

**eVISO**  
**AI** FOR  
COMMODITIES

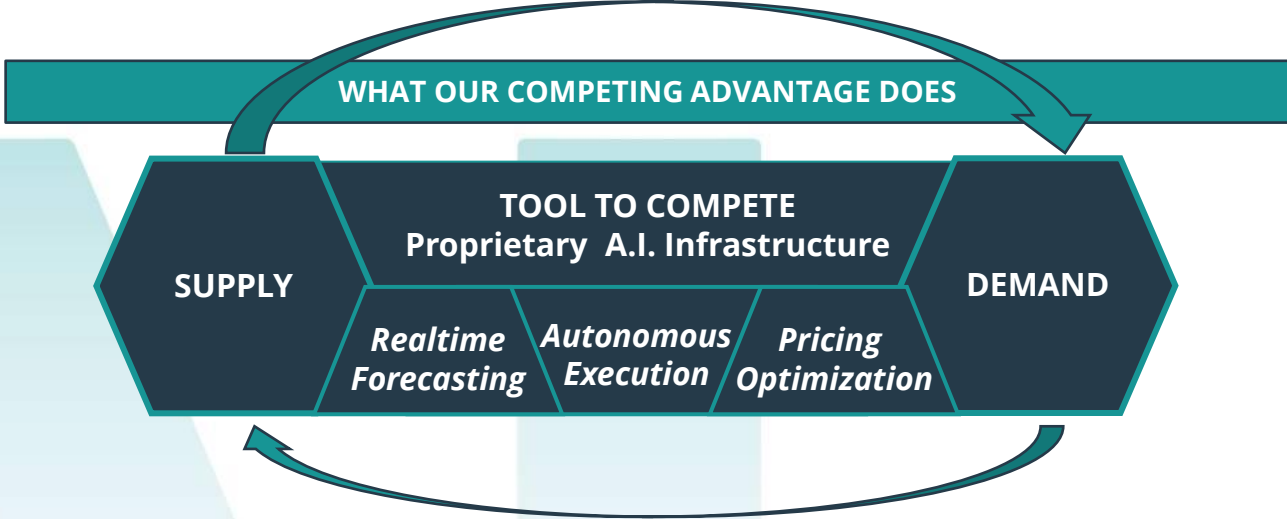
**Virgilio IR**  
**Mid & Small**  
**in Milan**

Wednesday,  
Nov. 30th 2022

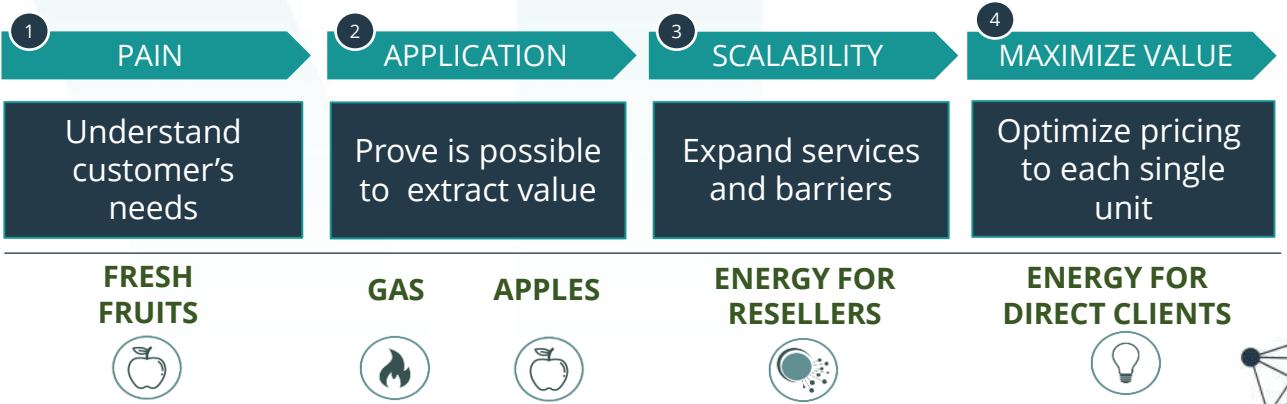


# eVISO at a glance

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

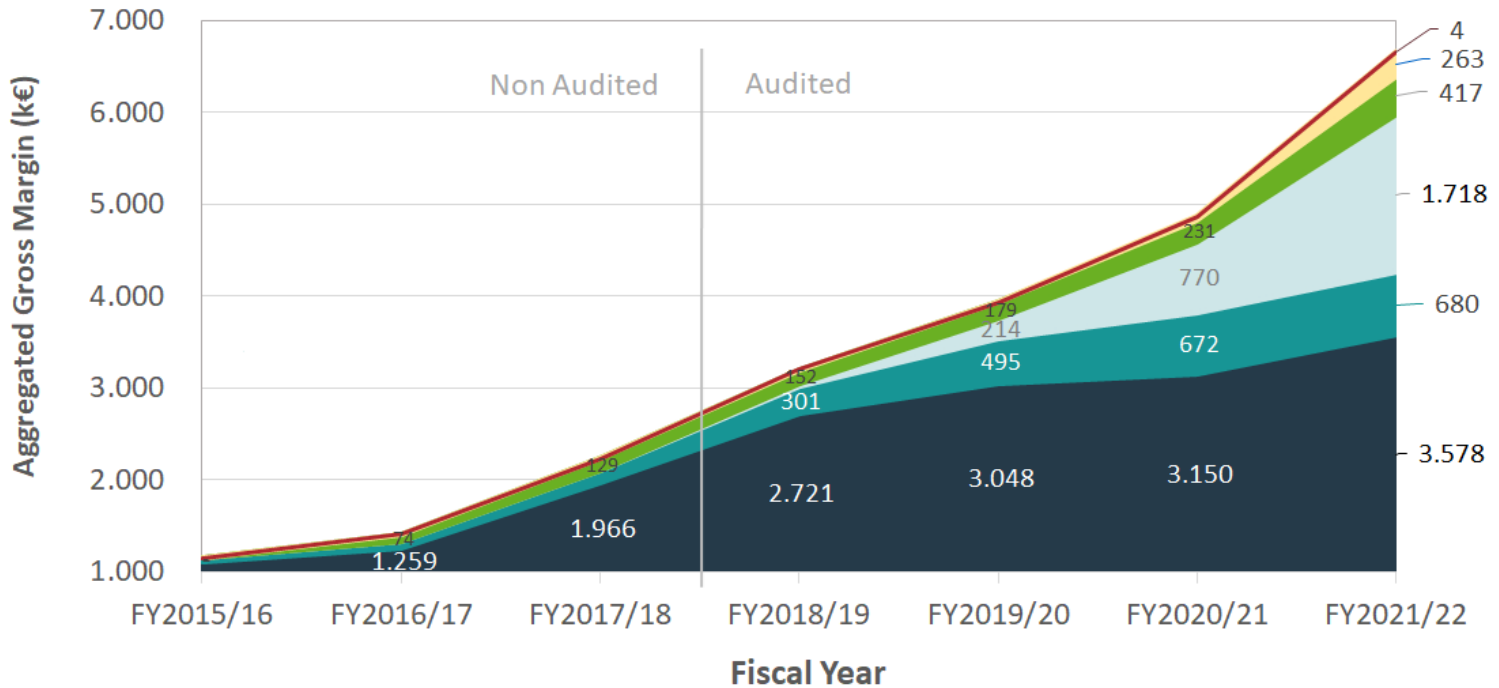


## HOW WE INTRODUCE A.I. TO NEW COMMODITIES

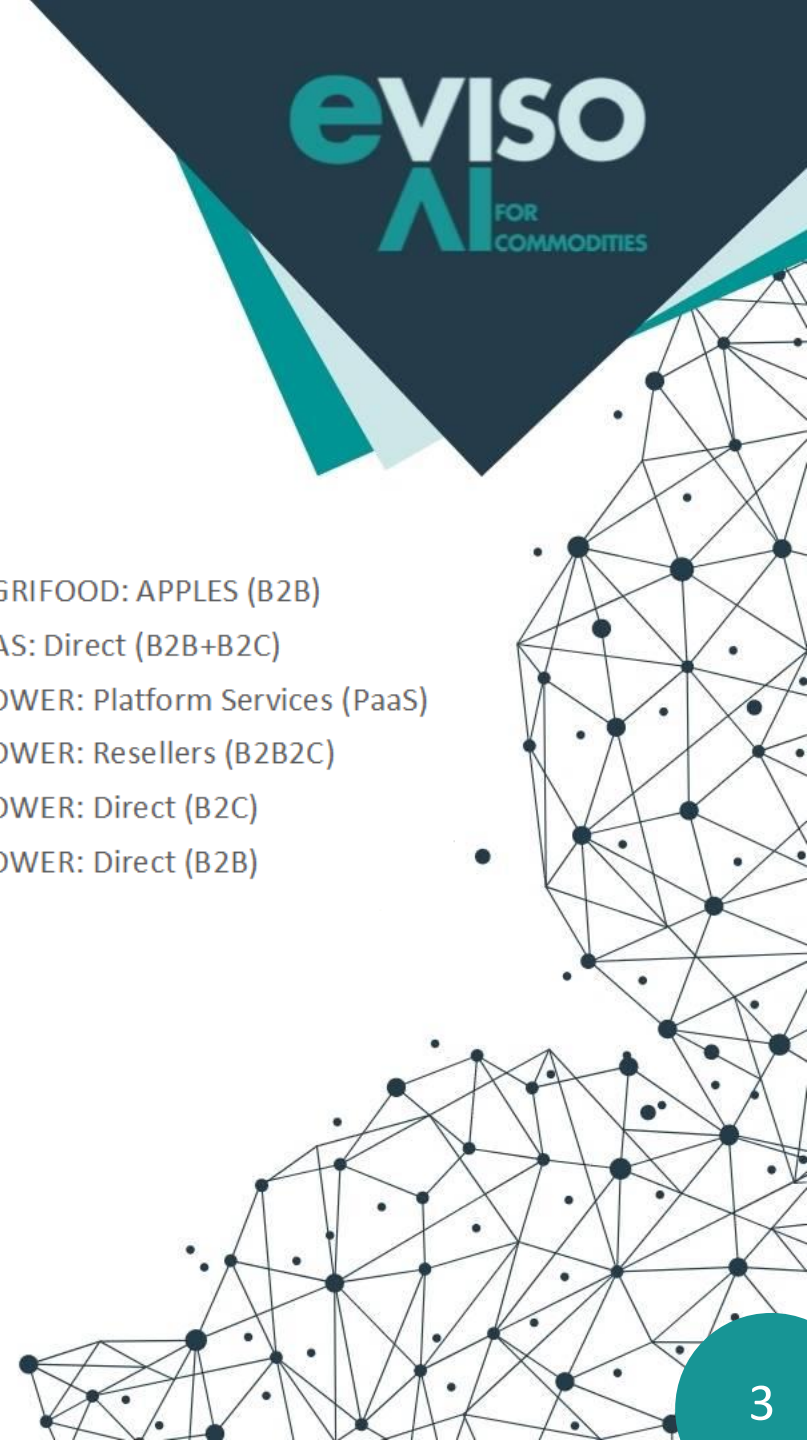


# Growth of Gross Margin per Business Line

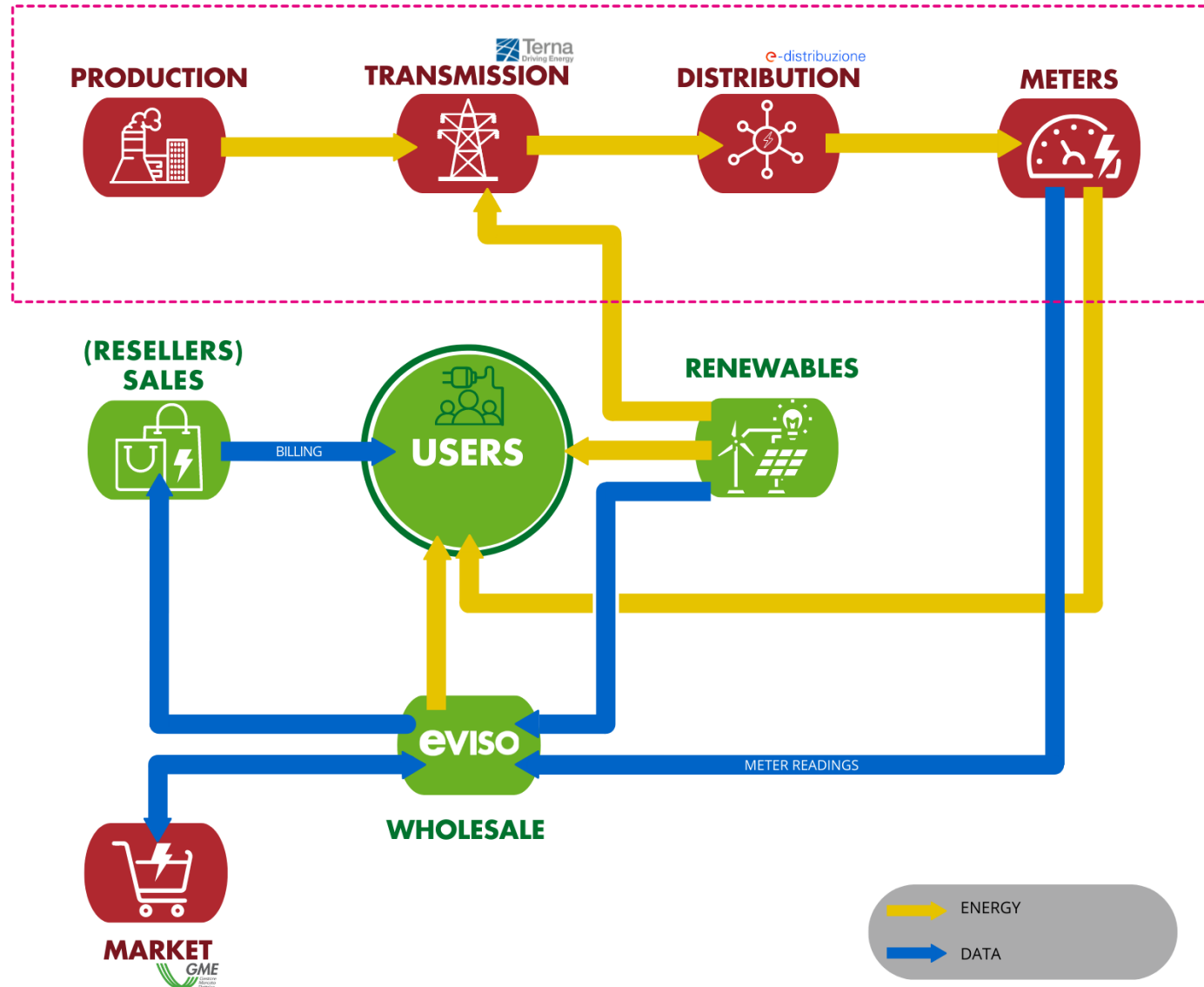
(in thousand of euros)



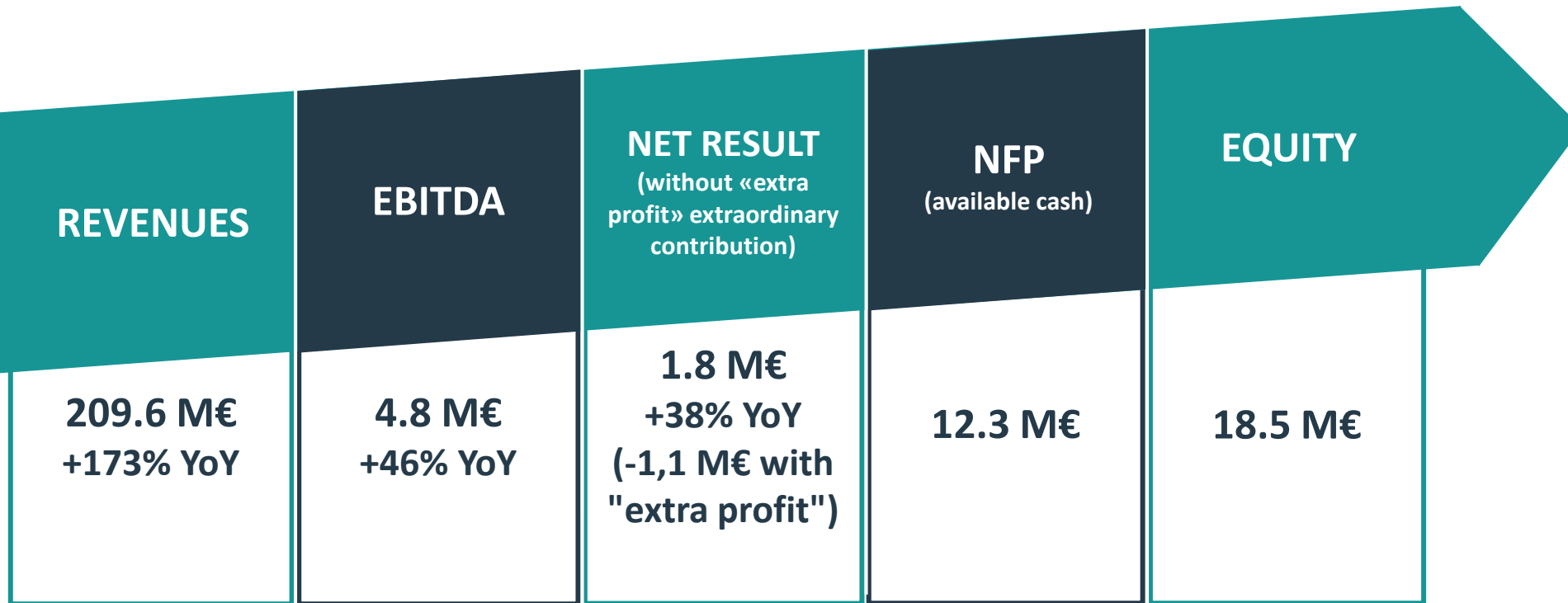
- AGRIFOOD: APPLES (B2B)
- GAS: Direct (B2B+B2C)
- POWER: Platform Services (PaaS)
- POWER: Resellers (B2B2C)
- POWER: Direct (B2C)
- POWER: Direct (B2B)



# ELECTRICITY MARKET



# FY 2022 KEY FINANCIAL RESULTS



# “EXTRA PROFITS” extraordinary contribution

EBIT	NET PROFIT (ORDINARY)	«EXTRA PROFITS» EXTRAORDINARY CONTRIBUTION*	NET PROFIT**
2.8 M€ +35% 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.

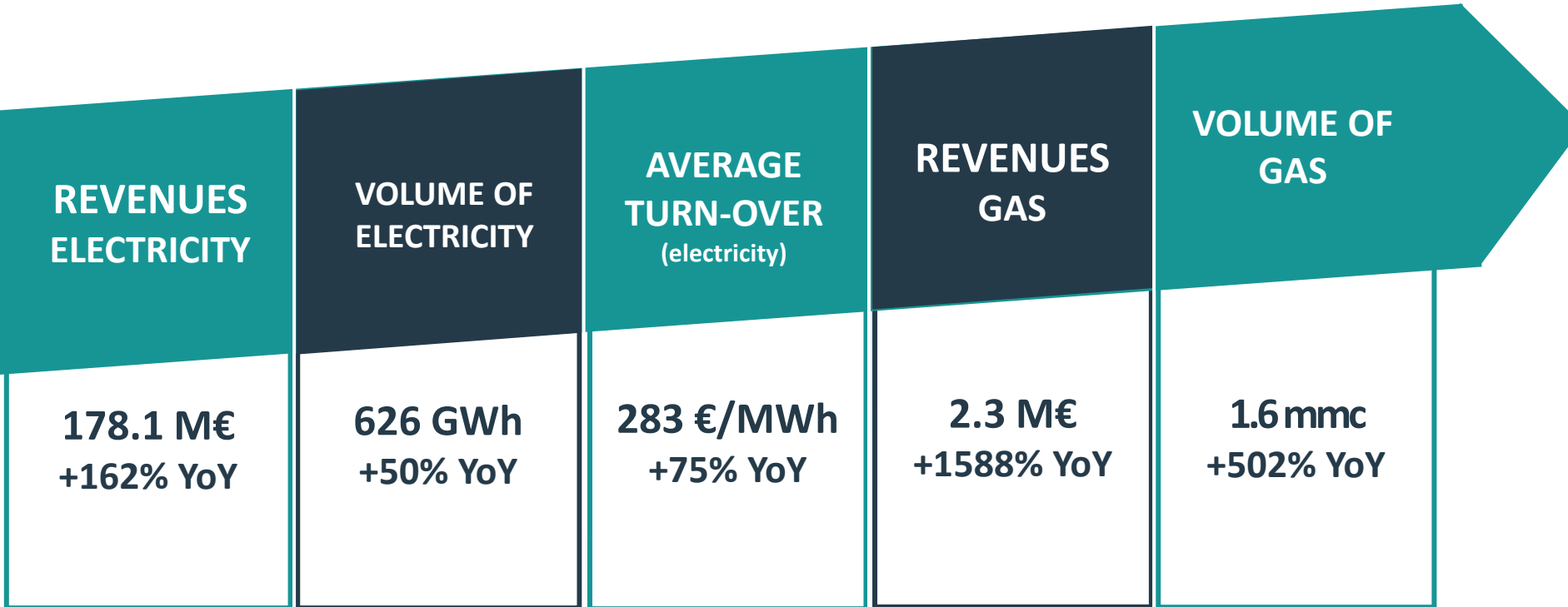
The rest, if due, will be paid on the **30th November 2022** with the same procedures. Meanwhile **application for full repayment** was submitted in **15th November**.

*\*non-recurring and non deductible contribution defined by Italian Government.*

*\*\*including «extra profits» extraordinary contribution*

# MAIN ECONOMIC INDICATORS FY2022

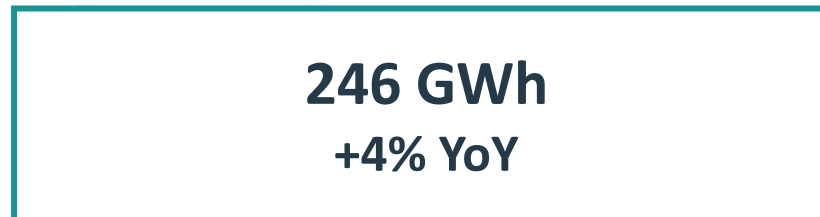
Comparison with previous year: July 2021 – June 2022



## RESELLERS CLIENTS

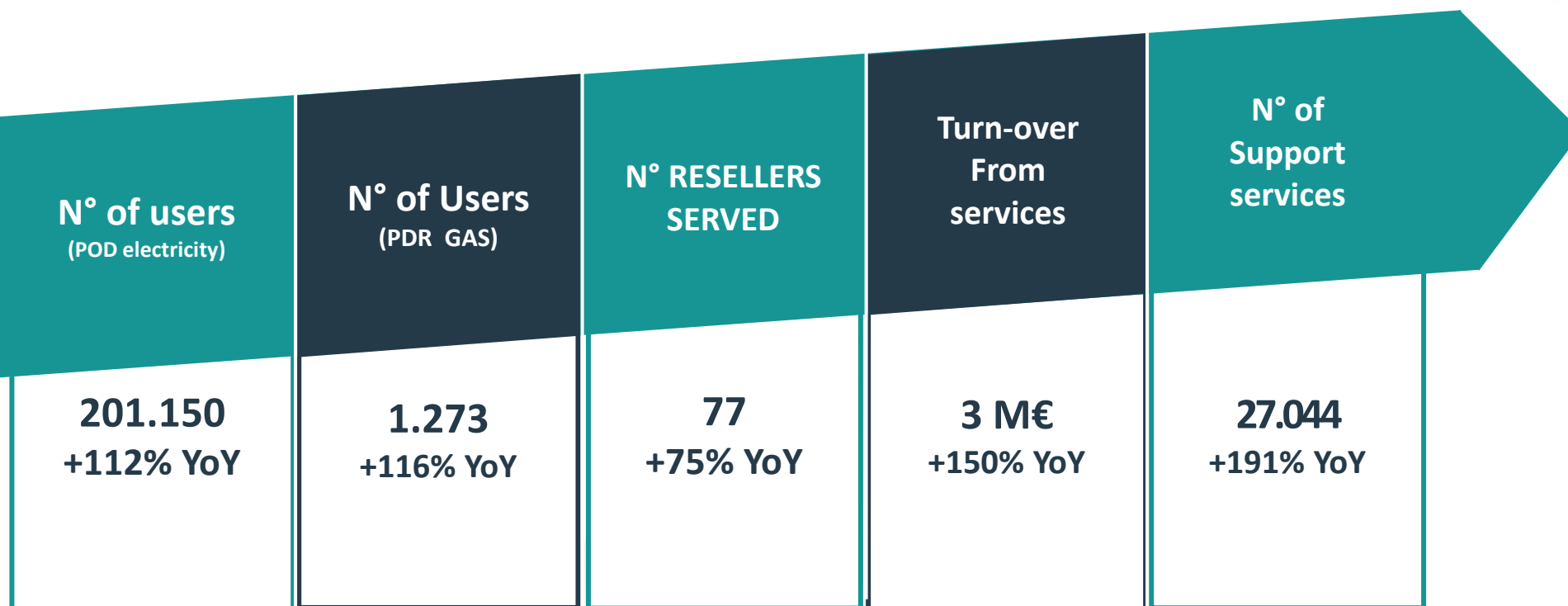


## DIRECT CLIENTS



# MAIN OPERATIONAL INDICATORS

comparison with previous year: July 2021 – June 2022



## RESELLERS CLIENTS

**181.000 users served**  
**+131% YoY**

## DIRECT CLIENTS

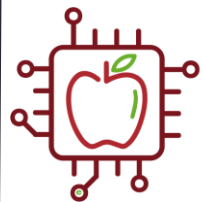
**21.003 users served**  
**+19% YoY**



# MAIN INDICATORS FY2022

Apple marketplace: July 2021 – June 2022

Traded Tons (apples)	Limit Orders: ask volume	N° of registered users	Average traded price
176	1.342 Tons	211	820 €/Ton



# SmartMele



# AI scalability on several commodities sectors

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022

≈95,500 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

≈550 PDR<sup>1</sup> served

**Forecasting:** forecasting activities use algorithms, learning systems, autonomous and constantly evolving processes

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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 continuous 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



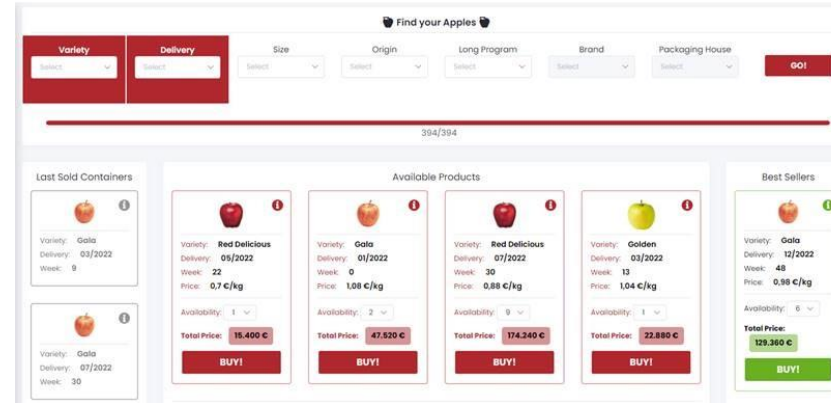
THE PORTAL ALLOWS **RESELLER CUSTOMERS** TO INDEPENDENTLY REQUEST THE MOST COMMON ENERGY PRACTICES, TRACK THE STATUS OF THE PRACTICES ON A DAILY BASIS AND BE ABLE TO RESPOND TO CUSTOMER NEEDS, SIGNIFICANTLY REDUCE CUSTOMER MANAGEMENT COSTS



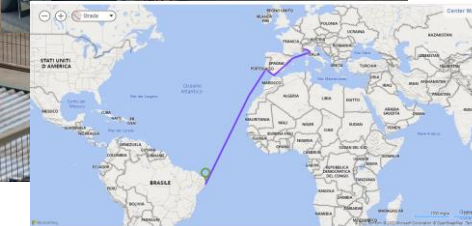
**THE SMARTMELE PROJECT** USES DIGITAL METHODS, FORECASTING ALGORITHMS AND THE KNOW-HOW OF **EVISO PLATFORMS** TO DEVELOP A SERIES OF SERVICES DEDICATED TO THE APPLE SECTOR FOR EACH **PRODUCER AND BUYER IN THE MARKET**.

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



- **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
- **1947 buyers** and **sellers** from **15 countries** listed in database



87 MILLION  
TONS OF  
ADDRESSABLE  
MARKET<sup>1</sup>

<sup>1</sup> Source: World Apple Organization

# Last news



25 July 2022

**eVISO launches "Nestore Price"**

A digital engine that collects and displays in real time the prices applied on the market by all energy operators.



2 November 2022

**eVISO: nuovo record per la piattaforma di proprietà Cortex**

Raggiunte 24.000 pratiche gestite sul mercato elettrico a ottobre, +700% rispetto a novembre 2021. Aggiunta la nuova funzionalità di notifiche "switch out" per monitorare il fenomeno del cambio fornitore



22 November 2022

**eVISO: first 100 tonnes of apples shipped via SmartMele platform**

Saluzzo (CN), 22 November 2022 – eVISO S.p.A. (EVS.MI) – a digital company, listed on the EGM, with a proprietary [...]



19 October 2022

**Evaso il primo ordine di mele effettuato sulla piattaforma di proprietà SmartMele**

Come da accordi dopo 44 settimane dalla firma del contratto il carico è partito con destinazione Kuwait



9 November 2022

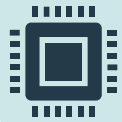
**eVISO migliora la piattaforma proprietaria di approvvigionamento energia sui mercati elettrici: da 100.000 a un milione di operazioni al mese**

eVISO comunica il rilascio di una nuova generazione di infrastruttura digitale intelligente che acquista e vende energia sul mercato elettrico

# 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

# 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

## 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

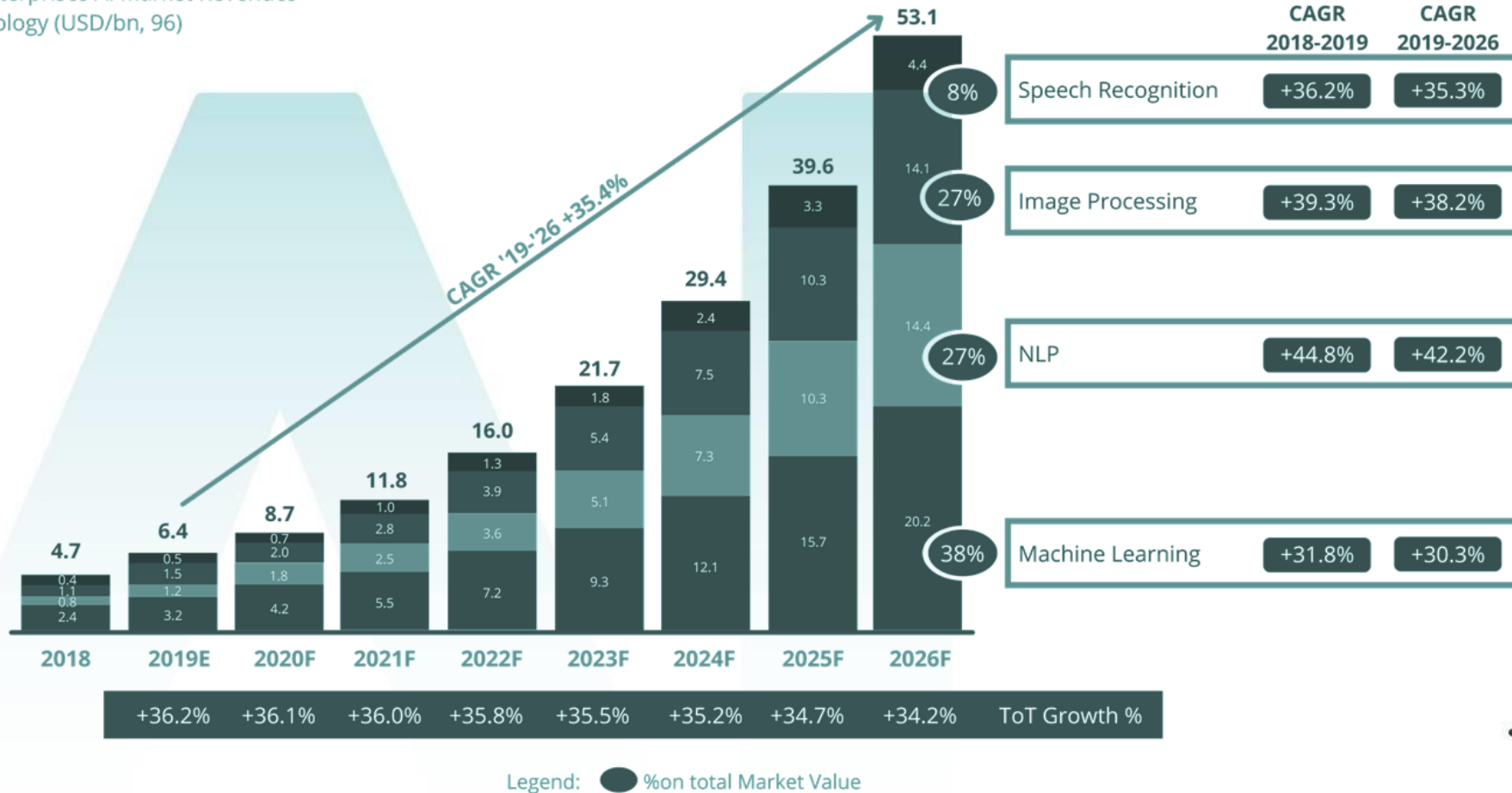


On top of the bonus for the entire workforce, **additional bonus** for the **Leadership Team** equal to **1% of EBIT**, fully paid

# AI platforms «phenomenon»

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

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





The logo features the word "eviso" in a bold, lowercase sans-serif font, with the "e" in a teal color and "vviso" in dark blue. Below it, "AI" is written in a large, stylized font where the "A" and "I" are connected, with the "A" in teal and the "I" in dark blue. To the right of "AI", the words "FOR" and "COMMODITIES" are stacked vertically in a smaller, uppercase sans-serif font, both in teal. The background consists of a light blue central area with dark blue and teal geometric shapes and a network of teal dots and lines on the right side.

**eviso**  
**AI** FOR  
COMMODITIES

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