

# ANNUAL GENERAL MEETING 2025

MAY 2025

**BOBBY KALAR – CEO**



# INTRODUCTION TO THE GROUP



Serving the **B2B** market



Electricity



Gas



Green Energy



**Rapid & profitable** growth



**Experienced** team & **proven** processes



**Robust** hedging policy

**A BUSINESS WITH STRONG FOUNDATIONS...**

**SUNDAY TIMES BEST PLACES TO WORK 2024**

'BIG ORGANISATION' CATEGORY

★ ★ **4.2** ★ ★

TRUSTPILOT SCORE

[www.yugroupplc.com](http://www.yugroupplc.com)

**GROWING OUR SUPPLY AND SMART METER BUSINESS...**

**1.4%**  **2.7%**  
2023 2024

YÜ ENERGY MARKET SHARE GROWTH

**100**

METER TECHNICIANS  
2023: 50



**NEW TRAINING CENTRE LAUNCHED IN THE YEAR**

**UTILISING OUR CASH FOR STRATEGIC GROWTH OPPORTUNITIES...**

**£80.2m**

NET CASH  
2023: £32.1m

**"YÜ ENERGY CLIMBS TWO PLACES TO RANK THE ELEVENTH LARGEST SUPPLIER OF BUSINESS ELECTRICITY METERS."**

- Cornwall Insight



# DELIVERING RESULTS



**Strong financial performance continues** with revenues up 40% to £646m, adjusted EBITDA<sup>1</sup> up 11% to £48.8m, profit before tax up 12% to £44.5m, and EPS<sup>2</sup> up 11% to 210p.



**Significant market share growth**, with £1bn aggregate contracted revenue, £42.6m average monthly bookings and 78% growth in volume of energy supplied. Significant headroom remains from 2.7%<sup>3</sup> market share.



**Yü Smart increasing in scale** with new meter installations up 169% to 22,900, and engineering coverage across Great Britain.



**Total smart meters owned of 27,200**, presenting index-linked annual recurring revenue ("ILARR") of £1.3m.



New five-year, **transformational, trading agreement with Shell**, signed in Feb 2024, working well and sized for growth.



**Continue strategic progress**, with TrustPilot rating of 'excellent' and 2<sup>nd</sup> year recognition as a Times' Top 100 best places to work.



**Progressive and materially increased dividend**, to 60p (FY23: 40p) per share including 41p final dividend. Strong cash balance sheet held, with £80.2m net cash.

<sup>1</sup> Adjusted EBITDA is before non-recurring items, share-based payments, interest, depreciation and amortisation.

<sup>2</sup> EPS is on an adjusted and fully diluted basis.

<sup>3</sup> Cornwall Insight Market Share Report October 2024.

<sup>4</sup> EQVS relates to energy supplied after converting gas to electricity equivalent (being c.4x gas volume).

**£1bn** **+25%**

CONTRACTED REVENUE  
(in aggregate)

**+78%**

EQUIV. VOLUME OF  
ENERGY SUPPLIED<sup>4</sup>

**+65%**

METER POINTS  
SUPPLIED

**+40%**

REVENUE

**+11%**

ADJUSTED EBITDA

**+£48.1m**

NET CASH

**+50%**

INCREASE IN TOTAL  
DIVIDEND

\* All changes relate to FY24 vs. FY23

# YÜ SMART: UNLOCKING NEW VALUE

CREATING GROWTH OPPORTUNITIES, ANNUITY INCOME, AND FAVOURABLE CUSTOMER OUTCOMES

## FY24 STATS



**22.9k**  
Meters Installed  
2023: 8.5k

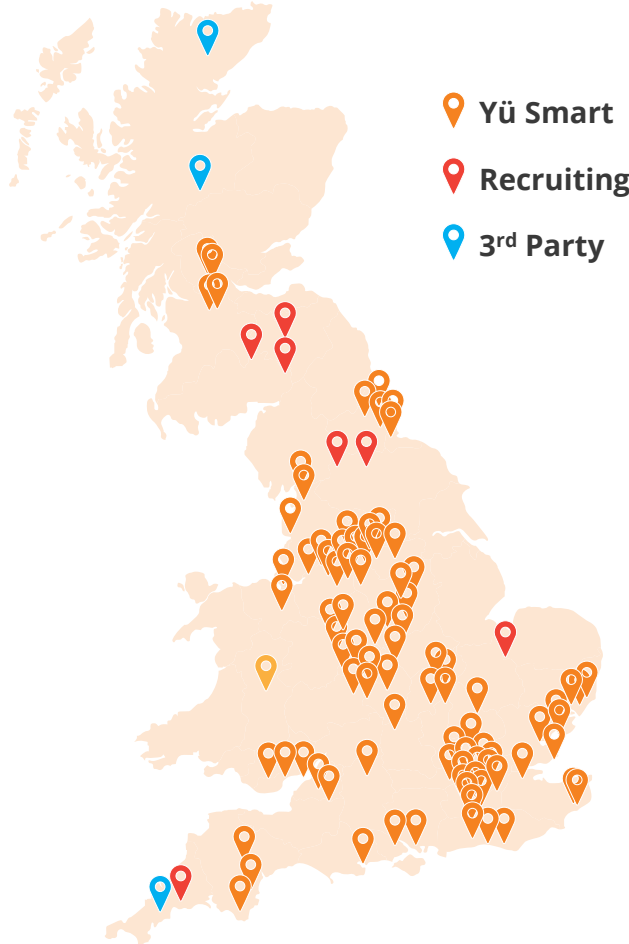


**100**  
Meter Technicians  
2023: 50

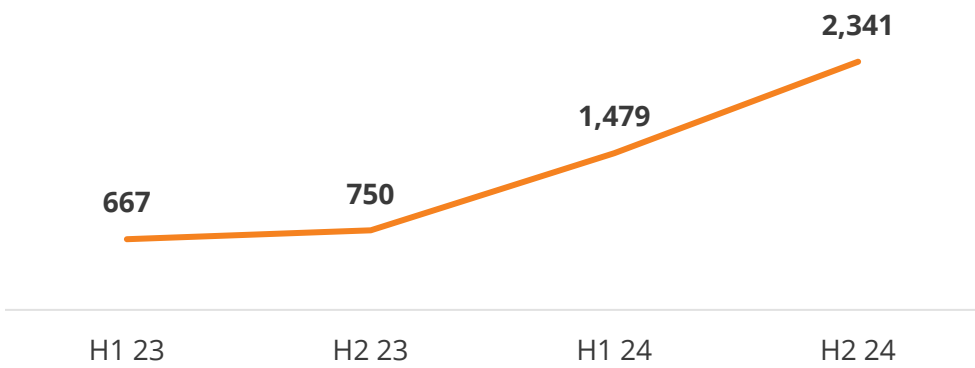


**27.2k**  
Meters Owned  
2023: 4.1k

## ENGINEER COVERAGE



## INCREASING AVG. MONTHLY INSTALLATION RATE



## NEW TRAINING CENTRE LAUNCHED IN THE YEAR



# SUMMARY AND OUTLOOK



## GROWTH IN YÜ ENERGY

Revenue of **£730m to £760m** guided for FY25.

Energy volume increased significantly, and £1bn aggregate forward contract value.

£50bn+ market opportunity remains, to grow our 2.7% market share.



## YÜ SMART SCALING

Target for **60k meters owned** by end FY25 (~£3m ILARR).

100 engineers and inhouse training facility provides opportunity.

Annuity income and smart meter portfolio benefits becoming more material.



## SUSTAINABLE VALUE FOR SHAREHOLDERS

Target of **120k supplied meter points** by end FY25.

Overhead leverage benefits as we scale.

Adj EBITDA and EPS growth in line with market expectations.



## STRONG BALANCE SHEET

**Significant net cash** balance provides new opportunities.

Commodity agreement with Shell working well and allows significant growth potential.



## PROGRESSIVE DIVIDEND CONFIRMED

41p per share final dividend recommended (60p total for FY24).

EPS growth and cash provides scope to decrease **dividend cover to 3x** over the short to medium term (from ~3.3x in FY24).

# thank yü

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