



# UNAUDITED PRELIMINARY RESULTS

FY 25/26 (JULY 2025 – JUNE 2026)  
Q4 25/26 (APRIL - JUNE 2026)

*2<sup>nd</sup> September 2026*

# eVISO DEDICATION TO SHAREHOLDERS

FY25/26: July 2025 – June 2026

**104** meetings with investors and shareholders 

**27** regulated press releases 

**5** interviews 

**70** institutional investors 

**Shareholders from over 20 countries**   
**worldwide**, including international pension funds  
 and small cap etfs



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



# KPIs FY 25/26



# DRIVING MARKET MOMENTUM

## POSITIVE DYNAMICS IN FY 25/26

Total **direct channel energy** +32% YoY (626.2 GWh)

- Commercial network channel +25% YoY (551.0 GWh)
- Agency channel +89% YoY (61.5 GWh)
- Retail channel +324% YoY (12.3 GWh)
- Digital Channel 14x YoY (1.4 GWh)

## RESELLER DYNAMICS IN FY 25/26

The **recovery of the electricity reseller channel**, started in November 2025, strengthened quarter after quarter:

- (19)% in Q1 25/26 (July – September 2025)
- +8% in Q3 25/26 (January – March 2026)
- +14% in Q4 25/26 (April – June 2026)
- Full year at 758.4 GWh, (3)% YoY

# MAIN INDICATORS FY 25/26

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

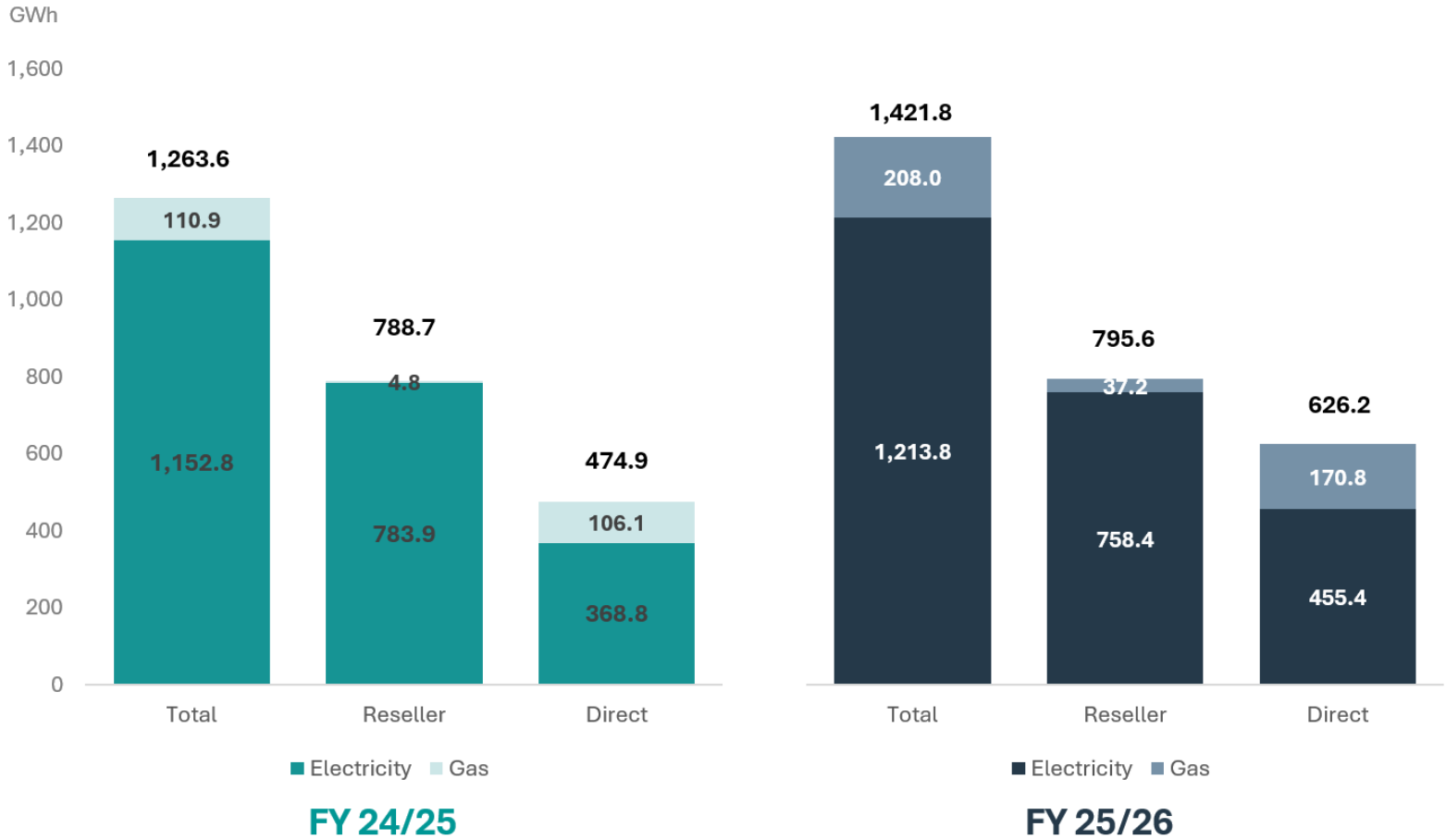
|                                                                                                                                                             |                                                                                                                                                                                      |                                                                                                                                                                               |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <div>REVENUES</div> <div>€ 340.8 M (+8%)</div> <div>Positive revenues growth driven by the fourth-quarter acceleration</div>                                | <div>PRELIMINARY GROSS MARGIN</div> <div>€ 21.4 M - € 22.7 M<br/>(+6% - +13%)</div> <div>Continued gross margin expansion, supported by the scalability of the business model.</div> | <div>AVERAGE INDEX<br/>(ELECTRICITY &amp; GAS)</div> <div>€ 107.9/MWh (-6%)</div> <div>National prices down: electricity (PUN) -2% at €119.7/MWh, gas -8% at €39.1/MWh.</div> |
| <div>TOTAL ENERGY</div> <div>1,421.8* GWh (+13%)</div> <div>Double-digit growth, driven by strong expansion in gas and solid electricity performance.</div> | <div>ELECTRICITY VOLUME</div> <div>1,213.8 GWh (+5%)</div> <div>Solid electricity volume growth, driven by the strong performance of the direct channel.</div>                       | <div>GAS VOLUME</div> <div>208.0 GWh (+88%)</div> <div>Strong gas volume growth leading to a structural transformation of the business mix.</div>                             |
| <div>TOTAL ENERGY</div>                                                                                                                                     | <div>DIRECT CLIENTS</div> <div>626.2 GWh +32% YoY</div>                                                                                                                              | <div>RESELLER CLIENTS</div> <div>795.6 GWh +1% YoY</div>                                                                                                                      |
| <div> ELECTRICITY</div>                                                  | <div>455.4 GWh +23% YoY</div>                                                                                                                                                        | <div>758.4 GWh (3)% YoY</div>                                                                                                                                                 |
| <div> GAS</div>                                                          | <div>170.8 GWh +61% YoY</div>                                                                                                                                                        | <div>37.2 GWh +675% YoY</div>                                                                                                                                                 |

\* 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.

# MAIN INDICATORS FY 25/26

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

Evolution of total energy of Direct and Reseller channels



# 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     |



# KPIs Q4 25/26

# DRIVING MARKET MOMENTUM

## POSITIVE DYNAMICS IN Q4 25/26

Total **direct channel energy** +33% YoY (140.9 GWh)

- Commercial network channel +28% YoY (122.8 GWh)
- Agency channel +73% YoY (15.7 GWh)
- Retail channel +150% YoY (2.0 GWh)
- Digital Channel 4x YoY (0.4 GWh)

## RESELLER DYNAMICS IN Q4 25/26

Volumes **confirmed the recovery trend that began in November 2025**, with growth in both electricity and gas segments:

- Total energy **+16%** YoY (196.6 GWh)
- Electricity **+14%** YoY (189.9 GWh)
- Gas **+219%** YoY (6.7 GWh)

# MAIN INDICATORS Q4 25/26

Comparison with Q4 24/25: April – June 2025

|                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                 |                                                                                                                                                                                                                     |           |          |                                                                                                 |           |          |                                                                                         |          |          |                                                                                                                                                                                                                                                                                                                                                                                                   |              |           |          |                                                                                                 |           |          |                                                                                         |         |           |
|------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------|----------|-------------------------------------------------------------------------------------------------|-----------|----------|-----------------------------------------------------------------------------------------|----------|----------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------|-----------|----------|-------------------------------------------------------------------------------------------------|-----------|----------|-----------------------------------------------------------------------------------------|---------|-----------|
| <div>REVENUES</div> <div>€ 88.3 M (+48%)</div> <div>Significant acceleration across all business segments and sales channels.</div>                        | <div>GROSS MARGIN</div> <div>€ 5.5 M - € 5.9 M (+15% - +23%)</div> <div>Strong increase in Q4 as the direct channel continues to be the platform's main driver of profitability.</div>                                                                                                                                                                                                          | <div>AVERAGE INDEX (ELECTRICITY &amp; GAS)</div> <div>€ 116.4/MWh (+20%)</div> <div>Prices up on recent and still ongoing geopolitical tensions: electricity (PUN) +22% at €123.8/MWh, gas +22% at €46.7/MWh.</div> |           |          |                                                                                                 |           |          |                                                                                         |          |          |                                                                                                                                                                                                                                                                                                                                                                                                   |              |           |          |                                                                                                 |           |          |                                                                                         |         |           |
| <div>TOTAL ENERGY</div> <div>337.5* GWh (+23%)</div> <div>Strong double-digit growth thanks to the positive performance of both electricity and gas.</div> | <div>ELECTRICITY VOLUME</div> <div>305.1 GWh (+20%)</div> <div>Continuous growth of the direct channel and significant recovery of the reseller channel.</div>                                                                                                                                                                                                                                  | <div>GAS VOLUME</div> <div>32.4 GWh (+62%)</div> <div>Rapidly increasing gas volumes leading to a structural transformation of the business mix.</div>                                                              |           |          |                                                                                                 |           |          |                                                                                         |          |          |                                                                                                                                                                                                                                                                                                                                                                                                   |              |           |          |                                                                                                 |           |          |                                                                                         |         |           |
|                                                                                                                                                            | <div>DIRECT CLIENTS</div> <tr> <td>TOTAL ENERGY</td><td>140.9 GWh</td><td>+33% YoY</td></tr> <tr> <td> ELECTRICITY</td><td>115.2 GWh</td><td>+31% YoY</td></tr> <tr> <td> GAS</td><td>25.7 GWh</td><td>+44% YoY</td></tr> | TOTAL ENERGY                                                                                                                                                                                                        | 140.9 GWh | +33% YoY |  ELECTRICITY | 115.2 GWh | +31% YoY |  GAS | 25.7 GWh | +44% YoY | <div>RESELLER CLIENTS</div> <tr> <td>TOTAL ENERGY</td><td>196.6 GWh</td><td>+16% YoY</td></tr> <tr> <td> ELECTRICITY</td><td>189.9 GWh</td><td>+14% YoY</td></tr> <tr> <td> GAS</td><td>6.7 GWh</td><td>+219% YoY</td></tr> | TOTAL ENERGY | 196.6 GWh | +16% YoY |  ELECTRICITY | 189.9 GWh | +14% YoY |  GAS | 6.7 GWh | +219% YoY |
| TOTAL ENERGY                                                                                                                                               | 140.9 GWh                                                                                                                                                                                                                                                                                                                                                                                       | +33% YoY                                                                                                                                                                                                            |           |          |                                                                                                 |           |          |                                                                                         |          |          |                                                                                                                                                                                                                                                                                                                                                                                                   |              |           |          |                                                                                                 |           |          |                                                                                         |         |           |
|  ELECTRICITY                                                            | 115.2 GWh                                                                                                                                                                                                                                                                                                                                                                                       | +31% YoY                                                                                                                                                                                                            |           |          |                                                                                                 |           |          |                                                                                         |          |          |                                                                                                                                                                                                                                                                                                                                                                                                   |              |           |          |                                                                                                 |           |          |                                                                                         |         |           |
|  GAS                                                                    | 25.7 GWh                                                                                                                                                                                                                                                                                                                                                                                        | +44% YoY                                                                                                                                                                                                            |           |          |                                                                                                 |           |          |                                                                                         |          |          |                                                                                                                                                                                                                                                                                                                                                                                                   |              |           |          |                                                                                                 |           |          |                                                                                         |         |           |
| TOTAL ENERGY                                                                                                                                               | 196.6 GWh                                                                                                                                                                                                                                                                                                                                                                                       | +16% YoY                                                                                                                                                                                                            |           |          |                                                                                                 |           |          |                                                                                         |          |          |                                                                                                                                                                                                                                                                                                                                                                                                   |              |           |          |                                                                                                 |           |          |                                                                                         |         |           |
|  ELECTRICITY                                                            | 189.9 GWh                                                                                                                                                                                                                                                                                                                                                                                       | +14% YoY                                                                                                                                                                                                            |           |          |                                                                                                 |           |          |                                                                                         |          |          |                                                                                                                                                                                                                                                                                                                                                                                                   |              |           |          |                                                                                                 |           |          |                                                                                         |         |           |
|  GAS                                                                    | 6.7 GWh                                                                                                                                                                                                                                                                                                                                                                                         | +219% 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.

# NET FINANCIAL POSITION

NET FINANCIAL POSITION (€/M)

9.2 (cash positive)



FY 24/25

8.4 (cash positive)



Q3 25/26

8.9 (cash positive)



FY 25/26

## NET FINANCIAL POSITION FY

**€ 8.9 M (cash +)**

*Cash exceeds debt. Rare in the sector - confirms self-financing power of the model.*

The Net Financial Position is positive (cash) at € 8.9 million, compared to € 8.4 million on March 31, 2026, and € 9.2 million on June 30, 2025.

A detailed bridge of the main changes will be presented on 24 September 2026, following the approval of the annual financial statements, prepared by the Company for the first time in accordance with International Financial Reporting Standards (IFRS).

## LAST NEWS



9<sup>th</sup> June 2026

**eVISO LUZ y GAS: first contract signed for the supply of energy and services to an international reseller operating in the Spanish market**



16<sup>th</sup> July 2026

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



5<sup>th</sup> August 2026

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



10<sup>th</sup> 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**



22<sup>nd</sup> 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**

# 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)



**Andrea Cesare Mapelli –**  
*Chief Financial Officer*

- MBA (SDA Bocconi) with a Degree in Economics and Banking
- 25+ years of experience in Finance, Administration and Control of which 10+ in Energy sector



**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



**Giada Giangreco –**  
*Reseller Channel Director*

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



**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)



**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

## Next events

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**24th September 2026**

Approval of FY 25/26 financial report as of June 30, 2026

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

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