



Press Release

STRONG GROWTH IN THE MONTHLY RATE OF NEW CONTRACT SUBSCRIPTIONS IN THE JANUARY – MARCH QUARTER

- **RETAIL CHANNEL: 9X INCREASE IN THE ENERGY SEGMENT AND 8X IN THE GAS SEGMENT**
- **AGENCY CHANNEL: 6X INCREASE IN BOTH THE ENERGY SEGMENT AND THE GAS SEGMENT**

Saluzzo (CN), 22 April 2025 – eVISO S.p.A. (simbolo: EVISO) – COMMOD-TECH company, listed on the EGM, with a proprietary artificial intelligence infrastructure that operates in the raw materials sector (electricity, gas, apples) – communicates that, in the January – March 2025 quarter, the monthly rate of new contract subscriptions marked a strong increase in both the retail and agency channels compared to the average for the whole of 2024, with performances significantly higher than management expectations.

In particular, in the retail channel, **the monthly rate of new contract subscriptions increased 9-fold in the energy segment**, reaching 234 PODs per month compared to 26 PODs per month in 2024, and **approximately 8-fold in the gas segment**, reaching 131 PDRs per month compared to 17 PDRs per month in 2024. The increase in the number of contracts signed is the result of the opening of the sales outlet in the new location, the numerous framework agreements signed at local level and the increase in the penetration of the eVISO brand in the local fabric.

In the agency channel, **the monthly rate of new contract subscriptions increased approximately 6-fold both in electricity**, to 127 PODs per month compared to 20 PODs per month in 2024, **and in gas**, to 60 PDRs per month compared to 10 PDRs per month in 2024. The increase in the number of contracts signed is the result of the expansion of the agency network, the uniqueness of the eVISO offer in the SME segment and the proprietary digital platforms made available to partners.

Lucia Fracassi, General Manager of eVISO, commented: *“The commercial agreements signed in recent months with important companies in the Piedmont and Liguria regions are bringing concrete results. The growth rate on the retail channel has increased 9 times, confirming both the scalability of the business and the platform, and the uniqueness of the value proposition of eVISO. The new sales channels, retail and agencies, add to the excellent results of the existing channels: commercial network and reseller channel in the electricity and gas segments”.*

Sergio Amorini, Business Development Director, commented: *“Over the last 6 months, eVISO’s sales force in the indirect sales segment through agencies has been significantly strengthened with the entry of new internal collaborators and the acquisition of numerous new sales agencies throughout the country. I am confident that eVISO will be able to continue to expand volumes on the indirect channel both thanks to the opening of new agencies and by increasing the productivity of each individual agency”.*

It should be noted that the retail channel is based on a direct sales model in the energy and gas segment, with operations mainly in Piedmont, through the new dedicated sales point and commercial agreements with strategic partners such as Banca di Cherasco and the Order of Engineers of Turin.



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Codice Fiscale P. IVA: 0346 8380 047 • Cap.soc: 369.924,39 euro i.v.

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The agency channel, on the other hand, adopts an indirect sales approach, thanks to the stipulation of mandates with multi-mandate agencies that promote contracts at a national level.

This press release is available in the Investor Relations section of the website www.eviso.ai.

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About eVISO

eVISO is a COMMOD-TECH that has developed an artificial intelligence platform that creates value in the raw materials market, currently 3: power, gas and fresh apples. In the power segment, eVISO provides power-tech services (technology and electricity) in Italy along the entire value chain: through the direct channel (B2B and B2C), to other operators in the electricity market (B2B2C) and also upstream to producers of renewable energy throughout the Italian territory. In the direct channel, eVISO serves approximately 20,000 users: small and medium enterprises (SMEs), farms, shops and restaurants in Low Voltage and Medium Voltage. In the indirect channel (B2B2C), eVISO serves over 100 competitors and almost 400,000 users throughout Italy.

For info: <https://www.eviso.ai/>

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