



FINANCIAL RESULTS

1H 24-25: JULY 2024 – DECEMBER 2024
March 28th, 2025



TODAY'S SPEAKERS



Gianfranco Sorasio

Founder, Chairman and CEO

- Harvard BS ALUMNI (OPM43) Ph.D. In Physics (Umea, Sweden) under L. Stenflo (Nobel Committee Chairman) Nuclear Engineer (PoliTo)
- Author of several scientific papers on supercomputers' numerical simulation
- 20+ years of experience in the Energy sector



Lucia Fracassi

General Manager

- Graduated with honors in Economics of Organization and Technological Innovation at the Catholic University of Piacenza
- Master in Digital Transformation at IMD Losanna
- 25+ years of experience in multinational Groups in high level roles (CFO, GM and CEO)

ELITE AND COMMITTED LEADERSHIP TEAM

Gianfranco Sorasio - Founder, Chairman and CEO



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João Wemans - Chief Digital Platform Officer



- Physics Engineer (Lisbon, Portugal) and Ph.D. in Ultra-high Power Laser Technology (Lisbon, Portugal)
- Collaboration with G. Mourou (Physics Nobel Prize in 2018)
- 10+ years of experience in the Energy sector

Carlo Cigna - Chief Technology Product Officer



- Certificate in: Quantitative Finance (Fitch), Nuclear Engineering (PoliTo)
- Executive Masters in: Innovation (HBS), Pricing (MIT), Algotrading (Oxford)
- 15+ years of experience in the Energy sector

Federica Berardi - Chief Financial Officer and IRM



- Geography Degree (Torino) and Executive MBA in Corporate Finance & Banking (Il Sole24Ore Business School)
- 10+ years of experience in the Energy sector
- CFO of the year 2022 category EGM Company

Franco Pancino - Direct Sales Director



- Graduated in Political Sciences at University of Milan
- He started his career in 2003, dealing with customer acquisition with a strong focus on marketing involving both proprietary and external sales networks
- 10 years of experience in the Energy sector

Giada Giangreco - Reseller Channel Director



- Foreign Languages and Literature Degree at University of Turin
- In eVISO since 2014 where she had the opportunity to implement the after-sales department and processes focused on customer satisfaction
- Her background was necessary in order to specialize in customer acquisition and retention strategies

Sergio Amorini - Business Development Director



- Nuclear Engineer (PoliTo); Master in Plasma Physics (Lisbon, Portugal); Master in Relationship Management & Executive Master in Digital Transformation & Business Strategy (Il Sole24Ore Business School)
- 9+ years of experience in the Energy sector

Elisa Argenta - Marketing & Brand Director



- Degree in Design (IUAV University of Venice), Master's in Business Management and Strategy (Il Sole 24 Ore Business School).
- 10+ years in marketing, branding, and trade marketing across international contexts, with a strong focus on brand growth and performance.
- Developing strategies to enhance brand value through digital innovation, improving customer experience and optimizing online and offline touchpoints.

Clara Ghigo - Director of After-Sales Technical and Engineering Services



- Civil engineering degree (PoliTo)
- She is specialized in after-sales service, with a strong focus on increasing customer satisfaction and its retention
- 7+ years of experience in the Energy sector

Incentive scheme

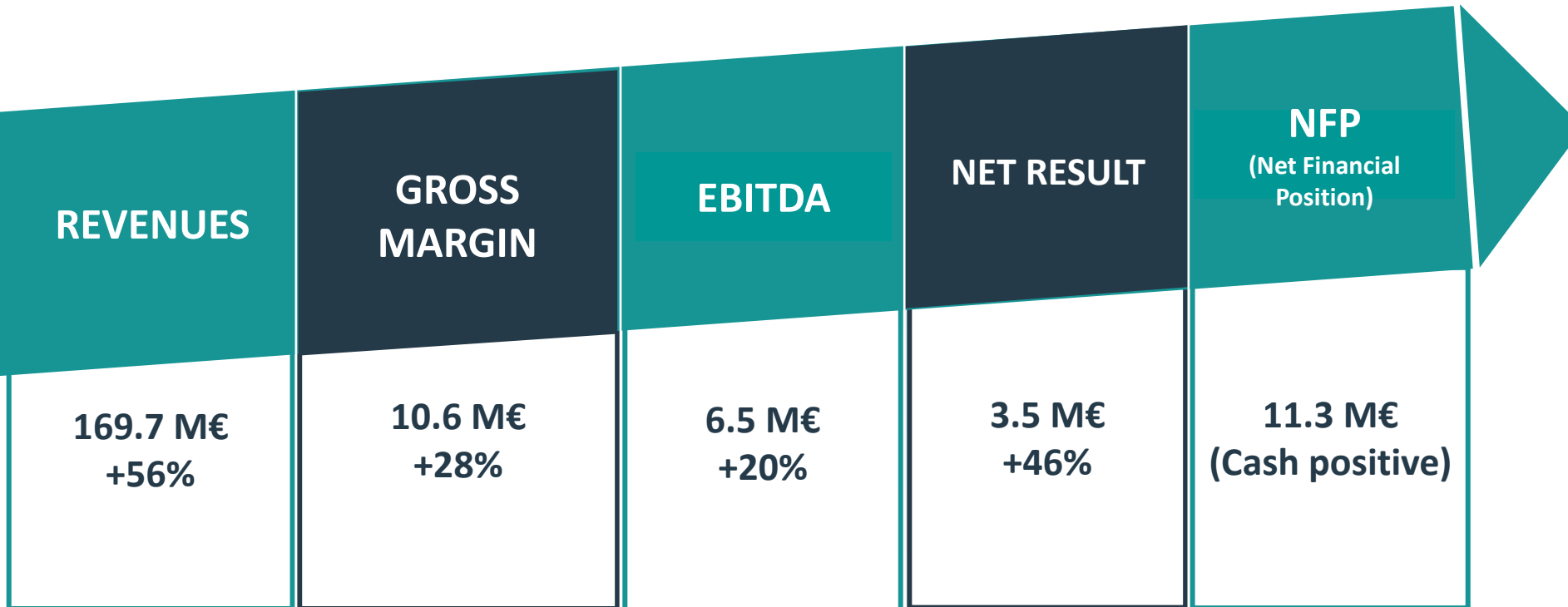
400,000 stock options were awarded to Top and Medium Leaders in 2024 at strike price of 4€/share

2024 business bonus for the **entire workforce** equal to **5% of EBIT**

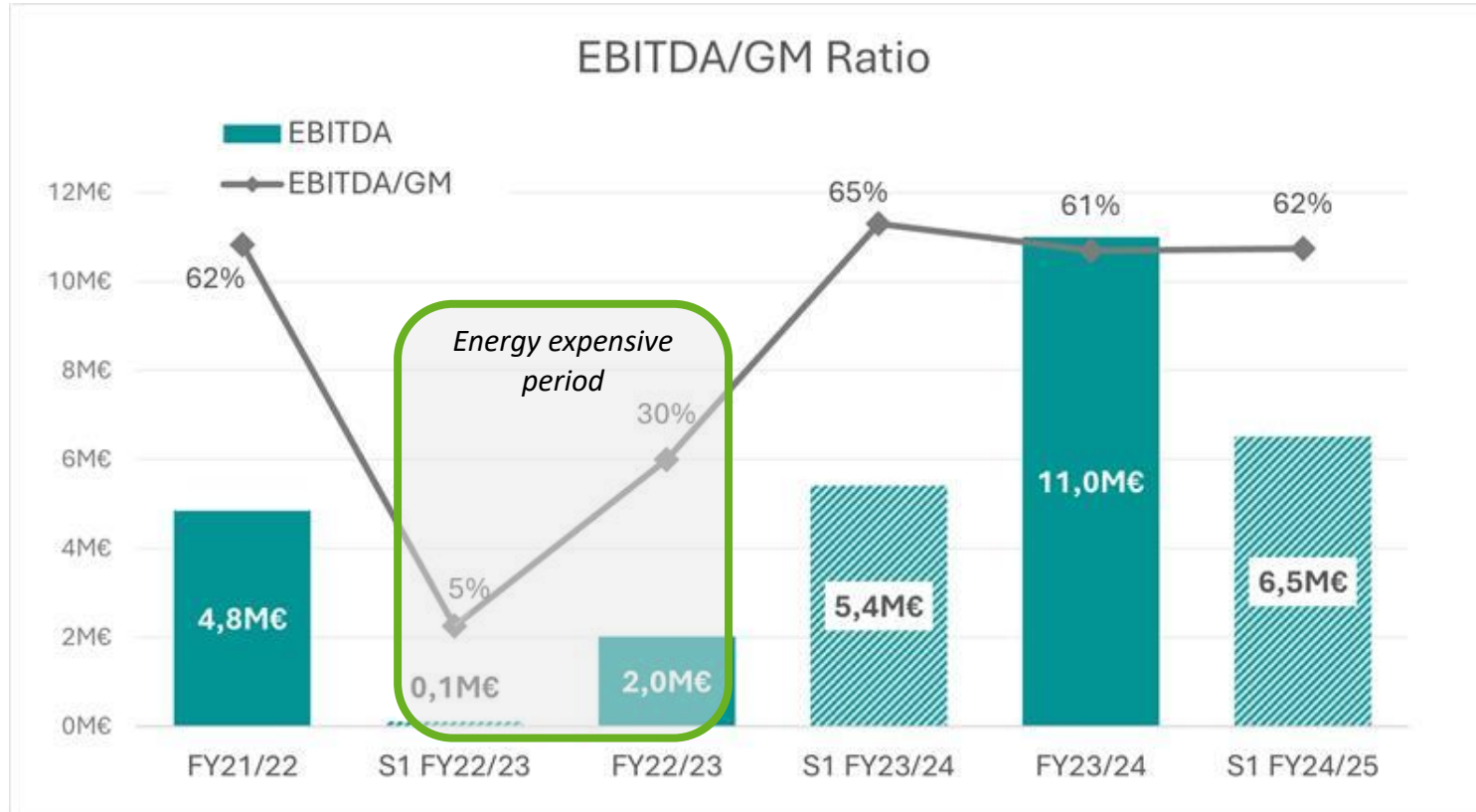
KEY NUMBERS

1H 2024/25 KEY FINANCIAL RESULTS

Comparison with 1H23-24: July 2023 – December 2023



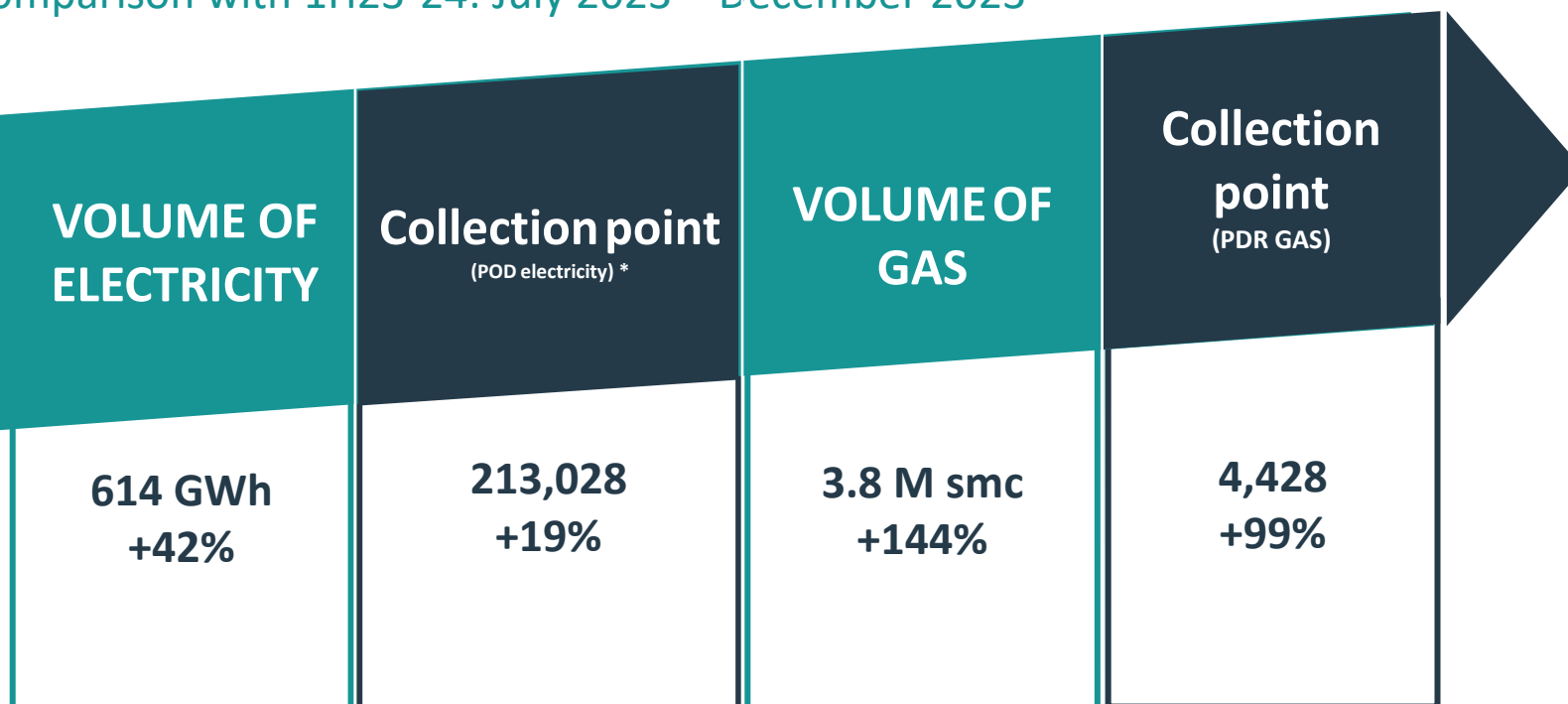
GROSS MARGIN TO EBITDA CONVERSION RATE



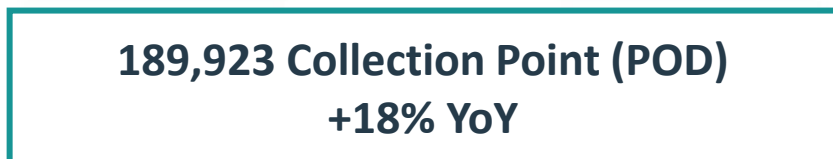
eVISO has managed to **maintain a conversion rate above 60% over the years** during a rapid growth in turnover and EBITDA (excluding anomalous years related to the period of high energy prices). In particular, **the conversion rate for the 1H 24-25 was 62%**

MAIN INDICATORS 1H24-25

Comparison with 1H23-24: July 2023 – December 2023



RESELLERS CLIENTS

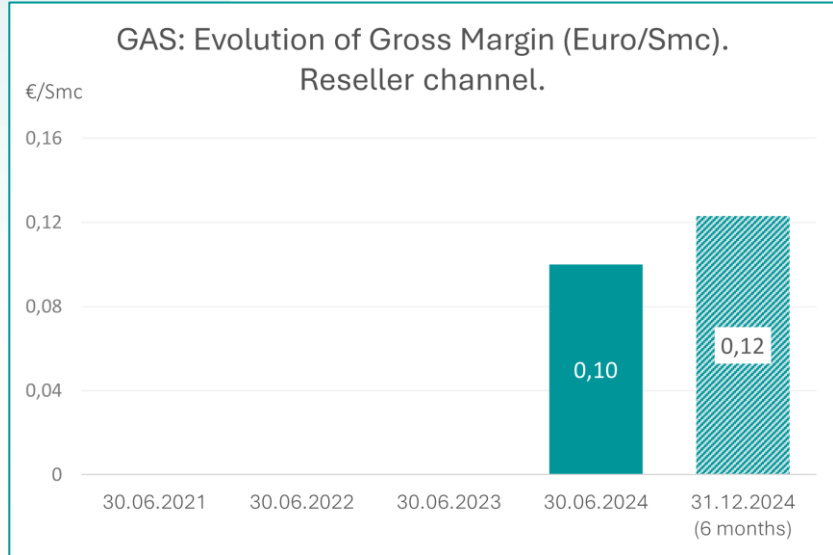
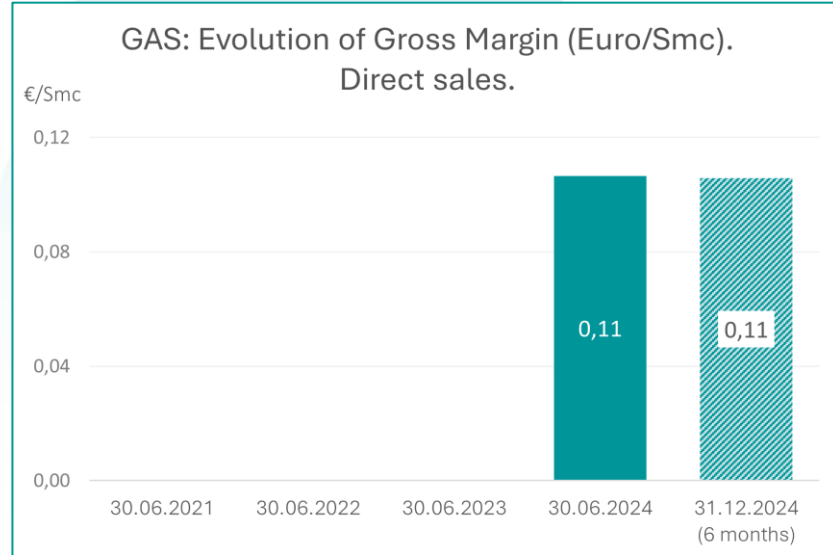
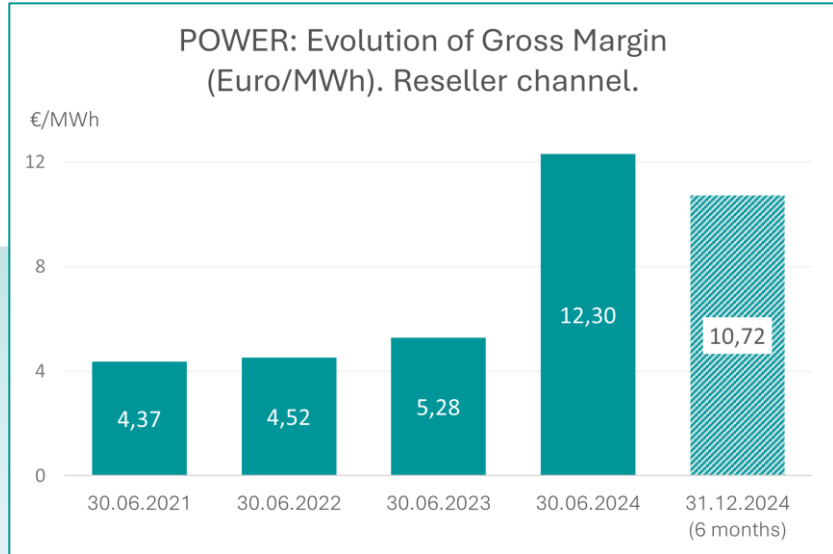
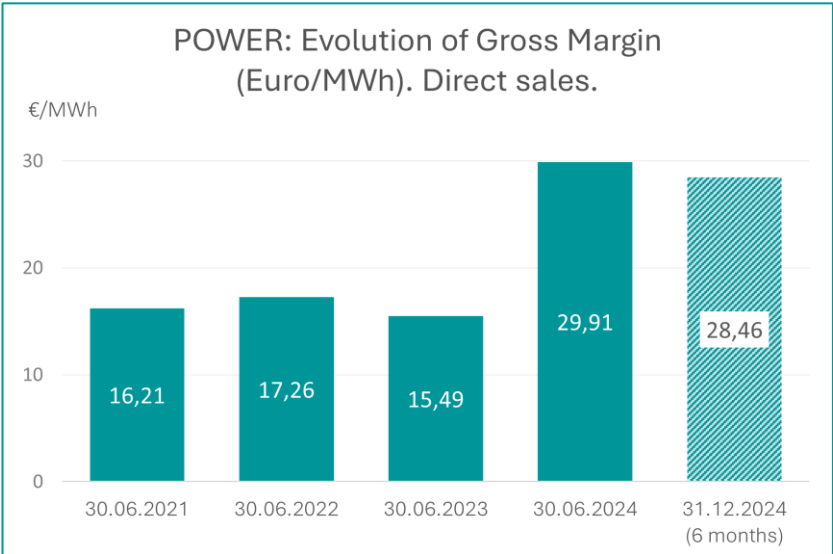


DIRECT CLIENTS

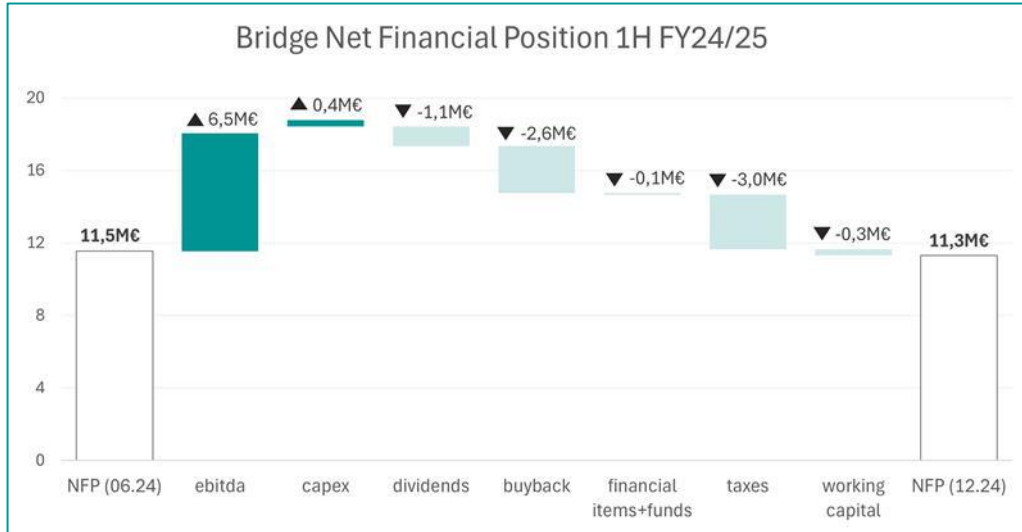


* Including 212 POD relating to direct retail customers (equal to zero in the period July 2023 - December 2023)

GROSS MARGIN PER UNIT: ENERGY & GAS



NET FINANCIAL POSITION



Total liquidity (cash) at December 31, 2024 amounts to **€20.2 million**, of which €18.9 million in liquid assets and €1.3 million in time deposits, while **financial debt** amounts to **€8.9 million**.

The NFP from June 30, 2024 to December 31, 2024 was affected as follows:

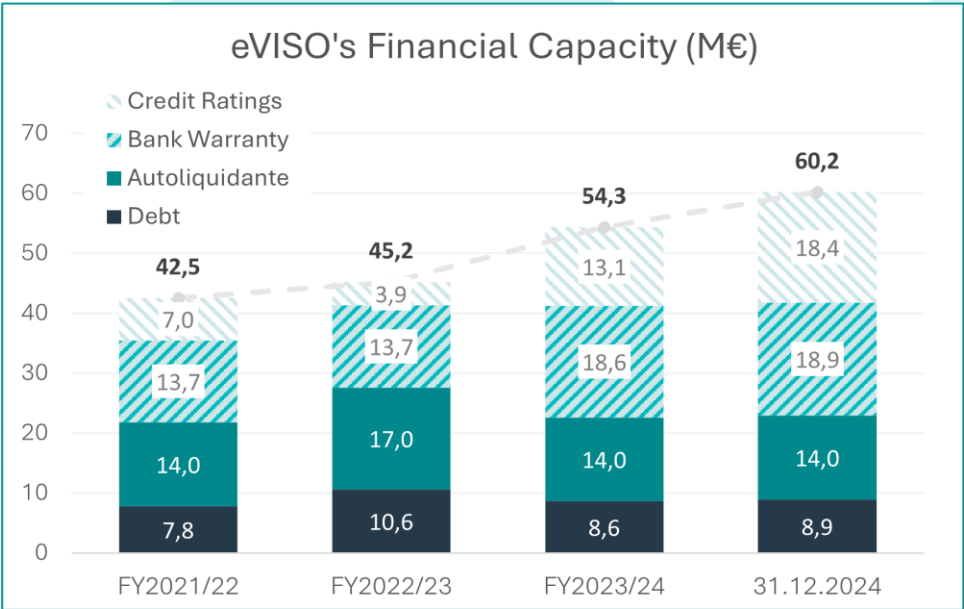
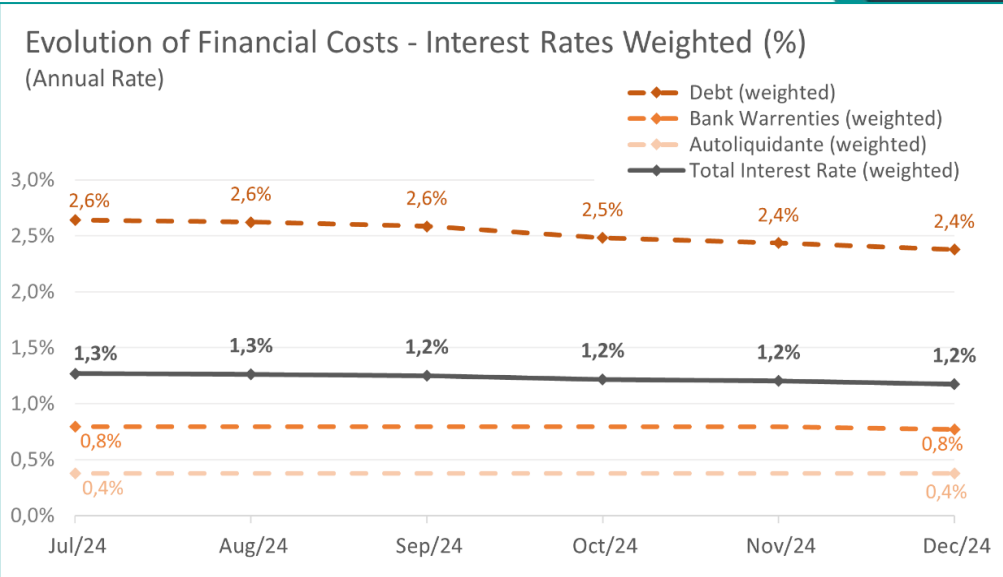
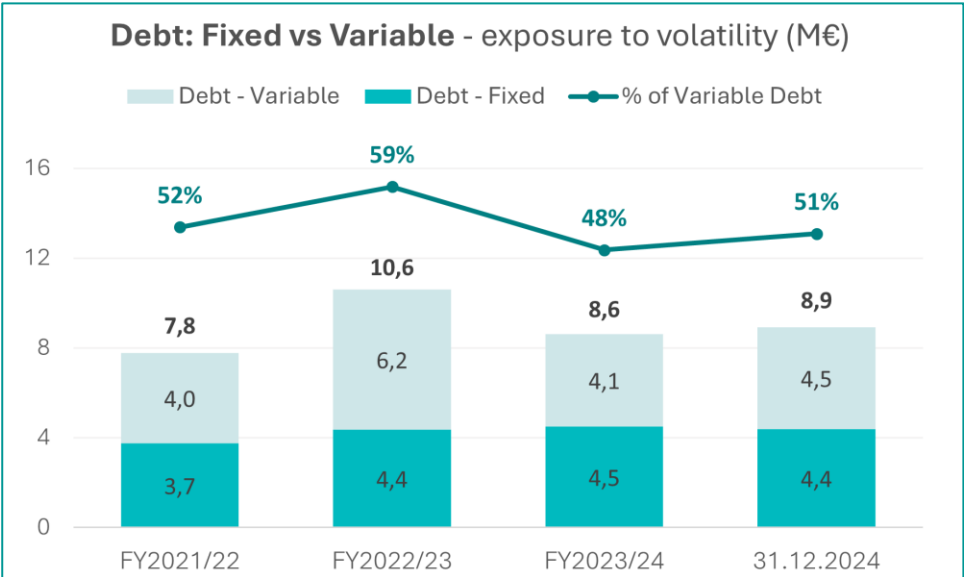
- **positively** by ebitda (€ 6.5 million) and capex (€ 0,4 million);
- **negatively** by the **distribution of dividends** (€ 1,1 million), **purchase of own shares** (€ 2,6 million), **taxes** (€ 3,0 million)

RATING (19th December 2024)

**Raises rating from A3.1 to A2.2
(Cerved Rating Agency)
= A (S&P's and FITCH)
A (MOODY'S)**

* NFP + Securities" highlights the correction of the Net Financial Position taking into account the Securities, which are not included in the calculation of the NFP following the Italian accounting principles. To calculate this value, treasury shares and other non-material options were added to the NFP of the period.

SOLID FINANCIAL STRUCTURE



- **Financial Stability:** thanks to a strong credit rating, the company has built a robust banking structure, ensuring stable management;
- **Debt Reduction:** the use of bank guarantees has limited security deposits, reducing bank debt;
- **Financial Balance:** a balanced mix of medium-to-long-term debt, fixed/variable rates, and bank guarantees with a 0.77% fee has reduced market volatility exposure and significantly cut costs (€ 160k in 1H 24-25).
- **Using Credit Rating as a Guarantee:** the Cerved rating reduces the need for sureties by over € 18 million, freeing up resources;
- **Efficient Management:** forecasting tools and strong financial relationships ensure high standards with controlled costs.

Last news



11th December 2024
eVISO: the 2025 pipeline of contracts on the reseller market reaches 1,325 GWh, equivalent to an annual turnover of 322 M€



25th February 2025
eVISO: integration of the entire gas supply chain completed



19th March 2025
eVISO launches CORTEX GAS: the new digital platform to automate the management of procedures in the gas sector



19th December 2024
Cerved Rating Agency S.p.A. raises eVISO rating from A3.1 to A2.2



3rd March 2025
eVISO: establishes the company "Smartmele Fruits Trading L.L.C." in Dubai in order to significantly scale the activities of the proprietary platform for the exchange of fruit "SMARTMELE" in Gulf Countries

The logo features the word "eviso" in a bold, lowercase sans-serif font, with the "e" in teal and "viso" in dark blue. Below it, "AI" is written in a large, stylized font where the "A" and "I" are teal and connected at the top. To the right of "AI", the words "FOR" and "COMMODITIES" are stacked in a smaller, dark blue, uppercase sans-serif font.

eviso
AI FOR
COMMODITIES

The website address is displayed in a teal, lowercase sans-serif font at the bottom center of the page.

www.eviso.ai