ALGO EFFICIENCY FOR COMMODITIES

eviso

Italian Stock Market Opportunities

30.09.2021

ALGO EFFICIENCY FOR COMMODITIES
eVISO

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

Production incentive scheme

Workforce

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

Management

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

RESULTS

REVENUES	EBITDA	NET RESULT	NFP	EQUITY
75,7 €m +58% YoY	3,3 €m +39% YoY	1,3 €m +15% YoY	7,5 €m (with cash deposit)	19,8 €m +571% YoY

USERS AND ENERGY CONSUMPTION

95.564 users
+214% YoY

416 GWh
+53% YoY

HIGHLIGHTS

The **Value of production** amounted to € 76,7 million, up 57,9% compared to the period July 20-June 2021.

Revenues amounted to € 75,7 million, an increase of 58,4% compared to the the period July 20-June 2021, thanks to the significant growth of the electricity segment in the Reseller channel. Indeed, in the 12-month period ended June 2021, there was an increase of revenues from Resellers up 254%

The Company achieved a **gross operating margin (EBITDA)** of € 3,3 million, reporting a 39% growth YoY and a 4,3% EBITDA margin.

The **Net Result**, which amounts to € 1,3 million, reporting a +14,5% growth YoY

The **Net Financial Position** (with cash deposit) was positive by € 7,5 million compared with € 0,5 million as of June 2020 and €7,9 millions as of December 2020. This performance from june 2020 reflects the increase in cash and cash equivalents after the capital increase made at the time of the IPO. Cash and cash equivalents amount to € 12 million compared with € 4,8 million as of June 2020.

Shareholders' Equity amounted to € 19,8 million, rising from € 2,9 million of June 2020.

The **Board of Directors** will propose to the Shareholders' Meeting 2021, the **distribution of an ordinary dividend**, gross of taxes, equal to 1,6 euro cents earning per share, for a maximum total amount of Euro 394.586.

KEY INDICATORS – FY 2021

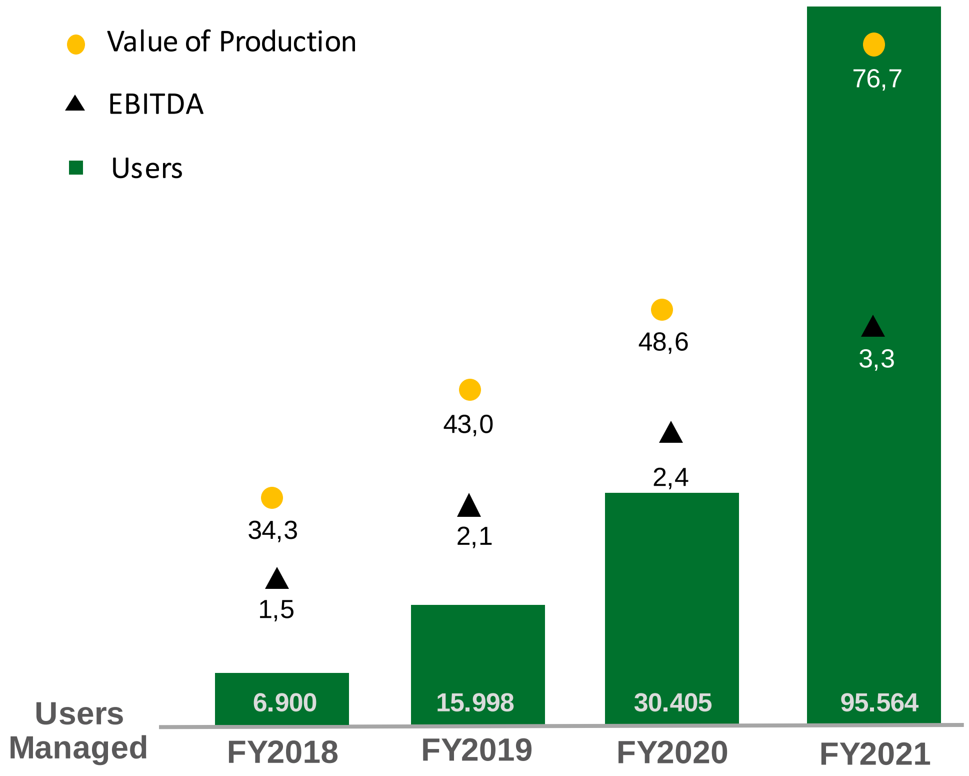
FORECASTING	EXECUTION	PRICING
29,9 Million PREDICTIONS PER DAY	**211.004** INVOICES PER YEAR	**411** DIFFERENT COMMERCIAL OFFERS
1,2 Million YEARLY TRADING BIDS	**95.564** USERS SERVED	**89%** SUBSCRIPTION-BASED REVENUES
24.862 VARIABLES USED	**5.576** FACE TO FACE SALES MEETINGS	**95%** RETENTION RATE
39 RESELLERS SERVED	**6.914** CUSTOMER SUPPORT SERVICES	**85 %** B2B REVENUES

EVISO AT A GLANCE

Fast Expansion Pipeline

1 "PAIN"	2 APPLICATION	3 SCALABILITY	4 MAXIMIZE VALUE
Understanding Customer's needs...	...and how to extract value	Testing few customers, expanding services and raising barriers	Optimizing pricing to each single unit
Precious Metals	Gas Apple Wheat	Energy for Reseller	Energy for Direct Clients

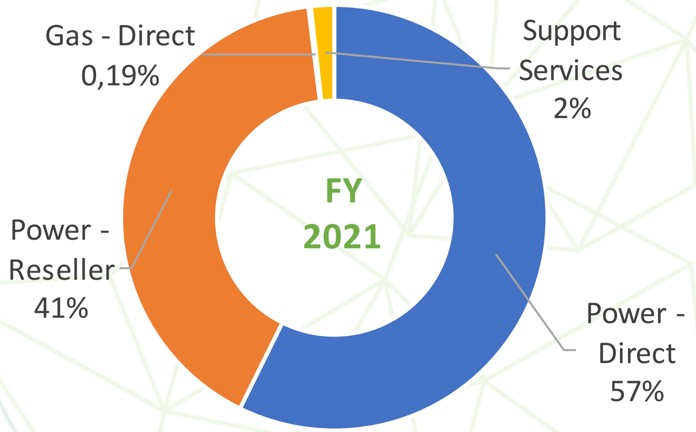
Strong Accelerated Growth



	FY2018	FY2019	FY2020	FY2021
Direct	6.898	10.391	13.536	16.552
Reseller	-	5.605	16.867	78.470
Gas	2	2	2	542

REVENUES BY SEGMENT

Revenues [k€]	FY 2021	FY 2020	Var%
Power - Direct	39.690	33.590	18%
Power - Reseller	28.228	7.984	254%
Gas - Direct	133	N.A.	N.A.
Support Services	1.217	771	58%

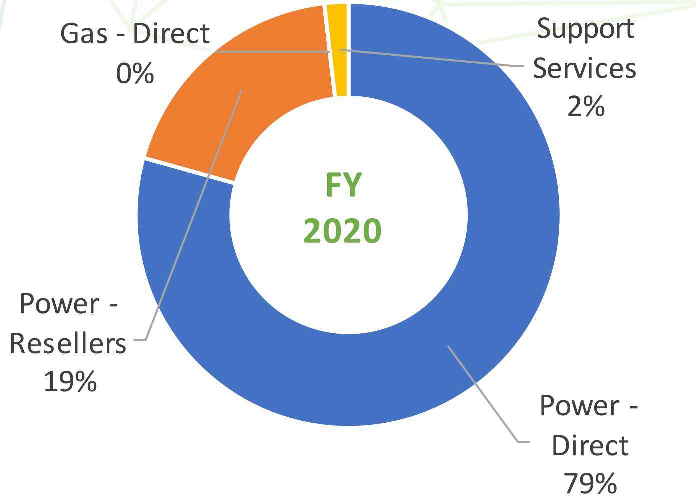


Power - Direct: +18% of revenues, thank to a solid digital and face to face commercial activity.

Power - Reseller: Outstanding +254% growth in FY 2020/2021, 39 other energy operators served.

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

Support Services: +58% of revenues, nearly 7.000 customer care services in 1 year.



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GROWTH IN OPERATIONAL EXECUTION AND CAPACITY

Customer Excellence	FY 2021	FY 2020	*Y to Y*
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.A.*	*N.A.*
Retention Rate	95,2%	95,48%	*N.A.*
Equivalent Contract Lifetime (Years)	*20,9*	*22,1*	*N.A.*
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*	*Y to Y*	FY 2021		FY 2020	
Processed Bills	0,4	0,2	0,8	*99%*	36	*1,1%*	0,2	*98,3%*
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			

* based on June 2021

FINANCIAL EVOLUTION

	FY2021	FY2020	var%
REVENUES	**76.702.850**	**48.567.777**	**57,93%**
Operating expenses	-3.323.685	-2.507.912	32,53%
EBITDA	**3.261.117**	**2.351.196**	**38,70%**
EBITDA (% on Sales)	4,25%	4,84%	-12,18%
EBITDA (% on GM)	49,52%	48,39%	2,35%
EBIT	**2.112.237**	**1.660.608**	**27,20%**
EBIT (% on Sales)	2,75%	3,42%	-19,46%
EBIT (% on GM)	32,08%	34,18%	-6,14%
EBIT Adj	2.305.439	1.660.608	38,83%
EBIT Adj (% on Sales)	3,01%	3,42%	-12,09%
EBIT Adj (% on GM)	35,01%	34,18%	2,45%
NET INCOME	**1.326.937**	**1.159.102**	**14,48%**
Net Income (% on Sales)	1,73%	2,39%	-27,51%
Net Income (% on GM)	20,15%	23,85%	-15,52%
Adj Net Income	1.520.139	1.159.102	31,15%
Adj Net Income (% on Sales)	*1,98%*	*2,39%*	*-16,96%*
Adj Net Income (% on GM)	*23,09%*	*23,85%*	*-3,22%*

- **OPERATING EXPENSES** at 3.261 k€:

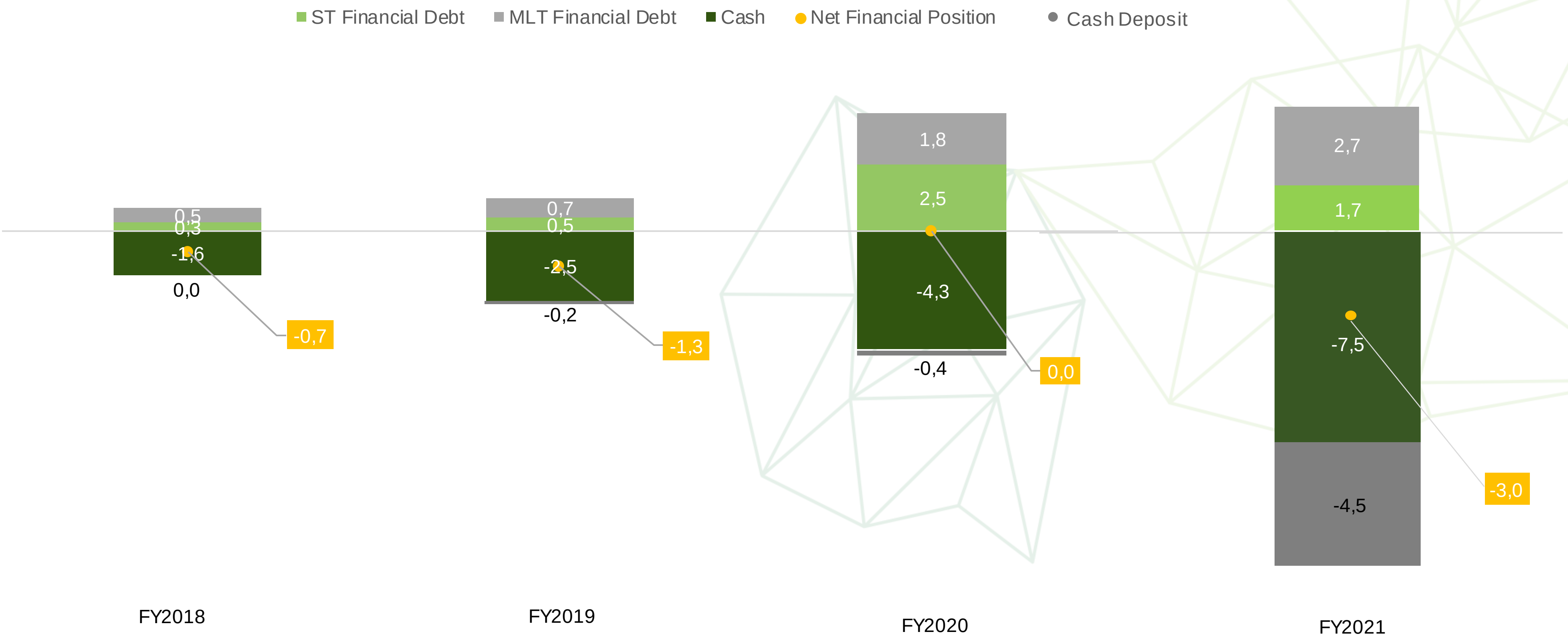
  + 12 people to refine the human structure of Eviso platform;

  + administrative and legal costs for stock exchange listing

  + one off payment legal cost for the settlement agreement with Revoluce S.r.l. and Stantup Service S.r.l.

- **Adj EBIT** at 3% which not involved the capital loss of 193.202 euro for the disposal of the quity investment in Revoluce S.r.l.
- **Net Result** at 1.326 k€, +14,48% vs FY2020
- **Adj Net Result** at 1.520 k€, +31% vs FY2020

NET FINANCIAL POSITION



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