



TP ICAP Midcap
Conference
Paris 12 May, 2023



Elite and committed leadership team

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



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

- 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

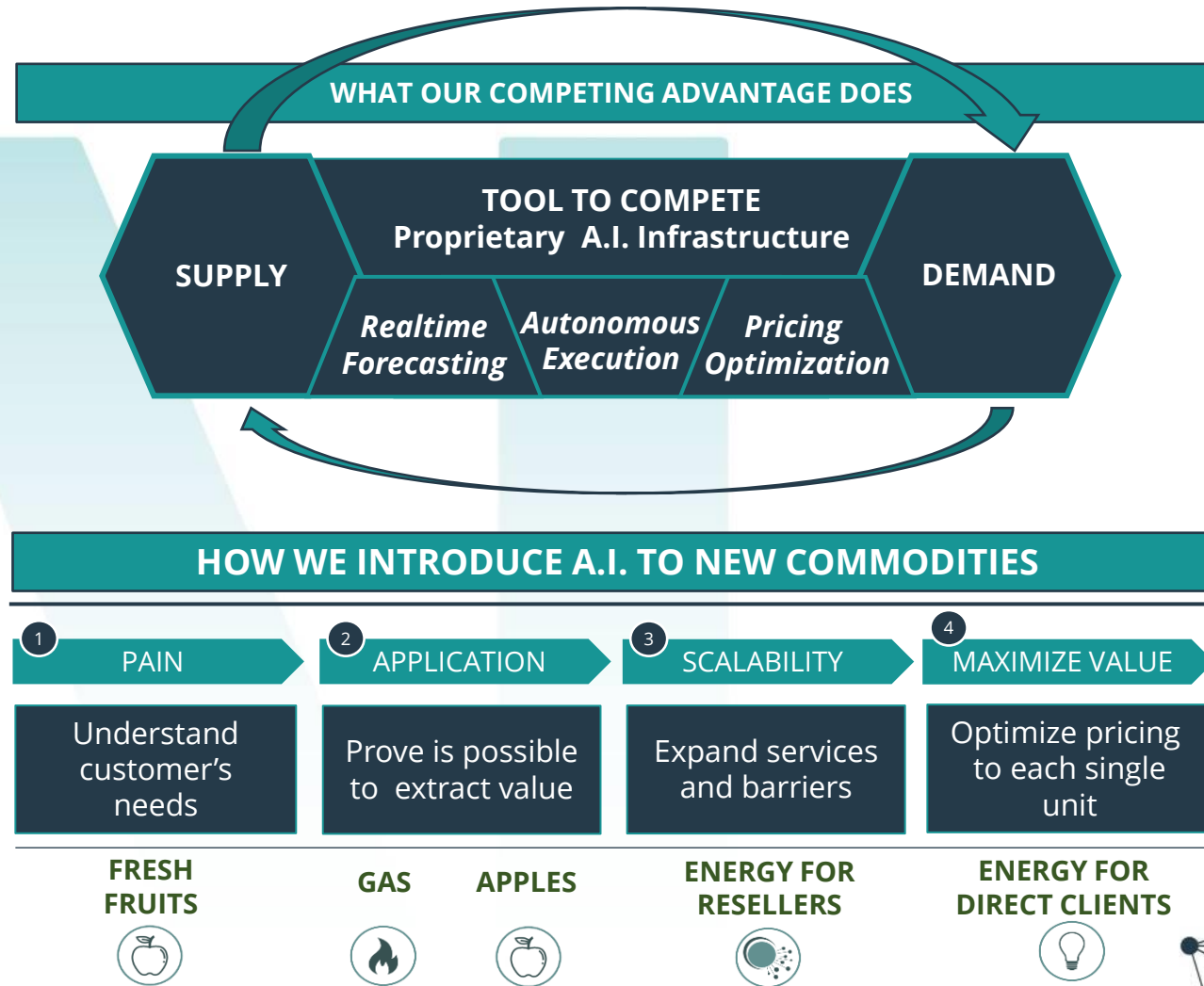


On top of the bonus for the entire workforce, **additional bonus** for the **Leadership Team** equal to **1% of EBIT**, fully paid

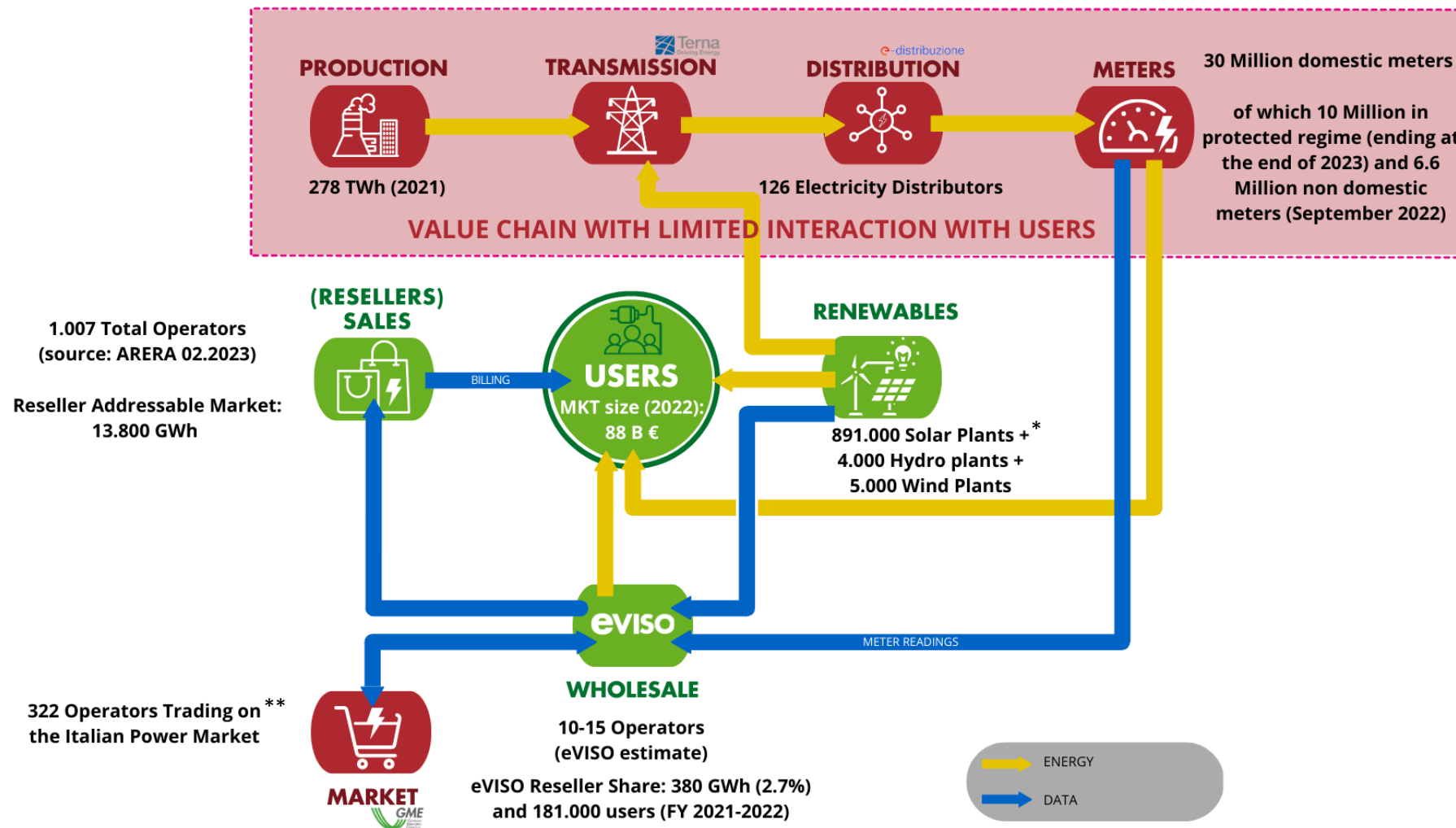
eVISO at a glance

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

eVISO
AI
FOR
COMMODITIES



ELECTRICITY MARKET



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

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

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

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

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

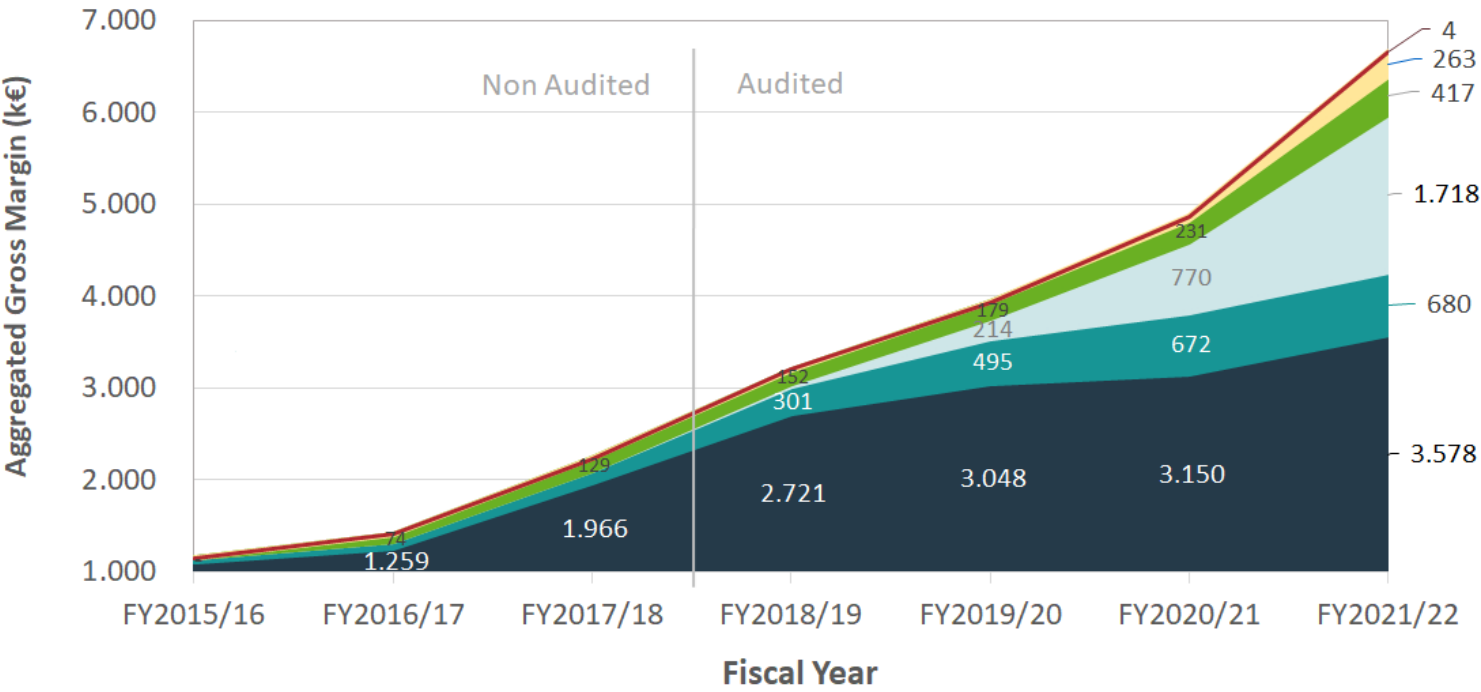


THE SMARTMELE PROJECT USES DIGITAL METHODS, FORECASTING ALGORITHMS AND THE KNOW-HOW OF **EVISO PLATFORMS** TO DEVELOP A SERIES OF SERVICES DEDICATED TO THE APPLE SECTOR FOR EACH **PRODUCER AND BUYER IN THE MARKET**.

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)

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

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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

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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 FINANCIALS

Improved figures in early 2023

1H2022/23

↑ **Revenues +47% (€ 145,4M)**

Volume growth accelerated

↑ **Cost of energy and gas**

In the July-September 2022 period was reflected 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

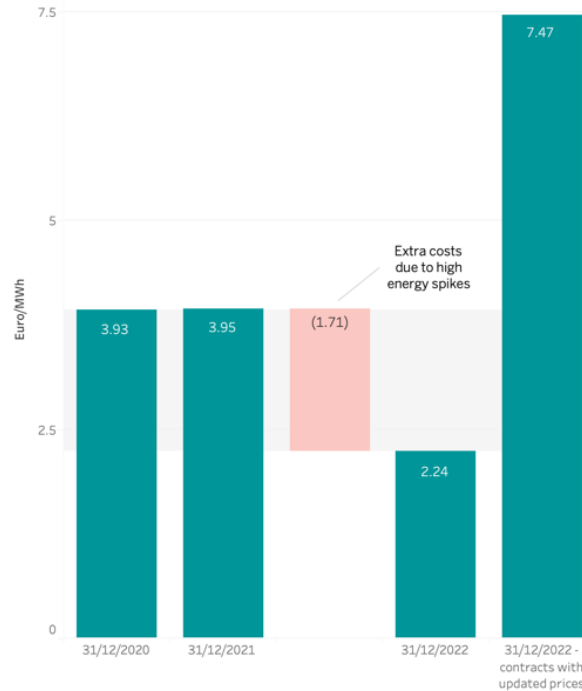
↑ **Net Financial Position**

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

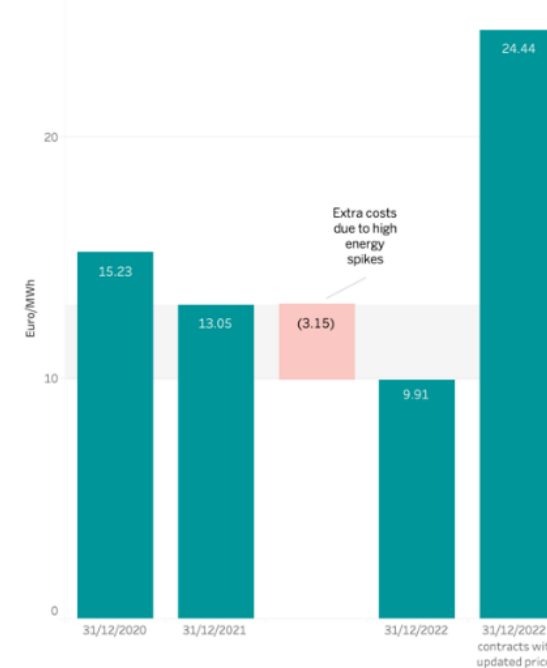
Evolution of Gross Margin (Euro/MWh). Reseller channel. Power.



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**

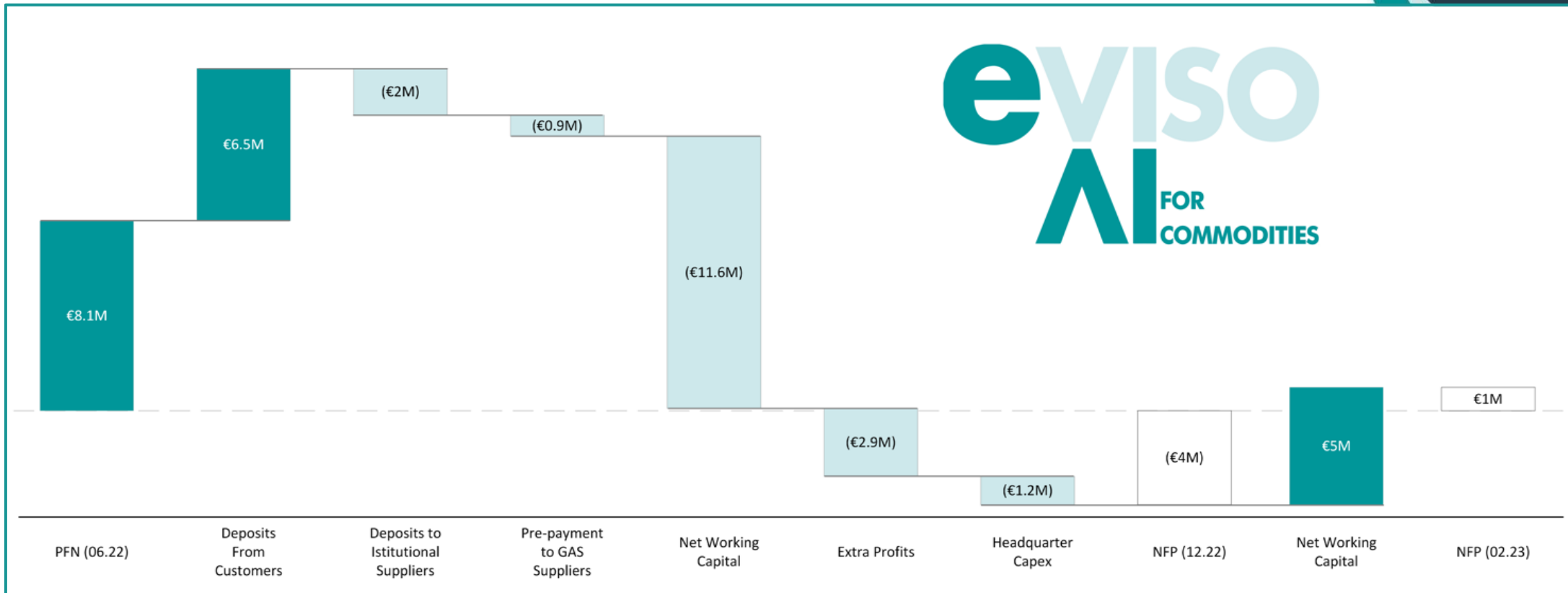
Evolution of Gross Margin (Euro/MWh). Direct sales. Power.



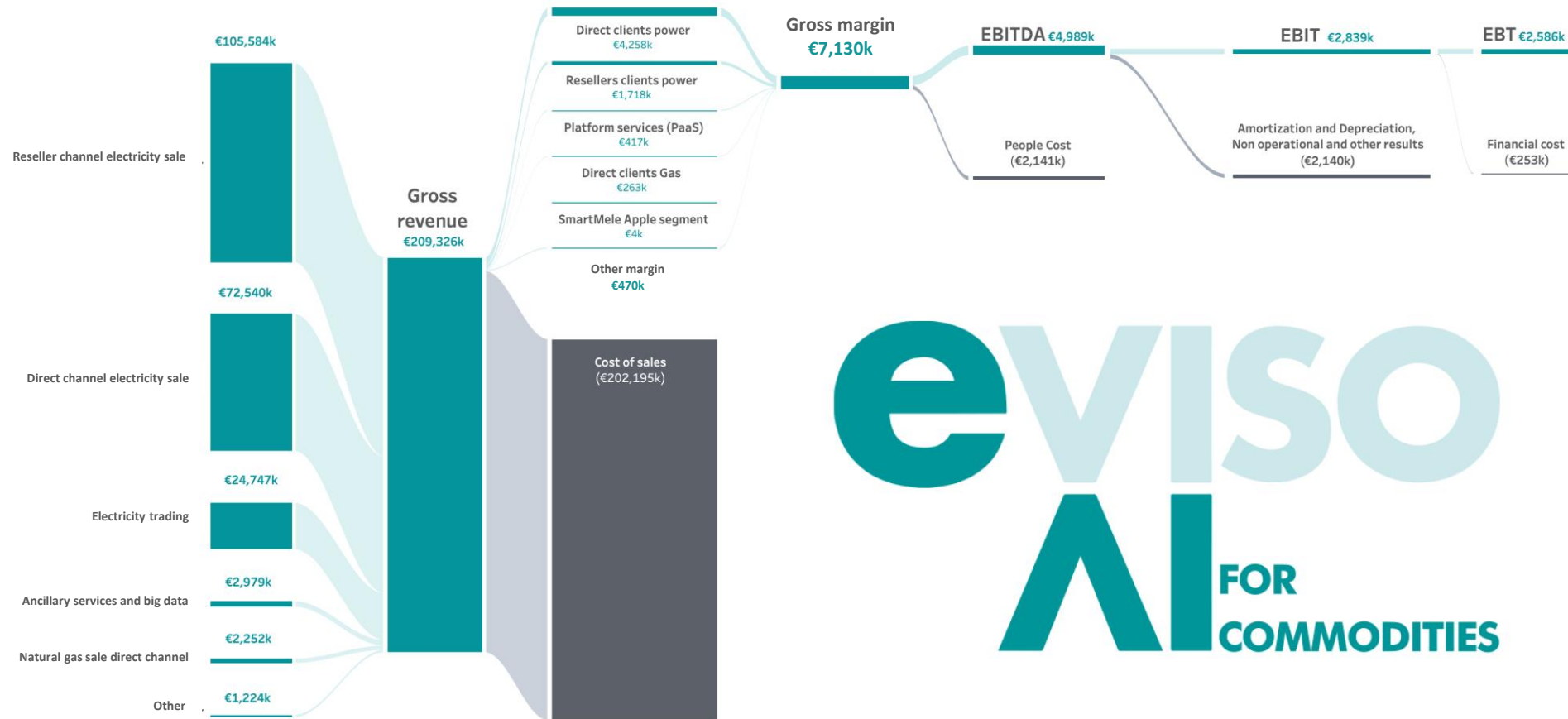
Direct sales:

- 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

1H 2022/23 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 1H2022/23

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

581,000 smc
-13% YoY

RESELLERS CLIENTS

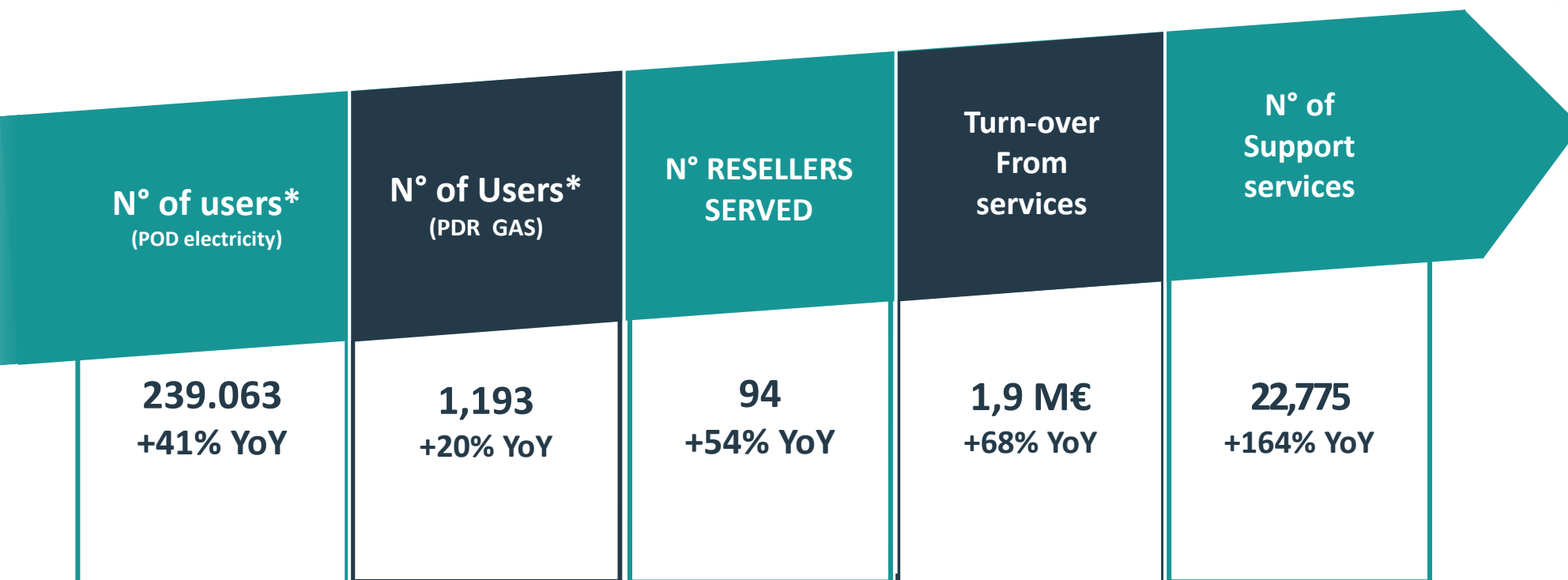
183 GWh
-11% YoY

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

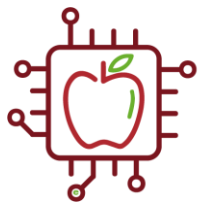
993,720
(+99% YoY)
INVOICES PER YEAR

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

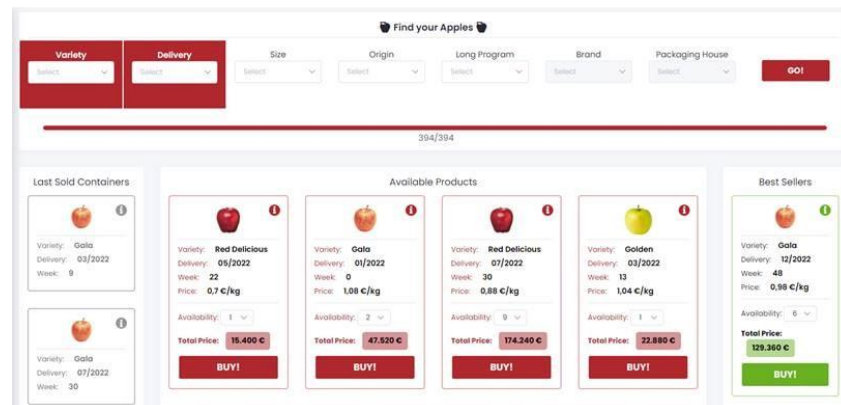


SmartMele

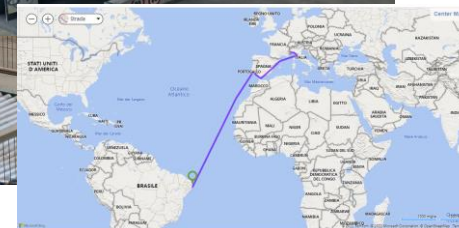


«SmartMele» key indicators

eVISO
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
- **2,044 buyers** and **sellers** from **44 countries** listed in database



87 MILLION
TONS OF
ADDRESSABLE
MARKET¹

¹ Source: World Apple Organization

Last news



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



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



9th May 2023
Lucia Fracassi appointed General Director of eVISO, starting from July 1st



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

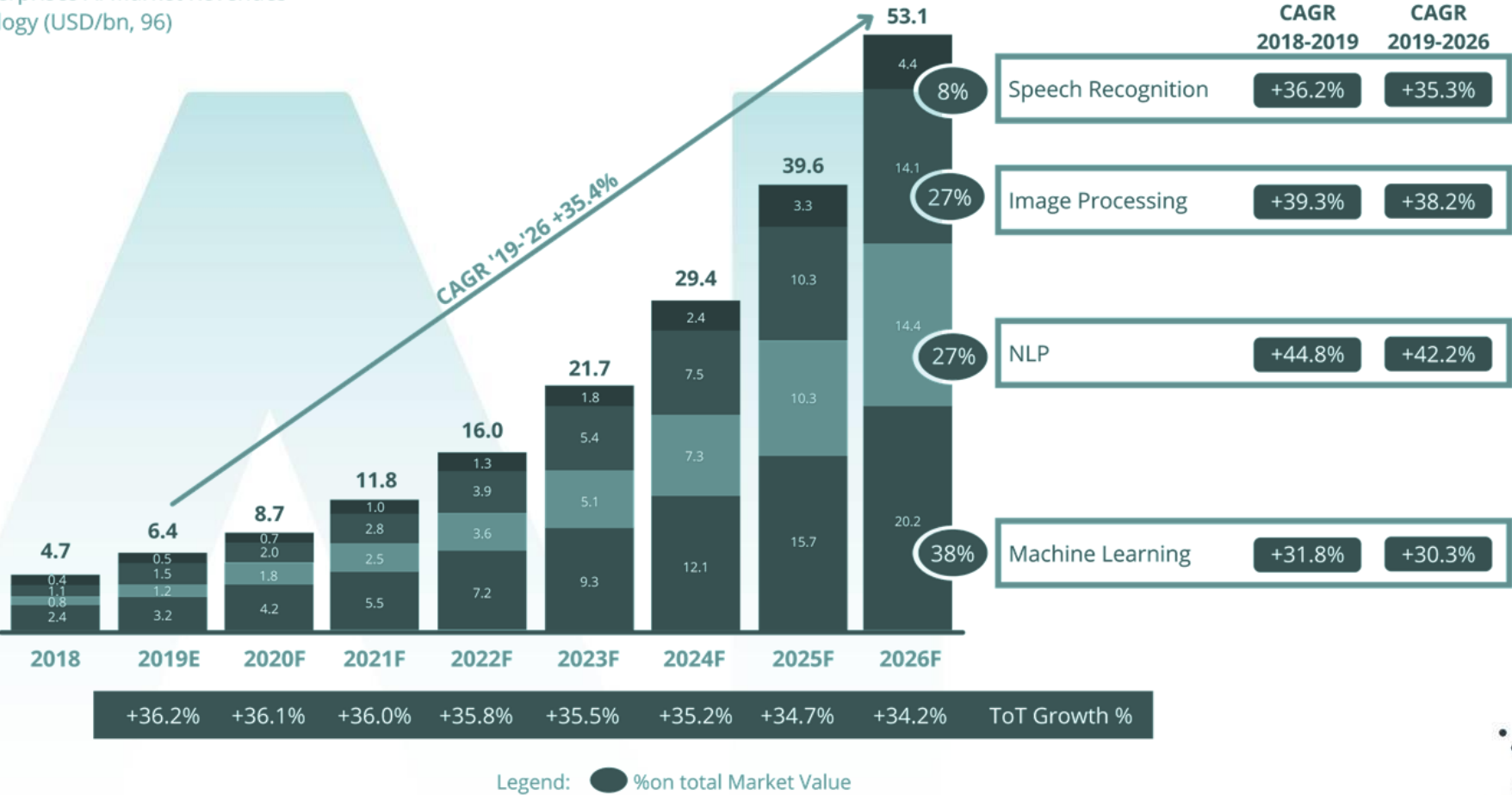


21st March 2023
Franco Pancino appointed Commercial Director of Direct Sales for the Electricity and Gas segment of eVISO

AI platforms «phenomenon»

AI Industry – Market CAGR growth by technology over 2018–26E

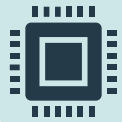
Global Enterprises AI Market Revenues
by Technology (USD/bn, 96)



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