



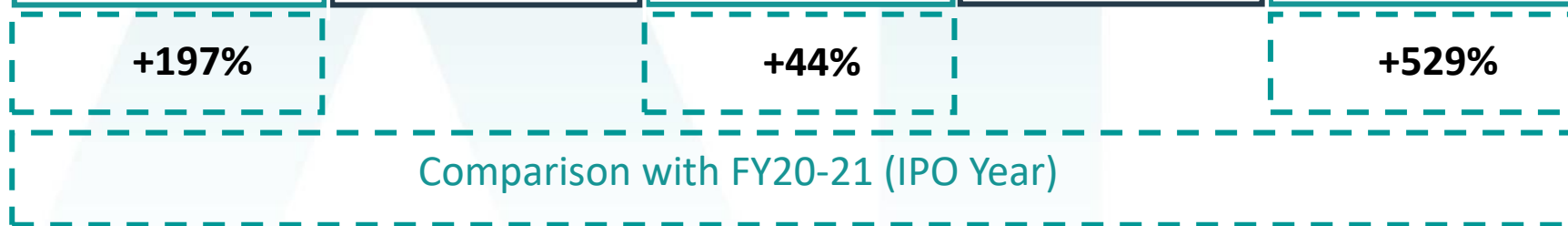
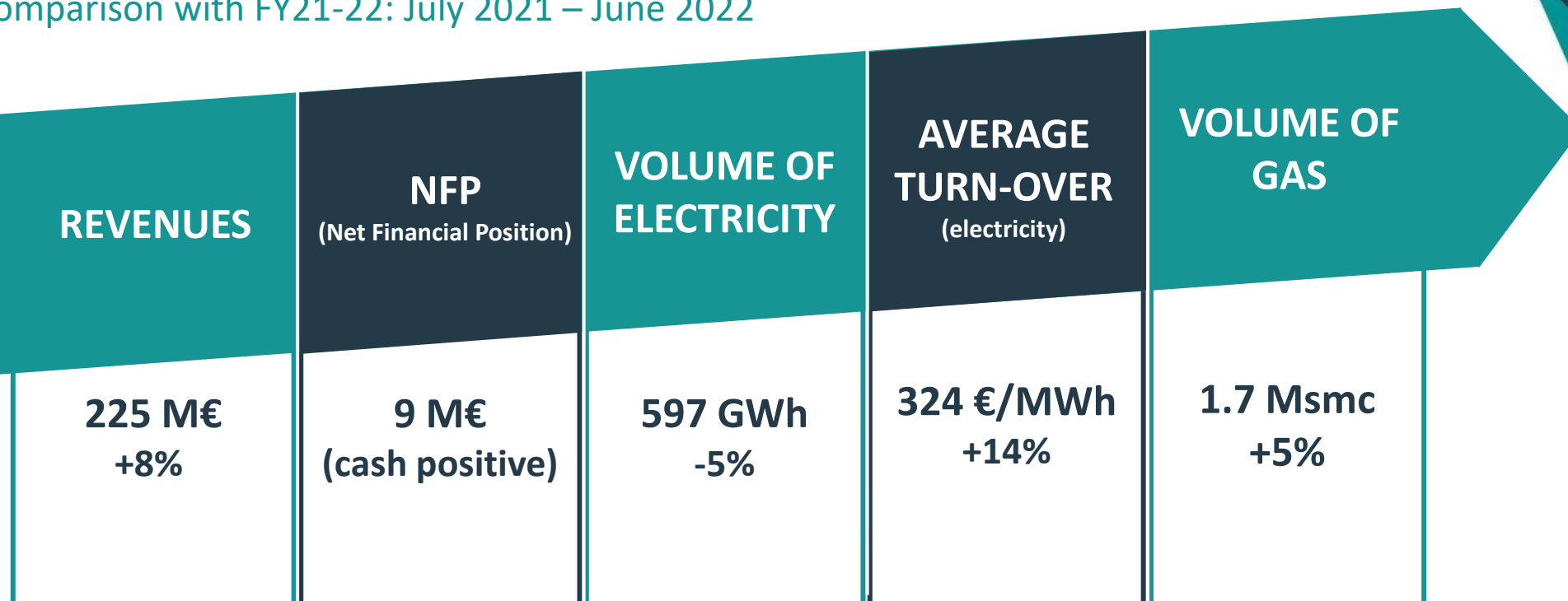
NON-AUDITED FINANCIAL RESULTS

FY 22-23: JULY 2022 – JUNE 2023
September 5th, 2023



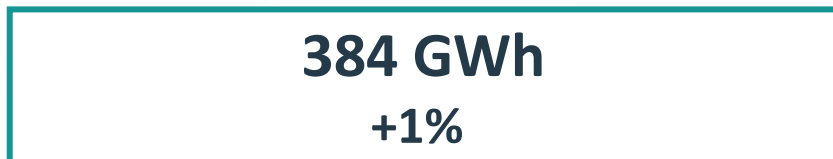
MAIN ECONOMIC INDICATORS FY22-23

Comparison with FY21-22: July 2021 – June 2022



Comparison with FY20-21 (IPO Year)

RESELLERS CLIENTS



DIRECT CLIENTS



MAIN OPERATIONAL INDICATORS FY22-23

Comparison with FY21-22: July 2021 – June 2022

No. of USERS (POD electricity) *	No. of USERS (PDR gas) *	No. of RESELLER SERVED	Deposit from customers	No. Of SUPPORT SERVICES
401,456 +100%	1,872 +47%	98 +27%	12.1€ +250%	48,527 +79%

+322%

Comparison with FY20-21 (IPO Year)

RESELLERS CLIENTS

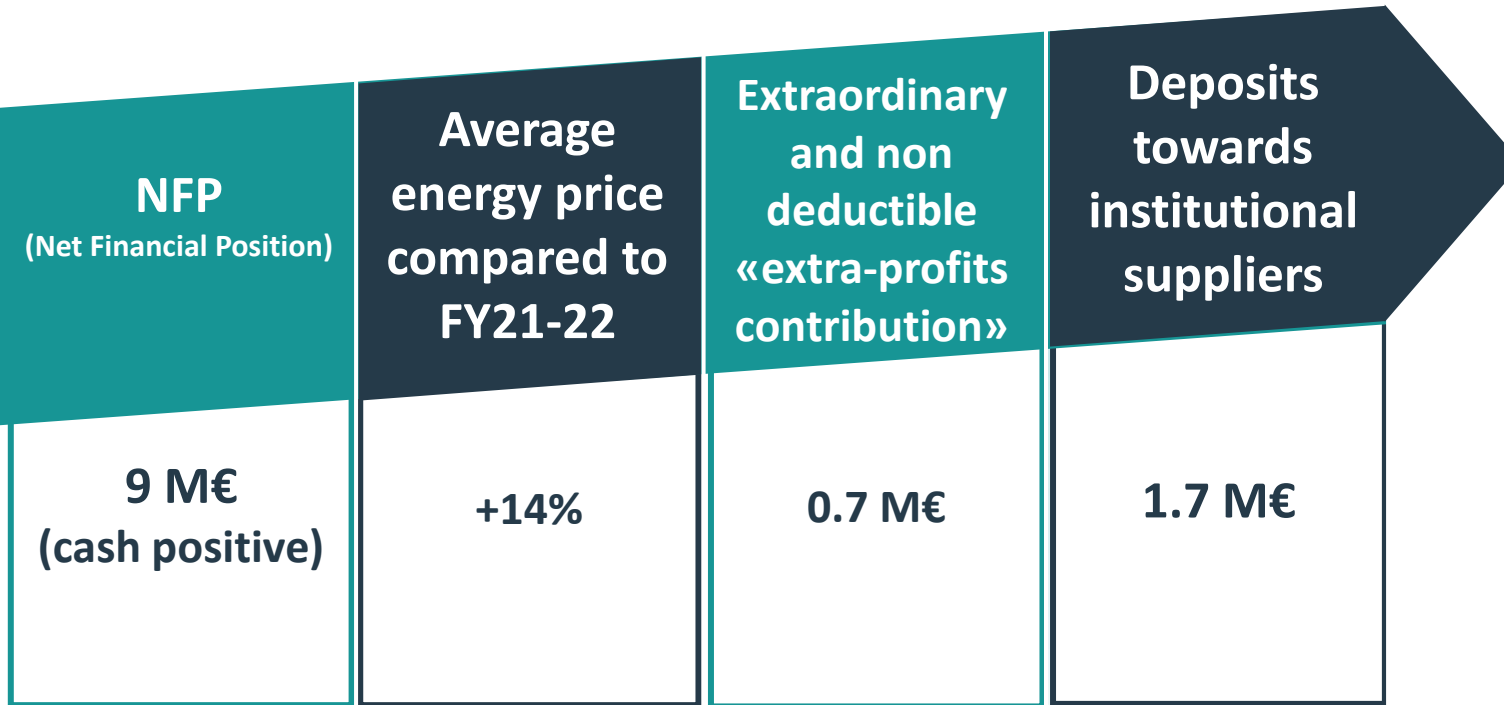
380,869 users served*
+110%

DIRECT CLIENTS

20,587 users served*
+4%

*12 months rolling

NET FINANCIAL POSITION FY22-23



Strong improvement of NFP in 2H22-23

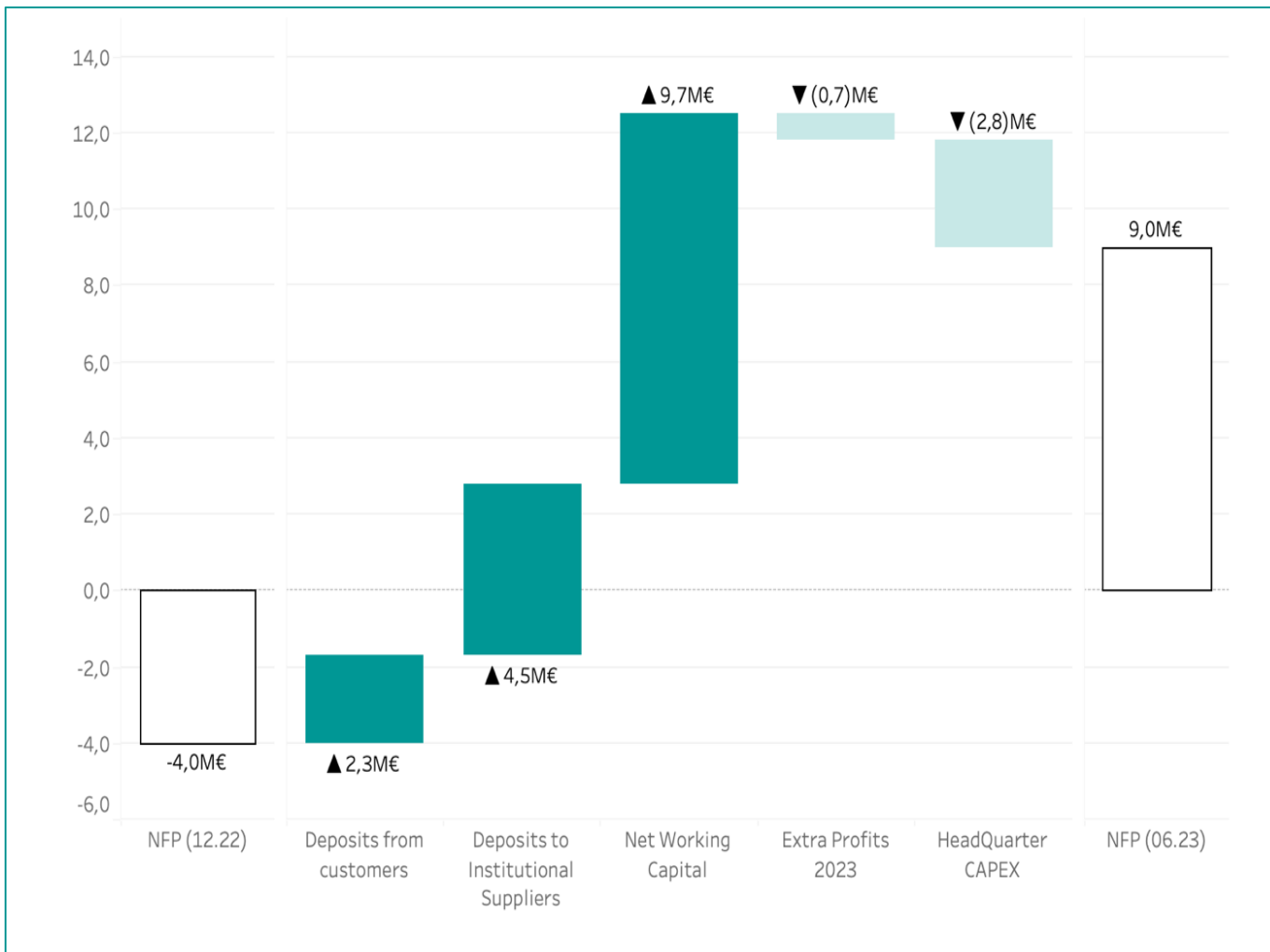
1H22-23 NFP
-4 M€
(cash negative)
+ 13 M€

RATING (23 December 2022)

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



Bridge Net Financial Position FY22-23



Change in Net Working Capital, leading to a **9.7 M€** cash generation was affected by the following positive and negative factors:

Positive

- **5.5 M€: reabsorption of the extraordinary and transitory dynamics recorded in December 2022** in which, in an anomalous way compared to previous years, the price of energy was increased at the beginning of the month (€382/MWh on 1st Dec. 2022), and more contained at the end of the month (193 €/MWh on 31st Dec. 2022).
- **5.2 M€: reintroduction in the bill**, starting from 1st April 2023, of **all network charges**;
- **3.5 M€: efficiency improvement in the management of trade receivables** (repayment plans, etc.) **and gas pre-payment**;
- **€2.5 million: advances paid by resellers** according to the **new contractual conditions** effective from 1st January 2023.

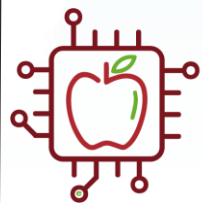
Negative

- **4.7 M€: modification of the terms of invoicing and payment of adjustments issued by Terna S.p.A.** relating to previous years (advanced by 6 months);
- **2.3 M€: VAT credit** associated with the **inversion of the VAT cycle associated with network charges**, subject to VAT when billed to eVISO, and exempt when billed by eVISO to resellers.

MAIN INDICATORS FY22-23

Apple marketplace: July 2022 – June 2023

Traded Tons (apples)	Limit Orders: ask volume	Revenues	Average traded price	Total of limit price orders available for sale
127	29,868 Tons 16x (compared to FY21-22)	0.1 M€	873 €/Ton	28 M€



SmartMele



Last news



24th May 2023
eVISO: agreement signed with Var Group (SeSa Group) for IT security and company data protection



25th July 2023
eVISO presents the release of its cash flow management tool based on artificial intelligence



29th August 2023
Signed a new energy supply contract with a reseller operator for a ceiling of 100 GWh, equivalent to an estimated turnover of around 25 million euros



9th June 2023
Record in volumes managed in June 2023: 830 GWh



8th August 2023
eVISO celebrates its first ten years of activity

The logo features the word 'eVISO' in a bold, sans-serif font, with '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 'www.eviso.ai' is displayed in a teal, sans-serif font at the bottom center of the page.

www.eviso.ai