



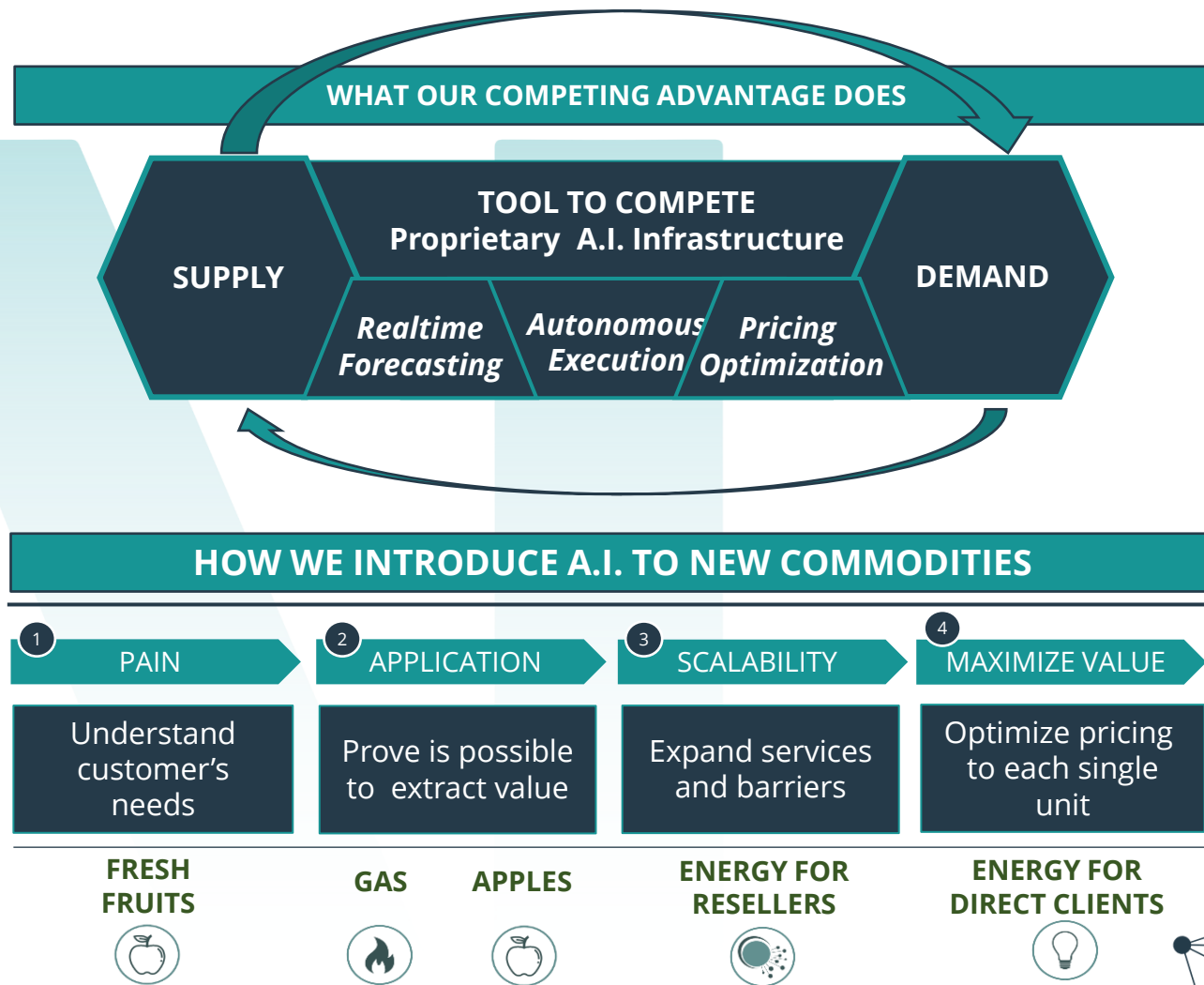
9<sup>th</sup> TP ICAP MIDCAP Conference  
11 May, 2022 – Pavillon Gabriel, Paris

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

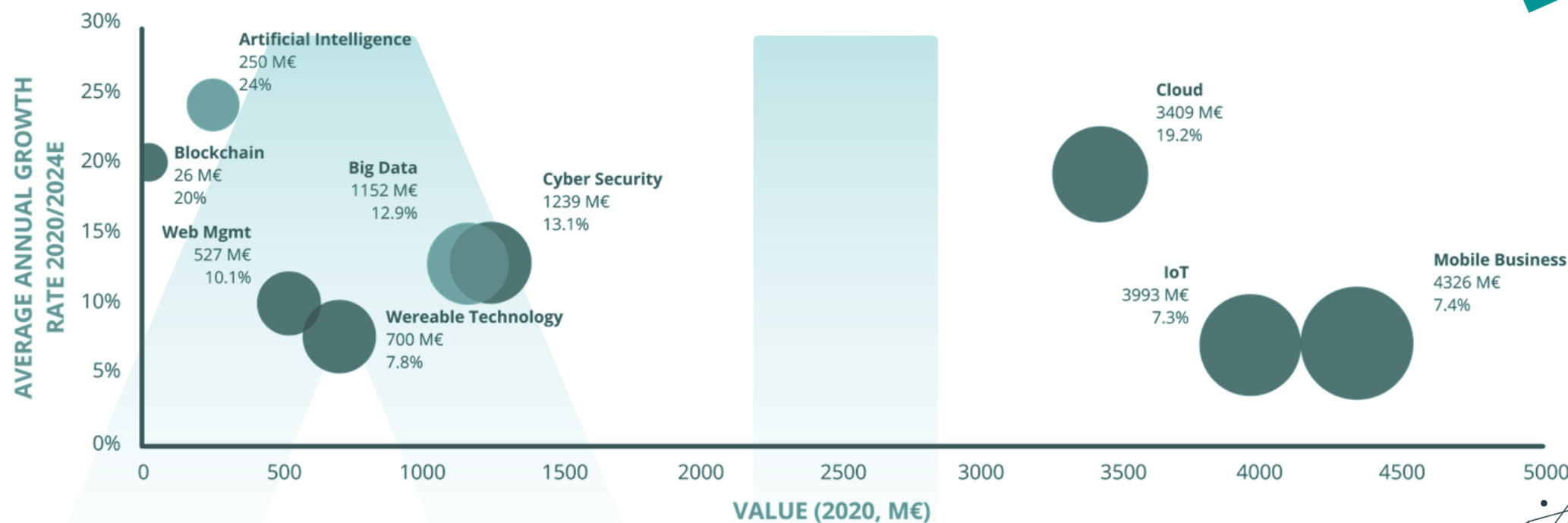


# eVISO at a glance

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



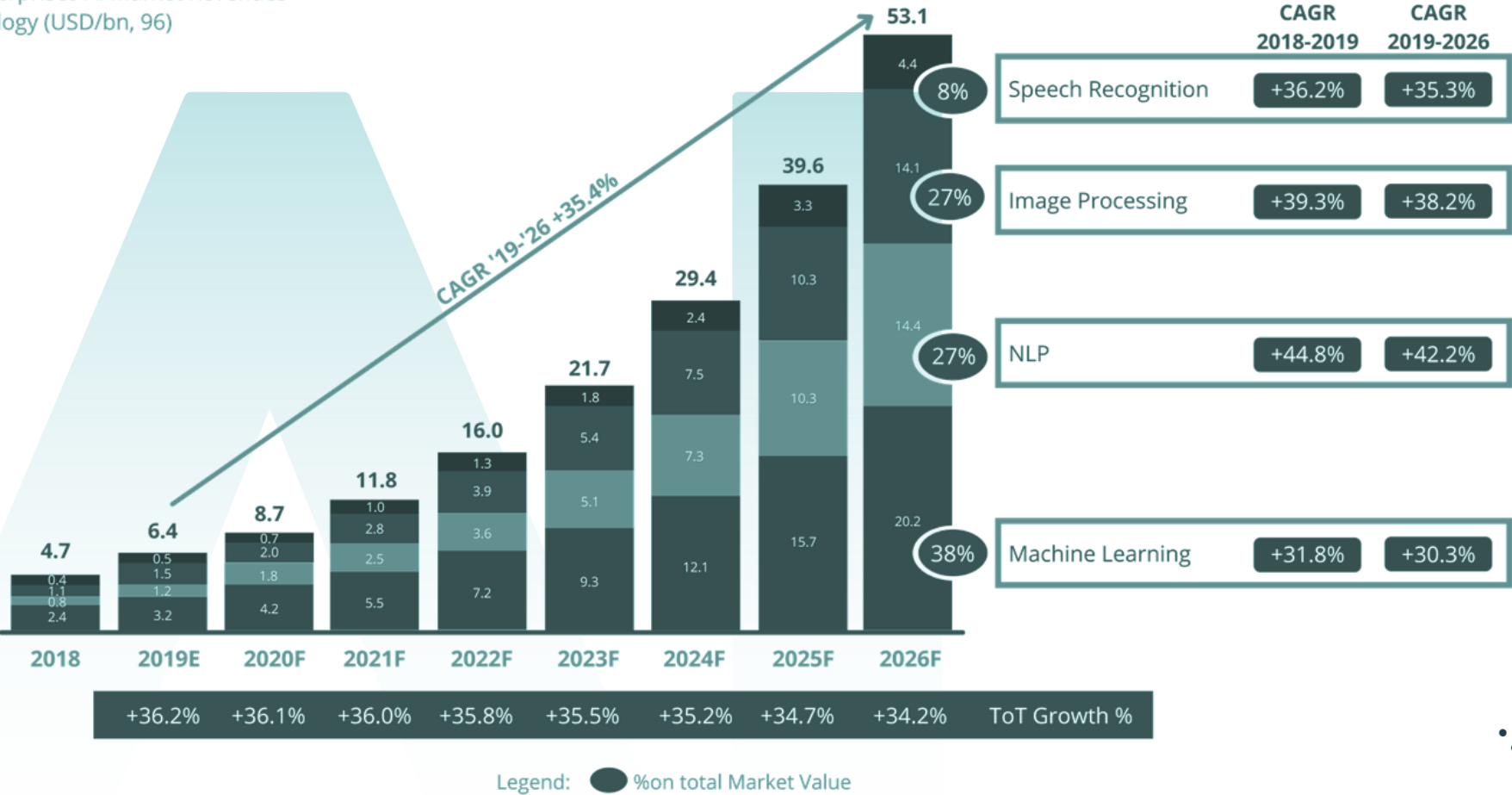
# AI platforms «phenomenon»



# AI platforms «phenomenon»

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

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



# 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

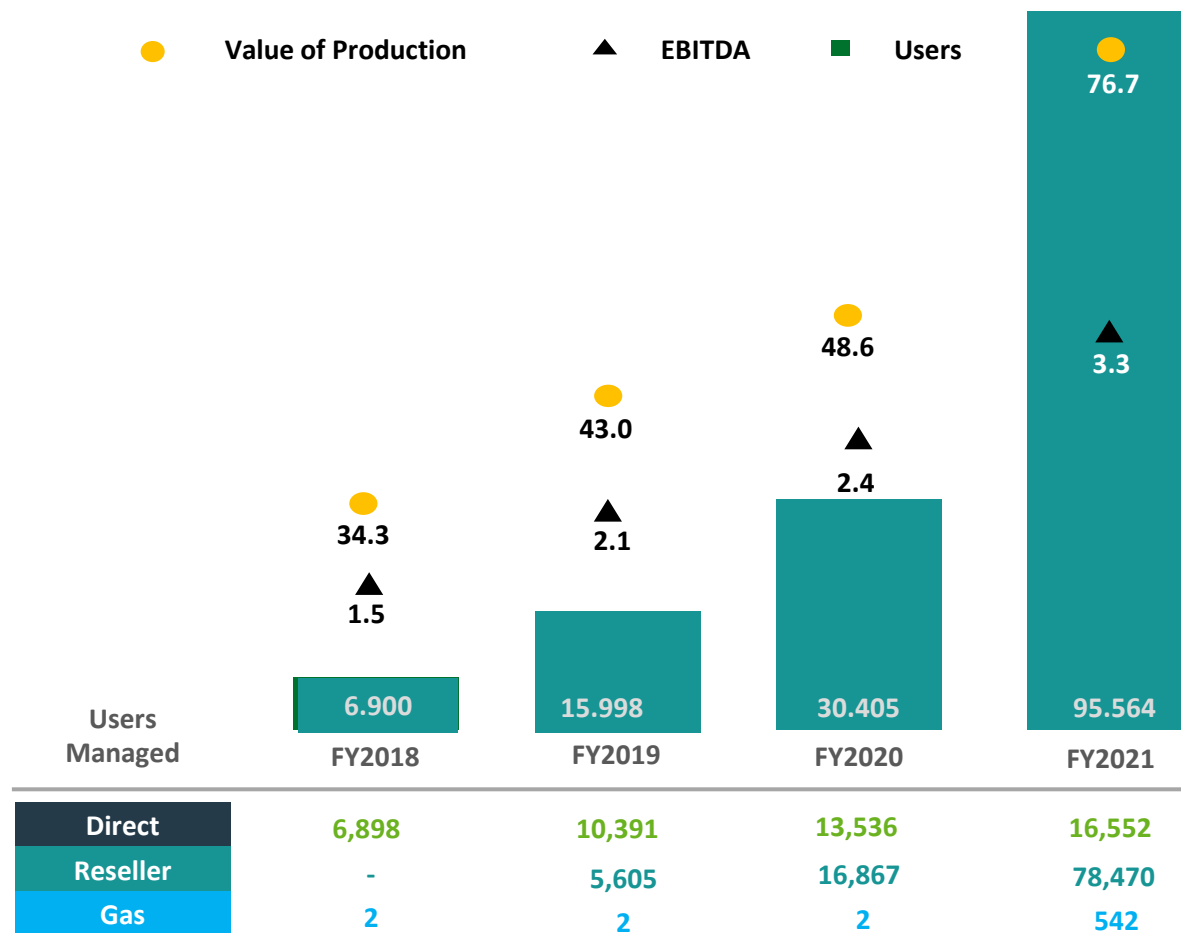
PRICING

- 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**

# Where we come from, where we want to go

- **eVISO has built its credibility in the energy market** and now the company wants to be the reference **big data platform for those who recurrently use raw materials**
- **eVISO is the owner of the data processing**, while the ownership of the data itself remains with the person generating them
- At the moment, for eVISO, **the acquisition of single points of usage with their associated user data** (whether PODs, PDRs, points of use of other utilities, etc.) has priority of importance
- **The data lake (of public and private information) is the mine that eVISO wants to dig ...**

## Strong Accelerated Growth in the energy market





# 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

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**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...

<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



# 2021 electricity key indicators

## FORECASTING

**29.9 Million**  
PREDICTIONS PER DAY

**1.2 Million**  
YEARLY TRADING BIDS

**24,862**  
VARIABLES USED

**39**  
RESELLERS SERVED

## EXECUTION

**211,004**  
INVOICES PER YEAR

**95,564**  
USERS SERVED

**5,576**  
FACE TO FACE SALES MEETINGS

**6,914**  
CUSTOMER SUPPORT SERVICES

## PRICING

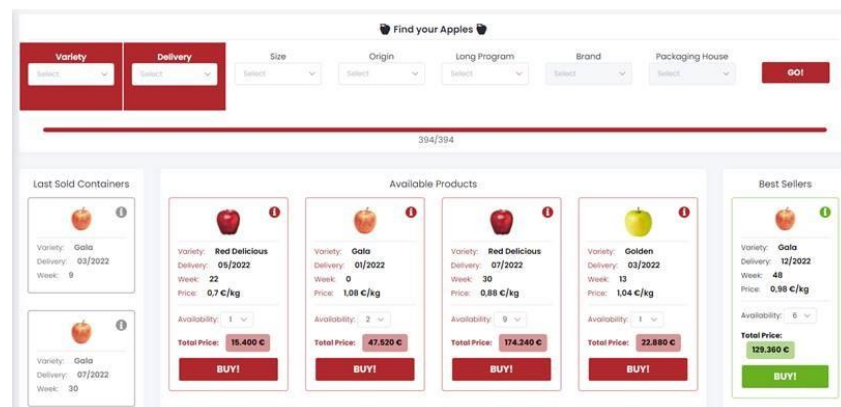
**411**  
DIFFERENT  
COMMERCIAL OFFERS

**89%**  
SUBSCRIPTION-BASED REVENUES

**95%**  
RETENTION RATE

**85 %**  
B2B REVENUES

# «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

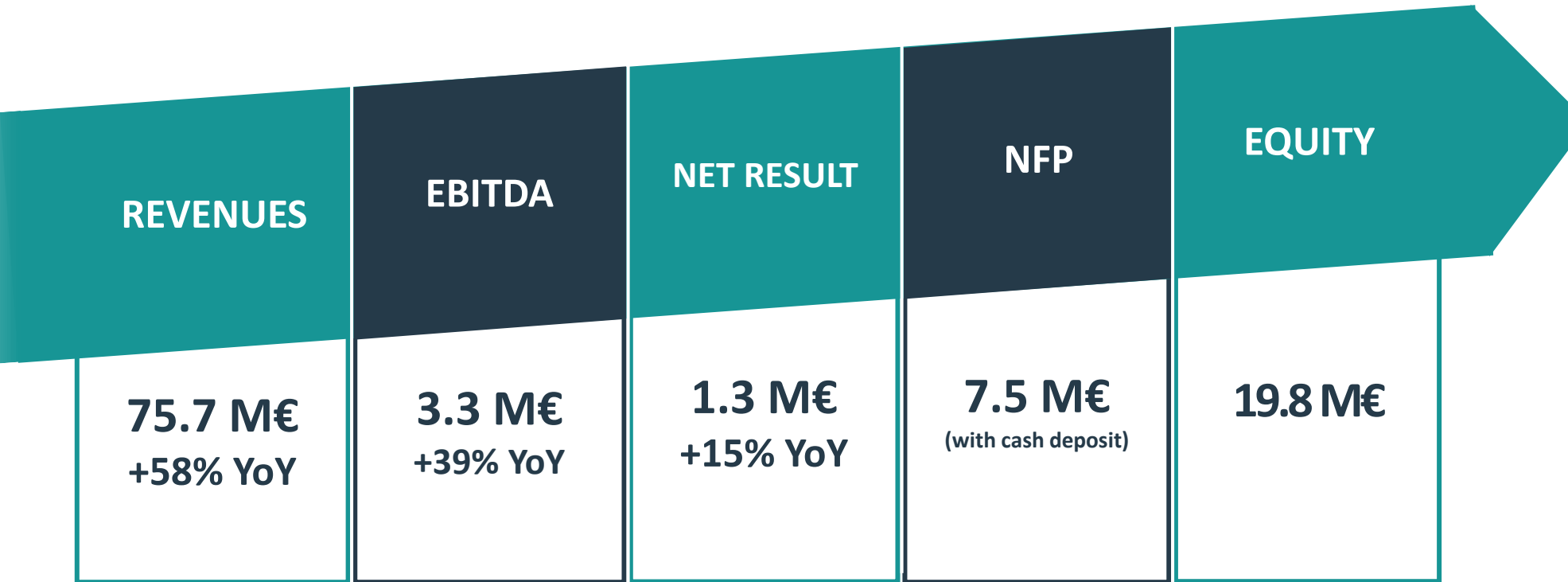
Prices in €/kg - details in Datasheet

- **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  
MARKET<sup>1</sup>

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

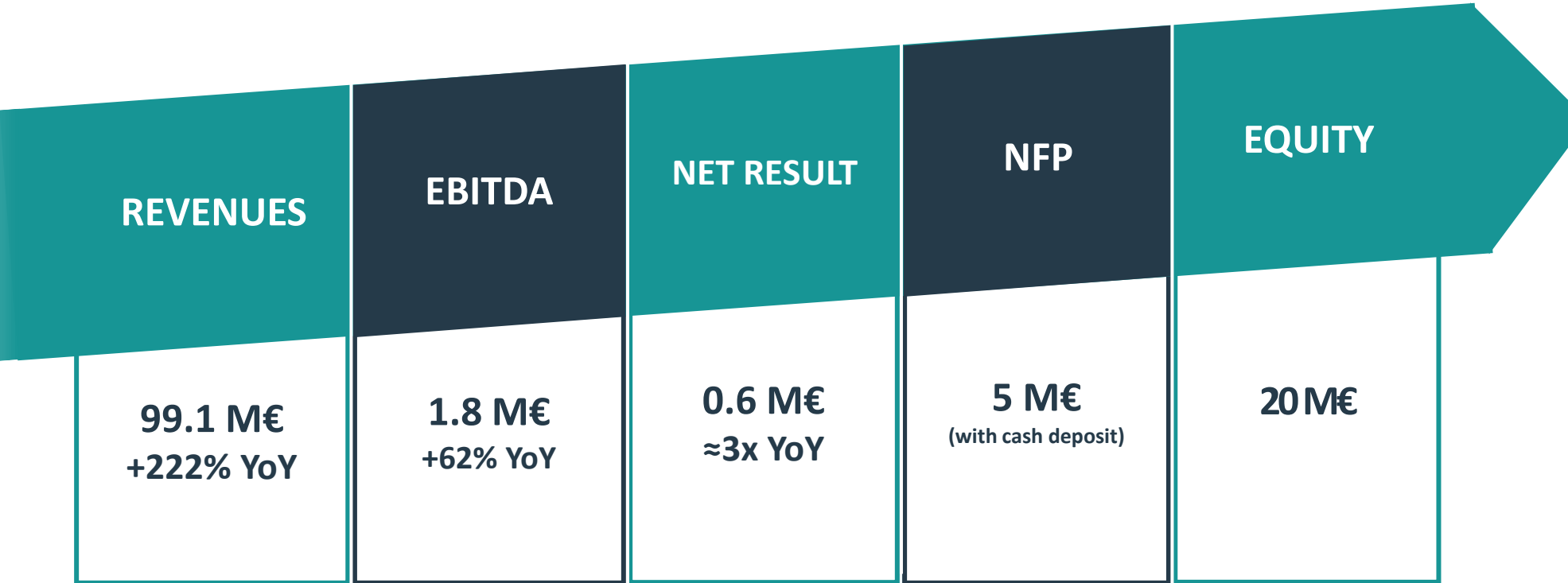
# FY 2021 key financial results



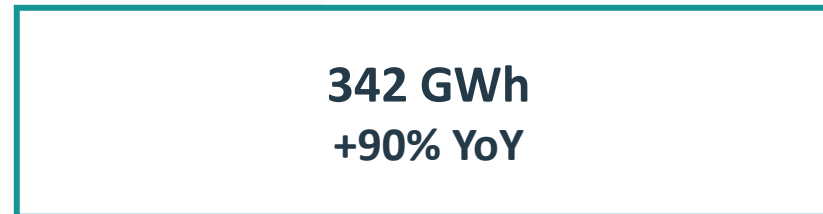
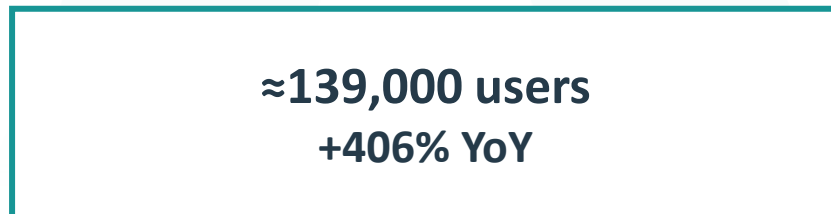
## USERS AND ENERGY CONSUMPTION



# 1H 2022 key financial results



## USERS AND ENERGY CONSUMPTION

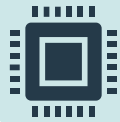




# Key takeaways



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

# Appendix



# 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

*Sales & Customer Care 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

# Growth in operational execution and capacity

Customer Excellence	FY 2021	FY 2020	YoY
Managed Users	95,564	30,405	214%
Power - Direct	16,552	13,536	22%
Power - Resellers	78,470	16,867	365%
Gas - Direct	542	N.M.	N.M.
Retention Rate	95.2%	95.5%	N.M.
Equivalent Contract Lifetime (Years)	20.9	22.1	N.M.
Customer Tickets	9,340	8,480	10%
Online Accesses	15,239	11,147	37%

Advanced Digital Processes [Millions]	Execution (Millions)				Capacity and Usage			
	FY 2021	FY 2020	Run Rate <sup>1</sup>	YoY	FY 2021		FY 2020	
Processed Bills	0.4	0.2	0.8	99%	36	1.1%	0.2	98%
Forecasted Values	10,900	3,600	25,300	203%	648,000	1.7%	32,000	11%
Market BIDs	1.22	0.73	1.52	67%	No Limit - Digital Supremacy			

<sup>1</sup>Note: based on June 2021

# Financial evolution FY 2021

	FY 2021	FY 2020	YoY
<b>SALES</b>	<b>76,702,850</b>	<b>48,567,777</b>	<b>57.9%</b>
Operating Expenses	-3,323,685	-2,507,912	32.5%
<b>EBITDA</b>	<b>3,261,117</b>	<b>2,351,196</b>	<b>38.7%</b>
<i>EBITDA (% on Sales)</i>	4.3%	4.8%	
<b>EBIT</b>	<b>2,112,237</b>	<b>1,660,608</b>	<b>27.2%</b>
<i>EBIT (% on Sales)</i>	2.8%	3.4%	
<b>NET INCOME</b>	<b>1,326,937</b>	<b>1,159,102</b>	<b>14.5%</b>

## 1H 2022

	1H 2022	1H 2021	YoY
<b>SALES</b>	<b>99,110,937</b>	<b>30,799,934</b>	<b>n.m.</b>
Operating Expenses	-97,258,317	-29,646,064	n.m.
<b>EBITDA</b>	<b>1,852,620</b>	<b>1,153,870</b>	<b>62%</b>
<i>EBITDA (% on Sales)</i>	1.9%	3.7%	
<b>EBIT</b>	<b>992,057</b>	<b>450,642</b>	<b>n.m.</b>
<i>EBIT (% on Sales)</i>	1.0%	1.5%	
<b>NET INCOME</b>	<b>603,204</b>	<b>226,853</b>	<b>n.m.</b>

- **EBITDA** at 3,261 k€:  
 + 12 people to refine the human structure of eVISO platform  
 + administrative and legal costs for stock exchange listing  
 + one off payment legal cost for the settlement agreement with Revolute S.r.l. and Startup Service S.r.l.
- **Adj EBIT** at 3% which not involved the capital loss of 193,202 € for the disposal of the equity investment in Revolute S.r.l.
- **Net Income** at 1,327 k€, +15% vs FY 2020
- **Adj Net Result** at 1,520 k€, +31% vs FY 2020

# Revenues by segment FY 2021

Revenues [m€]a	FY 2021	FY 2020	YoY
Electricity – Direct	39.7	33.6	18%
Electricity – Reseller	28.2	8.0	N.M.
Gas – Direct	0.1	0.0	N.M.
Accessory Services & Big Data	1.2	0.8	58%



**Electricity – Direct:** +18% of revenues, thank to a solid digital and face to face commercial activity.



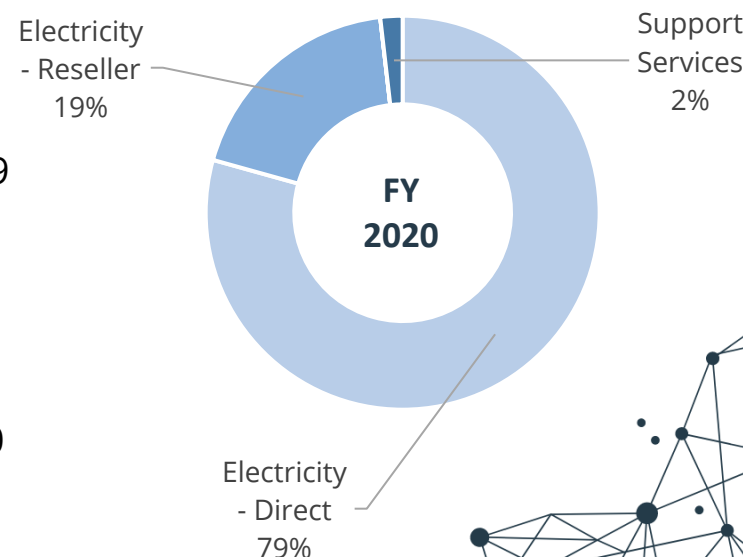
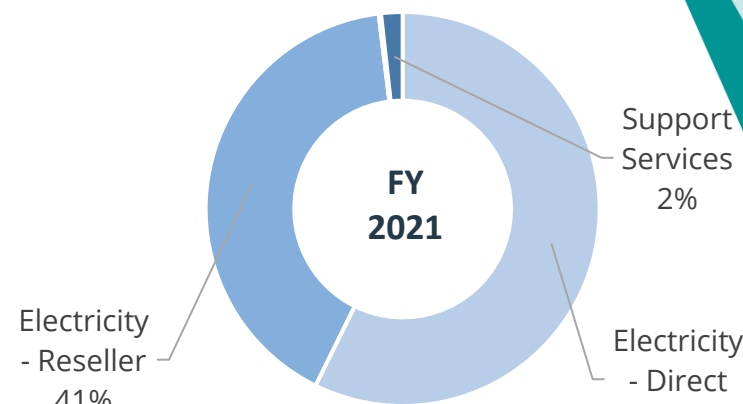
**Electricity – Reseller:** Outstanding +254% growth in FY 2021, 39 other energy operators served.



**Gas – Direct:** Sales activities began October 2020, 133 k€ revenues.

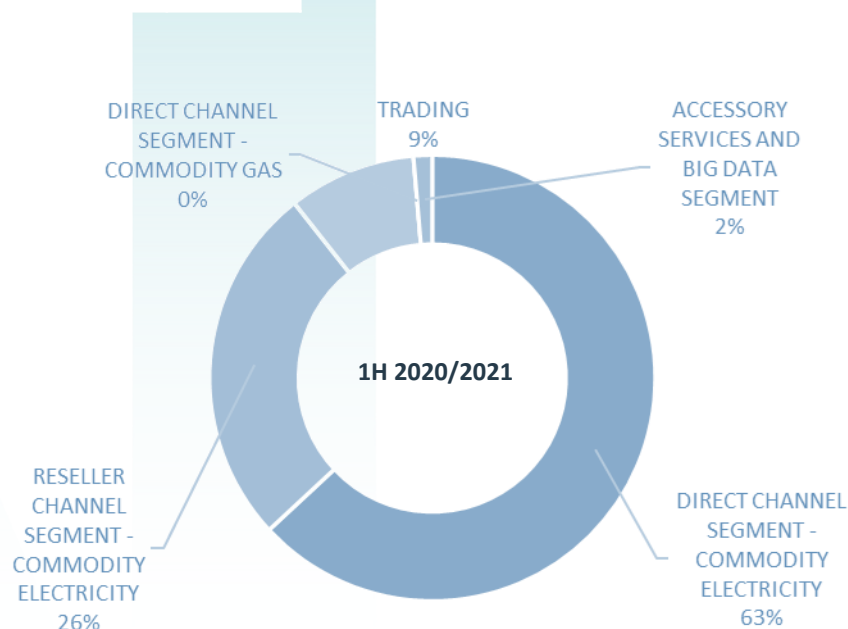
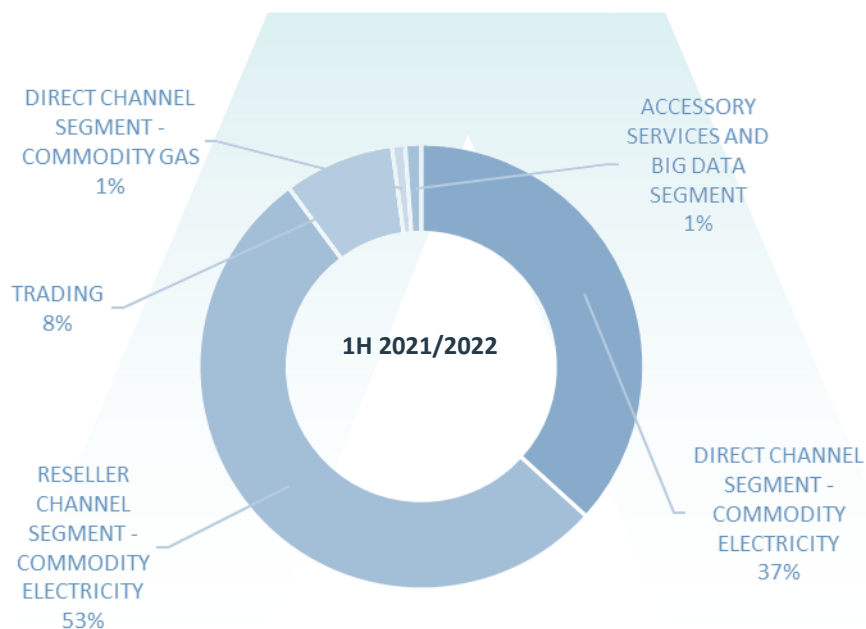


**Accessory Services & Big Data:** +58% of revenues, nearly 7,000 customer care services in 1 year.



# Revenues by segment 1H 2022

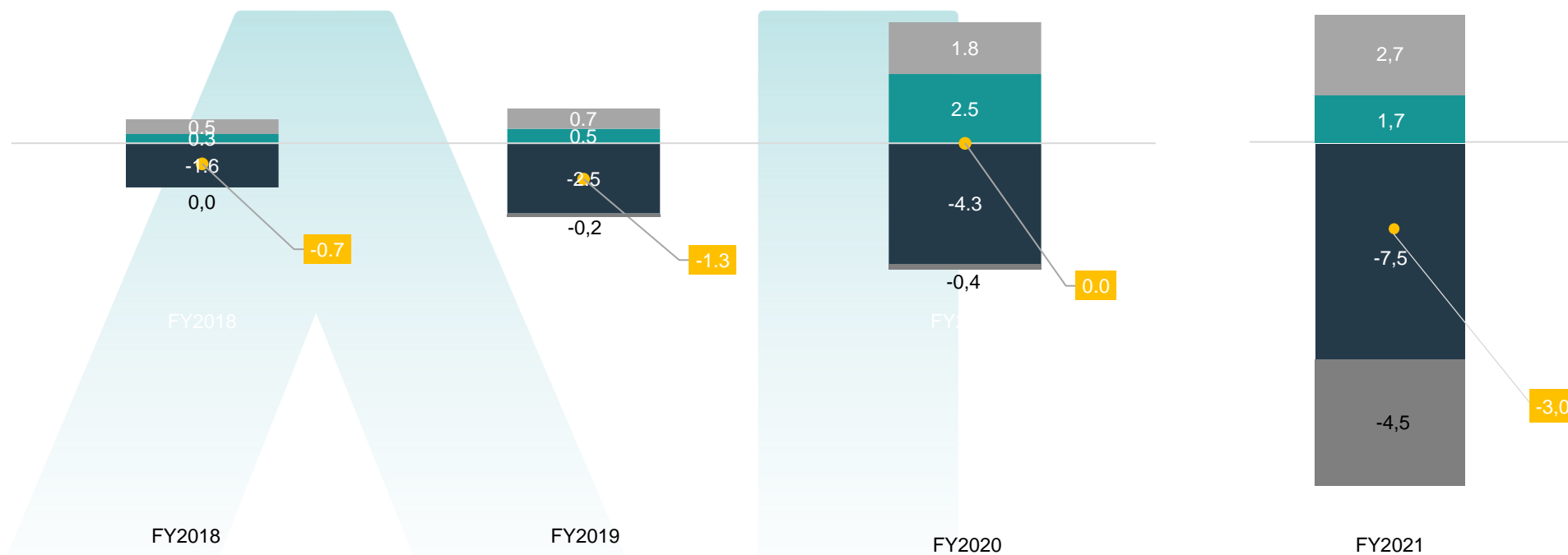
Revenues [m€]	1H 2021/2022	1H 2020/2021	YoY
<b>Electricity – Direct</b>	36.4	19.4	87%
<b>Electricity – Reseller</b>	52.6	8.1	N.M.
<b>Gas – Direct</b>	0.9	0.0	N.M.
<b>Accessory Services &amp; Big Data</b>	1.1	0.4	N.M.





# Net Financial Position FY 2021

■ ST Financial Debt ■ MLT Financial Debt ■ Cash ● Net Financial Position Cash Deposit ●





# Governance

## BOARD OF DIRECTORS

Gianfranco Sorasio	President & CEO
Mauro Bellino Roci	CEO
Joao Cordovil Wemans	Director
Roberto Vancini	Independent Director
Antonio Di Prima	Independent Director

## BOARD OF STATUTORY AUDITORS

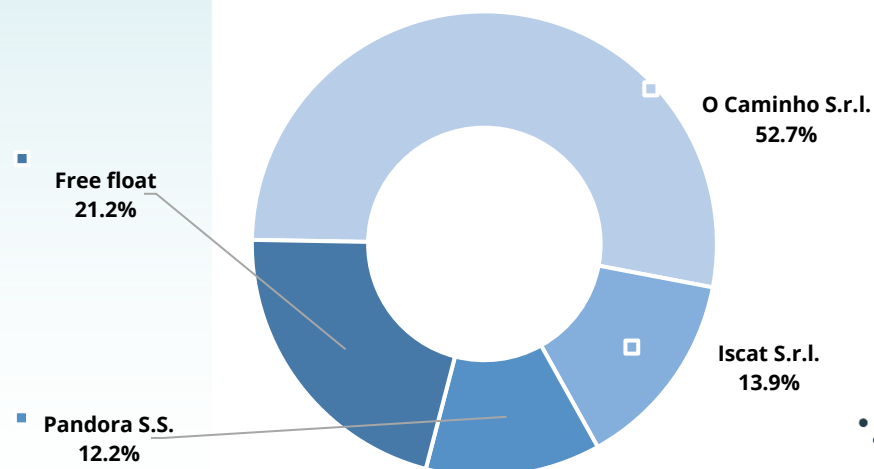
Roberto Schiesari	Chairman
Stefania Borgognone	Regular Statutory Auditor
Maurizio Tagliano	Regular Statutory Auditor
Gianluca Pavanello	Alternate Statutory Auditor
Barbara Imbimbo	Alternate Statutory Auditor

## SHARE PERFORMANCE YTD 2022



<i>IPO date</i>	<i>Issuing price</i>	<i>Closing price 06 Mag 22</i>	<i>Mkt. Cap. 06 Mag 22</i>	<i>% from IPO</i>
30 dec. 20	1.75 €	2.45 €	≈60 € mn	≈+40

## SHAREHOLDERS<sup>1</sup>



<sup>1</sup>Note: percentages post-full exercise of the greenshoe option

# Contacts

<https://eviso.ai/en/investor-relations/>

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