



FINANCIAL RESULTS

FY 23-24: JULY 2023 – JUNE 2024
September 26th, 2024

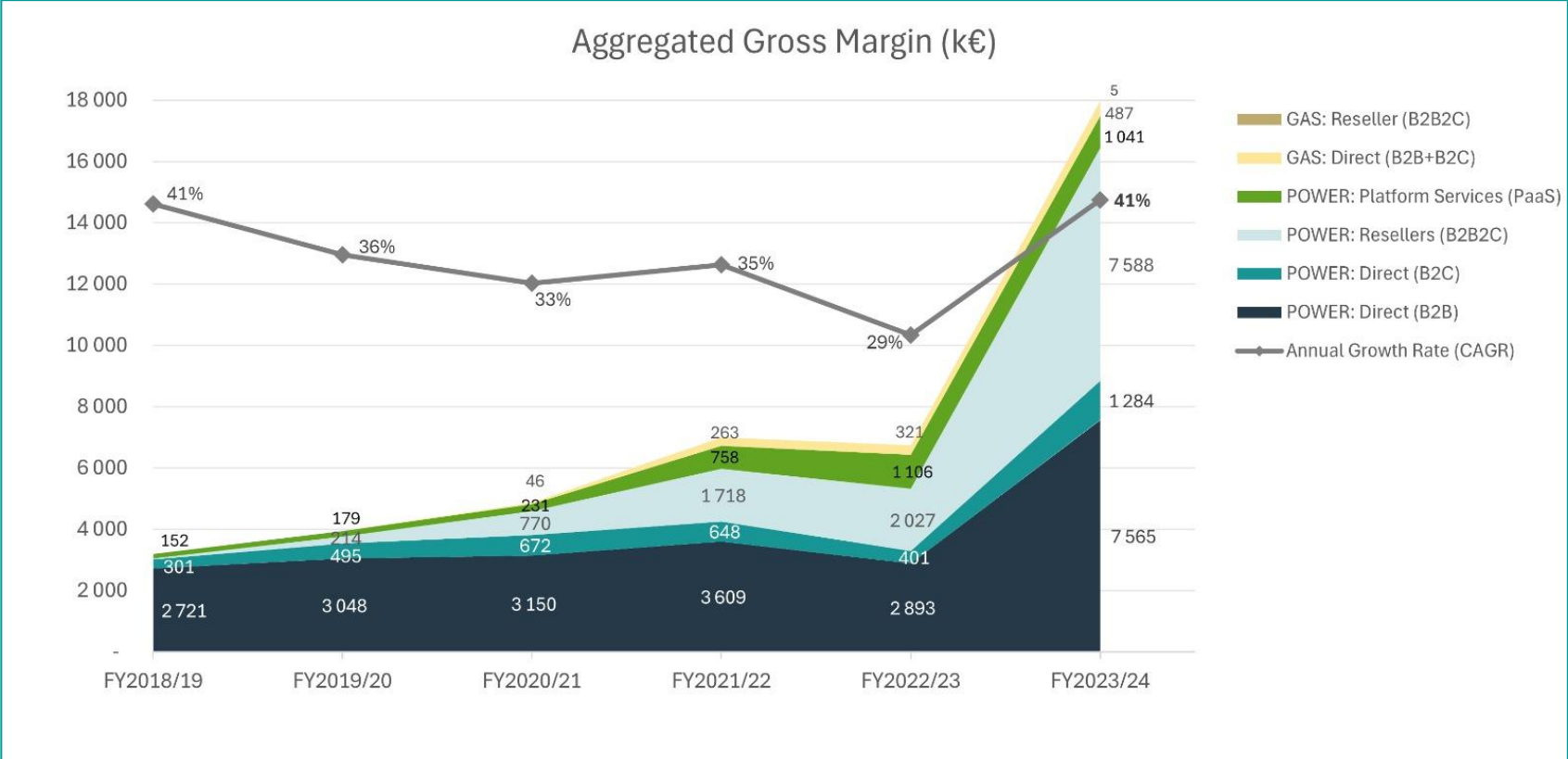


FY 2023/24 KEY FINANCIAL RESULTS

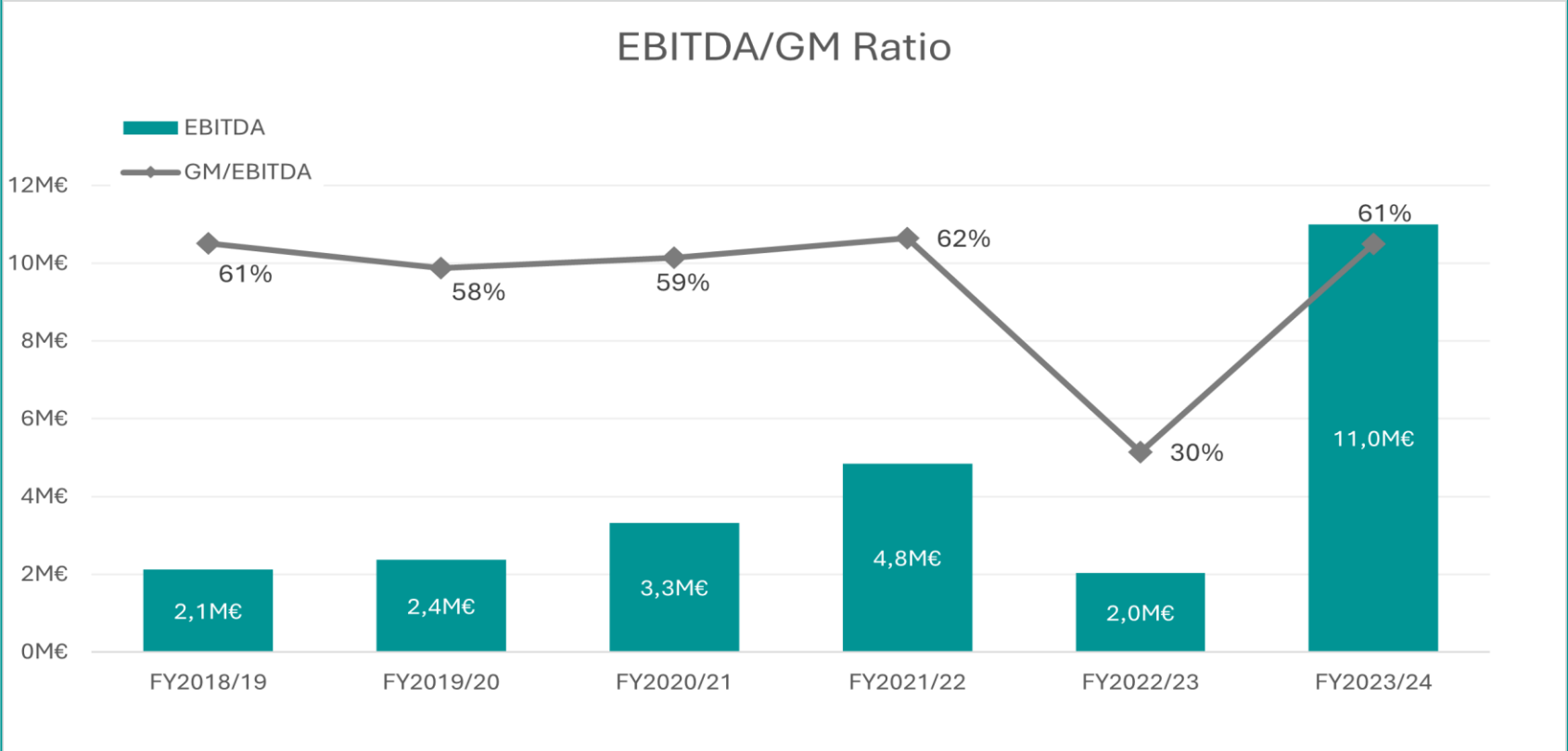
Comparison with FY22-23: July 2022 – June 2023

REVENUES	GROSS MARGIN	EBITDA	NET RESULT	NFP (Net Financial Position)
224.3 M€	18.0 M€ +166%	11.0 M€ 5X	4.9 M€ (-1.2 M€ in 1H 22-23)	11.5 M€ (Cash positive)

AGGREGATED GROSS MARGIN EVOLUTION



GROSS MARGIN TO EBITDA CONVERSION RATE



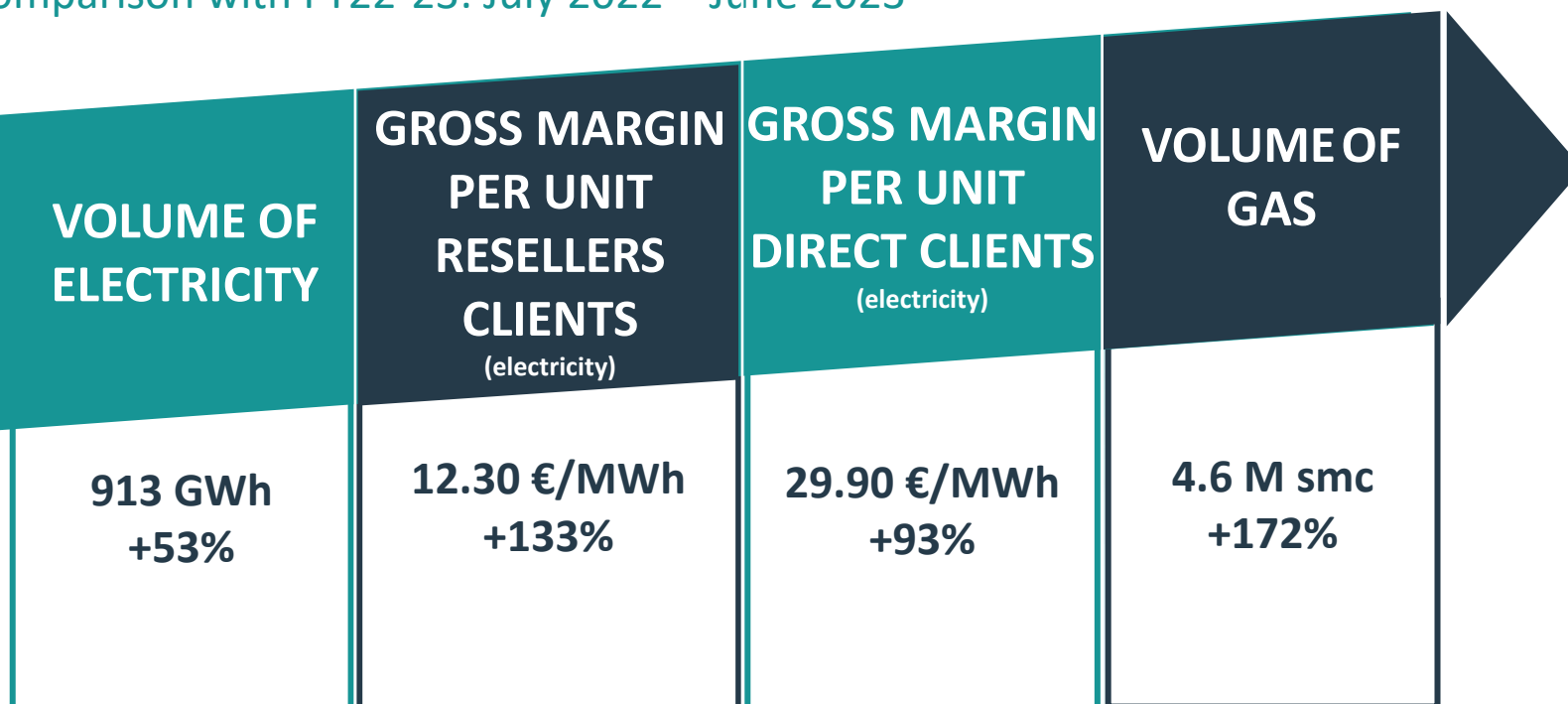
The industrial scalability of the platform business model seems to indicate that **there is potential room for improvement in the Gross Margin to EBITDA conversion rate.**



MAIN INDICATORS FY23-24

Comparison with FY22-23: July 2022 – June 2023

1/2



RESELLERS CLIENTS

617 GWh
+61% YoY

DIRECT CLIENTS

296 GWh
+39% YoY



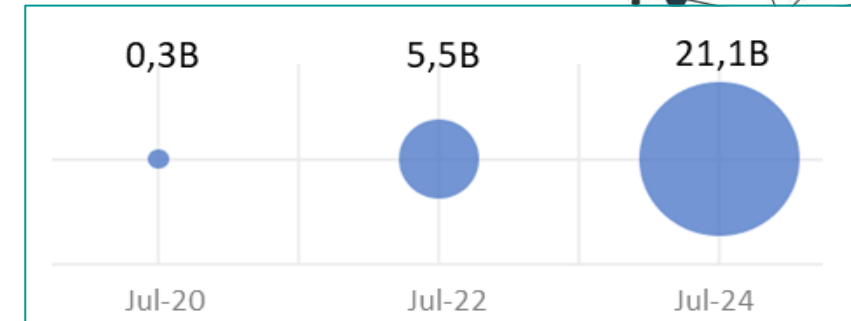
MAIN INDICATORS FY23-24

2/2

Comparison with FY22-23: July 2022 – June 2023

Collection point (POD electricity)	Collection point (PDR GAS)	No. of RESELLER SERVED	No. Of SUPPORT SERVICES
200,816 +34%	3,466 +127%	94	50,465 +4%

Users Meter Readings (Billions)



RESELLERS CLIENTS

179,791 Collection Point (POD)
+34% YoY

506,000 users rolling 12 months
+33% YoY

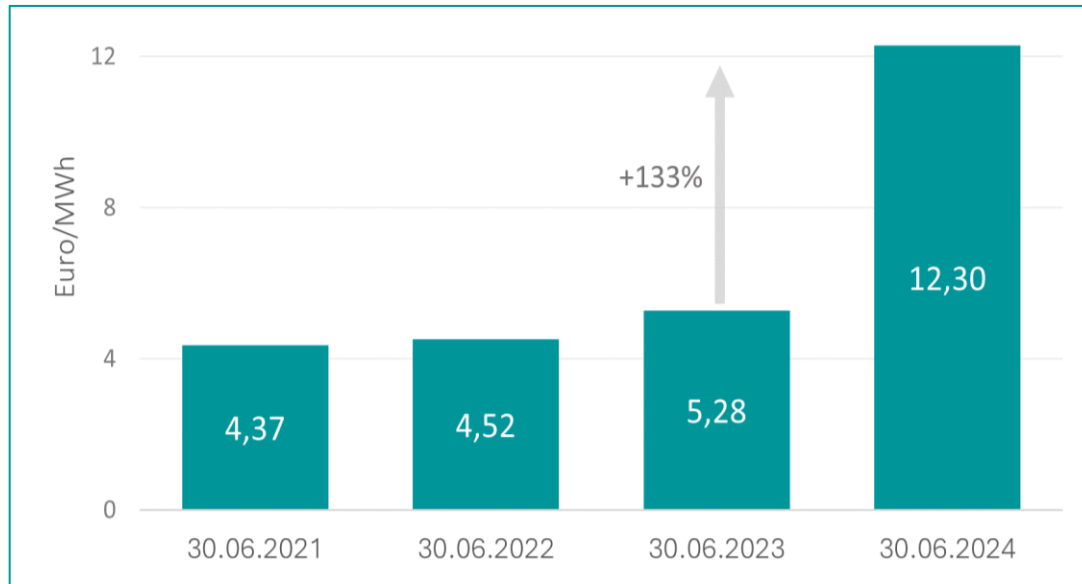
DIRECT CLIENTS

21,025 Collection Point (POD)
+31% YoY

34,000 users rolling 12 months
+67% YoY

IMPROVING MARGINS IN THE RESELLER CHANNEL AND DIRECT SALES IN FY 23-24

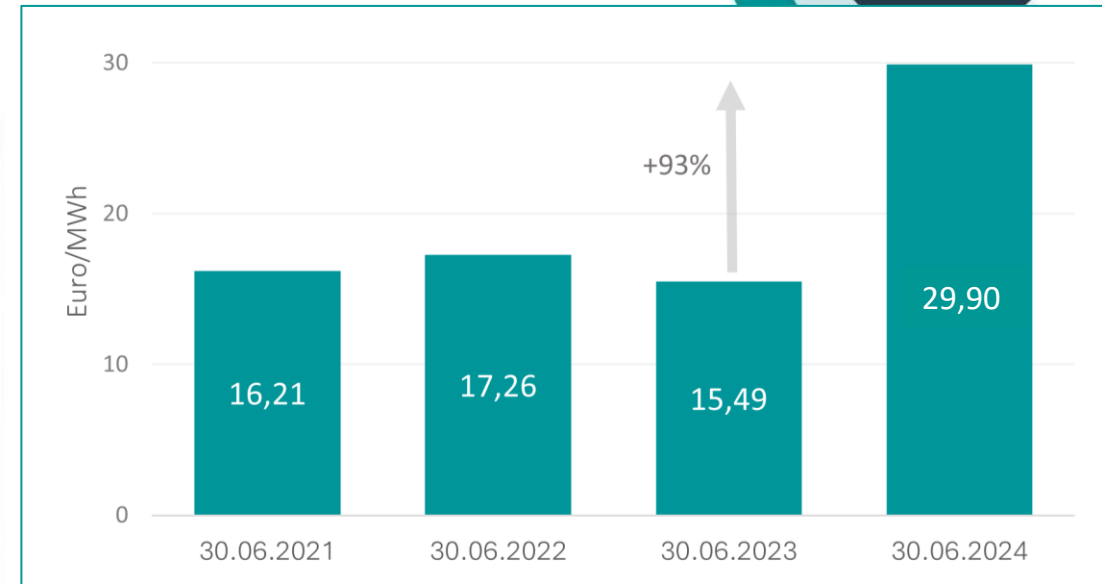
Power: reseller channel



Evolution of the gross margin in the reseller channel:

- The first 3 columns represent the Gross Margin for the FY 2021, 2022, 2023;
- The fourth column indicates the **margin of FY23/24, equal to 12.30 €/MWh, an increase of 133%** compared to the GM average of the previous year (5.28 €/MWh);
- **The increase in the margins of the reseller segment is also linked to the eVISO strategy of serving mainly reseller operators with domestic and retail users**

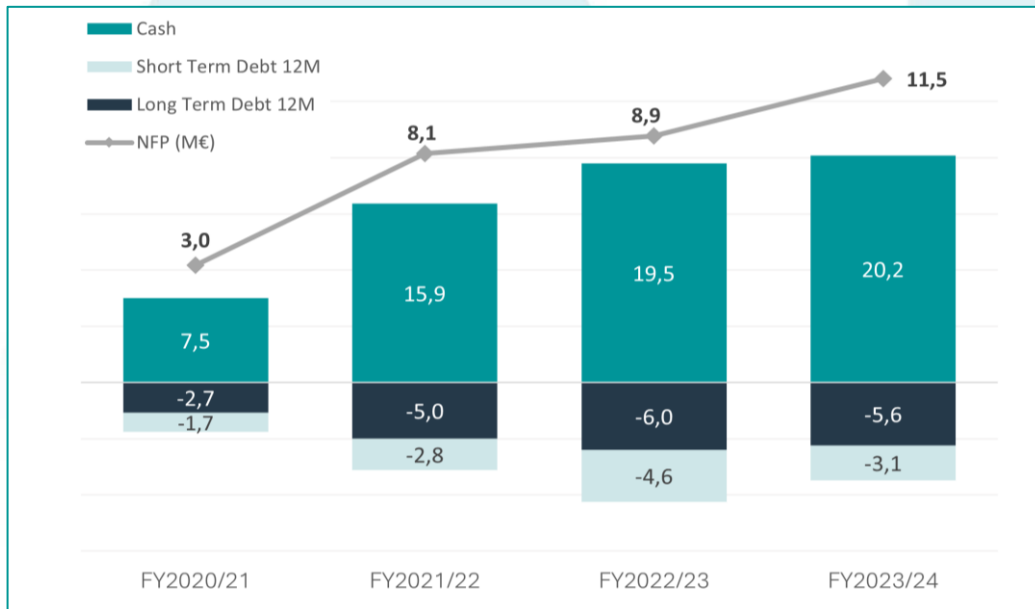
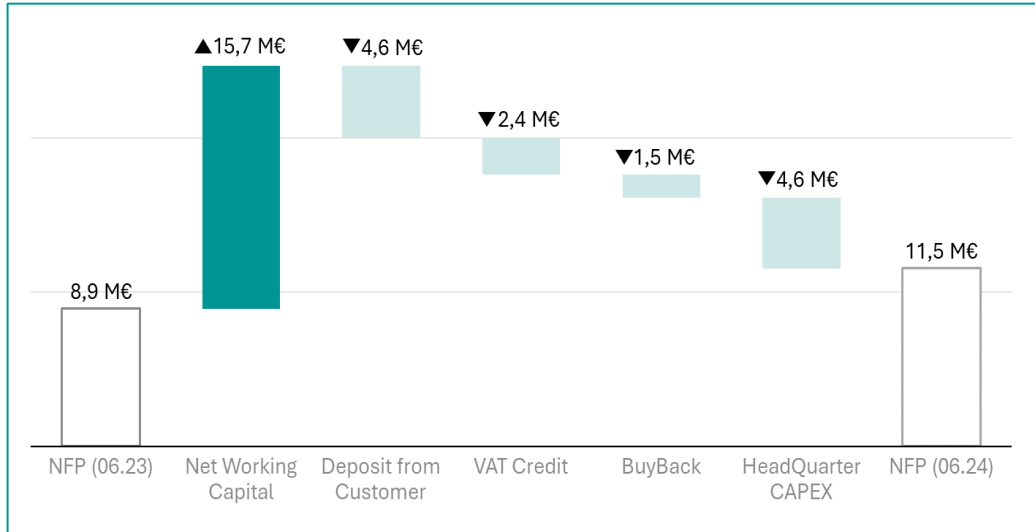
Power: Direct sales



Evolution of the gross margin in the direct sales:

- The first 3 columns represent the Gross Margin for the FY 2021, 2022, 2023;
- The fourth column indicates the **average gross margin of FY23/24, equal to €29.90 €/MWh, an increase of 93%** compared to the average of the 12 months of financial year 22/23 (15.49 €/MWh)

NET FINANCIAL POSITION



The NFP from June 30, 2023 to June 30, 2024 changed as follows:

- positively by **€15.7 million related to the improvement in working capital;**
- negatively by the **reduction of €4.6 million in security deposits,** following the realignment of guarantee requests to the price of energy;
- **negatively by €2.4 million in VAT credit;**
- **negatively by the increase in buyback activity of approximately €1.5 million;**
- negatively by the **increase of €4.6 million related to the investment in the property owned.**

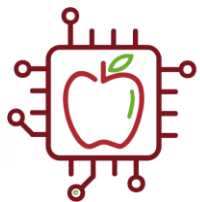
RATING (21 December 2023)

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

MAIN INDICATORS FY23-24

Apple marketplace: July 2023 – June 2024

Traded Tons (apples)	Limit Orders: ask volume	Revenues	Average traded price
127	40,000 Tons + 34% (compared to FY22-23)	0.1 M€	984 €/Ton



SmartMele



Last news



4th July 2024

eVISO: start of validation phase of the proprietary "GIRO" technology which transforms sporting activities into electricity



5th August 2024

eVISO signs contract for over 2 million cubic meters of gas with industrial users, also opening up the market for gas-industrial consumers



23rd September 2024

eVISO: commercial phase begins for the proprietary technology "EVISO.GIRO" that transforms sports activities into electricity



1st August 2024

eVISO: international agreement signed for the supply of apples intended for industry for a turnover of approximately 1 million euros in two years



12th September 2024

eVISO and Cooperative Credit Bank of Cherasco sign an agreement to offer advanced energy solutions to members and domestic customers



The logo features the word "eVISO" in a bold, sans-serif font, with the "e" in teal and "VISO" in dark blue. Below it, "AI" is written in a large, stylized teal font, and "FOR COMMODITIES" is in a smaller, dark blue font to the right.

eVISO
AI FOR
COMMODITIES

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

www.eviso.ai