

# End of 2023 news from MAI

## Building the Future

As we close the chapter on 2023, it is with pride that we reflect on MAI Group's commendable performance. Our collective efforts have culminated in a robust **13% increase in revenue** compared to the preceding year, alongside a solid **EBIT margin of 11.5%**. With an Order Intake surpassing the 20 million Euro mark, we have laid a strong foundation for sustained success throughout 2024. Despite the complexities inherent in assimilating our newly acquired entities, MAI has navigated the year with remarkable agility. The Board of Directors, alongside the CEO, has extended their heartfelt congratulations to the entire MAI team for the results.

The final quarter saw MAI's unwavering commitment to securing the company's financial outcomes. In parallel, the leadership diligently crafted the budget for the forthcoming year, ensuring alignment with the strategic directives outlined in the 2024-2028 Business Plan. Our Renewable and Storage, Networks, and Ambinor Units have exceeded expectations, concluding the year on a high note. Although Policy, Regulation and Strategy faced market adversities, the Unit secured significant contracts, positioning itself for a prosperous 2024. Similarly, our Water, Environment, and GAT divisions have sown the seeds for robust expansion in the year ahead.



From an organizational standpoint, MAI is poised to adopt a new structural framework in 2024 aligned with our service offering detailed in the Business Plan. This restructure is designed to foster growth and streamline responsibilities in tandem with the company's escalating operations.

In summary, MAI has not only met but also surpassed its objectives for 2023. With anticipation, we set our sights on a remarkable and prosperous 2024.

Miguel A. Hernandez  
CEO

