



ANNUAL GENERAL MEETING 2024

MAY 2024

BOBBY KALAR – CEO



AN EXTRAORDINARY FY23 WITH ANOTHER RECORD-BREAKING SET OF RESULTS

-  Strong performance in 2023 driven by our competitive advantage, including revenue of £460.0m (up 65% on 2022).
-  Yü Energy performed strongly and was the fastest growing business energy supplier¹ in the UK, taking advantage of an opportune market.
-  Yü Smart continues to scale, providing operational benefits alongside a growing high margin annuity income.
-  Our market positioning, digital tools and customer service focus provides huge opportunity to scale in a significant market.
-  New five-year, transformational, trading agreement with Shell, provides efficient access to commodity markets, sized for significant continued growth.
-  Final recommended dividend of 37p per share, providing total FY23 dividend of 40p per share (covered 4.6x by earnings).

¹ Cornwall Insight Market Share Report October 23

£520m

CONTRACTED REVENUE
(1YR AHEAD)

111%

YEAR-ON-YEAR
INCREASE

+127%

MONTHLY
BOOKINGS

+109%

METER POINTS

+65%

REVENUE

+439%

ADJUSTED EBITDA

+£62.9m

NET CASH AND
COLLATERAL

+37p

DIVIDEND
PER SHARE

POSITIONED FOR GROWTH IN FY24

Attractive Market Opportunity

 £50 billion+ market opportunity

 46% of smart-eligible, non-domestic meters still need upgrading

Strong Foundations

 Sustainable, scalable, risk management

 Average contract: 21 months (FY22: 24 months)

 £49.8m freed up by Shell trading and hedging deal

Clear Progress

 Strategy to become one of the top 10 largest suppliers in the UK seeing results

 Fastest growing supplier of gas and electricity meters

 Strong order book going into FY25

Market Headroom



■ Big 6 ■ Others ■ Yü Energy

Underpinned by Digital Innovation

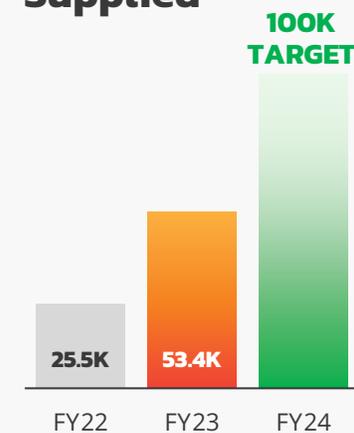
 Speed and simplicity throughout the customer lifecycle with no margin leakage

 Quick to adapt to market changes and customer needs

 Reducing our cost to serve

 Data science and technology informs commercial decisions

Meters Supplied



Contracted Revenue



SUMMARY AND OUTLOOK



STRONG START TO 2024

Strong bookings despite lower commodity markets

Margin in-line with management targets



ORGANIC GROWTH OF c.50% DESPITE LOWER COMMODITY PRICES

£520m contracted revenue for FY24 delivery

New bookings and further non-contracted book will add further revenue



TARGET 25K SMART METERS OWNED BY END OF 2024

Provides 15-year, index-linked annuity income of c.£1m



VERY STRONG OPERATIONAL CASH GENERATION FOR FY24

Working capital benefit from Shell agreement of £49.8m

In addition to significant operational cash inflow



SIGNIFICANT INCREASE IN DIVIDEND

37p final dividend recommended

Progression to 3x cover (from 4.6x) plus EPS growth



GROUP PLC

thank yü

Investor Enquiries
IR@YuGroupPlc.com

Broker Enquiries
YuGroup@Liberum.com

Media
YuGroup@Teneo.com