



# GUIDANCE 2024

# 2001

ORIGINS:  
TEST SIMULATION

# 2010

EVOLUTION:  
DIGITAL TWIN

# 2015

INDUSTRY 4.0 &  
TECHNOLOGICAL  
HUMANISM

# 2017-2023

11 M&A  
+  
INTEGRATION

# 2024

 Delfi.ai

CONTINUOUS  
INNOVATION

# MARE GROUP | A DIGITAL ENGINEERING COMPANY

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## 1. APPLIED ENGINEERING 28%

Advanced design and optimization of products, processes and infrastructures, leveraging cutting-edge enabling technologies to enhance innovation across manufacturing, transportation, aerospace, automotive and defense.

- Mechanical Design
- Process Engineering
- Industrial Automation
- Prototyping Services
- Predictive Maintenance
- Functional Testing
- Digital Twin & Simulation Services

VOP\*: €45Mln



## 2. DIGITAL SERVICES 47%

Wide-ranging digital services and development encompassing products, cloud services, and digitalization for companies and processes of any size to empower businesses and maintain sustainable competitiveness.

- Cloud and Data Center Analysis
- Cybersecurity
- Business Intelligence
- Data Mining and Data
- Digital Transformation
- Big Data
- AI



## 3. TECHNOLOGY PLATFORMS 25%

Development or acquisition of proprietary technology as a foundation for new products and Platform evolution.












**XR LINE**

**Delfi.ai**

**SYPLA**  
PLATFORM

# 2024 MILESTONES

In the first half of 2024, Mare Group took effective steps towards achieving the objectives outlined in its IPO strategy, focusing on technology development, expansion into new sectors and internationalization.

OPERATION	VALUE	APP. ENG	DIG. SERV.	TECH PLA	COUNTRIES	TOPICS
Agreement with UST Italia: NIDO technology for drones ( <b>Defense</b> and <b>Agriculture</b> )		✓				  
Approval of the IMPROVE <b>R&amp;D</b> project by MIMIT	€2,1Mln			✓		
Acquisition of <b>Powerflex</b> testing ( <b>defense</b> / <b>aerospace</b> )	€1,2Mln	✓				 
<ul style="list-style-type: none"> <li>Expansion towards <b>Germany</b></li> <li>Framework Agreement on <b>Defense</b> (2024/2025)</li> </ul>	€1,1Mln	✓	✓		 	 
<ul style="list-style-type: none"> <li>Obiettivo Europa expands to the <b>Spanish Market</b></li> <li>Framework Agreement in Spain</li> </ul>			✓			
<b>Tech Platforms investment</b> completion	€3,5 Mln			✓		



Drones



XR



AI



Aerospace



Defense



Agriculture



# 2024 COMMUNICATION



ACCORDO TRA  
**MARE GROUP**  
E **UST ITALIA**



**MARE GROUP**  
ACQUISIRÀ  
**POWERFLEX**



Ministero delle Imprese  
e del Made in Italy

**KICK-OFF MEETING**  
**IMPROVE**



**MARE GROUP**  
E **SIDEREUS**

MEMORANDUM  
OF UNDERSTANDING  
PER UNA  
COLLABORAZIONE  
SPAZIALE

**m** **SIDEREUS**



**m**

**INTERNATIONAL AIRSHOW 2024**

26 SETTEMBRE 2024

## INNOTRANS BERLINO

HALL 6.2 | STAND 880

Workshop e presentazione dei prodotti  
SYPLA® SAX (SMART AXLE BOX) e SYPLA® RAIL  
in collaborazione con MA Group.

**SYPLA** **SYPLA** **MA Group** **m**

9 SETTEMBRE | ORE 10:00 | TEATRO VERDI, SALERNO

## AGRIFOOD FUTURE



**Giovanni Caturano**  
Innovation and  
Communication Director  
Mare Group

**Biagio Crescenzo**  
Chief Executive Officer  
CTI Foodtech

**AGRIFOOD FUTURE** **CAMERA DI COMMERCIO SALERNO** **UNIONCAMERE** **CTI** **m**



**m**

## RISULTATI PRIMO SEMESTRE

SUPERIORI ALLE ASPETTATIVE  
E OUTLOOK POSITIVO

Per maggiori dettagli, visita la sezione  
Investor Relations del sito Mare Group.



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## GERMANIA

MARE GROUP ENTRA NEL  
MERCATO TEDESCO IN AMBITO  
AEROSPACE

Ordine strategico a settembre

Per maggiori dettagli, visita la sezione  
Investor Relations del sito Mare Group.



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## DIFESA

TECNOLOGIE XR E SIMULAZIONE  
TERRITORIALE IN AMBITO DIFESA

Accordo Quadro 2024-2026

Per maggiori dettagli, visita la sezione  
Investor Relations del sito Mare Group.



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## MARE GROUP ENTRA NEL MERCATO SPAGNOLO

Continua la strategia di internazionalizzazione  
del Gruppo puntando alle PMI

Per maggiori dettagli, visita la sezione Investor Relations  
del sito Mare Group.



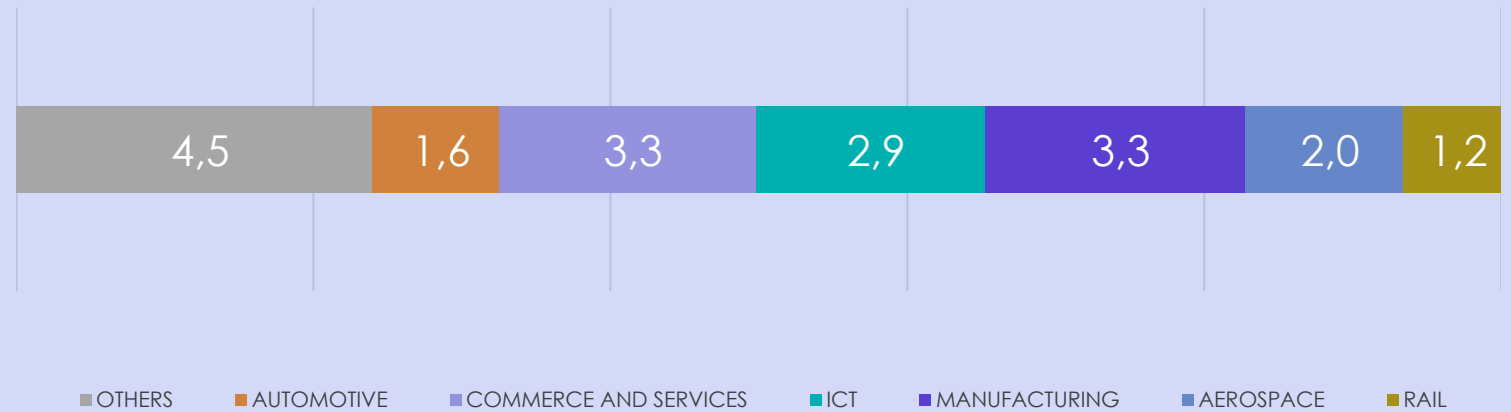
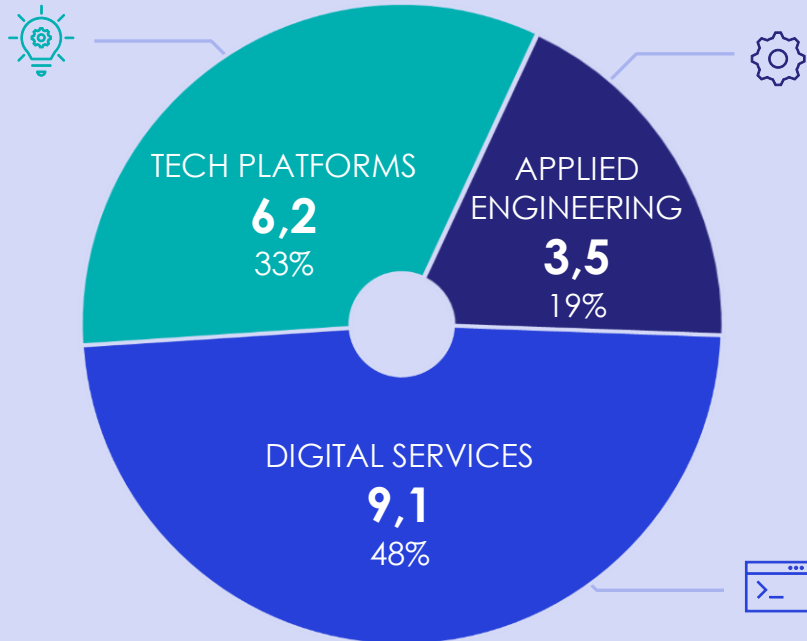
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## NUOVO COVERAGE KT&PARTNERS

FAIR VALUE SALITO  
DA €5.6 A €6.42  
UPSIDE +45,3%

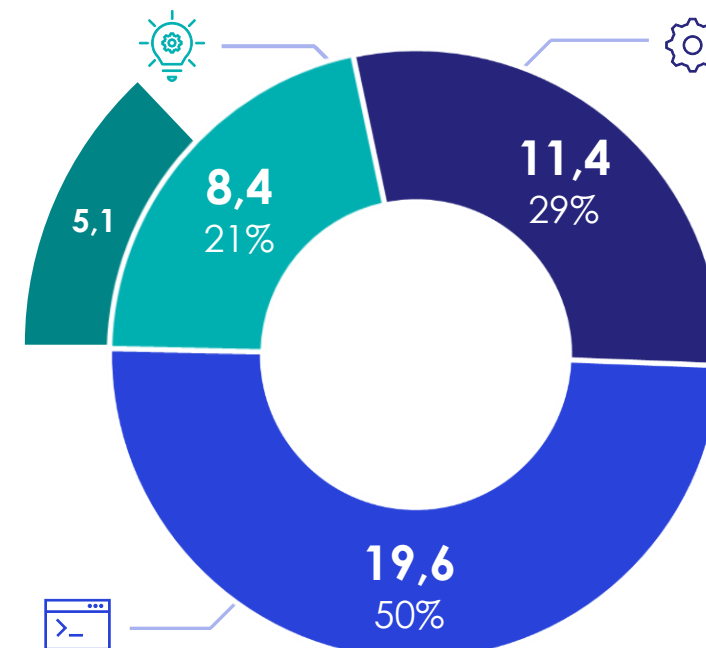
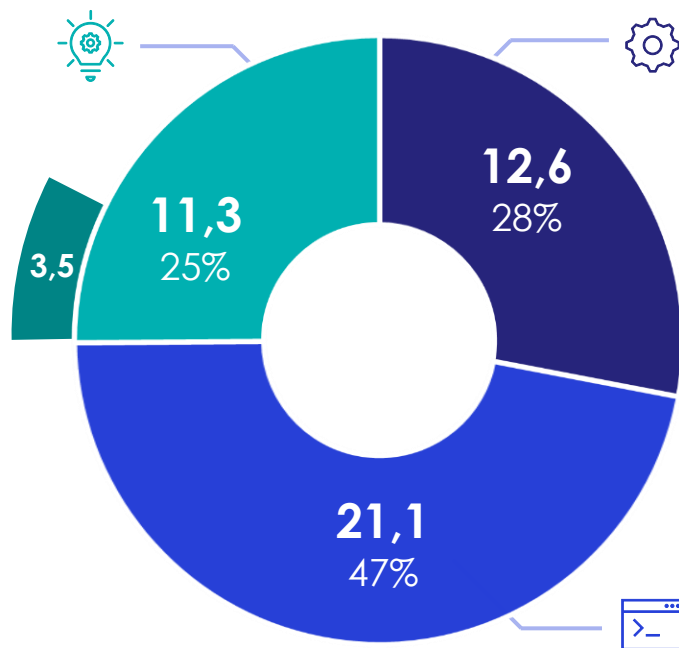
# MARE GROUP | 1H2024 vs 1H2023

	1H2024	YoY	1H2023
VALUE OF PRODUCTION	18,8 €Mln	+7,2%	17,5 €Mln
EBITDA	4,1 €Mln	+44,2%	2,8 €Mln
NET FINANCIAL POSITION	19,1 €Mln	-6,5 €Mln	25,6 €Mln (as of 31/12)



# MARE GROUP | FUTURE CONTINUOUS – GUIDANCE FY2024

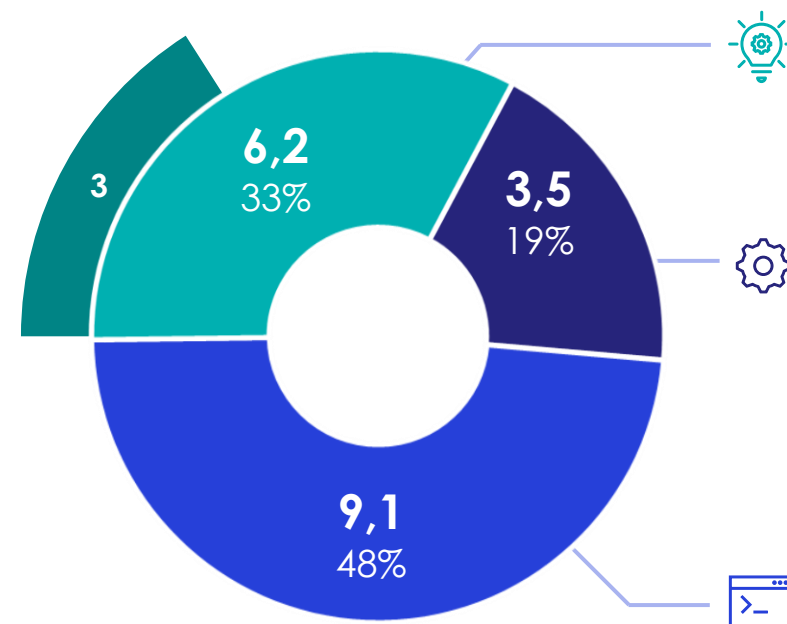
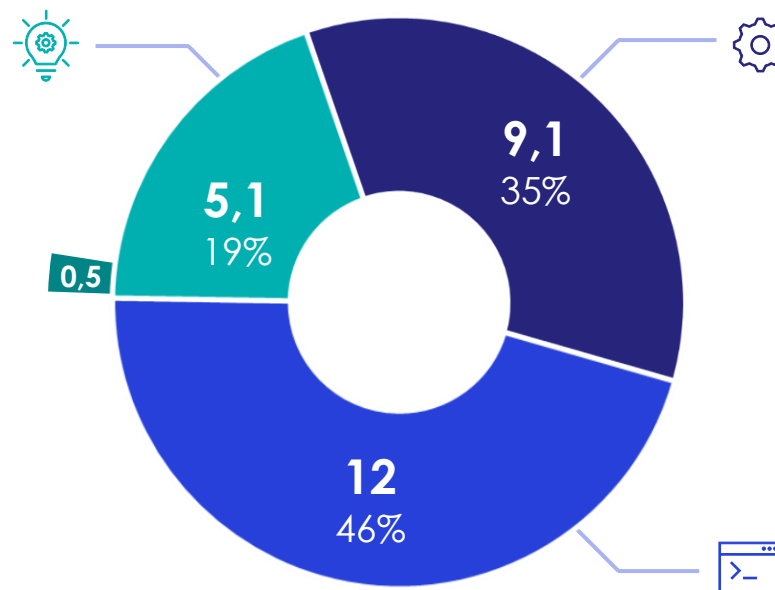
	2024*	YOY	2023
VALUE OF PRODUCTION	45 €Mln	+14%	39 €Mln
EBITDA	14 €Mln	+40%	10 €Mln
NET FINANCIAL POSITION	14 €Mln	-12 €Mln	26 €Mln
NFP / EBITDA	1,0x		2,5x





# MARE GROUP | FUTURE CONTINUOUS – HoH GROWTH 2024 (€Mln)

	2H2024*	1H2024
VALUE OF PRODUCTION	26,2	18,8
EBITDA	9,9	4,1
NET FINANCIAL POSITION	14,0	19,1



# MARE GROUP

## WELL DEFINED STRATEGY FOR A STEEP GROWTH PATH

2H2024 (€Mln)

TRENDS

2025

€ 26,2 Mln

VALUE OF PRODUCTION

DONE

TECH PLATF. INVESTMENTS

-5,1

NET FINANCIAL POSITION

- Lower Seasonal Variation
- More Recurring Revenues
- Cost Structure Optimization
- Increased Margins
- Improved Collection Cycles
- Better Cash Flow

ORGANIC  
GROWTH

**TANGIBLE RESULTS**




+

**CONSOLIDATION**

+

**GROWTH**

# STRATEGIC MOVES

ACTION	 APPLIED ENGINEERING	 DIGITAL SERVICES	 TECHNOLOGY PLATFORMS
ACQUISITION OF TARGET COMPANIES	✓	✓	✓
STRENGTHENING IN FOCUS SECTORS	✓		
APPLIED AI FOR BUILDING MANAGEMENT		✓	
TECHNOLOGY INTEGRATION		✓	✓
NEW PRODUCTS AND SERVICES			✓
INTERNATIONALIZATION	✓	✓	✓

ORGANIC GROWTH

+

EXTERNAL GROWTH

=

MORE THAN DOUBLE



## **Mare Group S.p.A.**

Capitale sociale € 3.000.000,00 i.v.

P.IVA IT 07784980638

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