



**TP ICAP MIDCAP Reverse Roadshow
13th November 2024**



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
- Master in Digital Transformation at IMD Losanna
- 25+ years of experience in multinational Groups in high level roles (CFO, GM and CEO)

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

Carlo Cigna - Algo Intelligence Director



- Certificate in Quantitative Finance (Fitch), Nuclear Engineer (PoliTo), Executive Masters in: Pricing (MIT), Innovation (HBS), Algotading (Oxford)
- 12+ 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)
- 10+ years of experience in the Energy sector
- CFO of the year 2022 category EGM Company

Sergio Amorini - Business Development Director



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

Franco Pancino - Direct Sales Director



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

Giada Giangrande - Reseller Channel Director



- Foreign Languages and Literature Degree at University of Turin
- In eVISO since 2014 where she had the opportunity to implement the after-sales department and processes focused on customer satisfaction
- Her background was necessary in order to specialize in customer acquisition and retention strategies
- 9+ years of experience in the Energy sector

Elisa Argenta - Marketing Director - Event - Partnership



- Product Design & Visual Communication Degree (IUAV University of Venice),
- Master's in Business Management and Strategy (Il Sole 24 Ore Business School).
- Researcher at the University of San Marino (UNIRSM), and managerial roles across various international contexts.
- 10+ years of experience in marketing, branding, trade marketing and visual communication

Production incentive scheme

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

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

Board of Directors



Gianfranco Sorasio

Founder, Chairman and CEO

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- Author of several scientific papers on supercomputers' numerical simulation
- 20+ years of experience in the Energy sector



Corinna zur Nedden

Board member

- Economics and Business, University of Cologne
- PhD in Business, University of Cologne
- Manager and shareholder of some small and medium-sized listed companies
- CEO and founding partner of Ambromobiliare S.p.A.



Mauro Bellino Roci

Board member

- Qualifying diploma to practice the freelance profession of surveyor
- Business School II Sole 24 Ore: Master in Management and Business Strategy, Executive Master BoD and Auditors of Public Companies and Private, Executive Master E-Mobility
- Founding member, President of the BoD and CEO ISCAT s.r.l.



Gionata Tedeschi

Independent Board member

- Economics and Business, Bocconi University
- Three decades of professional experience, acting as Strategist, CEO, Senior Advisor, Business Angel and serial "startupper" of highly innovative companies, across Europe, US and Israel
- Lecturer at the Master Management for Digital Enterprise at the Catholic University
- General Director of Innovation and Sustainability at "Sole 24 ore"

Antonio Di Prima

Independent Board member

- Management Engineering, University of Palermo
- MBA, Bologna Business School
- Over 20 years of experience in consultancy, Transaction & Restructuring practice, Strategy and Restructuring group
- Head of Strategic Planning, Controlling, M&A of Coopservice S.coop.pa,



Roberto Vancini

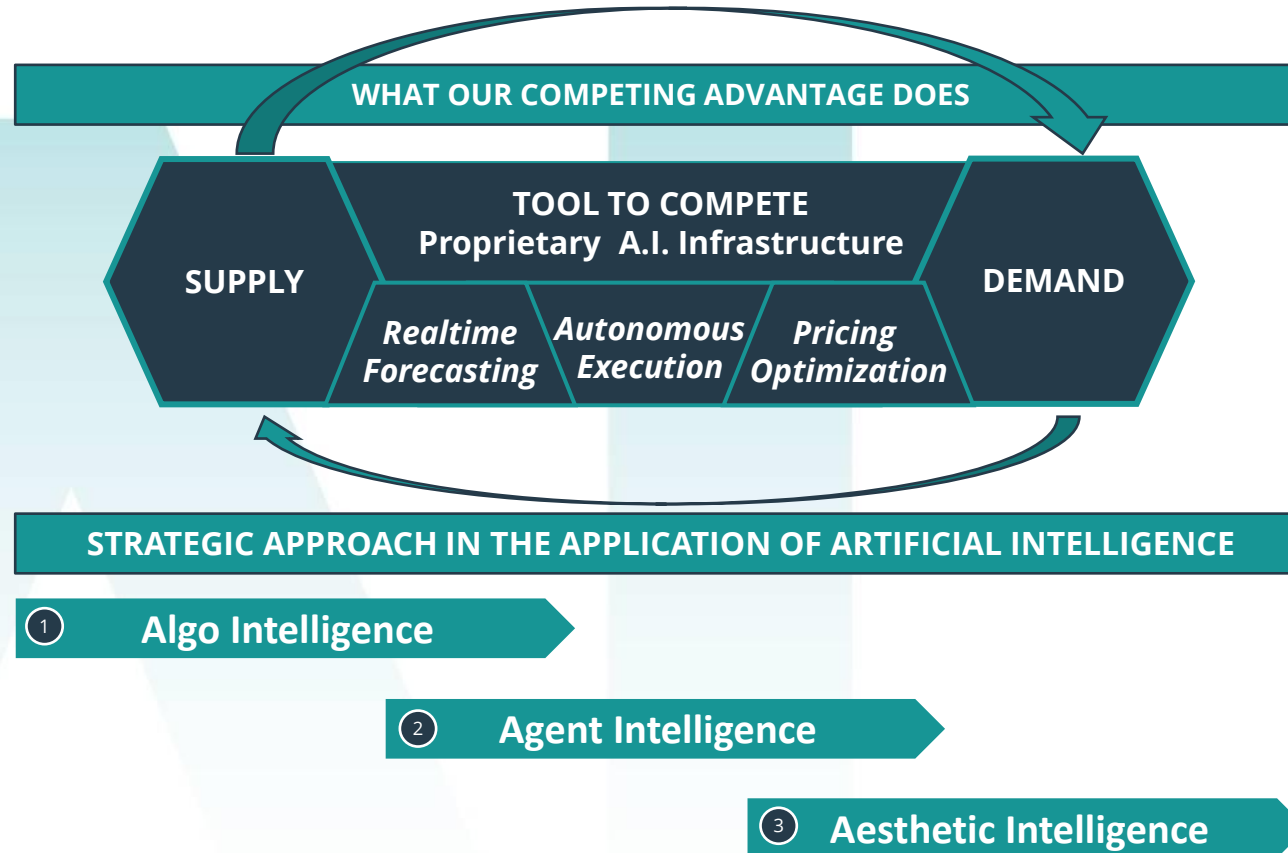
Independent Board member

- Electronic Engineering, University of Bologna
- General Director (later CEO and President) of Acantho S.p.A., an industrial company operating in the development of local broadband telecommunications and the promotion of technological innovation projects
- Board Member in some companies of a large multinational industrial group
- Effective member of the General Council of Confindustria Emilia-Centro, as an Assistant Managing Director in the Digital sector



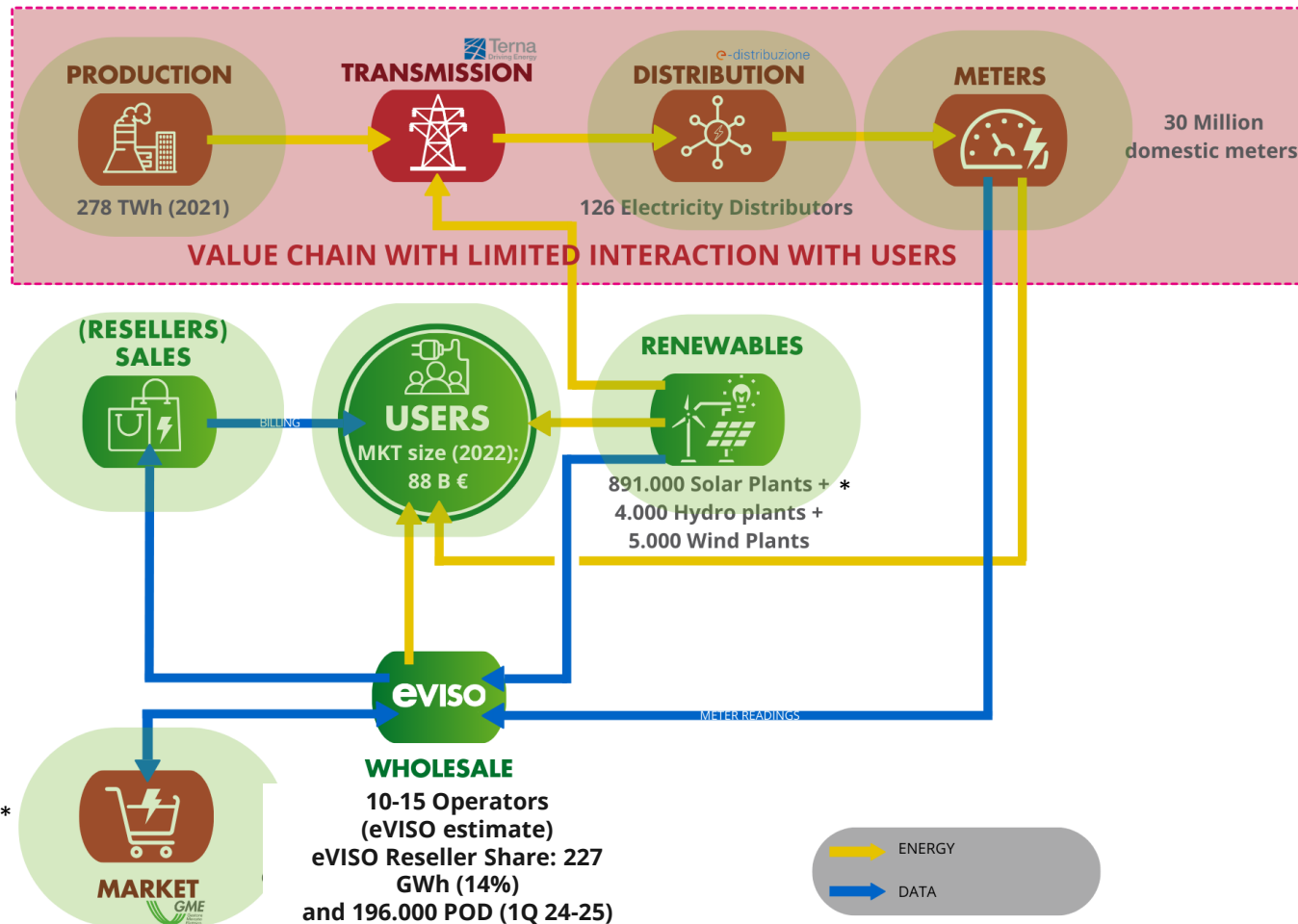
eVISO at a glance

eVISO IS A "COMMOD-TECH*" COMPANY, VALUE CREATOR IN THE PHYSICAL GOODS MARKETS BY COMPETING WITH A.I. INFRASTRUCTURES AND METHODS.



* The term "Commod-tech" indicates innovation in the raw materials sector (commodities) made possible by technological transformation, which can translate into new business models, processes or products, and also new market operators.

ELECTRICITY MARKET

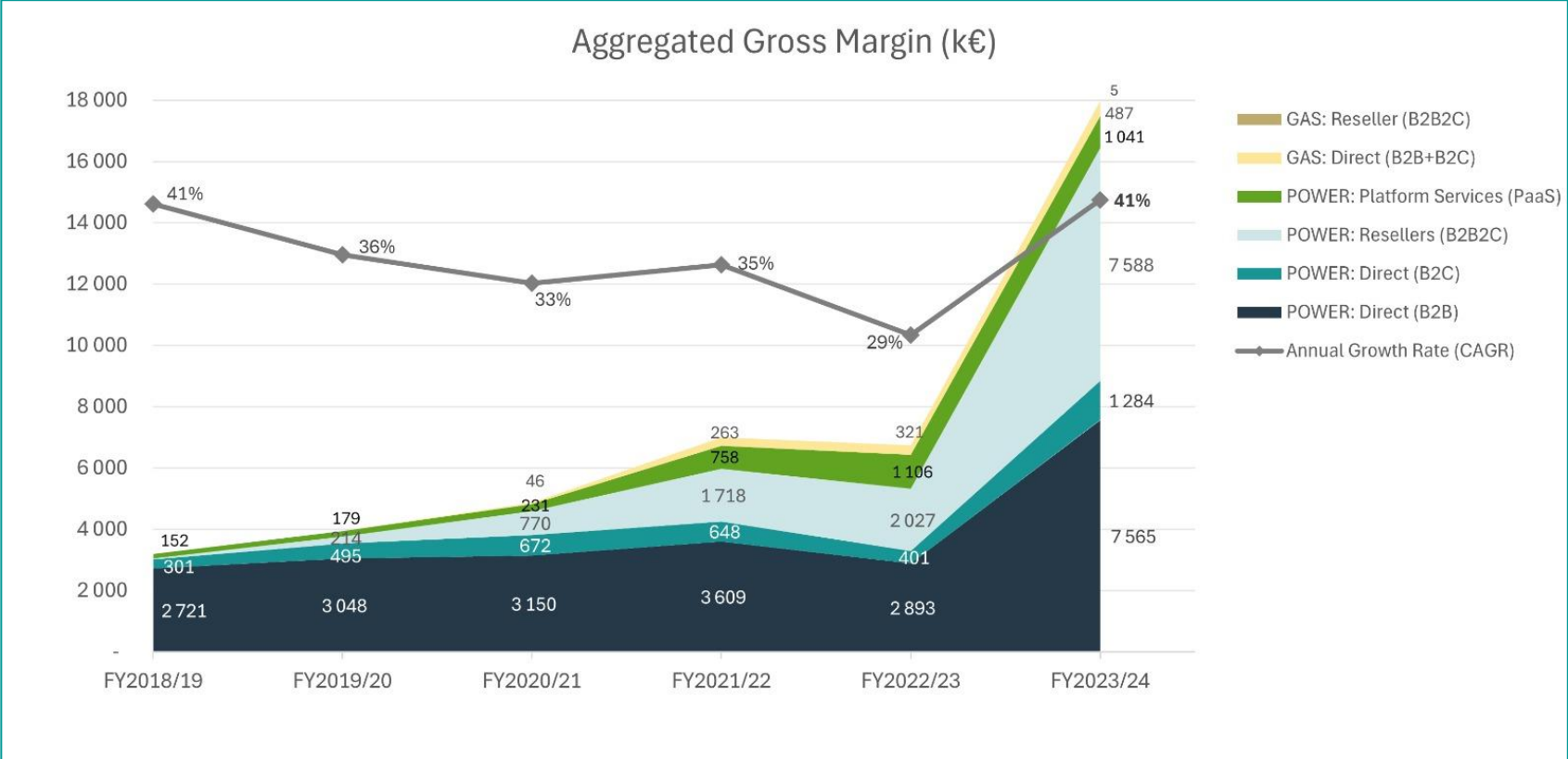


* Source: https://atla.gse.it/atlaimpianti/project/Atlaimpianti_Internet.html

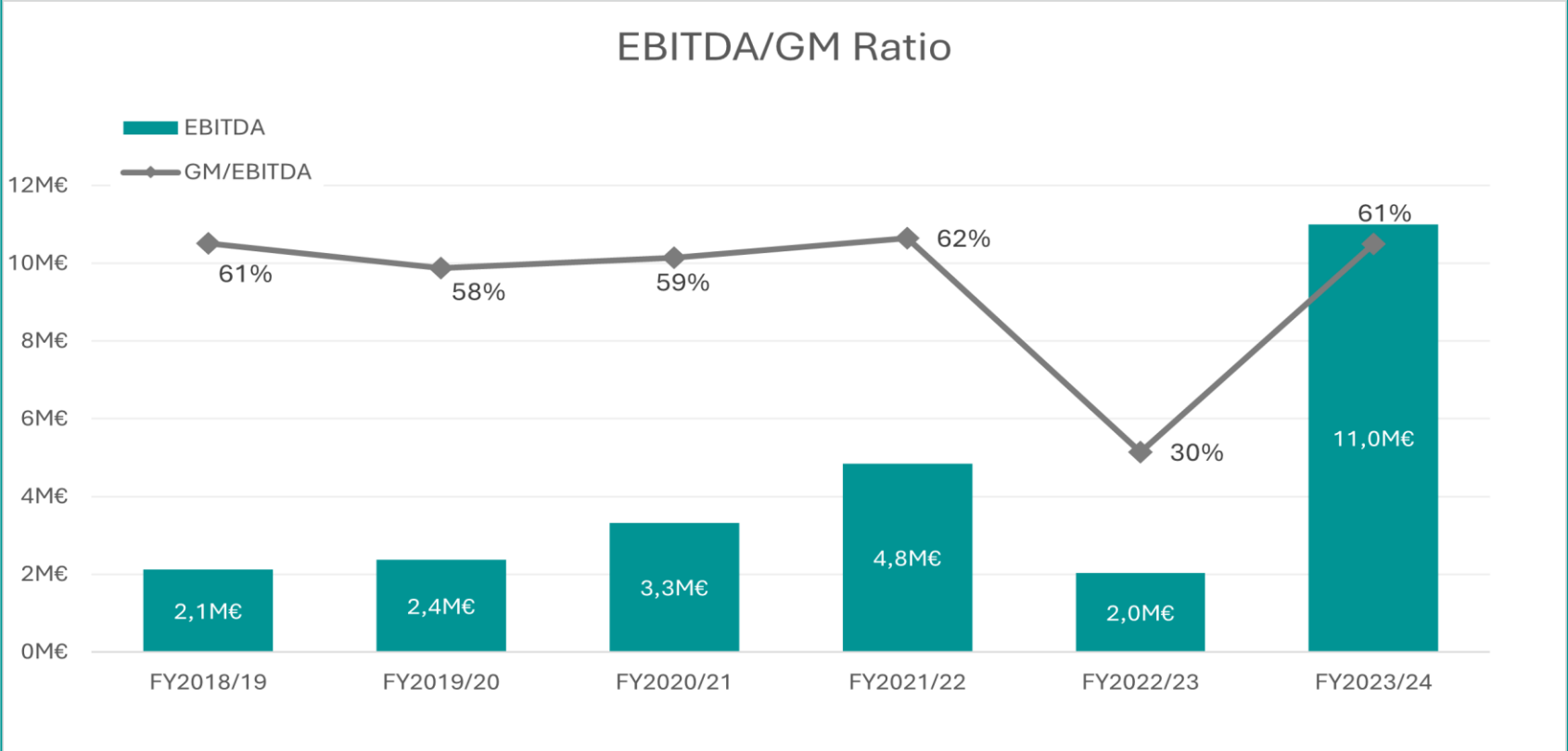
** Source: <https://www.mercatoelettrico.org/it/mercati/mercatoelettrico/elencooperatori.aspx>

Phases that EVISO has automated in the value chain

AGGREGATED GROSS MARGIN EVOLUTION



GROSS MARGIN TO EBITDA CONVERSION RATE



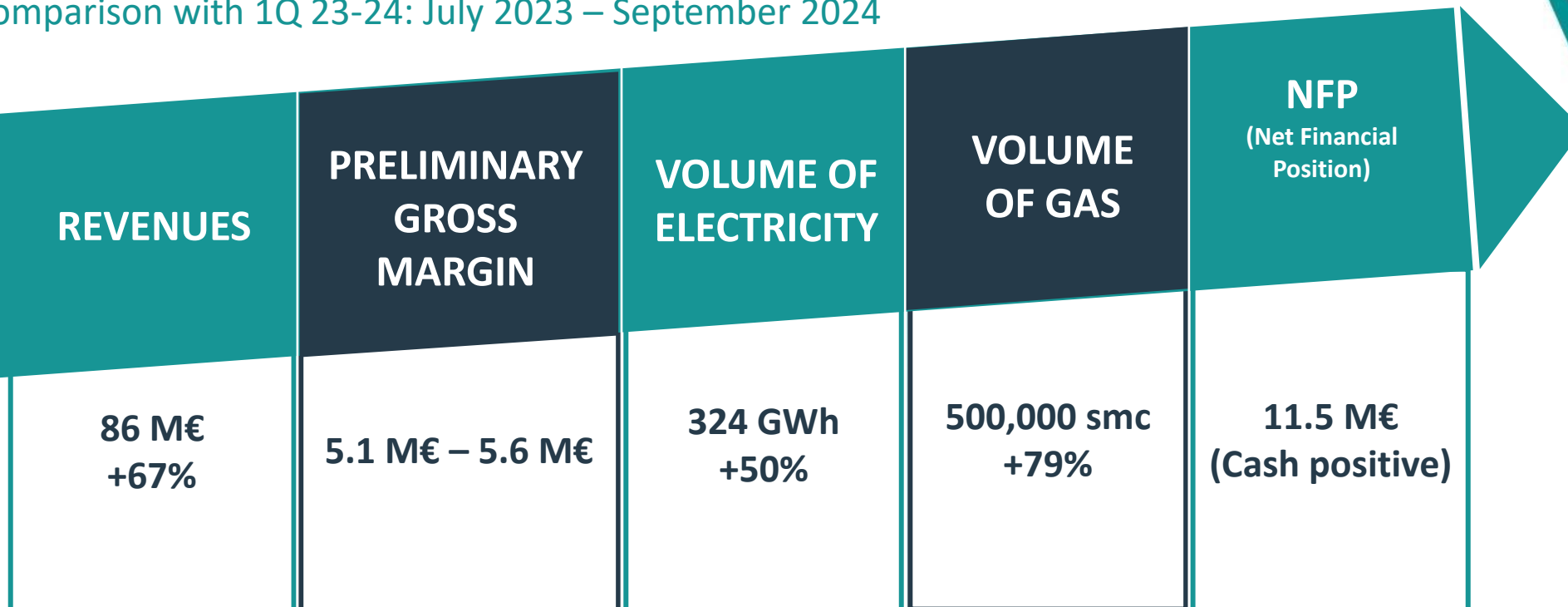
The industrial scalability of the platform business model seems to indicate that **there is potential room for improvement in the Gross Margin to EBITDA conversion rate.**

1Q 24-25 KEY FINANCIALS

MAIN INDICATORS 1Q 24-25

Comparison with 1Q 23-24: July 2023 – September 2024

1/2



RESELLERS CLIENTS

227 GWh
+53% YoY

DIRECT CLIENTS

96 GWh
+43% YoY

MAIN INDICATORS 1Q 24-25

Comparison with 1Q 23-24: July 2023 – September 2024

2/2

Collection point (POD electricity)	Collection point (PDR GAS)	No. of RESELLER SERVED
218,847 +39%	3,929 +114%	96 +7%

RESELLERS CLIENTS

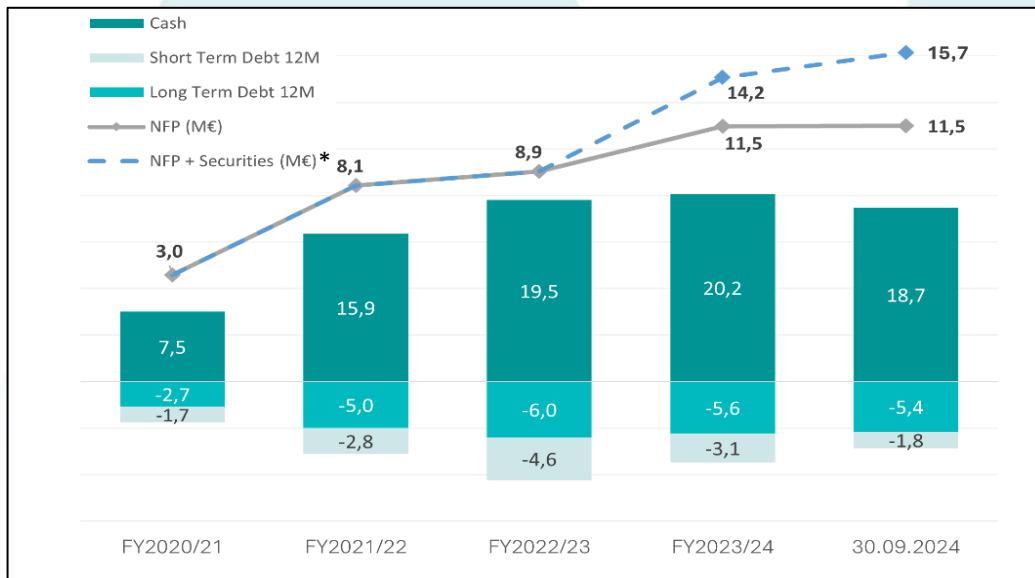
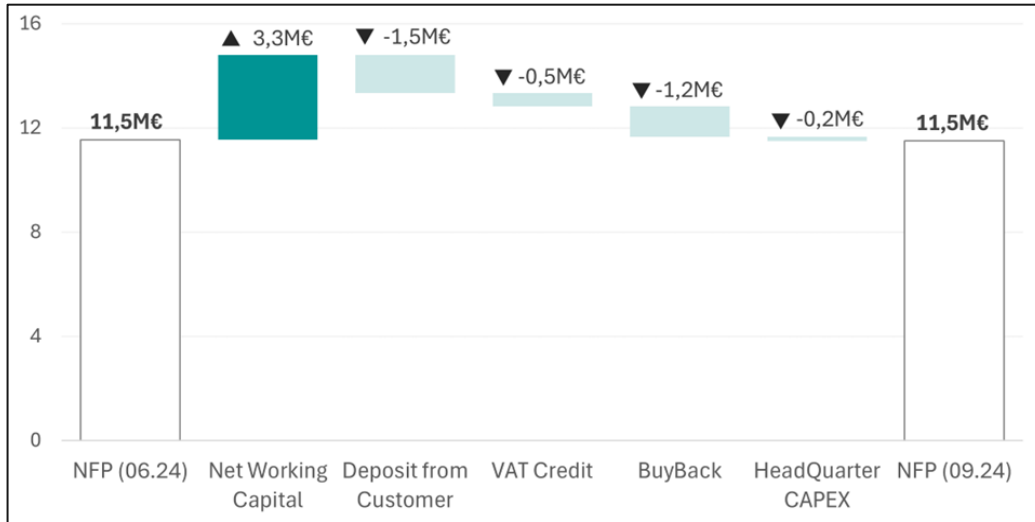
196,458 Collection Point (POD)
+40% YoY

DIRECT CLIENTS

22,389 Collection Point (POD)
+30% YoY



NET FINANCIAL POSITION



The NFP from June 30, 2024 to September 30, 2024 was affected as follows:

- positively by **€3.3 million related to the improvement in working capital;**
- negatively by the **reduction of €1.5 million in security deposits,** following the realignment of guarantee requests to the price of energy;
- **negatively by €0.5 million in VAT credit;**
- **negatively by the increase in buyback activity of approximately €1.2 million;**
- negatively by the **increase of €0.2 million related to the investment in the property owned.**

RATING (21 December 2023)

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

* NFP + Securities" highlights the correction of the Net Financial Position taking into account the Securities, which are not included in the calculation of the NFP following the Italian accounting principles. To calculate this value, treasury shares and other non-material options were added to the NFP of the period.

Electricity key indicators FY 23/24

FORECASTING

366 Million
(+68% YoY)
PREDICTIONS PER DAY

1,0 Million
MONTHLY TRADING
BID CAPACITY

80 Billion
NUMBER OF
TOKENS IN eVISO MODEL

EXECUTION

540,706
(+35% YoY)
USERS SERVED

33,4 Billion
(+58% YoY)
RECORDS IN DATALAKE

94
RESELLERS SERVED

409 Billion
DATAVALUES IN
DATALAKE

PRICING & CUSTOMER SUPPORT

2,084,876
(+52% YoY)
INVOICES PER YEAR

50,000
(+3% YoY)
PAID SERVICES PER YEAR

3,219
(+145% YoY)
COMMERCIAL OFFERS

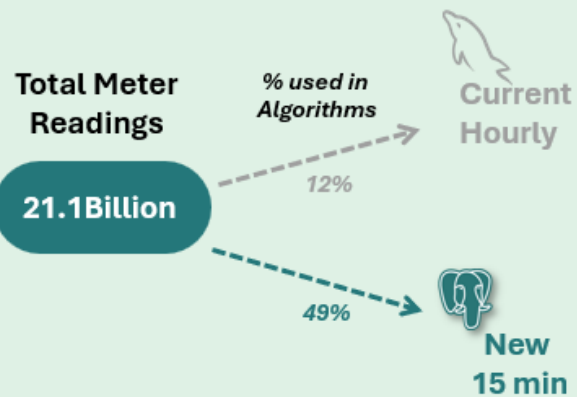
21,1 Billion
USERS METER
READINGS

Last data: Jun 24
YoY – Comparison with FY22/23

Significant upgrade of the IT Platform

15 MINUTE DATA INFRASTRUCTURE

CHALLENGE INCREASE IN DATA HANDLING



Data Points for Algorithms

2,6B

4x growth

10,4B

SOLUTION MORE EFFICIENT DATA INFRASTRUCTURE

Machines Needed

33

33x less infrastructure

1

Disk Usage

1 TB

4x less space used

0,25 TB

Execution Time

15 min

3x more runs possible

5 min



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



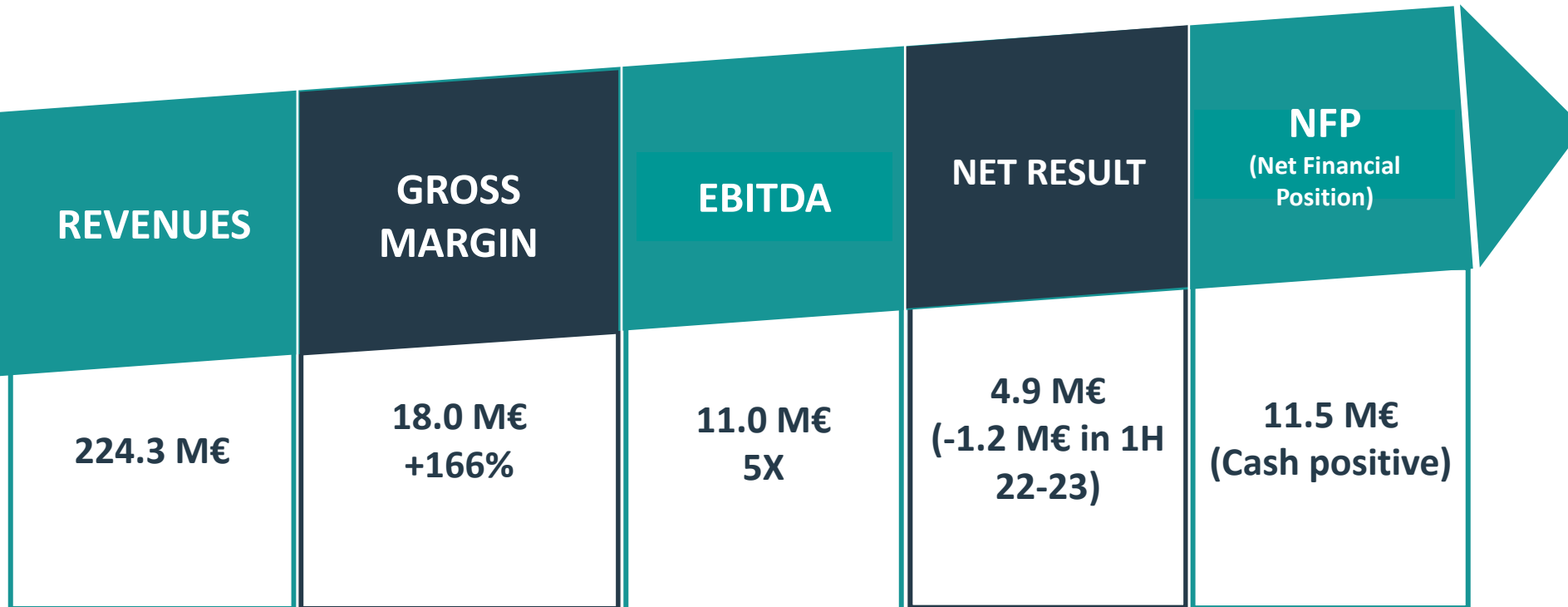
Cultural diversity: eVISO professionals come from over 10 different countries



FY 23-24
KEY FINANCIALS

FY 2023/24 KEY FINANCIAL RESULTS

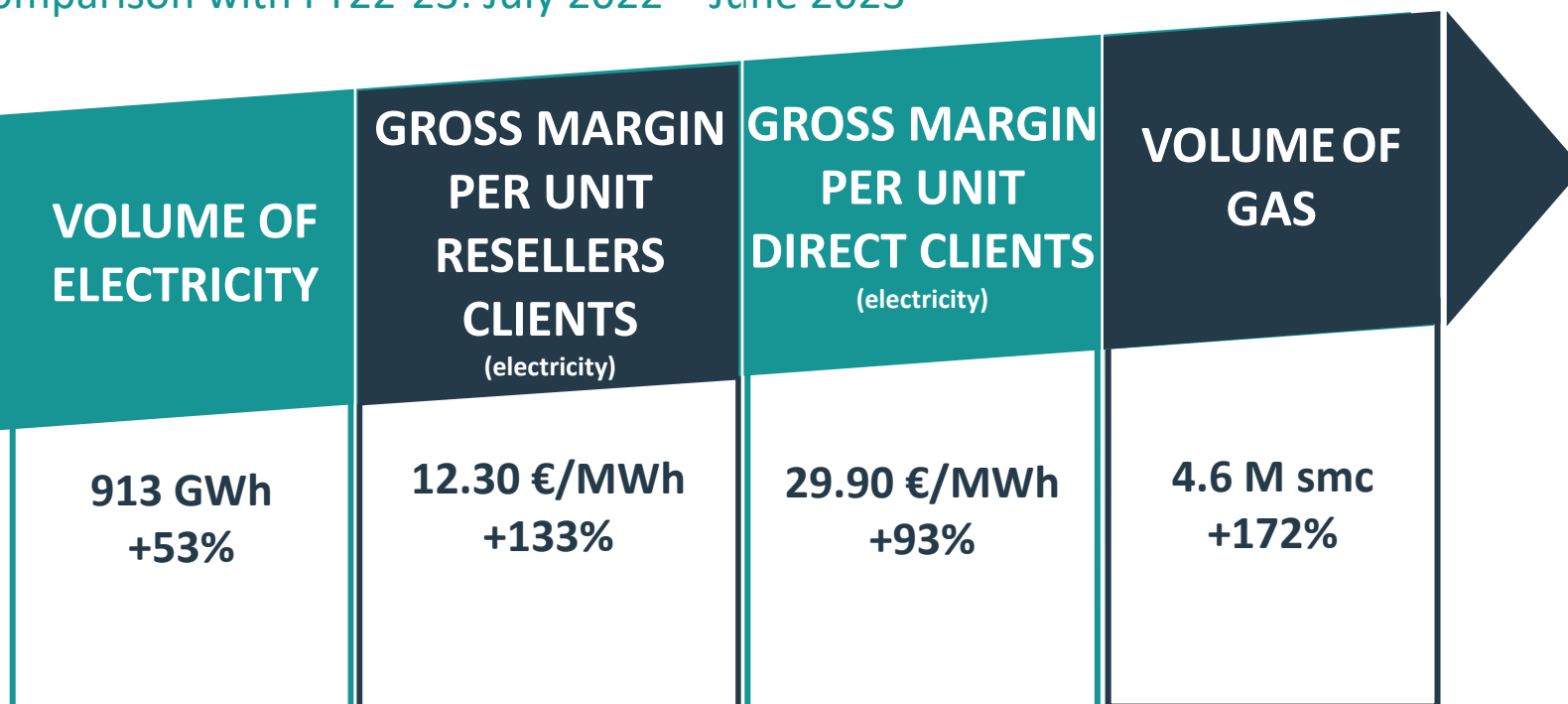
Comparison with FY22-23: July 2022 – June 2023



MAIN INDICATORS FY23-24

Comparison with FY22-23: July 2022 – June 2023

1/2



RESELLERS CLIENTS

617 GWh
+61% YoY

DIRECT CLIENTS

296 GWh
+39% YoY



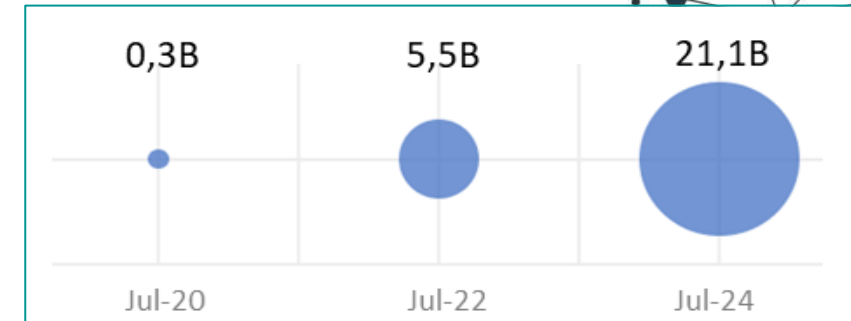
MAIN INDICATORS FY23-24

2/2

Comparison with FY22-23: July 2022 – June 2023

Collection point (POD electricity)	Collection point (PDR GAS)	No. of RESELLER SERVED	No. Of SUPPORT SERVICES
200,816 +34%	3,466 +127%	94	50,465 +4%

Users Meter Readings (Billions)



RESELLERS CLIENTS

179,791 Collection Point (POD)
+34% YoY

506,000 users rolling 12 months
+33% YoY

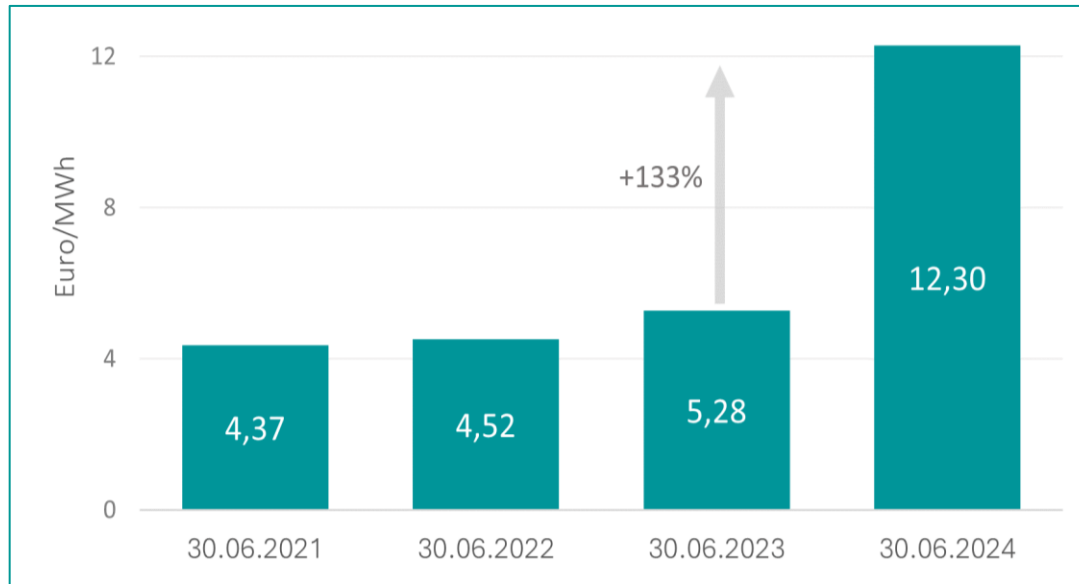
DIRECT CLIENTS

21,025 Collection Point (POD)
+31% YoY

34,000 users rolling 12 months
+67% YoY

IMPROVING MARGINS IN THE RESELLER CHANNEL AND DIRECT SALES IN FY 23-24

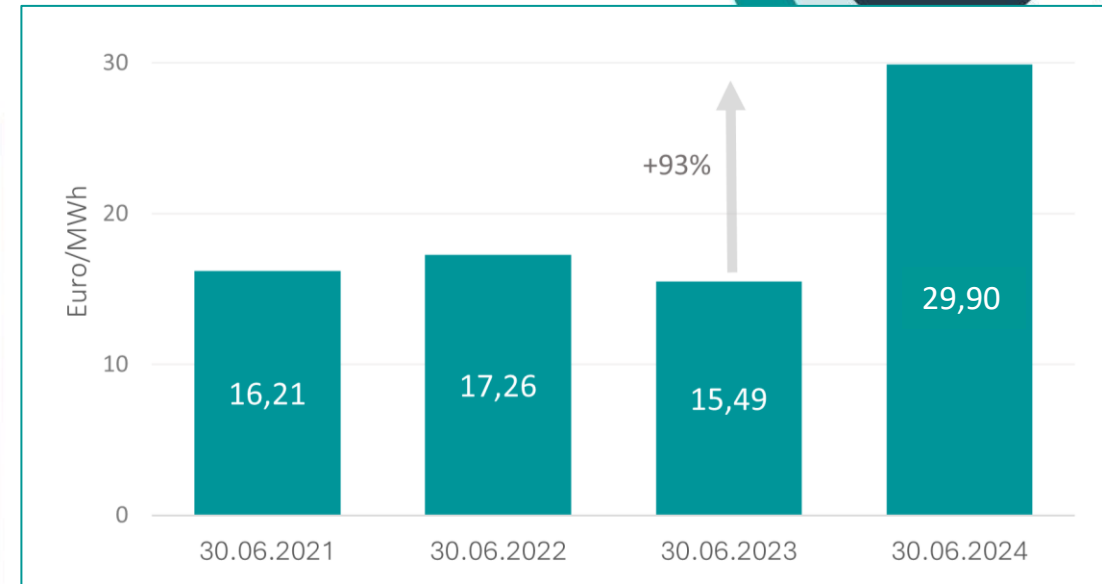
Power: reseller channel



Evolution of the gross margin in the reseller channel:

- The first 3 columns represent the Gross Margin for the FY 2021, 2022, 2023;
- The fourth column indicates the **margin of FY23/24, equal to 12.30 €/MWh, an increase of 133%** compared to the GM average of the previous year (5.28 €/MWh);
- **The increase in the margins of the reseller segment is also linked to the eVISO strategy of serving mainly reseller operators with domestic and retail users**

Power: Direct sales



Evolution of the gross margin in the direct sales:

- The first 3 columns represent the Gross Margin for the FY 2021, 2022, 2023;
- The fourth column indicates the **average gross margin of FY23/24, equal to €29.90 €/MWh, an increase of 93%** compared to the average of the 12 months of financial year 22/23 (15.49 €/MWh)

AI scalability on several commodities sectors

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022

≈219,000 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

≈3,900 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 at 30 September 2024

Commod-tech sector 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



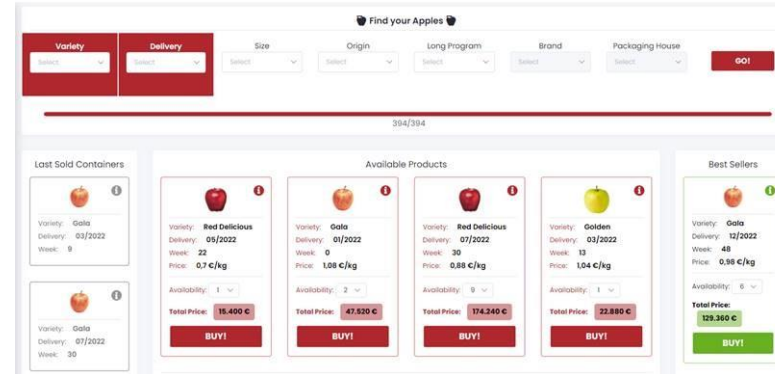
THE SMARTMELE PROJECT USES DIGITAL METHODS, FORECASTING ALGORITHMS AND THE KNOW-HOW OF **EVISO PLATFORMS** TO DEVELOP A SERIES OF SERVICES DEDICATED TO THE APPLE SECTOR FOR EACH **PRODUCER AND BUYER IN THE MARKET**.

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

«SmartMele» key indicators

eVISO
AI FOR COMMODITIES

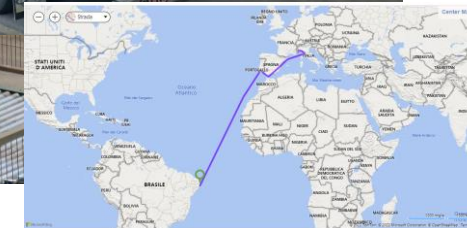
87 MILLION
TONS OF
ADDRESSABLE
MARKET¹



- **First operations with South America:** December 2023
- **Claim formula test:** April 2023
- **4 origins available on platform:** Italy, Poland, Serbia, Turkey
- **New functions available:** truck function, multipack option (European market); multi-variety shipping
- **29,868 tons** of apples **for sale on platform**
- **Deliveries** with destination **Middle East, India** and **South America** carried out
- **2,730 buyers** and sellers from **90 countries** listed in database

In October signed a partnership agreement with Seed Group, company of The Private Office of Sheikh Saeed bin Ahmed Al Maktoum, in order to scale the proprietary SMARTMELE platform globally, starting from the Gulf countries

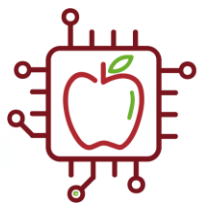
¹ Source: World Apple Organization



MAIN INDICATORS FY23-24

Apple marketplace: July 2023 – June 2024

Traded Tons (apples)	Limit Orders: ask volume	Revenues	Average traded price
127	40,000 Tons + 34% (compared to FY22-23)	0.1 M€	984 €/Ton



SmartMele



Last news



12th September 2024

eVISO and Cooperative Credit Bank of Cherasco sign an agreement to offer advanced energy solutions to members and domestic customers



9th October 2024

eVISO: second gas supply contract signed with a reseller operator for an annual plafond of 5 million smc, equivalent to an estimated turnover of €4 million



30th October 2024

eVISO: significant upgrade of the IT platform. The speed of forecasting increases by 3x, to less than 5 minutes, allowing a 4x increase in the volume of data managed



23rd September 2024

eVISO: commercial phase begins for the proprietary technology "EVI.SO.GIRO" that transforms sports activities into electricity



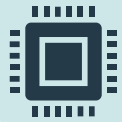
14th October 2024

eVISO: SMARTMELE platform expands globally through a partnership agreement with Seed Group, Private Office Of Sheikh Saeed bin Ahmed Al Maktoum, paving the way for expansion in Gulf countries

Key takeaways



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



A unique Commod-tech 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, lowercase sans-serif font, with the "e" in teal and "viso" in dark blue. Below it, "AI" is written in a large, stylized font where the "A" and "I" are connected, with "AI" in teal. To the right of "AI", the words "FOR" and "COMMODITIES" are stacked vertically in a smaller, dark blue, uppercase sans-serif font.

eviso
AI FOR
COMMODITIES

The website address is displayed in a teal, lowercase sans-serif font at the bottom center of the page.

www.eviso.ai