

# Quarterly Announcement 3/2020





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## Summary of Group results

3U Group (IFRS)		Quarterly comparison		9-months comparison	
		1 July–30 September 2020	2019	1 January–30 September 2020	2019
Sales	(in EUR million)	14.08	12.75	44.49	38.21
EBITDA (earnings before interest, taxes and amortisation)	(in EUR million)	1.74	0.96	6.43	4.43
EBIT (earnings before interest and taxes)	(in EUR million)	0.44	-0.23	2.59	0.90
EBT (earnings before tax)	(in EUR million)	0.29	-0.41	2.12	0.33
Consolidated earnings	(in EUR million)	-0.13	-0.32	0.60	0.14
Earnings per share total (undiluted)	(in EUR)	0.00	-0.01	0.02	0.00
Earnings per share total (diluted)	(in EUR)	0.00	-0.01	0.02	0.00
Equity ratio (as of 30 September)	(in %)	56.83	54.25	56.83	54.25
Total assets (as of 30 September)	(in EUR million)	87.70	75.14	87.70	75.14
Free cash flow	(in EUR million)	-1.26	0.58	-2.07	3.36

# From our records

July 2020

- **3U HOLDING AG sells the externally leased parts of the Adelebsen site**

The concentration on our strategic focus on online trading and cloud computing is also reflected in the disposing of peripheral activities and assets. The parts of our property in Adelebsen, Lower Saxony, leased to third parties as well as the leased buildings were sold to the previous tenant. The transaction is expected to result in an earnings contribution at 3U HOLDING AG of around EUR 1.5 million and a net inflow of funds of around EUR 5.0 million.

- **Social responsibility in times of social distance**

weclapp employs a team of programmers in Mumbai, India, exclusively active for our subsidiary. During the Corona crisis the employees there support the neighbourhood of the office in Navi Mumbai (New Mumbai). On 24 July 2020, the programmers, in cooperation with the Sahaara Charitable Society, distributed food packages to 200 people for a quarantine period. weclapp had already provided its Indian employees with health insurance and laptops some time ago. The office, however, is currently vacant. For weeks "Home Office" has been the location of choice!

August 2020

- **3U builds new distribution centre**

With an official "ground-breaking ceremony", we heralded the start of construction of a new distribution centre on our site in the A61 industrial estate in the Mayen-Koblenz district. With the start of construction work, we are taking another major step towards optimising and expanding the supply chain for our online trading activities. A short video recording of the ceremony can be found on YouTube, in our channel "3U HOLDING AG". You can follow the construction progress on our website [www.3u.net](http://www.3u.net).

- **3U HOLDING sells office property in Linz**

As another asset of no strategic importance, we also sold an office property in Linz am Rhein in August. This was the headquarters of Selfio GmbH until the company moved to Bad Honnef in 2018.

- **Selfio launches its own water softening system**

We are moving along with our own brand strategy, further expanding our product portfolio. Designed according to Selfio's specifications we are now offering water softening systems in two model sizes. They are produced by one of the world's leading suppliers of water treatment technologies in Europe and certified according to European quality standards. After underfloor heating systems, water softening systems represent the second largest product group in the Selfio range. They

account for around 20 % of revenue. Implementing our own brands strategy should help to further increase the profitability of online trading in the 3U Group.

September 2020

- **weclapp SE and Francotyp-Postalia Holding AG cooperate**

A further step in the expansion of our network of dedicated revenue partners for our cloud-based ERP platform weclapp: we have agreed a revenue cooperation with Francotyp-Postalia Holding AG. As part of the cooperation, FP will provide its customers with online access to the cloud-based ERP platform weclapp via the discoverFP portal. Initially, all German customers will have this option. The agreement can be extended to other FP national companies in the future.

- **3U HOLDING AG places around 1.2 million own shares with institutional investor**

Lupus alpha Investment GmbH has acquired the remaining 1.2 million treasury shares from the company and is now invested in 3U. The purchase price amounted to EUR 1.747 per share. The net proceeds of the transaction are to be used to finance the further growth of the subsidiary weclapp SE.

- **Selfio is again one of Germany's best online shops**

Selfio received the award "Germany's Best Online Shops" in the segment "Building and Do-It-Yourself (without branch network)" for the fourth time in a row. Selfio achieved higher scores than the other competitors, particularly for its very good price-performance ratio and its Internet presence. But also for product range, customer service, ordering conditions and shipping and returns, the SHAC online retailer from the 3U Group achieved a place in the top ranks of its segment.

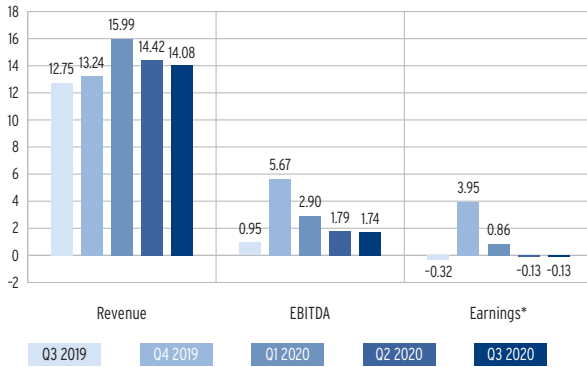
- **Greater variety, more bustle in the weclapp store**

weclapp SE has redesigned the internal marketplace store.weclapp.com and added numerous offers. The marketplace complements the services of our cloud-based ERP-platform with interfaces to a variety of specialized applications and functionalities (plugins), which offer customers additional options. On the day the new offering was announced, the number of users accessing the store increased tenfold.

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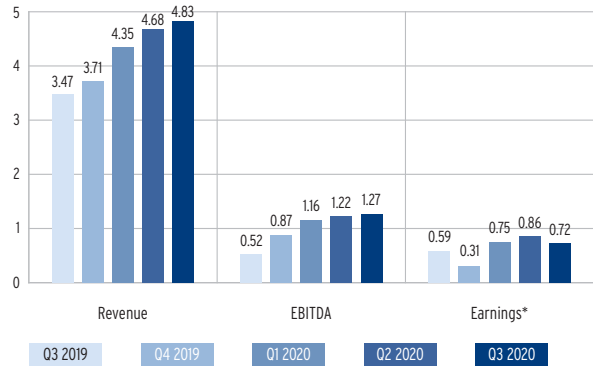
# Earnings and financial position

**Development (revenue, EBITDA, earnings) – 3U Group in EUR million**



\*After share of non-controlling shareholders

**Development (revenue, EBITDA, earnings) – ITC segment in EUR million**



\*Segment earnings before profit transfer and after share of non-controlling shareholders

## Earnings performance

### Group revenue

The 3U Group once again increased revenue and earnings in the third quarter of the 2020 financial year compared to the same period of the previous year, thus continuing its growth course over the first nine months. It should be noted that the restrictions introduced to combat the COVID 19 pandemic have only had a selective impact on business. The Management Board confirms the revenue and earnings forecast for the 2020 financial year.

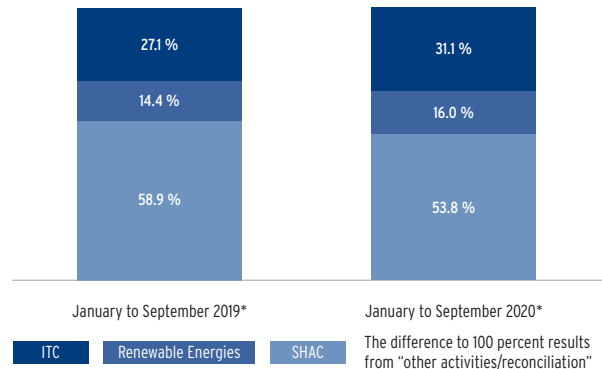
In the first nine months of 2020, consolidated revenue of 3U HOLDING AG increased by EUR 6.28 million from EUR 38.21 million to EUR 44.49 million compared to the same period of the previous year, corresponding to a growth of 16.4 %.

All three segments contributed to this development, with the ITC (information and telecommunications technology) segment, showing a growth rate of 33.9 %, increased its share of consolidated revenue to over 30 % for the first time. In particular, its cloud computing business area (weclapp SE) was again able to increase its revenue by more than 50 % as planned. The Telecommunications business area also saw business picking up again.

The Renewable Energies segment increased its revenue in the first nine months by 29.1 % compared to the first nine months of the previous year – although wind yields in the third quarter of 2020 were again significantly lower than at the strong start of the year. The SHAC segment also recorded further revenue growth.

The ITC segment generated 31.1 % (9M/2019: 27.1 %) of consolidated revenues, while the Renewable Energies segment contributed 16.0 % (9M/2019: 14.4 %) and the SHAC segment 53.8 % (9M/2019: 58.9 %).

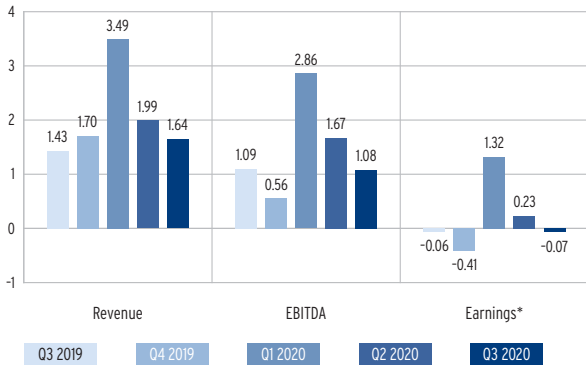
### Segment share in Group revenues in %



In the first nine months of 2020, other income of EUR 1.62 million was generated, only slightly above the level of the same period of the previous year (9M/2019: EUR 1.46 million). As neither 2019 nor 2020 saw any major mergers and acquisitions activities recognised in the balance sheet in the first nine months – with the exception of the acquisition of the Roge wind farm –, the changes in the income statement are largely attributable to the operating activities in the segments. Effects from the sale of the externally leased parts of the Adelebsen property, which was agreed at the end of the second quarter, may eventually be recognised in the fourth quarter of 2020 when ownership is transferred to the buyer.

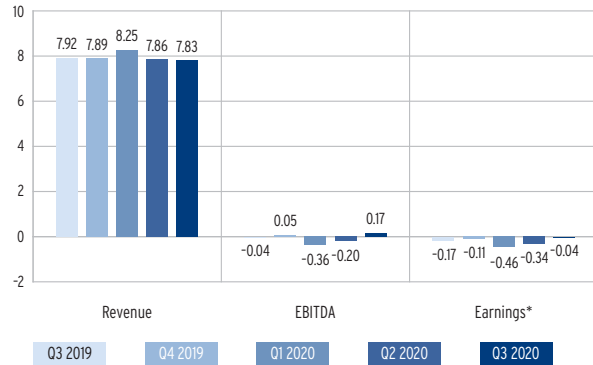
The cost of materials increased at a disproportionately low rate of 11.1 % compared with the same period a year ago. The cost of materials ratio (cost of materials as a percentage of revenue) fell from 56.2 % in the first nine months of 2019 to 53.6 % in the first nine months of 2020. This development is mainly attributable to the growth of cloud computing and the telephony business in the ITC segment as well as the relatively lower share of the goods intensive SHAC segment.

**Development (revenue, EBITDA, earnings) – Renewable Energies segment in EUR million**



\*After share of non-controlling shareholders

**Development (revenue, EBITDA, earnings) – SHAC segment in EUR million**

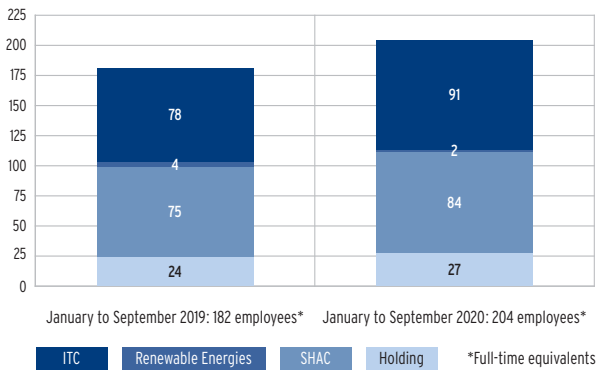


\*Segment earnings before profit transfer and after share of non-controlling shareholders

**Employees**

As of 30 September 2020, a total of 233 people were employed by the 3U Group (including the Management Board, temporary and part-time employees) (30 September 2019: 226 people).

Translated into full-time equivalents, the 3U Group employed 203 people at the end of the quarter (30 September 2019: 199 full-time equivalents). In the first nine months of the 2020 financial year, the average number of employees (full-time equivalents, excluding members of the Management Board) was 204 (9M/2019: 182). They were distributed among the individual divisions as follows:



\*Full-time equivalents

Personnel expenses also rose disproportionately by 14.2 % to EUR 9.78 million (9M/2019: EUR 8.56 million). The personnel expense ratio (personnel expenses as a percentage of revenue) declined slightly in the first nine months to 22.0 % (9M/2019: 22.4 %). In contrast, the personnel expenses ratio in the SHK segment rose – mainly due to the temporary, extensive use of temporary staff at the distribution centre in Montabaur. In order to protect employees from possible infections, work was carried out there in two shifts, which could only be carried

out with additional staff. This measure was reintroduced in the course of the fourth quarter.

At 13.7 %, the share of other operating expenses in revenue was slightly below the previous year's level (9M/2019: 14.7 %).

**EBITDA**

In the first nine months of the 2020 financial year, the Group generated EBITDA of EUR 6.43 million (9M/2019: EUR 4.42 million). The improvement in earnings before interest, taxes, depreciation and amortisation is due to the consistently lower cost ratios. The EBITDA margin (EBITDA as a percentage of revenues) rose from 11.6 % in the same period of the previous year to 14.5 % in the first nine months of 2020.

**Group earnings**

Group depreciation and amortisation in the first nine months of 2020 amounted to EUR 3.84 million (9M/2019: EUR 3.53 million). This includes depreciation and amortisation on the Roge wind farm acquired at the beginning of 2020.

Loss carryforwards, which were used in the past, have now been partially exhausted. As expected, tax expense therefore rose from EUR 0.05 million to EUR 0.81 million in the first nine months of 2020. The consolidated net profit for the period (after minorities) was EUR 0.60 million, around four times as high as in the same period of the previous year (9M/2019: EUR 0.14 million).

In line with internal reporting, the Group reports the ITC, Renewable Energies and SHAC segments as well as the area of Other Activities/Reconciliation.



## Development in the segments

### ITC segment (Information and Telecommunications Technology)

The ITC segment increased revenues by 33.9 % to EUR 13.86 million (9M/2019: EUR 10.35 million) and generated an EBITDA of EUR 3.66 million, 90.1 % higher than in the same period of the previous year (9M/2019: EUR 1.92 million). The EBITDA margin rose from 18.6 % in the first nine months of fiscal 2019 to 26.4 % in the first nine months of 2020.

The activities of weclapp SE, i.e. the Cloud Computing business area, were also increased in the first nine months of 2020 with revenue growing by 52.7 % compared to the same period of the previous year. As an individual company, it generated an EBITDA margin of around 35 %.

As a result of the measures taken against the COVID 19 pandemic, demand for telecommunications services has risen significantly since the second half of the first quarter, as reported. Although this effect levelled off again in the third quarter, the Telecommunications business area was able to expand its business by 26.5 % in the first nine months. Rising sales of value-added services also contributed significantly to this growth.

### Renewable Energies Segment

In the Renewable Energies segment, segment revenue increased by 29.1 % from EUR 5.52 million in the first nine months of 2019 to EUR 7.12 million in the reporting period. The Roge wind farm acquired at the beginning of the year contributed EUR 1.51 million to segment revenue. Earnings from wind and photovoltaic systems are barely at a satisfactory level. Segment EBITDA improved from EUR 4.35 million in the same period of the previous year to EUR 5.61 million in the first nine months of 2020. The EBITDA margin in the Renewable Energies segment was 78.7 % as in the same period of the previous year.

### SHAC segment (Sanitary, Heating and Air-Conditioning Technologies)

In the first nine months of 2020, revenue in the SHK segment rose by 6.5 % from EUR 22.49 million (9M/2019) to EUR 23.95 million (9M/2020). The e-commerce business area grew significantly by 10.7 %. The cost of materials ratio in the SHAC segment remained constant at 77.4 % in a nine-month comparison. The twelve-point plan for improving earnings in the SHAC segment, which was launched at the beginning of the second quarter of 2020 by the Management Board in conjunction with the management teams in the e-commerce business area, provides for the increased use of private labels in the product range as well as measures in purchasing, product mix and marketing.

Segment EBITDA fell from EUR -0.14 million in the same period of the previous year to EUR -0.38 million in the first nine months of 2020.

While the e-commerce business in the Group company Selfio again recorded a slightly positive EBITDA, the expenses for the expansion and optimisation of the supply chain as well as measures to protect the employees at the Montabaur site against infection impacted the segment EBITDA. While the SHAC segment almost broke even in the third quarter of the 2020 financial year, the first nine months of 2020 again produced a negative segment result (9M/2019: EUR -0.47 million; 9M/2020: EUR -0.84 million).

### Other Activities/Reconciliation

Other activities/reconciliation includes both segment-independent activities and activities of the holding company as well as the effects of the necessary Group consolidation.

In the first nine months of 2020, revenues of EUR 1.47 million (9M/2019: EUR 1.48 million) are reported under other activities. These are mainly revenues from rented properties. Both personnel expenses and other operating expenses were higher in the first nine months than in the same period of the previous year. EUR 2.26 million was spent on employees in the holding company (9M/2019: EUR 2.11 million), other expenses amounted to EUR 1.93 million (9M/2019: EUR 1.63 million). Both developments are mainly due to the ongoing growth of business. This resulted in a segment EBITDA of EUR 2.38 million (previous year: EUR 1.67 million).

These sales and income from other activities are offset by the reconciliation effects from the consolidation of the Group. The result from other activities/reconciliation as a whole is negative for the Group in the first nine months of 2020 at EUR 2.36 million. In the same period of the previous year, the negative result from this area was EUR 1.95 million.

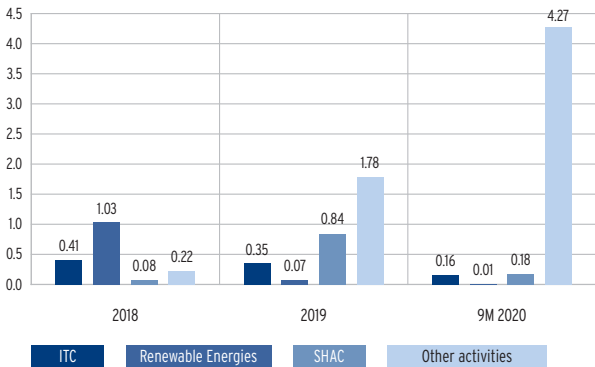
### Summary of the third quarter results

In the third quarter of 2020, Group revenues increased by 10.4 % to EUR 14.08 million compared to the third quarter of 2019 (Q3/2019: EUR 12.75 million). The ITC and Renewable Energies segments increased their revenues compared to the same quarter of the previous year, while the quarterly sales of the SHAC segment were slightly below those of Q3/2019.

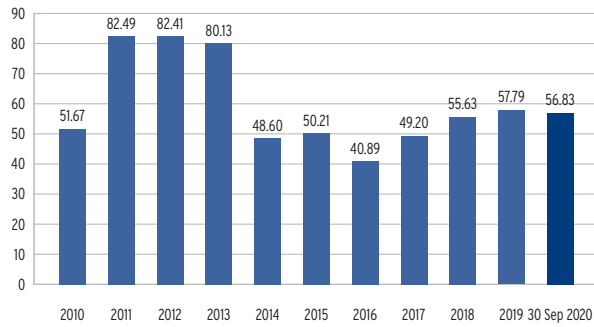
The Group EBITDA of the third quarter of 2020 reached EUR 1.74 million and considerably exceeded the corresponding result of the third quarter of 2019 (EUR 0.95 million). In the third quarter of 2020, there was a slightly negative consolidated result of EUR -0.13 million (Q3/2019: consolidated result EUR -0.32 million).



**Development of investments in EUR Mio.**



**Development of the equity ratio (as of 31 December resp. 30 September in %)**



**Financial position**

In the first nine months of the 2020 financial year, the Group recorded cash outflow for investments amounting to EUR 4.62 million. These payments related mostly to the acquisition of land for the construction of the new distribution centre in Koblenz and payments in line with the progress of construction work there. The cash inflow from financing activities includes the partial utilisation of a long-term loan for construction financing as well as from the sale of treasury shares to an institutional investor.

Compared to 31 December 2019, financial funds as of 30 September 2020 have hardly changed and amounted to EUR 17.52 million at the end of the third quarter of 2020. Including restricted cash deposits, liquid funds as of 30 September 2020 amount to EUR 20.06 million.

The start of construction of the distribution centre also affects the changes in key balance sheet items. The increase in property, plant and equipment already reflects the progress of construction work, and corresponds to the increase in financial liabilities on the liabilities side. Nevertheless, the 3U Group reports a net cash position (cash and cash equivalents minus current and non-current financial liabilities) of EUR 0.94 million and positive working capital of EUR 26.15 million. In contrast, the gearing ratio was increased to 76.0 % as of 30 September 2020 (31 December 2019: 73.0 %).

3U HOLDING AG continues to have a solid equity ratio of 56.8 % (31 December 2019: 57.8 %).

# 10 Events after the reporting period

No events with an impact on the net assets, financial position and results of operations occurred after the end of the reporting period on 30 September 2020.

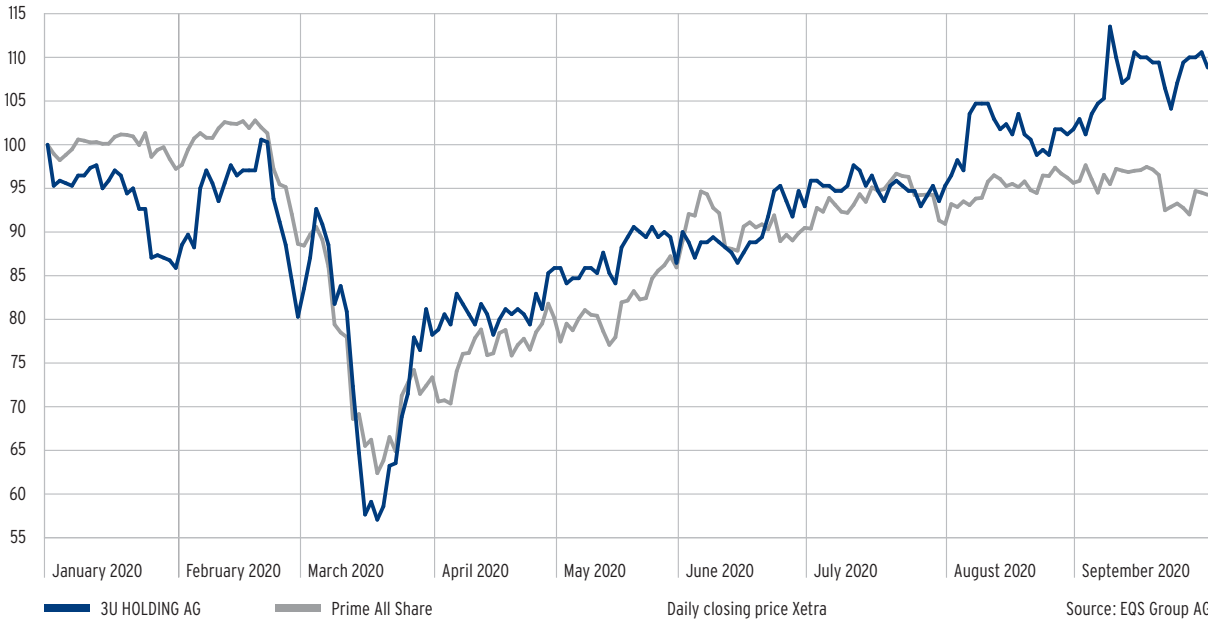
## Outlook

After the good performance during the 2020 financial year to date, the Management Board reaffirms its forecast and expects a strong increase in revenue. In 2020, revenues of between EUR 58.0 million and EUR 63.0 million are expected. Including income from the sale of assets, EBITDA is expected to be between EUR 10.0 million and EUR 12.0 million. Due to higher depreciation and amortisation and higher tax expenses, consolidated net income is expected to be between EUR 2.0 million and EUR 3.0 million according to the annual planning. The Management Board assumes that the economic restrictions in the course of the measures to combat the COVID-19 pandemic in the 2020 financial year will have no significant negative impact on business performance. However, the extent to which targets will be achieved depends on the successful transfer of assets sold to the buyers in the course of the fourth quarter.

<b>Target achievement and forecast 3U Group (in EUR million)</b>	<b>Forecast 2020</b>	<b>2019 as is</b>
Sales	58.0–63.0	51.5
EBITDA (earnings before interest, taxes and amortisation)	10.0–12.0	10.1
Net earnings	2.0–3.0	4.1

# Development of the 3U share price

Performance of the 3U share (ISIN: DE0005167902) from 1 January 2020 to 30 September 2020 compared to the Prime All Share Index



# 12 Consolidated statement of financial position

Assets – 3U Group (in TEUR)	30 Sep 2020	31 Dec 2019
<b>Non-current assets</b>	<b>48,943</b>	<b>45,659</b>
Intangible assets	2,612	2,601
Property, plant and equipment	35,687	31,107
Rights of use	4,272	3,650
Investment property	3,804	3,937
Other financial assets	92	1,412
Investments accounted for using the equity method	19	19
Deferred tax assets	2,329	2,671
Other non-current assets	128	262
<b>Current assets</b>	<b>38,757</b>	<b>34,819</b>
Inventories	8,915	7,796
Trade receivables	4,498	3,911
Receivables from income tax refunds	205	210
Other current assets	4,535	2,351
Cash and cash equivalents	20,604	20,551
<b>Total assets</b>	<b>87,700</b>	<b>80,478</b>

Shareholders' equity and liabilities – 3U Group (in TEUR)	30 Sep 2020	31 Dec 2019
<b>Shareholders' equity</b>	<b>49,838</b>	<b>46,512</b>
Issued capital (conditional capital TEUR 3,531 / 31 December 2019: TEUR 3,531)	35,314	35,314
Own shares	0	-1,184
Capital reserve	11,868	11,014
Retained earnings	-844	-844
Total other comprehensive income	0	0
Profit/loss carried forward	1,543	-1,184
Net earnings	602	4,092
<b>Total shareholders' equity attributable to the shareholders of 3U HOLDING AG</b>	<b>48,483</b>	<b>47,208</b>
<b>Non-controlling interests</b>	<b>1,355</b>	<b>-696</b>
<b>Non-current provisions and liabilities</b>	<b>25,254</b>	<b>22,645</b>
Non-current provisions	1,447	1,111
Non-current financial liabilities due to banks	17,440	16,177
Non-current lease liabilities	3,774	3,436
Deferred tax liabilities	1,019	893
Other non-current liabilities	1,574	1,028
<b>Current provisions and liabilities</b>	<b>12,608</b>	<b>11,321</b>
Current provisions	293	343
Current income tax liabilities	828	1,019
Current financial liabilities	2,224	1,543
Current lease liabilities	1,034	890
Trade payables	3,467	2,986
Other current liabilities	4,762	4,540
<b>Total shareholders' equity and liabilities</b>	<b>87,700</b>	<b>80,478</b>

# Consolidated statement of income

3U Group (in TEUR)	Quarterly report		9-months report			
	1 July–30 September	2020	2019	1 January–30 September	2020	2019
Sales	14,080	12,751	44,493	38,213		
Other income	502	387	1,616	1,460		
Changes of half-finished and finished services	84	86	34	306		
Other capitalised services	12	36	43	99		
Costs of materials	-7,710	-7,428	-23,868	-21,492		
<b>Gross profit or loss</b>	<b>6,968</b>	<b>5,832</b>	<b>22,318</b>	<b>18,586</b>		
Staff costs	-3,326	-2,999	-9,775	-8,560		
Other operating expenses	-1,901	-1,878	-6,112	-5,601		
<b>EBITDA</b>	<b>1,741</b>	<b>955</b>	<b>6,431</b>	<b>4,425</b>		
Depreciation and amortisation	-1,300	-1,183	-3,838	-3,526		
<b>EBIT</b>	<b>441</b>	<b>-228</b>	<b>2,593</b>	<b>899</b>		
Income shares in companies that are accounted for using the equity method	0	0	0	10		
Other financial result	-152	-184	-475	-579		
<b>EBT</b>	<b>289</b>	<b>-412</b>	<b>2,118</b>	<b>330</b>		
Income tax expenses	-201	127	-812	-49		
<b>Earnings before non-controlling interests</b>	<b>88</b>	<b>-285</b>	<b>1,306</b>	<b>281</b>		
<b>Net earnings for the period</b>	<b>88</b>	<b>-285</b>	<b>1,306</b>	<b>281</b>		
Of which attributable to non-controlling interests	222	37	704	139		
<b>Thereof Group earnings</b>	<b>-134</b>	<b>-322</b>	<b>602</b>	<b>142</b>		
<b>Earnings per share, undiluted</b>	(in EUR)	<b>0.00</b>	<b>-0.01</b>	<b>0.02</b>	<b>0.00</b>	
<b>Earnings per share, diluted</b>	(in EUR)	<b>0.00</b>	<b>-0.01</b>	<b>0.02</b>	<b>0.00</b>	

# Condensed statement of cash flows

3U Group (in TEUR)	1 Jan–30 Sep	1 Jan–30 Sep
	2020	2019
<b>Cash flow</b>	<b>-488</b>	<b>-687</b>
Cash flows from operating activities	2,554	2,999
Cash flows from investing activities	-4,622	361
Cash flows from financing activities	1,580	-4,047
Change of restrictions in cash and cash equivalents	0	594
Consolidation-related changes	541	0
<b>Changes in cash and cash equivalents</b>	<b>53</b>	<b>-93</b>
<b>Cash and cash equivalents at beginning of period</b>	<b>17,462</b>	<b>8,378</b>
<b>Cash and cash equivalents at end of period</b>	<b>17,515</b>	<b>8,285</b>

# Segment information

Segment reporting 2020 1 January – 30 September 2020 (in TEUR)	ITC	Renew- able Energies	SHAC	Subtotal	Other activities	Reconcil- iation	Group
Sales with third parties	12,986	7,122	23,945	44,053	440	0	44,493
Sales with other segments/business areas	869	0	1	870	1,033	-1,903	0
Intercompany sales (intra-segment sales)	1,127	240	13,856	15,223	0	-15,223	0
<b>Total sales</b>	<b>14,982</b>	<b>7,362</b>	<b>37,802</b>	<b>60,146</b>	<b>1,473</b>	<b>-17,126</b>	<b>44,493</b>
Less intercompany sales (intra-segment sales)	-1,127	-240	-13,856	-15,223	0	15,223	0
<b>Segment sales/Group sales</b>	<b>13,855</b>	<b>7,122</b>	<b>23,946</b>	<b>44,923</b>	<b>1,473</b>	<b>-1,903</b>	<b>44,493</b>
Other income	993	244	248	1,485	347	-216	1,616
Change in inventory	-79	84	-50	-45	0	79	34
Other capitalised services	0	0	0	0	0	43	43
Costs of materials	-5,229	-102	-18,540	-23,871	-8	11	-23,868
<b>Gross profit or loss</b>	<b>9,540</b>	<b>7,348</b>	<b>5,604</b>	<b>22,492</b>	<b>1,812</b>	<b>-1,986</b>	<b>22,318</b>
Staff costs	-4,115	-181	-3,218	-7,514	-2,261	0	-9,775
Other operating expense	-1,770	-1,562	-2,769	-6,101	-1,934	1,923	-6,112
<b>EBITDA</b>	<b>3,655</b>	<b>5,605</b>	<b>-383</b>	<b>8,877</b>	<b>-2,383</b>	<b>-63</b>	<b>6,431</b>
Depreciation	-577	-2,612	-312	-3,501	-397	60	-3,838
<b>EBIT</b>	<b>3,078</b>	<b>2,993</b>	<b>-695</b>	<b>5,376</b>	<b>-2,780</b>	<b>-3</b>	<b>2,593</b>
<b>Financial result*</b>	<b>-11</b>	<b>-769</b>	<b>-108</b>	<b>-888</b>	<b>1,619</b>	<b>-1,206</b>	<b>-475</b>
Profit/loss of companies recognised at equity	0	0	0	0	0	0	0
Other financial result	-11	-769	-108	-888	1,619	-1,206	-475
Income tax	-441	-328	-43	-812	0	0	-812
<b>Earnings for the period*</b>	<b>2,626</b>	<b>1,896</b>	<b>-846</b>	<b>3,676</b>	<b>-1,161</b>	<b>-1,209</b>	<b>1,306</b>
Of which attributable to non-controlling interests	300	421	-9	712	-8	0	704
<b>Segment earnings*/Group earnings</b>	<b>2,326</b>	<b>1,475</b>	<b>-837</b>	<b>2,964</b>	<b>-1,153</b>	<b>-1,209</b>	<b>602</b>

\*Before earnings transfer

Segment reporting 2019 1 January – 30 September 2019 (in TEUR)	ITC	Renew- able Energies	SHAC	Subtotal	Other activities	Reconcil- iation	Group
Sales with third parties	9,639	5,518	22,491	37,648	565	0	38,213
Sales with other segments/business areas	709	0	1	710	911	-1,621	0
Intercompany sales (intra-segment sales)	1,430	53	13,214	14,697	0	-14,697	0
<b>Total sales</b>	<b>11,778</b>	<b>5,571</b>	<b>35,706</b>	<b>53,055</b>	<b>1,476</b>	<b>-16,318</b>	<b>38,213</b>
Less intercompany sales (intra-segment sales)	-1,430	-53	-13,214	-14,697	0	14,697	0
<b>Segment sales/Group sales</b>	<b>10,348</b>	<b>5,518</b>	<b>22,492</b>	<b>38,358</b>	<b>1,476</b>	<b>-1,621</b>	<b>38,213</b>
Other income	842	94	215	1,151	595	-286	1,460
Change in inventory	0	312	-6	306	0	0	306
Other capitalised services	0	0	0	0	0	99	99
Costs of materials	-3,973	-119	-17,402	-21,494	0	2	-21,492
<b>Gross profit or loss</b>	<b>7,217</b>	<b>5,805</b>	<b>5,299</b>	<b>18,321</b>	<b>2,071</b>	<b>-1,806</b>	<b>18,586</b>
Staff costs	-3,387	-225	-2,839	-6,451	-2,109	0	-8,560
Other operating expense	-1,908	-1,235	-2,596	-5,739	-1,630	1,768	-5,601
<b>EBITDA</b>	<b>1,922</b>	<b>4,345</b>	<b>-136</b>	<b>6,131</b>	<b>-1,668</b>	<b>-38</b>	<b>4,425</b>
Depreciation	-459	-2,274	-224	-2,957	-569	0	-3,526
<b>EBIT</b>	<b>1,463</b>	<b>2,071</b>	<b>-360</b>	<b>3,174</b>	<b>-2,237</b>	<b>-38</b>	<b>899</b>
<b>Financial result*</b>	<b>-24</b>	<b>-785</b>	<b>-82</b>	<b>-891</b>	<b>661</b>	<b>-339</b>	<b>-569</b>
Profit/loss of companies recognised at equity	0	0	0	0	10	0	10
Other financial result	-24	-785	-82	-891	651	-339	-579
Income tax	491	-489	-51	-49	0	0	-49
<b>Earnings for the period*</b>	<b>1,930</b>	<b>797</b>	<b>-493</b>	<b>2,234</b>	<b>-1,576</b>	<b>-377</b>	<b>281</b>
Of which attributable to non-controlling interests	158	0	-19	139	0	0	139
<b>Segment earnings*/Group earnings</b>	<b>1,772</b>	<b>797</b>	<b>-474</b>	<b>2,095</b>	<b>-1,576</b>	<b>-377</b>	<b>142</b>

\*Before earnings transfer



## Further information

### Financial calendar

- **Participation Deutsches Eigenkapitalforum**  
16–17 November 2020 (Frankfurt am Main)
- **Publication of the 2020 Annual Report**  
30 March 2021
- **Publication of quarterly announcement 1/2021**  
12 May 2021
- **Annual General Meeting 2021**  
20 May 2021
- **Publication of half year financial report 2021**  
11 August 2021
- **Publication of quarterly announcement 3/2021**  
10 November 2021

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## 3U HOLDING AG

ITC	Renewable Energies	SHAC	Other Activities
<b>010017 Telecom GmbH</b> Marburg, Germany	<b>3U ENERGY AG</b> Marburg, Germany	<b>Calefa GmbH</b> Montabaur, Germany	<b>InnoHubs GmbH</b> Würzburg, Germany
<b>3U TELECOM GmbH</b> Marburg, Germany	<b>3U ENERGY PE GmbH</b> Berlin, Germany	<b>ClimaLevel Energiesysteme GmbH</b> Cologne, Germany	
<b>3U TELECOM GmbH</b> Vienna, Austria	<b>3U Euro Energy Systems GmbH</b> Marburg, Germany	<b>PELIA Gebäudesysteme GmbH</b> Montabaur, Germany	
<b>Discount Telecom S&amp;V GmbH</b> Marburg, Germany	<b>Immowerker GmbH</b> Marburg, Germany	<b>samoba GmbH</b> Bad Honnef, Germany	
<b>Exacor GmbH</b> Marburg, Germany	<b>Märkische Windkraft 110 GmbH &amp; Co. KG</b> Berlin, Germany	<b>Selfio GmbH</b> Bad Honnef, Germany	
<b>fon4U Telecom GmbH</b> Marburg, Germany	<b>Repowering Sachsen-Anhalt GmbH</b> Marburg, Germany		
<b>LineCall Telecom GmbH</b> Marburg, Germany	<b>Solarpark Adelebsen GmbH</b> Adelebsen, Germany		
<b>OneTel Telecommunication GmbH</b> Marburg, Germany	<b>Windpark Klostermoor GmbH &amp; Co. Betriebs-KG</b> Kirchroth, Germany		
<b>RISIMA Consulting GmbH</b> Marburg, Germany	<b>Windpark Langendorf GmbH &amp; Co. KG</b> Marburg, Germany		
<b>weclapp SE</b> Frankfurt am Main, Germany	<b>Windpark Langendorf Verwaltungsgesellschaft mbH</b> Marburg, Germany		
	<b>Windpark Roge GmbH</b> Marburg, Germany		
	<b>Windpark Roge GmbH &amp; Co. Betriebs-KG</b> Kirchroth, Germany		

\* Consolidated subsidiaries as of 30 September 2020



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