



Company Presentation

February 2023



Elite and committed leadership team

OUTSTANDING LEADERSHIP TEAM AND VERTICAL COMMITMENT OF THE FULL WORKFORCE IN THE DEVELOPMENT OF eVISO



Gianfranco Sorasio

Founder, President 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

Chief Operations Officer

- Graduated with honors in Economics of Organization and Technological Innovation at the Catholic University of Piacenza
- With a financial background, she had the opportunity to work for various international groups where it was necessary to be very close to the business



João Wemans

Data Services Platform Director

- 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



Federica Berardi

Chief Financial Officer and IRM

- Geography Degree (Torino) and Executive MBA in Corporate Finance & Banking (Il Sole24Ore Business School)
- 6+ years of experience in the Energy sector



Sergio Amorini

Business Development Director

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



Carlo Cigna

Algo Intelligence Director

- Nuclear Engineer (PoliTo) and Executive Master at Massachusetts Institute of Technology (Boston, MA) in Data Driven Pricing. Certificate in Disruptive Strategy (Harvard BS) and Algorithmic Trading (Oxford)
- 12+ years of experience in the Energy sector

Production incentive scheme

Workforce



2020 business bonus for the **entire workforce** equal to **5% of EBIT**, fully paid after reaching an EBITDA \geq €2.3 m

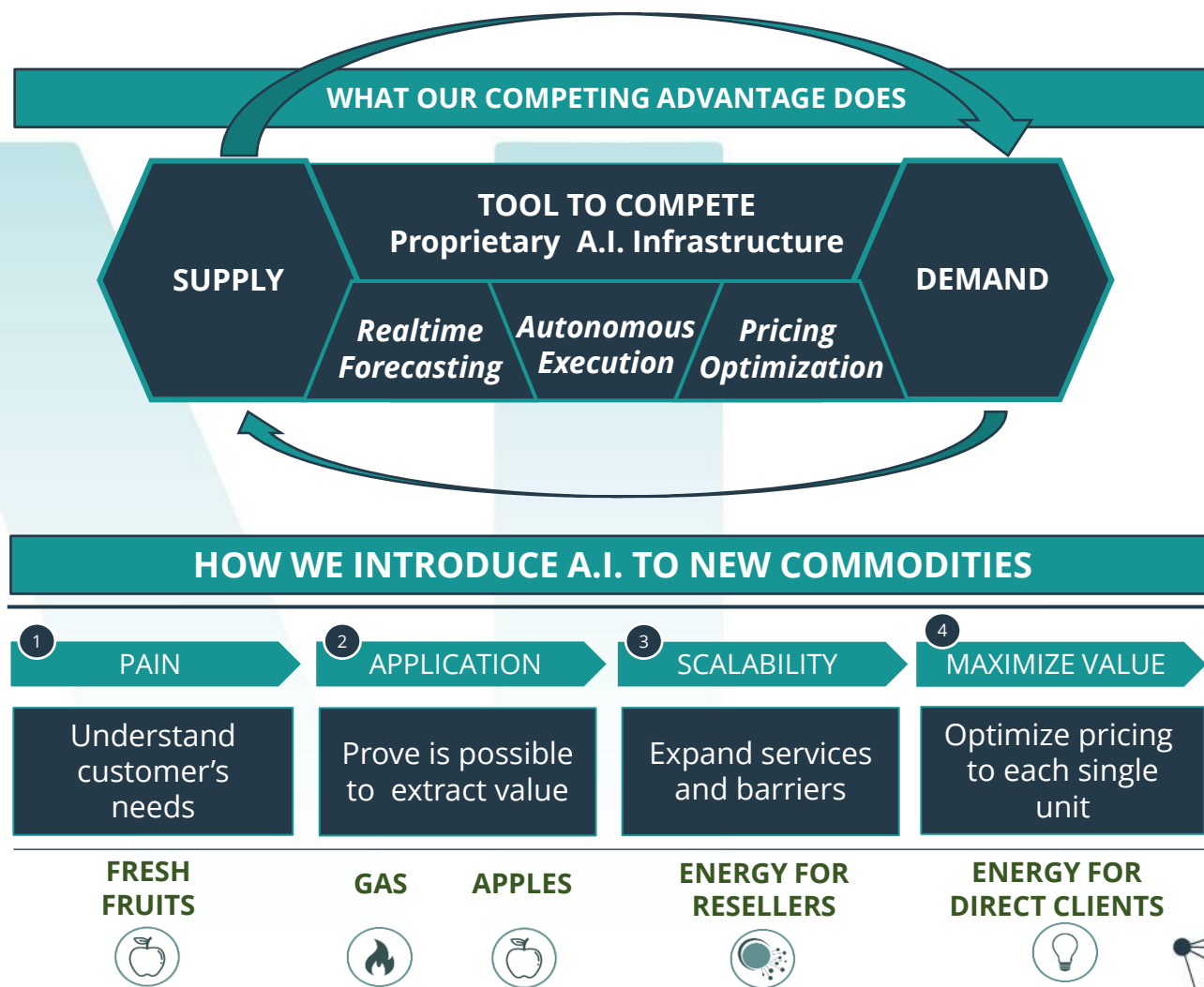
Management



On top of the bonus for the entire workforce, **additional bonus** for the **Leadership Team** equal to **1% of EBIT**, fully paid

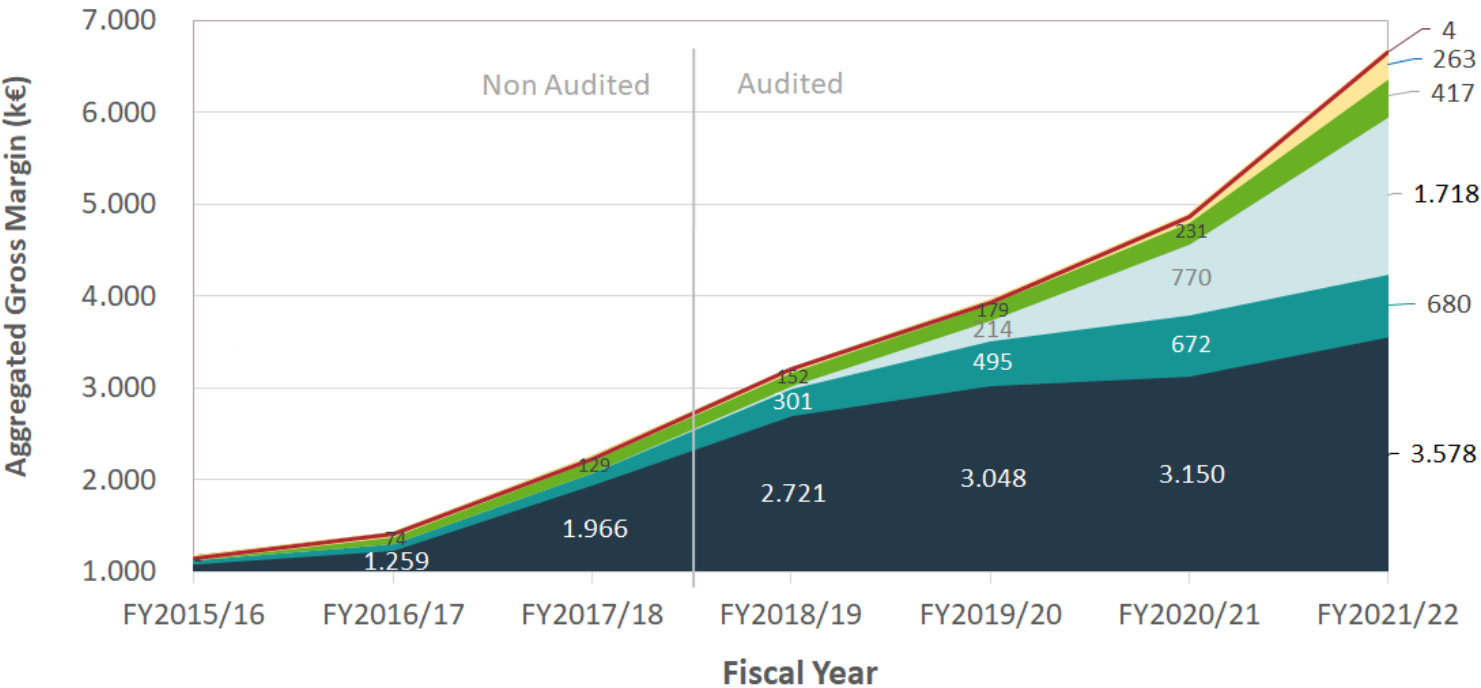
eVISO at a glance

eVISO CREATES VALUE FOR THE PHYSICAL COMMODITIES MARKETS BY COMPETING WITH PROPRIETARY A.I. INFRASTRUCTURE AND METHODS



Growth of Gross Margin per Business Line

(in thousand of euros)



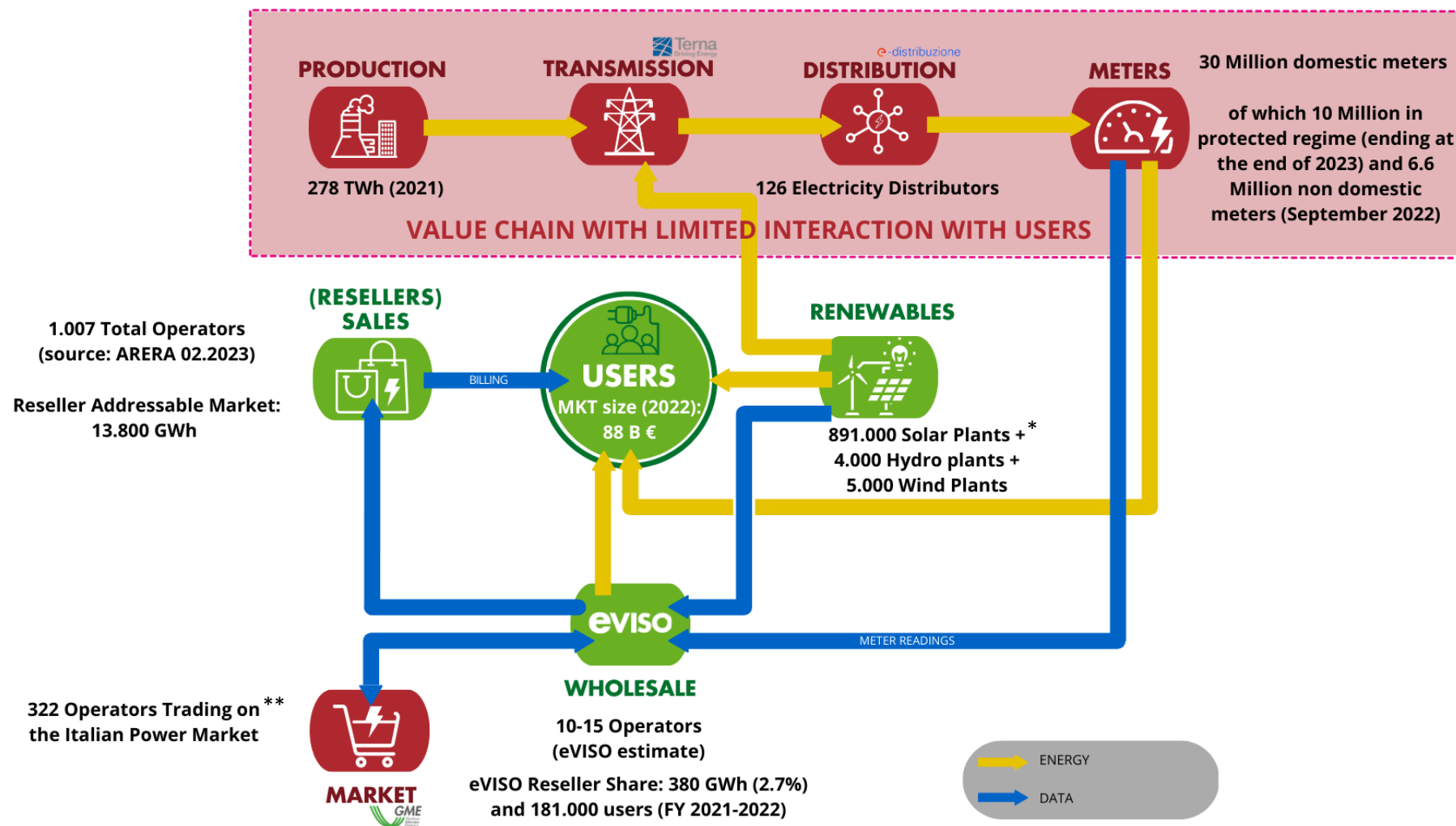
- AGRIFOOD: APPLES (B2B)
- GAS: Direct (B2B+B2C)
- POWER: Platform Services (PaaS)
- POWER: Resellers (B2B2C)
- POWER: Direct (B2C)
- POWER: Direct (B2B)

eVISO FY2021/2022 Income Statement



eVISO
AI FOR COMMODITIES

ELECTRICITY MARKET



* Source: https://atla.gse.it/atlaimpianti/project/Atlaimpianti_Internet.html

** Source: <https://www.mercatoelettrico.org/it/mercati/mercatoelettrico/elencooperatori.aspx>

FY 2022 KEY FINANCIAL RESULTS

REVENUES	EBITDA	NET RESULT (without «extra profit» extraordinary contribution)	NFP (available cash)	EQUITY
209.6 M€ +173% YoY	4.8 M€ +46% YoY	1.8 M€ +38% YoY (-1,1 M€ with "extra profit")	12.3 M€	18.5 M€

“EXTRA PROFITS” extraordinary contribution

EBIT	NET PROFIT (ORDINARY)	«EXTRA PROFITS» EXTRAORDINARY CONTRIBUTION*	NET PROFIT**
2.8 M€ +35% YoY	1.8 M€ +38% YoY	- 2.9 M€	- 1.1 M€

The first payment of extra-profits contribution, equal to **40%**, was paid by **30th June 2022**, with execution on 1st July 2022.

The rest, if due, will be paid on the **30th November 2022** with the same procedures. Meanwhile **application for full repayment** was submitted in **15th November**.

**non-recurring and non deductible contribution defined by Italian Government.*

***including «extra profits» extraordinary contribution*

MAIN ECONOMIC INDICATORS FY2022

Comparison with previous year: July 2021 – June 2022

REVENUES ELECTRICITY

178.1 M€
+162% YoY

VOLUME OF ELECTRICITY

626 GWh
+50% YoY

AVERAGE TURN-OVER (electricity)

283 €/MWh
+75% YoY

REVENUES GAS

2.3 M€
+1588% YoY

VOLUME OF GAS

1.6 mmc
+502% YoY

RESELLERS CLIENTS

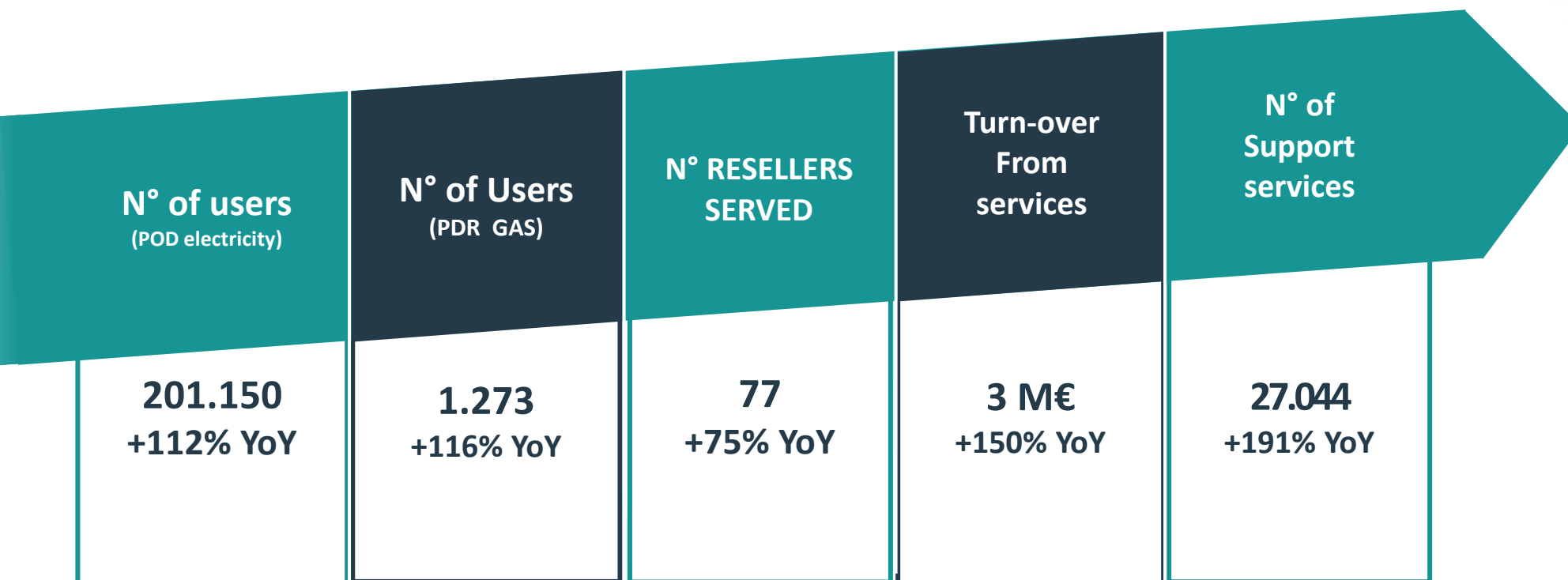
380 GWh
+111% YoY

DIRECT CLIENTS

246 GWh
+4% YoY

MAIN OPERATIONAL INDICATORS

comparison with previous year: July 2021 – June 2022



RESELLERS CLIENTS

181.000 users served
+131% YoY

DIRECT CLIENTS

21.003 users served
+19% YoY

Electricity key indicators (FY 2021-2022)

FORECASTING

115 Million
PREDICTIONS PER DAY

1.1 Million
(+67% YoY)
YEARLY TRADING BIDS

42.2 Billion
(+203% YoY)
FORECASTED VALUES

EXECUTION

11.6 Billion
(+101% YoY)
RECORDS IN DATALAKE

203.276
(+214% YoY)
USERS SERVED

77
(+75% YoY)
RESELLERS SERVED

PRICING & CUSTOMER SUPPORT

622
DIFFERENT
COMMERCIAL OFFERS

993.720
(+99% YoY)
INVOICES PER YEAR

27.004
(+239% YoY)
CUSTOMER PAID SERVICES

Pursuing high ESG standards

Environment



Zero impact: new eVISO headquarter will be carbon neutral



CO2 neutrality: eVISO exclusively consumes energy from renewable sources in its offices



Energy efficiency: eVISO tips help customers to cut energy consumption



Tackling energy poverty: eVISO is partner of the EU project SocialWatt aimed to develop innovative schemes to alleviate energy poverty

Social



Scholarships: eVISO supports talents through scholarships for the development of technological, musical and cultural know-how



Local impact: eVISO organizes district events in order to promote artistic, cultural and gastronomic excellences



Training: eVISO dedicates an unlimited budget for the purchase of books and magazines



Work-life balance: eVISO staff benefits from flexible working hours and can work remotely depending on needs

Governance



Board: 2/5 of members are independent



Diffuse leadership: decisions are taken by collaborators through distributed processes



Gender balance: eVISO staff is composed of 46% women

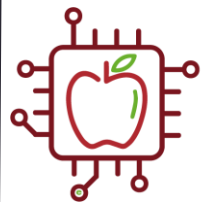


Cultural diversity: eVISO professionals come from over 10 different countries

MAIN INDICATORS FY2022

Apple marketplace: July 2021 – June 2022

Traded Tons (apples)	Limit Orders: ask volume	N° of registered users	Average traded price
176	1.342 Tons	211	820 €/Ton

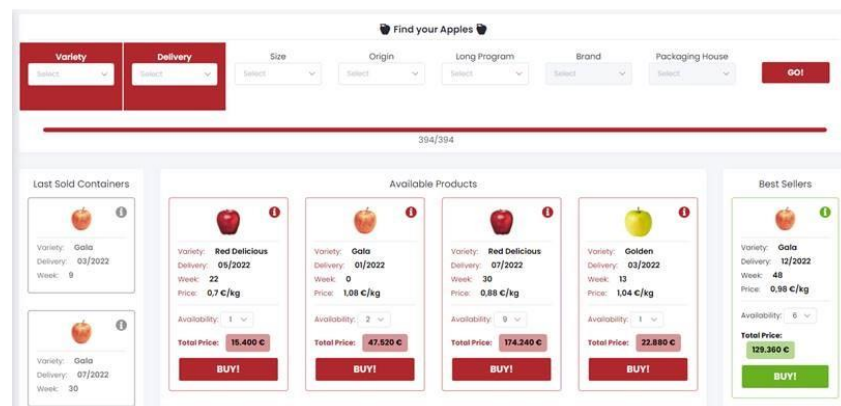


SmartMele

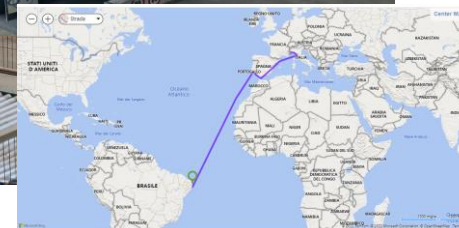


«SmartMele» key indicators

eVISO
AI FOR COMMODITIES



- **First day of trading:** Dec. 21, 2021
- ≈€100,000 of closed orders with delivery in Oct. 2022
- **First registered contract:** signed between Lagnasco Group and Novafruit
- **Transaction carried out** equal to ≈1,000 quintals of apples (5 containers), for a total value of €88,000
- **Other strategic agreements** registered in recent months: with the **Italian Telematic Commodity Exchange (BMTI)**, which recognized eVISO as a partner in Aug. 2021
- **First two deliveries** with destination **Kuwait** and **Brazil** carried out
- **1947 buyers** and **sellers** from **15 countries** listed in database



87 MILLION
TONS OF
ADDRESSABLE
MARKET¹

¹ Source: World Apple Organization

AI scalability on several commodities sectors

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022

≈95,500 POD¹ served

Forecasting: forecasting activities use algorithms, learning systems, autonomous and constantly evolving processes

Execution: execution activities use a large amount of non-human data, generated with increasing speed

Data Driven Pricing: data driven pricing activities use data to create mass customization processes that, at the same time, increase the quality perceived by the user and maximize the profit generated in each interaction

≈550 PDR¹ served

Forecasting: forecasting activities use algorithms, learning systems, autonomous and constantly evolving processes

Execution: execution activities use a large amount of non-human data, generated with increasing speed

Data Driven Pricing: data driven pricing activities use data to create mass customization processes that, at the same time, increase the quality perceived by the user and maximize the profit generated in each interaction

32 VARIETY GROUPS
1,279 VARIETIES

The ability of **Data Analysis & Forecast** developed by eVISO on the energy markets also adapts to the field of agri-food production

OUR AI PARADIGM IS APPLICABLE TO ALL PHYSICAL COMMODITIES THAT HAVE OVER 100 B\$ MARKET SIZE, A LONG-TERM STABLE DYNAMICS AND A HIGH PRICE AND VOLUMES VOLATILITY...

¹Note: POD Point Of Delivery, PDR Punto di Ritiro

Focus on commodities with continuous consumers

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022



EASY - MY Eviso IS THE PERSONAL AREA WHERE **eVISO CUSTOMERS (SMEs, FARMS, SHOPS, RESTAURANTS, INDIVIDUALS)** CAN VIEW DOCUMENTS AND INFORMATION ON THE SUPPLY, DOWNLOAD BILLS AND REQUEST A FILE IN COMPLETE AUTONOMY



THE DIGITAL ENGINE ALLOWS TO SCALE THE CALCULATION CAPACITY OF THE ELECTRICITY BILL LAYOUTS



THE PORTAL ALLOWS **RESELLER CUSTOMERS** TO INDEPENDENTLY REQUEST THE MOST COMMON ENERGY PRACTICES, TRACK THE STATUS OF THE PRACTICES ON A DAILY BASIS AND BE ABLE TO RESPOND TO CUSTOMER NEEDS, SIGNIFICANTLY REDUCE CUSTOMER MANAGEMENT COSTS



THE SMARTMELE PROJECT USES DIGITAL METHODS, FORECASTING ALGORITHMS AND THE KNOW-HOW OF **Eviso PLATFORMS** TO DEVELOP A SERIES OF SERVICES DEDICATED TO THE APPLE SECTOR FOR EACH **PRODUCER AND BUYER IN THE MARKET**.
THE ROBOTS CONTINUOUSLY SCAN THE WORLDWIDE WEB, DOWNLOAD SELECTED DATABASE, READ BOOKS AND SO ON TO PRESENT, AS FAR AS WE KNOW, THE MOST COMPREHENSIVE AND UP TO DATE SET OF INFORMATION ABOUT APPLES



Last news



29 November 2022

eVISO: supply contracts to resellers for the 2023 calendar year exceed 440 GWh for an estimate turnover of 125M€, 15% vs the 105M€ achieved in the period 1 July 2021 -30 June 2022



8 December 2022

eVISO: Simone Bernardi new head of the "SmartMele" project.



23 December 2022

eVISO: Cerved Rating Agency confirms SECURITY area (class A3.1), even in an environment made challenging by the sharp rise in commodities



6 December 2022

Thanks to its proprietary technology for purchasing energy from renewable sources, eVISO was awarded a new €4M supply contract by a leading industrial group



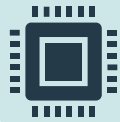
12 December 2022

eVISO: 800% increase in energy contracts to resellers from 2020 to 2023

Key takeaways



Strong record of **top line growth in energy**



A unique player growing faster and stronger than the market, thanks to its **proprietary AI platform**



Born scalable and **ready to scale faster into new markets**



Expanding into high potential and very large global commodities market

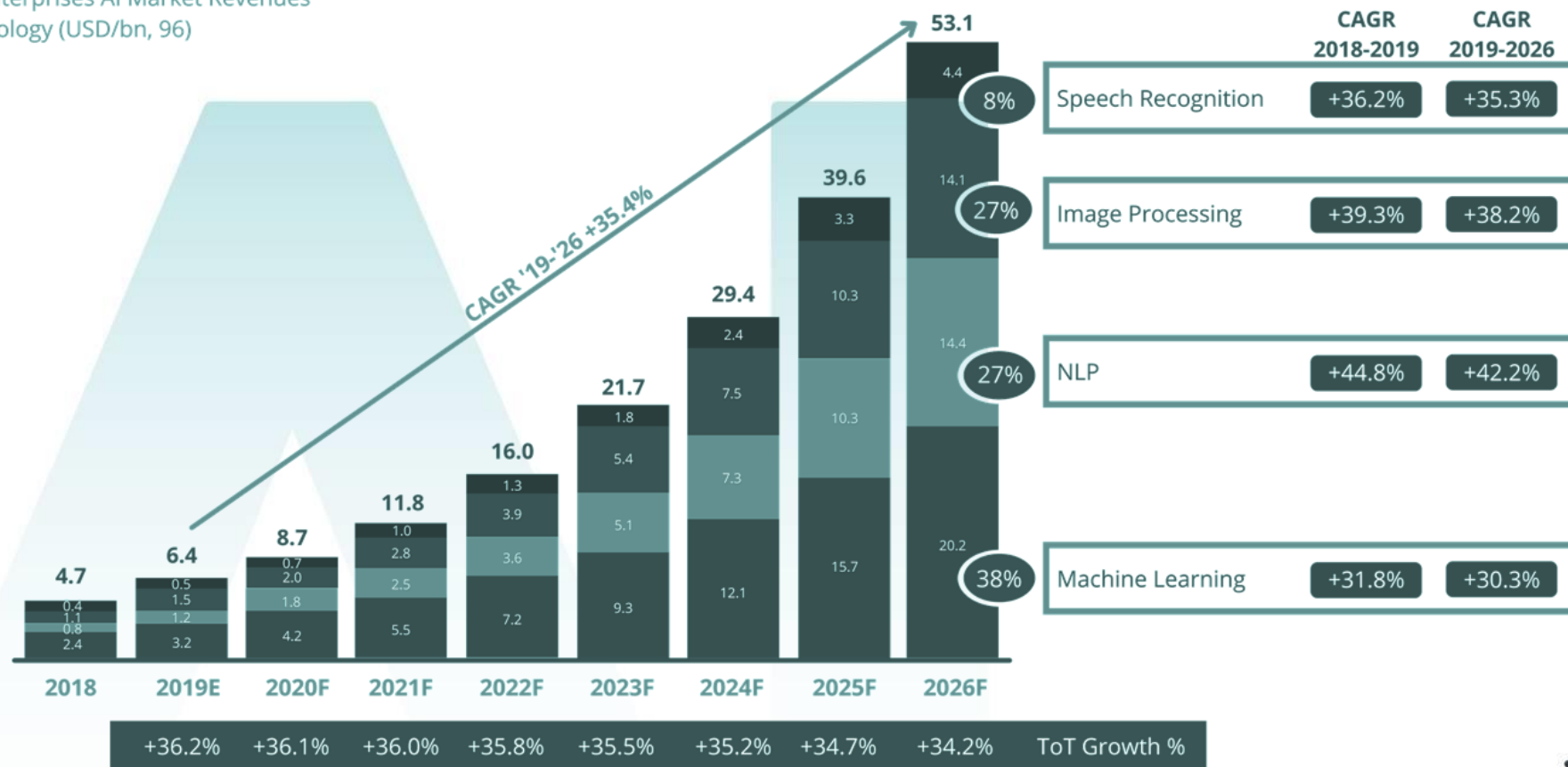


Add-on coming from diversification

AI platforms «phenomenon»

AI Industry – Market CAGR growth by technology over 2018–26E

Global Enterprises AI Market Revenues
by Technology (USD/bn, 96)





www.eviso.ai