



## 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

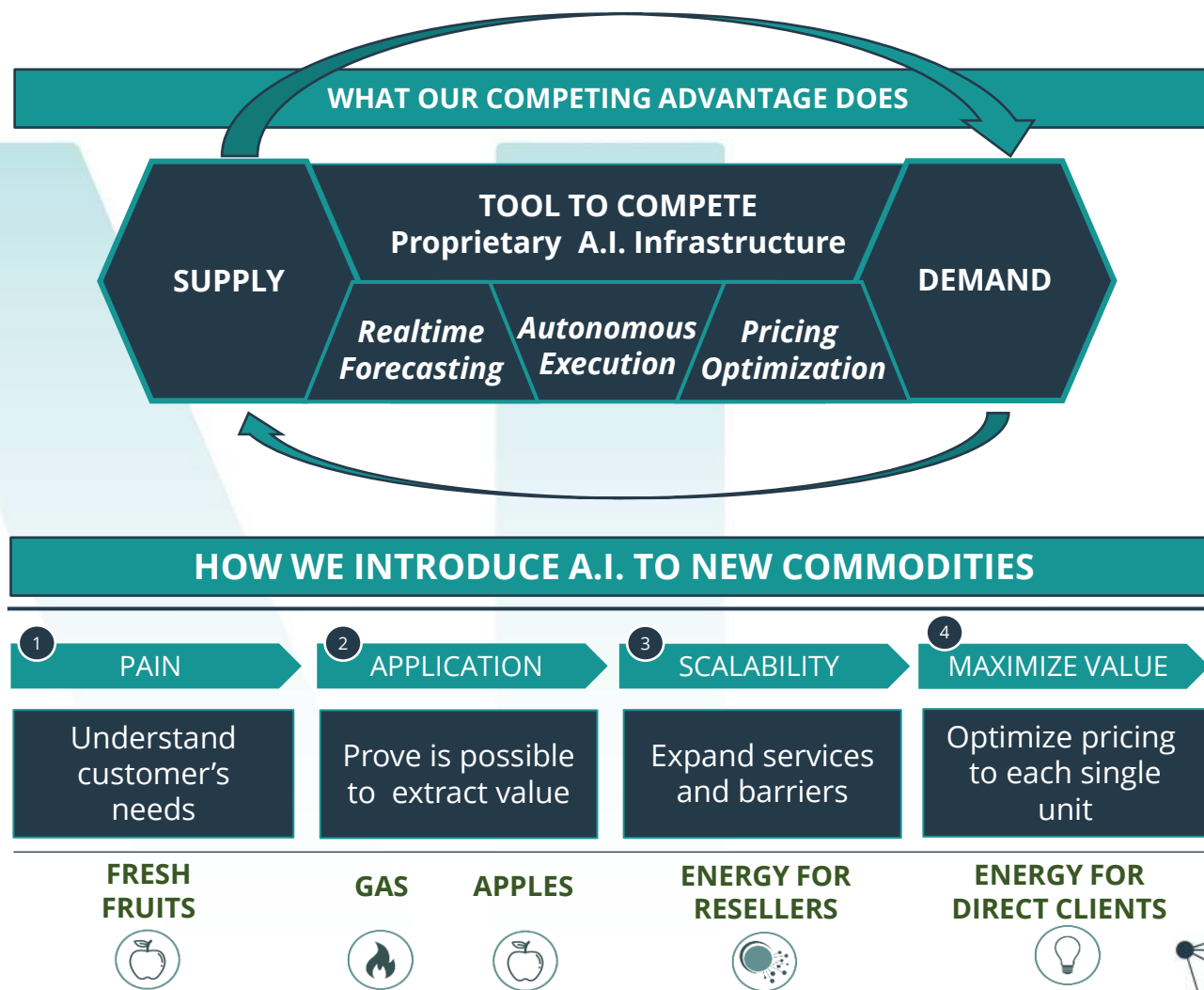
### Management



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





# AI scalability on several commodities sectors

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022

≈240,000 POD<sup>1</sup> 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 PDR<sup>1</sup> 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...

<sup>1</sup>Note: 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



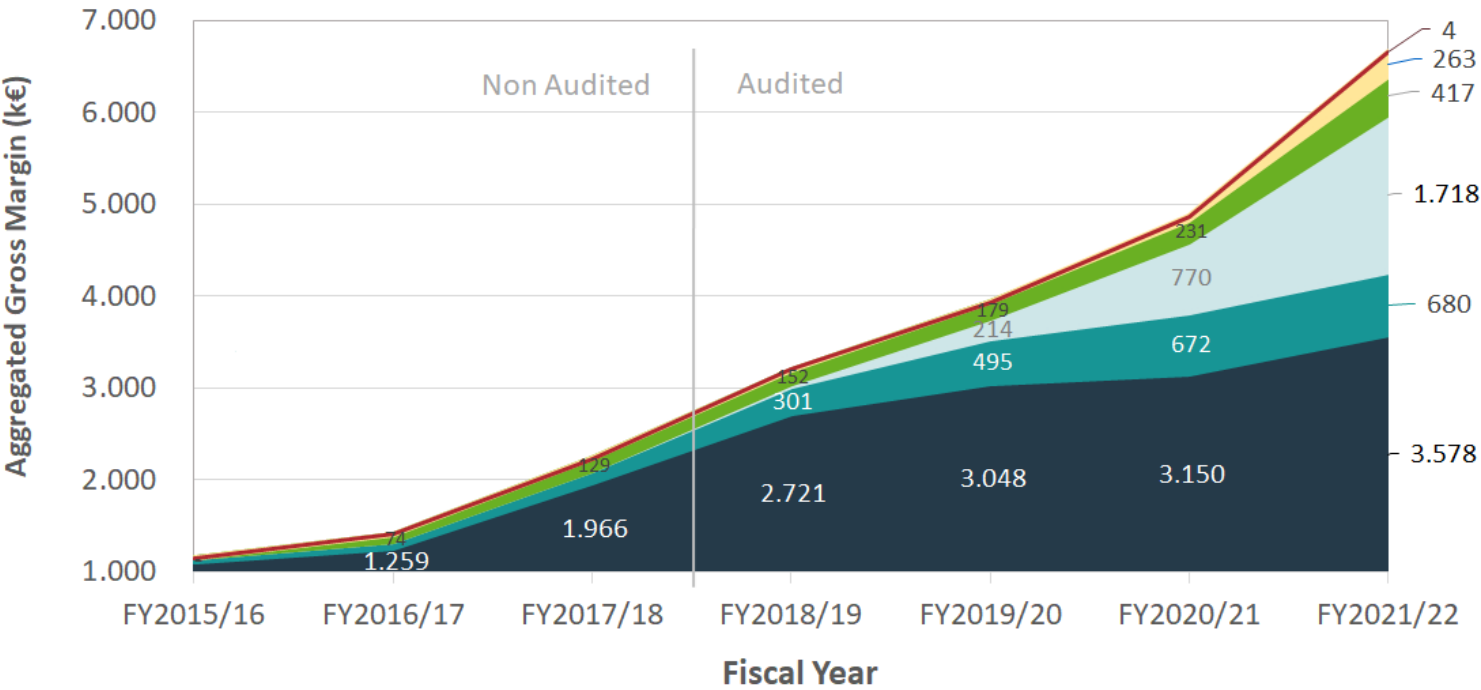
THE PORTAL ALLOWS **RESELLER CUSTOMERS** TO INDEPENDENTLY REQUEST THE MOST COMMON ENERGY PRACTICES, TRACK THE STATUS OF THE PRACTICES ON A DAILY BASIS AND BE ABLE TO RESPOND TO CUSTOMER NEEDS, SIGNIFICANTLY REDUCE CUSTOMER MANAGEMENT COSTS



**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

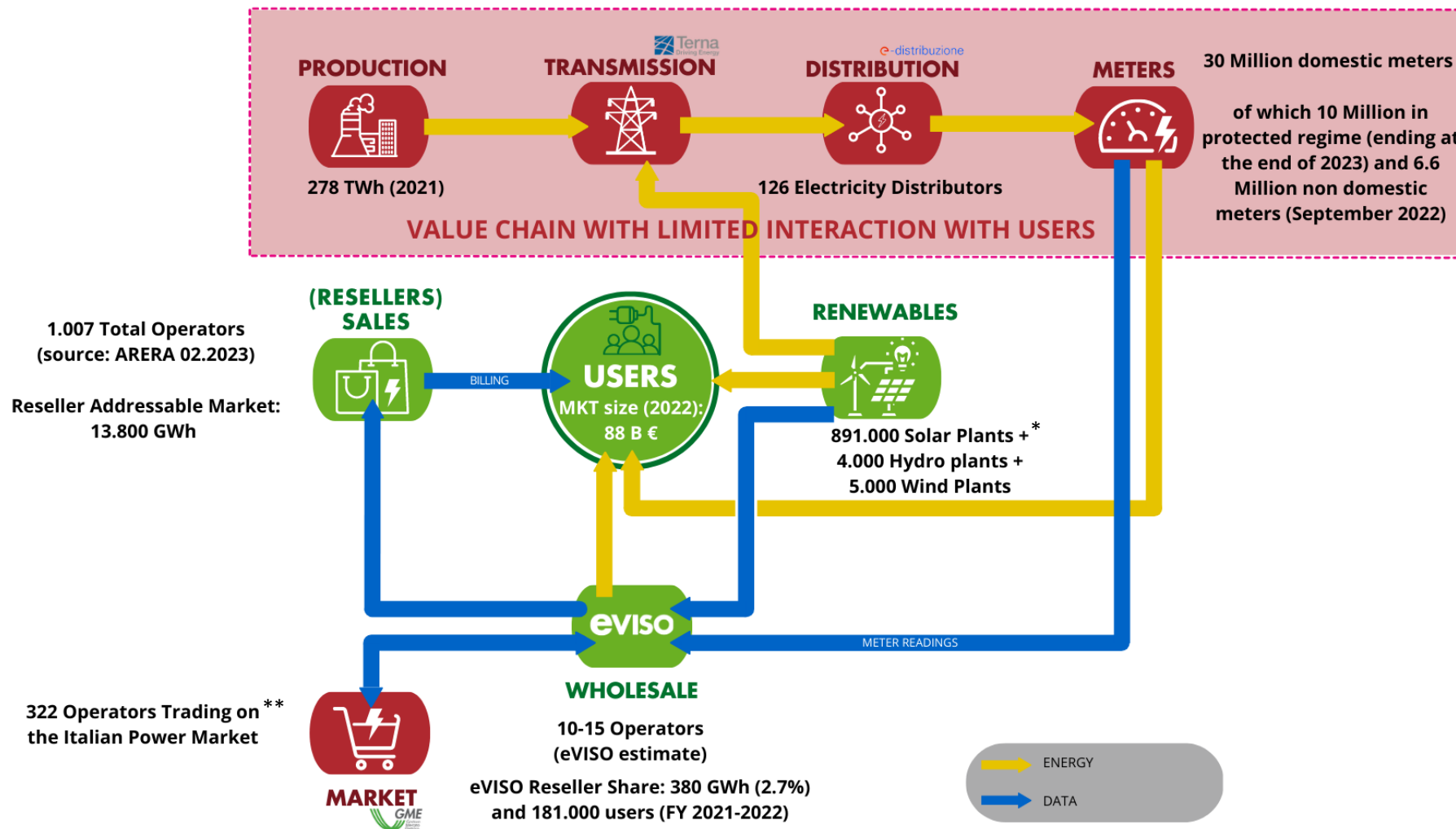
(in thousand of euros)



- 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](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

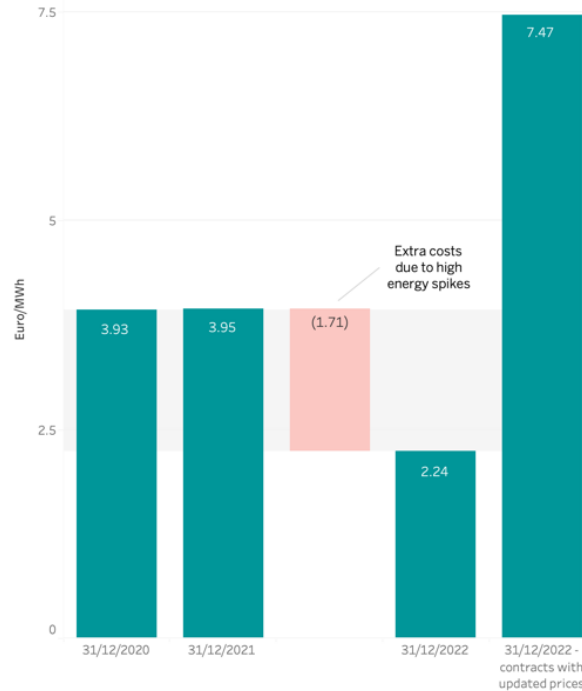
↑ **Net Financial Position**

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

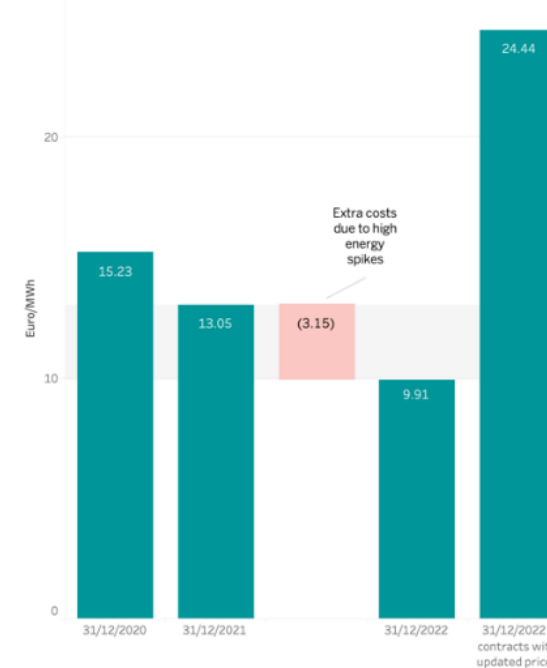
Evolution of Gross Margin (Euro/MWh). Reseller channel. Power.



## 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**

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

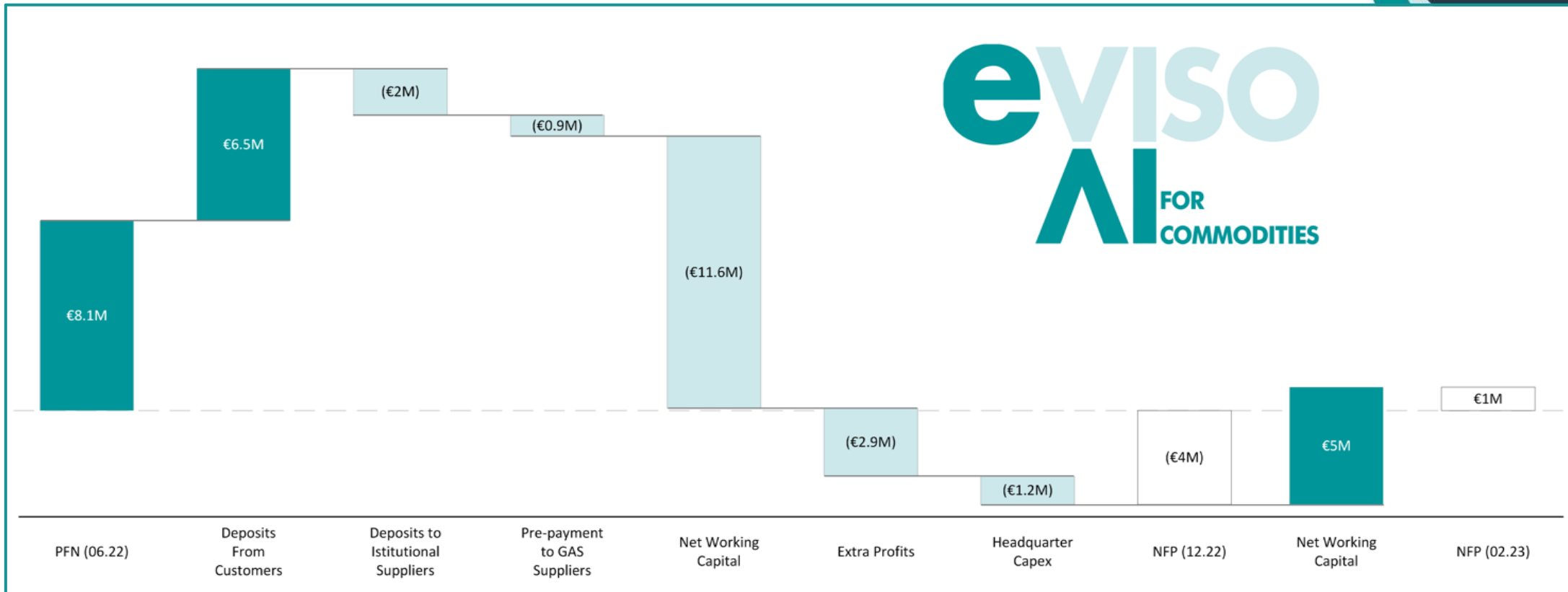


## Direct sales:

- 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.

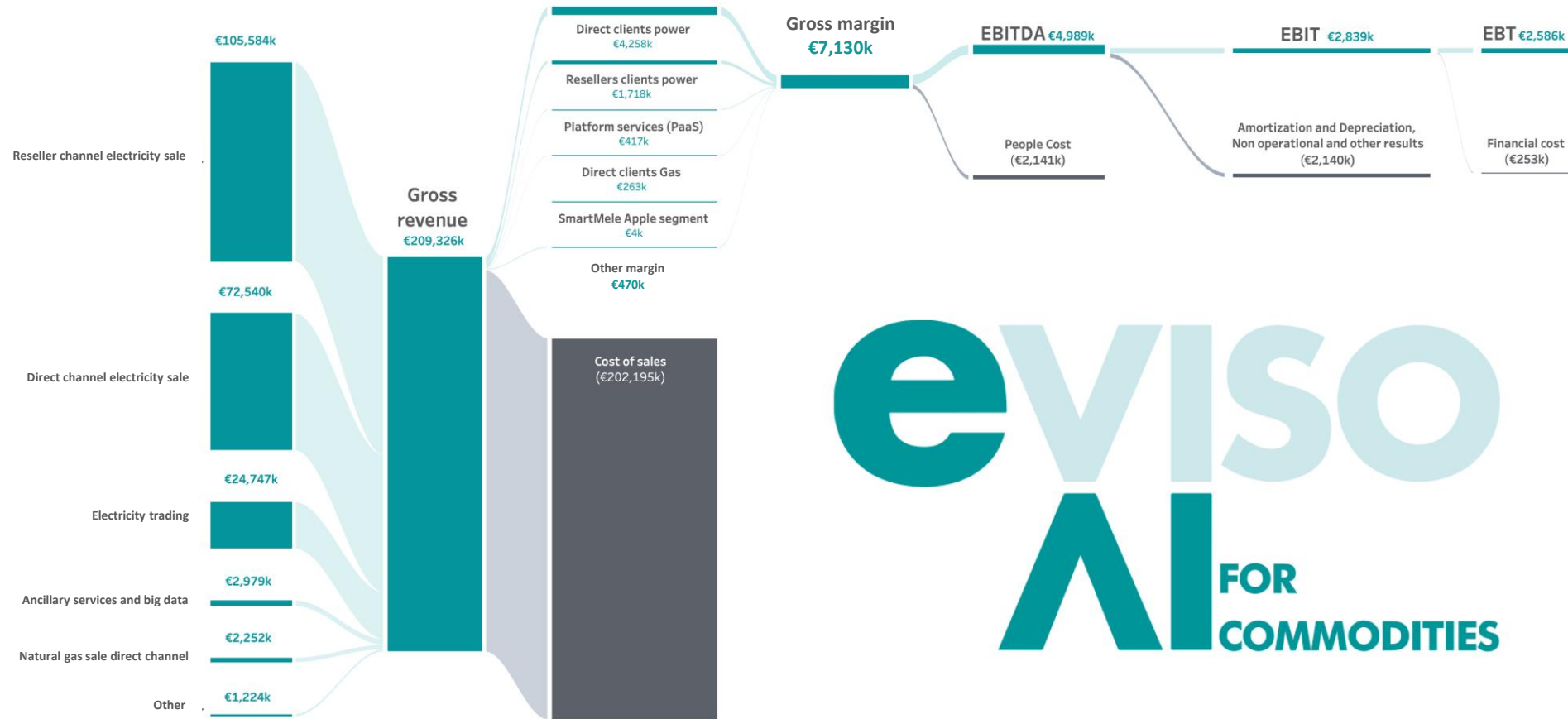


# Net Financial Position turned positive (Cash)



# eVISO FY2021/2022 Income Statement

**eVISO**  
AI FOR COMMODITIES



**eVISO**  
AI FOR COMMODITIES

# 1H 2023 KEY FINANCIAL RESULTS

REVENUES	EBITDA	NET RESULT (without «extra profit» extraordinary contribution)	NFP (Net Financial Debt)	EQUITY
145.4 M€ +47% YoY	0.2 M€ -91% YoY	1.8 M€ +38% YoY (-2,9 M€ with "extra profit")	4.0 M€	17.2 M€



# “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

## REVENUES ELECTRICITY

**123.5 M€**  
+39% YoY

## VOLUME OF ELECTRICITY

**290 GWh**  
-15% YoY

## AVERAGE TURN-OVER (electricity)

**425 €/MWh**  
+64% YoY

## REVENUES GAS

**0.9 M€**  
-4% YoY

## VOLUME OF GAS

**581 mila smc**  
-13% YoY

## RESELLERS CLIENTS

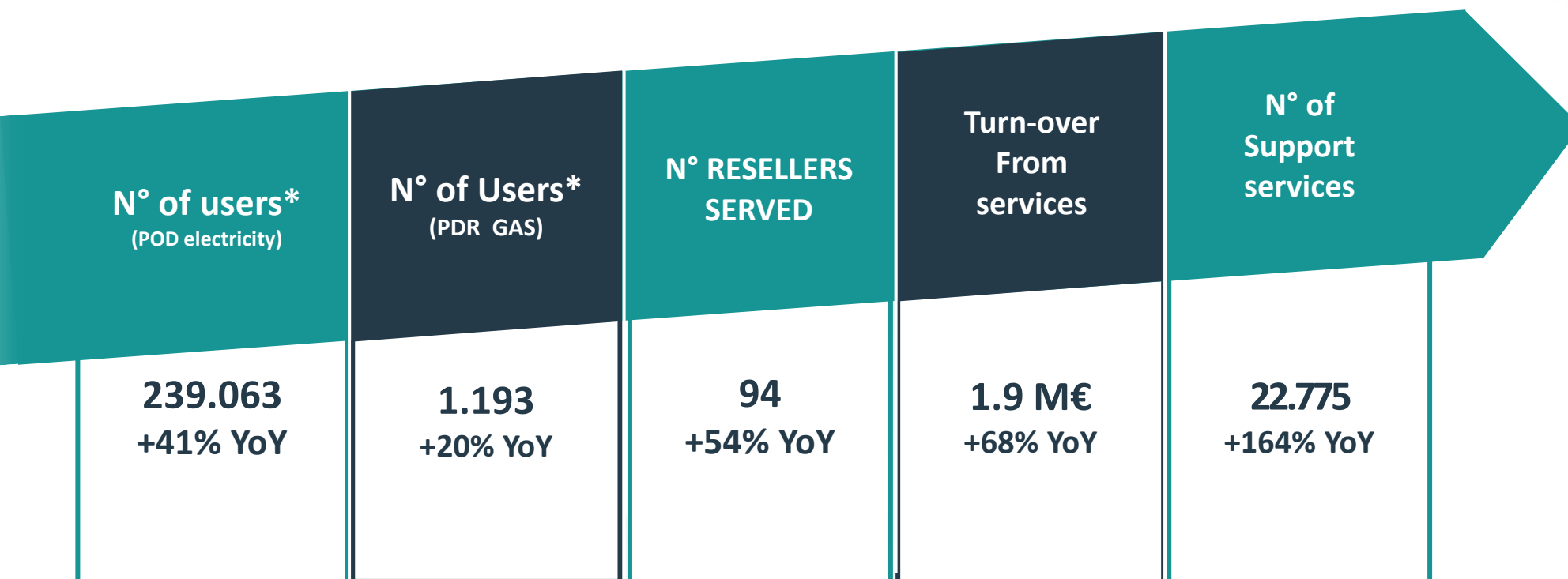
**183 GWh**  
-11% YoY

## DIRECT CLIENTS

**107 GWh**  
-21% YoY

# 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

**115 Million**  
PREDICTIONS PER DAY

**1.1 Million**  
(+67% YoY)  
YEARLY TRADING BIDS

**42.2 Billion**  
(+203% YoY)  
FORECASTED VALUES

## EXECUTION

**11.6 Billion**  
(+101% YoY)  
RECORDS IN DATALAKE

**203.276**  
(+214% YoY)  
USERS SERVED

**77**  
(+75% YoY)  
RESELLERS SERVED

## PRICING & CUSTOMER SUPPORT

**622**  
DIFFERENT  
COMMERCIAL OFFERS

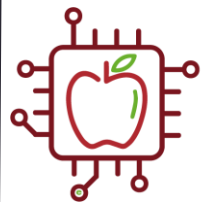
**993.720**  
(+99% YoY)  
INVOICES PER YEAR

**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



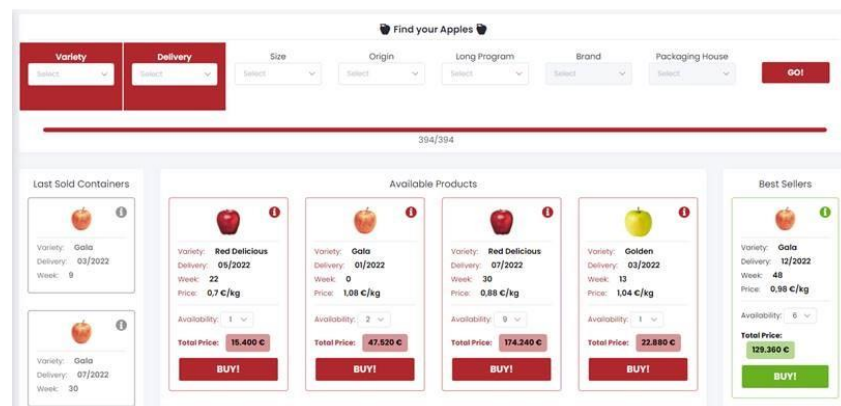
## SmartMele



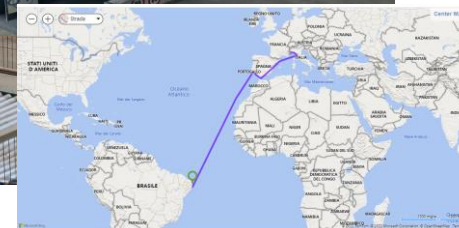


# «SmartMele» key indicators

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AI FOR COMMODITIES



- **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  
MARKET<sup>1</sup>

<sup>1</sup> 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**

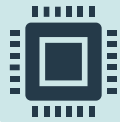


**27th February 2023**  
**5 eVISO DSP Team  
members in Italy to  
accelerate development**

# 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



[www.eviso.ai](http://www.eviso.ai)