

ALGO
EFFICIENCY FOR
COMMODITIES

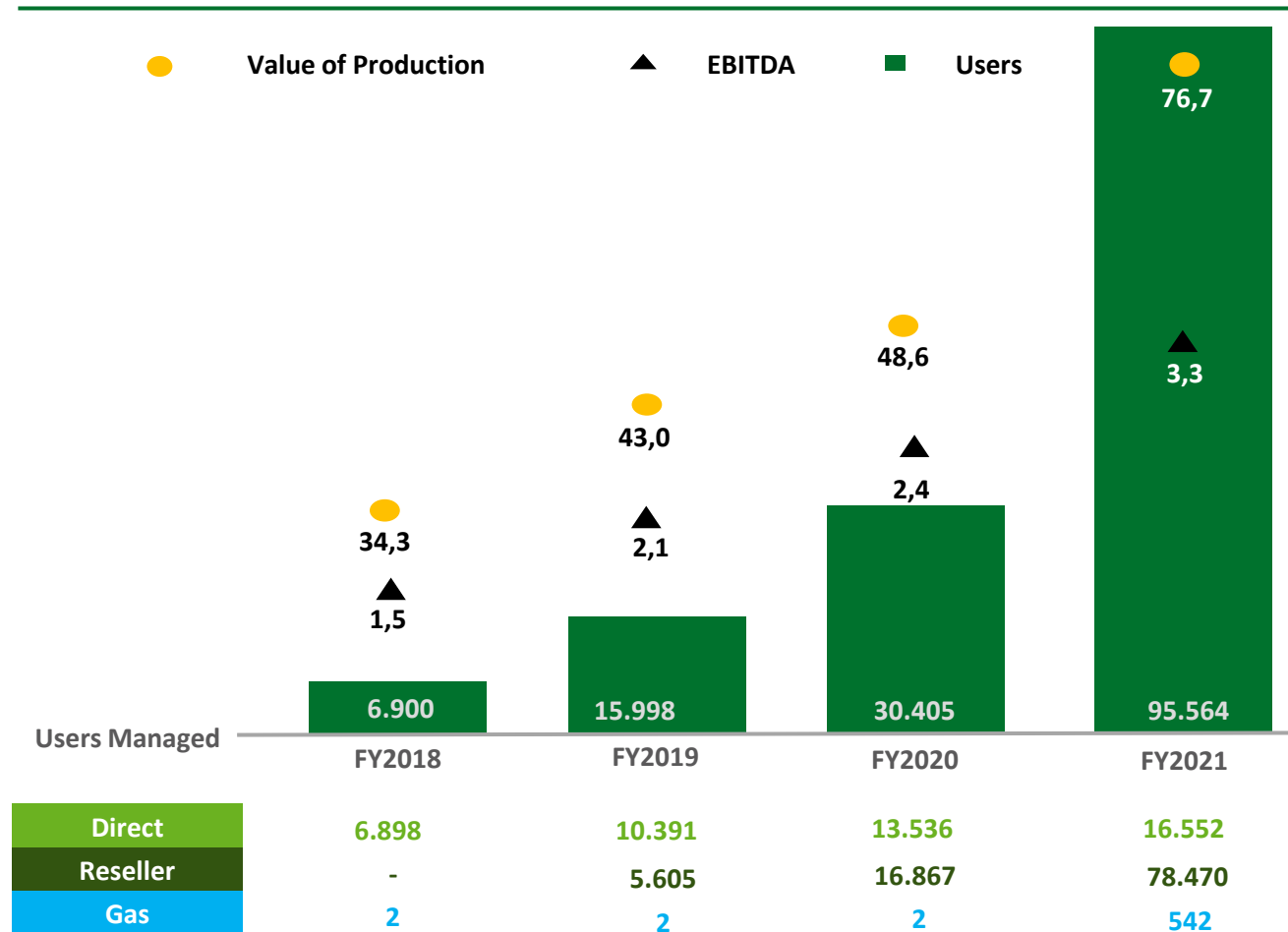
eVISO

Next GEMs

November 30, 2021

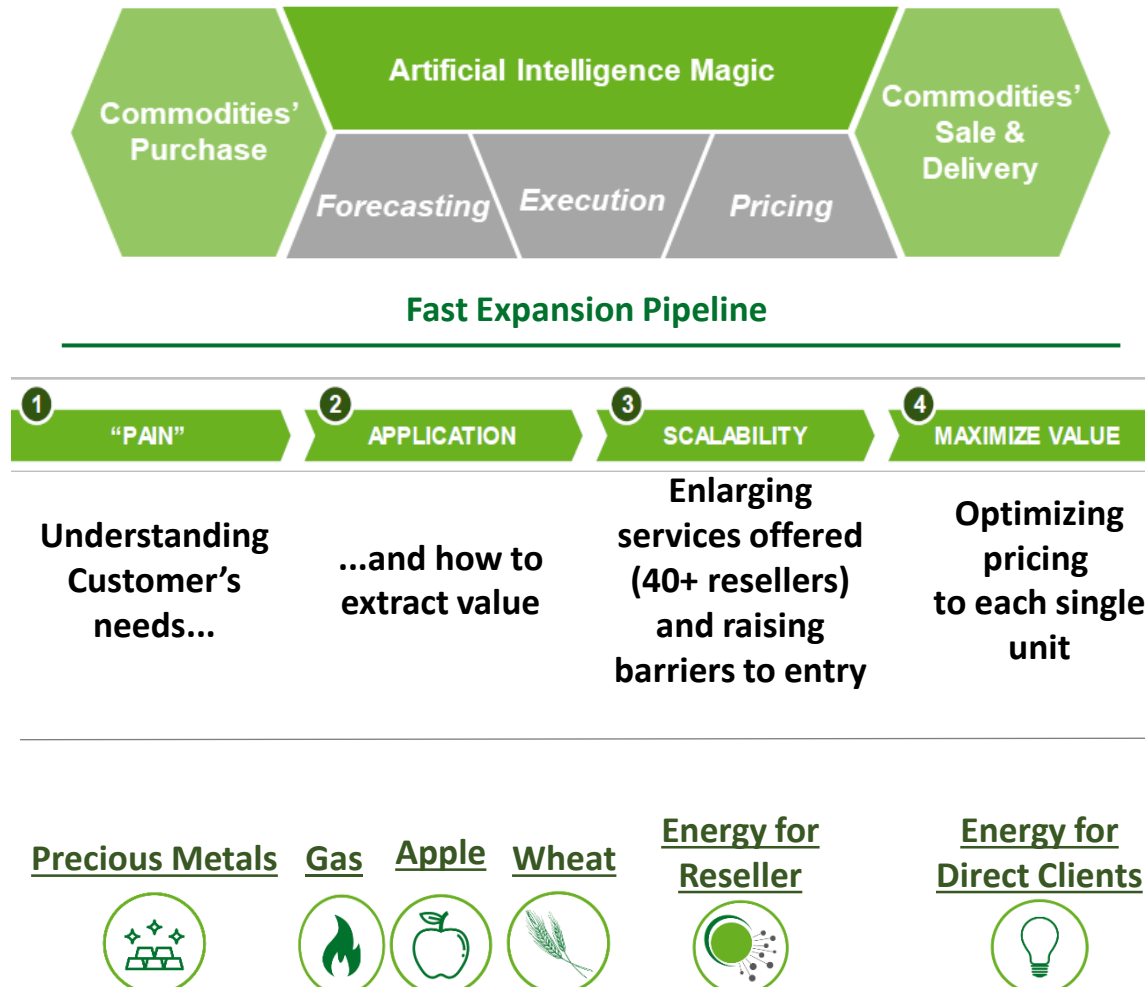
STRONG RECORD OF TOP LINE GROWTH IN ENERGY

Strong Accelerated Growth



eVISO AT A GLANCE

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



AI PLATFORMS "PHENOMENON"

opentext™

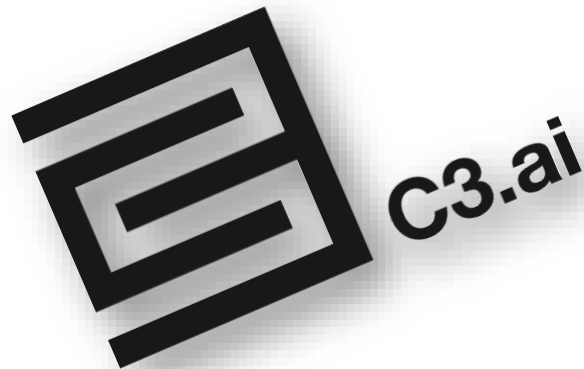
EV/SALES ≈5x at 2021E
(OTEX.TO – Toronto)



EV/SALES ≈20x at 2021E
(ESTC – NYSE)



EV/SALES ≈3x at 2021E
(TDC – NYSE)



EV/SALES 17.5x at 2021E
(AI – NYSE)



EV/SALES ≈10x at 2021E
(EPAM – NYSE)

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 ready **to move 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**

2021 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

HIGH VOLATILITY IS AN AI OPPORTUNITY

- Thanks to our scalable capability we can rapidly **gain market share** thanks to the **efficiency of our AI platform**

SCALABILITY

Enlarging services offered (40+ resellers) and raising barriers to entry

Energy for Resellers

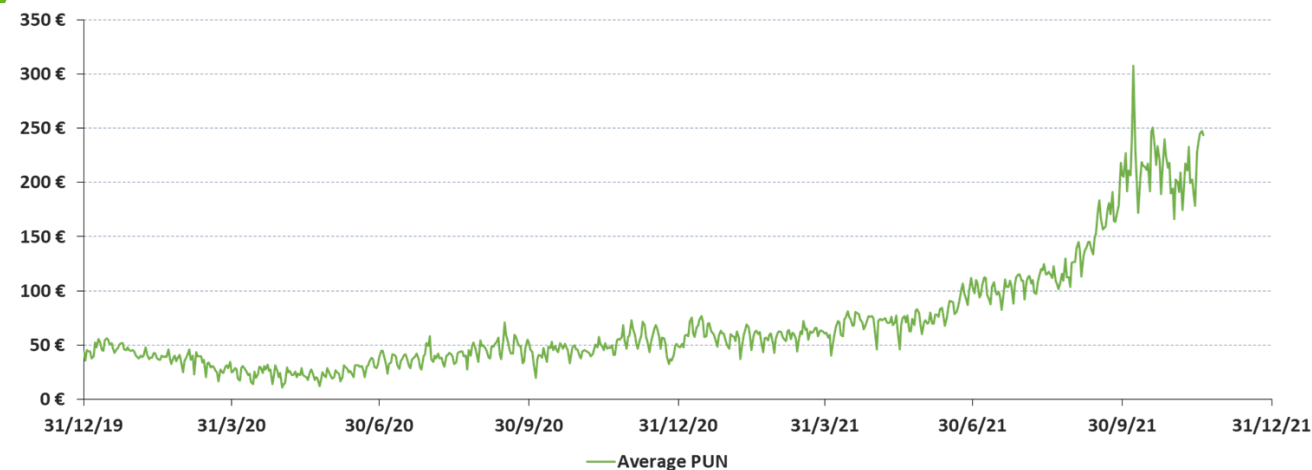


2022¹

MAXIMIZE VALUE

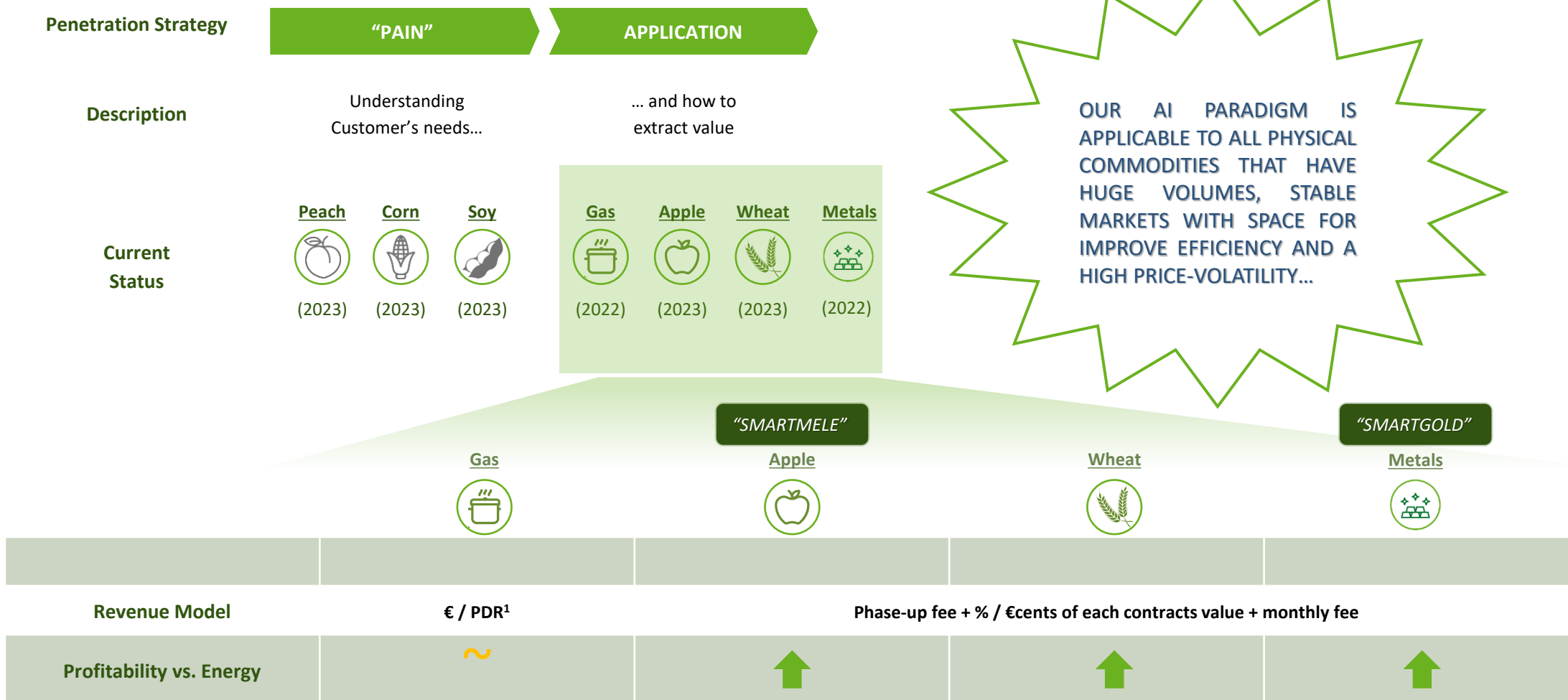
Optimizing the pricing to each single unit

Energy for Direct Clients



¹Note: Fiscal year of expected entry into the "Maximize Value" phase

ENLARGING BUSINESS TOWARD NEW COMMODITIES



¹Note: Punto di Ritiro



SmartMele

87 MN TONS
ADDRESSABLE
MARKET...

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

Find your Apples

Variety: Delivery: Size: Origin: Long Program: Brand: Packaging House:

394/394

Last Sold Containers

Variety: Gala
Delivery: 03/2022
Week: 9

Variety: Gala
Delivery: 07/2022
Week: 30

Available Products

Variety: Red Delicious
Delivery: 09/2022
Week: 22
Price: 0,7 €/kg
Availability: 1
Total Price: 15,400 €

Variety: Gala
Delivery: 01/2022
Week: 0
Price: 1,08 €/kg
Availability: 2
Total Price: 47,520 €

Variety: Red Delicious
Delivery: 07/2022
Week: 30
Price: 0,88 €/kg
Availability: 9
Total Price: 174,240 €

Variety: Golden
Delivery: 03/2022
Week: 13
Price: 1,04 €/kg
Availability: 1
Total Price: 22,880 €

Best Sellers

Variety: Gala
Delivery: 12/2022
Week: 48
Price: 0,98 €/kg
Availability: 6
Total Price: 129,360 €

KEY TAKEAWAYS

Strong record of **top line growth in energy**

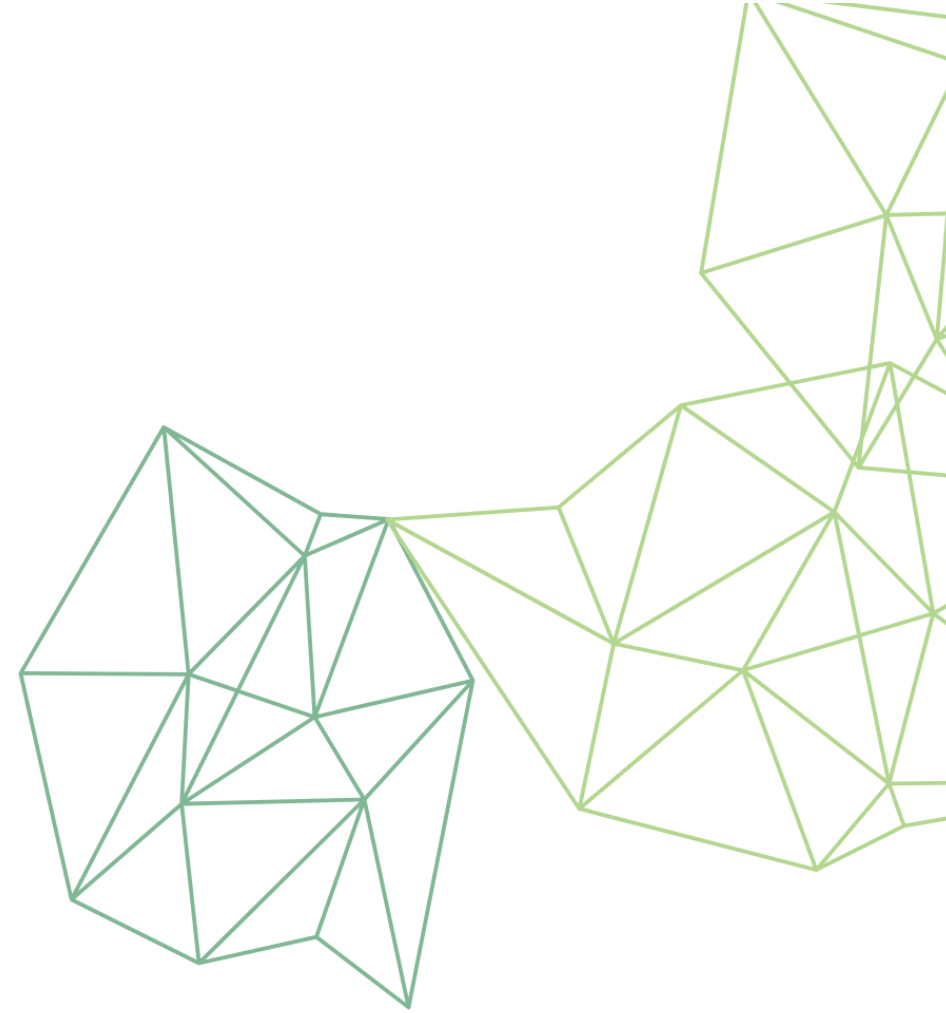
A unique player growing faster and stronger than the market, thanks to its **proprietary AI platform**

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

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	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 ¹	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			

¹Note: based on June 2021

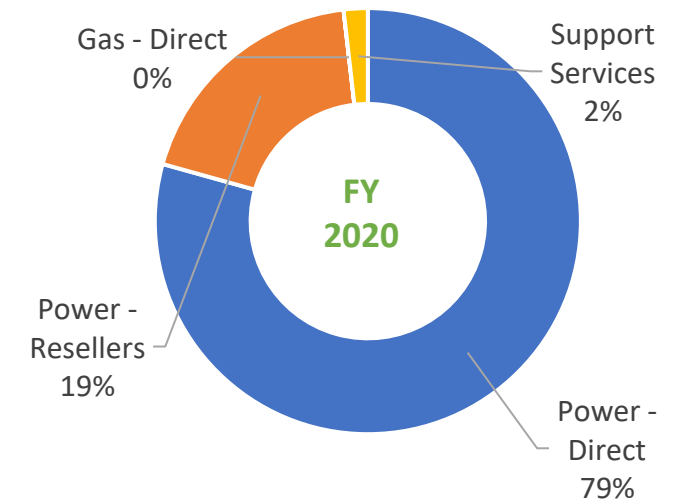
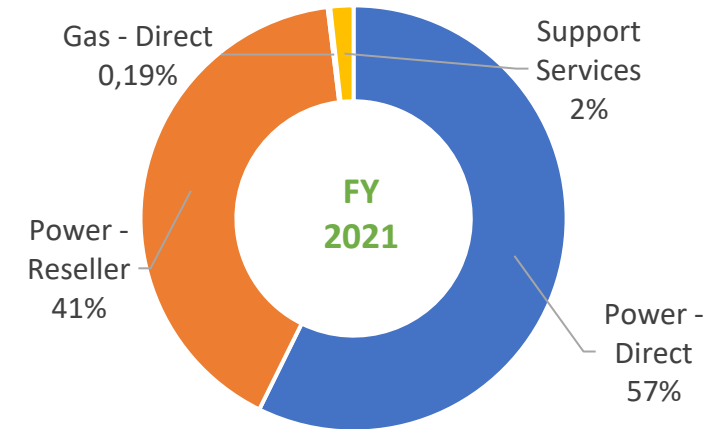
FINANCIAL EVOLUTION

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

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.

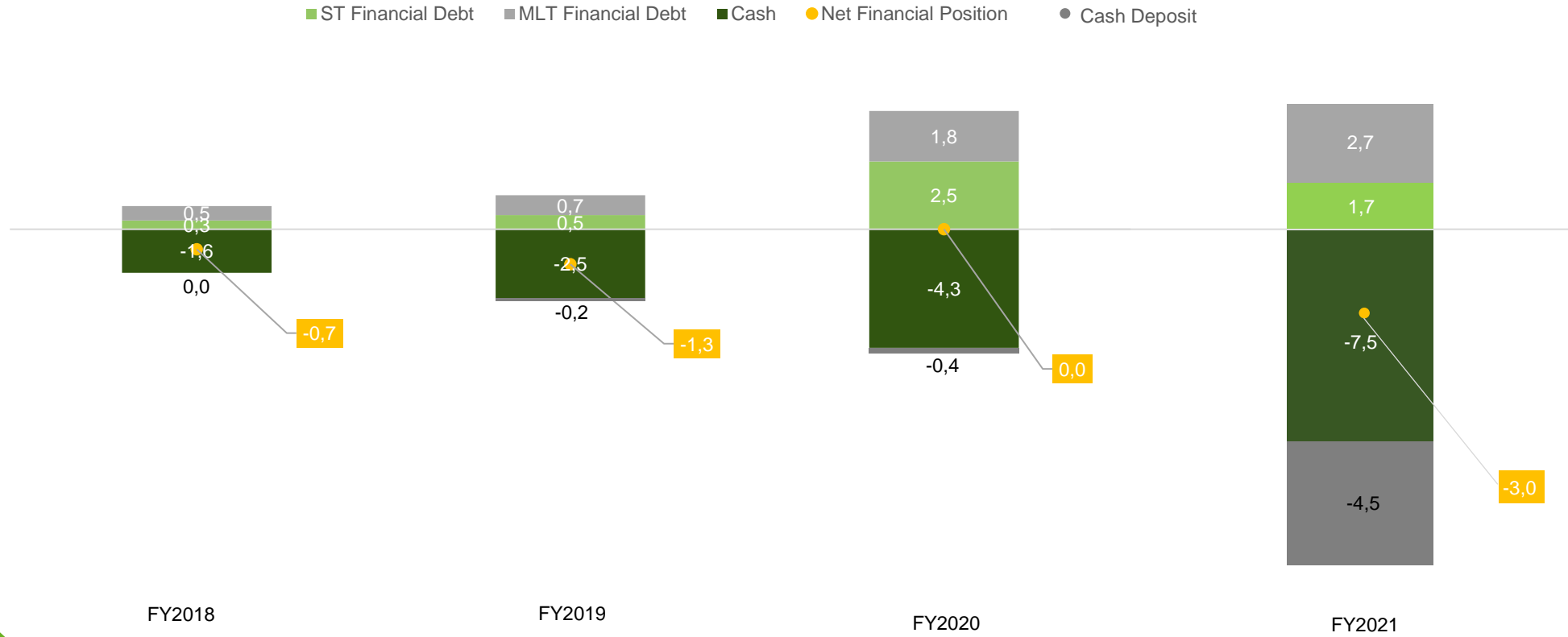


Gas - Direct: Sales activities began October 2020, 133 k€ revenues.








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

NET FINANCIAL POSITION








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

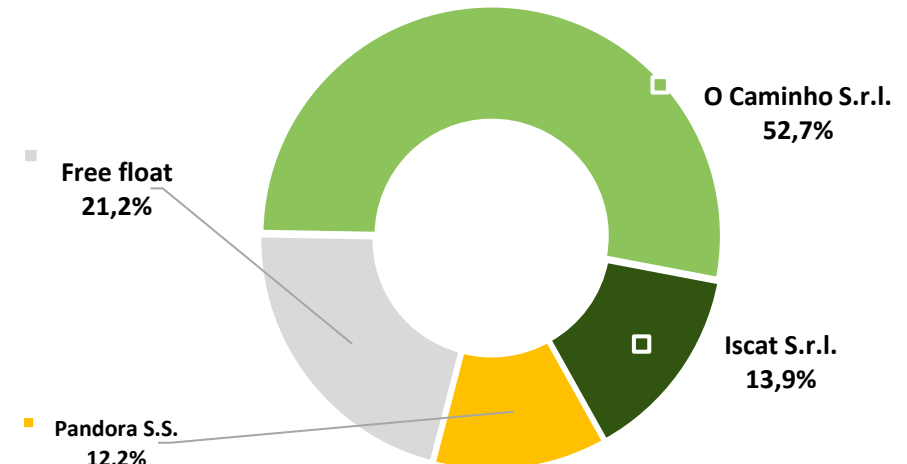
	Roberto Schiesari	Chairman
	Stefania Borgognone	Regular Statutory Auditor
	Maurizio Tagliano	Regular Statutory Auditor
	Gianluca Pavanello	Alternate Statutory Auditor
	Barbara Imbimbo	Alternate Statutory Auditor

SHARE PERFORMANCE



Date IPO	Issue Price	Share Price (26/11/21)	Market Cap (26/11/21)	% performance from IPO
Dec 30, 2020	1.75 €	2.40 €	≈59 € mn	≈+37

SHAREHOLDERS¹



¹Note: percentages post-full exercise of the greenshoe option

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