



NON-AUDITED FINANCIAL RESULTS

FY 24-25: JULY 2024 – JUNE 2025
August 28th, 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



Lucia Fracassi

General Manager

- Successful completion of Advanced Management Program of Harvard Business School in 2025
- Graduated with honors in Economics of Organization and Technological Innovation at the Catholic University of Piacenza and Master in Digital Transformation at IMD Losanna
- 25+ years experience in multinational Groups in high level roles (CFO, GM and CEO)

ELITE AND COMMITTED LEADERSHIP TEAM



João Wemans - *Chief Digital Platform Officer*

- 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 experience in Energy



Carlo Cigna - *Chief Technology Product Officer*

- Certificate in: Quantitative Finance (Fitch), Nuclear Engineering (PoliTo)
- Executive Masters in: Innovation (HBS), Pricing (MIT), Algotrading (Oxford)
- 15+ years experience in Energy



Franco Pancino - *Direct Sales Director*

- Graduated in Political Sciences at University of Milan
- Career started in 2003, dealing with customer acquisition with a strong focus on marketing involving both proprietary and external sales networks
- 10 years experience in Energy



Federica Berardi - *Chief Financial Officer and IRM*

- Executive MBA in Corporate Finance & Banking (Il Sole24Ore Business School) and Geography Degree (Torino)
- CFO of the year 2022 category EGM Company
- 10+ years experience in Energy



Giada Giangreco - *Reseller Channel Director*

- Foreign Languages and Literature Degree at University of Turin
- Specialized in after-sales department and processes with a strong focus on customer satisfaction
- 11 years experience in Energy



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 experience in Energy



Elisa Argenta - *Marketing & Brand Director*

- 10+ years of experience in brand growth and performance across international markets
- Background in Design (IUAV) and a Master's in Business Strategy (Il Sole 24 Ore)
- Focused on digital innovation, customer experience, and integrated touchpoint optimization



Clara Ghigo - *Director of After-Sales Technical and Engineering Services*

- Civil engineering degree (PoliTo)
- Specialized in after-sales service, with a strong focus on increasing customer satisfaction and its retention
- 7+ years experience in Energy



Davide Debernardi - *HR Director – People & Culture*

- Graduated at San Raffaele University (Milan); Master in Philosophical Counseling and Existential Anthropology (Rome) and in HR Management (24ORE Business School)
- Specialized in training, organizational development, corporate culture, and HR management
- 7+ years' experience in talent development and empowerment



FY 24-25: SHAREHOLDERS ACTIVITY


eVISO DEDICATION TO SHAREHOLDERS


FY24-25: July 2024 – June 2025


47 meetings with investors and shareholders 

34 regulated press releases 

10 interviews 

6 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 FY24-25

Comparison with FY23-24: July 2023 – June 2024

1/3

REVENUES	PRELIMINARY GROSS MARGIN	TOTAL ENERGY (Electricity & Gas)	VOLUME OF ELECTRICITY	VOLUME OF GAS	NFP (Net Financial Position)
315.4 M€ +41%	19.0 M€ – 19.8 M€ +6% – 10%	1,263* GWh +31%	1,152 GWh +26%	110.3 GWh +123% (10.3 M scm)	9.2 M€ (Cash positive)

RESELLERS CLIENTS	DIRECT CLIENTS
788 GWh +28% YoY	475 GWh +38% YoY
784 GWh +27% YoY	369 GWh +25% YoY
4 GWh +676% YoY	106 GWh +117% YoY

TOTAL ENERGY

ELECTRICITY

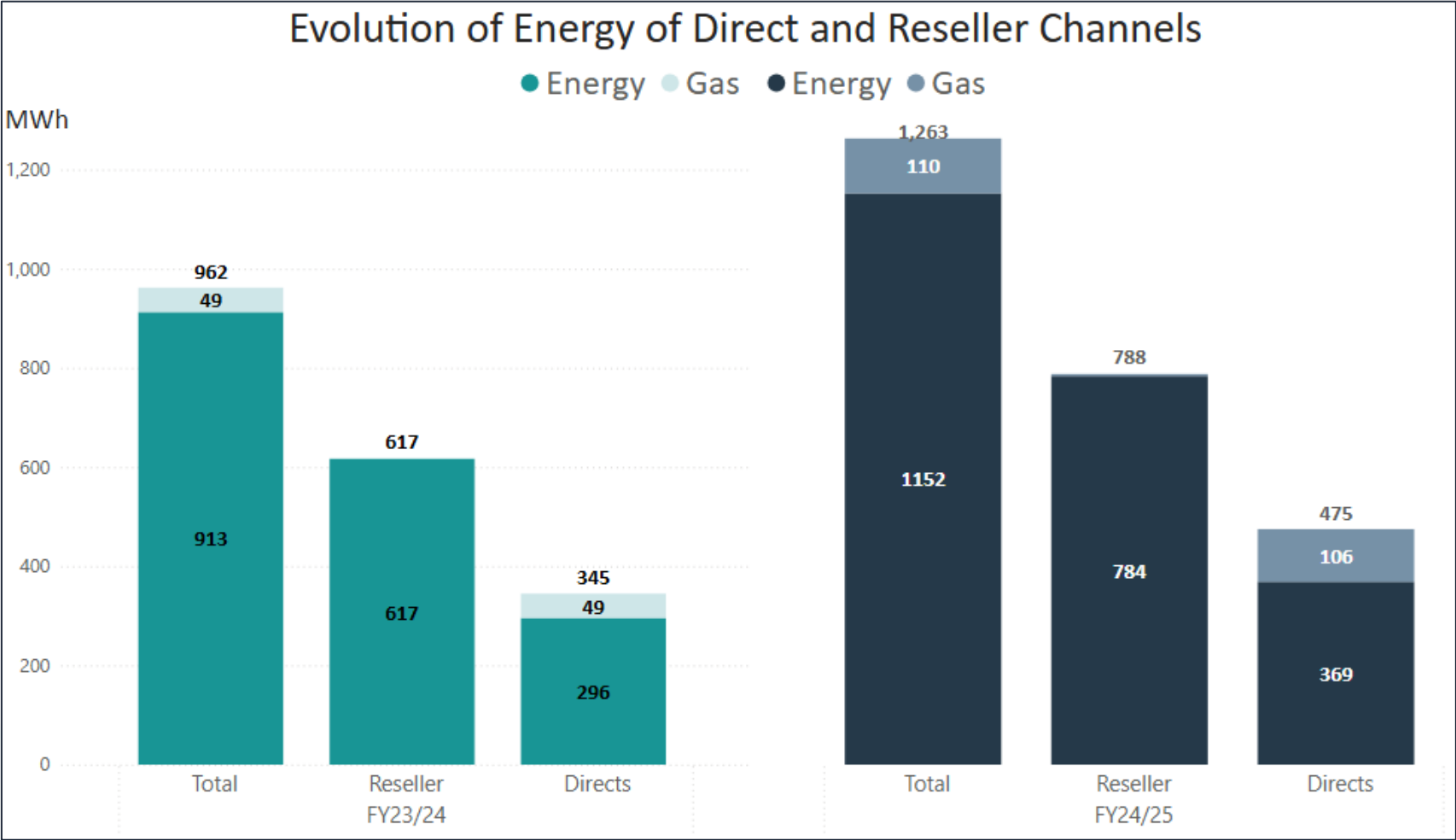
GAS

* Value calculated as the sum of the electricity delivered and the gas supplied, the latter converted into GWh according to the standard formula defined by ARERA.

MAIN INDICATORS FY24-25

Comparison with FY23-24: July 2023 – June 2024

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MAIN INDICATORS FY24-25

Comparison with FY23-24: July 2023 – June 2024

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Total Collection
point

No. of
RESELLER
SERVED

194,834
-5%

109
15% of all
operators in Italy

DIRECT CLIENTS

31,648
+30% YoY

25,993
+24% YoY

5,655
+69% YoY

RESELLERS CLIENTS

163,186
-9% YoY

161,626
-10% YoY

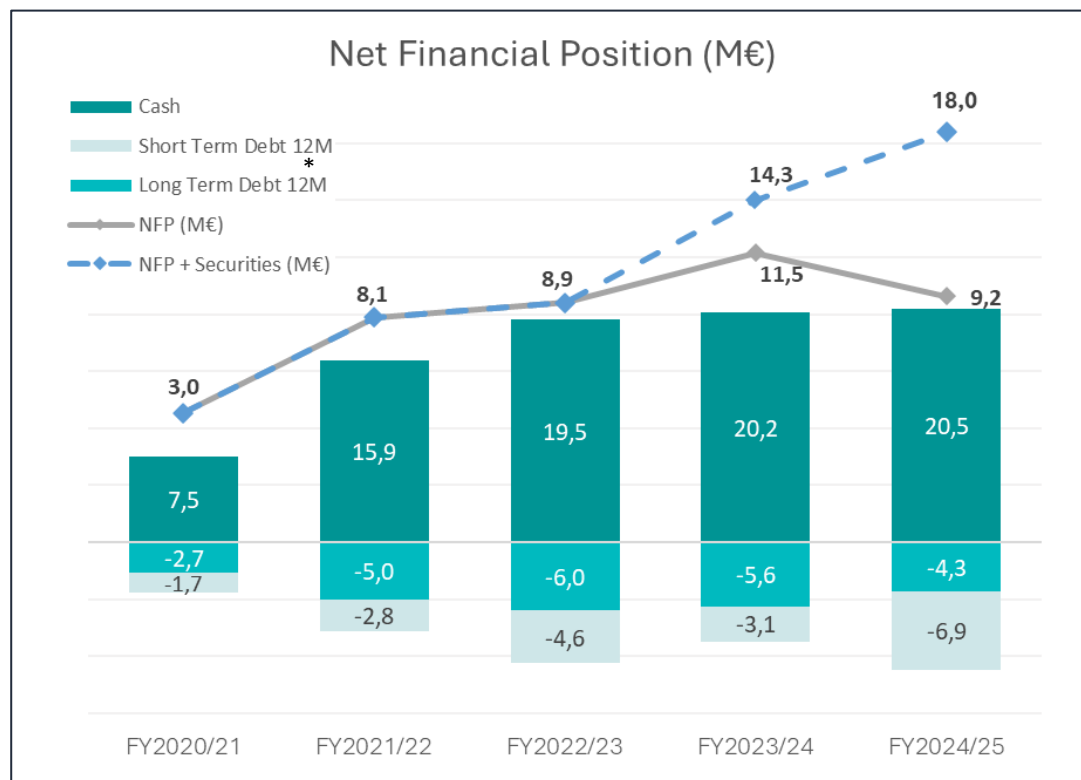
1,560
+1305% YoY

TOTAL
ENERGY

ELECTRICITY

GAS

NET FINANCIAL POSITION



Below are the main cash-generating and cash-absorbing factors from June 30, 2024, to June 30, 2025:

- **positive VAT effect** (€ 1 million);
- **reduction in customer security deposits** (-€ 1.7 million);
- **buyback** (-€ 2.9 million);
- **investment in owned property** (-€ 0.5 million);
- **liquidity allocation for treasury management** (-€ 0.5 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.

MAIN INDICATORS FY24-25

Apple marketplace comparison with FY23-24: July 2023 – June 2024

Traded Tons (apples)	Revenues
1,519 +1096%	0.5 M€ +276%

In October 2024 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



Last news



16th June 2025

New major technological upgrade to improve operational efficiency: 14,600 hours of “software waiting” transformed into productive work



25th June 2025

eVISO accelerates the development of the gas segment: the pipeline of contracts signed by resellers rises to 10 Msmc and the geographical coverage rises to 85.4% of the Italian territory



23rd July 2025

eVISO signs an agreement with a Piedmont-based company operating in the business services and consultancy sector, to offer advanced energy solutions to private clients and companies



18th June 2025

eVISO expands in Piedmont (Alessandria) and Liguria (Genoa) strengthening the sales network in the direct electricity and gas channel



9th July 2025

eVISO: accelerates software development times by 10X with the release of “human AI enhanced software development” ai agent

eVISO
AI
FOR
COMMODITIES

Next events

24th September 2025

Approval of FY 24-25 financial report as of June 30, 2025

27th October 2025

Shareholders' Meeting (first call)

28th October 2025

Shareholders' Meeting (second call)

12th November 2025

Communication of 1Q 25-26 KPIs as of September 30, 2025

For more information: www.eviso.ai