



NON-AUDITED FINANCIAL RESULTS

1H 24-25: JULY 2024 – DECEMBER 2024
February 14th, 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



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

YEAR 2024: SHAREHOLDERS ACTIVITY


eVISO DEDICATION TO SHAREHOLDERS


(Year 2024)


65 meetings with investors and shareholders 

35 regulated press releases 

11 interviews 

9 videos for shareholders 

> 50 institutional investors 

Shareholders from over 20 countries 
worldwide, including international pension funds
and small cap etfs



Winner of the 
Best Financial Communication 2024
award by Assonext

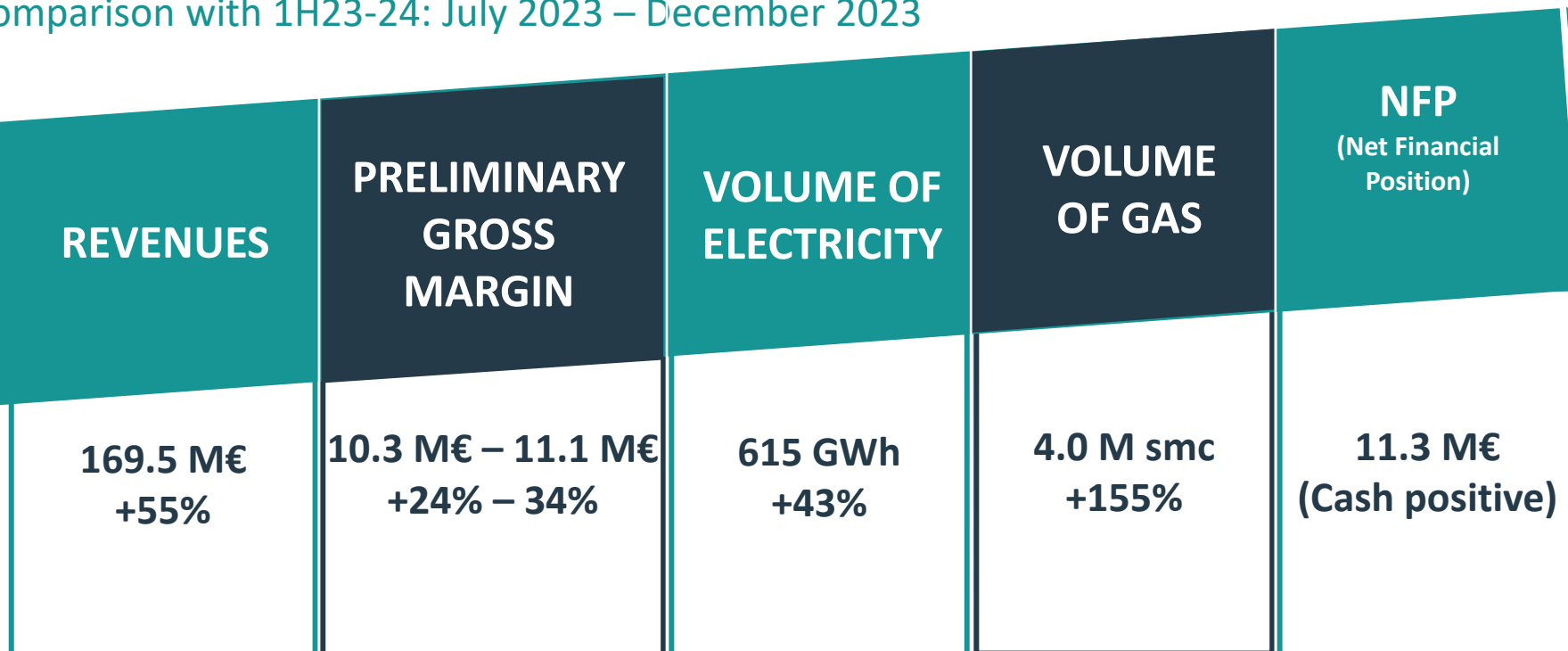


KEY NUMBERS

MAIN INDICATORS 1H24-25

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

1/2



RESELLERS CLIENTS

424 GWh
+43% YoY

DIRECT CLIENTS

191 GWh
+43% YoY

MAIN INDICATORS 1H24-25

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

2/2

Collection point (POD electricity) *	Collection point (PDR GAS)	No. of RESELLER SERVED
213,021 +19%	4,322 +95%	96

RESELLERS CLIENTS

189,905 Collection Point (POD)
+18% YoY

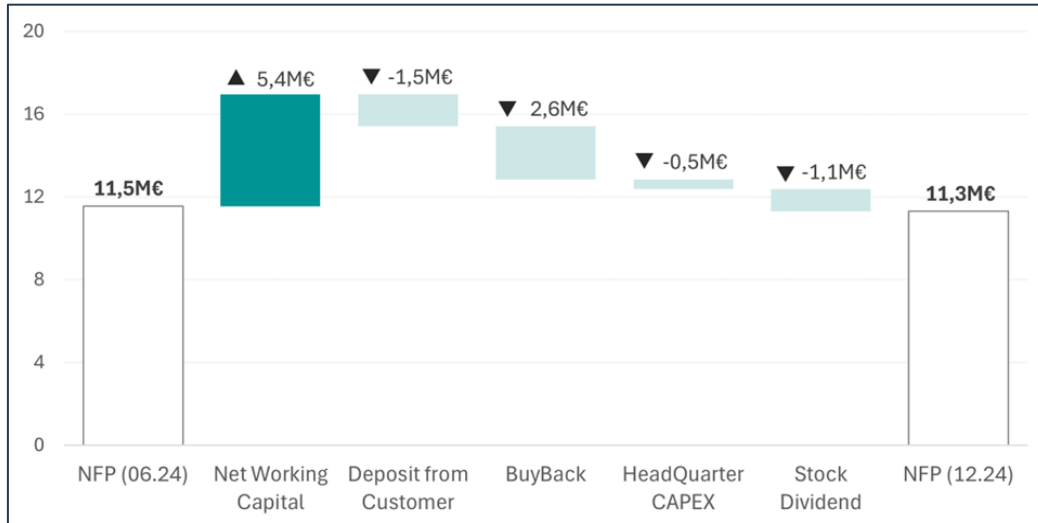
DIRECT CLIENTS

22,911 Collection Point (POD)
+27% YoY

* Including 205 POD relating to direct retail customers (equal to zero in the period July 2023 - December 2023)



NET FINANCIAL POSITION



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

- positively by **€ 5.4 million** related to the **improvement in working capital**;
- negatively by the **reduction of € 1.5 million** in **security deposits**, following the realignment of guarantee requests to the price of energy;
- **negatively by the increase in buyback activity** of approximately **€ 2.6 million**;
- negatively by the **increase of € 0.5 million** related to the **investment in the property owned**;
- negatively by the **payment of the dividend for € 1.1 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)**

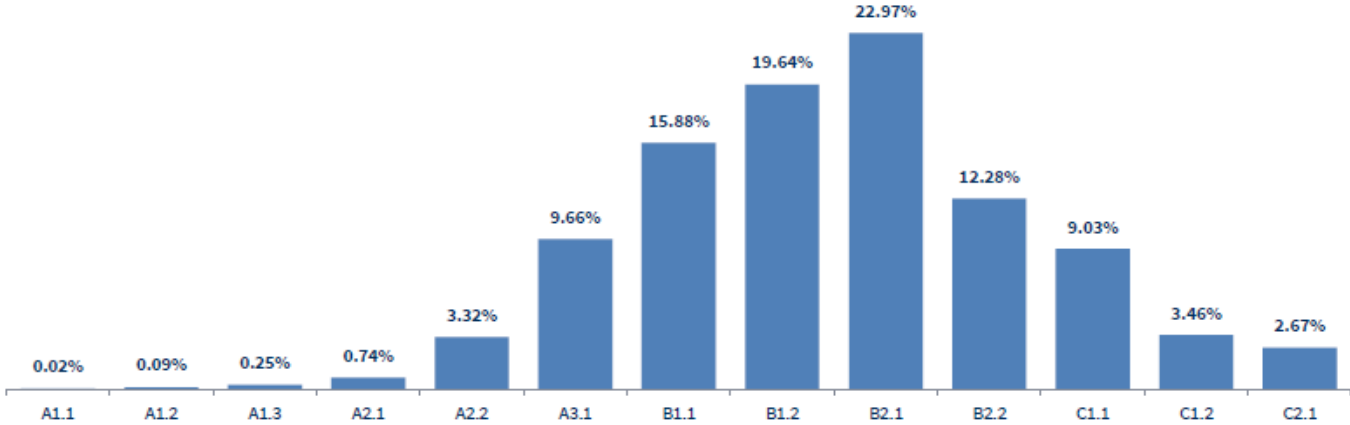
* NFP + Securities" highlights the correction of the Net Financial Position taking into account the Securities, which are not included in the calculation of the NFP following the Italian accounting principles. To calculate this value, treasury shares and other non-material options were added to the NFP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

EVISO AMONG THE MOST FINANCIALLY SOLID COMPANIES IN ITALY ACCORDING TO CERVED

Rating distribution of rated entities *

Exhibit 9 shows the average rating distribution in the time span which goes from 2008 to 2022.

Exhibit 9: Distribution of average rating frequency



eVISO's Rating History

B1.1
2019-2020

A3.1
2021-2023

A2.2
2024

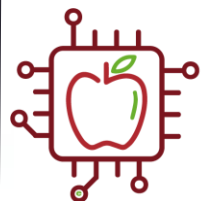
* Source: <https://ratingagency.cerved.com/default-study-2024/>

MAIN INDICATORS 1H24-25

Apple marketplace: July 2024 – December 2024

Traded Tons (apples)	Revenues
476	0.1 M€

In October signed a partnership agreement with Seed Group, company of The Private Office of Sheikh Saeed bin Ahmed Al Maktoum, in order to scale the proprietary SMARTMELE platform globally, starting from the Gulf countries



SmartMele



Last news



14th October 2024

eVISO: SMARTMELE platform expands globally through a partnership agreement with Seed Group, Private Office Of Sheikh Saeed bin Ahmed Al Maktoum, paving the way for expansion in Gulf countries



25th November 2024

eVISO: release of a significant upgrade of the proprietary technology “eVISO.GIRO” aimed at accelerating commercial activities



19th December 2024

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



30th October 2024

eVISO: significant upgrade of the IT platform. The speed of forecasting increases by 3x, to less than 5 minutes, allowing a 4x increase in the volume of data managed



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€

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
- Master in Digital Transformation at IMD Losanna
- 25+ years of experience in multinational Groups in high level roles (CFO, GM and CEO)

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

Carlo Cigna - Algo Intelligence Director



- Certificate in Quantitative Finance (Fitch), Nuclear Engineer (PoliTo), Executive Masters in: Pricing (MIT), Innovation (HBS), Algotading (Oxford)
- 12+ 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

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

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
- 8 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
- 9+ years of experience in the Energy sector

Elisa Argenta - Marketing Director - Event - Partnership



- Product Design & Visual Communication Degree (IUAV University of Venice),
- Master's in Business Management and Strategy (Il Sole 24 Ore Business School).
- Researcher at the University of San Marino (UNIRSM), and managerial roles across various international contexts.
- 10+ years of experience in marketing, branding, trade marketing and visual communication

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**

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