



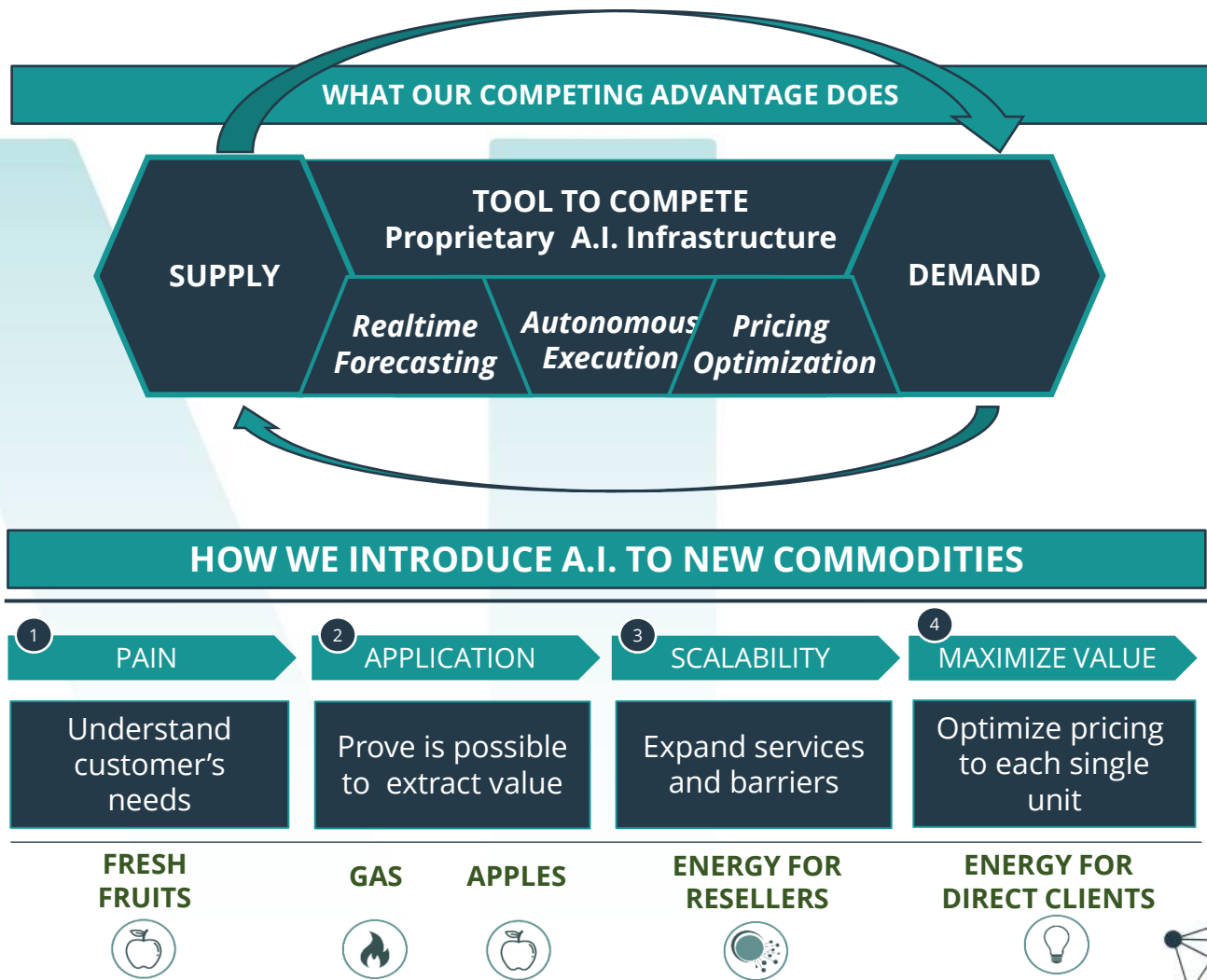
eVISO Virtual Roadshow International Investors

Friday, Sept. 30th 2022

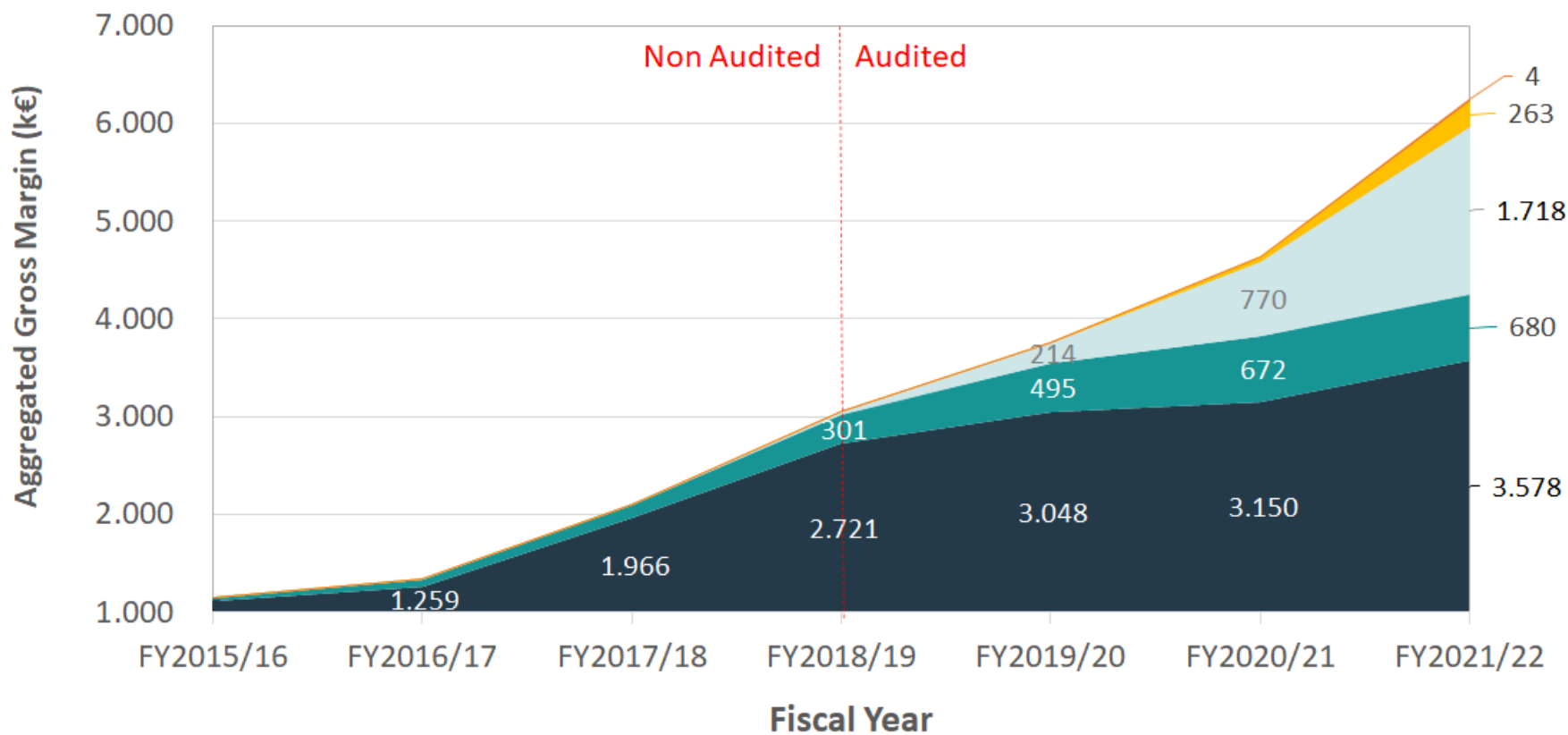


eVISO at a glance

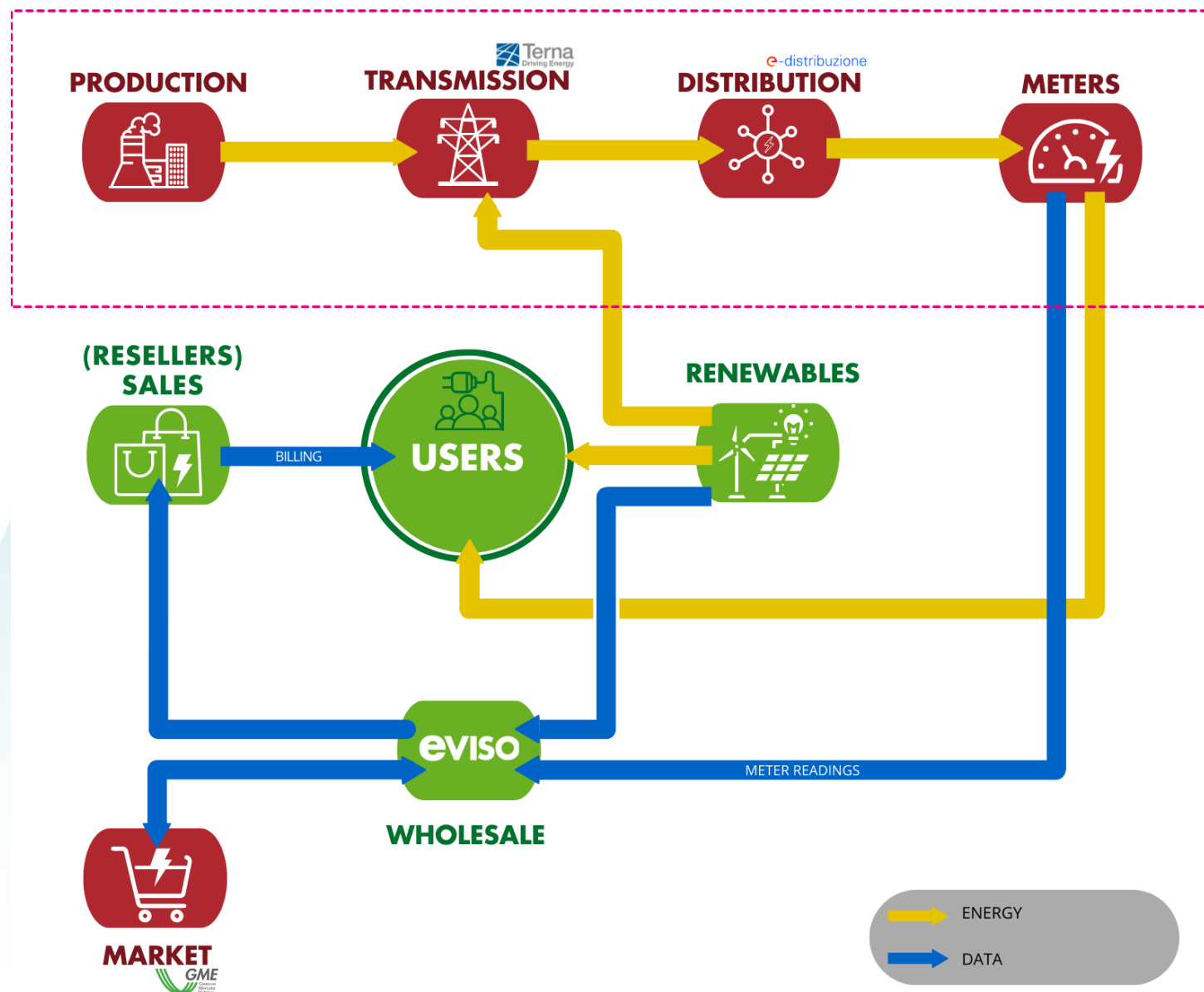
eVISO CREATES VALUE FOR THE PHYSICAL COMMODITIES MARKETS BY COMPETING WITH PROPRIETARY A.I. INFRASTRUCTURE AND METHODS



Growth of Gross Margin per Business Line (in thousand of euros)



ELECTRICITY MARKET



FY 2022 KEY FINANCIAL RESULTS

REVENUES

208.1 M€
+175% YoY

EBITDA

4.8 M€
+46% YoY

NET RESULT (without «extra profit» extraordinary contribution)

1.8 M€
+38% YoY
**(-1,1 M€ with
"extra profit")**

NFP (available cash)

12.3 M€

EQUITY

18.5 M€

“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 using the F24 payment form 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.

**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

REVENUES ELECTRICITY

178.1 M€
+162% YoY

VOLUME OF ELECTRICITY

626 GWh
+50% YoY

AVERAGE TURN-OVER (electricity)

283 €/MWh
+75% YoY

REVENUES GAS

2.3 M€
+1588% YoY

VOLUME OF GAS

1.6 mmc
+502% YoY

RESELLERS CLIENTS

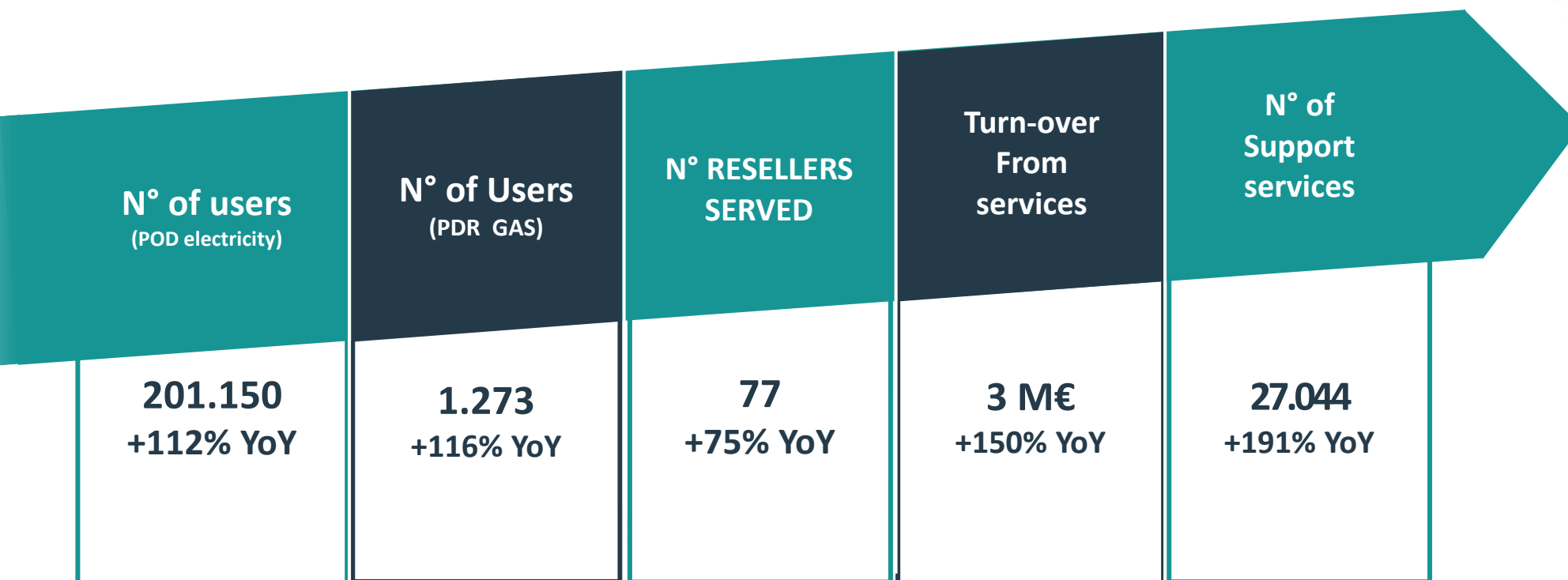
380 GWh
+111% YoY

DIRECT CLIENTS

246 GWh
+4% YoY

MAIN OPERATIONAL INDICATORS

comparison with previous year: July 2021 – June 2022



RESELLERS CLIENTS

181.000 users served
+131% YoY

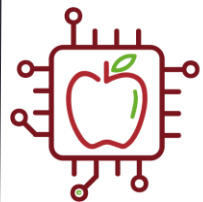
DIRECT CLIENTS

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



A unique player growing faster and stronger than the market

- We **experienced a path of increasing revenues**, with positive bottom line and Cerved rating agency's A3.1 rating (equivalent to A- of S&P's and Fitch and A3 of Moody's)
- We start our activity in the **electricity market** in 2013, **rapidly gaining market share**, and we are **moving towards other commodities**: gas, apple, precious metal...

FORECASTING

EXECUTION

PRICING

- We **collect, cluster and analyze Big Data** through an **automated proprietary AI platform**
- We **analyze** automatically **billions of data** to elaborate **forecasts** to be applied on both demand and supply sides **optimizing volume and pricing**

AI scalability on several commodities sectors

ELECTRICITY

GAS

APPLES

STARTED 2012

STARTED 2021

STARTED 2022

≈95,500 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

≈550 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 monitored

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 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

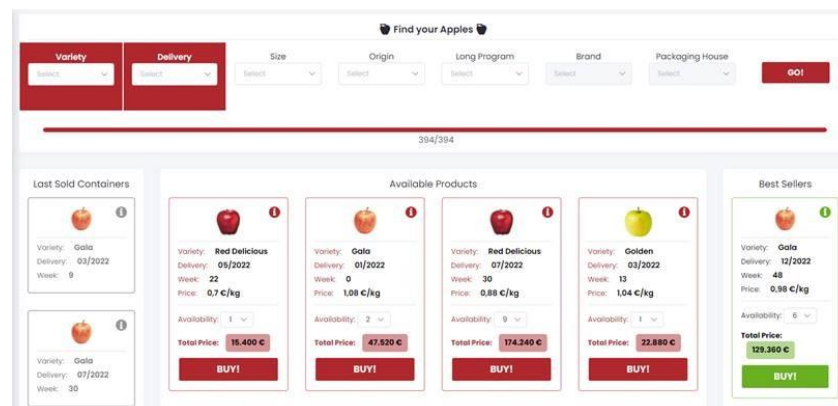


THE PORTAL ALLOWS **RESELLER CUSTOMERS** TO INDEPENDENTLY REQUEST THE MOST COMMON ENERGY PRACTICES, TRACK THE STATUS OF THE PRACTICES ON A DAILY BASIS AND BE ABLE TO RESPOND TO CUSTOMER NEEDS, SIGNIFICANTLY REDUCE CUSTOMER MANAGEMENT COSTS



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



Price Forecast

Apple Variety: Gala

Standard SmartMele Price Forecast

DELIVERY MONTH	ASK PRICE	BID PRICE
2022-01	0,84	0,91
2022-02	0,88	0,91
2022-03	0,88	0,91
2022-04	0,79	0,96
2022-05	0,84	0,91
2022-06	0,82	0,96

Prices in €/kg - details in Datasheet

- **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, and with the **Research Foundation Agrion** of the Piedmont Region in Sept. 2021.

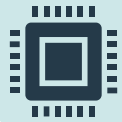
87 MN TONS OF ADDRESSABLE MARKET¹

¹ Source: World Apple Organization

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



João Cordovil 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



Lucia Fracassi

Member of the Advisory Committee

- 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

Production incentive scheme

Workforce



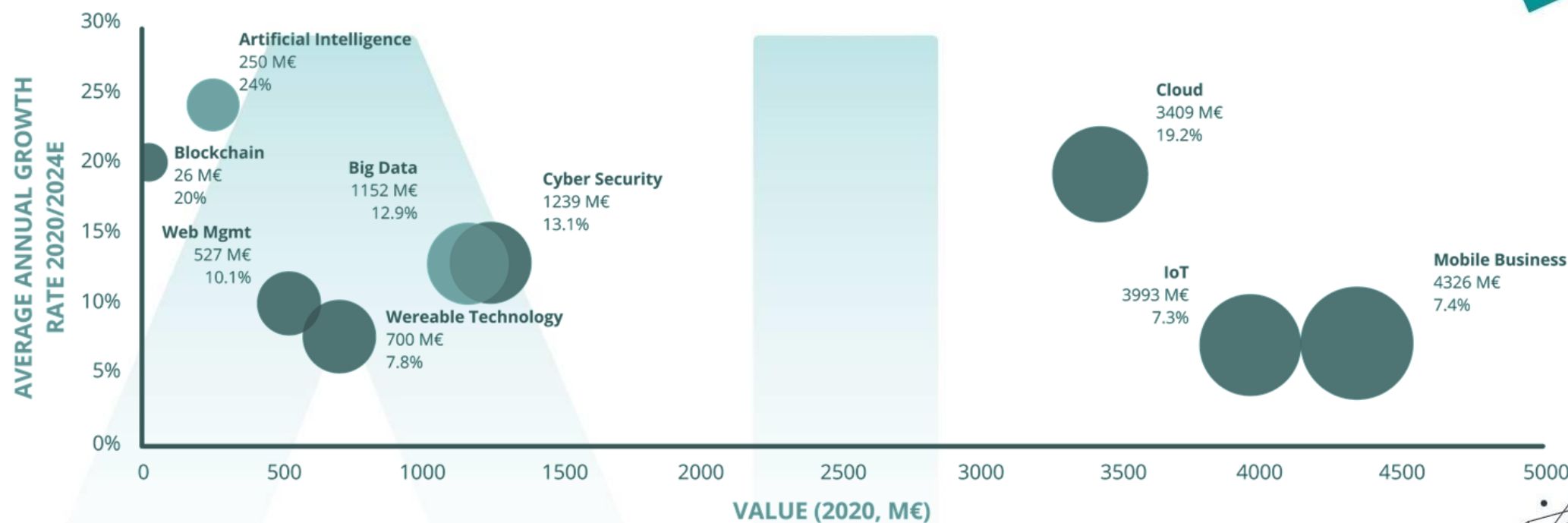
2020 business bonus for the **entire workforce** equal to **5% of EBIT**, fully paid after reaching an EBITDA \geq €2.3 m

Management



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

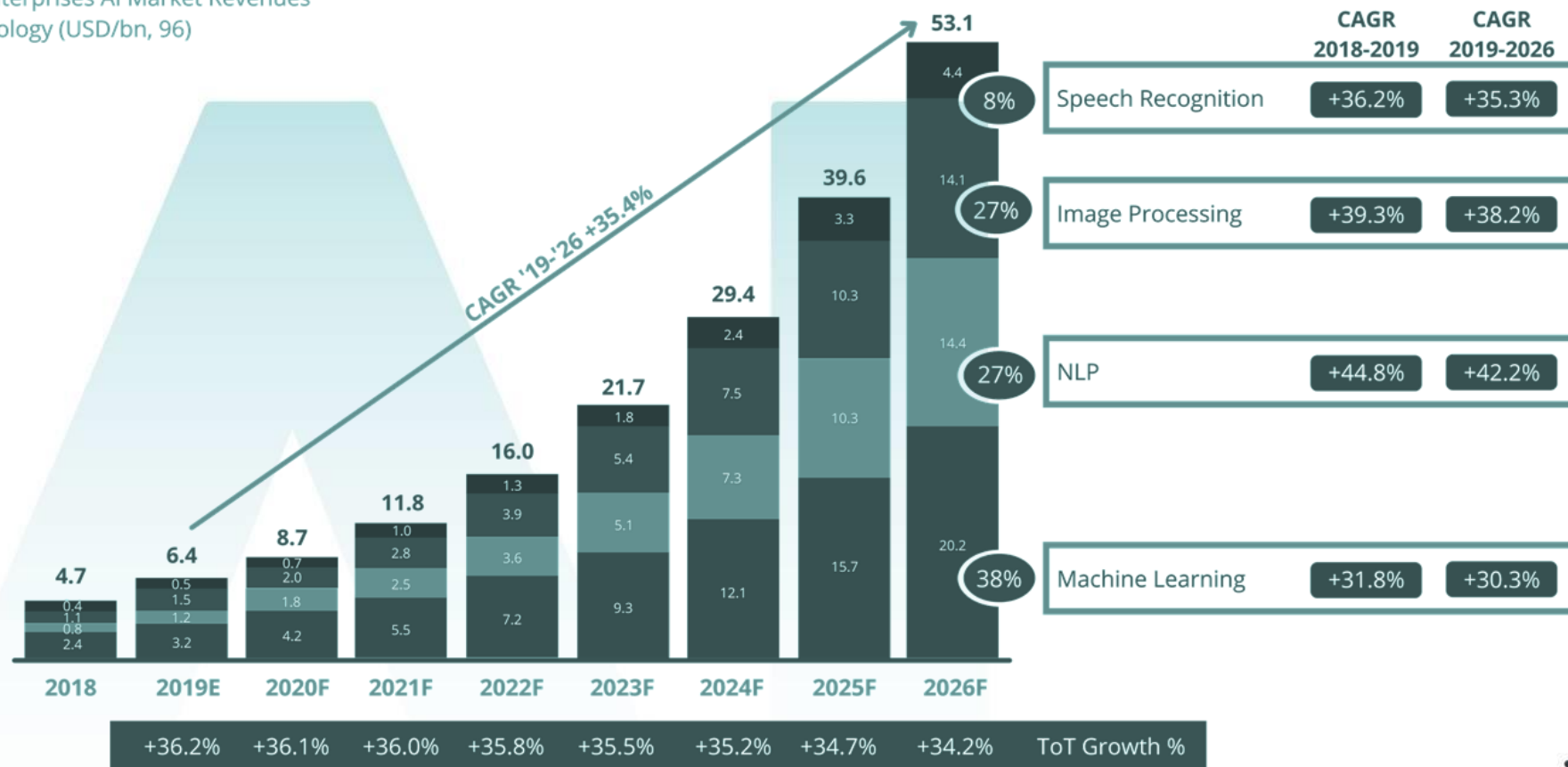
AI platforms «phenomenon»



AI platforms «phenomenon»

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

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



Legend: ● %on total Market Value



www.eviso.ai