



MAPS GROUP
SHARING KNOWLEDGE

Update Meeting FY 2022



Marco Ciscato

Chairman

Founder of Maps.

He graduated in Software Engineering at University of Bologna and started his career as software engineer at DS Data Systems. During the first phase of Maps he worked in the technical area. After obtaining a Master in Business Administration at CUOA in Vicenza, at first he moved from the technical area to strategic customer management and then to internal organization, finance & control and strategic development.

What we are



The Challenge:

The challenge for Maps is extracting business value from data



What we do:

We develop data-driven products that help our customers in taking better decisions and redesign their business models



Scalability:

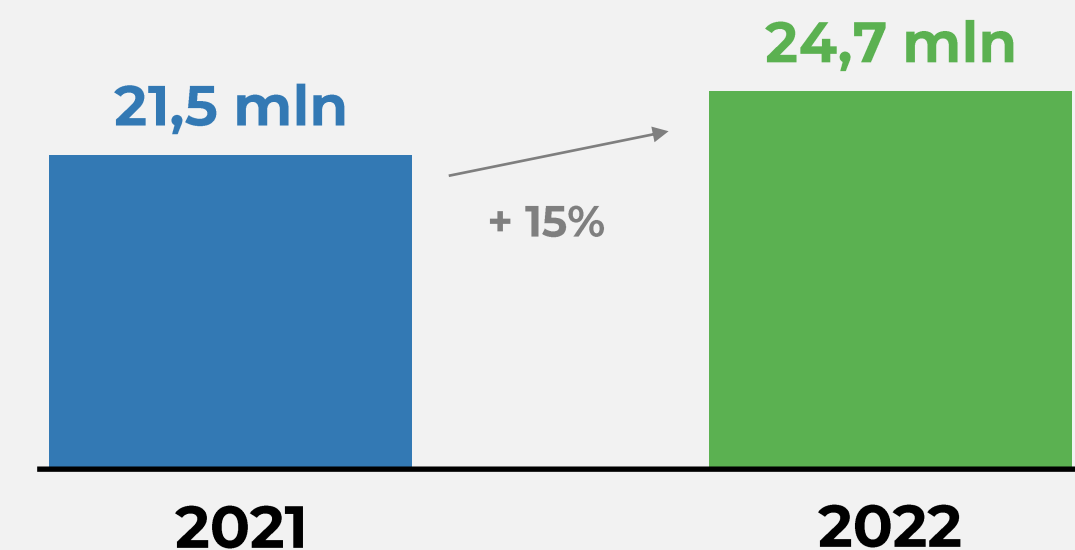
Our strategy is to deploy each of our Proprietary Products to many customers



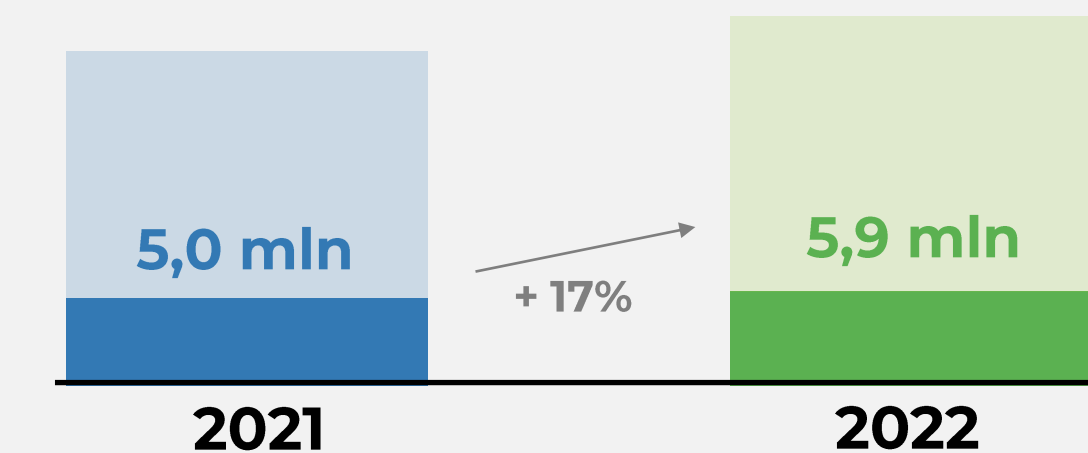
Focus:

In the Digital Transformation Market, we are focusing on healthcare, energy and ESG

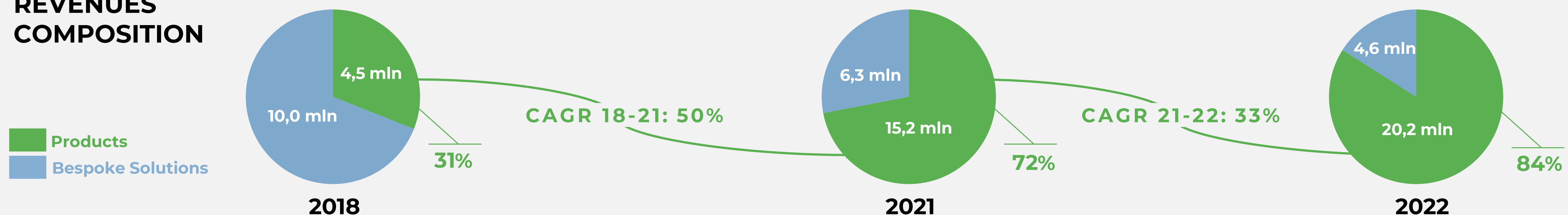
TOTAL REVENUES



EBITDA



REVENUES COMPOSITION



What we do

Healthcare



Energy



ESG

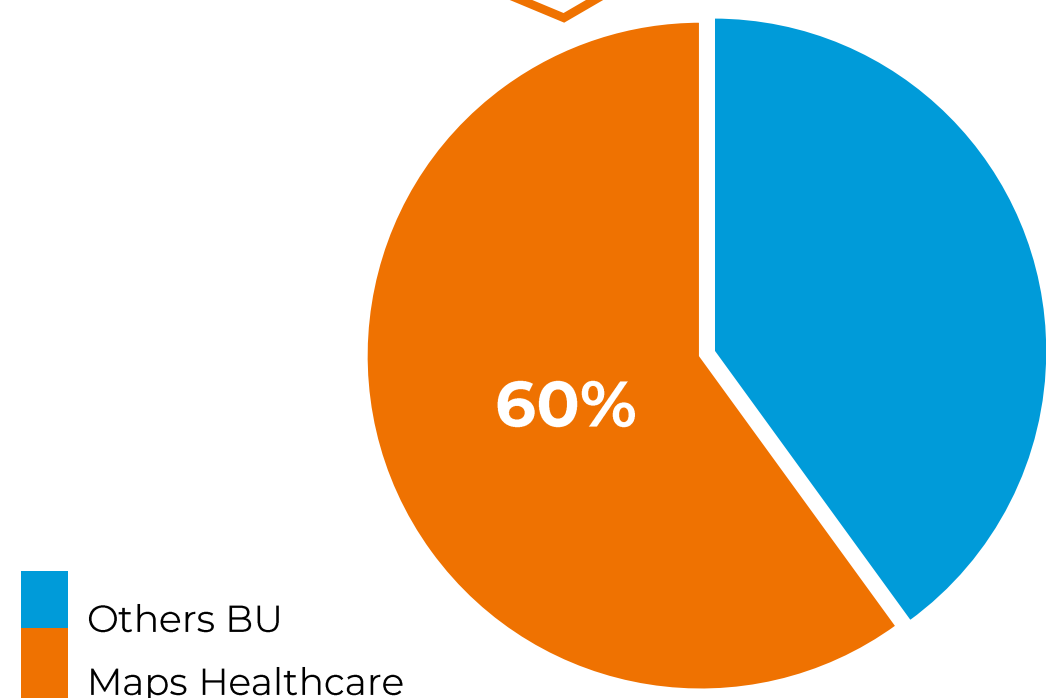


Our Operating Business Units

Maps Healthcare Business Unit (1/2)



Maps Healthcare is the heart of our Group. Despite its maturity, **future revenue growth** is **expected** due to the innovativeness of our products.



2022 Total Revenues

This BU provides **products** to **address** new disruptive **digital trends**, which have not been fully exploited yet

Our mission is to provide **patient-centered products** to hospitals, outpatient care facilities and local health authorities to enhance the Healthcare System.

We accompany healthcare organizations on their path of **digital transformation** towards '**connected care**' models

BU Highlits



5 Regional authorities



110 Private companies



420 Local Public Health Structures



80 Analysis laboratories



15 Bilions Euros provided by PNRR to the digitalization of the Italian healthcare system



Collaboration with leading research centres for the dissemination of Digitalisation and Data Care

Patient Journey

For omnichannel and multi-channel communication at every stage of the patient care pathway



Data Driven Governance

To make strategic and operational decisions based on data



Telehealth

To remotely assist and monitor patients



Diagnostic Information System

To digitalise diagnostic and radiology workflows



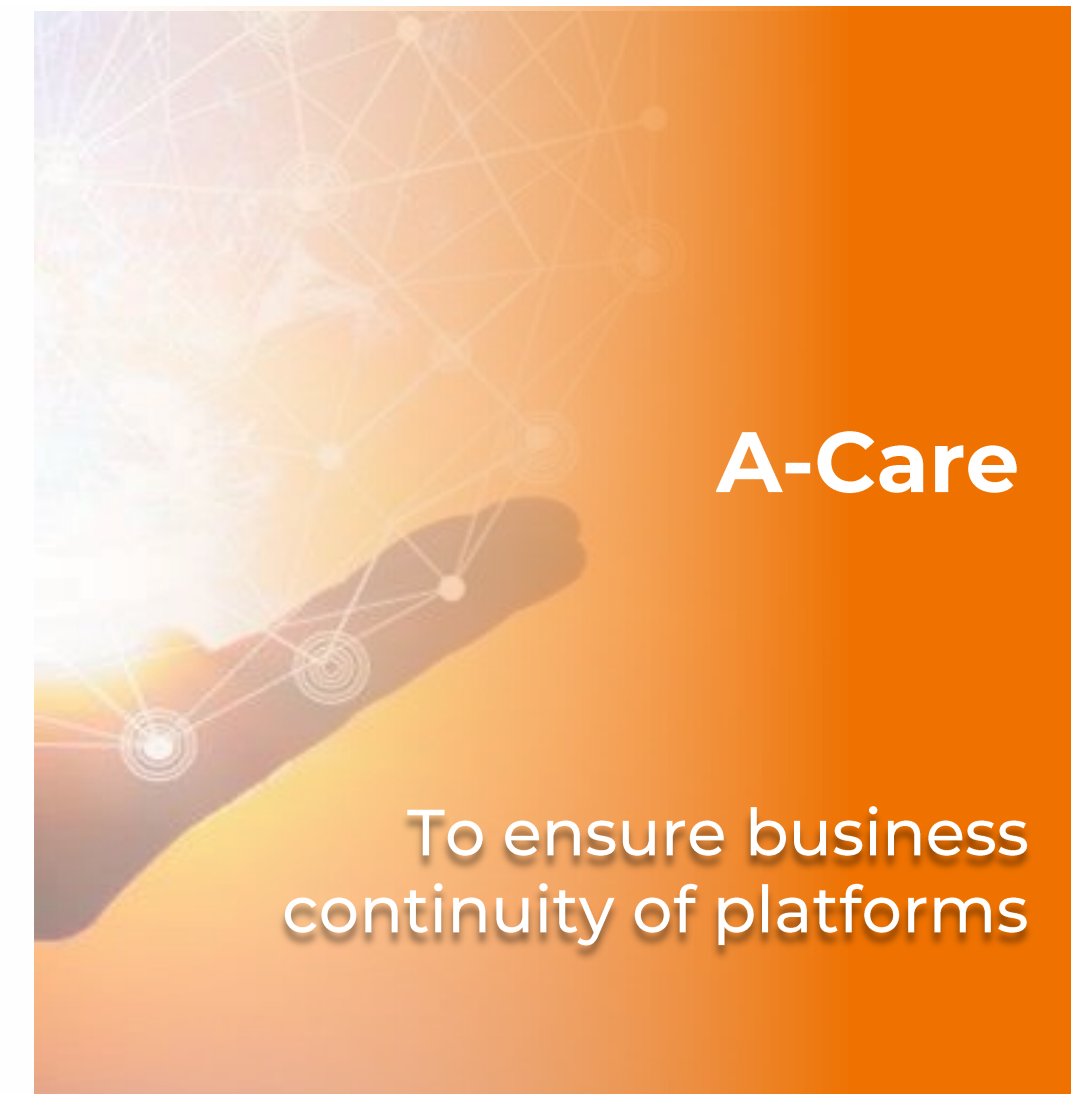
Hospital Information System

To manage the processes of visits, day hospital and patient hospitalization



A-Care

To ensure business continuity of platforms

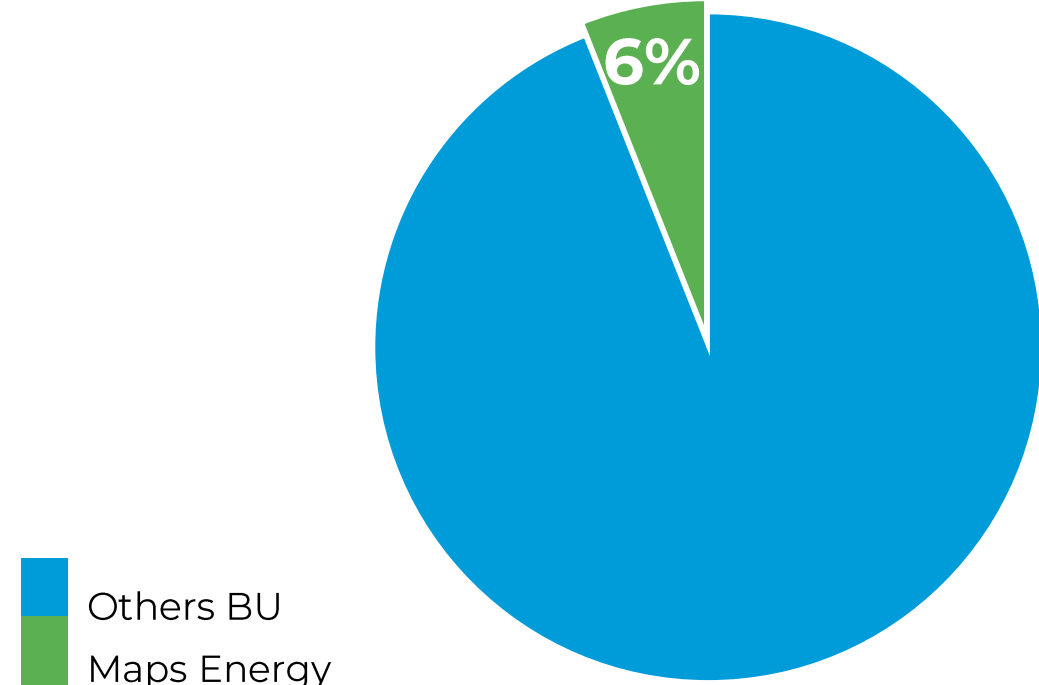




This BU provide products to address:

- **Energy efficiency optimization** (monitoring – saving – diagnostic)
- Optimal **Management of Energy Communities** (management – engagement – feasibility study)
- **Predictive maintenance** of energy systems

Maps Energy is expected to **increase** its **revenues**, according to the expected growth of this market.



2022 Total Revenues

BU Highlits

	Expected Energy Community participant in 2025 ¹ (.000)	
	Residential	Not residential
North	1,024	217
Center	342	61
South	330	71
Total	1,696	349

1. Electricity Market Report, Politecnico di Milano



1° Established Italian **Energy Community** uses our Solution



Both **pioneers** and **enterprises** who want to build an Energy Community refer to Maps Group for advice and products



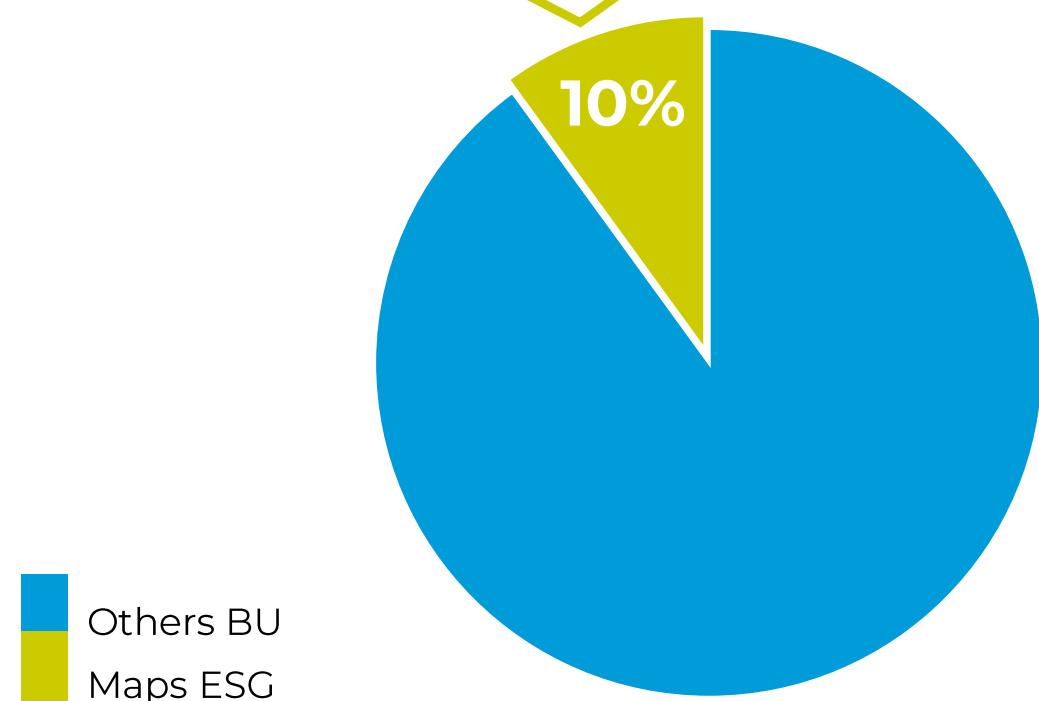
Our products Rose benefits from an **international context** for its development as well as from European funding



This BU provides proprietary products to **improve the digitalization of corporate data** to extract sustainability value from it:

- Measuring and communicating societal objectives and achievements of **corporations and institutions**
- Managing **employees'** objectives and achievements increasing their empowerment

Future revenue growth is attributed to the **increasing importance of ESG objectives** for Public Administrations and Private Companies, which will require efficient reporting tools



2022 Total Revenues

Others BU
Maps ESG

BU - HIGHLIGHTS

Effectiveness

- Performance Management

Protection

- Quality Assurance
- Risk Management

Efficiency

- Controlling activities
- Management accounting

Communication

- Accountability
- Stakeholder Engagement



Value
Governance



Value
People

Management

- Employee Portal
- Treatment management Economic - social security

Planning

- Staff requirements

Detection

- Presence and Technical management

Development

- Staff training and evaluation

Maps Lab Business Unit



This BU addresses the needs of typically large and strategic customers through custom solution :

- Operate with an **Open Innovation** approach
- Using our **Know-how** to answer **leaders** needs
- **Learn by working**, serving best in class clients and research centers



We will continue to work with first tier customers to keep **learning by working** in complex scenarios

Other BU Clients

autostrade // per l'italia

vodafone



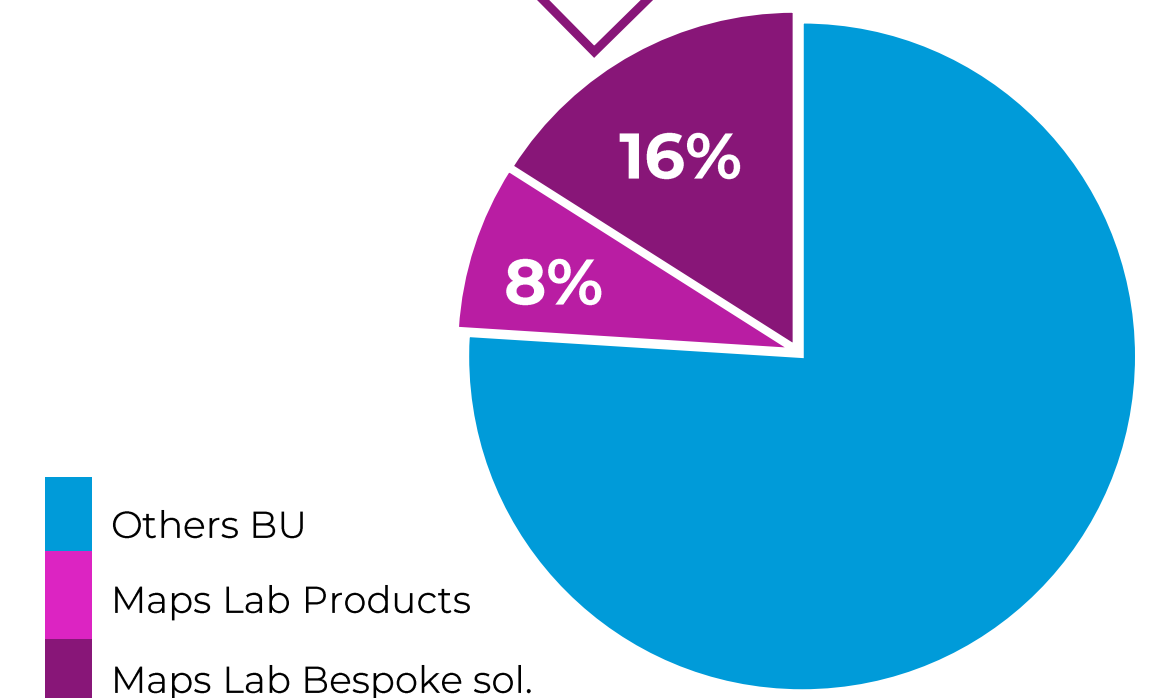
PHILIP MORRIS
INTERNATIONAL

ACM Abraxas
Capital Management



POLITECNICO
MILANO 1863

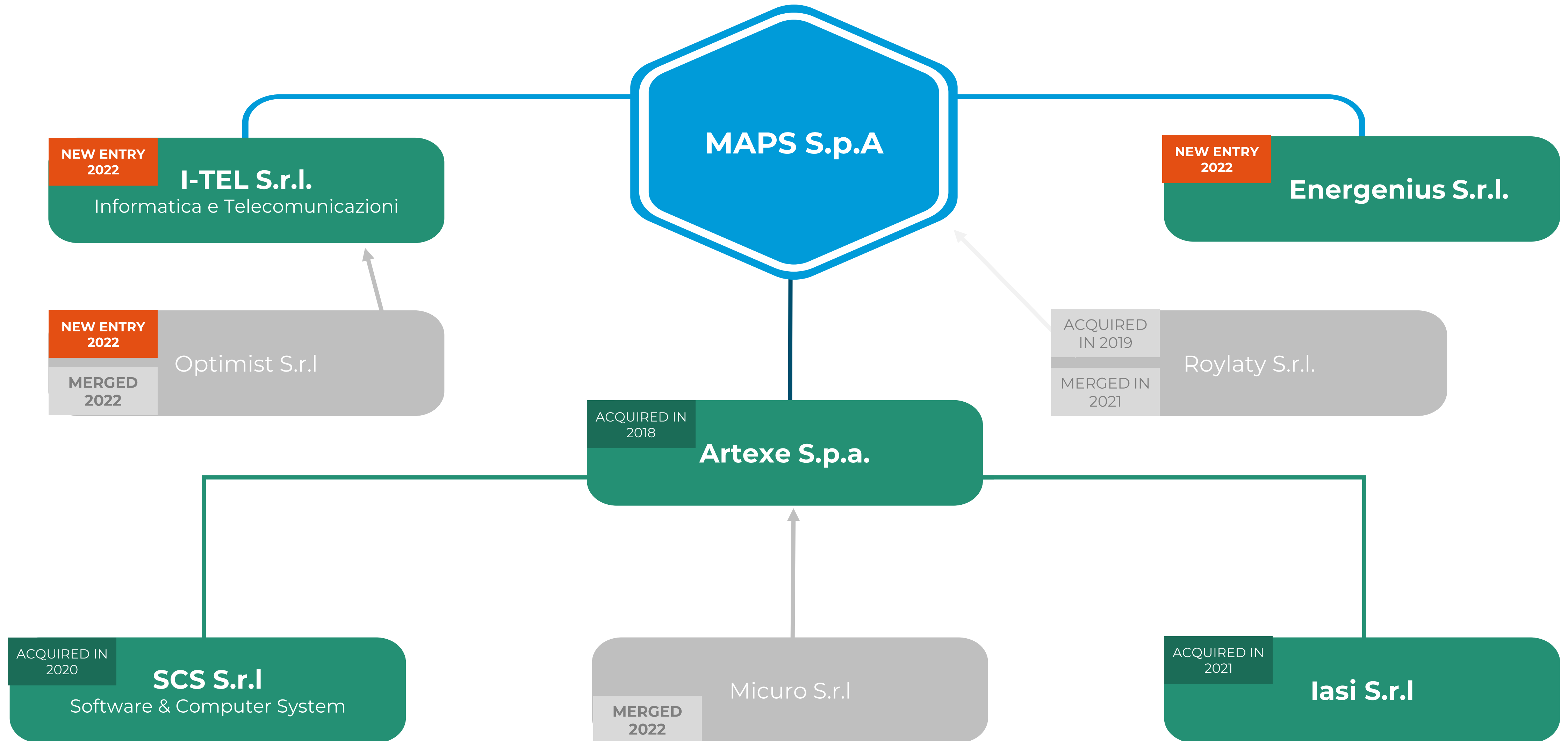
Chiesi



2022 Total Revenues

Our M&A Operations

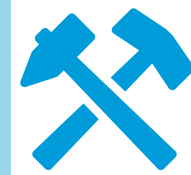
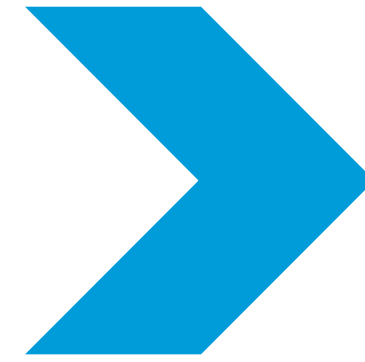
M&A operations



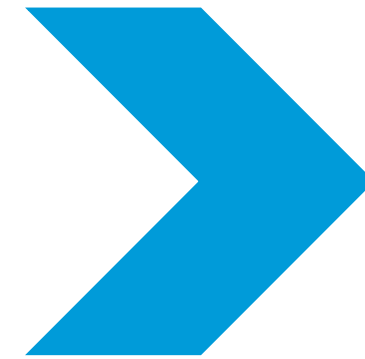
M&A drivers



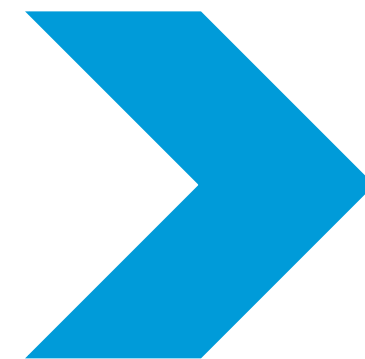
Industrial project & long-term sustainability



Product synergies



Recurring revenues from proprietary solutions



Aquisition made in 2022



MAPS ENERGY



ENERGENIUS
SMART ENERGY SOLUTIONS

Total Revenue (2021): 1.21 Mln €

- From proprietary solutions: 60%
- From recurrent fees: 10%

Advanced **energy data analysis** and
Optimization of complex systems



MAPS HEALTHCARE



IL DOMANI È GIÀ QUI.

Total revenue (2021): 2.45 Mln €

- From proprietary solutions: 68%
- From recurrent fees: 63%

Telehealth and **Multichannel Communication**



Multichannel Interactions:

- Chatbot e Voicebot



Synergies

- A **Single Enterprise Solution** for the **energy efficiency** of **complex aggregates** (i.e. industrial sites and areas, office centers, hospitals, large office buildings, university campuses, ports, utility efficiency systems, and large energy communities)
- Improve energy efficiency of the **Energy Communities**
- **Cross/Up Selling** of Maps Energy solutions (gamification engagement – predictive maintenance) as well as Energenius solutions (GEMs)

Structure of the operations

Tranche 1

Acquisition of **51%** of **Energenius** S.r.l. share capital

- € 842,635.00

Tranche 2

Acquisition of the remaining **49%** of **Energenius** S.r.l. at a price based on the Financial Statements at 31 December 2022 and the related NFP

- **Cash Payment:** At least half of the remaining part
- **Stocks Payment:** the remaining part will be conferred in MAPS following the subscription of a reserved capital increase

Focus – I-Tel and Optimist acquisitions



Synergies

- **Completion** of Maps Healthcare's **Patient Experience solutions**, providing new channels of communication.
- Technological communication services for the **remote interaction** of doctors and patients, **enabling** the **provision** of **telehealth services**.

Structure of the operations

Tranche 1

Acquisition of **70%** of the share capital of **I-TEL S.r.l.**:

- **Cash Transaction:** 49.9% of the shareholder capital for € 2,903,629.80
- **Stock Transaction:** 20.1% of the shareholder capital conferred against Maps Stocks (€5.05 each) for a total amount of € 1,169,600.20



100% OPTIMIST acquisition, totally paid in cash for € 300,000.00

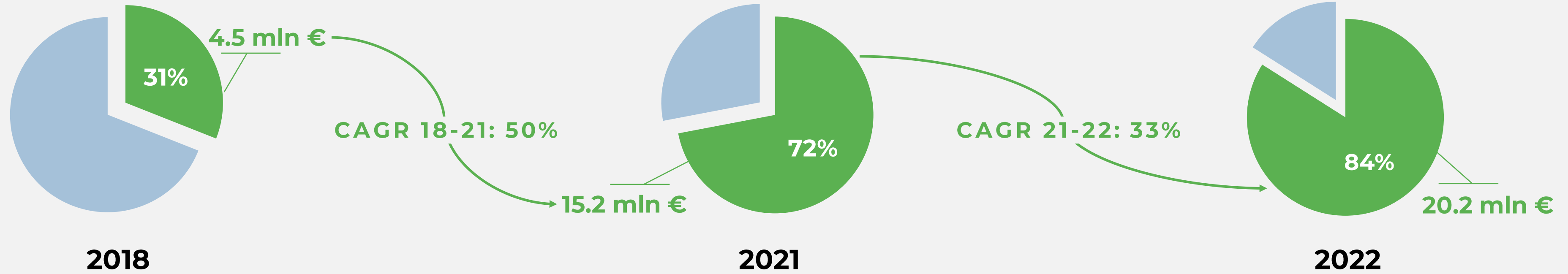
Tranche 2

Call Option for the acquisition of the remaining **30%** of **I-TEL** share capital to be exercised after the approval of the 2024 I-TEL balance sheet

Our Results

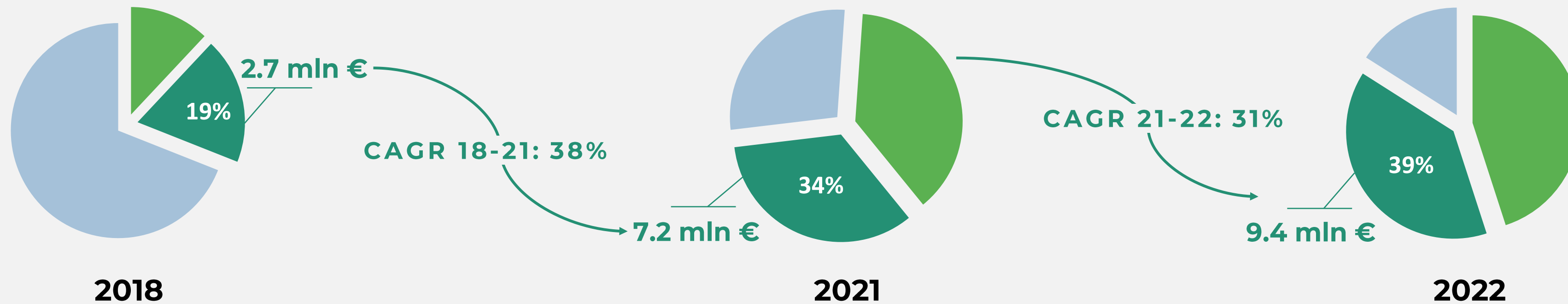
REVENUE FROM PRODUCTS

Proprietary products
Bespoke solution



REVENUE FROM RECURRENT FEES

Recurrent fees
Other revenues from products
Bespoke solution

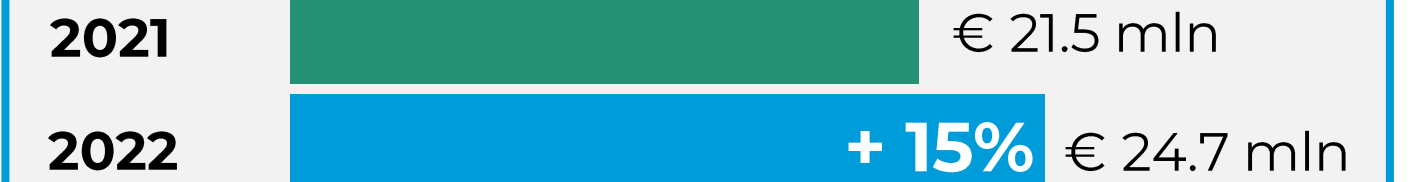


2022 Results (1/2)

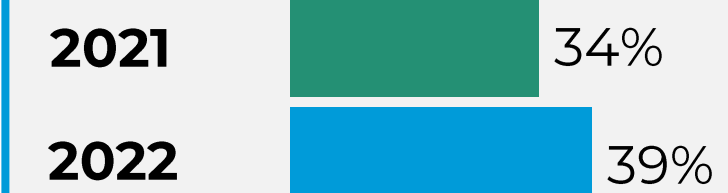
€/1,000	2022	2021
Total Revenues	24,749	21,527
Internally generated fixed assets	2,795	1,997
Production Value	27,544	23,524
Operating Costs	(21,657)	(18,496)
EBITDA	5,887	5,028
Amortization & Depreciation	(2,792)	(2,595)
Not recurring costs	(215)	(224)
EBIT	2,880	2,210
Financial Management & Subsidiaries	(350)	(154)
EBT	2,529	2,056
Tax	165	432
Net Profit	2,695	2,488

€/1,000	2022	2021
Fixed Assets	24,225	18,936
Inventory	5,148	3,601
Receivables	11,593	9,901
Payables	(2,705)	(2,489)
Operating Working Capital	14,035	11,013
Other Current assets & liability	(751)	(1,246)
Net Working Capital	13,284	9,767
Total Funds	(5,755)	(5,712)
Net Capital Invested	31,755	22,991
Shareholders' Equity	17,989	18,083
Long Term Debt	16,003	12,189
Short Term Debt	5,632	3,815
Cash	(7,870)	(11,097)
Net Financial Position	13,765	4,908
Total resources of financing	31,754	22,991

Total Revenues



Recurrent revenues from fees



EBITDA



EBITDA margin: 23.8%

NFP

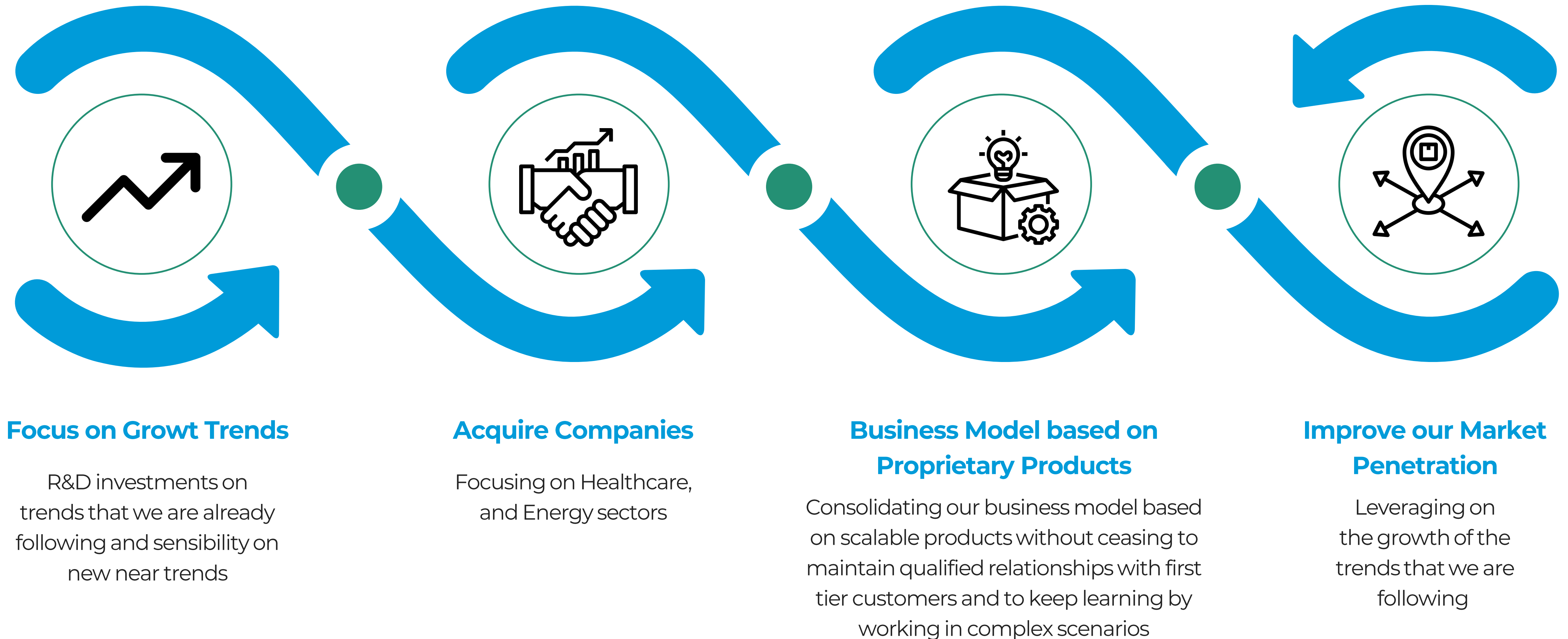


2022 Results (2/2)

€ / 1,000	Maps Healthcare	Maps Energy	Maps ESG	Maps Lab	2022
Recurrent Fees	6,445	45	1,212	1,661	9,364
Services	8,220	1,229	1,014	4,083	14,546
Others Revenue	195	286	172	186	839
Total Revenues	14,860	1,560	2,398	5,931	24,749
Personnel Costs	(3.746)	(494)	(1,172)	(2,658)	(8,071)
Direct Services Costs	(2.705)	(263)	(323)	(754)	(4,045)
Total Operating Costs	(6.452)	(757)	(1,496)	(3.412)	(12,116)
Commercial Costs	(1,994)	(334)	(387)	(262)	(2,976)
R&D Costs	(1,683)	(632)	(265)	(215)	(2,795)
Internally Generated Fixed Assets	1,683	632	265	215	2,795
Administrative Costs	(2,068)	(287)	(368)	(1,047)	(3,770)
EBITDA	4,347	183	148	1,210	5,887
EBITDA Margin	29.3%	11.7%	6.2%	20.4%	23.8%
Contribution Margin	8,213	517	730	2,332	11,793
Contribution Margin %	56.0%	40.6%	32.8%	40.6%	49.3%
Recurrent Fees %	44%	4%	54%	29%	39%
Proprietary Products Revenues	14,665	1,208	2,226	2,064	20,163
Proprietary Products Revenues (%)	100%	95%	100%	36%	84.3%

What's next ?

We will support our customers in their processes of Digital Transformation Offering solutions that Extract Value form Data and Help Create new Business Models





MAPS GROUP
SHARING KNOWLEDGE

mapsgroup.it

Maps S.p.A.

Via Paradigna 38/A, 43122 Parma (PR), Italy

Email: info@mapsgroup.it

Pec: mapsspa@actaliscertymail.it

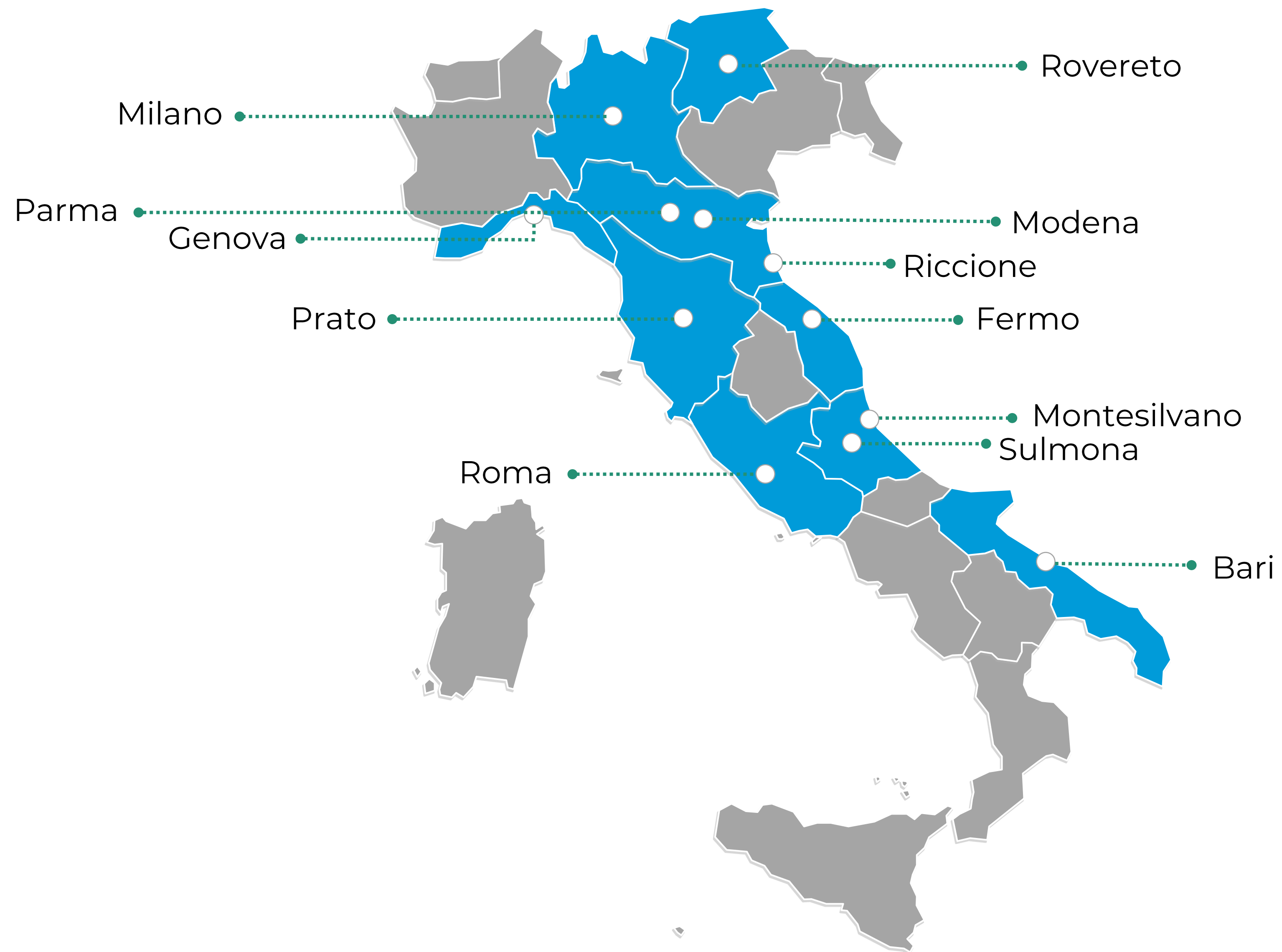
Telefono: +39 0521 052300

Fax: +39 0521 1770148

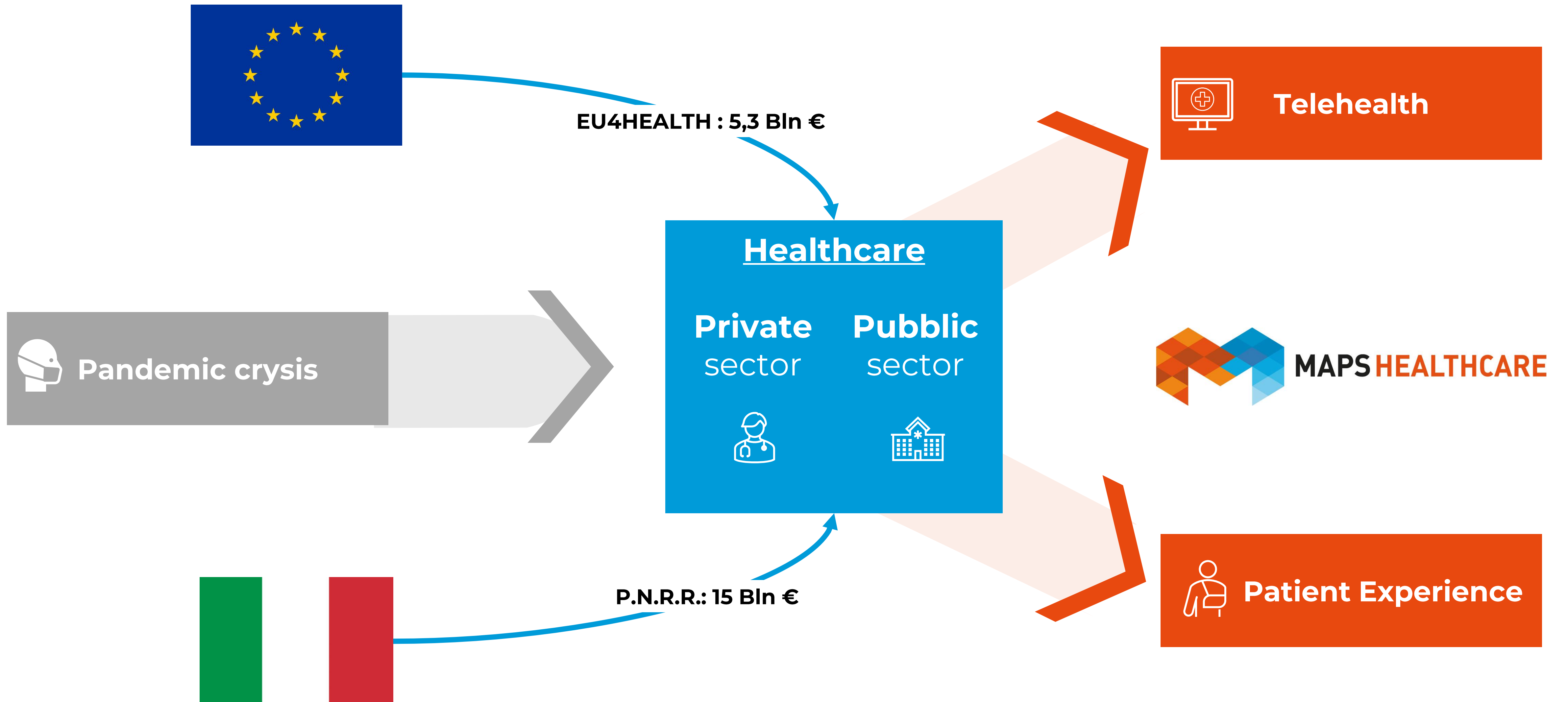
P.IVA: 01977490356 - R.E.A. PR-240225

Annex

Le nostre sedi



New Healthcare needs



ZeroCoda & MR-You



A **suite of apps** both mobile and web, kiosks, and digital signage to **seamlessly streamline access to healthcare services**

36 million patients

accessed healthcare services in 2021 using ZeroCoda and MrYou

580,000 waiting hours saved

in accessing healthcare services in 2021



Clinika



A **Healthcare Analytics Platform**, based on MAPS patented method for clinical text understanding, to extract value from the data and helping healthcare providers in using appropriately diagnostic resources

16 million
diagnostic test requests and referrals analyzed

		YEAR						
Referral Guideline	start	2011	2012	2013	2014	2015	2016	2017
Neuro MRI	2012	29%	61%	67%	68%	71%	71%	71%
Osteoarticular MRI	2013	28%	64%	70%	71%	75%	73%	74%
Colonoscopy	2014	27%	54%	57%	59%	65%	70%	70%
Gastroscopy	2014	16%	38%	43%	44%	47%	50%	50%
Neurological CT Scan	2015	17%	41%	45%	46%	47%	47%	46%
Osteoarticular CT Scan	2015	13%	32%	35%	42%	44%	52%	58%
Vascular EcoColorDoppler	2016	14%	31%	32%	34%	33%	35%	37%
Thyroid Pathology	2016	15%	36%	43%	45%	48%	52%	53%
Gastroenterological examination	2016	9%	17%	14%	19%	30%	32%	33%

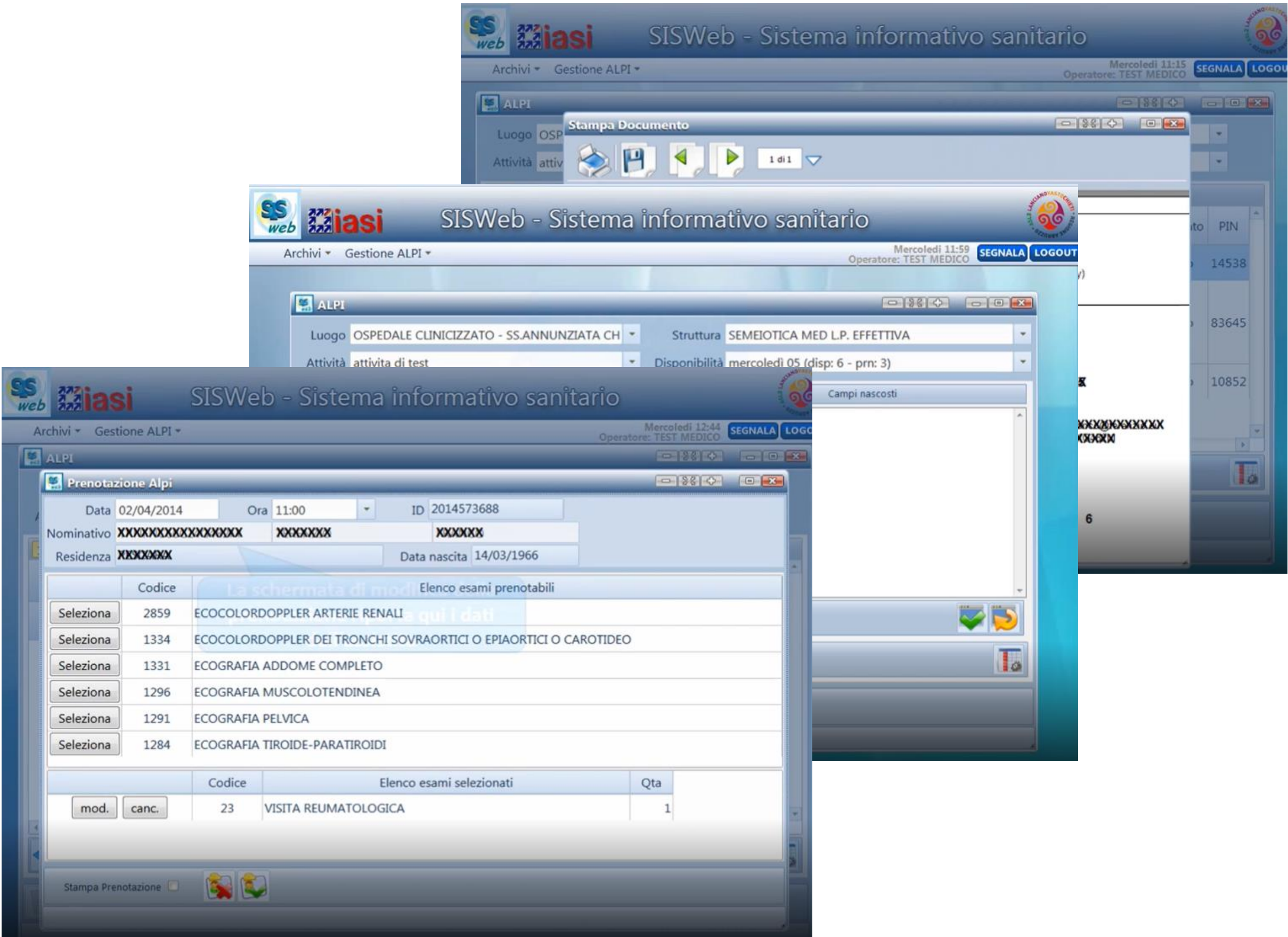
Iasi SISWeb



A **configurable Electronic Health Record** system for Hospital Departments specifically designed **for managing the patient care process**

30,000

Healthcare professionals use SISWeb



Alchymia



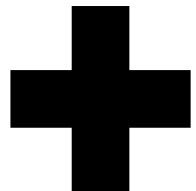
A **product** for end-to-end efficient and error-free management of laboratory test services.

5.6 million

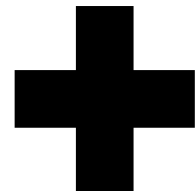
Laboratory referrals produced in 2021

Case study

Patient diagnostic



ZEROCODA
PATIENT JOURNEY SOLUTION



MR YOU
PATIENT JOURNEY SOLUTION

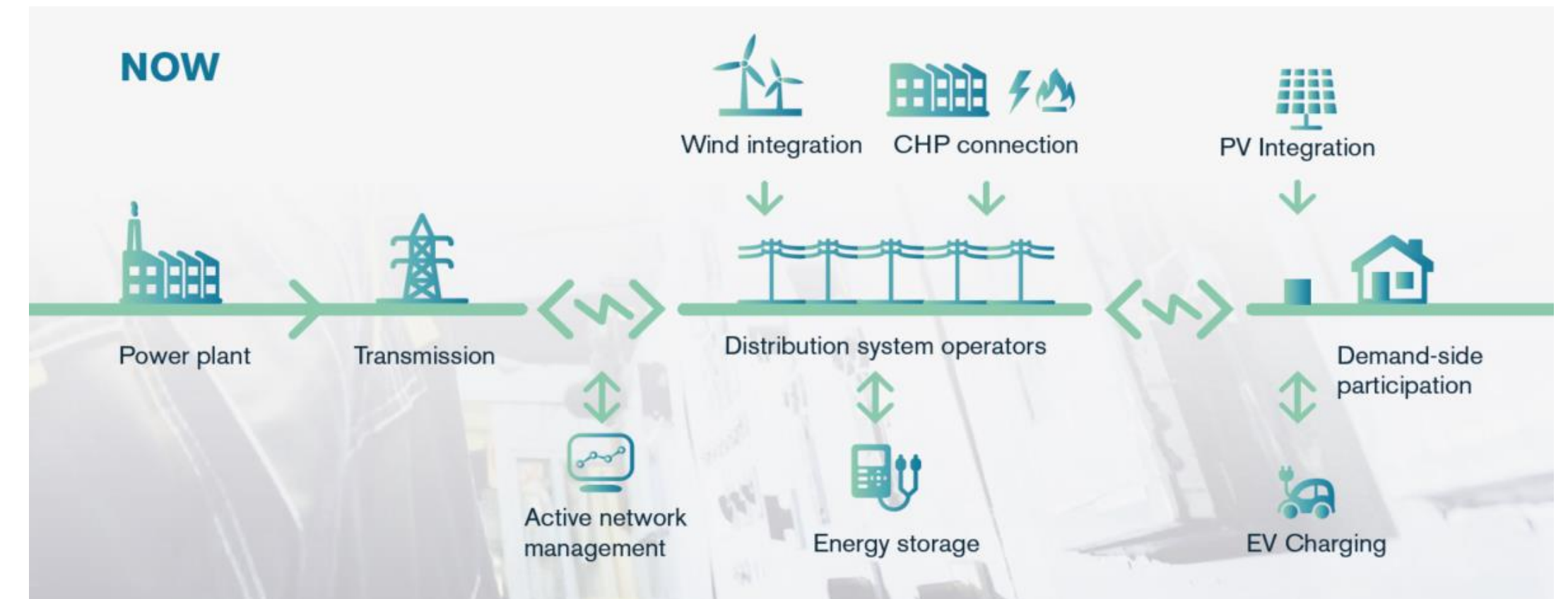
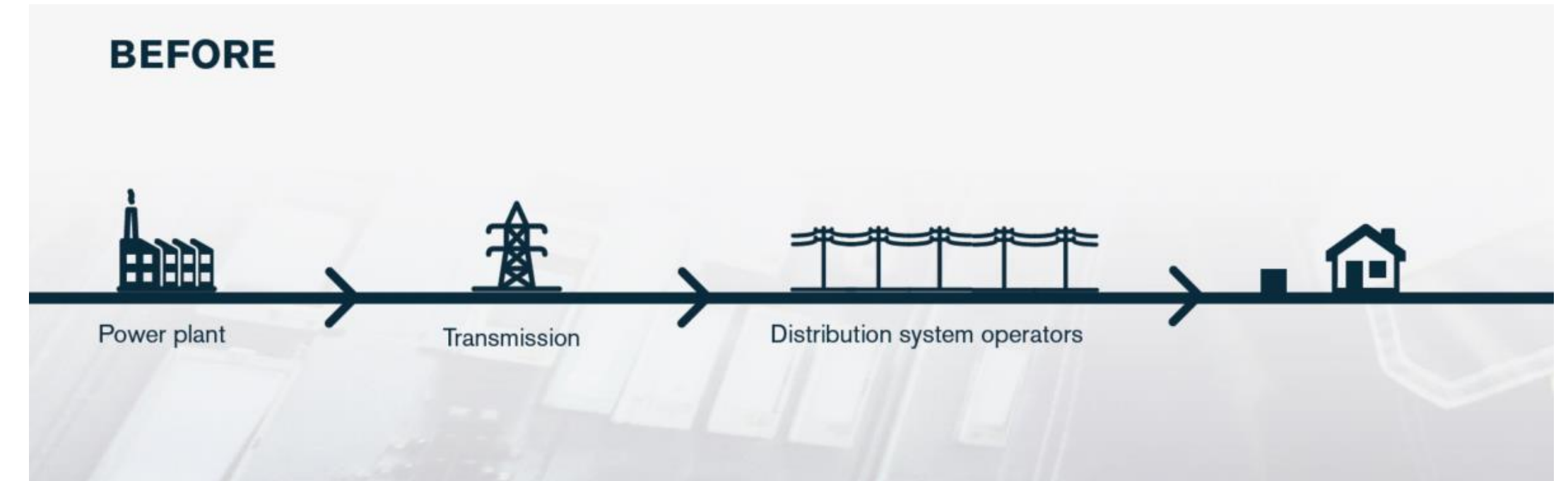
“Centro Prelievo Facile”



Alchymia has been combined with ZeroCoda and MrYou to provide a best-of-breed patient journey experience for laboratory diagnostics

New Energy markets trend

- The **Energy market** is facing a radical transformation.
- **New forms of renewable energy producers** are now being established, **changing the network infrastructure (many-to-many)** making it much more complex to be managed.
- There is a need for **cooperation** by all actors and **smart management** of **energy assets**.
- A new market of so-called **flexibility services** is arising, and **Energy Communities** will play a key role in it.



Moreover, the **increase in the cost of energy** has put additional **pressure on energy consumers** who now urgently **need to address** in the **smartest** possible way their **energy needs**, also by leveraging a coordinated set of different energy sources.



Testo Integrato sull'Autoconsumo
Diffuso (T.I.A.D.)



Non-reimbursable financing for an
amount of total 2,2 Bln €

Next Appennino programme:
• 68 Mln €

Implementing decrees (coming soon)



REGIONE SICILIA

Call for Energy Communities :
• 4 Mln €



Call for Energy Communities :
• 2 Mln €



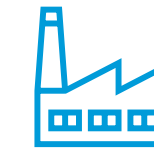
Call for Energy Communities :
• 1 Mln €



Next Gen. EU

Horizon

**Energy
Community
Markets**





ROSE

ENERGENIUS EFFICIENCY

- ❖ Reducing energy expenditure by eliminating inefficiencies
- ❖ Analysis, KPIs and control of energy resources
- ❖ Optimal adjustment of systems even remotely



ROSE

ENERGY COMMUNITY

- ❖ Creation, management and optimisation of energy communities
- ❖ Energy data monitoring and performance improvement
- ❖ Incentive allocation with configurable algorithms
- ❖ Balancing communities through member involvement



ROSE

PREDICTIVE MAINTENANCE

- ❖ Predictive maintenance of electrical installations and networks
- ❖ Detection of anomalies
- ❖ Decision support
- ❖ Machine Learning and Artificial Intelligence for data analysis

An example of ESG Products

Gzoom



Structured Definition of Corporate Objectives and related Key Performance Indicators (KPI), Measurement and Communication of achievements

70 Italian public entities
measure their non-financial performances using Gzoom

Achievements – M&A

Roialty 100% acquisition

Acquisition of software platform and competences in customer experience business area

July 2018



Artexe 100% acquisition

To expand our offer portfolio with solutions in healthcare: Patient Journey

June 2019



Micuro innovative start-up was founded

(Maps healthcare participation: 100%)
To enter insurtech in the healthcare domain

September 2020



SCS Computers 100% acquisition

To expand the offer portfolio in healthcare, with specialized Clinical Information Systems (laboratory, emergencies, pathological anatomy)

October 2020



Iasi 100% acquisition

To expand the offer portfolio in healthcare adding an Outpatient Clinical Information System and a Human Resources Management System tailored for healthcare organizations

July 2021



I-Tel 70% acquisition, Optimist 100% acquisition

Offer portfolio improvement with new products for multichannel communication, in particular for healthcare (Telehealth, virtual assistants)

April 2022



Energenius 51% acquisition

To expand the offer portfolio in energy adding a software solution for monitoring, analysis, consumption modelling, technical management and maintenance

October 2022



Achievements – 2021 Results

€/1,000	2021	2020
Total Revenues	21,527	17,930
Internally generated fixed assets	1,997	1,688
Production Value	23,524	19,618
Operating Costs	(18,946)	(16,213)
EBITDA	5,028	3,405
Amortization & Depreciation	(2,595)	(2,273)
Not recurring costs	(224)	(295)
EBIT	2,210	837
Financial Management & Subsidiaries	(154)	329
EBT	2,056	1,166
Tax	432	(151)
Net Profit	2,488	1,014

€/1,000	2021	2020
Fixed Assets	18,936	15,880
Inventory	3,601	3,469
Receivables	9,901	7,404
Payables	(2,489)	(2,092)
Operating Working Capital	11,013	8,780
Other Current assets & liability	(1,246)	(1,774)
Net Working Capital	9,767	7,006
Total Funds	(5,712)	(4,685)
Net Capital Invested	22,991	18,201
Shareholders' Equity	18,083	11,193
Long Term Debt	12,189	11,541
Short Term Debt	3,815	2,642
Cash	(11,097)	(7,175)
Net Financial Position	4,908	7,008
Total resources of financing	22,991	18,201

Total Revenues



Recurrent revenues from fees



EBITDA



EBITDA margin: 23%

NFP



Achievements – 2021 Results

€/1,000	Healthcare	ESG	Large Enterprise	2021
Recurrent Fees	4,748	0,636	1,767	7,151
Services	6,876	1,076	6,016	13,968
Others Revenue	0,152	0,065	0,192	0,408
Total Revenues	11,777	1,776	7,975	21,527
Personnel Costs	(3,306)	(0,816)	(3,981)	(8,103)
Direct Services Costs	(1,904)	(0,119)	(0,958)	(2,981)
Total Operating Costs	(5,210)	(0,935)	(4,939)	(11,084)
Commercial Costs	(1,386)	(0,300)	(0,595)	(2,281)
R&D Costs	(1,212)	(0,271)	(0,514)	(1,997)
Internally Generated Fixed Assets	1,212	0,271	0,514	1,997
Administrative Costs	(1,611)	(0,232)	(1,292)	(3,135)
EBITDA	3,569	0,310	1,149	5,028
EBITDA Margin	30.3%	17.4%	14.4%	23.4%
Contribution Margin	6,414	0,776	2,844	10,035
Contribution Margin %	55.2%	45.4%	36.5%	47.5%
Recurrent Fees %	41%	37%	23%	34%
Proprietary Solutions Revenues	11,625	1,711	1,840	15,176
Proprietary Solutions Revenues	100%	100%	24%	72%