



# **3U HOLDING AG**

Success in Megatrends

Events and results  
of the third quarter and of  
the first nine months of 2022

**Divestment of stakes in InnoHubs GmbH and weclapp SE / cash inflow strengthens shareholders and future business / revenue and earnings growth in continuing operations: 3U well positioned for further growth**

- ✓ 3U realises an increase in value through exiting weclapp. Initial financing by 3U of around EUR 20 million  
Equity value of EUR 227 million ⇒ net proceeds of >EUR 150 million
- ✓ 3U realises an increase in value through bringing the InnoHubs project to completion. Funds of around EUR 4 million invested by 3U ⇒ net proceeds of around EUR 10 million
- ✓ Cash and cash equivalents as of 30/09/2022: approx. EUR 190 million  
Application of funds:  
(1) Dividend and (2) reinforcing high-growth 3U business lines in megatrends
- ✓ Strong revenue and earnings growth in the first nine months of 2022, also without software subsidiary:  
revenue growth (adjusted): +14.6 % ; adjusted EBITDA amounts to EUR 9.45 million (9M/2021: EUR 5.56 million).
- ✓ 3U remains well positioned. Current challenges generate tailwind:  
Climate change and “Energiewende”: expanding our production capacities in the wind business; e-commerce specialised in products for heating and air conditioning  
Digitalisation in SMBs: ITC segment building up the business
- ✓ The Management Board and the management teams of the shareholdings identify focus areas in strategy workshops to chart the future course.

## ITC segment

ITC Information and  
Telecommunications



- **Telecommunications**
- Digitalisation of SMBs
- Data centre services
- Software licensing

## Renewable Energies segment



- **Power generation**
- Project acquisitions and disposals
- Project development

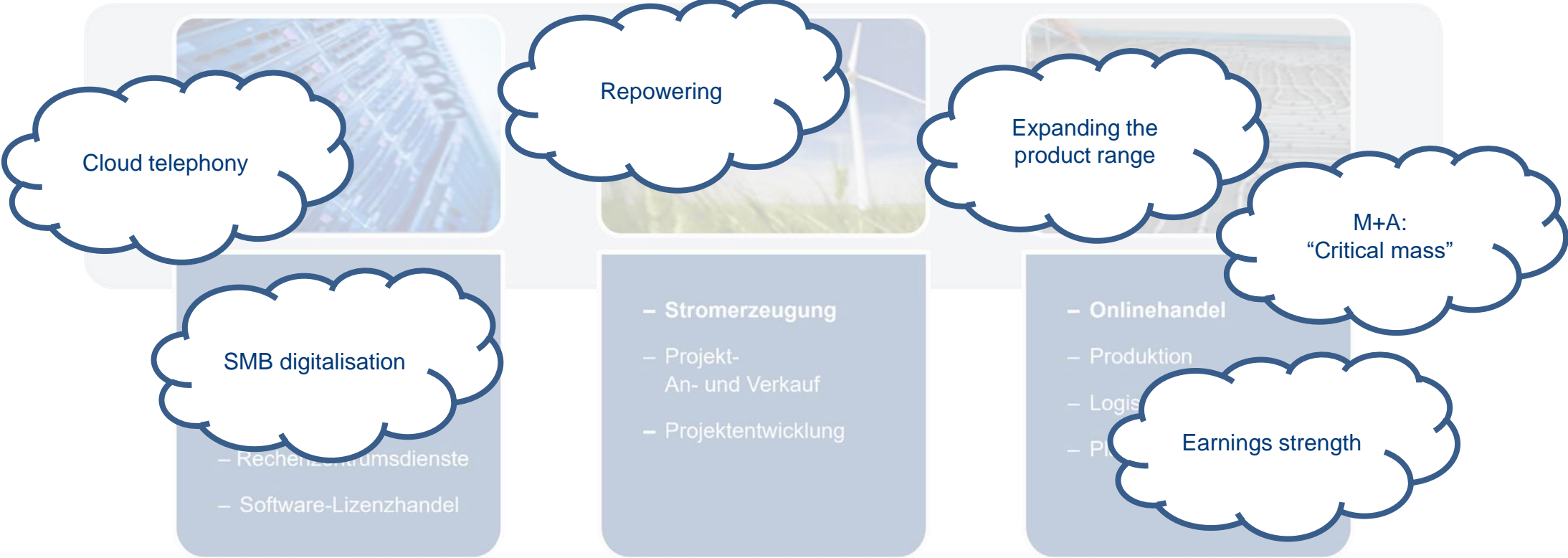
## SHAC segment

Sanitary, Heating  
and Air Conditioning



- **e-commerce**
- Production
- Logistics
- Planning

Application of proceeds after dividend:  
➤ **Strengthening existing business lines**  
➤ **Developing new business lines**



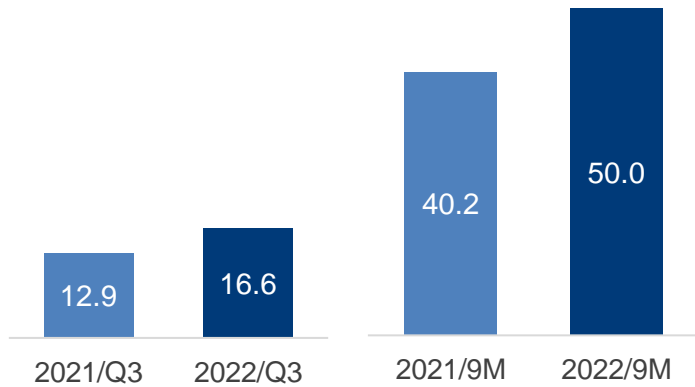


## Events and results of the third quarter and of the first nine months of 2022

Development in EUR million: Q3/2021 vs Q3/2022 and 9M/2021 vs 9M/2022

Revenue

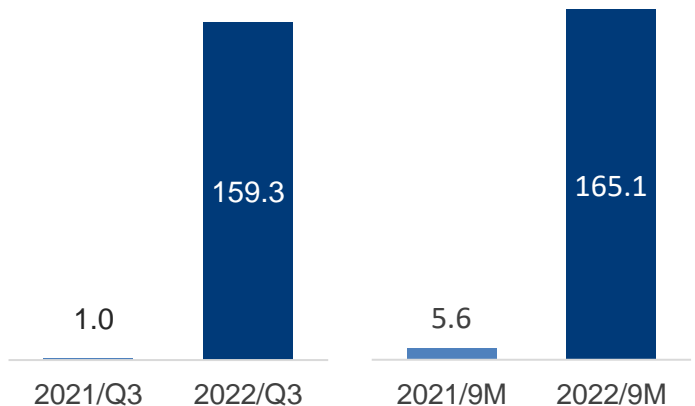
Consolidated revenue up by 24% in the first nine months and 29% in Q3 compared with the year-earlier period  
All three segments contribute to revenue growth



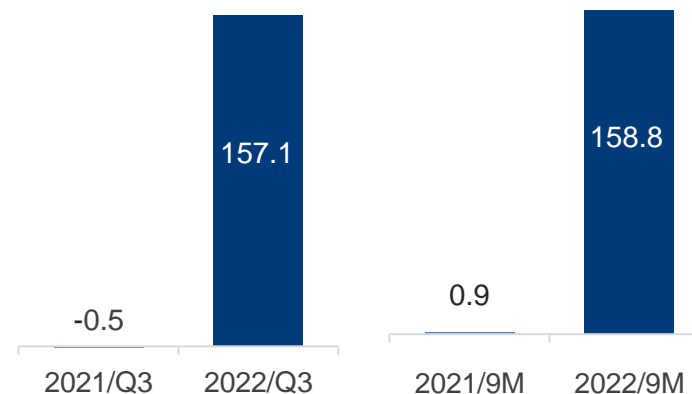
- Revenue growth (also of continuing operations) continued to accelerate in Q3
- High solar irradiation, weak wind yield
- Exceptional increase in the results through the sale of Innohubs and weclapp
- Adjusted EBITDA (excluding effects from transactions) up by 411 % to EUR 9.45 million

EBITDA

Operating margins mostly improved  
Personnel expenses comprises provisions for performance-based remuneration  
Other expenses comprises write-downs on current assets



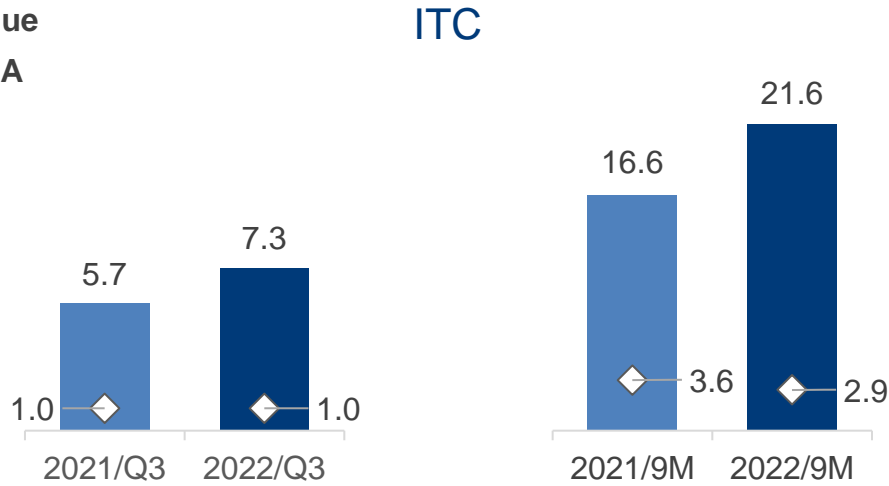
Group results



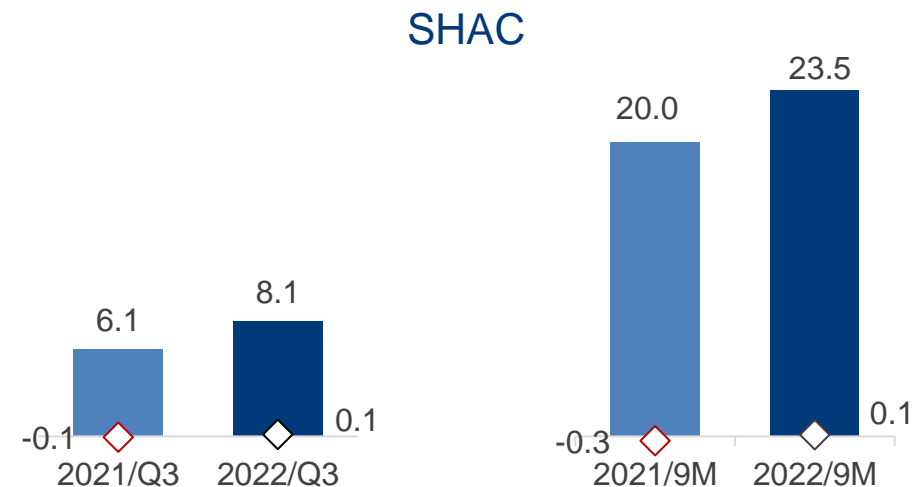
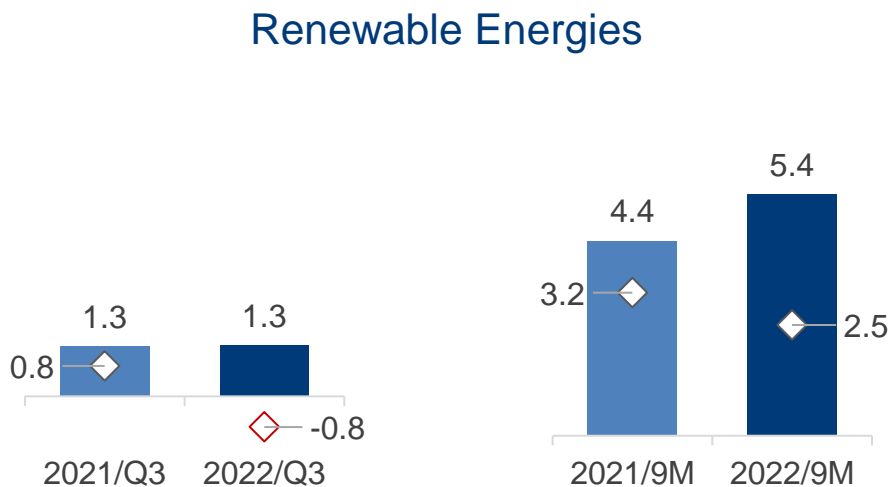


Development in EUR million: Q3/2021 vs Q3/2022 and 9M/2021 vs 9M/2022

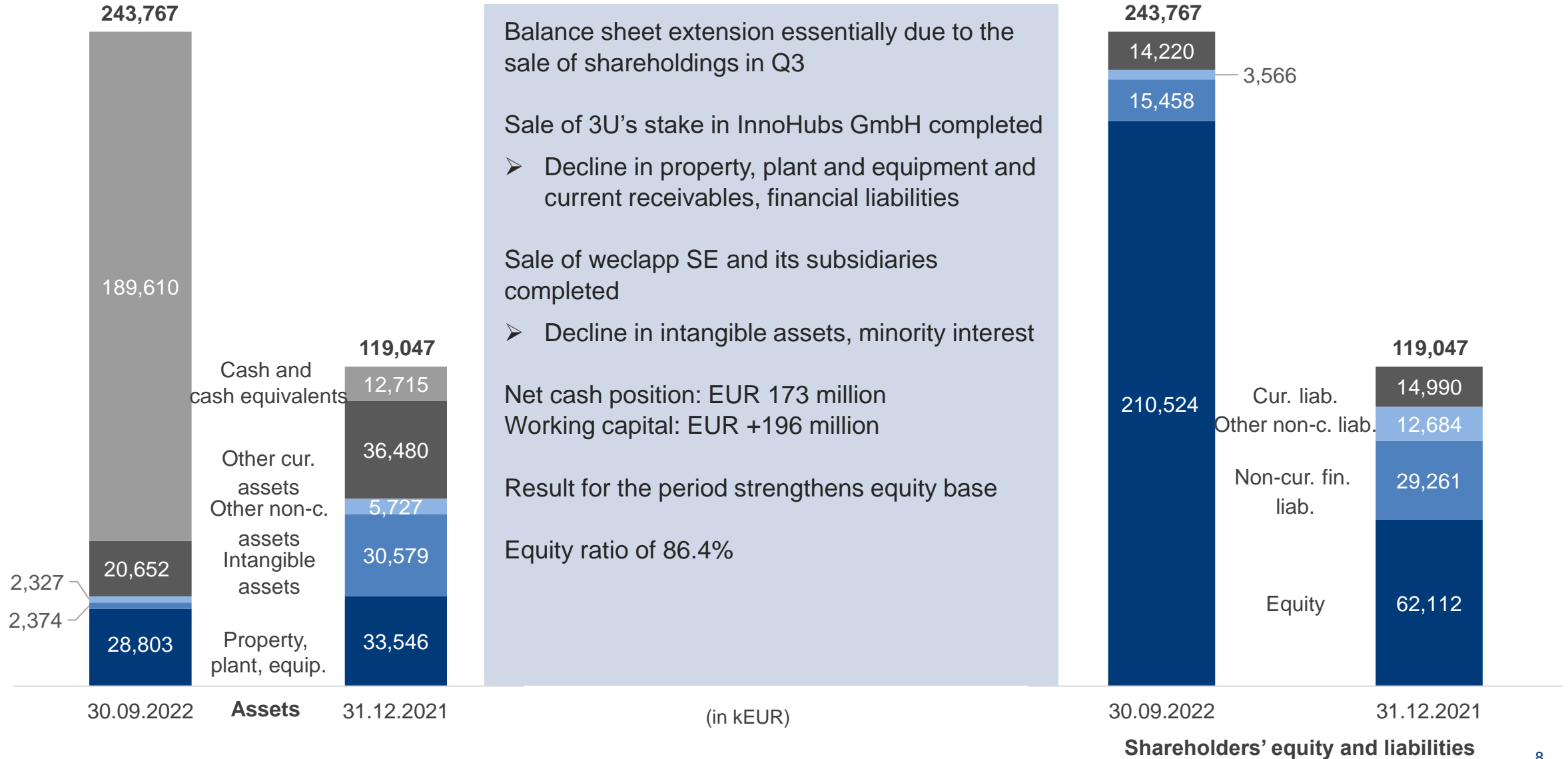
■ Revenue  
◇ EBITDA



- ITC (excluding weclapp): revenue growth in Q3 +4.8 %
- Strong growth in data centre services; expanding Managed Services to deliver recurring revenue
- Renewable Energies: result burdened by write-downs of projects
- SHAC: marginal improvement in profitability – measures ongoing



# CHANGES IN THE BALANCE SHEET REFLECT THE SALE OF INNOHUBS AND WECLAPP



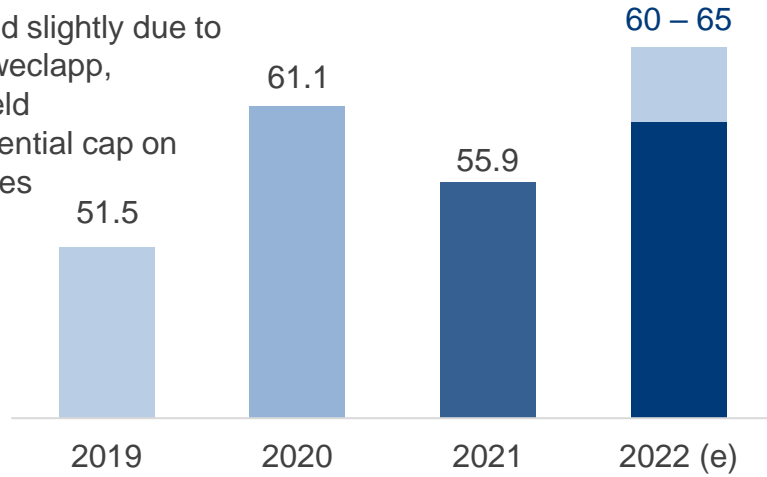


In EUR m/%	30 September 2022	31 December 2021
Total assets	243.8	119.0
Inventories	11.6	13.6
Cash and cash equivalents	189.6	12.7
Equity	210.5	62.1
Equity ratio	86.4 %	52.2 %
Debt to equity (liabilities/equity)	15.8 %	91.7 %
Net cash position (cash and cash equivalents – financial liabilities)	172.8	-18.2
Free cash flow (1 January – 30 September) / (Op. CF + Inv. CF)	152.7	-15.1

**Group KPI in EUR m: 2019 – 2022 (e)**

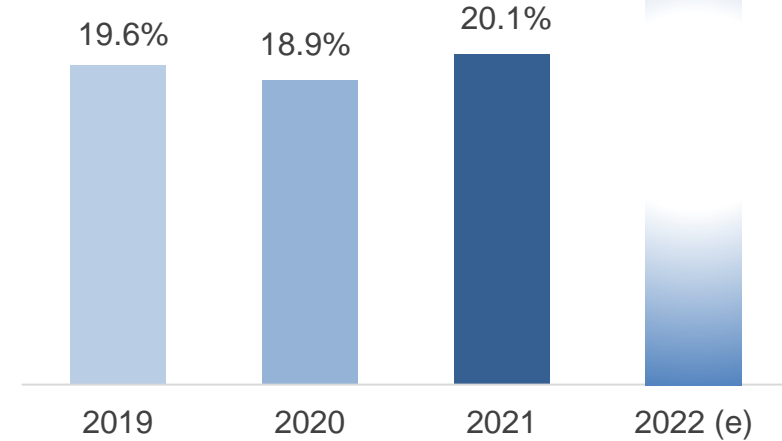
**Consolidated revenue**

Target reduced slightly due to departure of weclapp, lower wind yield in Q3 and potential cap on electricity prices



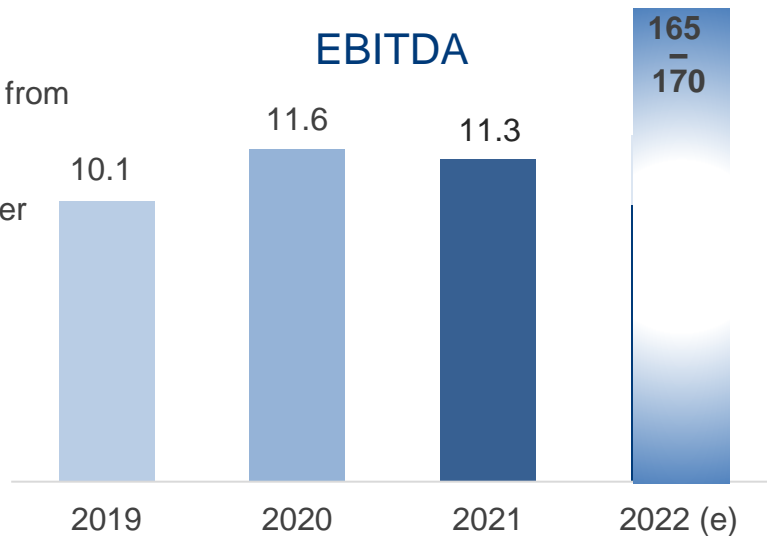
**EBITDA margin**

>100 %



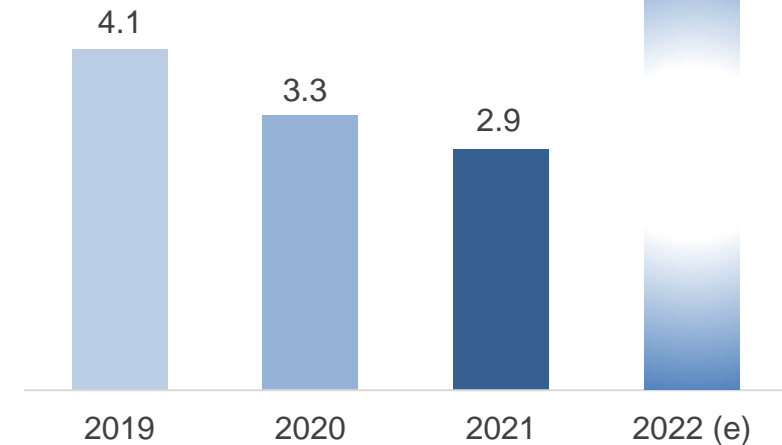
**EBITDA**

Other income from transactions lead to significantly higher results



**Group results**

155  
160





## Summary

### **3U growth strategy: enhance technologies, overcome barriers to growth, tap potential**

- ✓ Corporate purpose: raise shareholder value to the benefit of customers, suppliers, staff, and stakeholders
- ✓ Successful business models in three megatrends:
  - Digitisation of SMBs
  - e-commerce (Selfio GmbH)
  - Renewable Energies
- ✓ Profitable business models in all three segments
- ✓ Dividend increased five times in a row since 2017. Dividend 2022 at EUR 0.05.  
With a view to successful transactions, adequate dividend distribution announced for 2023
- ✓ Organic revenue growth planned for 2022 and beyond.
- ✓ Development and deployment of cutting-edge technologies from Next Generation Networks in telecommunications through to artificial intelligence / machine learning in e-commerce.

- We create value
  - thanks to the services provided by our Telecommunications business line
  - thanks to promising potential of our e-commerce operations in the SHAC segment despite of temporary challenges
  - thanks to our profitable power generation from renewable energies
  - thanks to our successful, targeted investments in office and industrial properties
  
- We have the financial headroom to strategically develop our business models and to tap new growth potential
  
- We see great opportunities for further revenue growth and stable earnings in the years ahead.





## Appendix

## Share price performance (12 months, as of 30 September 2022)



Average daily trading volume: >45,000

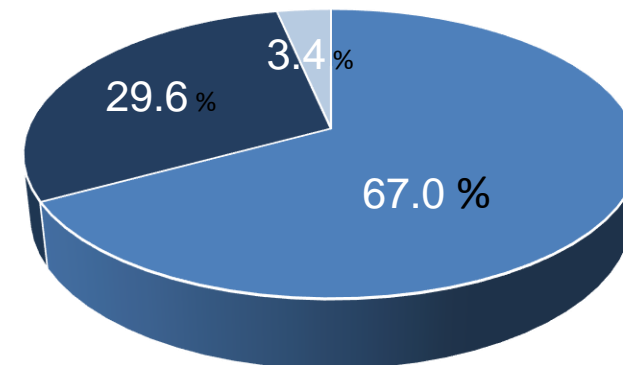
### Dividend policy:

- Roughly half of the Group's operating profit to be distributed in the form of dividend

### For the 2021 financial year:

- Dividend of EUR 0.05 was paid in the financial year 2021
- Dividend distributed without deducting capital gains tax (payment out of the tax deposit account)

## Shareholder structure



- Free Float
- Management und Aufsichtsrat
- Lupus alpha

## Information on the share

Market segment	Prime Standard
Number of shares outstanding	35.31 million
ISIN	DE0005167902
Bloomberg Ticker	UUU



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Date	Event
28–29 November 2022	Participation in Deutsche Börse AG's German Equity Forum
29 March 2023	Publication of Annual Report
10 May 2023	Publication of Q1 Quarterly Announcement
17 May 2023	Annual General Meeting
14 August 2023	Publication of Half Year Financial Report
8 November 2023	Publication of Q3 and 9M Quarterly Announcements

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