

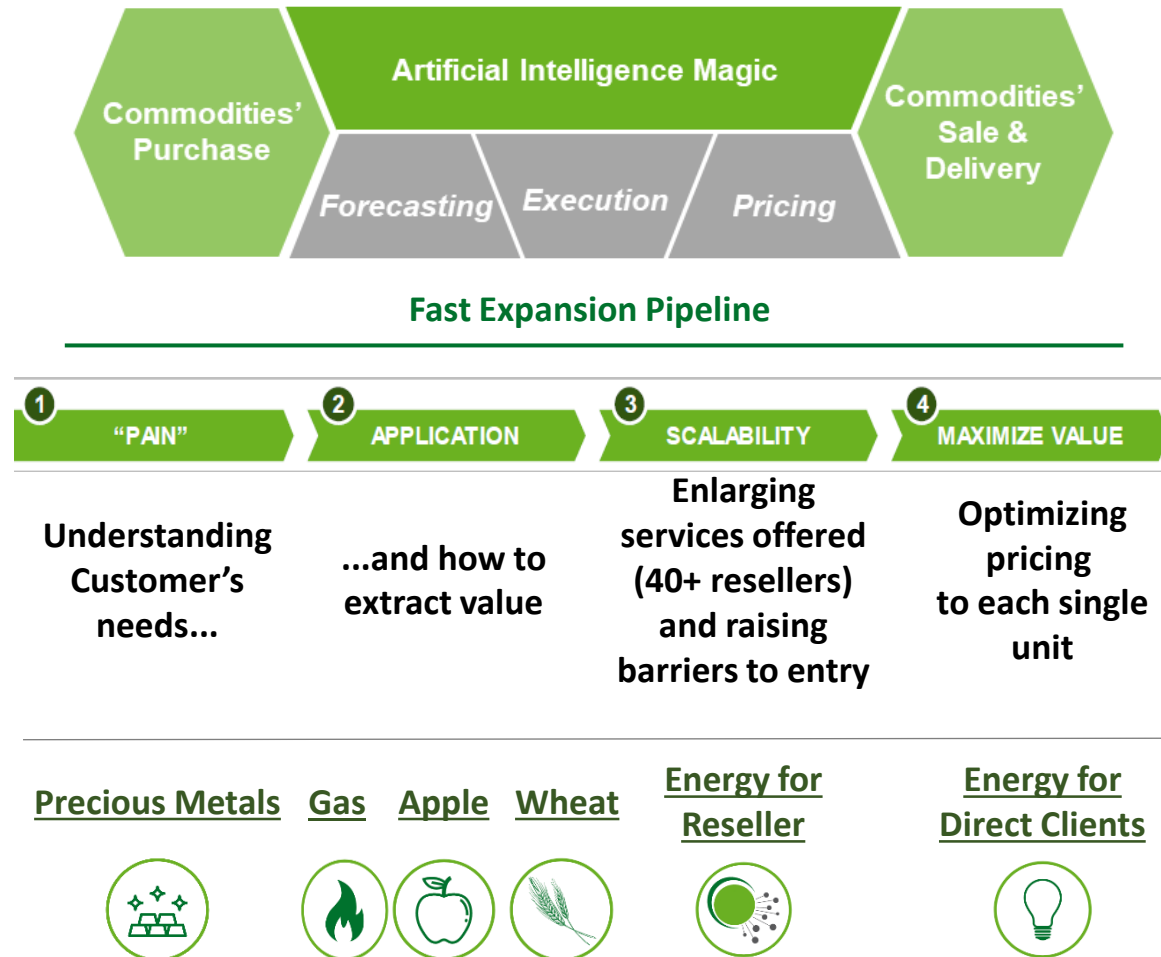
ALGO  
EFFICIENCY FOR  
COMMODITIES

eVISO

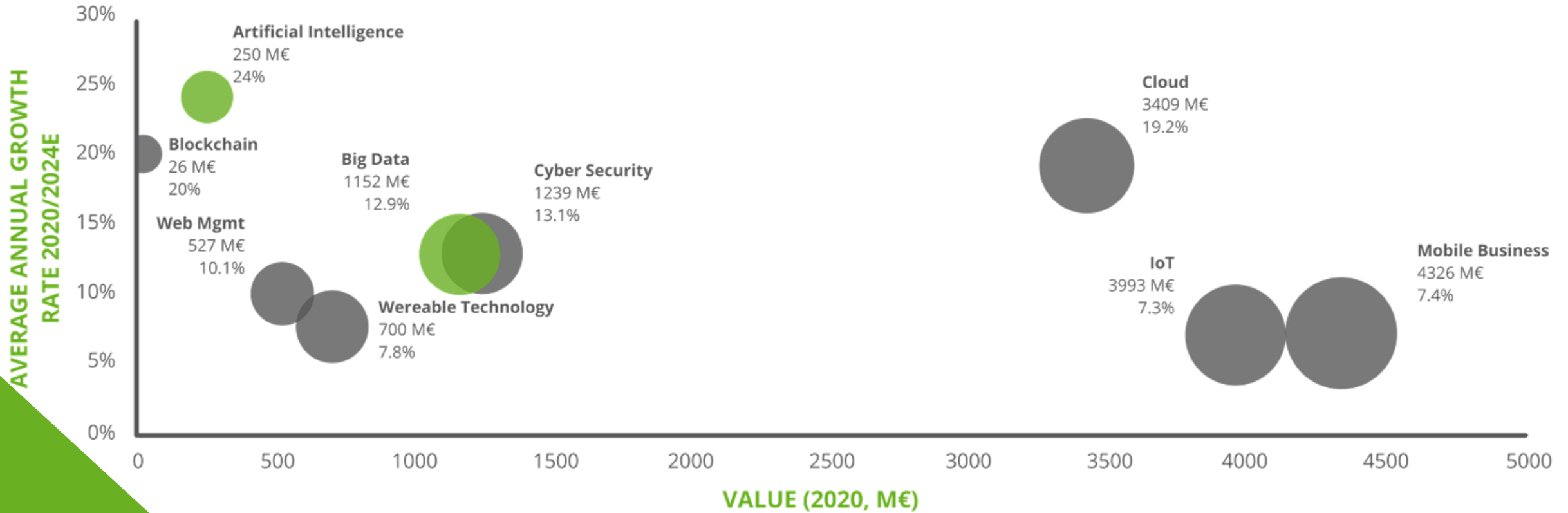
## **ITALIAN STOCK MARKET OPPORTUNITIES, PARIS 2022**

Friday, 04 Feb.

***eVISO IS AN ARTIFICIAL INTELLIGENCE PLATFORM THAT CREATES VALUE IN THE PHYSICAL COMMODITIES MARKETS***



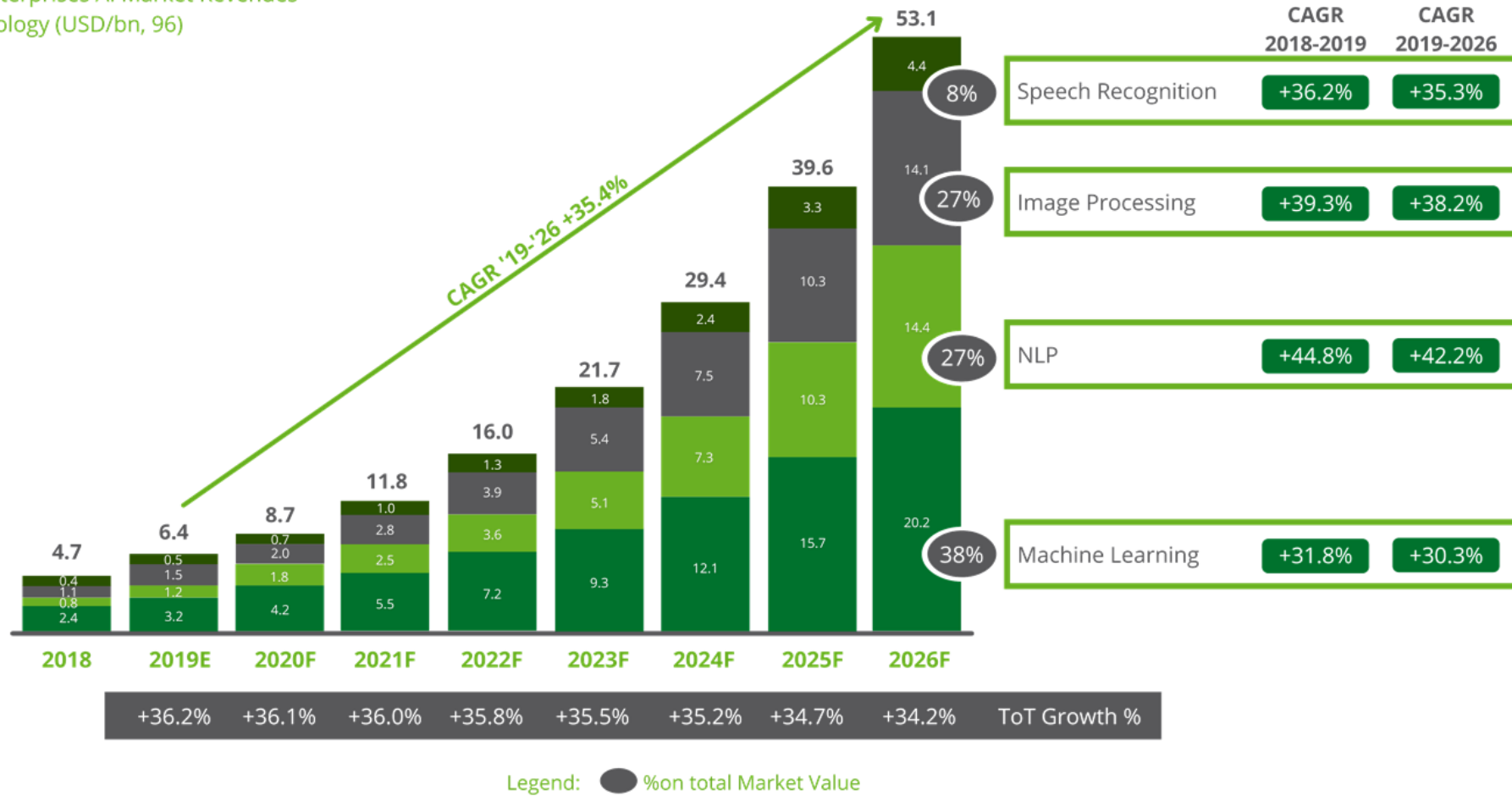
## AI PLATFORMS "PHENOMENON"



## AI PLATFORMS "PHENOMENON"

### AI Industry - Market cagr growth by technology over 2018-2026e

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



Source: company elaboration on PWC research

## 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

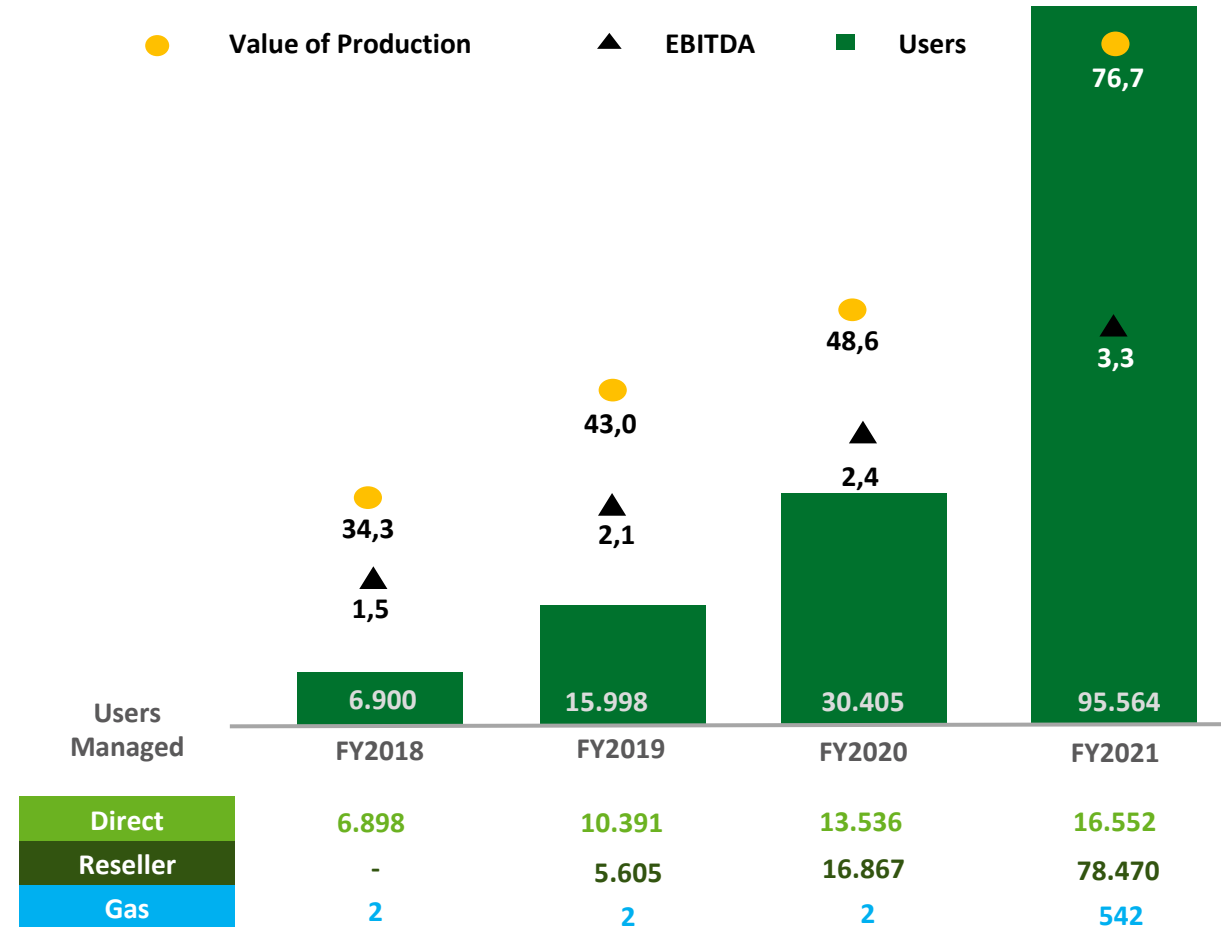
EXECUTION

PRICING

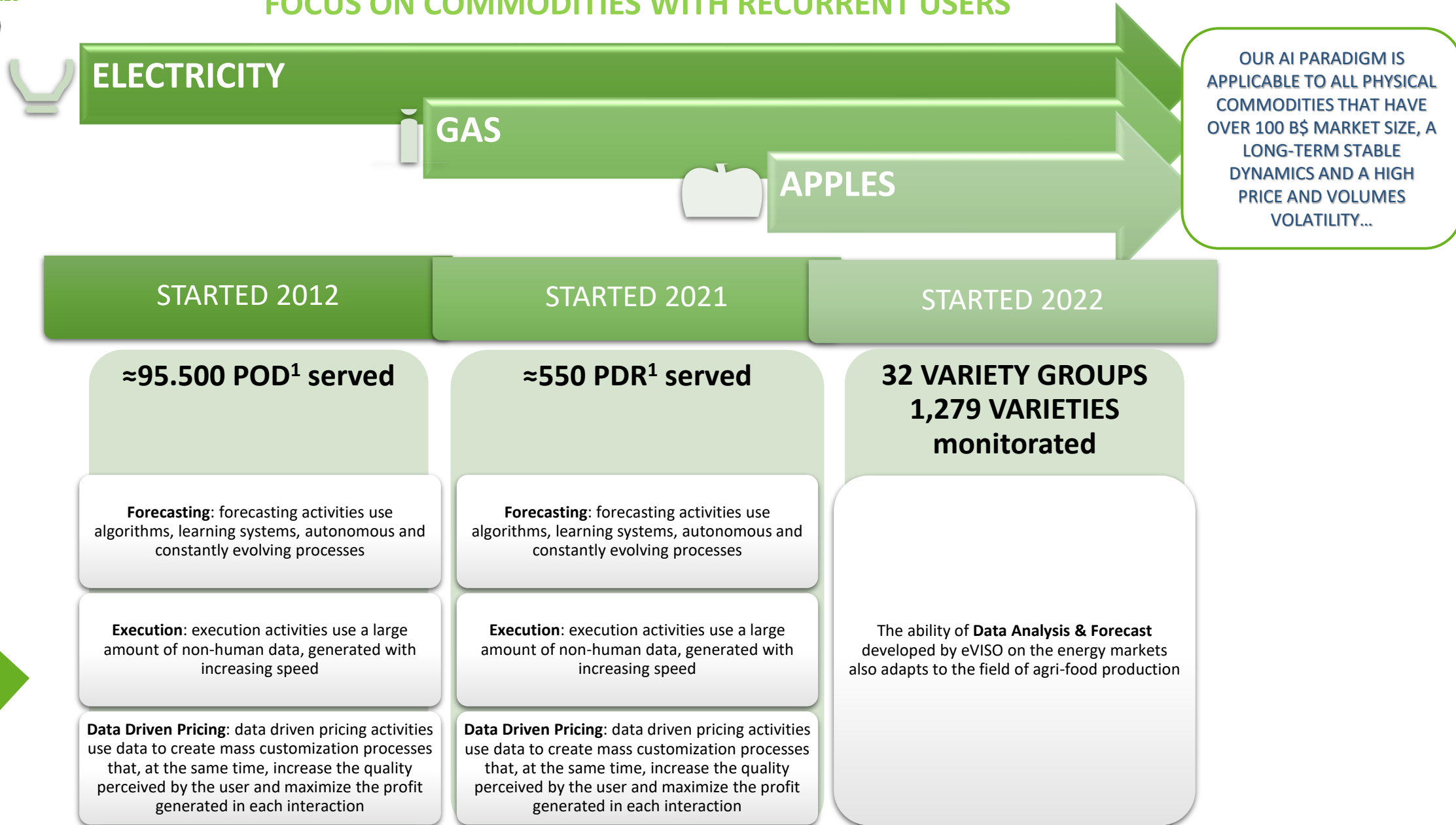
- We **collect, cluster and analyze Big Data** through an **automated proprietary AI platform**
- We **analyze** automatically **billions of data** to elaborate **forecasts** to be applied on both demand and supply sides **optimizing volume and pricing**

- 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



## FOCUS ON COMMODITIES WITH RECURRENT USERS



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 RECURRENT USERS



**ELECTRICITY**

**GAS**



**APPLES**

STARTED 2012



**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

STARTED 2021



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

STARTED 2022



**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

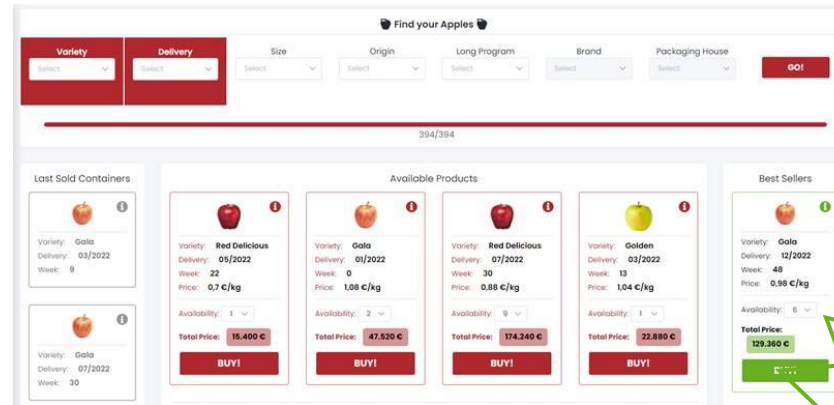
**411**  
DIFFERENT  
COMMERCIAL OFFERS

**89%**  
SUBSCRIPTION-  
BASED REVENUES

**95%**  
RETENTION RATE

**85 %**  
B2B REVENUES

## "SMARTMELE" KEY INDICATORS



Price Forecast

Apple Variety: Gala

Standard SmartMele Price Forecast

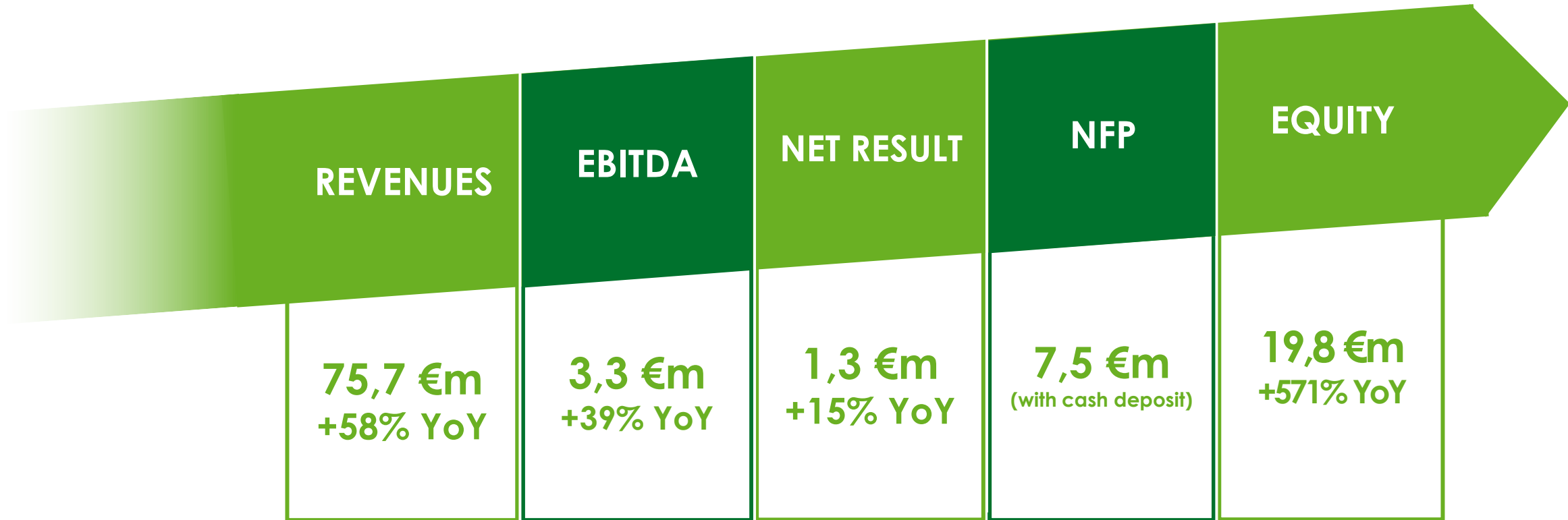
DELIVERY MONTH	ASK PRICE	BID PRICE
2022-01	0,84	0,91
2022-02	0,88	0,91
2022-03	0,88	0,91
2022-04	0,79	0,96
2022-05	0,84	0,91
2022-06	0,82	0,96

Prices in €/kg - details in Datasheet

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

- **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.

## 2021 KEY FINANCIAL RESULTS



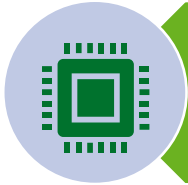
## USERS AND ENERGY CONSUMPTION



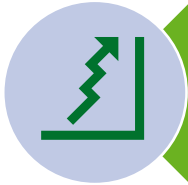
## KEY TAKEAWAYS



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

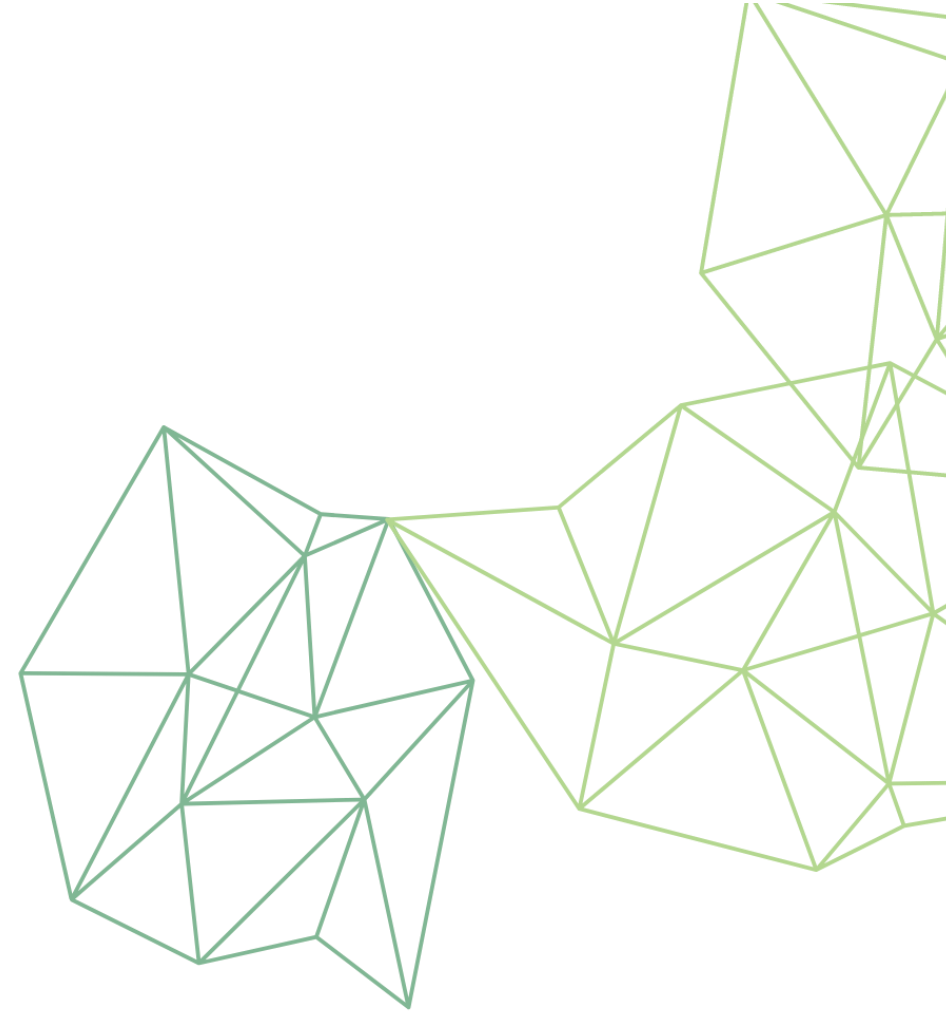


**Expanding** into high potential and very large global commodities market



Add-on coming from diversification

## APPENDIX



## 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  $\geq$  €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 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>	4.25%	4.84%	
<i>EBITDA (% on Gross Margin)</i>	49.52%	48.39%	
<b>EBIT</b>	<b>2,112,237</b>	<b>1,660,608</b>	<b>27.2%</b>
<i>EBIT (% on Sales)</i>	2.75%	3.42%	
<i>EBIT (% on GM)</i>	32.08%	34.18%	
<b>EBIT Adj</b>	<b>2,305,439</b>	<b>1,660,608</b>	<b>38.8%</b>
<i>EBIT Adj (% on Sales)</i>	3.01%	3.42%	
<i>EBIT Adj (% on GM)</i>	35.01%	34.18%	
<b>NET INCOME</b>	<b>1,326,937</b>	<b>1,159,102</b>	<b>14.5%</b>
<i>Net Income (% on Sales)</i>	1.73%	2.39%	
<i>Net Income (% on GM)</i>	20.15%	23.85%	
<b>Adj Net Income</b>	<b>1,520,139</b>	<b>1,159,102</b>	<b>31.2%</b>
<i>Adj Net Income (% on Sales)</i>	1.98%	2.39%	
<i>Adj Net Income (% on GM)</i>	23.09%	23.85%	

- **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 Revoluce S.r.l. and Stantup Service S.r.l.
- **Adj EBIT** at 3% which not involved the capital loss of 193,202 € for the disposal of the quity investment in Revoluce 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

Revenues [k€]	FY 2021	FY 2020	YoY
<b>Power - Direct</b>	39,690	33,590	18%
<b>Power - Reseller</b>	28,228	7,984	254%
<b>Gas - Direct</b>	133	N.M.	N.M.
<b>Support Services</b>	1,217	771	58%



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



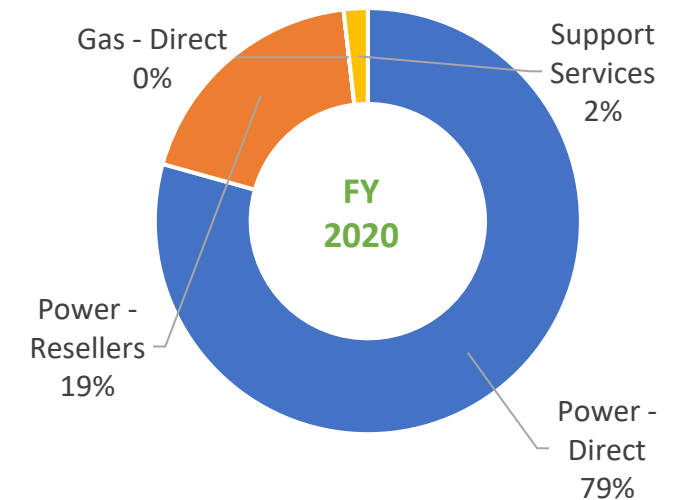
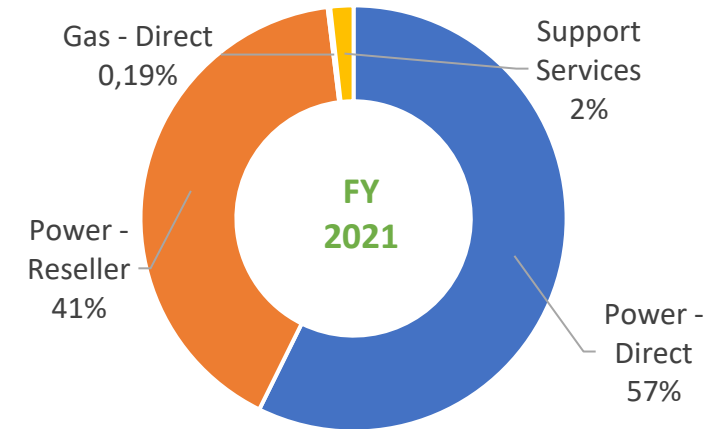
**Power - Reseller:** Outstanding +254% growth in FY 2021, 39 other energy operators served.



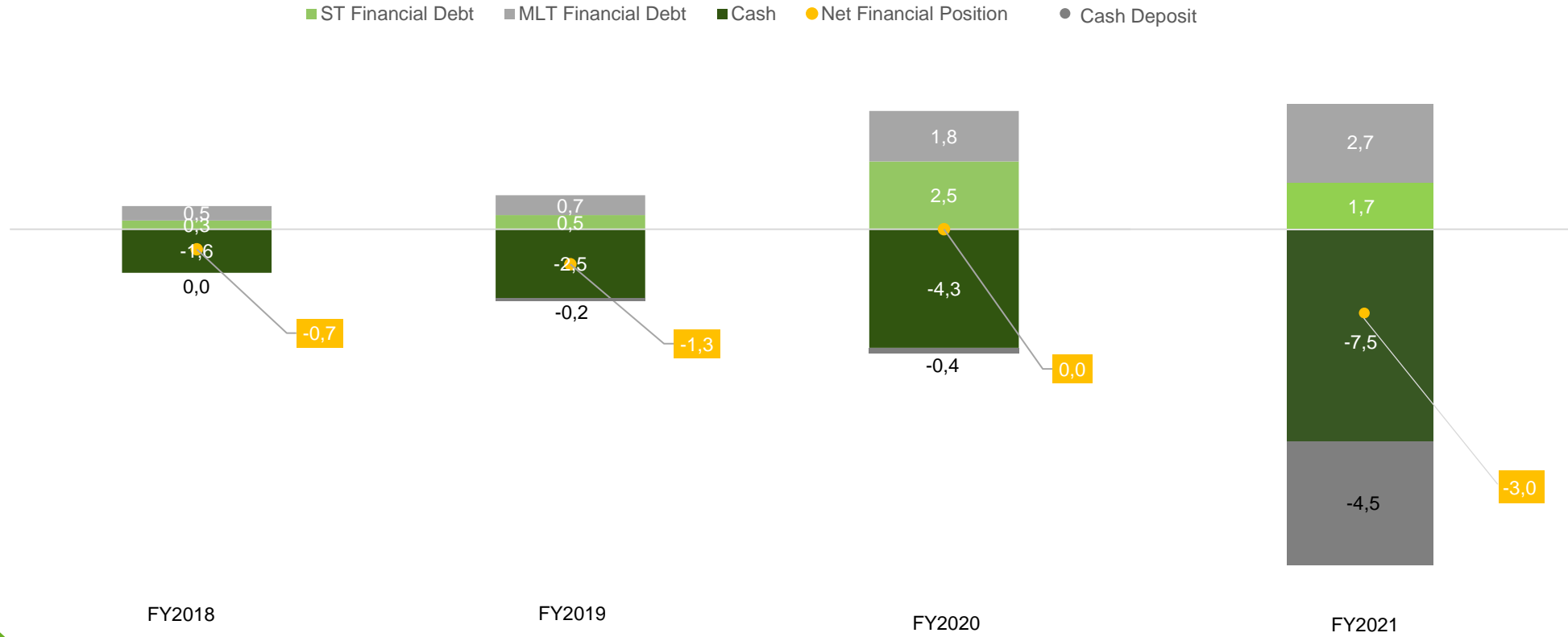
**Gas - Direct:** Sales activities began October 2020, 133 k€ revenues.








**Support Services:** +58% of revenues, nearly 7,000 customer care services in 1 year.







## NET FINANCIAL POSITION



## 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

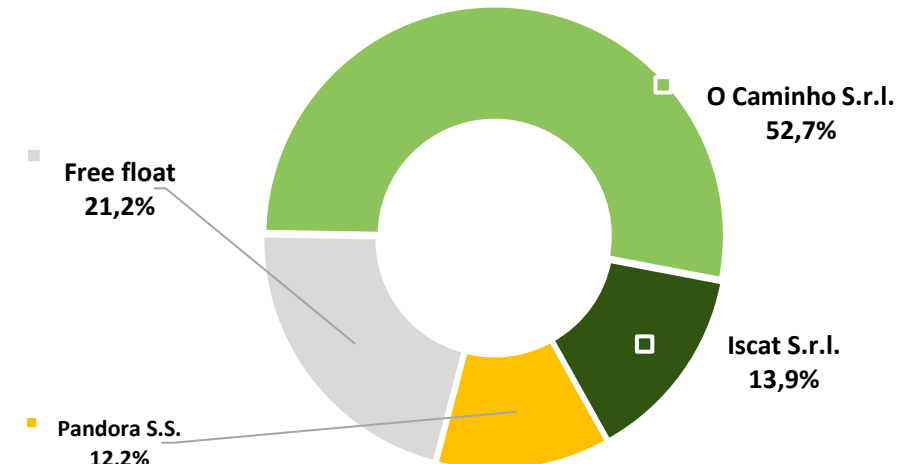
## SHARE PERFORMANCE



<i>IPO date</i>	<i>Issuing price</i>	<i>Closing price 30 dec. 21</i>	<i>Mkt. Cap. 30 dec. 21</i>	<i>% from IPO</i>
30 dec. 20	1.75 €	2.46 €	≈61 € mn	≈+41

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

## SHAREHOLDERS<sup>1</sup>



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