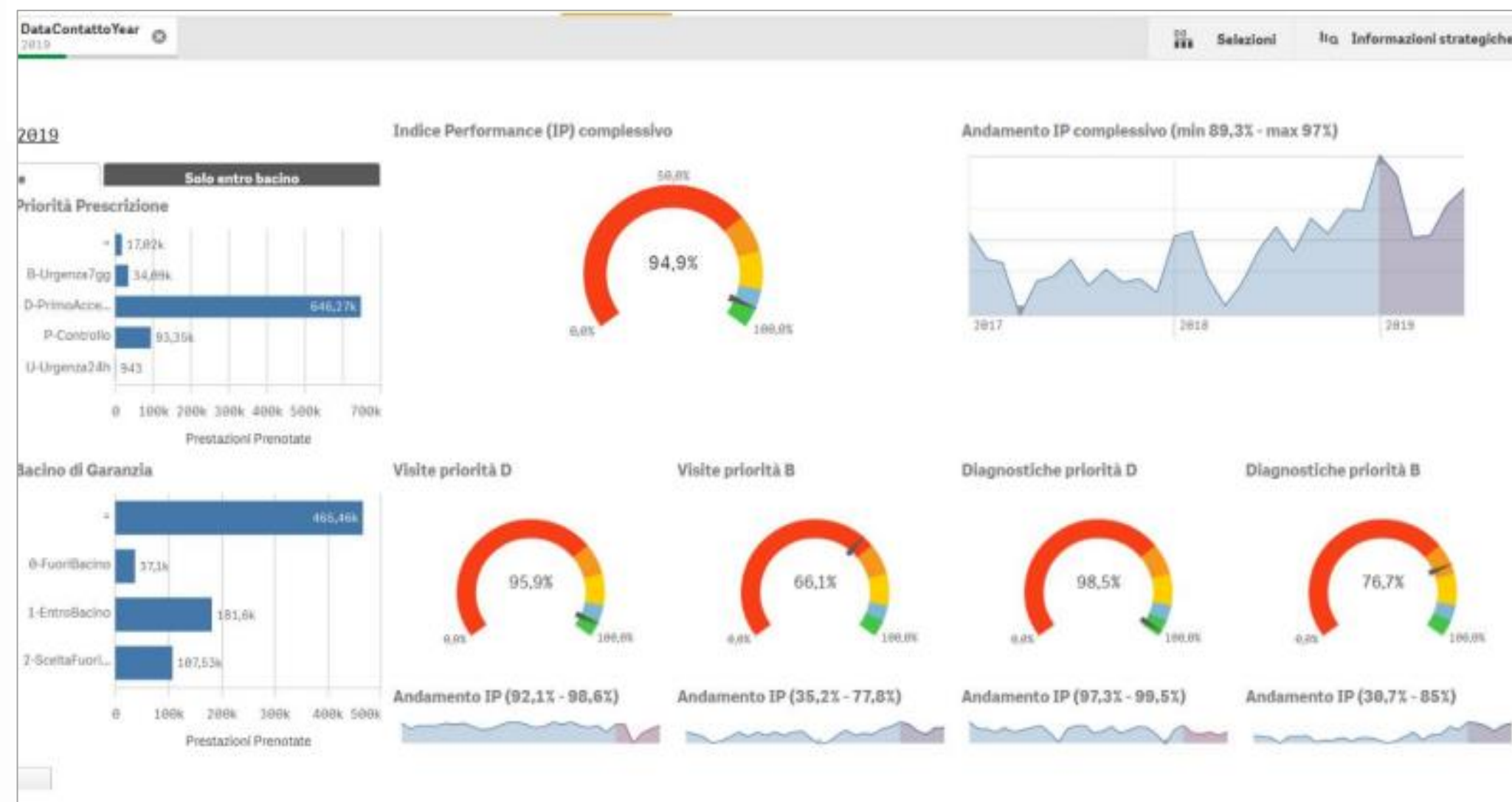


Identify and measure the
APPROPRIATENESS of
diagnostic **TEST**
REQUESTS

A TASTE OF OUR DDG: SHORTEN WAITING LISTS

Detailed analysis of Residual availability, threshold overruns, and waiting list performance

Detailed analysis of bookings, resources, appropriateness of requests, and actual availability of services



Distretto		Valori									
		18gg	30gg	60gg	90gg	120gg	Oltre	Altre Prestazi...	Ecoadd	EcoCap	EcoMam
Totale distretti		46	109	1158	739	1396	2342	509	1.015	512	43
CARPI		33	29	256	189	398	874	42	164	119	7
CASTELFRANCO EMILIA		1	7	31	47	47	92	8	4	3	7
EN851-1-VISITA ENDOCRINOLOGICA OK COVID (- ENDOCRINOLOGIA D7/D7 Polamb. c/o Casa della Salute CFE) - VISITA ENDO ED ECO TIROIDE											
EN856-1 VISITE + TIROIDE - OK COVID (- ENDOCRINOLOGIA UO CARPI PRESSO CASTELFRANCO/D7 Polamb. c/o Casa della Salute CFE) - VISITA ENDO											
RX888-6 - ECOGRAFIA ADDOME (RADIOLOGIA /Ca Ospedale Castelfranco) - ECO ADDOME								1		2	
RX888-26 - ECO TIROIDE (RADIOLOGIA /Ca Ospedale Castelfranco) - ECO TIROIDE									35		
RX857 - PG - ECO ADDOME (-SRV-POLIAMBULATORIO CASTELLO-CFE/D7 Priv Castello) - PG-ECO ADDOME (CF7)				20						5	
RX857-2 ECO TDA (SRV-POLIAMBULATORIO CASTELLO-CFE/D7 Priv Castello) - Eco capo collo tda										4	
RX857-3 COMMESSA LUNGA ECO CAPO-COLLO (POL CASTELLO CFE-RADIOLOGIA/D7 Priv Castello) - COMMESSA ECO CAPO-COLLO											7
RX857-5 - COMMESSA LUNGA ECO MAMMARIA (POL CASTELLO CFE-RADIOLOGIA/D7 Priv Castello) - COMMESSA LUNGA ECO MAMMARIA											
MIRANDOLA		4	53	318	171	279	545	139	194	72	8
MODENA		2		273	166	434	379	79	294	165	12
PRIVULLO		1	9	126	66	64		27	73	15	5
SASSUOLO				29	27	81		158	215	93	
VIGNOLA		5	19	71	42	69	269	64	77	35	4

Priorità	Azienda	Ricerca Branche	Ricerca Prestazioni
NO	Azienda Unità Sanitaria Locale di Modena	Altro	AGN8801 - VISITA ANGIOLOGICA (2198.001) - VisAng
SE	D1 Città di Carpi	Anestesia	AGN8802 - VISITA ANGIOLOGICA SUCCESSIVA (2849.001) - VisAngSucc
	D1 Hesperia	Cardiologia	AGN8803 - INIEZIONE INTRAVENOSA DI SOSTANZE SCLEROSANTI (1939.001) - Non associata ad aggregatore
	D1 Loxam	Chirurgia generale	AGN8835 - VISITA ANGIOLOGICA PER COMPLETAMENTO DIAGNOSTICO - Non associata ad aggregatore
	D1 S.Niccolò	Chirurgia plastica	AGN8809 - VIDEO MICROCOSCOPIA A SONDA OTTICA (2843.001) - Non associata ad aggregatore



Efficient **MANAGEMENT OF INPATIENT AND OUTPATIENT PROCESSES**



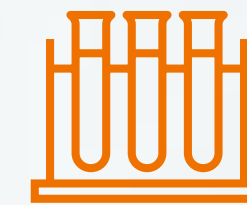
**OUTPATIENT
MANAGEMENT**



**INPATIENT
MANAGEMENT**



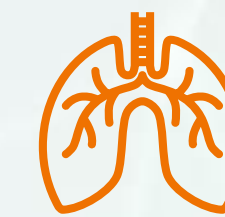
STREAMLINE EXECUTION OF DIAGNOSTIC SERVICES



LABORATORY TESTS



**PATHOLOGICAL
ANATOMY**



DIAGNOSTIC IMAGING

ENERGY



MAPS GROUP
SHARING KNOWLEDGE

DIGITAL ENERGY ENABLER FOR REAL TIME **MONITORING** AND **OPTIMIZATION**:



FLEXIBLE and **INTEROPERABLE**
data collection



REAL-TIME
monitoring and
controlling



AI-DRIVEN
forecasting and
optimization



CENTRALIZED
management and
REMOTE CONTROL



COMPANY IN THE **HEALTHCARE SECTOR**

Plants:

- 2,850 kW trigenerators
- 3 boilers of 4 MWt
- 3 refrigeration units of 2.5 MWfr

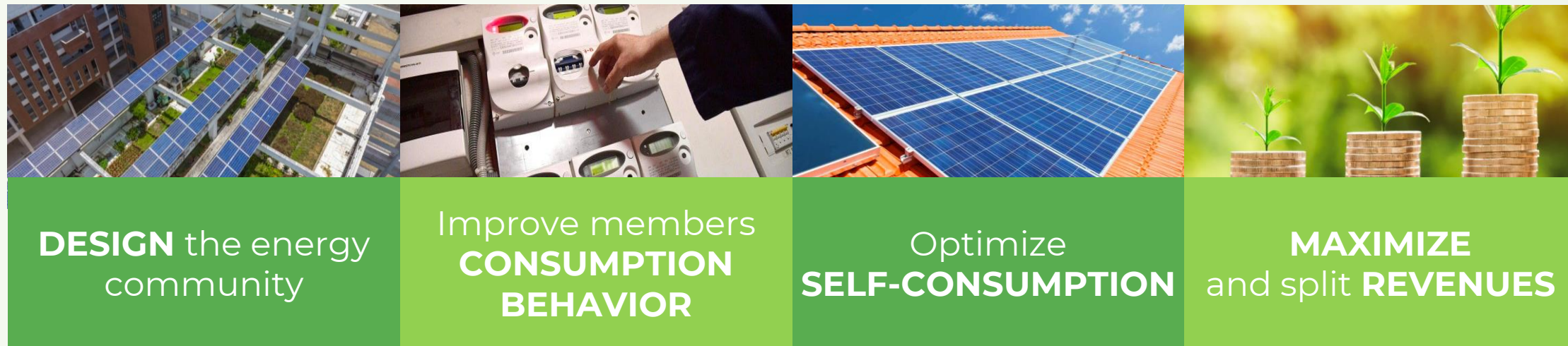

180.000 €
ANNUAL SAVINGS
27%



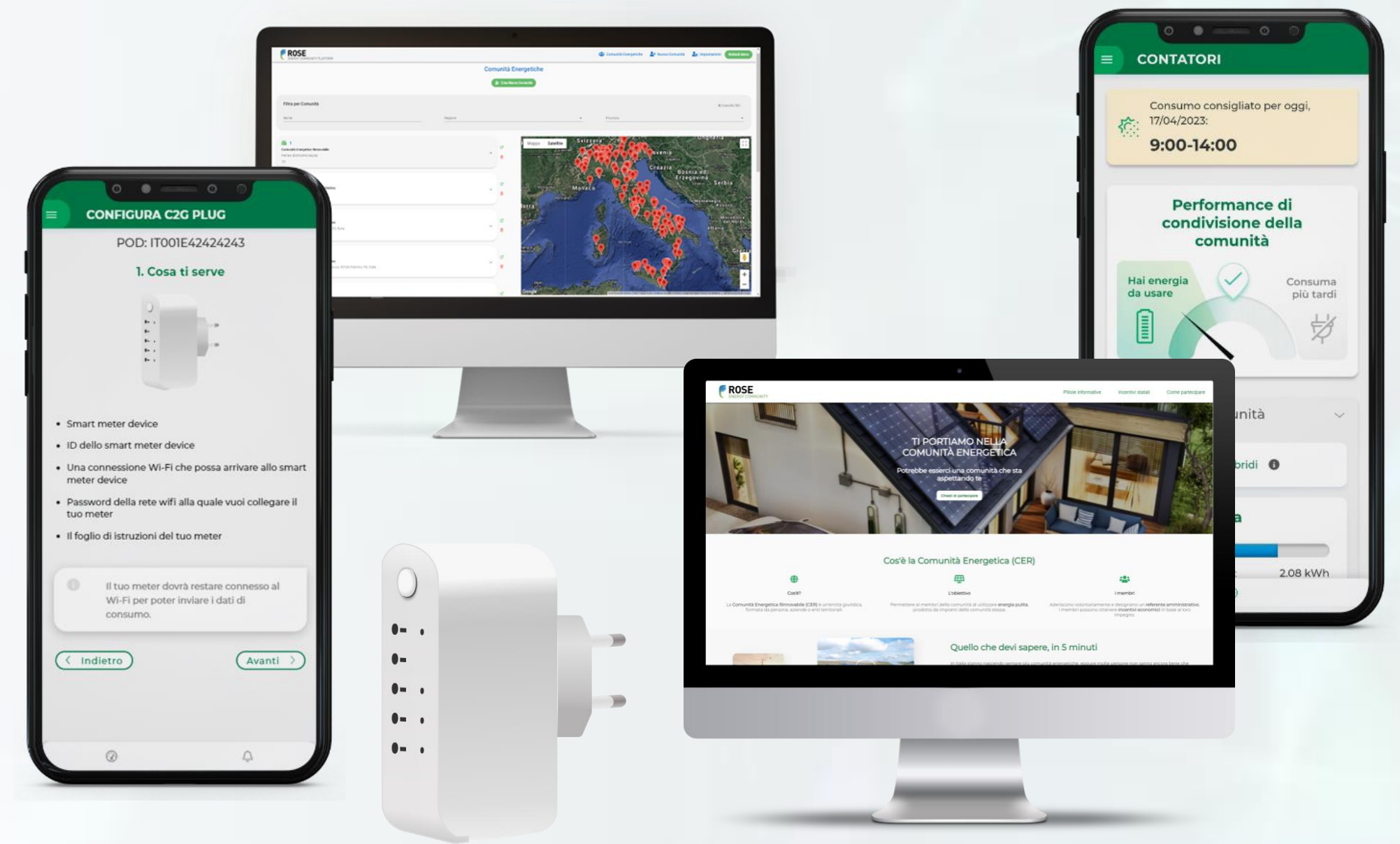
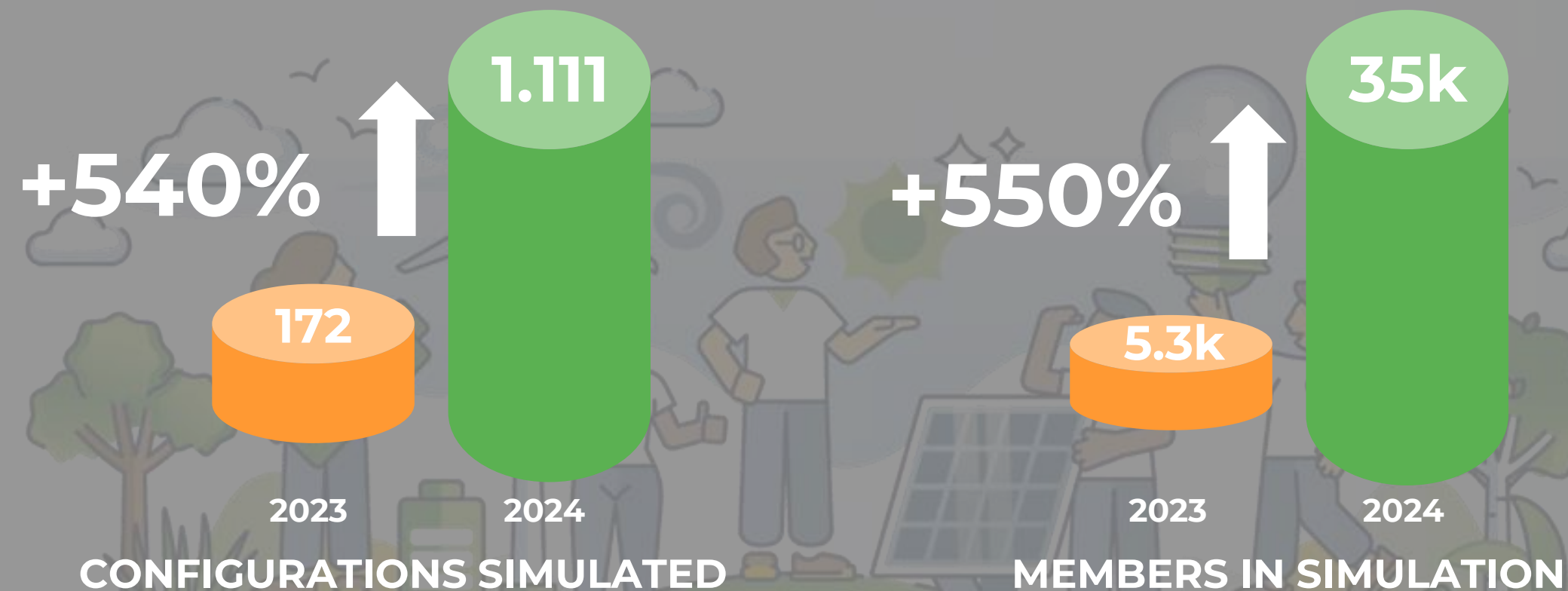
12.7 Bln €

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

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



ENERGY COMMUNITY: A STARTING TREND



5 GW

Of installed capacity by 2027

5.7 Bln €

allocated to establish the energy community market



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



A **single house** has energy production capacity of **5-10 kW** on average



An **apartment building** has energy production capacity of **25-30 kW** on average

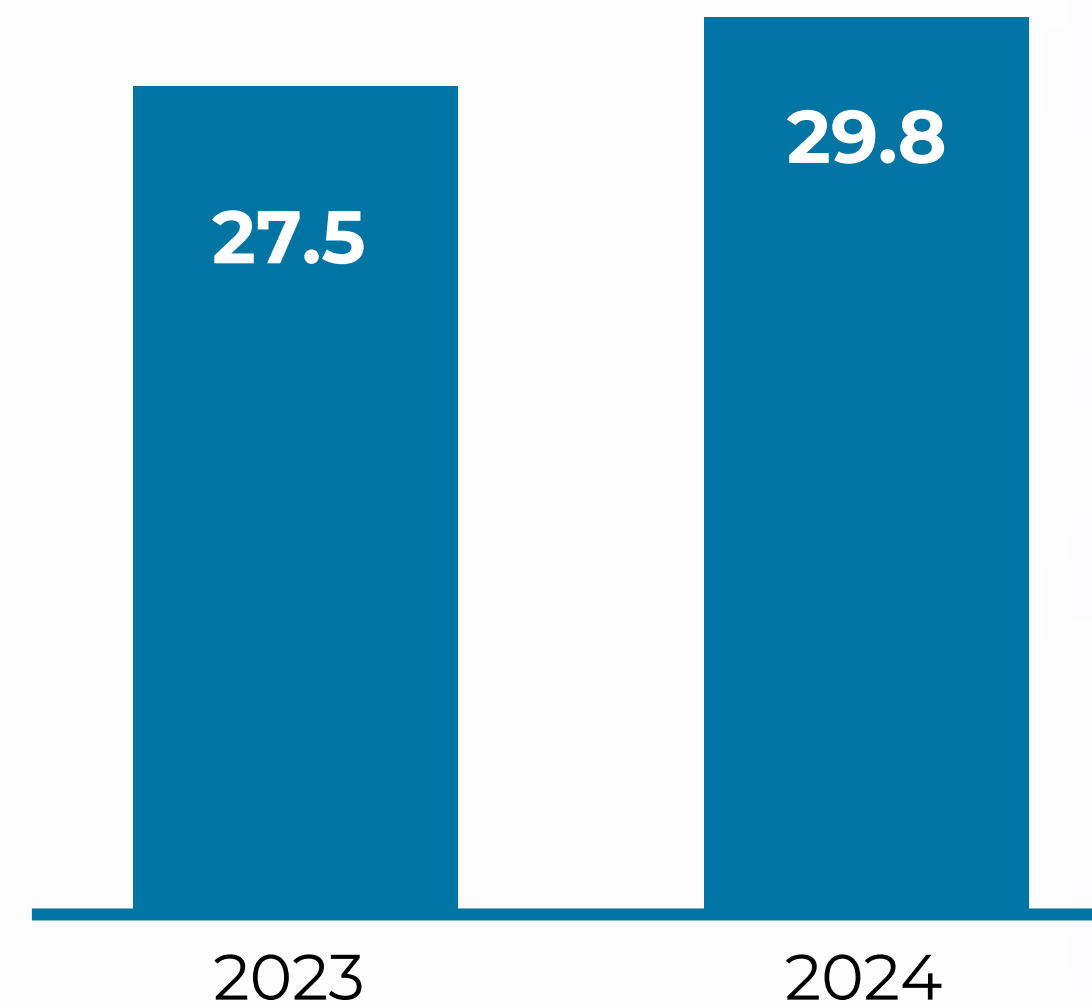
2024 RESULTS



MAPS GROUP
SHARING KNOWLEDGE

ORGANIC INCREASE IN REVENUES

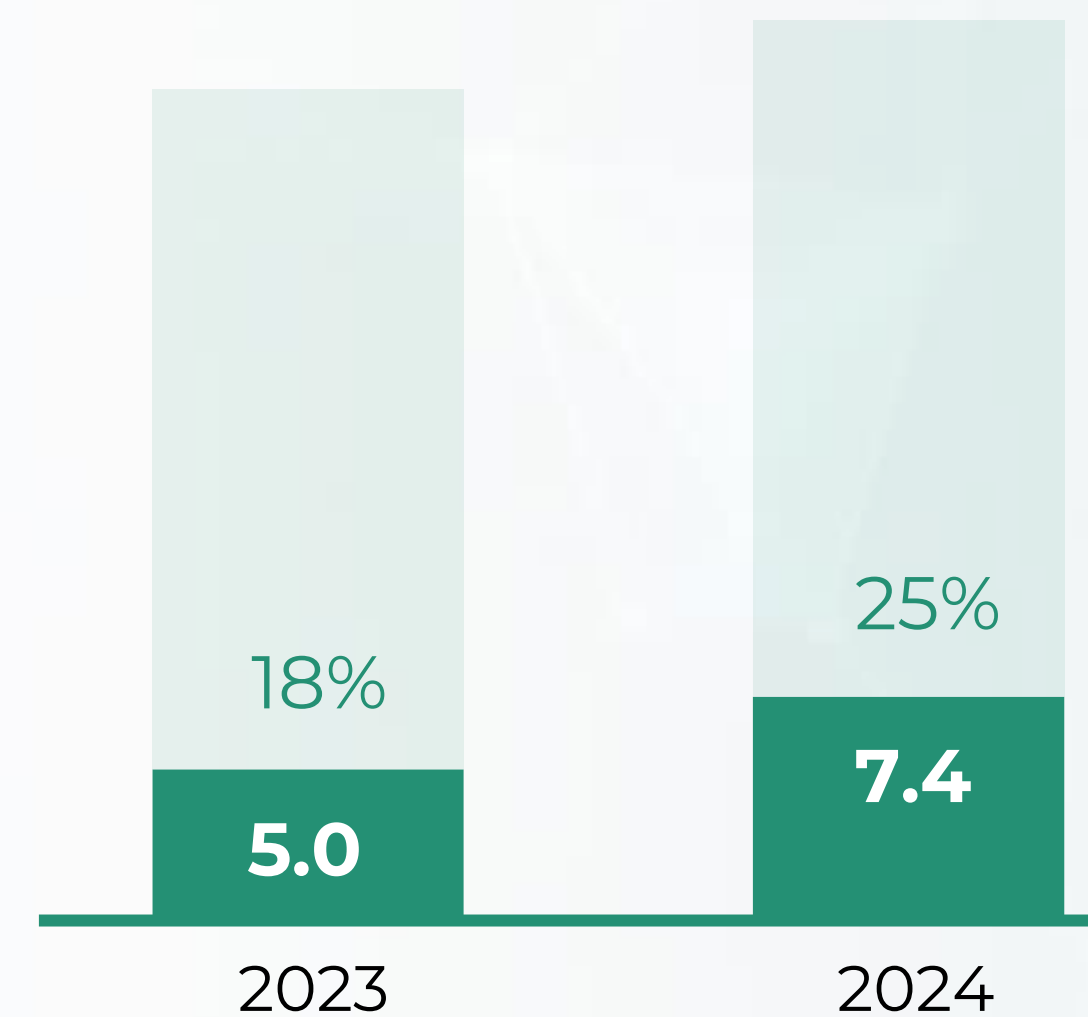
+8% vs 2023



Total Revenues

RECORD-LEVEL PROFITABILITY

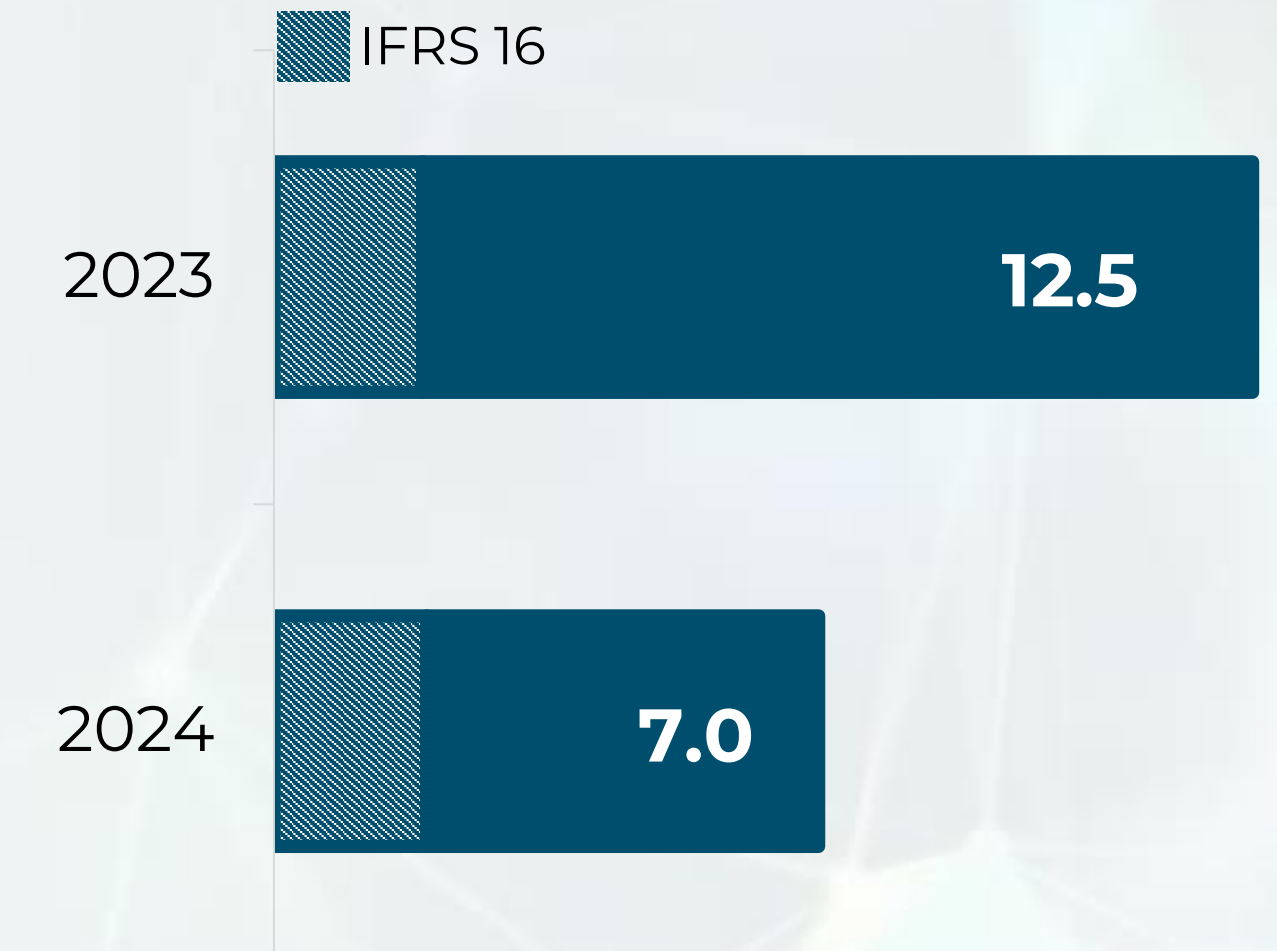
+47% vs 2023



EBITDA
and
EBITDA Margin

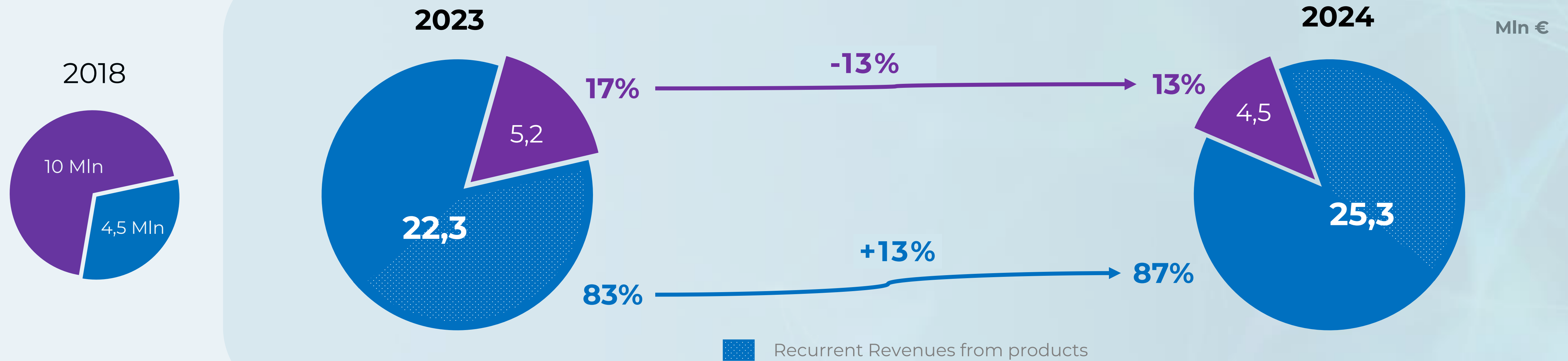
HALVED DEBT

-44% vs 2023

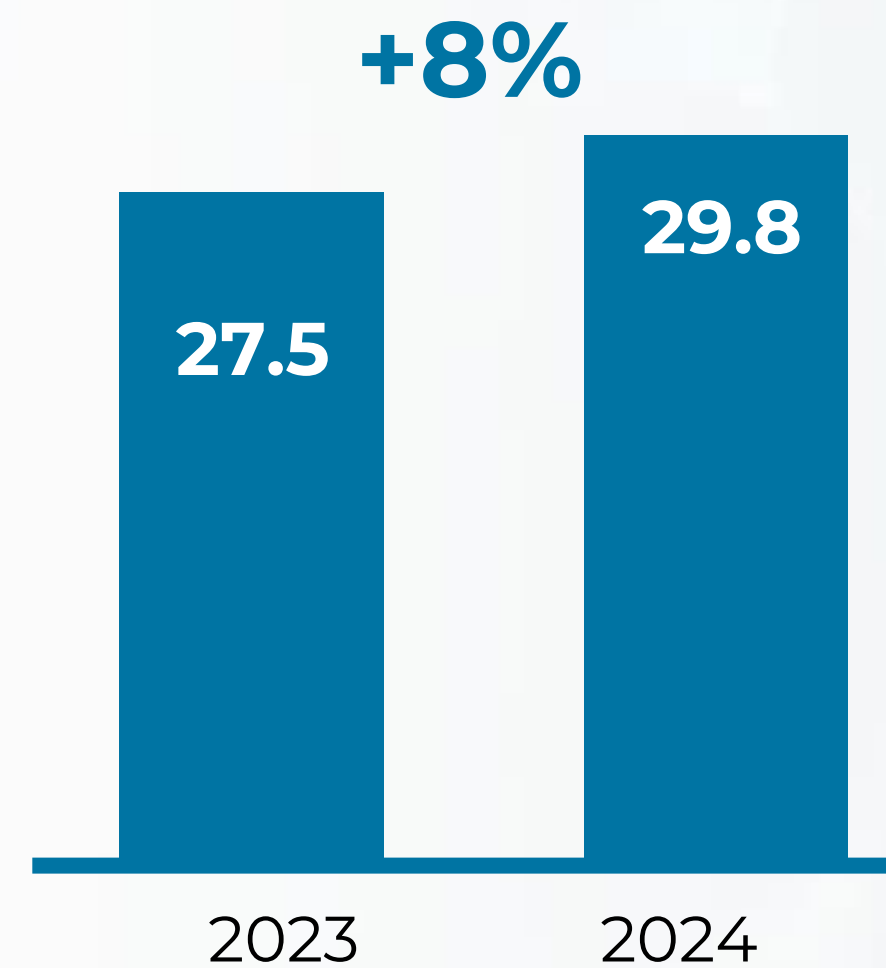


Net Financial Position

HOW REVENUES INCREASED



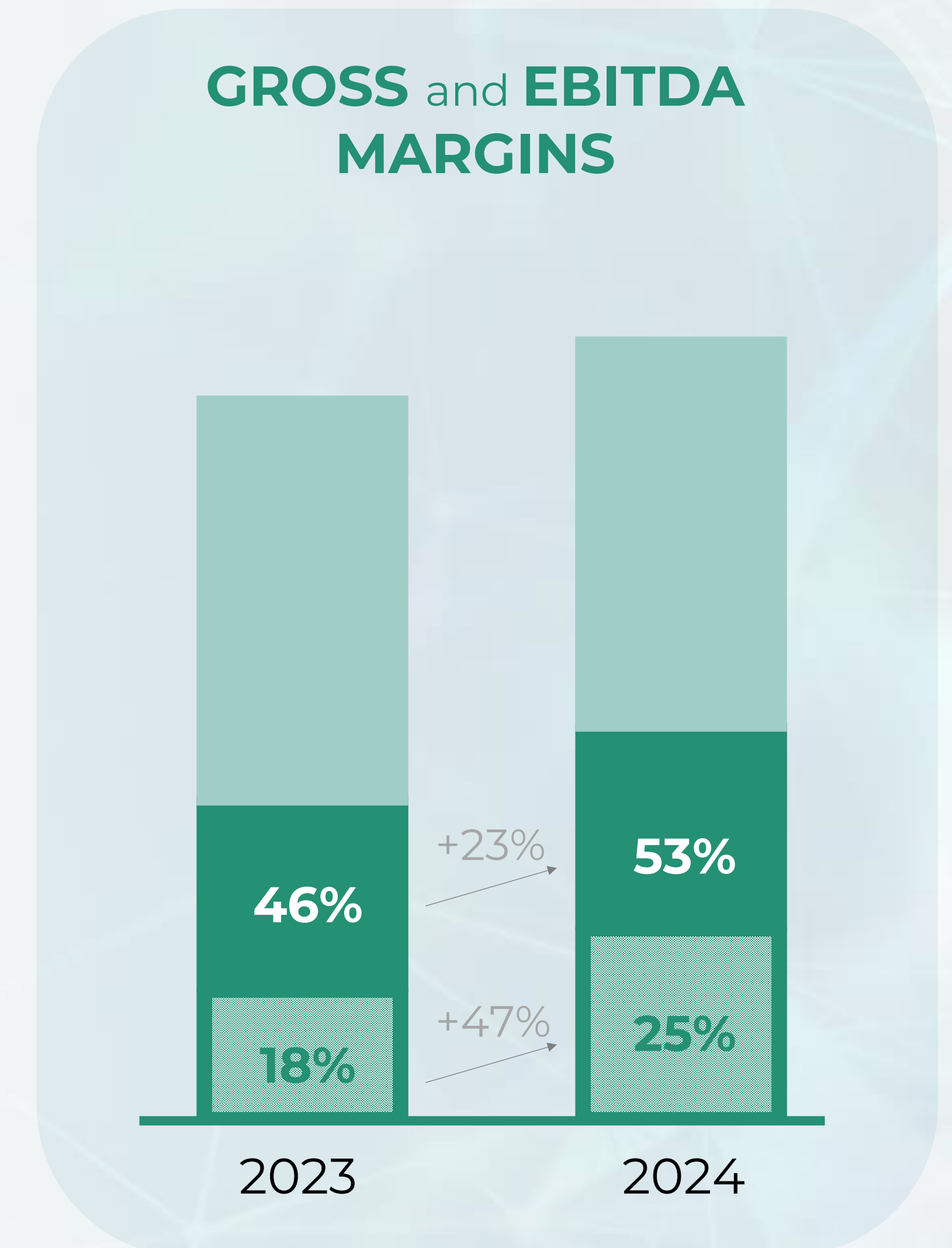
+ 3,0 Mln €
in revenues from
PRODUCTS



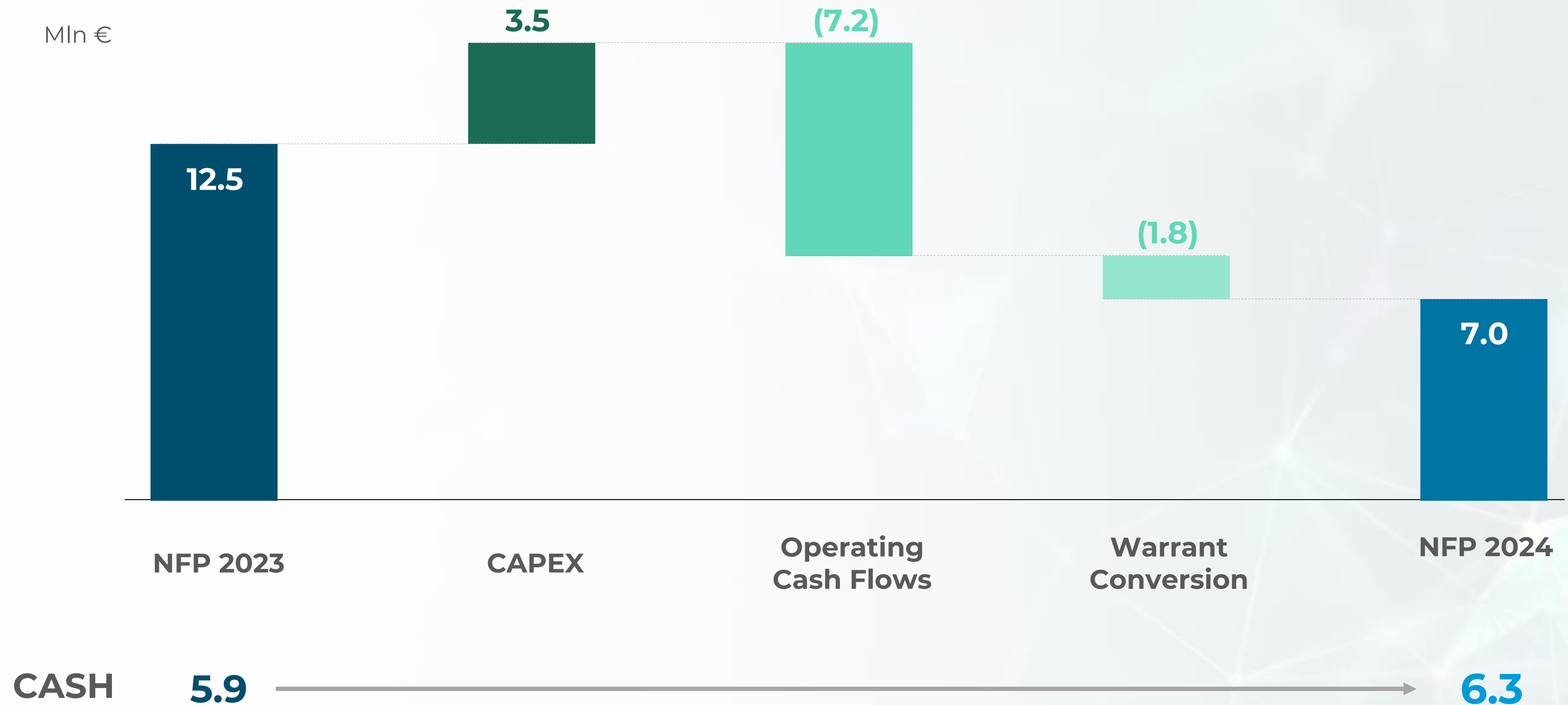
- 0,7 Mln €
in revenues from
PROJECTS

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

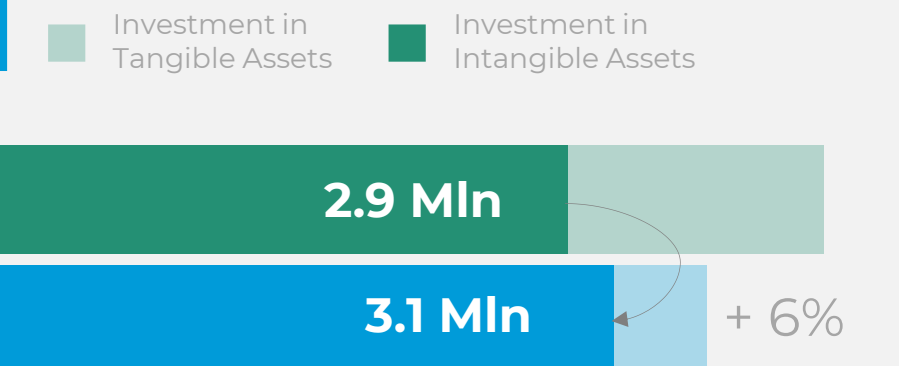


2024 OVERALL RESULTS

€/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

CAPEX



Operating Net Working Capital







Debt Repayment



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



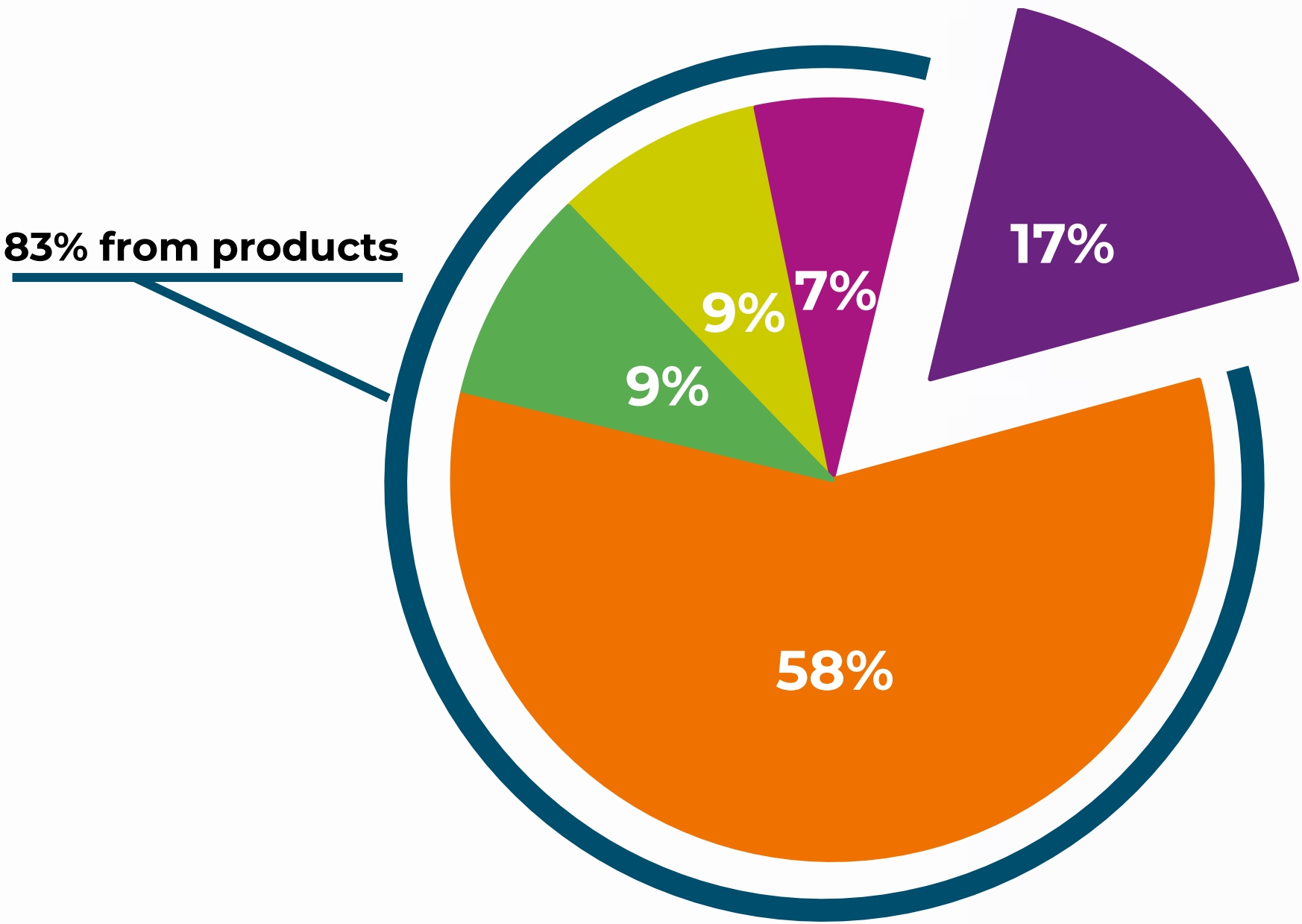
+1% vs2023



+15% vs2023

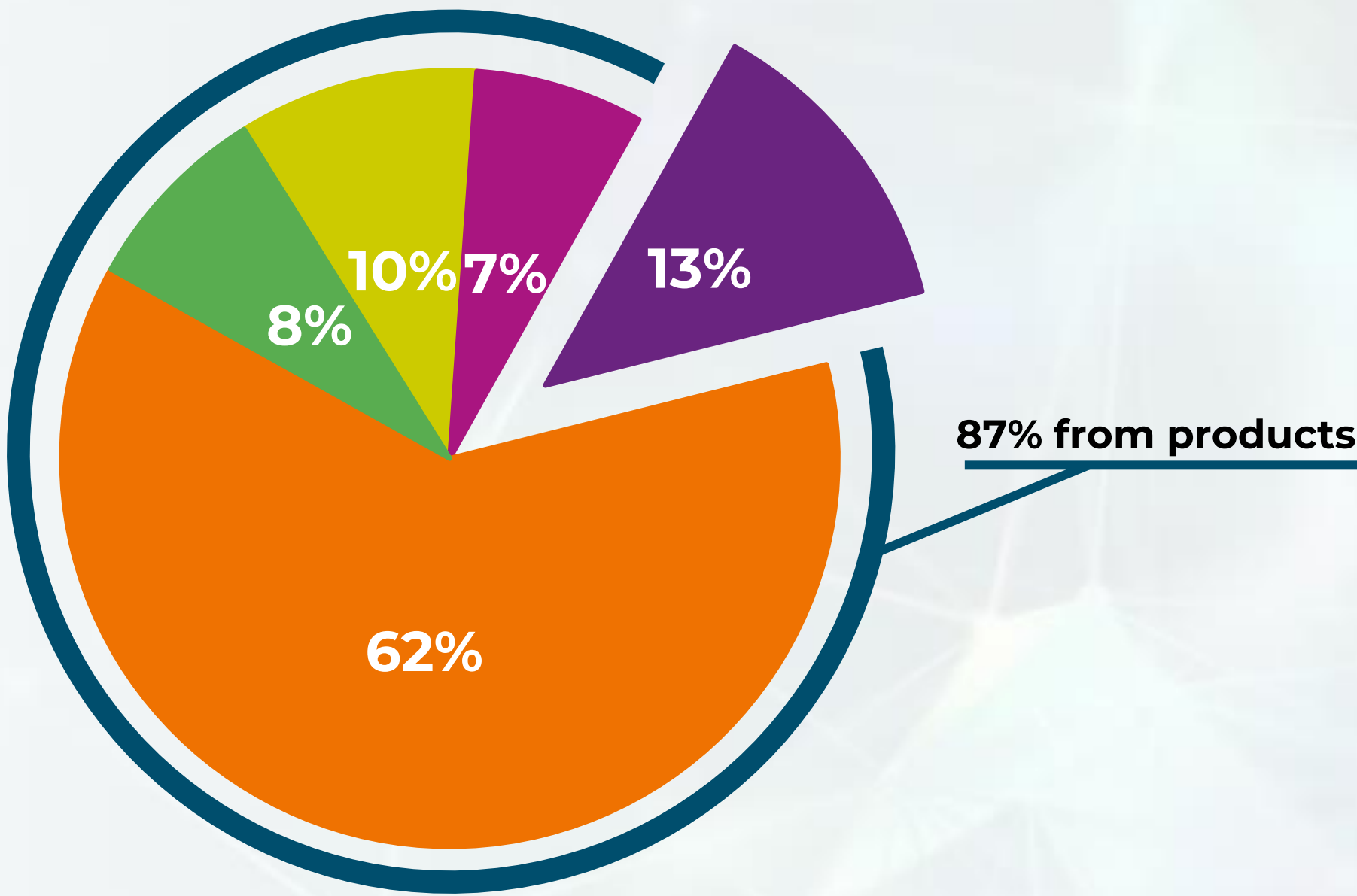


-9% vs2023



2023 REVENUES BREAKDOWN

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



2024 REVENUES BREAKDOWN

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 **PRIVATE 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

5,40 €



Michele Mombelli
Michele.Mombelli@tpicap.com

4,70 €



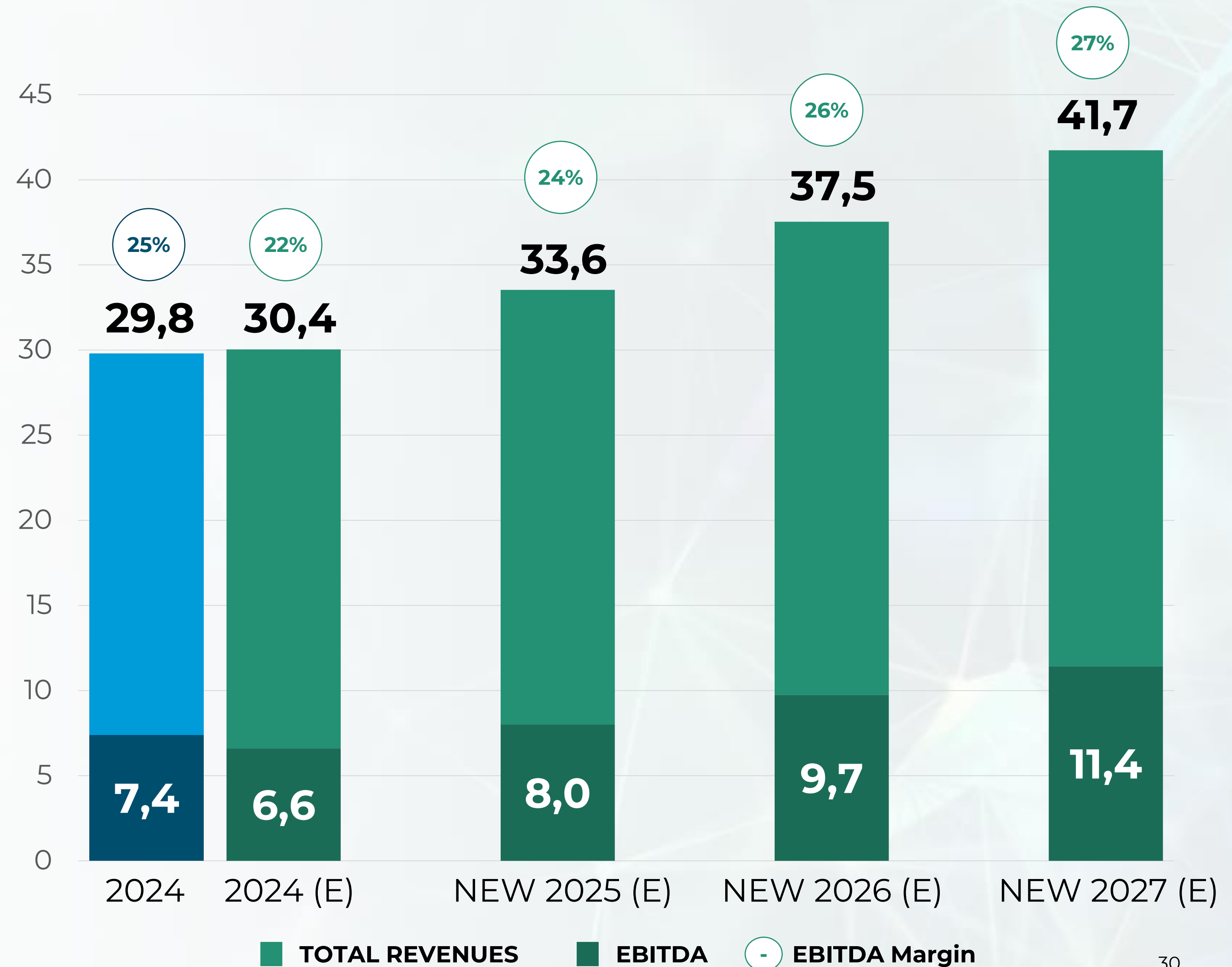
Michele Filipping
mfilipping@ktepartners.com

5,30 €



Marco Opipari
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2025 – 2027 CONSENSUS TOTAL REVENUES AND EBITDA





MAPS GROUP
SHARING KNOWLEDGE

mapsgroup.it

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