

## EQUITY RESEARCH

**MAPS**  
NEWS
**BUY****TP 5.4€****Up/Downside: 66%**

## ROSE Software Is Ready to Bloom

**Intesa San Paolo, Italy's leading credit institution, presented the “Motore Italia Transizione Energetica” programme, which provides for the allocation of €76bn to promote the energy autonomy of Italian companies, and MAPS acquired the remaining 49% of Energenius Srl by consolidating the Energy BU.**

The European Green Deal aims to make Europe independent of fossil fuel imports by 2030; in this context, Italy will have to increase its share of energy produced from renewable sources to 65% (from 36% currently). The Italian government, in line with the NRP objectives, has approved the “Plan for the Energy Transition,” which foresees investments of over €80bn in renewable plants. Intesa San Paolo, in this context, has decided to allocate €76bn of liquidity to companies.

The financial support network will be joined by Confindustria, while ANCI (National Association of Italian Municipalities) will promote the dissemination of energy production and sharing models, and finally, the GSE (Head of Energy Services) will collaborate to foster the integration of ESG and sustainability issues to the national business fabric.

Therefore, companies will have access to Intesa San Paolo's S-Loan CER financing, obtaining an interest rate subsidy for renewable energy investments, to which a bonus can be added if the unconsumed energy is targeted for an energy community.

At this stage of the sector's national development, MAPS, thanks to its proprietary software solution ROSE, flagship of the new Energy BU, is well positioned and able to facilitate the formation, management and redistribution of incentives dedicated to energy communities and collective self-consumption groups.

Additionally, MAPS, after acquiring 51% of Energenius Srl in October 2022, acquired the remaining 49% for €2.8m, of which €0.6m will be paid in October 2024. The purchase of the minority stake was made at a significantly higher price than the majority stake, in line with the agreements reached, following the close of Energenius' strong 2022 accounts, showing VoP up to €2m (vs. €1.2m YoY) and adjusted EBITDA up sharply to €0.78m (vs. €0.27m); this balance sheet highlights the start of significant development.

Following a slight improvement in the Energy BU's strong growth estimates, we are reiterating both our Buy rating and TP of €5.4.

### Key data

Price (€)	3.3
Industry	Packaged Software
Ticker	MAPS-IT
Shares Out (m)	11.791
Market Cap (m €)	38.3
Average trading volumes (k shares / day)	13.000

### Ownership (%)

Fondateurs & Management	56.1
Eiffel IG	10.8
Maps SpA	1.3
Free float	31.8

EPS (€)	12/23e	12/24e	12/25e
Estimates	0.22	0.25	0.33
Change vs previous estimates (%)	1.24	2.68	0.72

Performance (%)	1D	1M	YTD
Price Perf	0.6	-3.0	-9.2
Rel FTSE Italy	2.5	-2.6	-18.9



TP ICAP Midcap Estimates	12/22	12/23e	12/24e	12/25e	Valuation Ratio	12/23e	12/24e	12/25e
Sales (m €)	27.5	31.0	34.0	37.7	EV/Sales	1.6	1.4	1.2
Current Op Inc (m €)	3.1	3.3	3.7	4.8	EV/EBITDA	7.3	6.1	5.0
Current op. Margin (%)	11.2	10.5	10.9	12.7	EV/EBIT	15.5	13.0	9.5
EPS (€)	0.23	0.22	0.25	0.33	PE	14.9	13.0	9.9
DPS (€)	0.00	0.00	0.00	0.00				
Yield (%)	0.0	0.0	0.0	0.0				
FCF (m €)	-1.5	1.5	2.3	2.6				

Consensus FactSet - Analysts:na	12/23e	12/24e	12/25e
Sales	31.1	35.3	0.0
EBIT	3.9	5.0	0.0
Net income	2.8	3.7	0.0

**Analyst**  
Davide Longo  
davide.longo@tpicap.com



## FINANCIAL DATA

Income Statement	12/20	12/21	12/22	12/23e	12/24e	12/25e
Sales	20.3	23.5	27.5	31.0	34.0	37.7
Changes (%)	23.1	15.9	17.1	12.6	9.6	10.8
Gross profit	18.5	22.4	26.0	29.3	32.2	35.8
% of Sales	91.4	95.1	94.4	94.5	94.7	95.0
<b>EBITDA</b>	<b>3.1</b>	<b>5.0</b>	<b>5.9</b>	<b>6.9</b>	<b>7.9</b>	<b>9.1</b>
% of Sales	15.3	21.4	21.4	22.2	23.3	24.1
<b>Current operating profit</b>	<b>0.8</b>	<b>2.4</b>	<b>3.1</b>	<b>3.3</b>	<b>3.7</b>	<b>4.8</b>
% of Sales	4.1	10.3	11.2	10.5	10.9	12.7
Non-recurring items	0.0	-0.2	-0.2	0.0	0.0	0.0
EBIT	0.8	2.2	2.9	3.3	3.7	4.8
Net financial result	0.3	-0.2	-0.4	-0.4	-0.4	-0.5
Income Tax	-0.2	0.4	0.2	-0.3	-0.3	-0.4
Tax rate (%)	-13.0	21.0	6.5	-10.0	-10.0	-10.0
<b>Net profit, group share</b>	<b>1.0</b>	<b>2.5</b>	<b>2.7</b>	<b>2.6</b>	<b>2.9</b>	<b>3.9</b>
EPS	0.09	0.21	0.23	0.22	0.25	0.33
Financial Statement	12/20	12/21	12/22	12/23e	12/24e	12/25e
Goodwill	8.3	11.7	12.0	12.0	12.0	12.0
Tangible and intangible assets	7.5	7.2	12.2	11.9	11.5	11.3
Right of Use	0.0	0.0	0.0	0.0	0.0	0.0
Financial assets	0.0	0.0	0.0	0.0	0.0	0.0
Working capital	7.7	11.4	15.9	17.1	18.3	19.7
Other Assets	0.0	0.0	0.0	0.0	0.0	0.0
<b>Assets</b>	<b>23.5</b>	<b>30.4</b>	<b>40.1</b>	<b>41.1</b>	<b>41.8</b>	<b>43.1</b>
Shareholders equity group	11.2	18.0	20.6	23.2	26.1	30.0
Minorities	0.0	0.1	0.1	0.1	0.1	0.1
LT & ST provisions and others	4.0	4.9	4.9	4.9	4.9	4.9
Net debt	7.7	6.6	13.8	12.2	9.9	7.3
Other liabilities	0.7	0.8	0.8	0.8	0.8	0.8
<b>Liabilities</b>	<b>23.5</b>	<b>30.4</b>	<b>40.1</b>	<b>41.1</b>	<b>41.8</b>	<b>43.1</b>
Net debt excl. IFRS 16	7.7	6.6	13.8	12.2	9.9	7.3
Gearing net	0.7	0.4	0.7	0.5	0.4	0.2
Leverage	2.5	1.3	2.3	1.8	1.3	0.8
Cash flow statement	12/20	12/21	12/22	12/23e	12/24e	12/25e
CF after elimination of net borrowing costs and taxes	4.6	6.6	4.7	6.2	7.1	8.2
<b>ΔWCR</b>	<b>-0.2</b>	<b>-3.3</b>	<b>-3.1</b>	<b>-1.3</b>	<b>-1.1</b>	<b>-1.4</b>
Operating cash flow	4.4	3.3	1.5	5.0	6.0	6.8
Net capex	-2.2	-2.6	-3.0	-3.4	-3.7	-4.1
FCF	2.2	0.7	-1.5	1.5	2.3	2.6
Acquisitions/Disposals of subsidiaries	-5.5	-3.0	-4.7	0.0	0.0	0.0
Other investments	0.0	0.0	0.0	0.0	0.0	0.0
Change in borrowings	5.9	1.8	6.0	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	0.8	4.4	-2.8	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	2.8	2.9	-2.3	1.5	2.3	2.6
ROA (%)	4.4%	8.3%	6.7%	6.2%	7.0%	9.0%
ROE (%)	9.2%	13.9%	13.1%	11.1%	11.3%	13.0%
ROCE (%)	7.5%	13.5%	15.0%	14.1%	14.2%	16.0%

## DISCLAIMER

### Analyst certifications

This research report (the “Report”) has been approved by Midcap, a business division of TP ICAP (Europe) SA (“Midcap”), an Investment Services Provider authorised and regulated by the Autorité de Contrôle Prudentiel et de Résolution (“ACPR”). By issuing this Report, each Midcap analyst and associate whose name appears within this Report hereby certifies that (i) the recommendations and opinions expressed in the Report accurately reflect the research analyst’s and associate’s personal views about any and all of the subject securities or issuers discussed herein and (ii) no part of the research analyst’s or associate’s compensation was, is or will be directly or indirectly related to the specific recommendations or views expressed by the research analyst or associate in the Report.

### 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.

### Conflict of Interests between TP ICAP Midcap and the Issuer

G. Midcap and the Issuer have agreed to the provision by the former to the latter of a service for the production and distribution of the investment recommendation on the said Issuer: Maps

### History of investment rating and target price – Maps





## Distribution of Investment Ratings

Rating	Recommendation Universe*	Portion of these provided with investment banking services**
Buy	82%	65%
Hold	16%	42%
Sell	1%	0%
Under review	1%	0%

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.

The history of ratings and target prices for the Issuers covered in this report are available on request at <https://researchtpicap.midcapp.com/en/disclaimer>.

## General Disclaimer

This Report is confidential and is for the benefit and internal use of the selected recipients only. No part of it may be reproduced, distributed, or transmitted without the prior written consent of Midcap

This Report is published for information purposes only and does not constitute a solicitation or an offer to buy or sell any of the securities mentioned herein. The information contained in this Report has been obtained from sources believed to be reliable and public, Midcap makes no representation as to its accuracy or completeness. The reference prices used in this Report are closing prices of the day before the publication unless otherwise stated. All opinions expressed in this Report reflect our judgement at the date of the documents and are subject to change without notice. The securities discussed in this Report may not be suitable for all investors and are not intended to recommend specific securities, financial instruments, or strategies to particular clients. Investors should make their own investment decisions based on their financial situation and investment objectives. The value of the income from your investment may vary due to changes in interest rates, changes in the financial and operating conditions of companies and other factors. Investors should be aware that the market price of the securities discussed in this Report may be volatile. Due to the risk and volatility of the industry, the company, and the market in general, at the current price of the securities, our investment rating may not correspond to the stated price target. Additional information regarding the securities mentioned in this Report is available on request.

This Report is not intended for distribution or use by any entity who is a citizen or resident of, or an entity located in any locality, territory, state, country, or other jurisdiction where such distribution, publication, availability, or use would be contrary to or limited by law or regulation. Entity or entities in possession of this Report must inform themselves about and comply with any such restrictions, including MIFID II. This Report is only intended for persons who are Eligible Counterparties or Professional Clients within the meaning of MIFID II regulation. It is not intended to be distributed or passed on, directly or indirectly, to any other class of persons. The Report is subject to restricted circulation. The research was conducted in accordance with the provisions of the Charter. Midcap has adopted effective administrative and organizational arrangements, including "information barriers", to prevent and avoid conflicts of interest regarding investment recommendations. The remuneration of financial analysts who participate in the preparation of the recommendation is not linked to the corporate finance activity.