



Envent Winter Conference
21st February 2024



Elite and committed leadership team

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



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
- 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



Franco Pancino

Direct Sales Director

- Graduated in Political Sciences at University of Milan
- He started his professional career in 2003, dealing with customer acquisition with a strong focus on marketing involving both proprietary and external sales networks
- 8 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

Board of Directors



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Corinna zur Nedden

Board member

- Economics and Business, University of Cologne
- PhD in Business, University of Cologne
- Manager and shareholder of some small and medium-sized listed companies
- CEO and founding partner of Ambromobiliare S.p.A.



Mauro Bellino Roci

Board member

- Qualifying diploma to practice the freelance profession of surveyor
- Business School Il Sole 24 Ore: Master in Management and Business Strategy, Executive Master BoD and Auditors of Public Companies and Private, Executive Master E-Mobility
- Founding member, President of the BoD and CEO ISCAT s.r.l.



Gionata Tedeschi

*Independent Board
member*

- Economics and Business, Bocconi University
- Three decades of professional experience, acting as Strategist, CEO, Senior Advisor, Business Angel and serial "startupper" of highly innovative companies, across Europe, US and Israel
- Lecturer at the Master Management for Digital Enterprise at the Catholic University
- General Director of Innovation and Sustainability at "Sole 24 ore"

Antonio Di Prima

*Independent Board
member*

- Management Engineering, University of Palermo
- MBA, Bologna Business School
- Over 20 years of experience in consultancy, Transaction & Restructuring practice, Strategy and Restructuring group
- Head of Strategic Planning, Controlling, M&A of Coopservice S.coop.pa,



Roberto Vancini

*Independent Board
member*

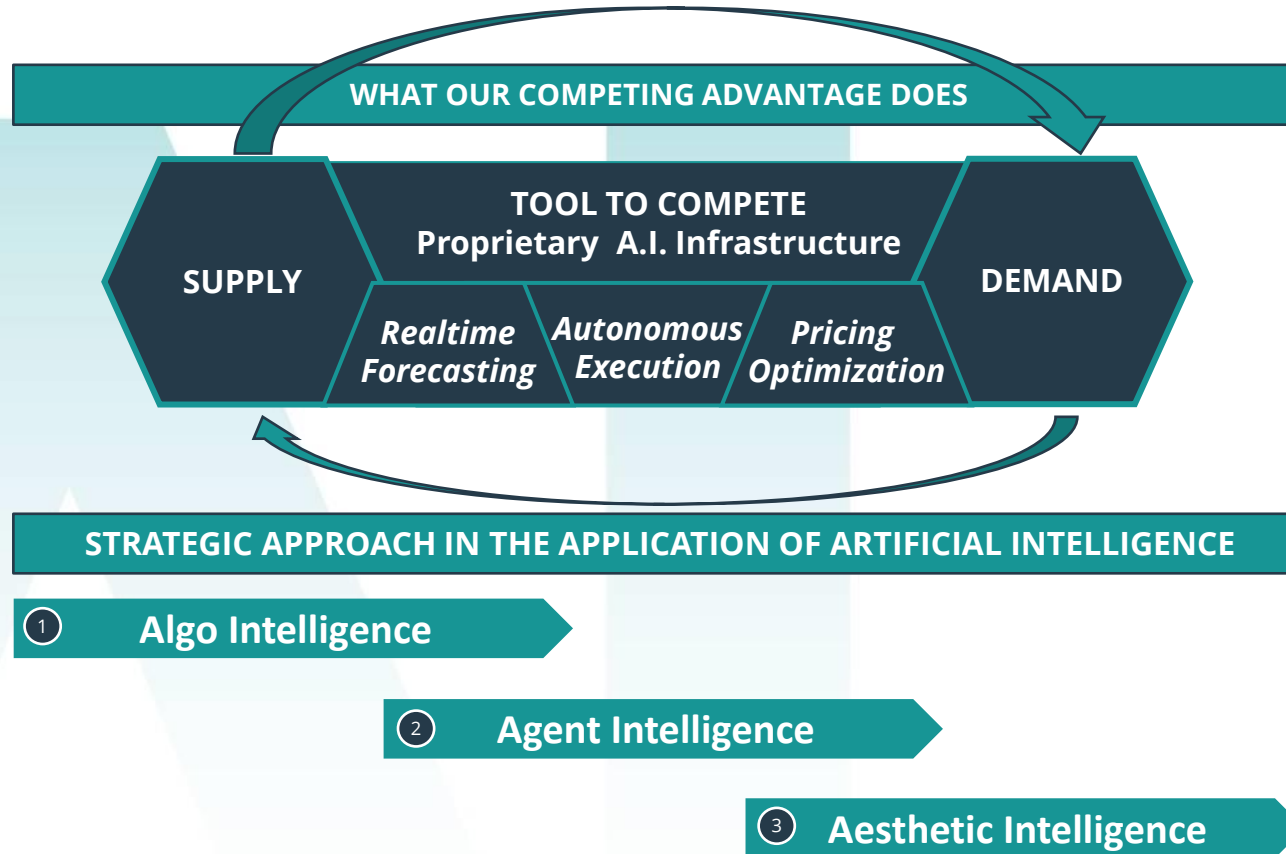
- Electronic Engineering, University of Bologna
- General Director (later CEO and President) of Acantho S.p.A., an industrial company operating in the development of local broadband telecommunications and the promotion of technological innovation projects
- Board Member in some companies of a large multinational industrial group
- Effective member of the General Council of Confindustria Emilia-Centro, as an Assistant Managing Director in the Digital sector



eVISO at a glance

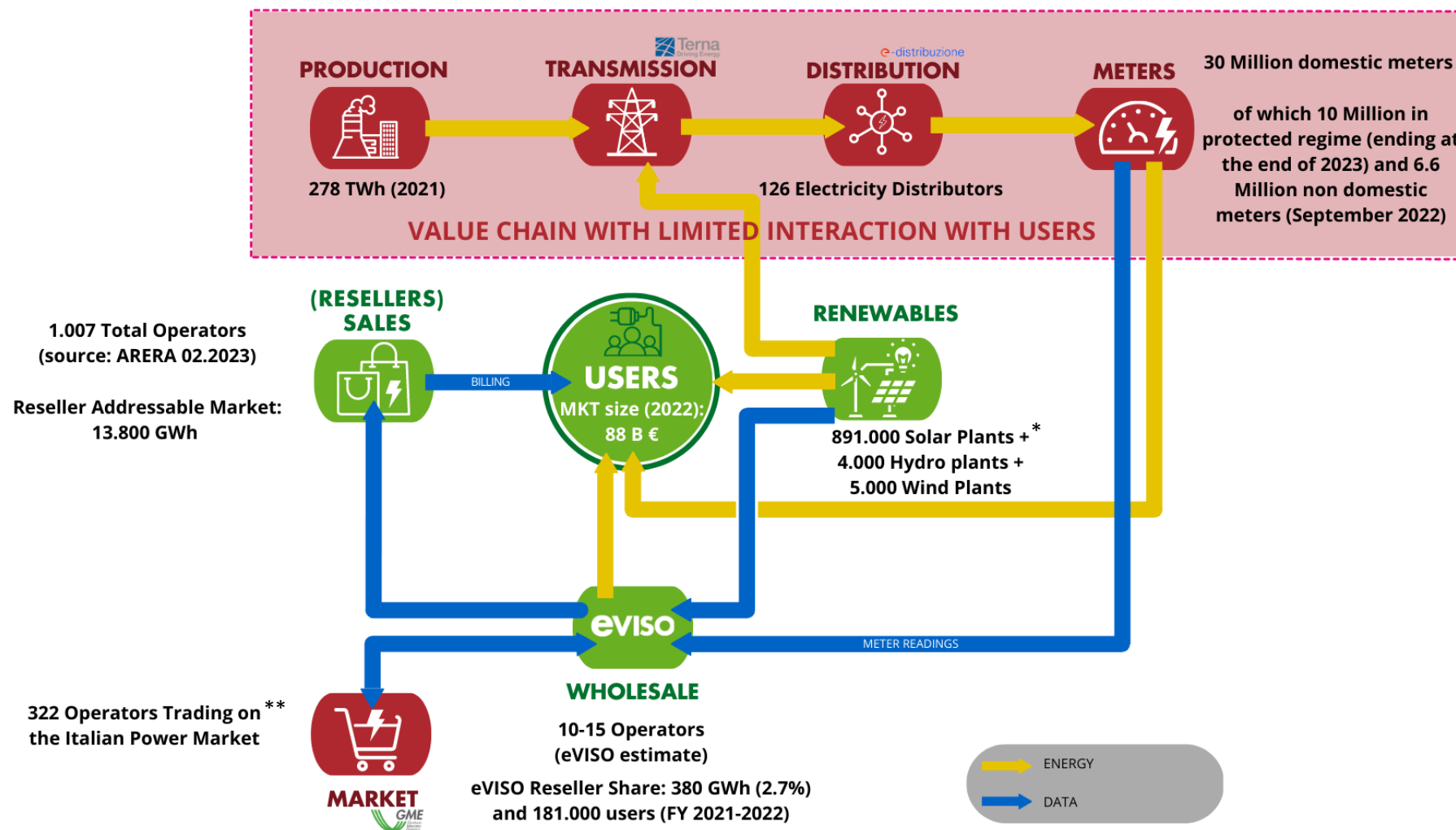
eVISO IS A "COMMOD-TECH*" COMPANY, VALUE CREATOR IN THE PHYSICAL GOODS MARKETS BY COMPETING WITH A.I. INFRASTRUCTURES AND METHODS.

eVISO
AI
FOR
COMMODITIES



* The term "Commod-tech" indicates innovation in the raw materials sector (commodities) made possible by technological transformation, which can translate into new business models, processes or products, and also new market operators.

ELECTRICITY MARKET



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

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

AI scalability on several commodities sectors

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022

≈399,000 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

≈2,100 PDR¹ served

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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 at 31 December 2023

Commod-tech sector with recurrent 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

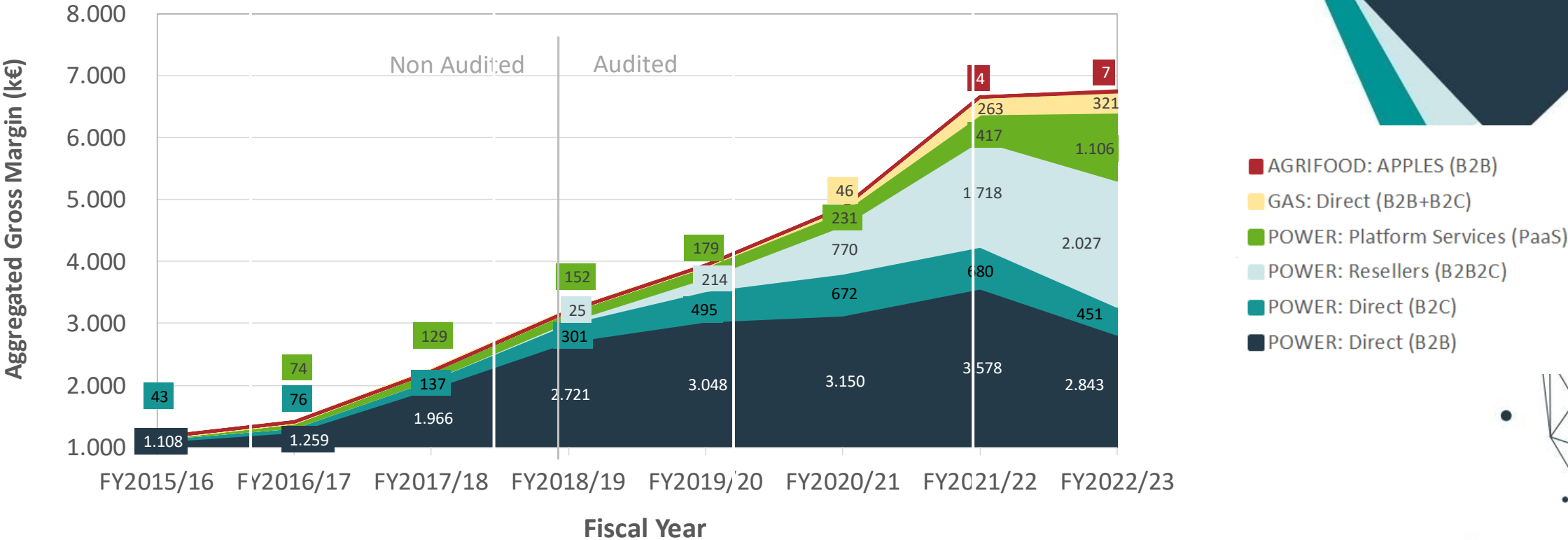


THE SMARTMELE PROJECT USES DIGITAL METHODS, FORECASTING ALGORITHMS AND THE KNOW-HOW OF **EVISO PLATFORMS** TO DEVELOP A SERIES OF SERVICES DEDICATED TO THE APPLE SECTOR FOR EACH **PRODUCER AND BUYER IN THE MARKET**.

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

Growth of Gross Margin per Business Line

(in thousand of euros)



Preliminary 1H 23-24 results recorded a Gross Margin in a range between €8.0 million to €8.4 million, almost 4X compared to €2.2 million of 1H 22-23, and up by more than 18% compared to the entire previous financial year July 2022-June 2023 (6.8 M€), thanks to the increase in volumes in the power segment and the number of customers served.

Pursuing high ESG standards

Environment

12
actions



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

10
actions



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

11
actions



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

KEY FINANCIALS

MAIN INDICATORS 1H23-24

Comparison with 1H22-23: July 2022 – December 2022

PRELIMINARY GROSS MARGIN

8.0 M€ - 8.4 M€
4X

VOLUME OF ELECTRICITY

431 GWh
+49%

VOLUME OF GAS

1.6 Msmc
+179%

NFP (Net Financial Position)

5.3 M€
(cash positive)

RESELLERS CLIENTS

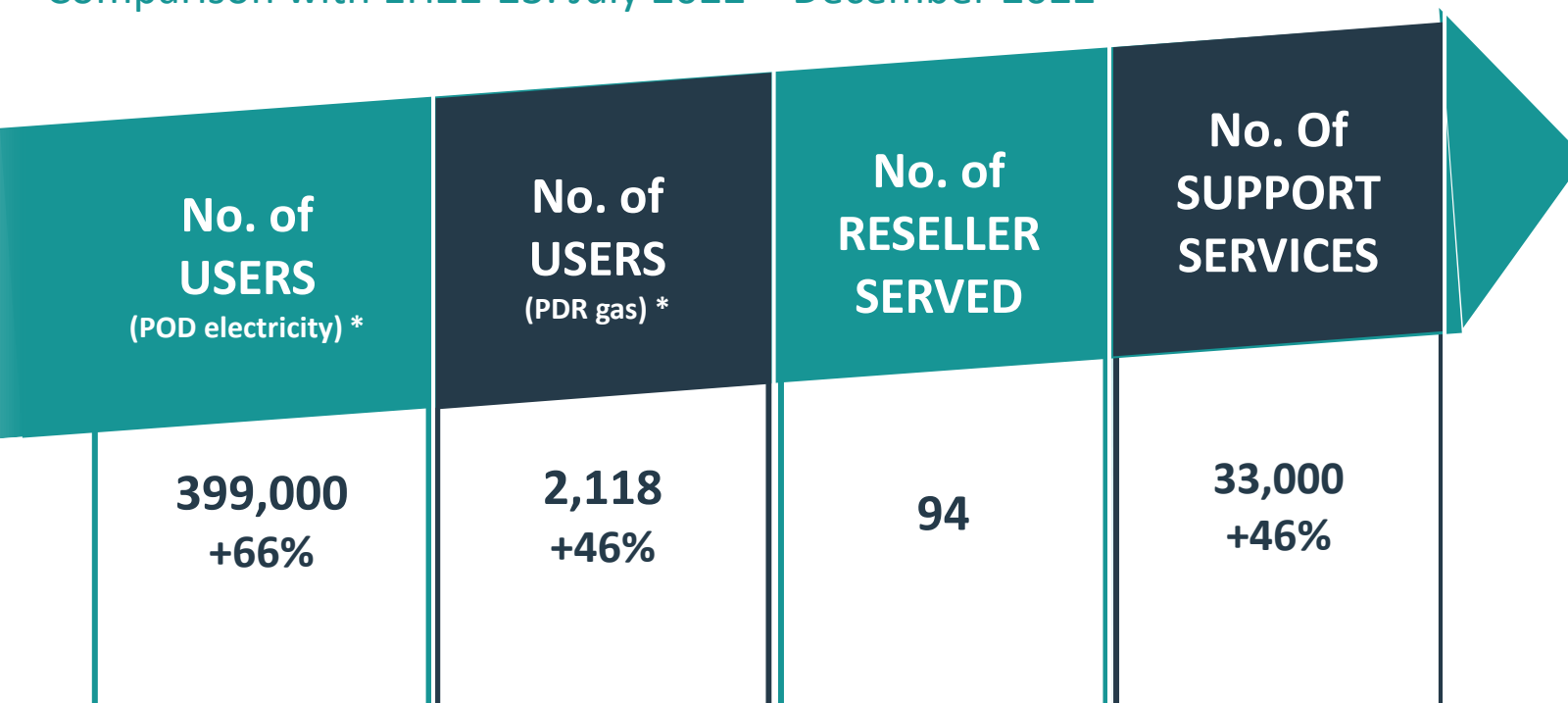
297 GWh
+63% YoY

DIRECT CLIENTS

134 GWh
+25% YoY

MAIN OPERATIONAL INDICATORS 1H23-24

Comparison with 1H22-23: July 2022 – December 2022



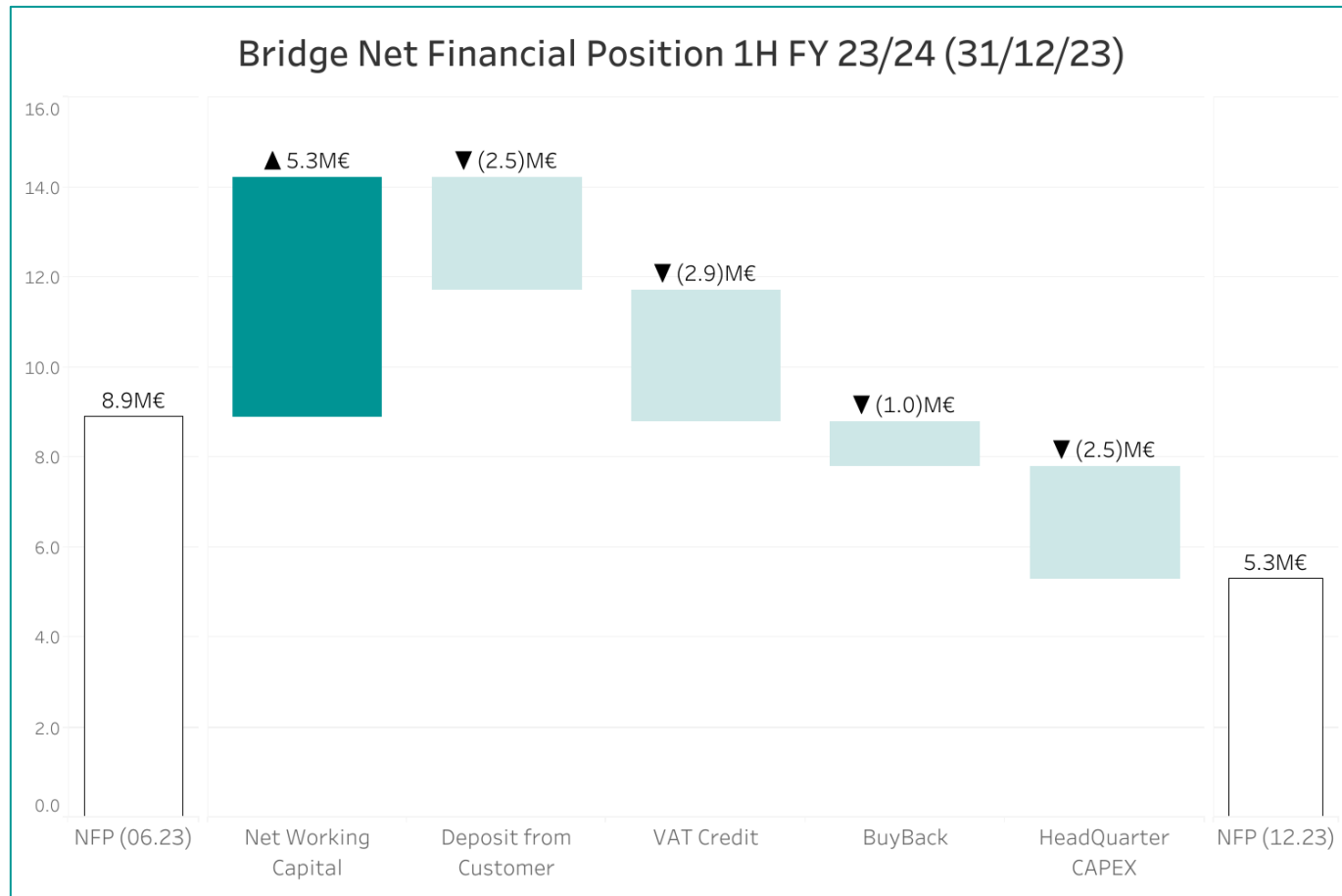
RESELLERS CLIENTS

368,000 users served*
+69%

DIRECT CLIENTS

31,000 users served*
+51%

Bridge Net Financial Position 1H23-24



The NFP from 30th June 2023 to 31st December 2023 was affected as follows:

- positively by **€5.3 million relating to the improvement in working capital**, of which €3.9 million due to the advance payment of resellers;
- negatively from the **reduction of €2.5 million in security deposits**, following the realignment of guarantee requests to the price of energy;
- **negatively by €2.9 million of VAT credit**, of which €1.8 million of VAT refund collected in January 2024;
- **negatively from the increase in buyback activity** of approximately **€1 million**;
- negatively from the **increase of €2.5 million relating to the investment in the property owned**.

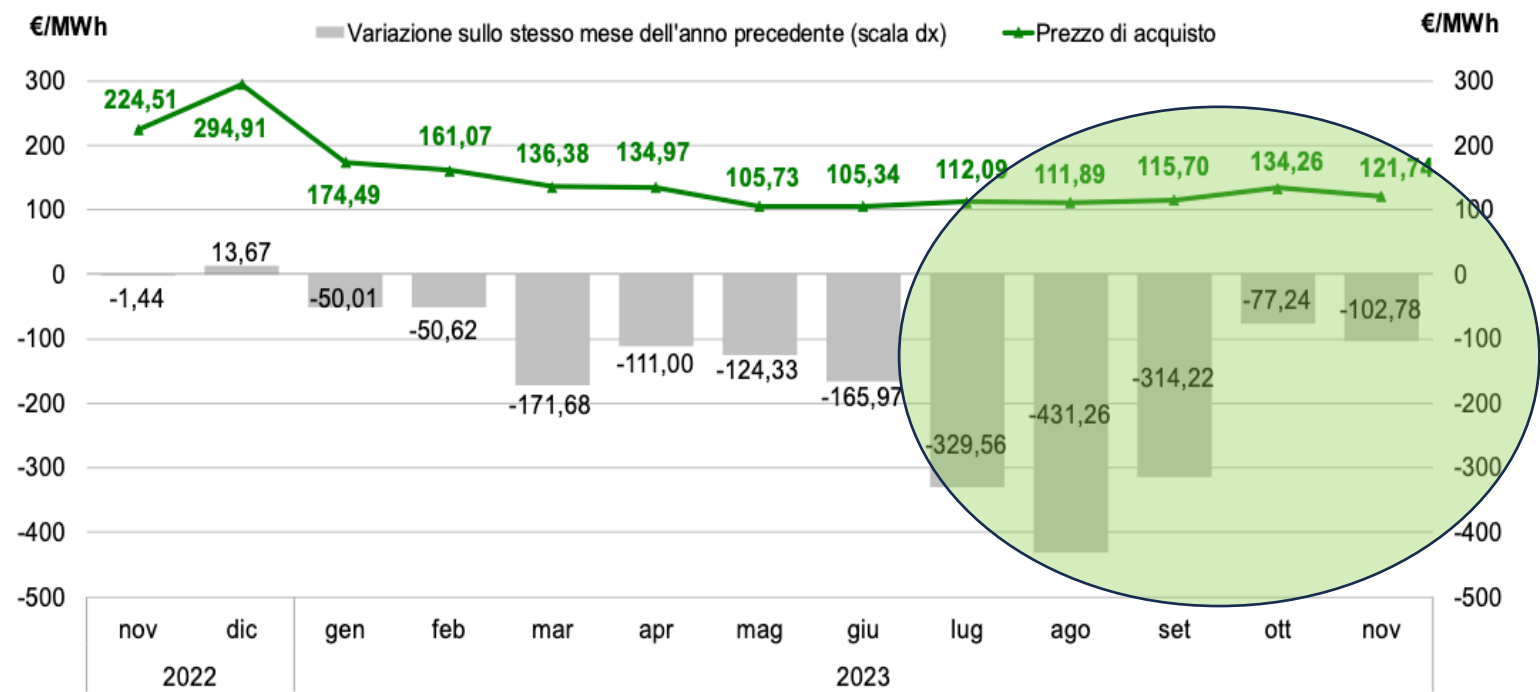
RATING (21 December 2023)

A3.1 (Cerved Rating Agency)
= A-(S&P'sand FITCH)
A3 (MOODY'S)

STABILIZATION OF THE ENERGY PRICE

Grafico 1: MGP, Prezzo Unico Nazionale (PUN)

Fonte: GME



Revenues*

109.0 €M
-25%

* Comparison with 1H22-23: July 2022 – December 2022

Electricity key indicators (FY 2022-2023)

FORECASTING

218 Million
PREDICTIONS
PER DAY

1,0 Million
YEARLY TRADING
BIDS

79,5 Billion
(+88% YoY)
FORECASTED VALUES

EXECUTION

21,2 Billion
(+82% YoY)
RECORDS IN DATALAKE

401,456
(+100% YoY)
USERS SERVED

98
(+27% YoY)
RESELLERS SERVED

PRICING & CUSTOMER SUPPORT

1,316
DIFFERENT
COMMERCIAL OFFERS

1,371,811
(+38% YoY)
INVOICES PER YEAR

48,527
(+79% YoY)
CUSTOMER PAID SERVICES

MAIN INDICATORS 1H23-24

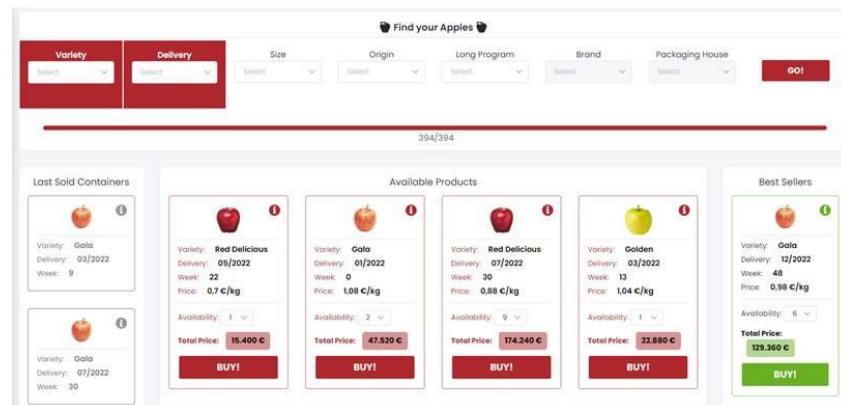
Apple marketplace: July 2023 – December 2023

Traded Tons (apples)	Limit Orders: ask volume	Revenues	Average traded price
106	40,000 Tons 20 X (compared to 1H22-23)	0.1 M€	984 €/Ton

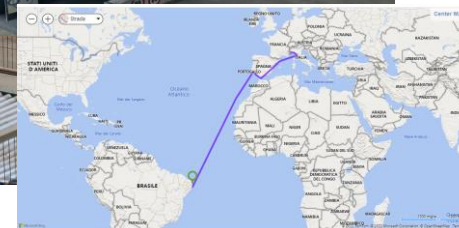


«SmartMele» key indicators

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 ≈1,200 quintals of apples (6 containers), for a total value of €110,000
- **39,182 tons** of apples **for sale on platform**
- **Deliveries** with destination **Middle East, India e South America** carried out
- **2,410 buyers** and **sellers** from **87 countries** listed in database



87 MILLION
TONS OF
ADDRESSABLE
MARKET¹

¹ Source: World Apple Organization

Last news



5th December 2023
eVISO: an energy supply agreement signed with Consorzio Imperia Energia for a plafond of 52 GWh, equivalent to an estimated turnover of about € 12 million



21st December 2023
eVISO: Cerved Rating Agency confirms safety area (class A3.1)



14th February 2024
eVISO: unaudited preliminary results for the semester July–December 2023



11th December 2023
eVISO exceeds 1 TWh (1,040 GWh) of power volumes under management in December, equivalent to an annual turnover of €230 m

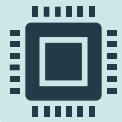


5th February 2024
eVISO exceeds 380 GWh of power volumes under management in the direct channel in February, +19% compared to December 2023, equivalent to an annual turnover of 90 €M

Key takeaways



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



A unique Commod-tech 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



www.eviso.ai