



FINANCIAL RESULTS

FY 25/26 (JULY 2025 – JUNE 2026)

29th September 2026

eVISO DEDICATION TO SHAREHOLDERS

FY25/26: July 2025 – June 2026

#1 Italian company in IT, Electronics,
Hardware & Equipment in the TIME–
Statista World's Growth Leaders 2026

104 meetings with investors and
shareholders

1,600+ shareholders from 20 countries
worldwide



TODAY'S SPEAKERS



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
- 25+ years of experience in the Energy sector



Lucia Fracassi

CEO

- Harvard Business School, Advanced Management Program (AMP208 in 2025)
- Graduated with honors in Economics of Organization and Technological Innovation at the Catholic University of the Sacred Heart and Master in Digital Transformation at IMD Losanna
- 25+ years experience in multinational Groups in high-level roles (CFO, GM and CEO)



Andrea Cesare Mapelli

CFO

- Catholic University of the Sacred Heart, Degree in Banking Economics; MBA at SDA Bocconi
- Significant experience in M&A (mainly energy and manufacturing), debt refinancing and operating cost efficiency projects
- 25+ years of experience in Administration, Finance, Planning & Control across diverse sectors

ELITE AND COMMITTED LEADERSHIP TEAM



João Wemans –
Chief Digital Platform Officer

- Physics Engineer (Lisbon, Portugal) and Ph.D. in Ultra-high Power Laser Technology (Lisbon, Portugal)
- Collaboration with G. Mourou (Physics Nobel Prize in 2018)



Carlo Cigna –
Chief Technology Product Officer

- Certificate in: Quantitative Finance (Fitch), Nuclear Engineering (PoliTo)
- Executive Masters in: Innovation (HBS), Pricing (MIT), Algotrading (Oxford)



Sergio Amorini – Agency
Channel 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)



Giada Giangreco –
Reseller Channel Director

- Foreign Languages and Literature Degree
- Specialized in after-sales department and processes with a strong focus on customer satisfaction



Federica Berardi –
Finance and Administration Director

- Executive MBA in Corporate Finance & Banking (Il Sole24Ore Business School) and Geography Degree (Torino)
- CFO of the year 2022 category EGM Company



Clara Ghigo - *Director of After-Sales Technical and Engineering Services*

- Civil engineering degree (PoliTo)
- Specialized in after-sales service, with a strong focus on increasing customer satisfaction and its retention



Davide Debernardi - HR Director -
People & Culture

- Master in Philosophical Counseling and Existential Anthropology (Rome) and in HR Management (24ORE Business School)
- Specialized in training, organizational development, corporate culture



FY 25/26

First time figures under IAS/IFRS



FY 2025/26 KEY FINANCIAL RESULTS

Comparison with FY 24/25 restated under IAS/IFRS

GROSS MARGIN

€ 21.8 M (+9%)

Continued gross margin expansion driven primarily by growth in the direct channel

EBITDA_{adjusted}

€ 14.7 M (+4%)

EBITDA plus stock option plans (€ 0.4 M), customer acquisition costs (€ 3.4 M), digital channel advertising (€ 0.2 M) and sponsorships (€ 0.2 M)

REVENUES

€ 341.0 M (+8%)

Positive revenues growth driven by higher volumes in the direct channel and gas segment

EBITDA_{reported}

€ 10.4 M (+3%)

Strengthening of the sales, marketing and organisation to support growth in the coming years

NET RESULT

€ 5.2 M (+4%)

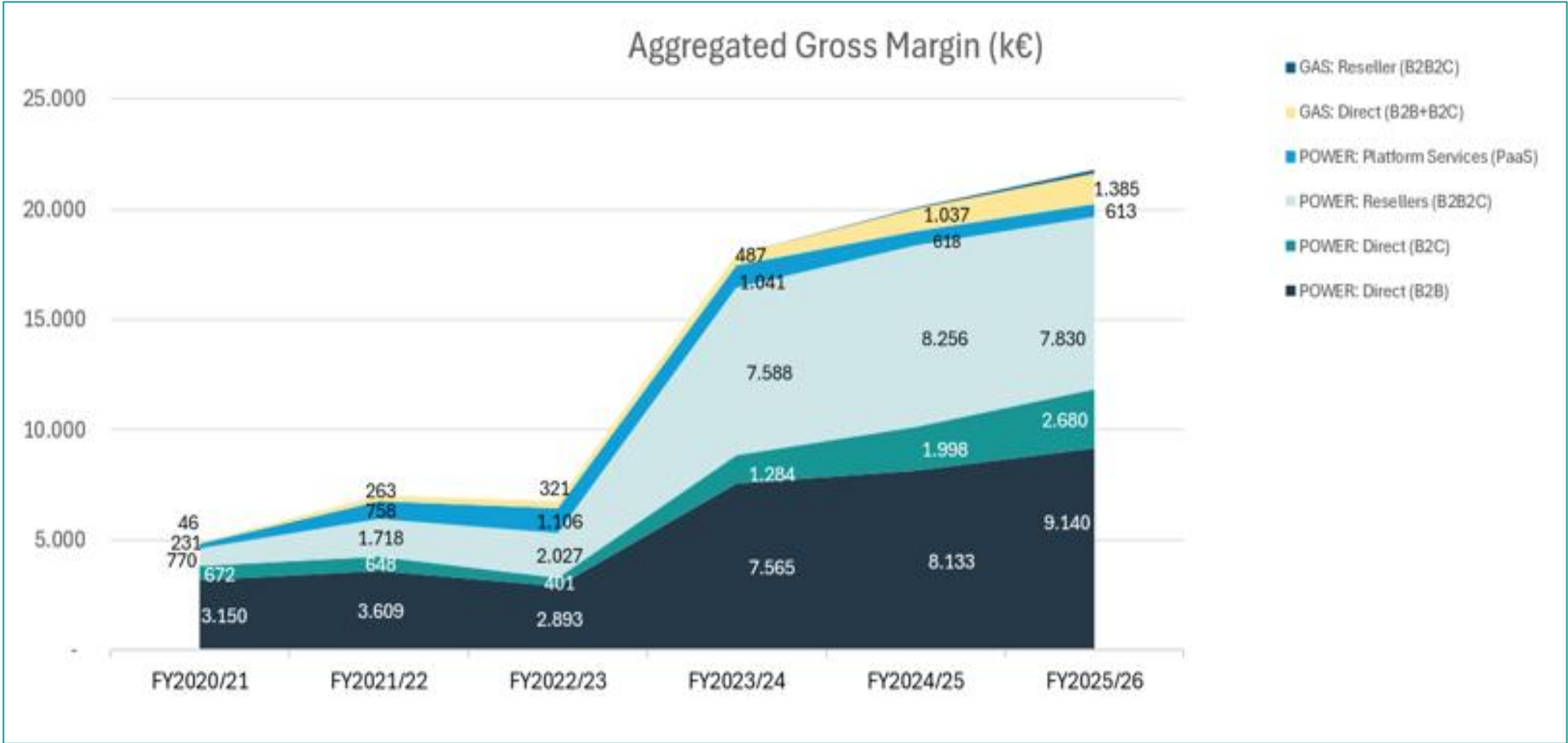
Positive result in line with the EBITDA_{adjusted} growth trend driven by the increase in revenues

NET FINANCIAL POSITION

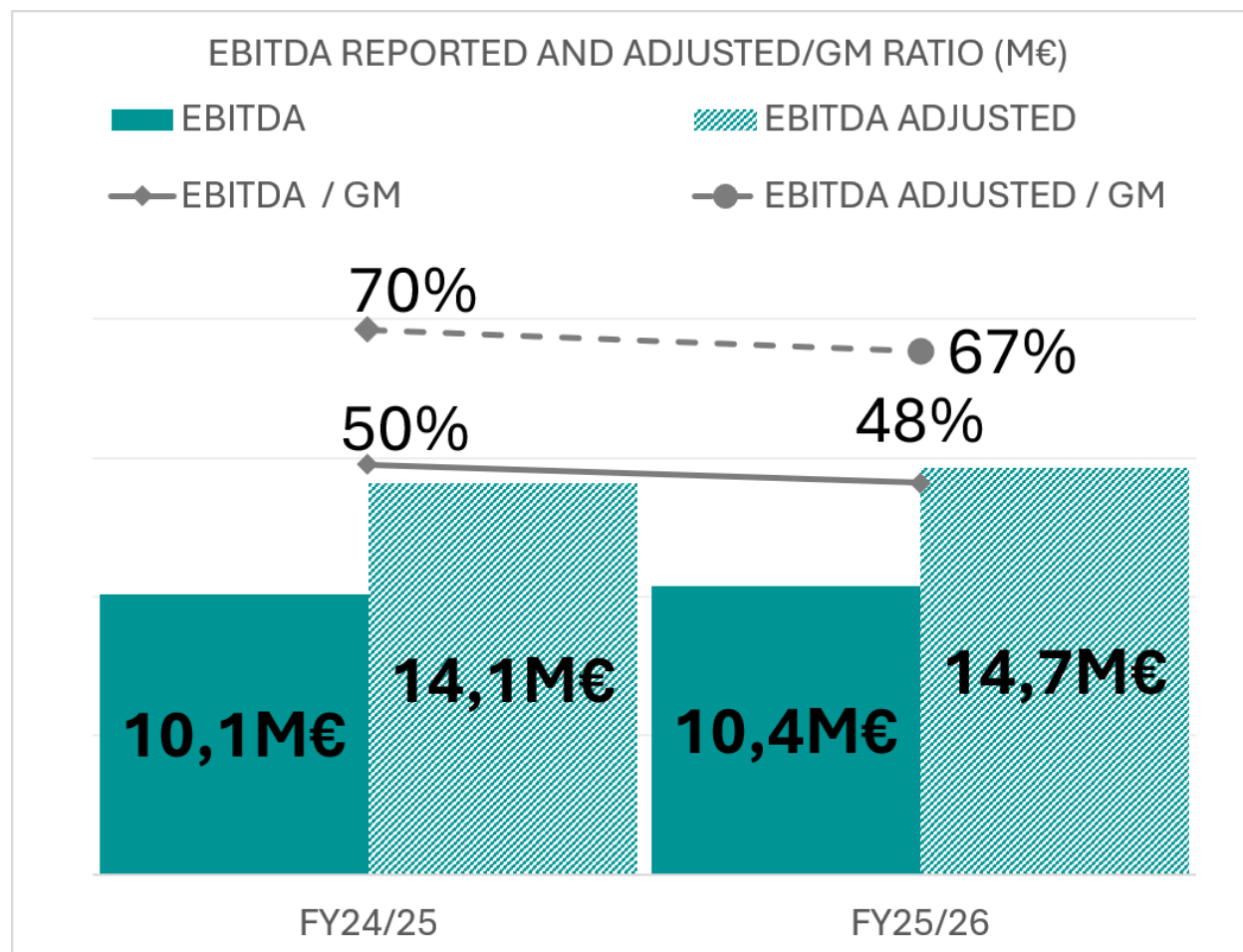
€ 10.4 M (Cash Positive)

Improving vs € 10.2 M at 30 June 2025

AGGREGATED GROSS MARGIN EVOLUTION



GROSS MARGIN TO EBITDA REPORTED AND ADJUSTED CONVERSION RATE



In FY 25/26, the EBITDA Reported-to-Gross Margin ratio was 48%, reflecting the change in the accounting standards applied. For completeness, the ratio for FY 25/26 would have been 51% under Italian accounting standards (OIC).

MAIN INDICATORS FY 25/26

Comparison with FY 24/25: July 2024 – June 2025

TOTAL ENERGY

1,422* GWh (+13%)

Double-digit growth, driven by strong expansion in gas and solid electricity performance.

GAS VOLUME

208 GWh (+88%)

Strong gas volume growth leading to a structural transformation of the business mix.

ELECTRICITY VOLUME

1,214 GWh (+5%)

Solid electricity volume growth, driven by the strong performance of the direct channel.

AVERAGE INDEX (ELECTRICITY & GAS)

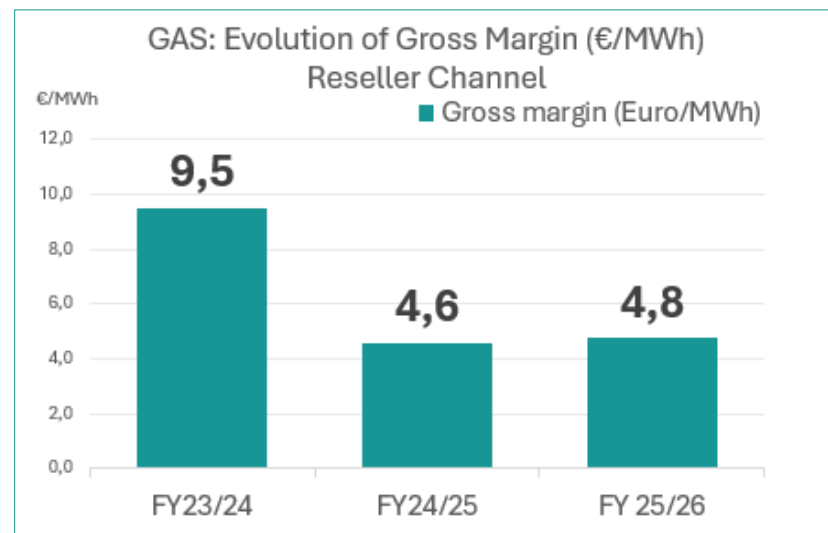
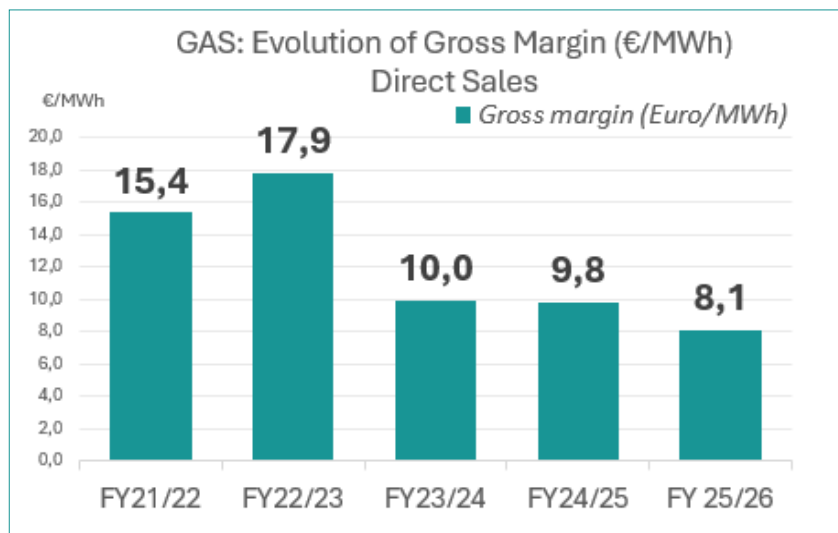
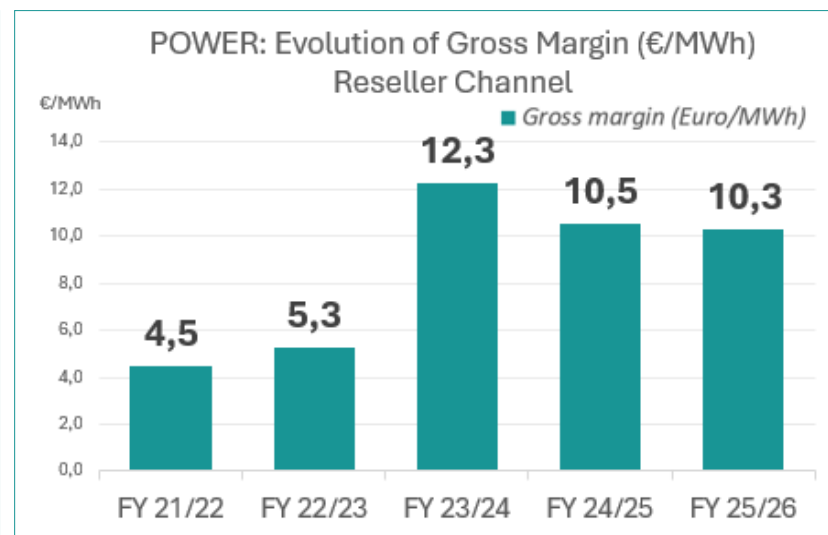
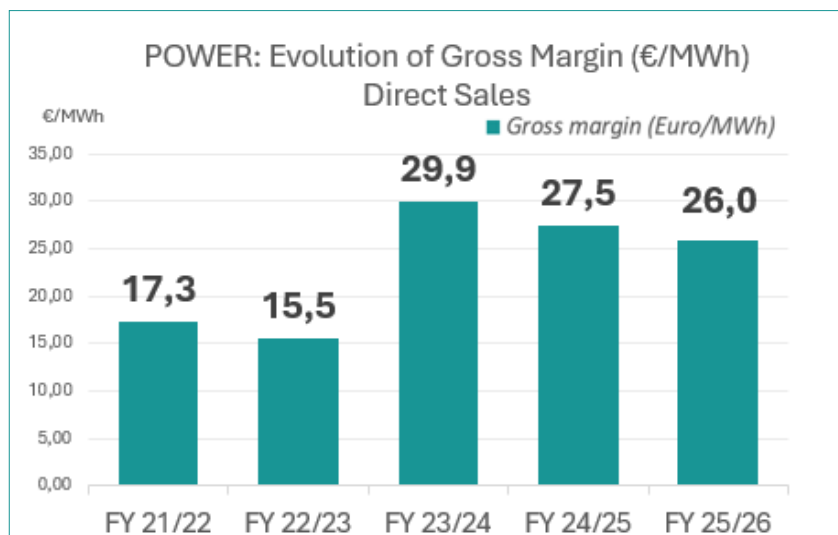
€ 107.9/MWh (-6%)

National prices down: electricity (PUN) -2% at € 119.7/MWh, gas -8% at € 39.1/MWh

	DIRECT CLIENTS	RESELLER CLIENTS
TOTAL ENERGY	626 GWh +32% YoY	796 GWh +1% YoY
 ELECTRICITY	455 GWh +23% YoY	758 GWh (3)% YoY
 GAS	171 GWh +61% YoY	37 GWh +683% YoY

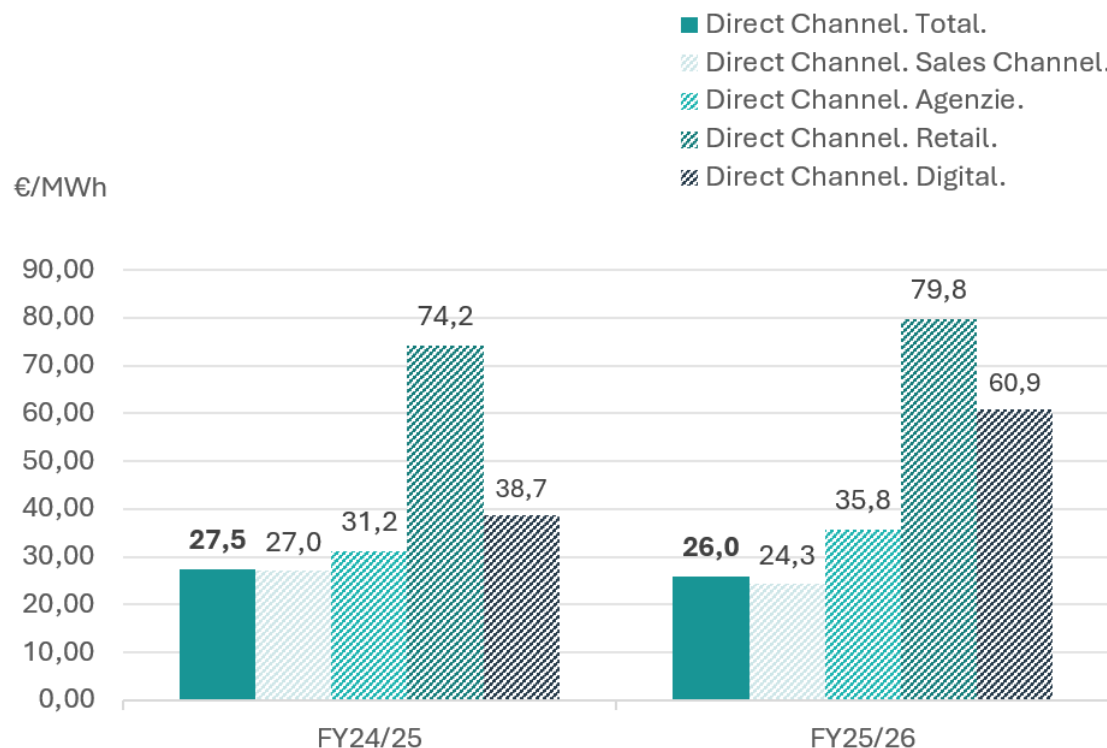
* Value calculated as the sum of the electricity delivered and the gas supplied, the latter converted into GWh according to the standard formula defined by ARERA.

GROSS MARGIN PER UNIT: ENERGY & GAS



VOLUMES - POWER

POWER: Direct Division - Gross Margin (€/MWh)



SALES CHANNEL

406 GWh

+19% vs 341 GWh
(FY 24/25)

AGENCIES

45 GWh

+66% vs 27 GWh
(FY 24/25)

RETAIL

4 GWh

+310% vs 1 GWh
(FY 24/25)

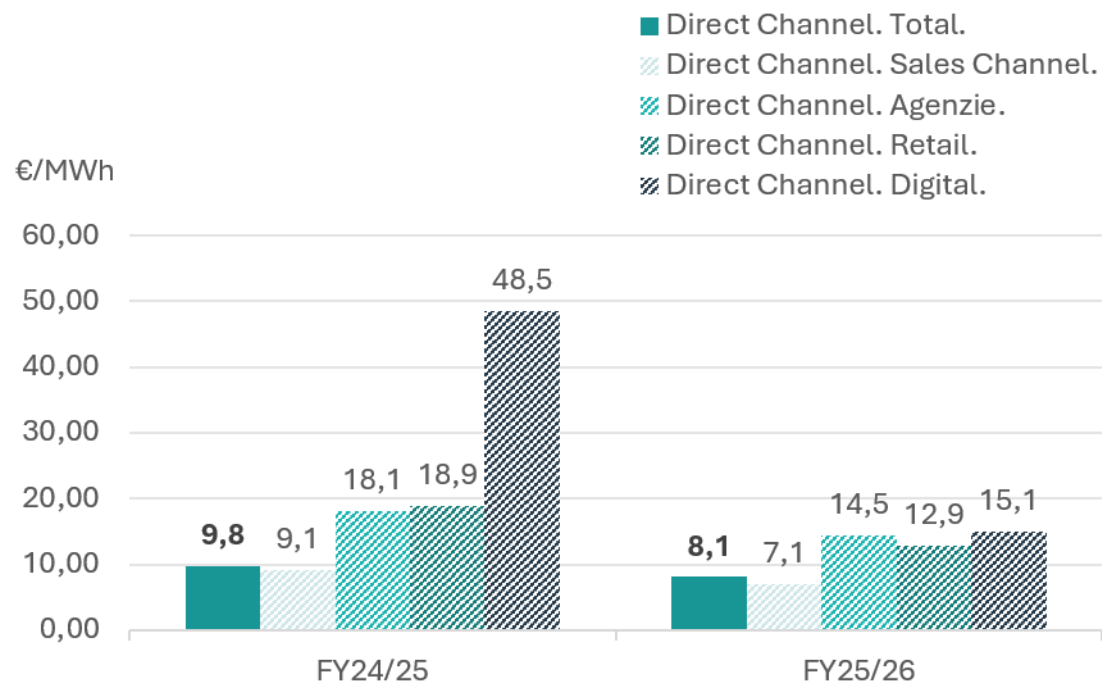
DIGITAL

1 GWh

n.a.

VOLUMES - GAS

GAS: Direct Division - Gross Margin (€/MWh)



SALES CHANNEL

145 GWh

+47%vs 99 GWh
(FY 24/25)

AGENCIES

17 GWh

+205%vs 6 GWh
(FY 24/25)

RETAIL

8 GWh

+332%vs 2 GWh
(FY 24/25)

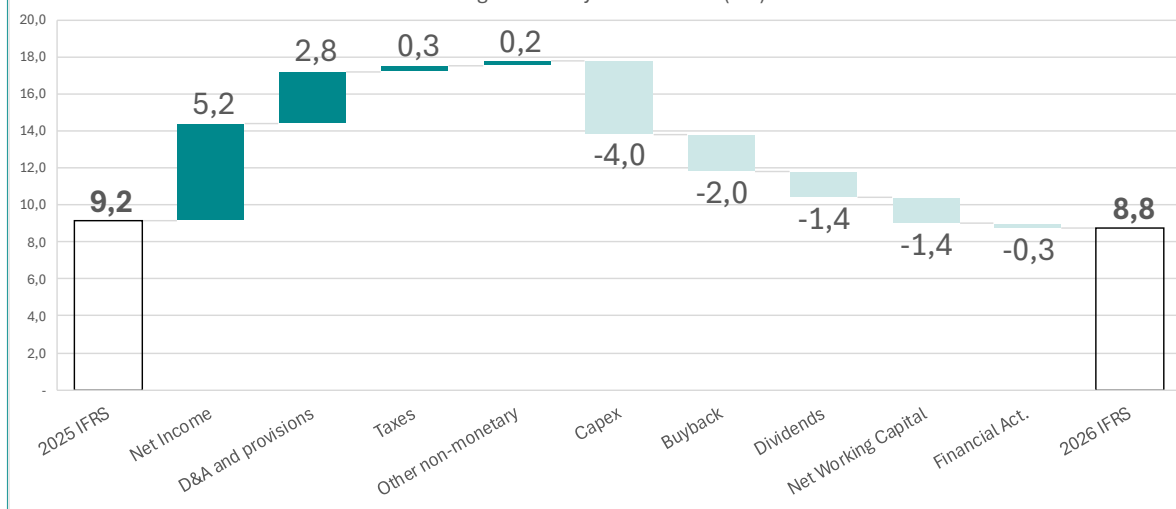
DIGITAL

1 GWh

n.a.

MONETARY NET FINANCIAL POSITION

Bridge monetary PFN FY25/26 (M€)

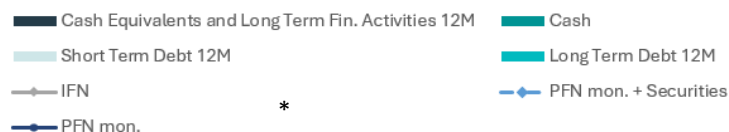


The **monetary Net Financial Position** as of June 30, 2026 is net cash of **€ 8.8 million**, and from June 30, 2025 to June 30, 2026 was affected as follows:

- positively by net income (€ 5.2 million)
- negatively by capex (€ 4.0 million), purchase of treasury shares (€ 2.0 million), distribution of dividends (€ 1.4 million) and NWC (€ 1.4 million)

Total liquidity (cash) as of June 30, 2026, amounts to **€ 21.2 million**, of which **€ 20.7 million** in liquid assets and **€ 0.5 million** in time deposits; cash equivalents and non-current financial assets total about **€ 1.6 million**, while financial debt stands at **€ 12.5 million**

Monetary PFN e IFN (M€)



FY2024/25

FY2025/26

RATING

A2.2 (Cerved Rating Agency)
= A (S&P's and FITCH)
A2 (MOODY'S)

* "NFP + Securities" highlights the correction of the monetary Net Financial Position taking into account the Securities portfolio, which include treasury shares.

LAST NEWS



10th July 2026

eVISO gas segment: cash flow cycle improvement thanks to a 30-day reduction in the billing cycle. eVISO's credit rating replaces € 1.2 million of guarantees provided to the system



22nd July 2026

Agency channel: +46% monthly rate of new supply connections, averaging 441 new connections per month compared with the 302 reported in January 2026



23rd September 2026

eVISO announces the appointment, to strengthen the Finance function, of the Chief Financial Officer in the person of Andrea Cesare Mapelli



16th July 2026

eVISO adds biogas energy to its mix: first agreement signed to purchase 8 GWh of fuel-cell-based biogas energy



5th August 2026

eVISO: technological upgrade doubles the hours of administrative activities transferred to the proprietary platform

Next events

26th October 2026

Shareholders' Meeting (first call)

27th October 2026

Shareholders' Meeting (second call)

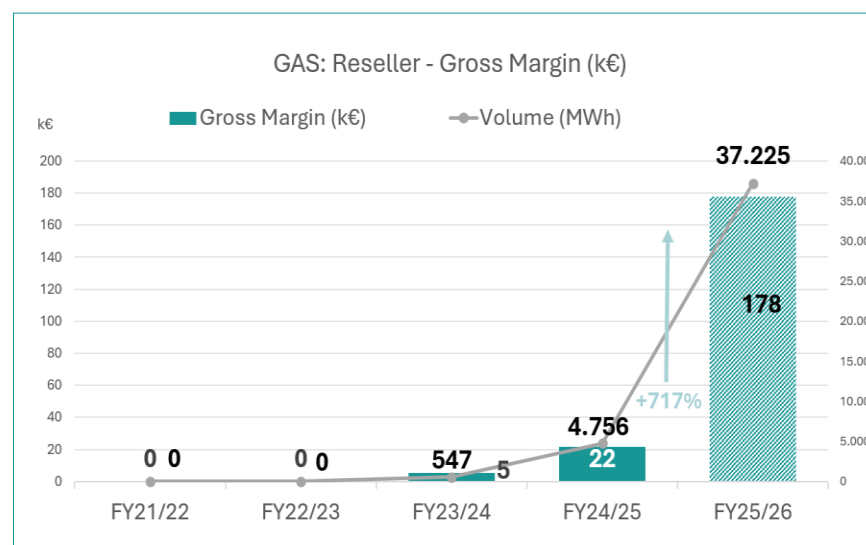
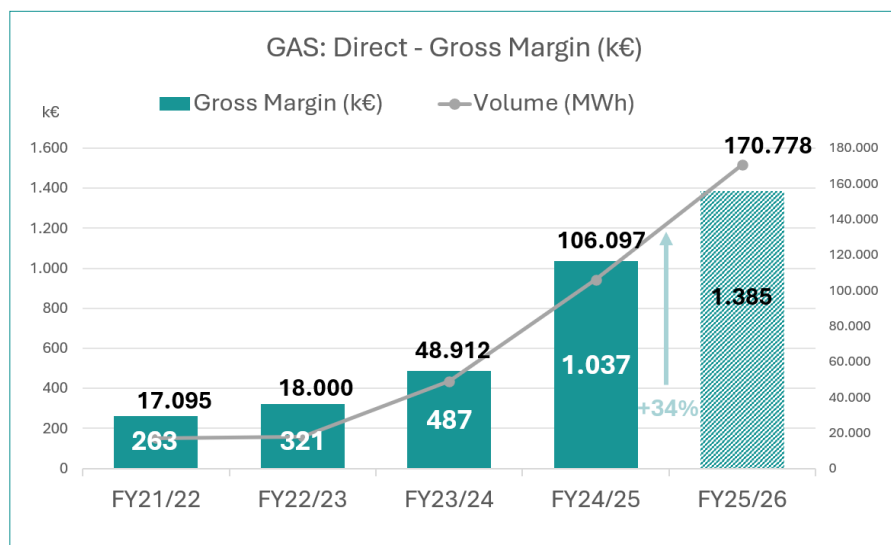
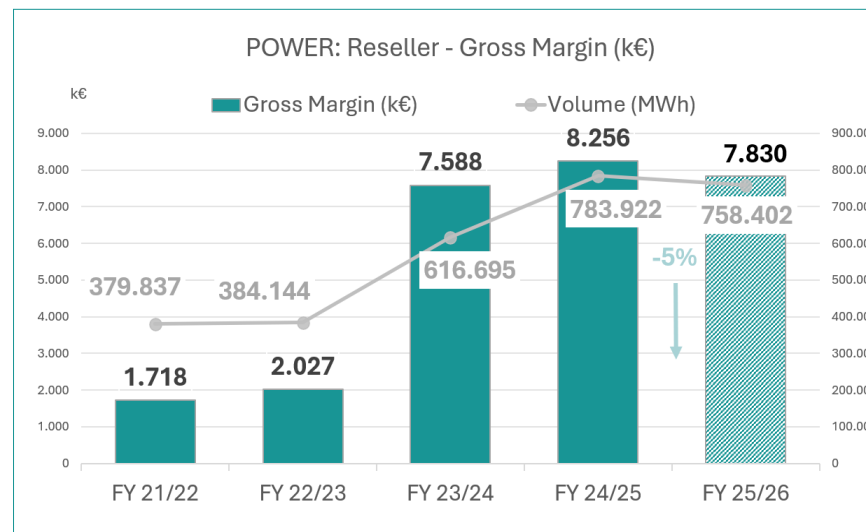
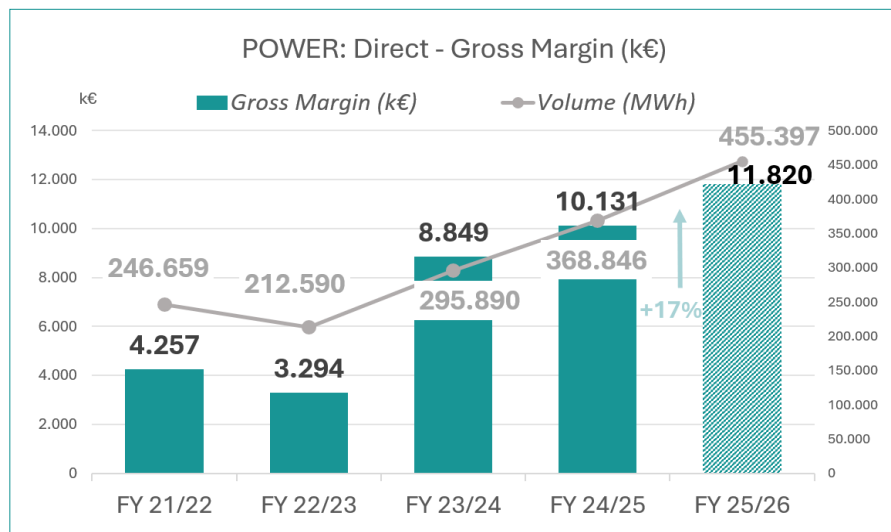
18th November 2026

Disclosure of preliminary financial data and KPIs as of September 30, 2026

For more information: www.eviso.ai

investor.relations@eviso.it

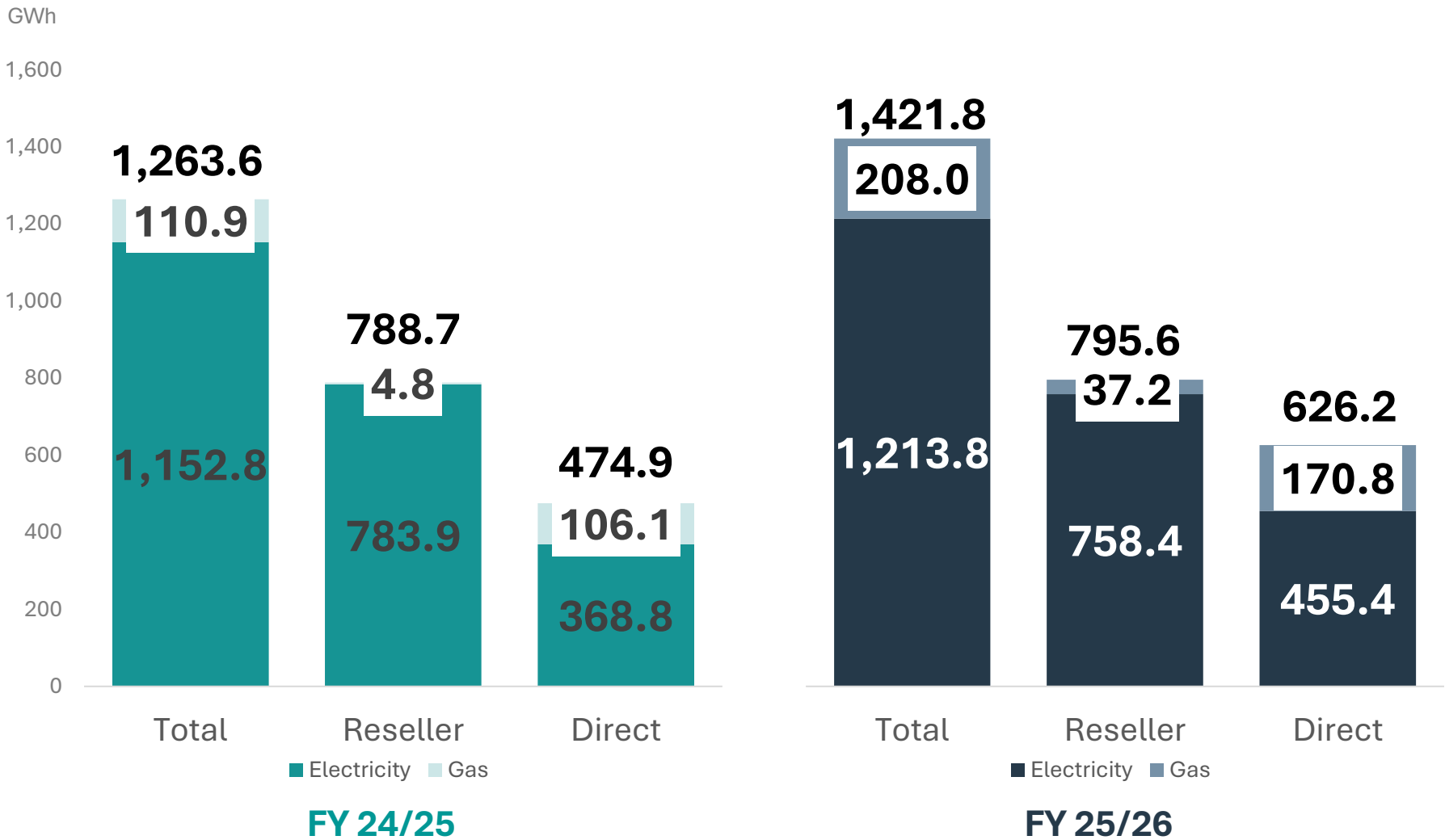
TOTAL GROSS MARGIN AND VOLUME: ENERGY & GAS



MAIN INDICATORS FY 25/26

Comparison with FY 24/25: July 2024 – June 2025

Evolution of total energy of direct and resellers channel



MAIN INDICATORS FY 25/26

Comparison with FY 24/25: July 2024 – June 2025

TOTAL COLLECTION POINTS

209,753 (+8%)

Strong expansion of the collection points portfolio driven by a relevant growth of the gas segment, both in the direct and reseller channel.

RESELLERS SERVED

111 (14% of IT operators)

Continuous development of the reseller portfolio

	DIRECT CLIENTS	RESELLER CLIENTS
TOTAL ENERGY	39,296 +24% YoY	170,457 +4% YoY
 ELECTRICITY	31,179 +20% YoY	161,289 In line YoY
 GAS	8,117 +43% YoY	9,168 +488% YoY