



# NON-AUDITED FINANCIAL RESULTS

1H 23-24: JULY 2023 – DECEMBER 2023  
February 15th, 2024



# MAIN INDICATORS 1H23-24

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

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## 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

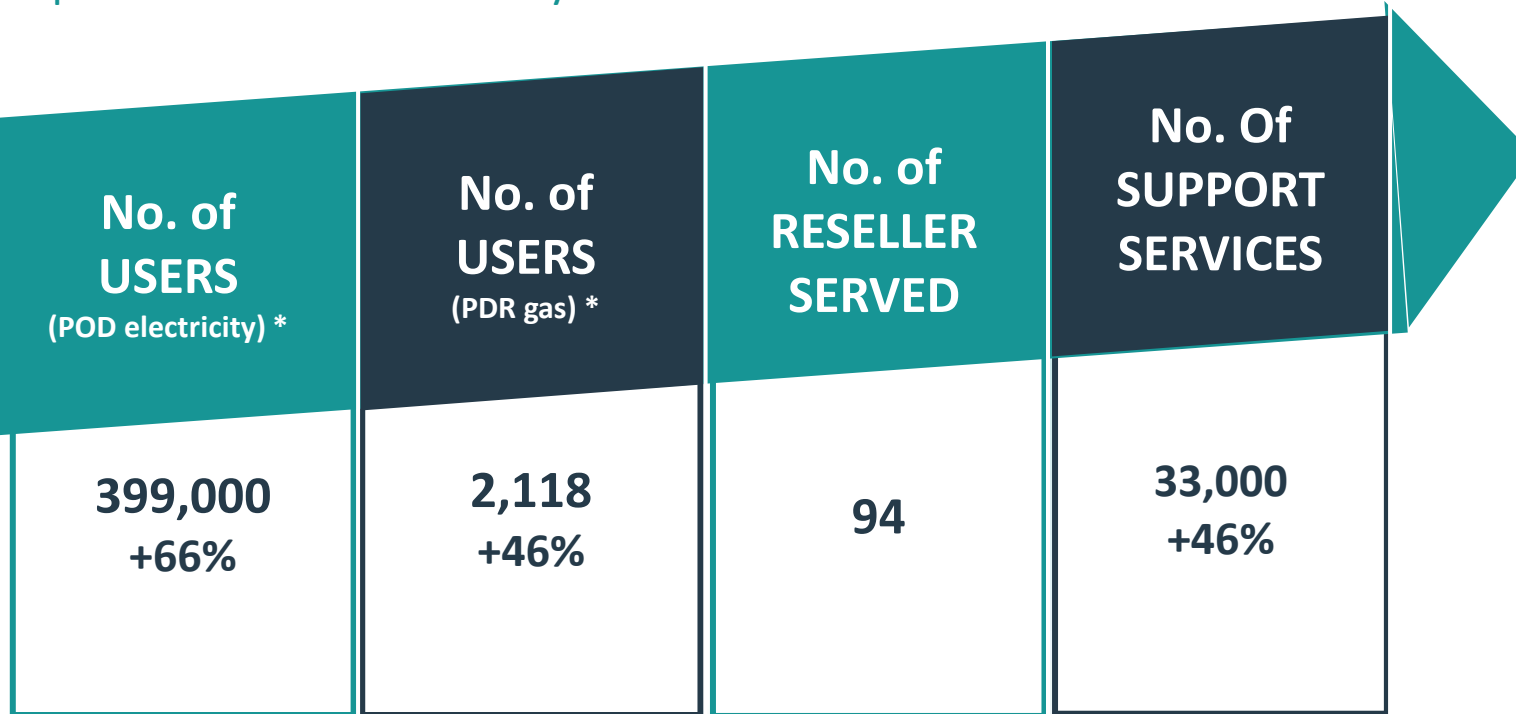
## DIRECT CLIENTS

134 GWh  
+25% YoY

# MAIN INDICATORS 1H23-24

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

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## RESELLERS CLIENTS

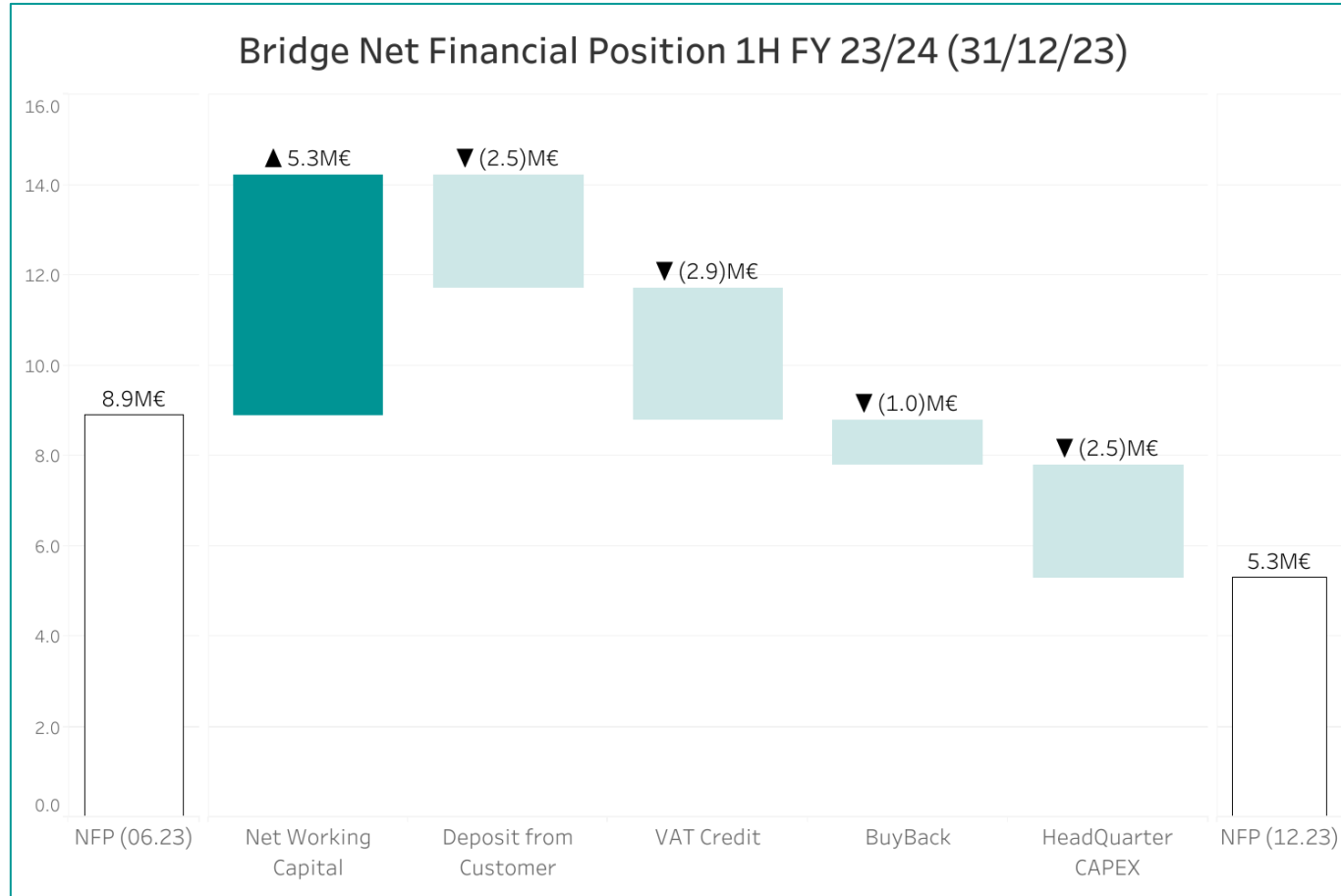
**368,000 users served\***  
+69%

## DIRECT CLIENTS

**31,000 users served\***  
+51%

\*12 months rolling

# 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)**

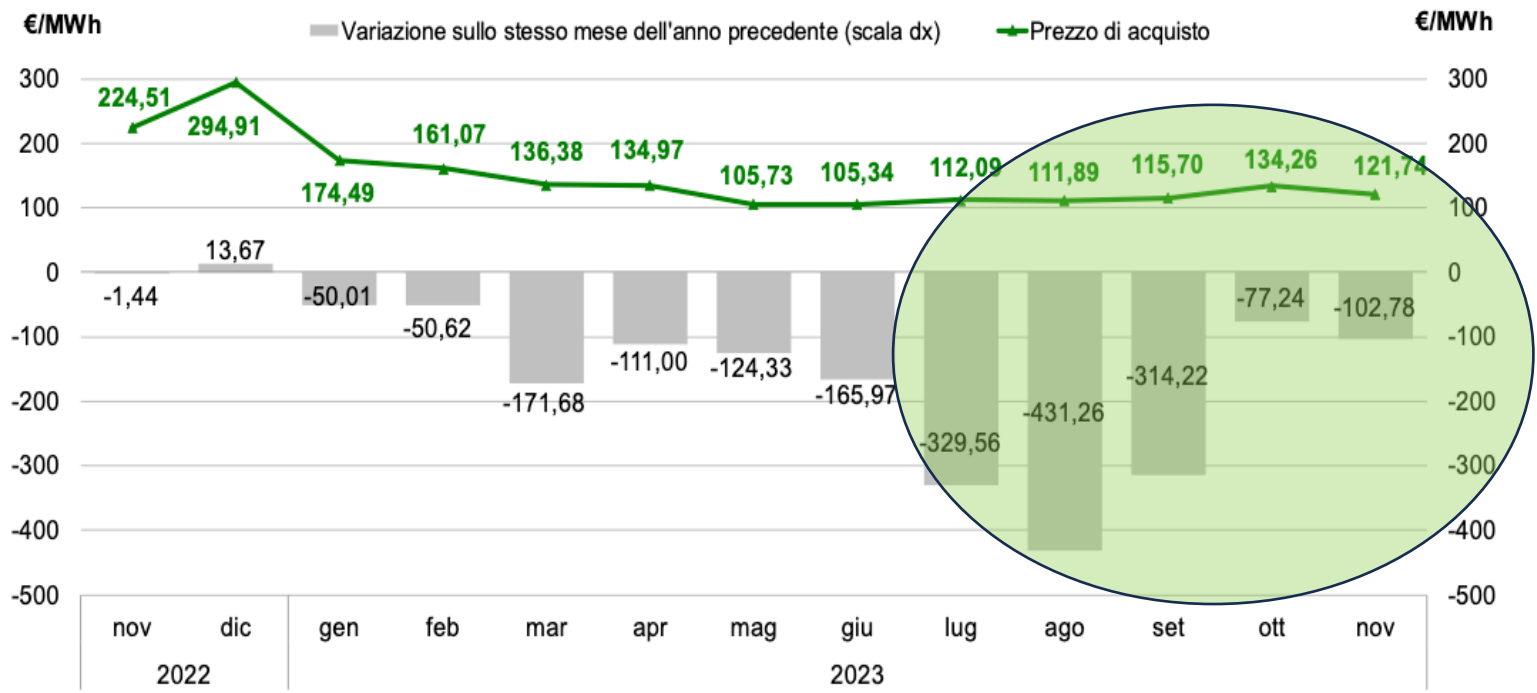
**A3.1 (Cerved Rating Agency)  
= A-(S&P's and FITCH)  
A3 (MOODY'S)**



# STABILIZATION OF THE ENERGY PRICE

Grafico 1: MGP, Prezzo Unico Nazionale (PUN)

Fonte: GME



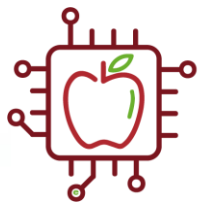
**Revenues\***  
109.0 €M  
-25%

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

# 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





# Last news



**5<sup>th</sup> 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**



**15<sup>th</sup> December 2023**  
**eVISO: boosts the digital infrastructure to accelerate growth in the power-tech sector**



**5<sup>th</sup> 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**



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



**21<sup>st</sup> December 2023**  
**eVISO: Cerved Rating Agency confirms safety area (class A3.1)**

The logo features the word "eviso" in a bold, lowercase sans-serif font. Below it, the letters "AI" are rendered in a large, stylized font where the 'A' and 'I' are connected. To the right of "AI", the words "FOR" and "COMMODITIES" are stacked vertically in a smaller, uppercase sans-serif font. The background consists of a light blue central area with dark blue and teal geometric shapes and a network of nodes and lines on the right side.

**eviso**  
**AI** FOR  
COMMODITIES

[www.eviso.ai](http://www.eviso.ai)