



BIGGER BETTER FASTER STRONGER

FULL YEAR RESULTS


14 MARCH 2023

BOBBY KALAR – CEO

PAUL RAWSON – CFO

UNSTOPPABLE MOMENTUM

EXCEEDING EXPECTATIONS ONCE
AGAIN

A background image of a city skyline at night, likely London, with the River Thames and several skyscrapers illuminated. Overlaid on the image are several white location pin icons with different symbols inside: a flame, a lightning bolt, a water drop, and a leaf. Some pins have colored arrows (yellow, red, green) pointing upwards.

**"Our record breaking financial performance
and significant strategic progress is a
testament to the strength of the group."**

EXECUTIVE SUMMARY



Exceeded all metrics:

- ▲ Revenue
- ▲ EBITDA
- ▲ Cash
- ▲ Forward Contracted Revenue



The 4th year of consistent and consecutive growth and profit figures



Smart metering business established and positioned to scale



Overachieving in a volatile market



Restart of progressive dividend

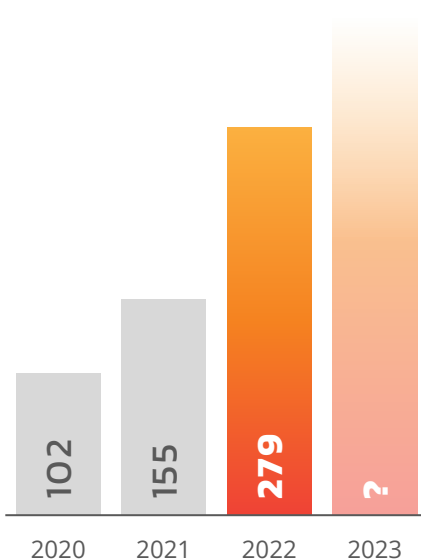
“WE HAVE GOT OFF TO A FANTASTIC START IN 2023 WITH OUR EXCEPTIONAL PERFORMANCE CONTINUING. WHILST THE BOARD REMAINS VIGILANT, WE LOOK FORWARD TO DELIVERING CONTINUED SHAREHOLDER VALUE IN 2023 AND BEYOND.”

ACCELERATING GROWTH & PROFIT

CONSISTENT AND CONSECUTIVE GROWTH

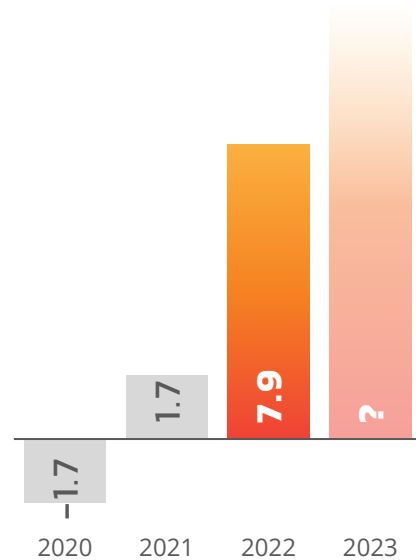
Revenue
(£m)

£279m ▲
+79%



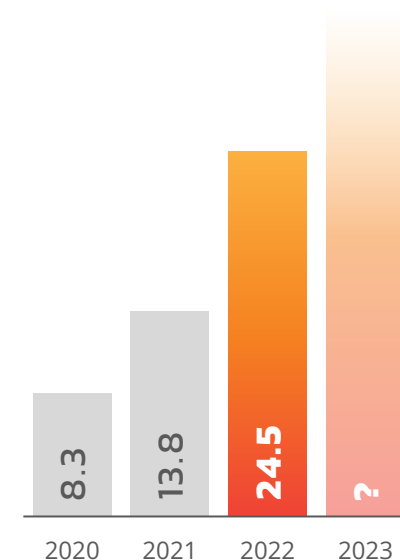
Adjusted EBITDA
(£m)

£7.9m ▲
+359%



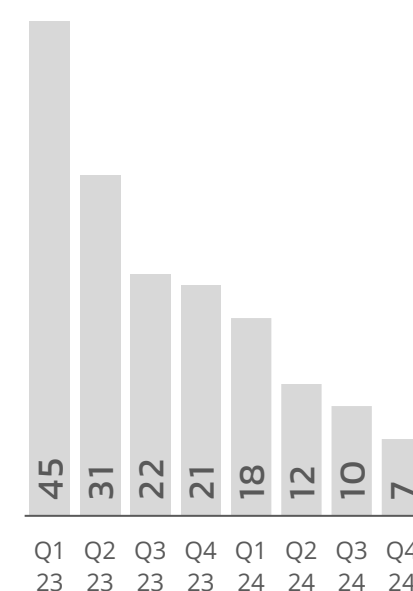
Average Monthly New Bookings
(£m)

£24.5m ▲
+78%



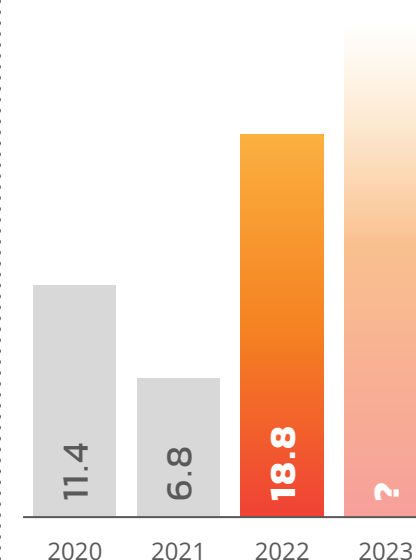
Contracted Revenue
(£m)

£247m* ▲
*For FY23
+57%



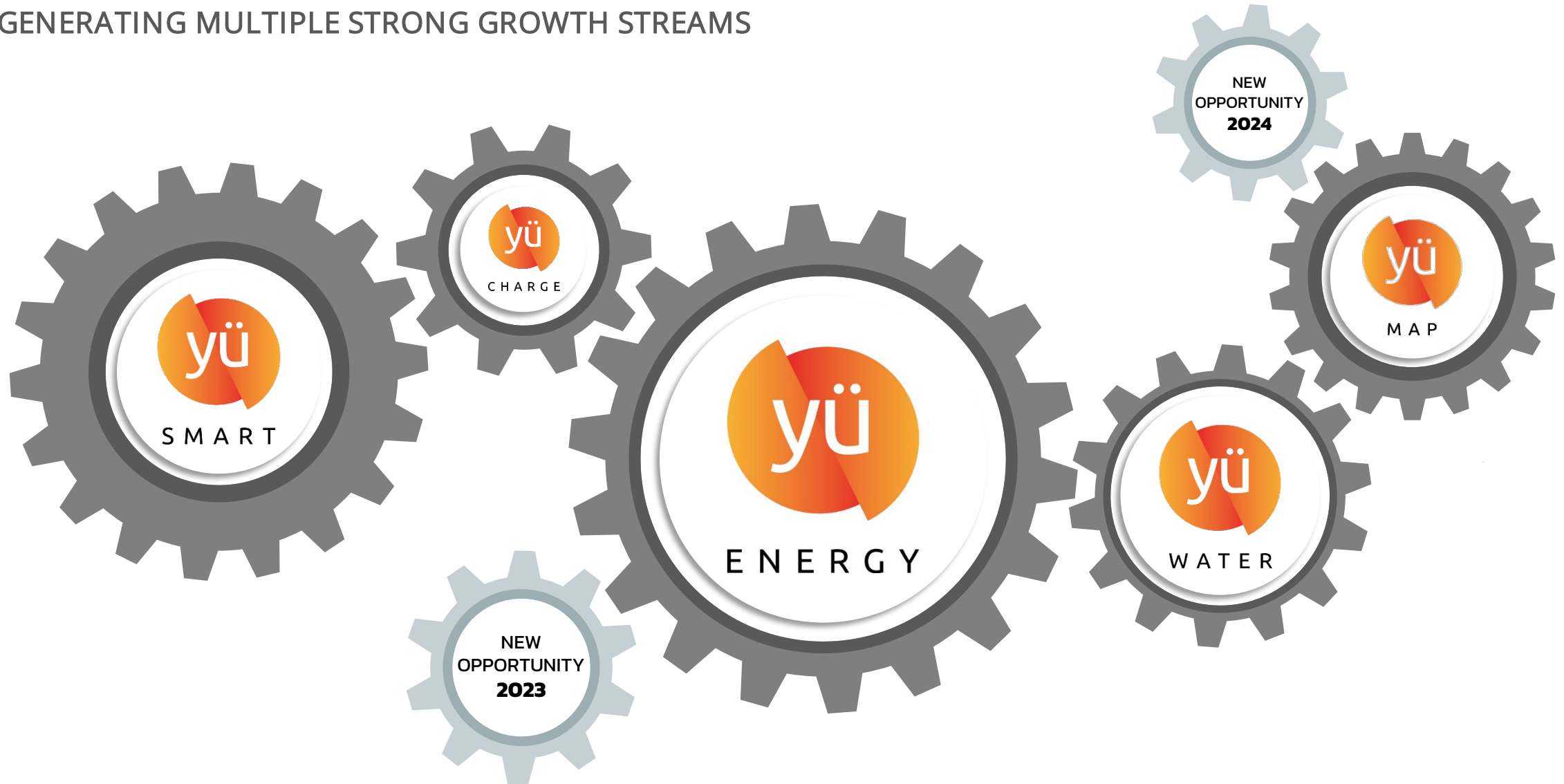
Net Cash
(£m)

£18.8m ▲
+176%



THE YÜ GROUP

GENERATING MULTIPLE STRONG GROWTH STREAMS



SCALING OUR SMART METERING BUSINESS

HOW WILL THE SMART METER ROLLOUT AFFECT US AND OUR CUSTOMERS?



What is smart metering?



How does it impact Yü group?



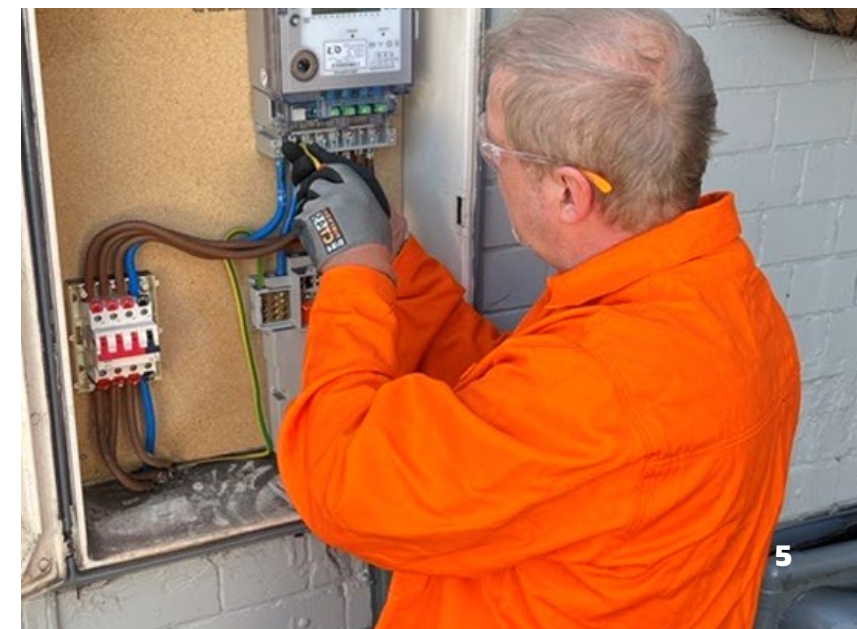
What effect will it have on the future?



What is our current smart vs traditional split?



What revenue does smart generate?



SCALING OUR SMART METERING BUSINESS

HOW DO WE GROW YÜ SMART AND CREATE REVENUE?



**METER
MANAGEMENT**



**ONGOING
MAINTENANCE**



**INSTALLATION
AND UPGRADES**



**OWNERSHIP
OF METERS**

BENEFITS TO OUR CUSTOMERS

- Control consumption and visibility of usage
- Save time and avoid over/under paying with accurate automatic meter readings
- Conveniently top up Pay As You Go meters via the Smart Pre-pay app
- Peace of mind knowing in-house engineers handle all services

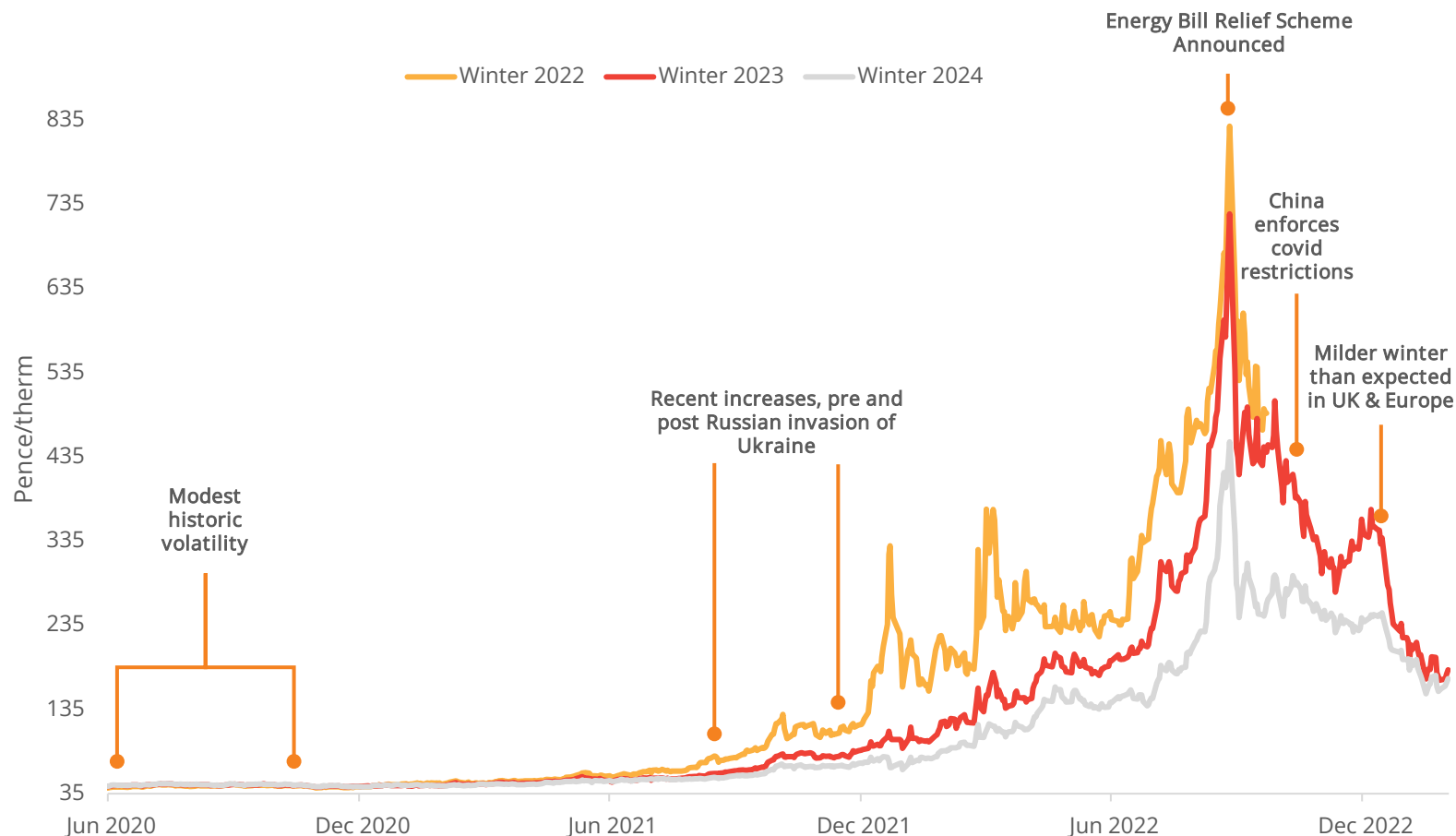
BENEFITS TO THE GROUP

- Improved consumption insights inform better trading decisions
- Government smart meter commitments met by the Group
- Recurring revenue from maintenance, service, and rentals
- Controlled debt exposure and Pay As You Go options for customers
- Strong engineering capability

MARKET LANDSCAPE

COMMODITY MARKET MOVEMENTS

Evolution of forward gas price



CHALLENGES:

- Record high commodity prices due to geopolitical events
- Selling and pricing contracts whilst protecting our margins



ADVANTAGES:

- Our solid hedging policy mitigated M2M volatility
- Consistent percentage margin based on commodity price
- Energy Bill Relief Scheme introduced to protect our customers without capping prices



OUTCOMES:

- Record profit for the Group
- Record revenue generated
- Record cash collected from our activities

DIGITAL BY DEFAULT

DRIVING GROWTH AND EFFICIENCY THROUGH TECHNOLOGY

Our Digital by Default programme is designed to increase efficiency, drive business agility, and unlock new value for customers, employees and shareholders.



Improving and simplifying the customer experience through fast quoting and enhanced online support

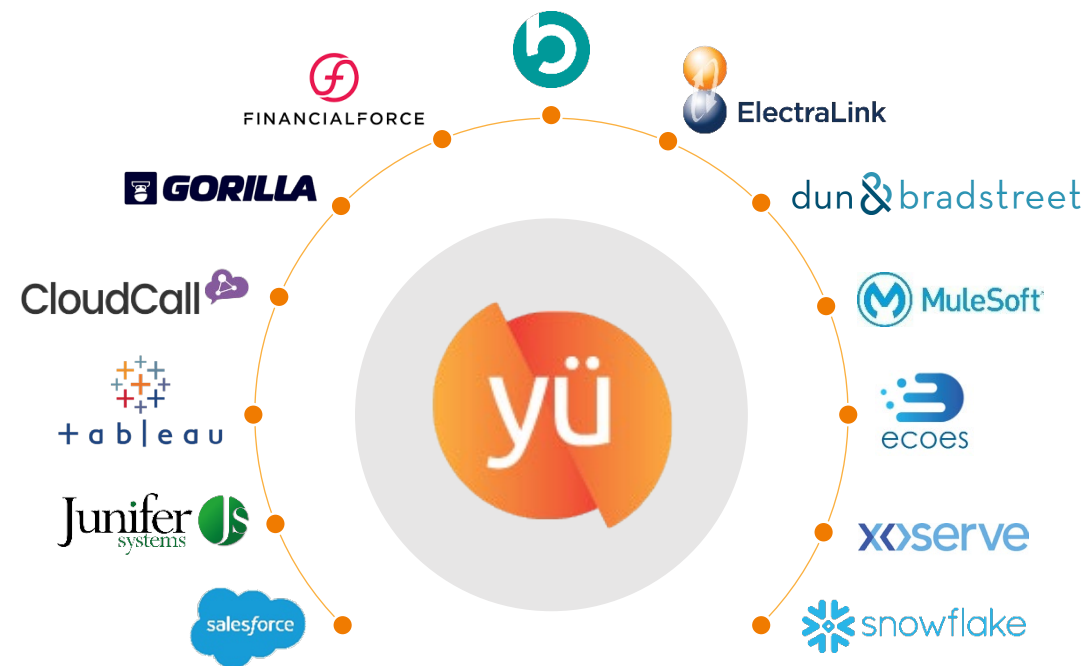


Using dynamic, automated systems to drive cost efficiency and upgraded processes



Creating value by using data science and technology to inform decisions

2022 brought a new technology stack enabling quick adaptation to market changes and customer needs, supporting our Digital by Default strategy in a volatile market.



FINANCIAL REVIEW

FINANCIAL OVERVIEW

£'m	Change	FY 2022	FY 2021
Revenue	+79%	278.6	155.4
Adjusted EBITDA¹	+359%	7.9	1.7
Depreciation & amortisation	(0.4)	(1.1)	(0.7)
Non-recurring costs	0.6	-	(0.6)
Share based payments	0.2	-	(0.2)
Financial derivative (loss) / gain	(4.2)	(0.9)	3.3
Deferred tax charge	(2.1)	(1.1)	1.0
Profit after tax	7%	4.8	4.5
Earnings per share (adjusted, diluted)	16p	30p	14p
Operating cash flow	15.5	14.7	(0.8)
Cash and cash equivalents	12.0	19.0	7.0
Dividend per share	+3p	3p	0p



Strong revenue growth, up 79% to £278.6m.



Continuing trajectory in profitability, with adjusted EBITDA of £7.9m.

- FY22 margin of 2.8%. H2 22 achieving 3.5%.



Profit after tax of £4.8m, up £0.3m in year reflecting 'non-cash' charges:

- -£0.9m reduced financial derivate asset
- -£2.1m change in deferred tax due to FY21 benefit in tax price increase. Group tax losses carried forward at 31 December 2022 of £24.8m.
- Share based payments now charged to adjusted EBITDA, and zero non-recurring costs



Earnings per share (adjusted, fully diluted) of 30p, up 16p



Strong cash position of £19.0m, up £12.0m:

- £14.7m operational cash inflow
- No debt finance (operating lease liabilities of £0.2m leads to £18.8m net cash)



Progressive dividend policy established

- 3p final dividend declared, payable 20 June 2023

HIGH CONFIDENCE IN CONTINUED GROWTH

GROWTH

BIGGER
Subscription
Revenue Model

EBITDA

BETTER
Net Customer Contribution

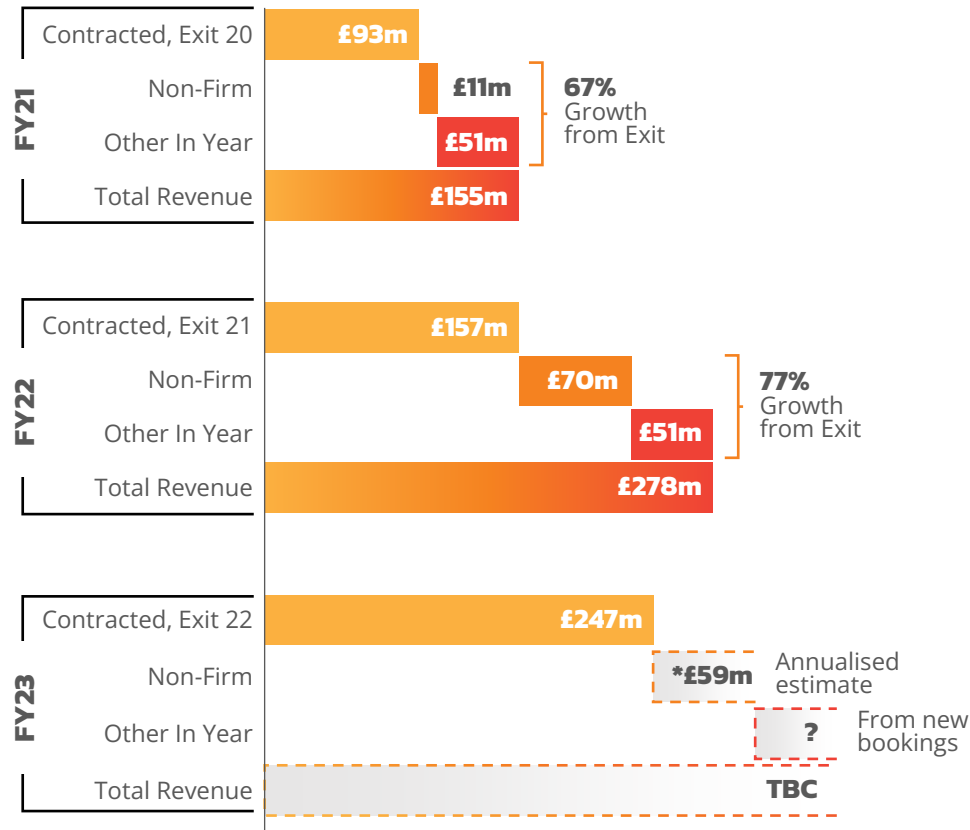
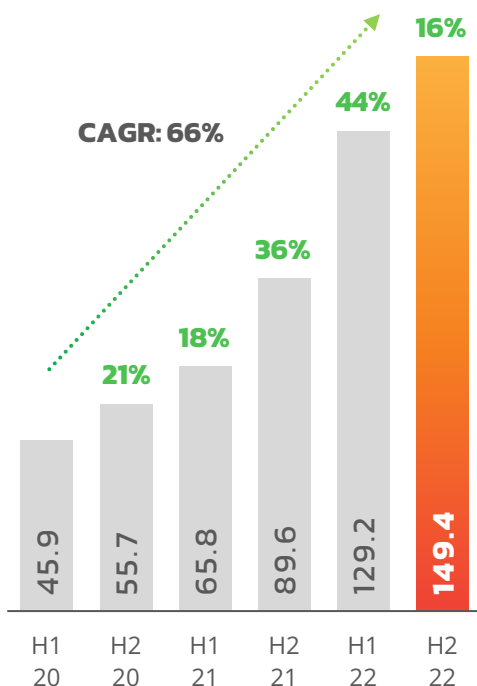
FASTER
Leverage
Overheads

CASH

STRONGER
Cash focus

Revenue

£'m and 6-month growth %



£278m revenue delivered 79% growth in FY22:

- £70m from non-firm book
- 67% and 77% uplift from previous year exited contracted revenue noted in FY21 and FY22



Forward contract book and uncontracted customer base provides high confidence in continued growth:

- £247m contracted for FY23, up £90m on exit of 2021 (a further £100m+ to deliver from FY24)
- Non-firm customer base represents large opportunity
- Reduction in commodity prices expected to be mitigated
- FY23 revenue will be supported further by contribution from new bookings

PROVEN PROFIT TRAJECTORY

GROWTH

BIGGER
Subscription
Revenue Model

EBITDA

BETTER
Net Customer Contribution

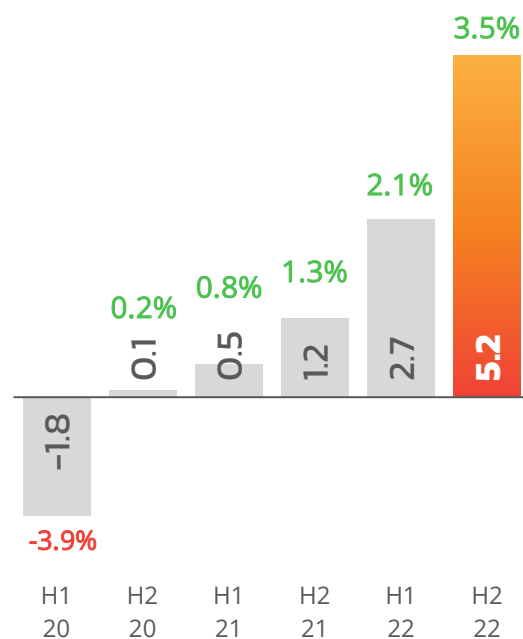
FASTER
Leverage
Overheads

CASH

STRONGER
Cash focus

Adjusted EBITDA¹

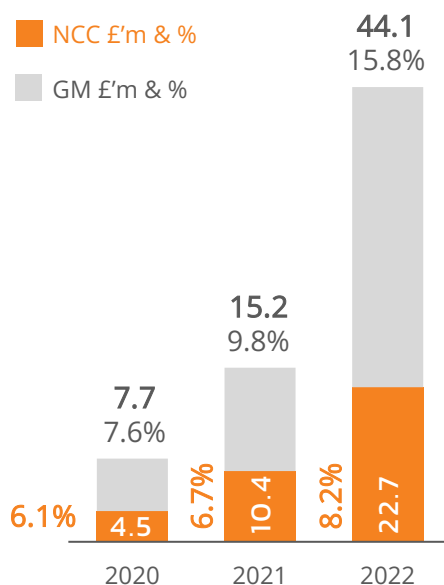
£'m and % of revenue



Gross Margin and NCC²

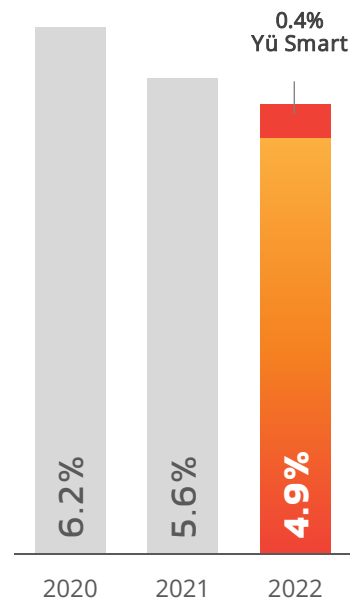
£'m and % of revenue

■ NCC £'m & %
■ GM £'m & %



Overheads

% of revenue



Consistent improvement in adjusted EBITDA

- 4 consecutive years of "£ and %" improvement
- Gross margin and net customer contribution improvements



Significant overhead benefits from scale and digital investment



Well placed to deliver increased profitability:

- Strong margin in contract book.
- Full scale launch of the Yü Smart business expected to increase margin.
- Improvement to bad debt charge targeted.
- Target 4%+ adjusted EBITDA at £500m revenue.

STRONG CASH FOCUS

GROWTH

BIGGER
Subscription
Revenue Model

EBITDA

BETTER
Net Customer Contribution

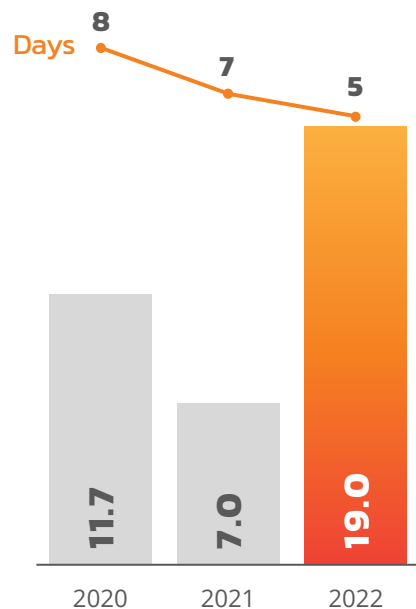
FASTER
Leverage
Overheads

CASH

STRONGER
Cash focus

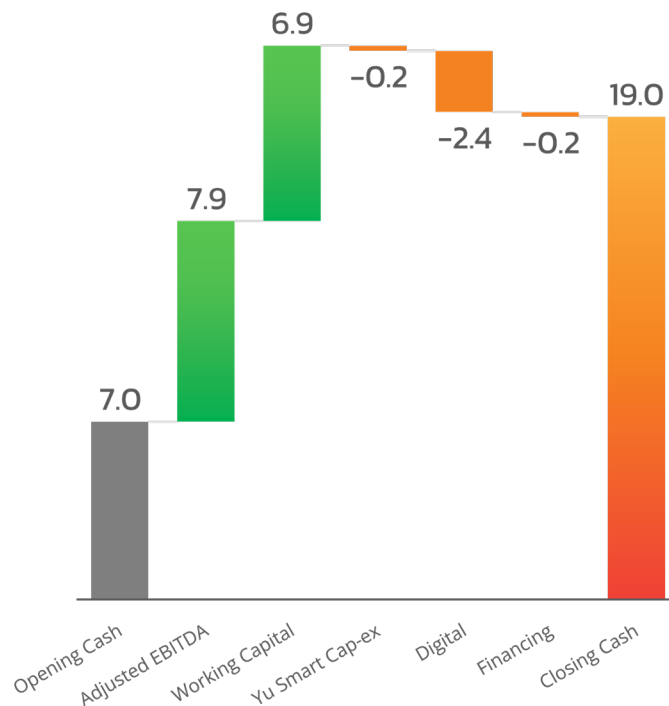
Cash & OCR¹

£'m & Days



Cash Evolution

£'m



Strong cash generation, with £14.7m operational cash inflow:

- Performance despite Q122 £1.4m Covid-19 VAT deferral now fully settled
- £2.4m investment in digital (growth and efficiency creation)
- £0.2m cap-ex (and £1.1m op-ex) in Yü Smart funded by Group
- Trade receivables and payables trend aligned with growth



Bad debt charge reflects cautious provisioning approach, and higher uncontracted revenue:

- Provision on trade receivables of £19.5m (vs. £31.0m gross balance)
- Expect benefit from smart meters and SoLR *wash-through*
- Price environment reducing and increased customer engagement



Capital allocation plan enables dividend whilst enabling investment for further growth

OUTLOOK & THE FUTURE

STRONG MOMENTUM CONTINUING INTO 2023



VERY STRONG START TO 2023

Average monthly bookings significantly ahead of the record £24.5m in FY22

Contracted revenue of £247m at 31 December 2022 for FY23



METER POINTS INCREASING

Following strategic reduction in FY22

Smart metering business set up to scale

Positive contribution from Yü Smart



ADDITIONAL MARGIN GROWTH

Improving customer cash collection performance

Reduced bad debt exposure

Continued overhead efficiency benefits from 'Digital by Default'



MANAGEMENT FOCUS FOR 2023

Further improvement in adjusted EBITDA margin

2.8% generated in FY22 (FY21: 1.1%)

APPENDIX

INTRODUCTION



Bobby Kalar

Chief Executive Officer

Bobby is founder and major shareholder of Yü Group. With a Degree in Electrical and Electronic Engineering and previous roles at Marconi PLC and COLT Telecommunications, he entered the energy sector as a TPI broker before moving into supply in 2012 to take advantage of the market opportunity presented by deregulation.



Paul Rawson

Chief Financial Officer

A qualified Chartered Accountant with a degree in Accountancy, Paul joined Yü Group in 2018. He has over 20 years' experience of the energy sector, previously holding a number of finance and general management roles within the industry and was formerly an Audit Manager with KPMG.

May 2013

KAL Energy starts supply of gas. Yü Energy is formed



Mar 2016

Flotation on AIM as Yü Group plc (AIM: YU.)

Aug 2020

Acquisition of B2B customer book of Bristol Energy and local supplier



Nov 2021

Appointed by Ofgem as SoLR for AmpowerUK



Feb 2022

Launch of online quote platform

Q3 2022

July: Yü Smart receive Ofgem license to install smart meters

Aug: Yü Smart install first smart meter



Nov 2022

Received the Digital Transformation award at the Utility Week Awards 2022



Aug 2014

Kensington Power (now Yü Energy) starts supplying electricity

~Jan 2018

Water supply license granted



2020

Received Innovative Financing of the Year Award

Feb 2022

Appointed by Ofgem as SoLR for Whoop Energy and Xcel Power



May 2022

Acquisition of metering capability



Oct 2022

Roll out of the Energy Bill Relief Scheme for non-domestic consumers

WHO ARE WE



Serving the **B2B** market
(no price cap)



**Rapid &
profitable** growth



Experienced team
& processes

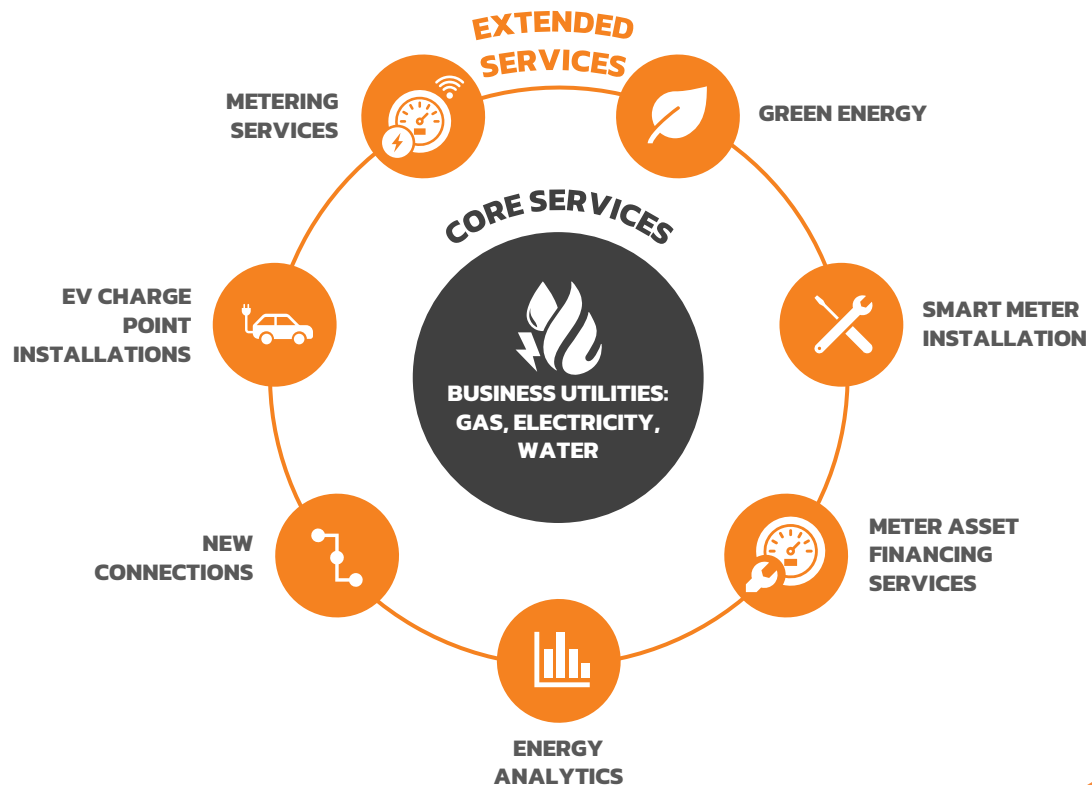


Robust
hedging policy

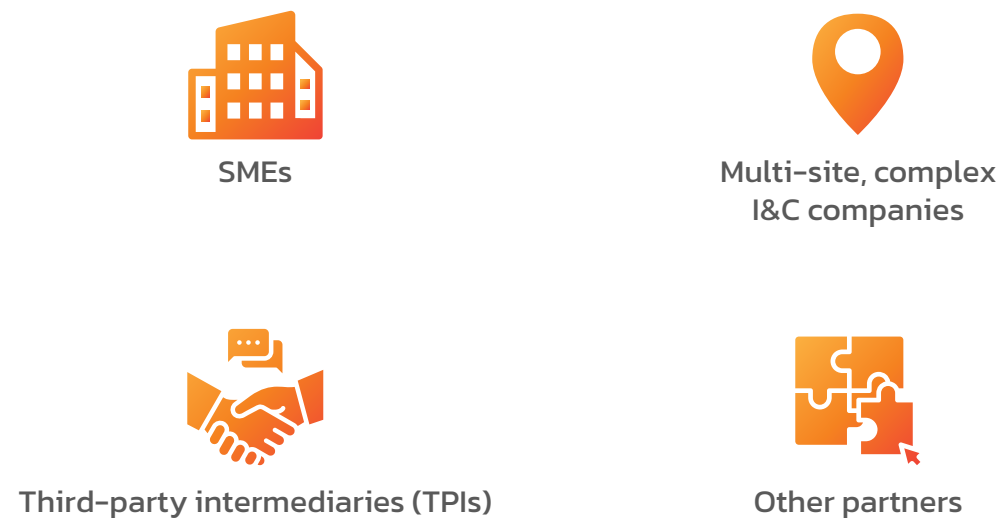
**OUR MISSION IS TO CREATE
YÜTILITY SIMPLICITY FOR TIME
STARVED B2B CUSTOMERS.**

WHAT WE DO & WHO WE SERVE

OUR PRODUCTS



OUR CUSTOMERS



THROUGH OUR CHANNELS



Online



Inbound



Outbound

2022 IN NUMBERS

BIGGER, BETTER, FASTER, STRONGER

BIGGER
(High growth)

£279m▲

Revenue, up 96%

2021: £155m
2020: £102m

£24.5m▲

Average monthly bookings

2021: £13.8m
2020: £8.3m

25.5K▼

Meter points

2021: 31.9K
2020: 17.4K

BETTER
(More profitable)

£7.9m▲

Adjusted EBITDA

2021: £1.7m
2020: (£1.7m)

£18.8m▲

Net cash

2021: £6.8m
2020: £11.4m

30p▲

Earnings per share

2021: 14p
2020: (11p)

FASTER
("Digital first")

27▼

Seconds speed to quote

2021: Hours
2020: Hours/Days

5.3%▼

Overheads % to revenue

2021: 5.6%
2020: 6.2%

1,033▲

Assets installed

2021: 0
2020: 0

STRONGER
(Robust and resilient)

190▲

Average number of employees

2021: 145
2020: 111

4*

Leading Trustpilot score

2021: 4*
2020: 4.5*

5 days▼

Overdue customer receivables

2021: 7 days
2020: 9 days

THE RIGHT TEAM AT YÜ



Bobby Kalar

Chief Executive Officer

- **Bobby is founder and major shareholder of Yü Group.**
- Degree in Electrical and Electronic Engineering
- Previous roles at Marconi PLC and COLT Telecommunications.
- Owned and managed a chain of care homes which he subsequently sold in 2013.
- Entered energy sector as a TPI broker before moving into supply in 2012 to take advantage of the market opportunity presented by deregulation.



Paul Rawson

Chief Financial Officer

- Joined Yü Group on 3 September 2018.
- **Over 20 years' experience of the energy sector in a number of finance and general management roles with the Engie Group.**
- Previously divisional CEO for energy solutions: a top 10 B2B gas and power supplier, and a provider of energy services and smart technologies.
- A Qualified Chartered Accountant with a degree in Accountancy, and was previously an Audit Manager with KPMG.



Robin Paynter-Bryant

*Independent
Non-Executive Chairman*

- Joined the Board in January 2020.
- Robin has **more than 30 years experience in corporate finance with a strong background in utilities.**
- Previous roles have included Non-Executive Director of the UK Water Economic Regulatory Authority, OFWAT.
- Advised a range of companies including Severn Trent Water Plc, Endesa SA, Italgas SpA and Centrex European Energy & Gas AG.



John Glasgow

*Independent
Non-Executive Director*

- **Over 35 years experience in engineering, operations, trading and IT across the energy industry.**
- Senior roles have included Head of Powergen Technical Audit, Head of Powergen Energy Management Centre, and General Manager of Powergen Energy Solutions.
- Latterly held Board roles including Head of Strategy at the establishment of the new E.ON Energy Services business, E.ON Director of New Connections & Metering and Director of Operations and Asset Management at E.ON Central Networks.



Anthony Perkins

*Senior independent
Non-Executive director*

- Joined the Board in January 2020.
- **A senior audit partner at BDO for many years and has acted for many fully listed and AIM companies in the professional services, natural resources, technology, manufacturing and retail sectors.**
- Extensive experience in financial, governance and risk management. He has advised on corporate strategy, transactions and expansion of businesses in the UK and internationally.

BUSINESS OVERVIEW

SERVICE AND OPERATIONS

OPERATIONS



190

Employees



25,500

meters



FORWARD

commodity trading
Hedged position



ROBUST

Systems & processes

SERVICE



DIGITAL

by default



LEADING

Trust Pilot score



No hidden costs.

FIXED PRICE

contracts, multi-utility



**YÜTILITY
SIMPLICITY**

Easy to deal with

OUR DIFFERENTIATION



YÜTILITY SIMPLICITY

Unique multi-utility offer



CUSTOMER SERVICE

Three-ring pick up and easy to deal with



INNOVATION/DIGITAL

Partner portal for easy access plus digital solutions to engage with future customers



SUSTAINABLE SOLUTIONS

Pure green energy supply, energy insight and EV charging solutions for customers and serving our communities and people



OUR CUSTOMERS

Targeting disengaged SMEs who want to be treated fairly



FLEXIBILITY

Bespoke systems, flexible approach, speed of turnaround and agility

A GREAT TEAM AT YÜ



190▲

Average number of Yü employees

2021: 145

2020: 111



37%▲

Female identifying employees

2021: 33%

2020: 30%



8▲

Placement students

2021: 4

2020: 0



£1.5m

Revenue per employee

2021:

£1.1m

2020:

£0.9m



8▲

Internal promotions

2021: 4

2020: 9



80%▲

Employee engagement

2021: 73.9%

2020: 71%

OUR VALUES



CUSTOMERS

We are passionate about our customers as they are the core of our business, and we strive to exceed their expectations on every experience



INTEGRITY

We are trusted and accountable to uphold the highest standards of integrity in all our actions



TEAMWORK

















We work together seamlessly, across boundaries, to meet the needs of our customers and to help our Company win



INNOVATION

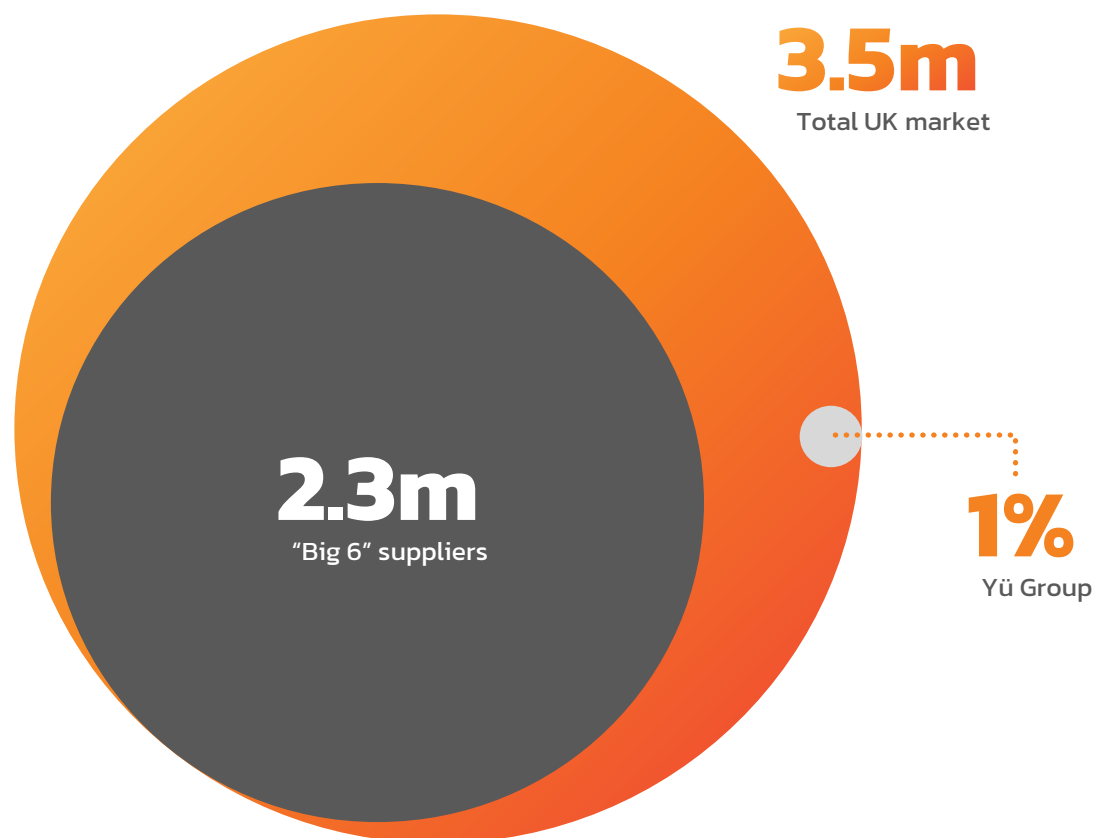
Our colleagues are full of new ideas, fuelling better products, services and processes. We use imagination to drive innovation through continuous learning

OUR STRATEGIC PRIORITIES

BIGGER <i>Subscription Revenue Model</i>	BETTER <i>Net Customer Contribution</i>	FASTER <i>Leverage Overheads</i>	STRONGER <i>Cash focus</i>
 Growing in a huge market	 Consistent growth	 Digital by Default driving efficient customer experience	 Committed to sustainability strategy, and increasing stakeholder engagement
 Maintain and retain customers	 Increasing customer contribution	 Smart metering services	 Hedging strategy to mitigate risk
 Multiple routes to market	 Control expenditure and costs	 Cost advantage – Lower cost to acquire and cost to serve	 Employee career progression
 Strategic acquisitions	 Cash flow management	 New acquisition channels creating disruption in the market	 Experienced management team

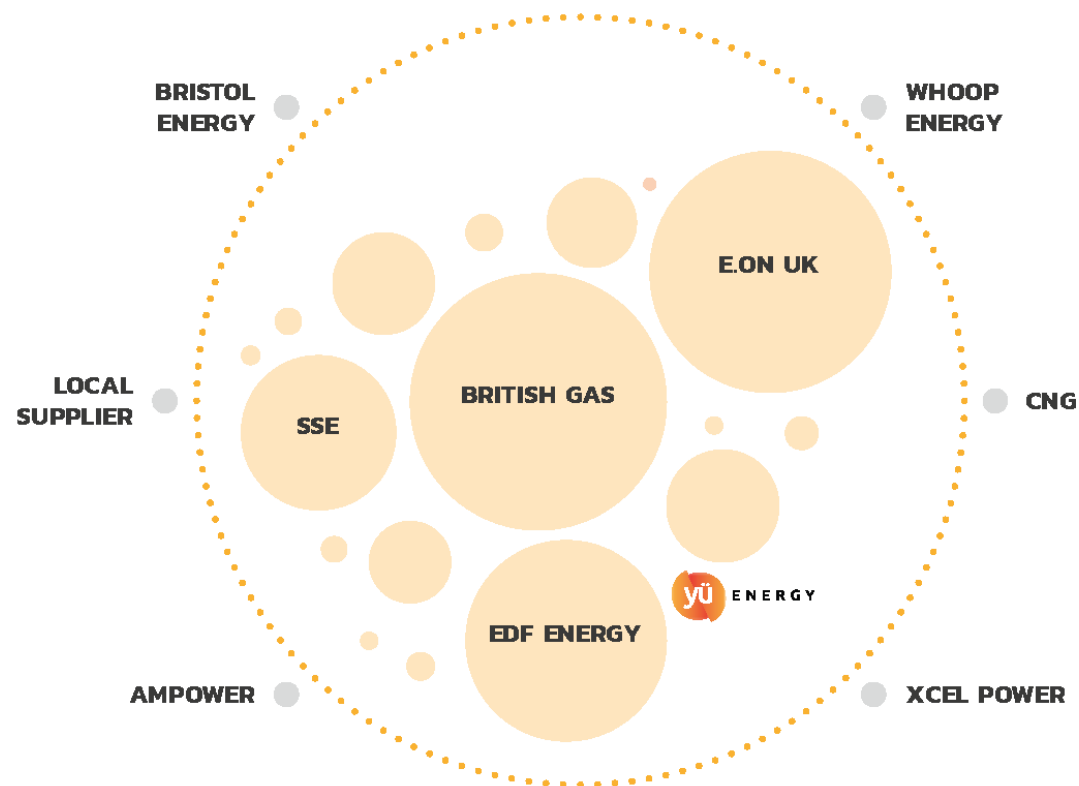
MARKET OPPORTUNITY

HUGE OPPORTUNITY FOR GROWTH IN A MARKET OF 3.5M BUSINESS ENERGY METERS



Competitor Landscape

We're shaking up the energy supplier landscape, challenging the Big 6 and cementing our position as a key player that's here to stay.



DISRUPTING THE ENERGY MARKET

WHILST OUR COMPETITORS WRESTLE WITH LEGACY SYSTEMS OUR BRAND-NEW TECHNOLOGY STACK DELIVERS REAL VALUE TO OUR CUSTOMERS



From click to contract in just **27 seconds**

Our instant quote platform is lightning fast



Bespoke pricing **without human intervention**

Broker partners and customers can access bespoke pricing without human intervention



Always one **step ahead of the competition**

Our pricing is so fast we can keep pricing when the majority of suppliers withdraw from the market



Reducing costs **whilst improving brand experience**

Through automation of marketing and customer service



Real time **analytics**

improves profitability and predictability

SUSTAINABILITY: OUR COMMITMENT TO PEOPLE AND PLANET



PRODUCT

SUSTAINABLE ENERGY SOLUTIONS

To support businesses on their journey to net zero, offering a range of green energy solutions that are simple to switch to, alongside complementary products such as EV Charger Installation and Data Analytics to further reduce carbon footprints.



PLANET

SOCIAL AND ENVIRONMENTAL IMPROVEMENT

To reduce our carbon footprint and overall impact on the environment by operating responsibly, and to have a positive effect on society, supporting charity initiatives and the communities in which we operate.



PEOPLE

POSITIVE PEOPLE CULTURE

To continue to develop a dynamic, engaging and inclusive work culture, where ambition thrives and our employees feel valued and can fulfil their potential to deliver excellence in business utility supply.

BALANCE SHEET & CASHFLOW

BALANCE SHEET EXTRACTS	31 DEC 2022	31 DEC 2021
	£'m	£'m
Tangible & intangible fixed assets	6.9	5.3
Deferred tax	5.3	5.9
Trade receivables (net of prov'n)	11.5	5.6
Accrued income (net of prov'n)	31.8	22.0
Prepayments, stock and other receivables	11.4	9.8
Accrued expenses	(55.3)	(34.5)
Other payables, trade payables, tax and SS	(18.4)	(15.1)
Net working capital	(19.0)	(12.2)
Financial derivative asset	3.0	4.0
Cash at bank	19.0	7.0
Debt (lease liabilities)	(0.2)	(0.3)
Non-current liabilities	(0.2)	(0.4)
Net assets	14.8	9.3

CASHFLOW STATEMENT EXTRACTS	31 DEC 2022	31 DEC 2021
	£'m	£'m
Adjusted EBITDA ¹	7.9	1.7
<i>Inflow / (Outflow) from...</i>		
Trade & other receivables mov't	(17.4)	(19.7)
Trade & other payables mov't	23.9	16.8
Other mov't	0.3	0.4
Total working capital mov't	6.8	(2.5)
Operating Cashflow	14.7	(0.8)
Cap-Ex: Property	(0.2)	(2.6)
Cap-Ex: Digital by Default	(2.2)	(1.1)
Cap-Ex: Yu Smart	(0.2)	-
Financing activities	(0.2)	(0.2)
Net cash inflow / (outflow)	11.9	(4.7)

DISCLAIMER

- This presentation is designed to provide information about YU Group PLC and its business and operations. It is intended as general information only and is not to be relied upon for any particular purpose. In particular, no information contained in this presentation constitutes, or shall be deemed to constitute, an invitation to invest or otherwise deal in any securities of YU Group PLC. Although we endeavour to ensure that the content of this presentation is accurate and up-to-date, YU Group plc gives no representation or warranty as to the accuracy or completeness of any information contained in this presentation.
- Accordingly, no liability is accepted by such persons and they will not be liable for any direct, indirect or consequential loss (including without limitation loss of profit) or damage suffered by any person resulting from the use of the information contained in this presentation, or for any opinions expressed by any such person, or any errors, omissions or misstatements made by any of them. Nothing in this notice excludes any remedy in respect of fraud or fraudulent misrepresentation.
- This presentation is being supplied to you solely for your information and may not be copied, distributed, published, reproduced in whole or in part or disclosed to any other person or for any purpose whatsoever at any time This disclaimer forms an integral part of this presentation, and the presentation will be incomplete without it.
- This presentation contains forward-looking statements, beliefs and opinions which involve risks and uncertainties and actual results and developments may differ materially from those expressed or implied by these statements, beliefs or opinions depending on a variety of factors and accordingly there can be no assurance that the projections or developments will be achieved and no representation or warranty is given as to the reasonableness or achievability, and no reliance should be placed on any projections, estimations or forecasts or the statements, beliefs and opinions expressed herein. In addition, this presentation contains historical information and it should be noted that past performance cannot be relied on as a guide for future performance.
- This notice is to be interpreted and construed in accordance with English law and any claims or disputes arising out of, or in connection with, this notice shall be subject to the exclusive jurisdiction of the English courts. By accepting this presentation you agree to be bound by the foregoing restrictions.



GROUP PLC

thank yü

Investor Enquiries
IR@YuGroupPlc.com

Broker Enquiries
YuGroup@Liberum.com

Media
YuGroup@Teneo.com