

MAI's 2024 – 2028 Business Plan

Building the Future

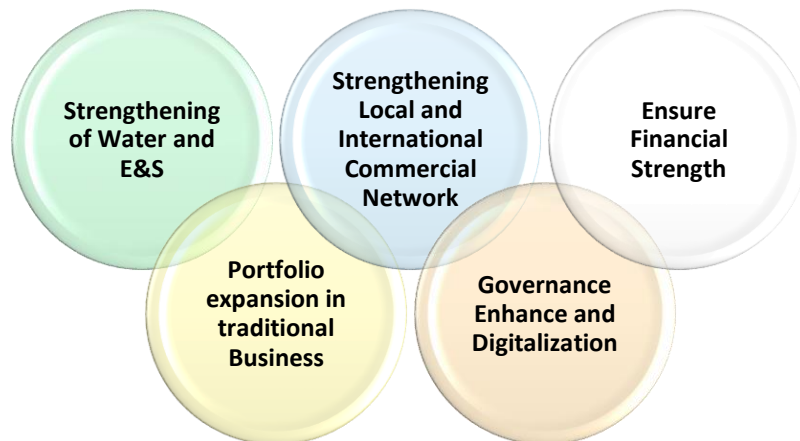


In the current economic and geopolitical landscape, the foremost consideration is undoubtedly the ongoing **“transition.”** This shift is propelled by urbanization, digitalization, and a growing insistence on sustainable solutions. Adapting to the consequences of this transformation requires the **formulation of new policies and regulations**, the modification of **transmission and distribution networks**, and the **development of sustainable energy and water generation**, coupled with innovative storage solutions. Throughout these changes, our primary focus is to ensure the **safeguarding of environmental and social aspects.**

Our Business Plan for 2024 - 2028 outlines a visionary path for the next five years, emphasizing growth targets in new areas such as **Green Hydrogen, Sustainable Mobility, and Social and Gender consultancy.**

We appreciate the **team's dedication** to realizing these targets, which aim to propel our revenues to no less than **40m€/year** by the end of the period, with at least **25% derived from acquisitions.** The team's commitment to achieving an EBIT above 10% and maintaining a net financial debt below 2m€ is truly commendable.

5 Key Growth Pillars



Our Targets



> 40m€ revenues



25% from acquisitions



Boosting of Water and Environment activities



Focus on Climate Change general approaches



Care for People Empowerment

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ENERGY

- **Scope:** Solar, Wind, Green Hydrogen, Storage, T&D.
- **Services:**
 - Technical Studies
 - Feasibility Studies
 - Project Management
 - Technical Modelling
 - Basic and Detailed Engineering

MANAGEMENT CONSULTING

- **Scope:** Energy and Water
- **Services:**
 - Economic Consulting
 - Markets and Planning
 - Utility Management
 - Transaction Advisory
 - Financial Modelling

WATER

- **Scope:** Desalination; Water Treatment; Supply.
- **Services:**
 - Technical Studies
 - Feasibility Studies
 - Project Management
 - Basic Engineering

ENVIRONMENT

- **Scope:** Energy, Water, Industry
- **Services**
 - ESIA
 - EMMP
 - Resilience
 - E&S Monitoring
 - H&S
 - Climate Change

In **Energy**, MAI will remain as a key player in the industry by the development of services associated to new trends and technologies. As for **Water**, MAI will develop services mostly in the areas of *regulation, networks, desalination and wastewater treatment* to provide an entire range of company services.

Environmental & Social area will provide services to support our clients to have a fair relationship with the earth and to respect other living beings on it.

MAI aims to maintain its global reputation as a high-quality and **sustainable consultancy company**, dedicated to adding substantial value to its customers. The company remains committed to ensuring the positive impact of its projects, with the goal of significantly increasing its contribution to society and enhancing its net market value by the end of the specified period.

By doing so, MAI will also expand regionally to support its services with a **robust and reliable technical and commercial network**. The expansion will be progressive and focused on one hand on regions of commercial interest; and, on the other, on activities that require strong external support.

MAI will persist in **enhancing communication** and active **participation in events** to fortify its **corporate brand**. This strategic approach ensures the company's priority access to the market, solidifying its standing and visibility. MAI aims also at attracting new talent by means of developing attractive company branding, positive impact projects and development of R&D Programs.

Last but not least, the MAI board is delighted to acknowledge and **celebrate the success achieved**, extending **heartfelt gratitude** and **congratulations** to the entire team and management. I express my **sincere thanks to each member** for their ongoing **dedication and commitment**, looking forward to continued success in the coming years.

Miguel A. Hernandez
CEO