

eVISO
AI FOR
COMMODITIES

**Roadshow Italian
Investors**

April 12th, 2023



Elite and committed leadership team

OUTSTANDING LEADERSHIP TEAM AND VERTICAL COMMITMENT OF THE FULL WORKFORCE IN THE DEVELOPMENT OF eVISO



Gianfranco Sorasio

Founder, President 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

Chief Operations Officer

- Graduated with honors in Economics of Organization and Technological Innovation at the Catholic University of Piacenza
- With a financial background, she had the opportunity to work for various international groups where it was necessary to be very close to the business



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



Federica Berardi

Chief Financial Officer and IRM

- Geography Degree (Torino) and Executive MBA in Corporate Finance & Banking (Il Sole24Ore Business School)
- 6+ years of experience in the Energy sector



Sergio Amorini

Business Development Director

- Nuclear Engineer (PoliTo); Master in Plasma Physics (Lisbon, Portugal); Master in Relationship Management and Executive Master in Digital Transformation & Business Strategy (Il Sole24Ore Business School)
- 9+ years of experience in the Energy sector



Carlo Cigna

Algo Intelligence Director

- Nuclear Engineer (PoliTo) and Executive Master at Massachusetts Institute of Technology (Boston, MA) in Data Driven Pricing. Certificate in Disruptive Strategy (Harvard BS) and Algorithmic Trading (Oxford)
- 12+ years of experience in the Energy sector



Franco Pancino

Direct Sales Director

- Graduated in Political Sciences at University of Milan
- He started his professional 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

Production incentive scheme

Workforce



2020 business bonus for the **entire workforce** equal to **5% of EBIT**, fully paid after reaching an EBITDA \geq €2.3 m

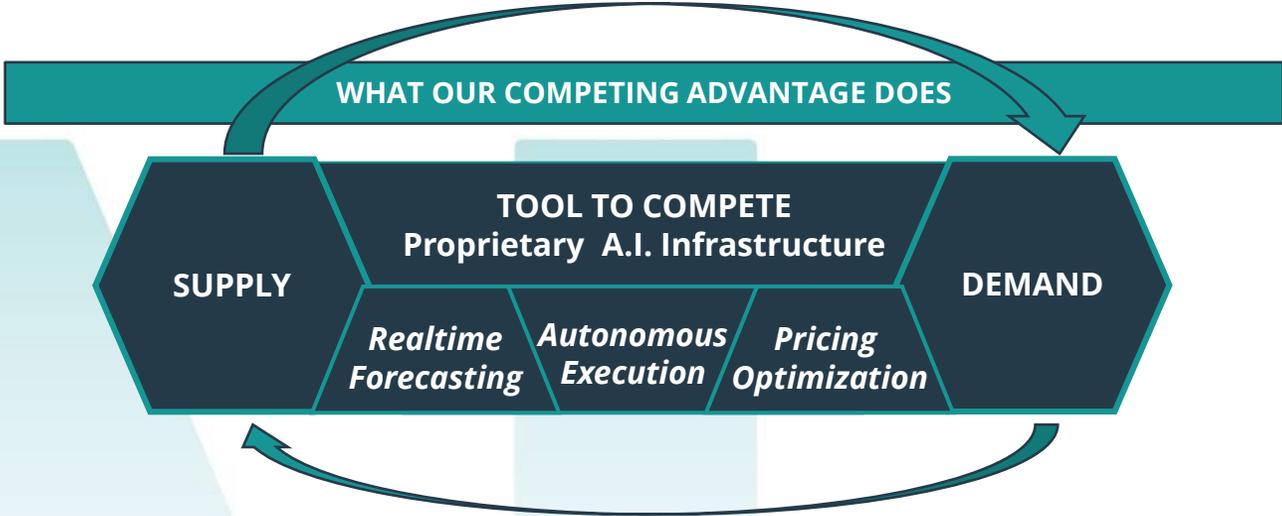
Management



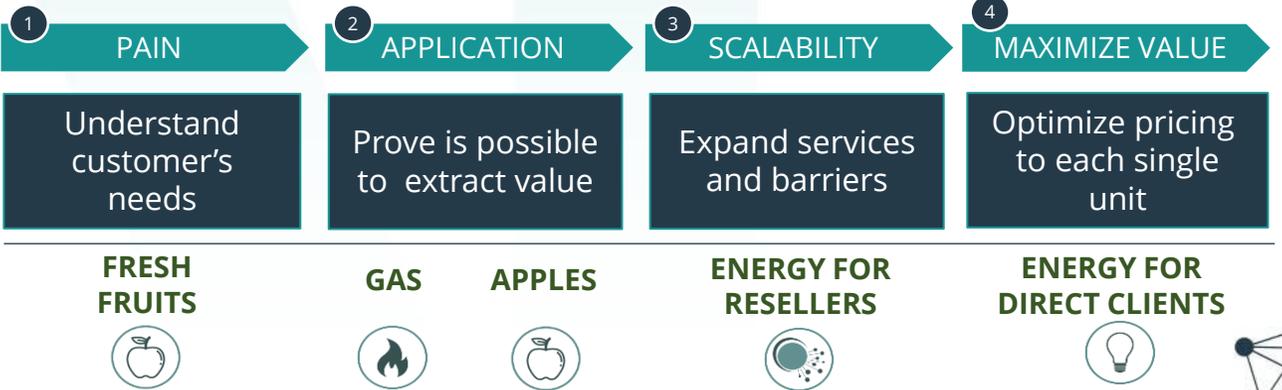
On top of the bonus for the entire workforce, **additional bonus** for the **Leadership Team** equal to **1% of EBIT**, fully paid

eVISO at a glance

eVISO CREATES VALUE FOR THE PHYSICAL COMMODITIES MARKETS BY COMPETING WITH PROPRIETARY A.I. INFRASTRUCTURE AND METHODS



HOW WE INTRODUCE A.I. TO NEW COMMODITIES



AI scalability on several commodities sectors

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022

≈240,000 POD¹ served

Forecasting: forecasting activities use algorithms, learning systems, autonomous and constantly evolving processes

Execution: execution activities use a large amount of non-human data, generated with increasing speed

Data Driven Pricing: data driven pricing activities use data to create mass customization processes that, at the same time, increase the quality perceived by the user and maximize the profit generated in each interaction

≈1.200 PDR¹ served

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32 VARIETY GROUPS
1,279 VARIETIES

The ability of **Data Analysis & Forecast** developed by eVISO on the energy markets also adapts to the field of agri-food production

OUR AI PARADIGM IS APPLICABLE TO ALL PHYSICAL COMMODITIES THAT HAVE OVER 100 B\$ MARKET SIZE, A LONG-TERM STABLE DYNAMICS AND A HIGH PRICE AND VOLUMES VOLATILITY...

¹Note: POD Point Of Delivery, PDR Punto di Ritiro

Focus on commodities with recurrent consumers

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022



EASY - MY EVISO IS THE PERSONAL AREA WHERE **eVISO CUSTOMERS (SMEs, FARMS, SHOPS, RESTAURANTS, INDIVIDUALS)** CAN VIEW DOCUMENTS AND INFORMATION ON THE SUPPLY, DOWNLOAD BILLS AND REQUEST A FILE IN COMPLETE AUTONOMY



THE DIGITAL ENGINE ALLOWS TO SCALE THE CALCULATION CAPACITY OF THE ELECTRICITY BILL LAYOUTS



THE PORTAL ALLOWS **RESELLER CUSTOMERS** TO INDEPENDENTLY REQUEST THE MOST COMMON ENERGY PRACTICES, TRACK THE STATUS OF THE PRACTICES ON A DAILY BASIS AND BE ABLE TO RESPOND TO CUSTOMER NEEDS, SIGNIFICANTLY REDUCE CUSTOMER MANAGEMENT COSTS

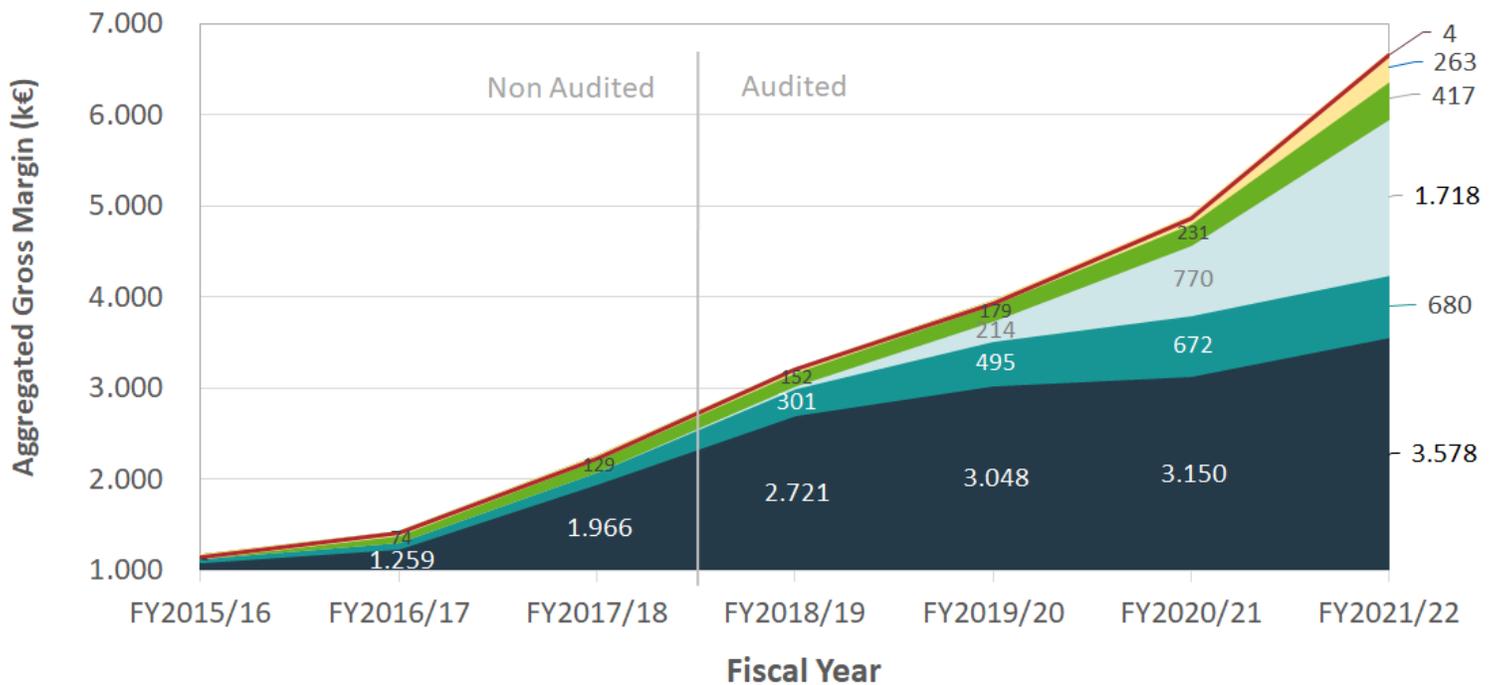


THE SMARTMELE PROJECT USES DIGITAL METHODS, FORECASTING ALGORITHMS AND THE KNOW-HOW OF **EVISO PLATFORMS** TO DEVELOP A SERIES OF SERVICES DEDICATED TO THE APPLE SECTOR FOR EACH **PRODUCER AND BUYER IN THE MARKET**.

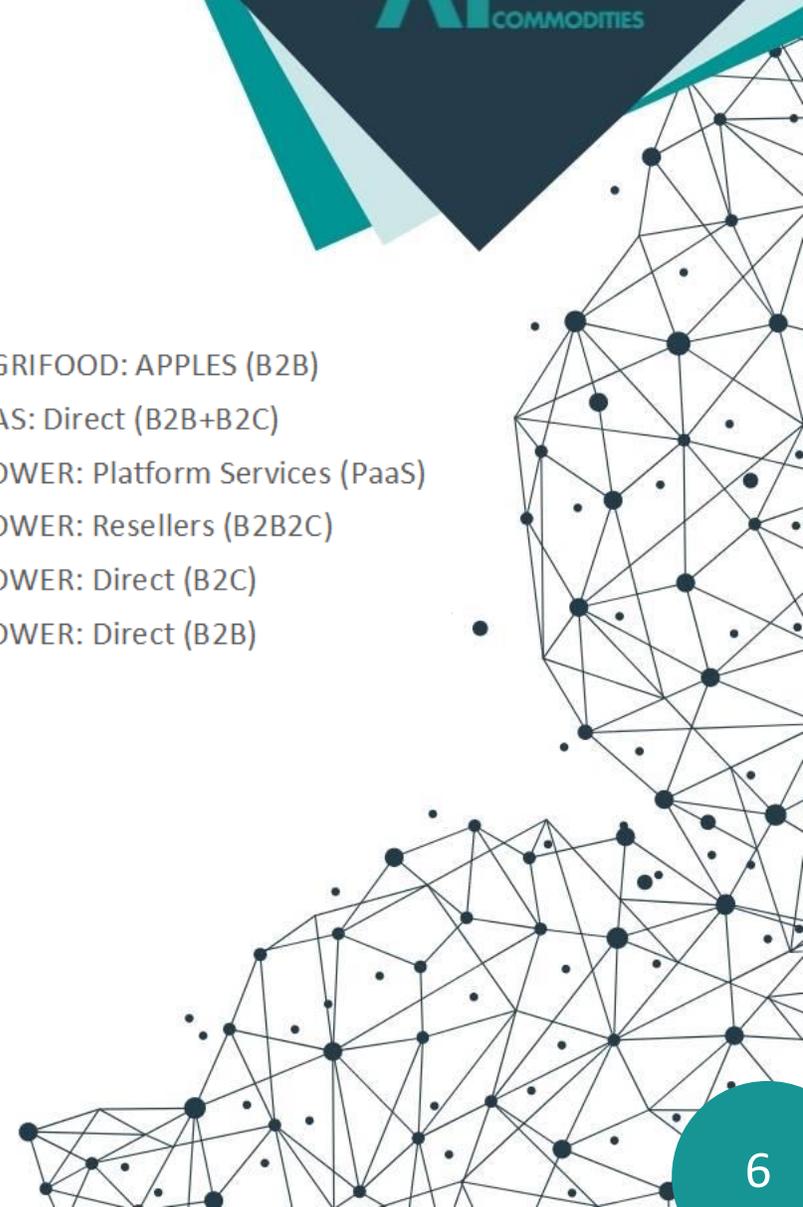
THE ROBOTS CONTINUOUSLY SCAN THE WORLDWIDE WEB, DOWNLOAD SELECTED DATABASE, READ BOOKS AND SO ON TO PRESENT, AS FAR AS WE KNOW, THE MOST COMPREHENSIVE AND UP TO DATE SET OF INFORMATION ABOUT APPLES

Growth of Gross Margin per Business Line

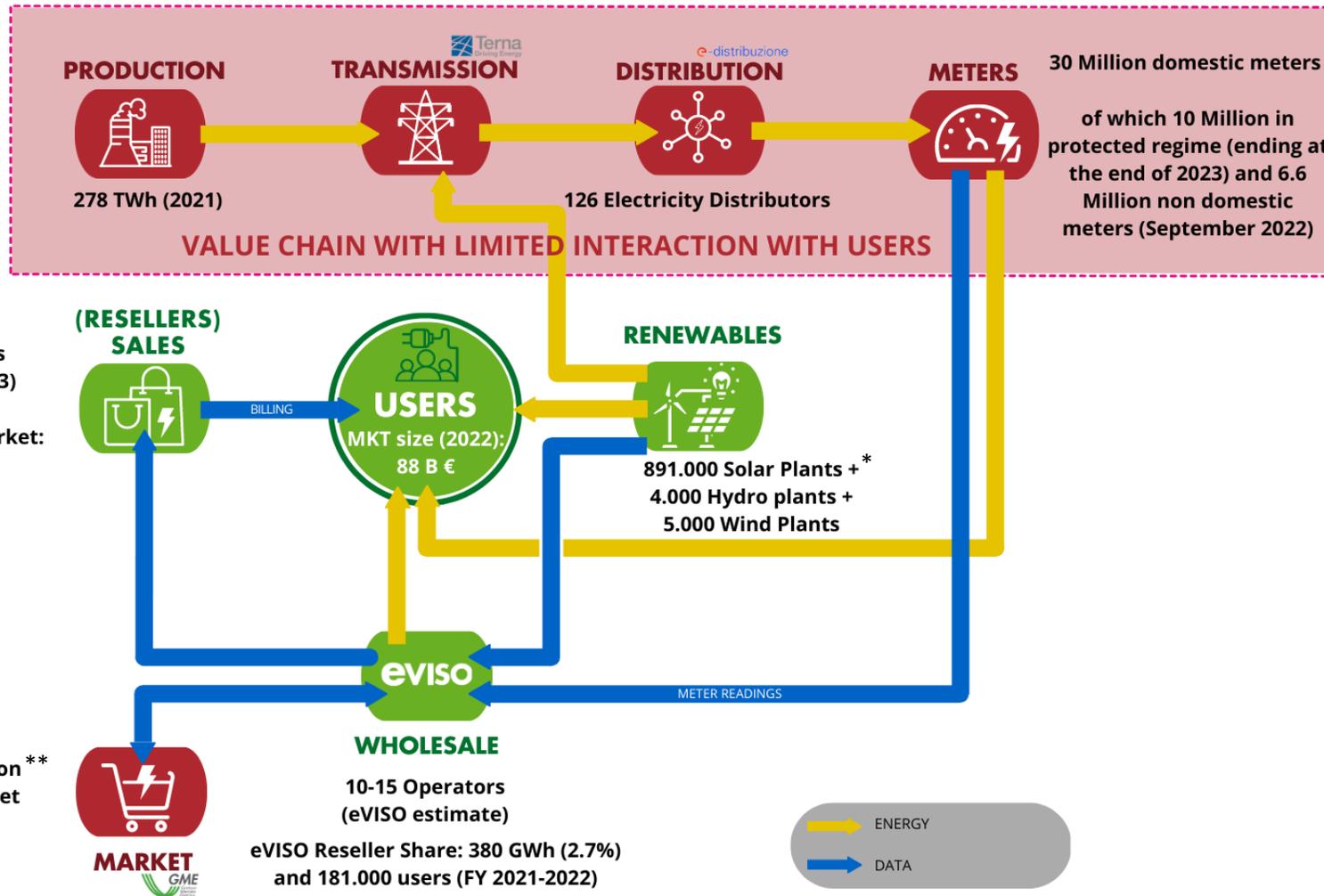
(in thousand of euros)



- AGRIFOOD: APPLES (B2B)
- GAS: Direct (B2B+B2C)
- POWER: Platform Services (PaaS)
- POWER: Resellers (B2B2C)
- POWER: Direct (B2C)
- POWER: Direct (B2B)



ELECTRICITY MARKET



* Source: https://atla.gse.it/atlaimpianti/project/Atlaimpianti_Internet.html

** Source: <https://www.mercatoelettrico.org/it/mercati/mercatoelettrico/elencooperatori.aspx>

Pursuing high ESG standards

Environment 12 actions 	 Zero impact: new eVISO headquarter will be carbon neutral	 CO2 neutrality: eVISO exclusively consumes energy from renewable sources in its offices	 Energy efficiency: eVISO tips help customers to cut energy consumption	 Tackling energy poverty: eVISO is partner of the EU project SocialWatt aimed to develop innovative schemes to alleviate energy poverty
Social 10 actions 	 Scholarships: eVISO supports talents through scholarships for the development of technological, musical and cultural know-how	 Local impact: eVISO organizes district events in order to promote artistic, cultural and gastronomic excellences	 Training: eVISO dedicates an unlimited budget for the purchase of books and magazines	 Work-life balance: eVISO staff benefits from flexible working hours and can work remotely depending on needs
Governance 11 actions 	 Board: 2/5 of members are independent	 Diffuse leadership: decisions are taken by collaborators through distributed processes	 Gender balance: eVISO staff is composed of 46% women	 Cultural diversity: eVISO professionals come from over 10 different countries



KEY
FINANCIAL

Improved figures in early 2023

1H23

↑ **Revenues +47% (€ 145.4M)**

Volume growth accelerated

↑ **Cost of energy and gas**

In the July-September 2022 period was reflected in a proportional increase in network balancing costs that cannot be passed on to end customers



January-March 2023

↑ **Margins on direct and reseller costumers**

due to contract renewals and the stabilization of energy prices

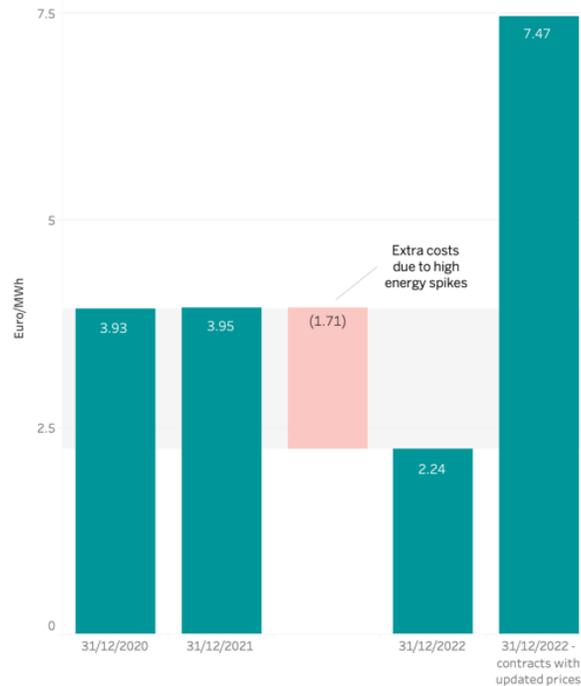
↑ **Net Financial Position**

due to a turnaround in net working capital, which **generated € 5 million in cash** from 1 January 2023 to 28 February 2023, bringing the **Net Financial Position back to positive territory at € 1 million.**

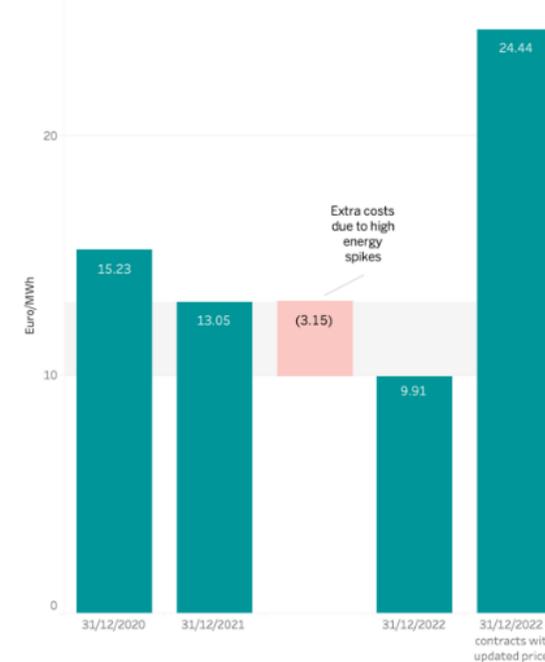
- **Erosion of margins (EBITDA and Net Profit)**
- **Net Financial Position (€ 4,0M)**

Improved margins in the Reseller channel and Direct sales in 2023

Evolution of Gross Margin (Euro/MWh). Reseller channel. Power.



Evolution of Gross Margin (Euro/MWh). Direct sales. Power.



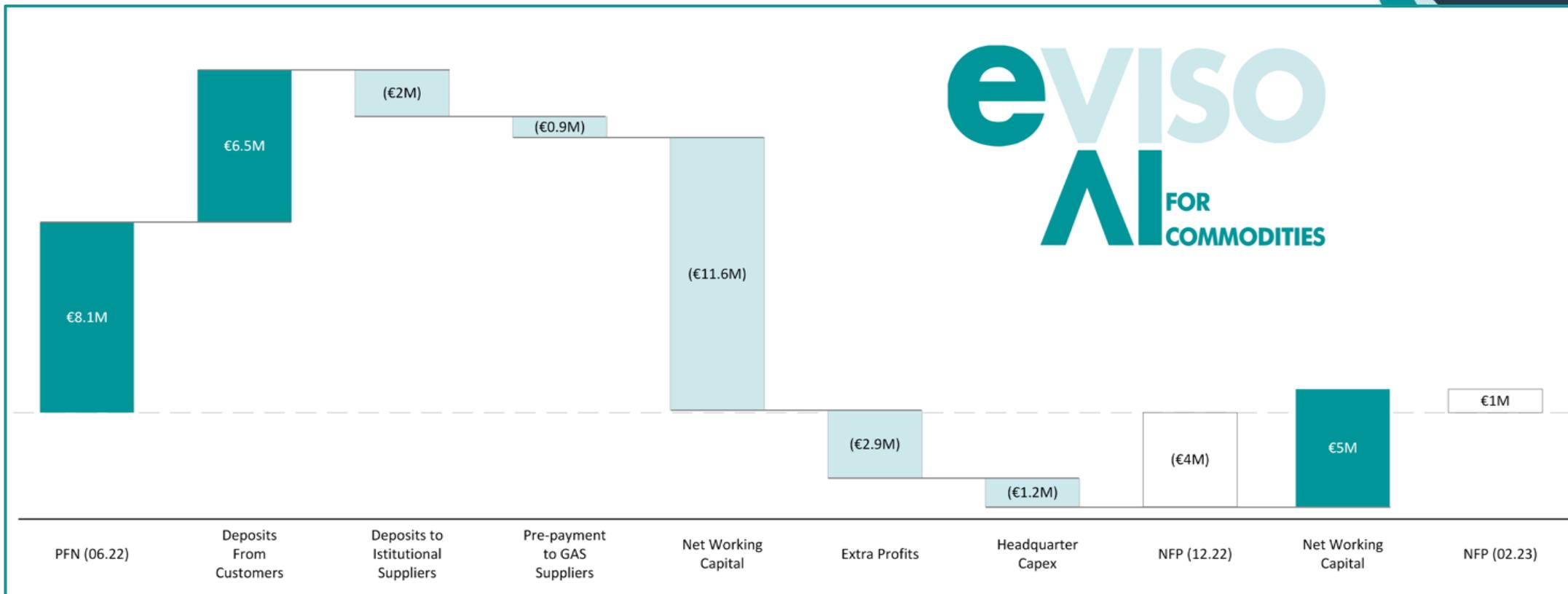
Reseller channel:

- The new contracts came into effect from January 2023 on all resellers
- This contractual system has already been applied to over 30,000 users in the six-month period July-December 2022. For these points, **the margin were 7.47/MWh, 333% higher than the six-month average and 187% higher than historical data**
- For the next 12 months, **the Company therefore expects a substantial improvement in margins**

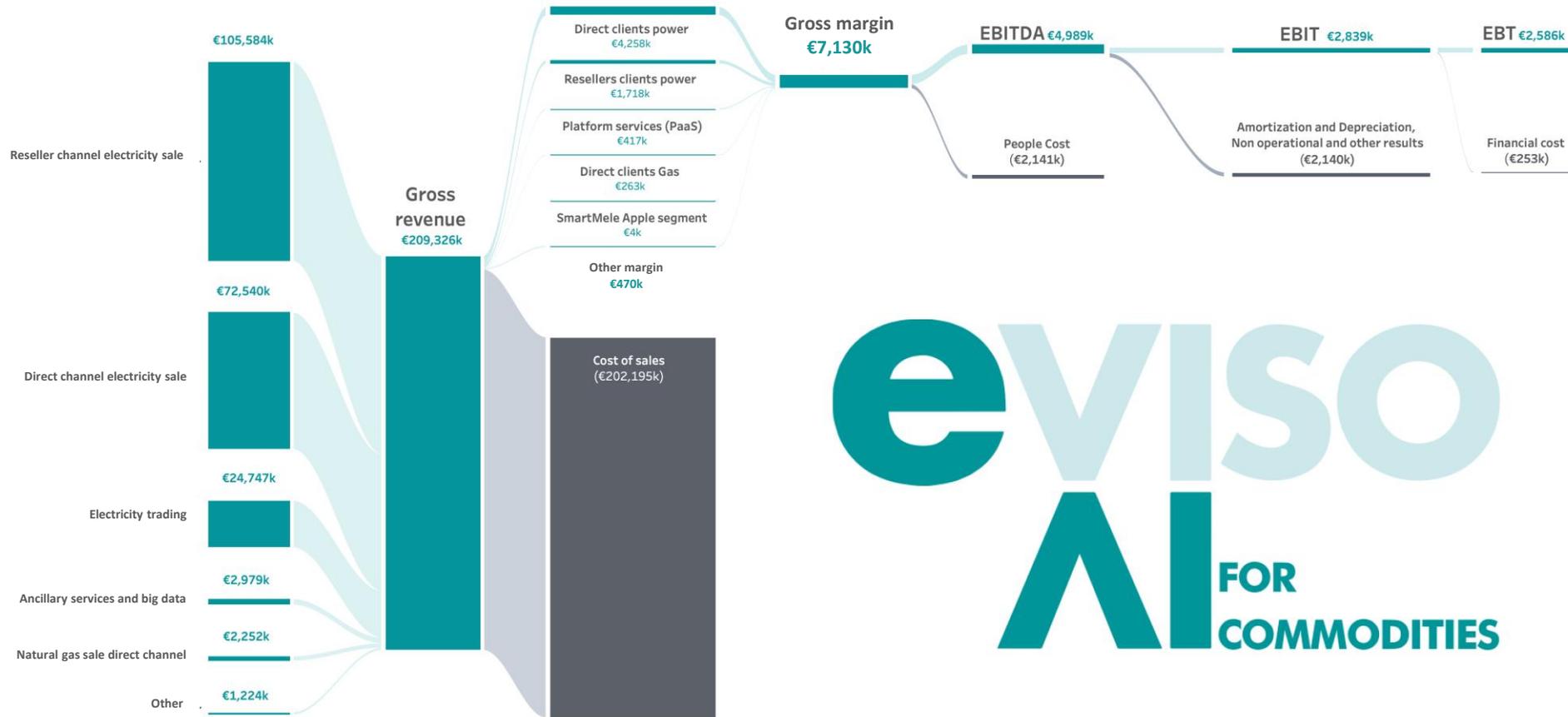
Direct sales:

- **The new contractual system was applied starting from August 2022** to all new customers and, starting from January 2023, to approximately 46 GWh of users with contracts expiring in December 2022.
- For the points which, during the July-December semester, were subject to the new contractual system, **the margin was equal to 24.44€/MWh, 246% higher than the half-yearly average and 187% higher than historical data**
- For the next 12 months, **the Company therefore expects a substantial improvement in margins**, with a discontinuity starting from 1 July 2023 when the new prices will be enforceable on all customers.

Net Financial Position turned positive (Cash)

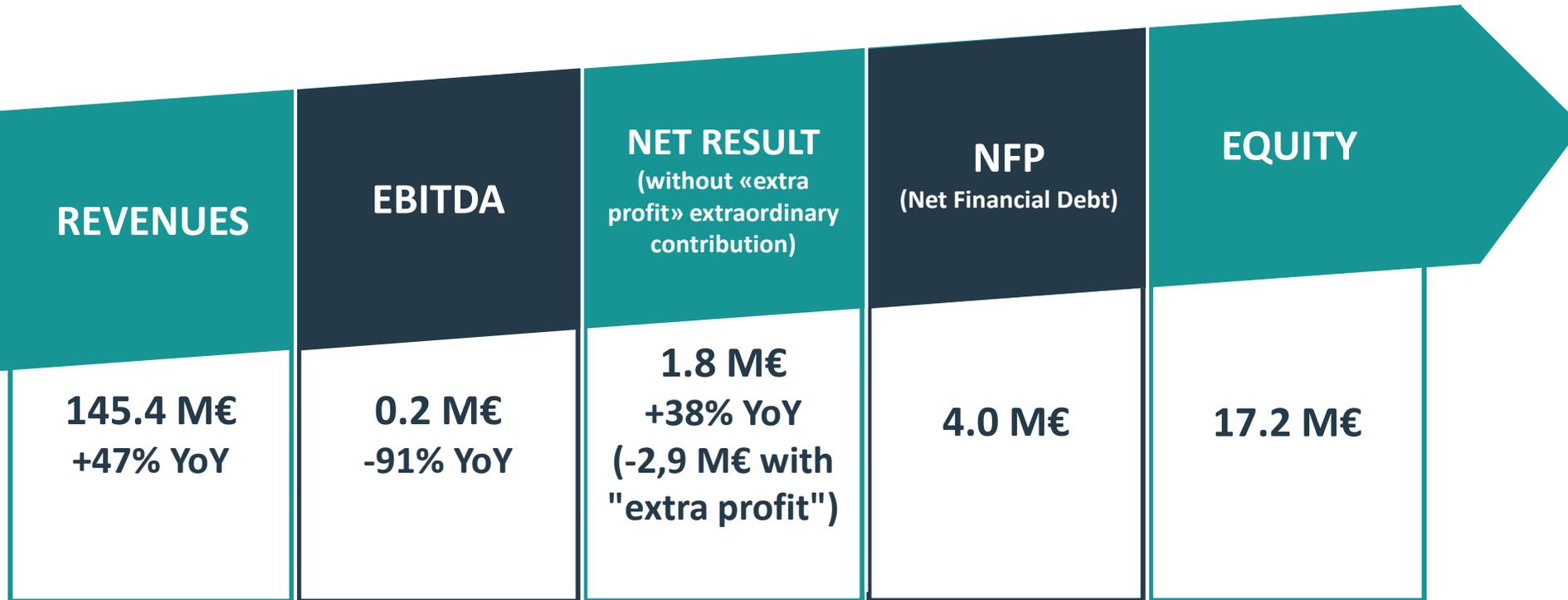


eVISO FY2021/2022 Income Statement



eVISO
AI FOR COMMODITIES

1H 2023 KEY FINANCIAL RESULTS



“EXTRA PROFITS” extraordinary contribution

EBIT	NET PROFIT (ORDINARY)	«EXTRA PROFITS» EXTRAORDINARY CONTRIBUTION*	NET PROFIT**
-1.1 M€ -208% YoY	1.8 M€ +38% YoY	- 2.9 M€	- 1.1 M€

The first payment of extra-profits contribution, equal to **40%**, was paid by **30th June 2022**, with execution on 1st July 2022.

The rest was paid on the **30th November 2022** with the same procedures.

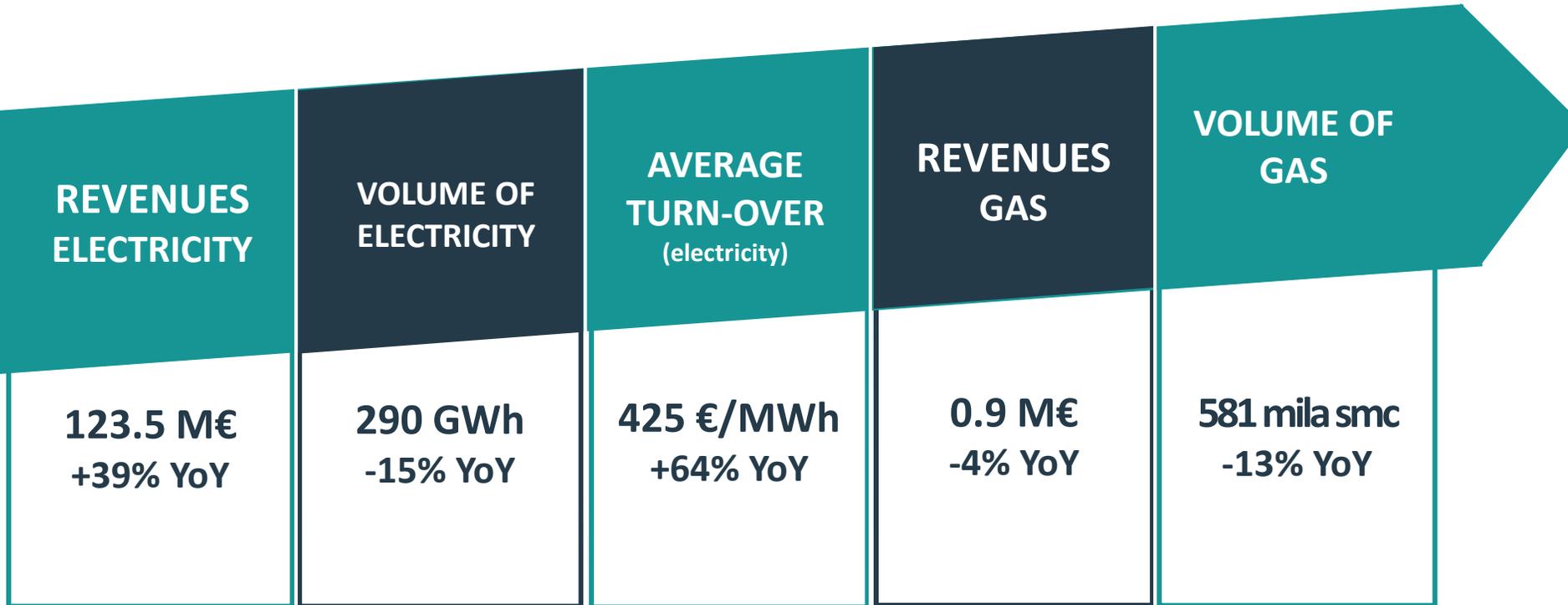
Meanwhile **application for full repayment** was submitted in **15th November**.

**non-recurring and non deductible contribution defined by Italian Government.*

***including «extra profits» extraordinary contribution*

MAIN ECONOMIC INDICATORS 1H23

Comparison with previous year: December 2021 – December 2022



RESELLERS CLIENTS

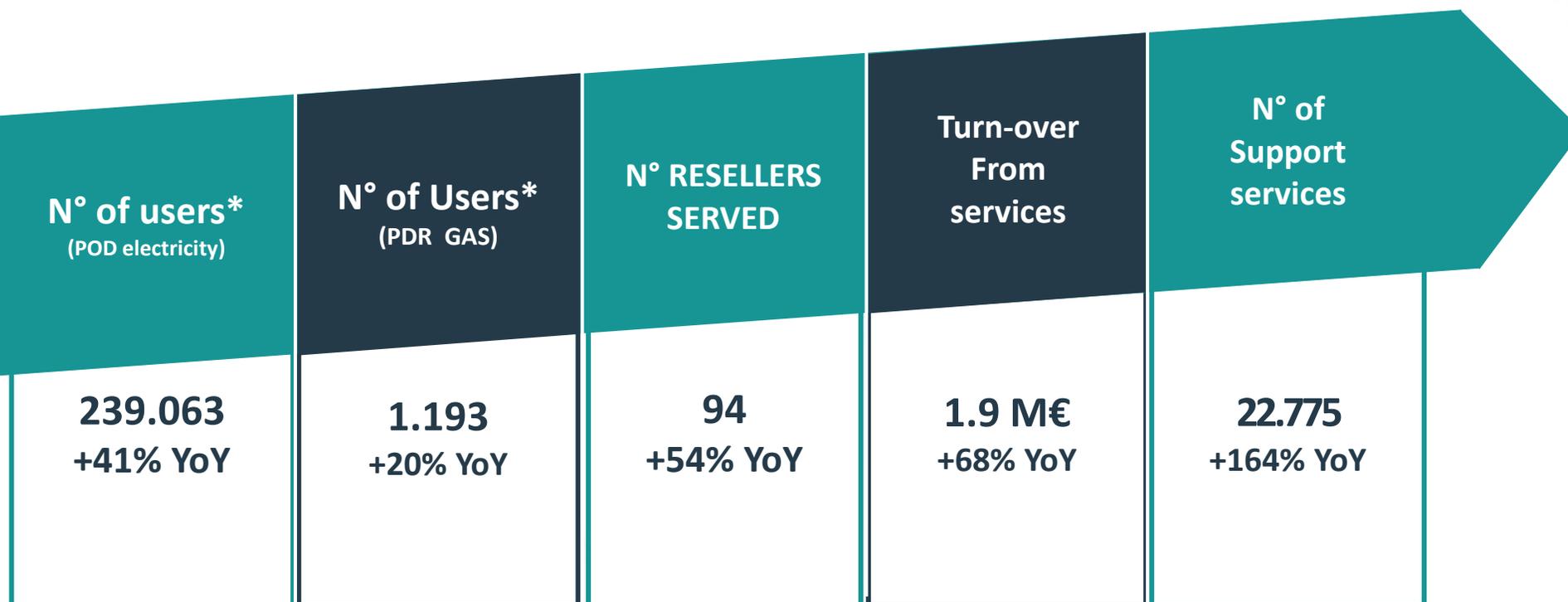


DIRECT CLIENTS



MAIN OPERATIONAL INDICATORS

comparison with previous year: December 2021 – December 2022



* 12 months rolling

RESELLERS CLIENTS

218.292 users served
+45% YoY

DIRECT CLIENTS

20.771 users served
+11% YoY

Electricity key indicators (FY 2021-2022)

FORECASTING

EXECUTION

PRICING & CUSTOMER SUPPORT

115 Million
PREDICTIONS PER DAY

1.1 Million
(+67% YoY)
YEARLY TRADING BIDS

42.2 Billion
(+203% YoY)
FORECASTED VALUES

11.6 Billion
(+101% YoY)
RECORDS IN DATALAKE

203.276
(+214% YoY)
USERS SERVED

77
(+75% YoY)
RESELLERS SERVED

622
DIFFERENT
COMMERCIAL OFFERS

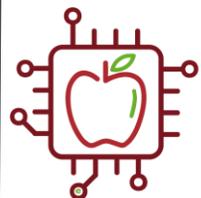
993.720
(+99% YoY)
INVOICES PER YEAR

27.004
(+239% YoY)
CUSTOMER PAID SERVICES

MAIN INDICATORS 1H23

Apple marketplace: December 2021 – December 2022

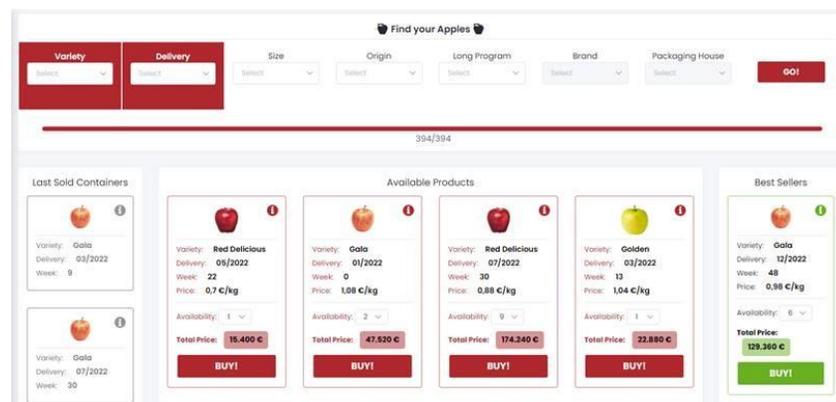
Traded Tons (apples)	Limit Orders: ask volume	N° of registered users	Average traded price
106	2.000 Tons	297	820 €/Ton



SmartMele



«SmartMele» key indicators



- **First day of trading:** Dec. 21, 2021
- ≈€100,000 of closed orders with delivery in Oct. 2022
- **First registered contract:** signed between Lagnasco Group and Novafruit
- **Transaction carried out** equal to ≈1,000 quintals of apples (5 containers), for a total value of €88,000
- **Other strategic agreements** registered in recent months: with the **Italian Telematic Commodity Exchange (BMTI)**, which recognized eVISO as a partner in Aug. 2021
- **First two deliveries** with destination **Kuwait** and **Brazil** carried out
- **2044 buyers** and **sellers** from **44 countries** listed in database



87 MILLION
TONS OF
ADDRESSABLE
MARKET¹

¹ Source: World Apple Organization

Last news



21st December 2022
eVISO Careers is born,
the new portal for
personnel research



27th February 2023
eVISO at "The States
General of Artificial
Intelligence"



21st March 2023
Franco Pancino appointed
Commercial Director of Direct
Sales for the Electricity and Gas
segment of eVISO



2nd February 2023
Artificial intelligence is
attracting more and
more talent

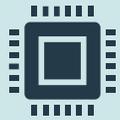


27th February 2023
5 eVISO DSP Team
members in Italy to
accelerate development

Key takeaways



Strong record of **top line growth in energy**



A unique player growing faster and stronger than the market, thanks to its **proprietary AI platform**



Born scalable and **ready to scale faster into new markets**



Expanding into high potential and very large global commodities market



Add-on coming from diversification

The logo features the word "eVISO" in a bold, sans-serif font, with the "e" in a teal color and "VISO" in dark blue. Below it, "AI" is written in a larger, teal, stylized font. To the right of "AI", the words "FOR" and "COMMODITIES" are stacked vertically in a smaller, dark blue, sans-serif font.

eVISO
AI FOR
COMMODITIES

The website address "www.eviso.ai" is displayed in a teal, sans-serif font at the bottom center of the image.

www.eviso.ai