

22 July 2025

Yü Group PLC
("Yü Group", the "Company" or the "Group")

Trading Update and notice of results

Yü Group (AIM: YU.), the independent supplier of gas and electricity, meter asset owner, and installer of smart meters to the UK SME & corporate sector, is pleased to provide an update on trading for the six months ended 30 June 2025.

Financial and Operational highlights

- Continued strong organic growth in-line with management expectations. The Group delivered H125 revenue of approximately £341m, up c.9.0% (H124: £313m), in line with Group strategy of gaining market share.
- Average monthly bookings at £41.4m, down 12% on H124 (H124: £46.9m, FY24: £42.6m) reflecting the wholesale commodity market normalising, as expected.
- Very strong meter point growth for the fifth consecutive period in line with the Group's strategy to scale sustainably using its *Digital by Default* platform. The Group delivered a c48% increase in meter points versus the prior year, to close at 107,000 (H124: 72,300; FY24: 88,000). The Group continues to grow volumetric consumption and leverages off the successful implementation of the five-year commodity hedging agreement with Shell Energy enabling continued scaling.
- Yü Smart delivered value and volume as scale becomes material, with meter's owned in the period up 179% on the same period in 2024 (H125: 36,500; H124: 13,100), providing 200% increase in forward annualised, indexed annuity income (H125: £1.8m; H124: £0.6m).
- £109.9m of net cash at 30 June (H124: £86.8m) demonstrating continued strong operational cash inflow and tight controls on bad debt after £6.9m of dividend payments, £2.0m of capex in metering assets.
- Strong trading partnership with Shell Energy and alignment of scale opportunities has seen the Group add additional energy products to attract a wider market.
- Third consecutive year in The Sunday Times '100 Best Places to Work' list demonstrates the continued investment in our values. Our people remain the heartbeat of our business and central to our growth.

Outlook

- The Group is on target to deliver EBITDA and EPS for FY25 in-line with current market expectations against a backdrop of normalising energy wholesale prices that have created a more competitive pricing environment. We continue to see scale and profitability in FY25 and beyond.
- We continue to see strong growth in both meter points supplied by Yü Energy and meters owned by Yü Smart, despite the normal challenges of starting up a new division within an established business. Meters installed by Yü Smart are delivering positive outcomes in customer usage habits and cost controls, which is set to grow as we replace outsourced support with Yü Smart's growing operational capabilities.
- Our strong cash generation and disciplined approach to our balance sheet continues to provide the Group with confidence and credibility when looking at opportunistic inorganic growth and value opportunities whilst underpinning our progressive dividend policy to enable increased distributions to shareholders.

Bobby Kalar, Chief Executive Officer, said:

"I'm pleased with our continued delivery for the first 6 months providing confidence management are in-line with expectations for the year. Our forward contract book remains strong and continues to grow despite the recent drop in wholesale energy prices. While I'm personally disappointed investor appetite remains restrictive, prolonged cash outflows from the UK continue to severely hinder our valuation. I would like to thank all my team for their continued support and effort. We will remain focussed on our growth strategy to deliver continued shareholder value and returns."

Notice of results

The Group will issue interim results on Tuesday 23rd September 2025.

For further information, please contact:

Yü Group PLC +44 (0) 115 975 8258
Bobby Kalar
Paul Rawson
Andy Simpson

Panmure Liberum +44 (0) 20 3100 2000
Bidhi Bhoma
Edward Mansfield
Satbir Kler

Notes to Editors

Information on the Group

Yü Group PLC is a leading supplier of gas and electricity focused on servicing the corporate sector throughout the UK. We drive innovation through a combination of user-friendly digital solutions and personalised, high quality customer service. The Group plays a key role supporting businesses in their transition to lower carbon technologies with a commitment to providing sustainable energy solutions.

Yü Group has a clear strategy to deliver sustainable profitable growth (in a £50bn+ addressable market) and value for all of our stakeholders, built on strong foundations and with a robust hedging policy. The Group has achieved a compound annual growth rate of over 60% over the last four years and has consistently improved margin and profitability performance. In 2023 the Group launched Yü Smart and Yü Charge to support growth through new opportunities in smart metering installation.

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