

**TRANSFORMING BUSINESS
UTILITY SUPPLY**

Even
BIGGER
BETTER
FASTER
STRONGER

**ANNUAL GENERAL
MEETING**

26 MAY 2022

ROBIN PAYNTER-BRYANT - CHAIRMAN

BOBBY KALAR – CEO



GROUP PLC

Robin Paynter Bryant

Chairman



STRONG PERFORMANCE WITH ACCELERATED PROFITABLE GROWTH

- Strong profitable growth cementing our position as a leading challenger supplier
- Strength of business has allowed the Group to successfully manage market volatility
- Delivering on our strategic priorities: Bigger, Better, Faster and Stronger
- The Group remains well placed to take advantage of market opportunities and to deliver significant and profitable growth



GROUP PLC

Bobby Kalar

Chief Executive Officer

FY21 IN NUMBERS



BIGGER
(high growth)

<p>£157m</p> <p>contracted revenue for year ahead</p> <p>2020: £93m 2019: £80m</p>	<p>£13.8m</p> <p>average monthly bookings</p> <p>2020: £8.3m 2019: £4.2m</p>	<p>£155m</p> <p>revenue increase (+53%)</p> <p>2020: £102m 2019: £112m</p>
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BETTER
(more profitable)

<p>£1.7m</p> <p>adjusted EBITDA, up £3.4m y-o-y</p> <p>2020: (£1.7m) 2019: (£4.2m)</p>	<p>£7.0m</p> <p>Cash</p> <p>2020: £11.7m 2019: £2.4m</p>	<p>28p</p> <p>earnings per share</p> <p>2020: (7p) 2019: (31p)</p>
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FASTER
("digital first")

<p>5.5%</p> <p>Overheads % to revenue – to benefit from scale impact</p> <p>2020: 6.2% 2019: 6.3%</p>	<p>2</p> <p>Customer book integrations onto scalable platform</p> <p>2020: 2 2019: zero</p>	<p>~1%</p> <p>market share</p> <p>2020: 0.4% 2019: 0.4%</p>
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STRONGER
(robust and resilient)

<p>145</p> <p>Average number of employees</p> <p>2020: 111 2019: 141</p>	<p>4*</p> <p>Leading Trustpilot score</p> <p>2020: 4.5* 2019: 4*</p>	<p>7 days</p> <p>Overdue Customer Receivables</p> <p>2020: 8days 2019: 7days</p>
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SIGNIFICANT STRATEGIC PROGRESS

- **Launch of 'Digital by Default' programme**
 - Drive scale and simplify customer service
 - Drive cost efficiency
 - Create value through data analysis
- **Customer book integrations**
 - Appointed by Ofgem as Ampower SoLR with seamless integration adding scale and immediate earnings enhancing
 - Further SoLR awards of Whoop Energy and Xcel Power
- **Creation of 'Yü Smart' Metering Services Division**
 - Integration of the management and support team and Intellectual Property of Magnum Utilities
 - Greater control of customers' energy supply

STRONG MOMENTUM IN FY22

- A strong start to the year with the good momentum from FY2021 continuing
- Four months ending 30 April 2022 has seen significant revenue growth, at improved profit margins, providing combined high confidence for the remainder of FY2022
- Average monthly bookings for the four months to 30 April 2022 stood at £13.0m, up 81% compared to the same period in 2021
- The Group remains focused on delivering profitable and controlled growth, based on a strong forward contract book as well as unlocking the benefits of its 'Digital by Default' strategy.



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thank yü

www.yugroupplc.co.uk