

Success in Megatrends

Results of the 2022 Financial Year
29 March 2023





Events and Results

of our 2022 Financial Year

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 31/12/2022: approx. EUR 190 million
Application of funds: (1) Dividend and (2) reinforcing high-growth 3U business lines in megatrends
- Strategy calls for further organic growth plus additional M&A activities in ITC and SHAC segments
- 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
- Focus on expanding the e-commerce business with an eye on a potential IPO course

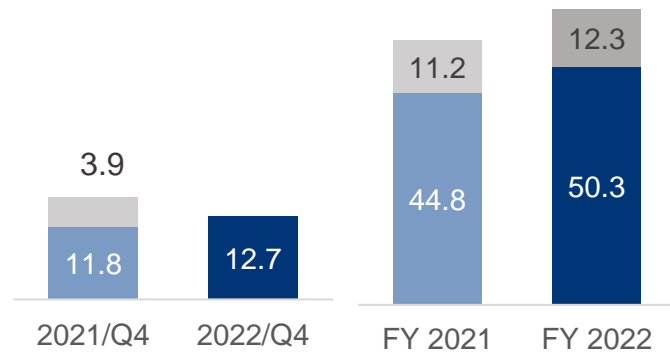
FY 2022: STRONG ORGANIC GROWTH

TRANSACTIONS CREATE VALUE AND PROVIDE FUNDS FOR FURTHER SUSTAINABLE GROWTH

Development in EUR million: Q4 2021 vs. Q4 2022 and FY 2021 vs. FY 2022

discontinued
continued

Revenue

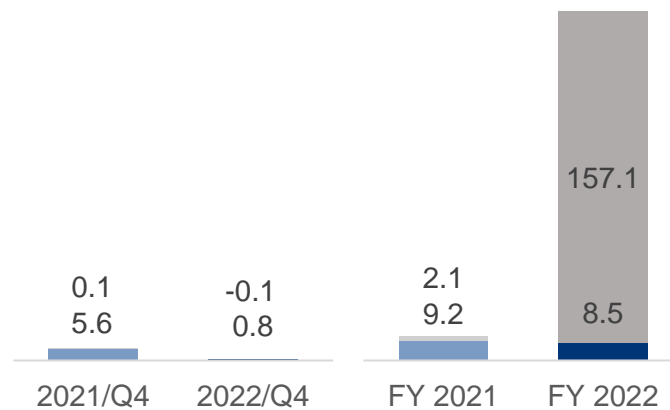


Increase of Group revenue (continued operations) by 12.4 % in FY 2022 and 7,3 % in Q4

All three segments contribute to organic growth

- Flat consumer demand in Q4 also affects 3U's SHAC segment
- Lower wind yield in Q4
- Exceptional increase in the results through the sale of InnoHubs and weclapp
- Improved financial result and tax expense, exit of minorities contribute to higher net result of continued operations

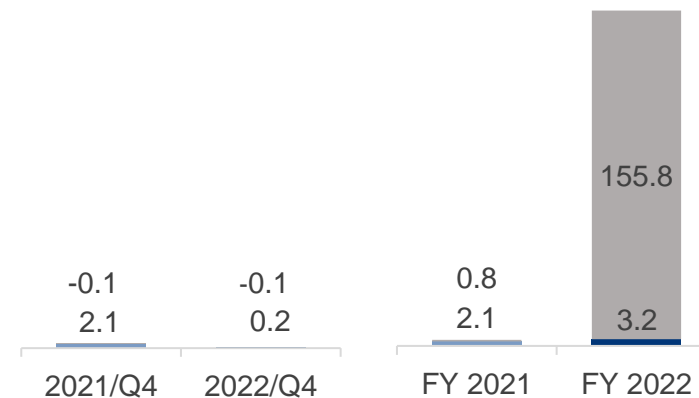
EBITDA



Operating margins mostly improved

Other expenses FY 2022 include EUR 1.6 million of write-downs on projects, else increase of EBITDA-margin (continued) to 17.8 %

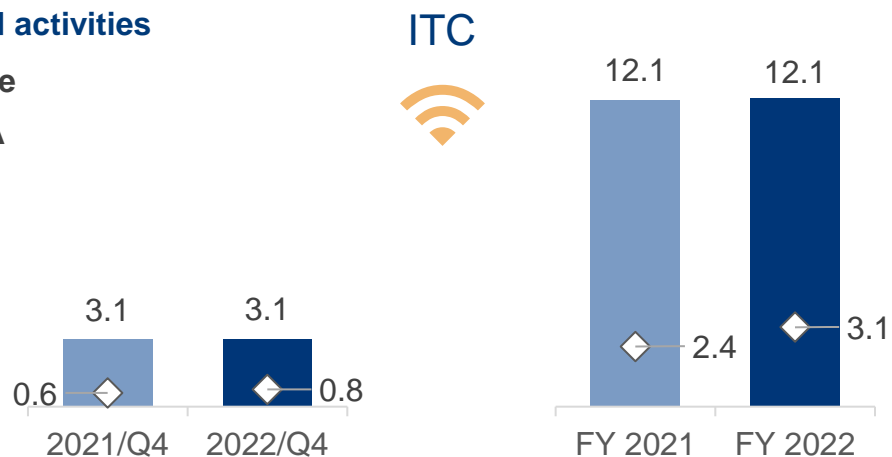
Net result



Development in EUR million: Q4 2021 vs. Q4 2022 and FY 2021 vs. FY 2022

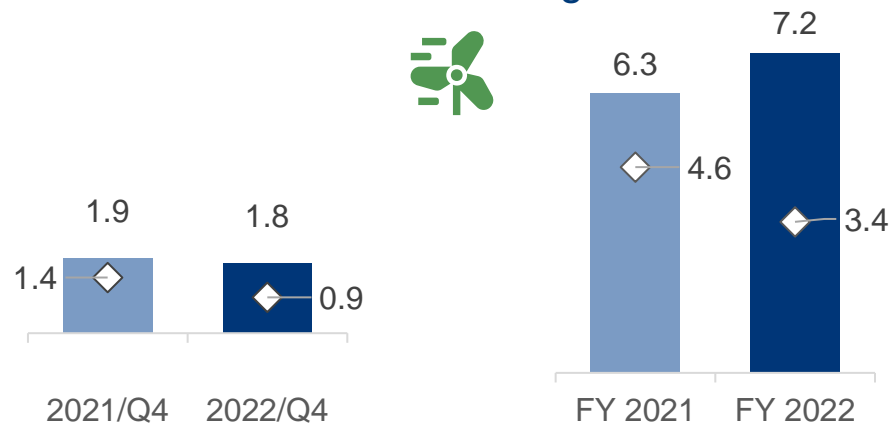
Continued activities

■ Revenue
◇ EBITDA

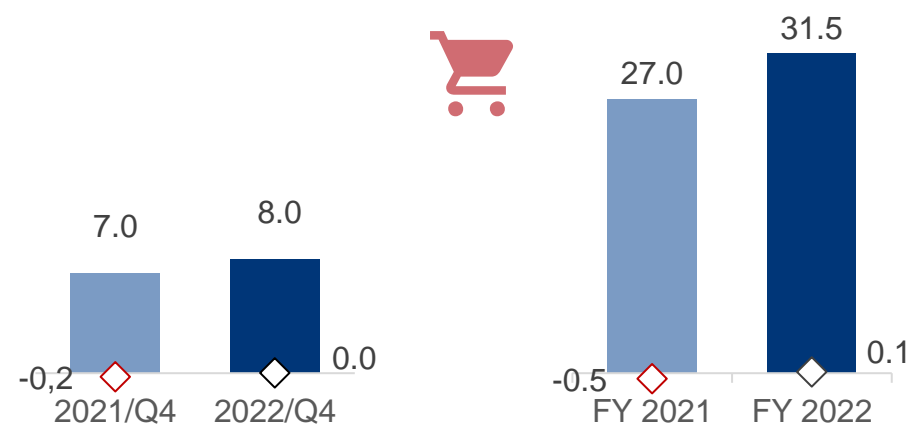


- ITC (ex-weclapp): stable revenues, earnings growth thanks to change of service mix, efficiency
- Data centres show strong growth; launch of new business Managed Services will increase share of recurring revenues
- Renewable Energies: FY earnings affected by write-down on non-prioritised projects; low wind yield in Q4
- SHAC: profitability improves, measures to be continued, strong revenue growth anticipated

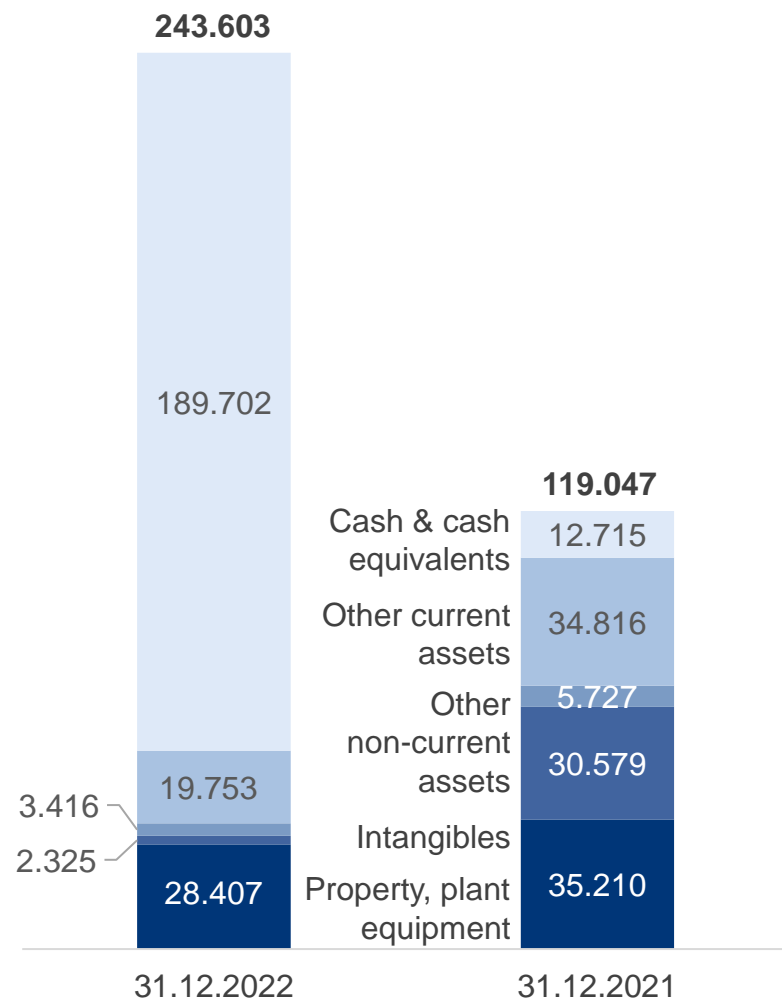
Renewable Energies



SHAC



Assets (in kEUR)



Balance sheet extension essentially due to the sale of shareholdings in Q3

Sale of 3U's stake in InnoHubs GmbH

- Decline in property, plant and equipment and current receivables, financial liabilities

Sale of weclapp SE and its subsidiaries

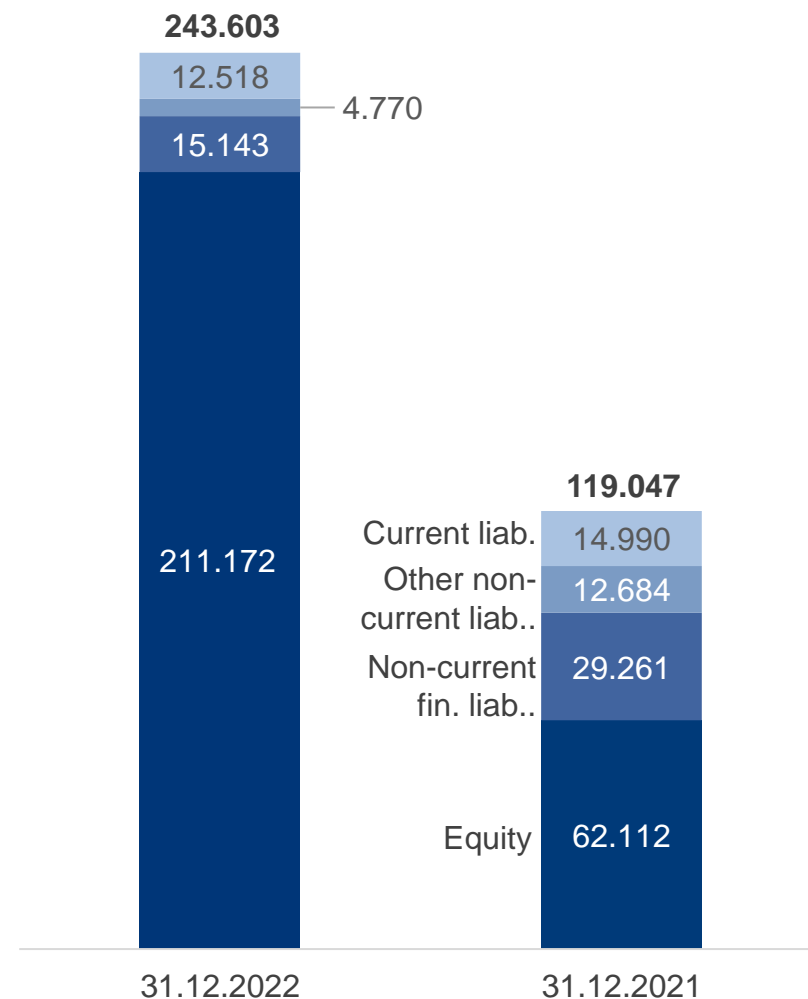
- Decline in intangible assets, minority interest

Net cash position: EUR 173 million
Working capital: EUR +196 million

Result for the period strengthens equity base

Equity ratio 86,7 %

Liabilities and Shareholders' Equity (in kEUR)



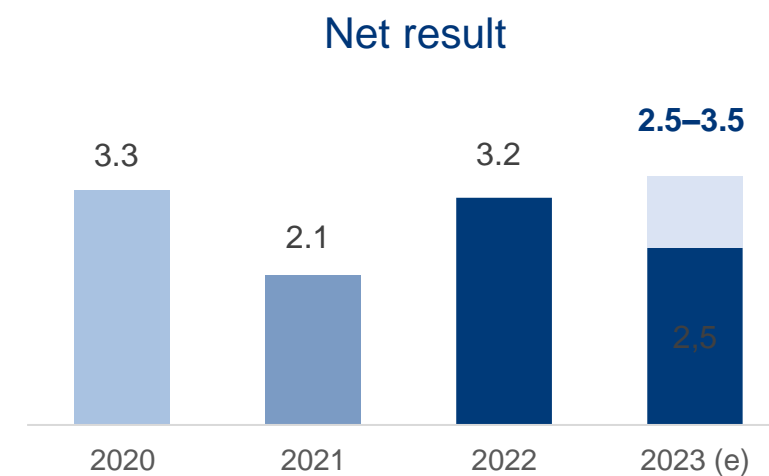
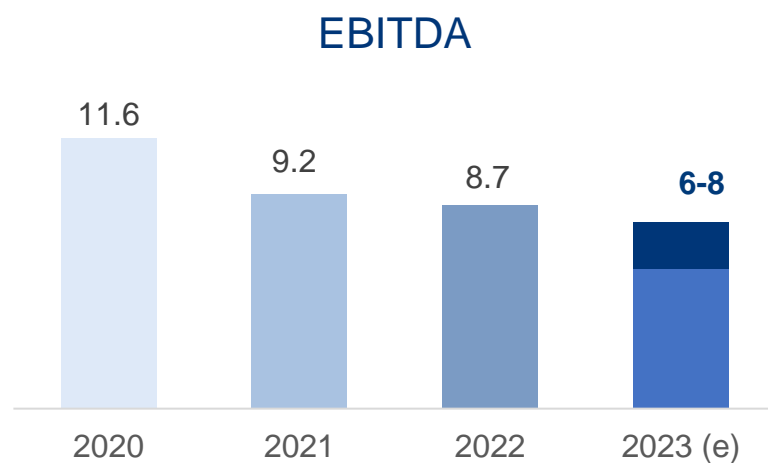
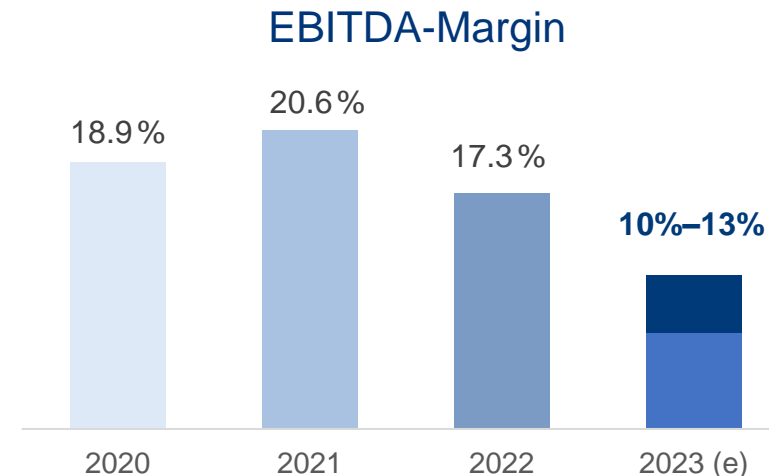
In EUR m / %	31 December 2022	31 December 2021
Total assets	243.6	119.0
Inventories	10.8	11.9
Cash and cash equivalents	189.7	12.7
Equity	211.2	62.1
Equity ratio	86.7 %	52.2 %
Debt to equity (liabilities / equity)	15.4 %	91.7 %
Net cash position (cash and cash equivalents – financial liabilities)	173.2	-18.2
Free cash flow (1 January – 31 December) / (Op. CF + Inv. CF)	164.4	-23.2

FORECAST 2023 (CONTINUED OPERATIONS):
 STRONG REVENUE GROWTH, FLAT EARNINGS AND MARGINS (DUE TO LOWER OTHER INCOME)

Group KPI in EUR million: 2020–2023 (e)

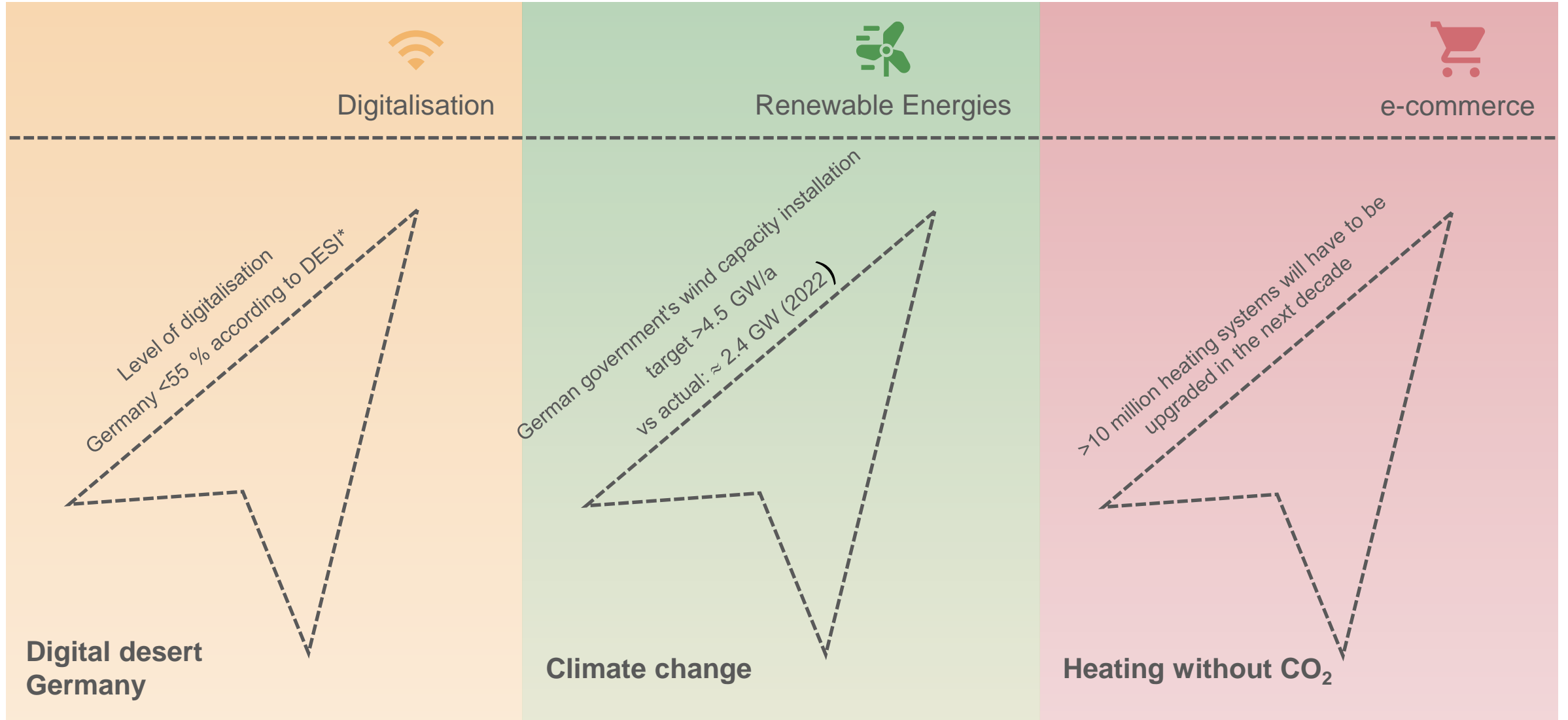


2021-2023 (e)
 refer to continued
 operations only
 (ex-weclapp)



SUCCESS IN MEGATRENDS

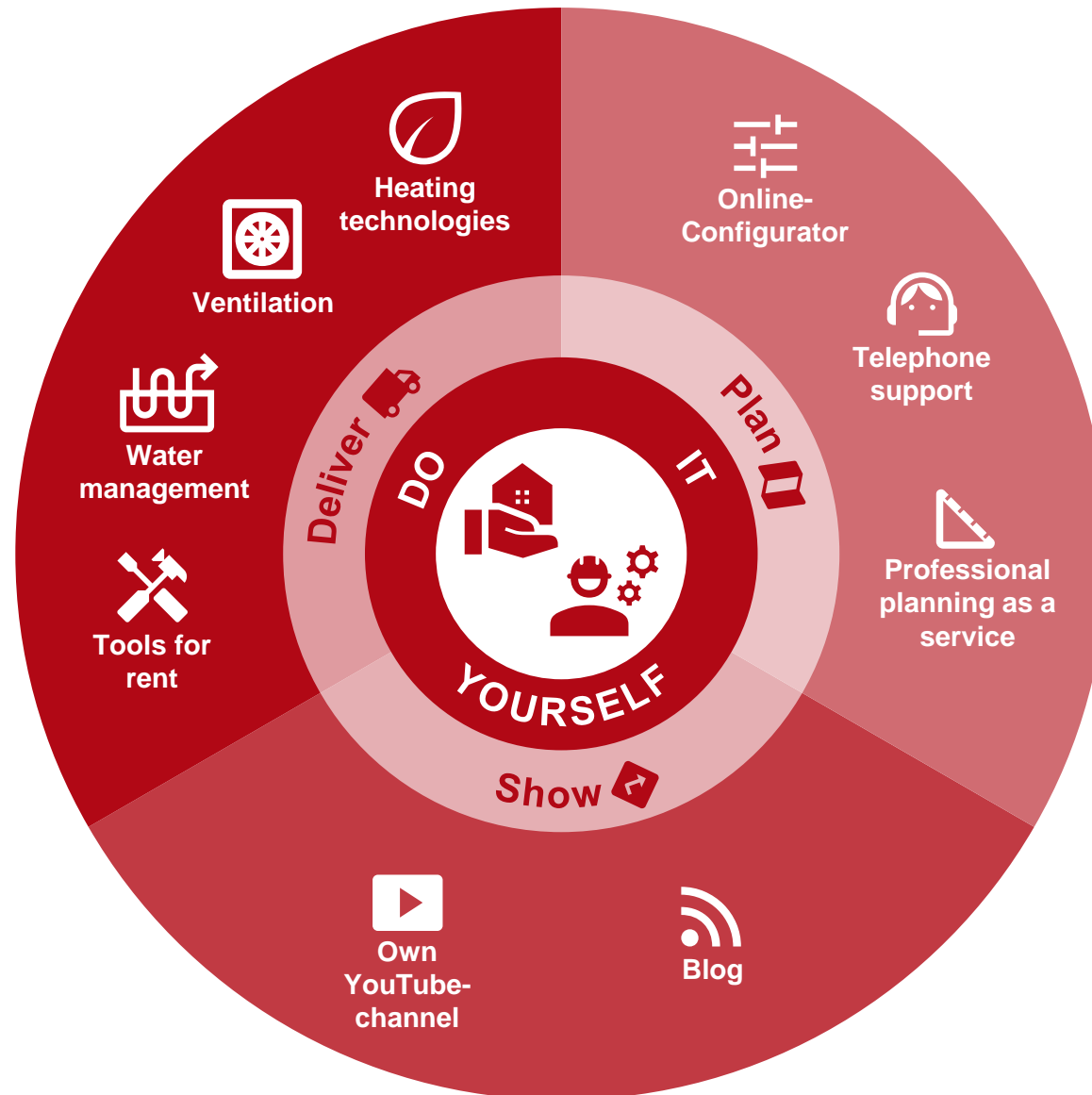
Business and Strategy



* EU Commission's *Digital Economy and Society Index*

DO IT YOURSELF – BUT DO IT RIGHT!

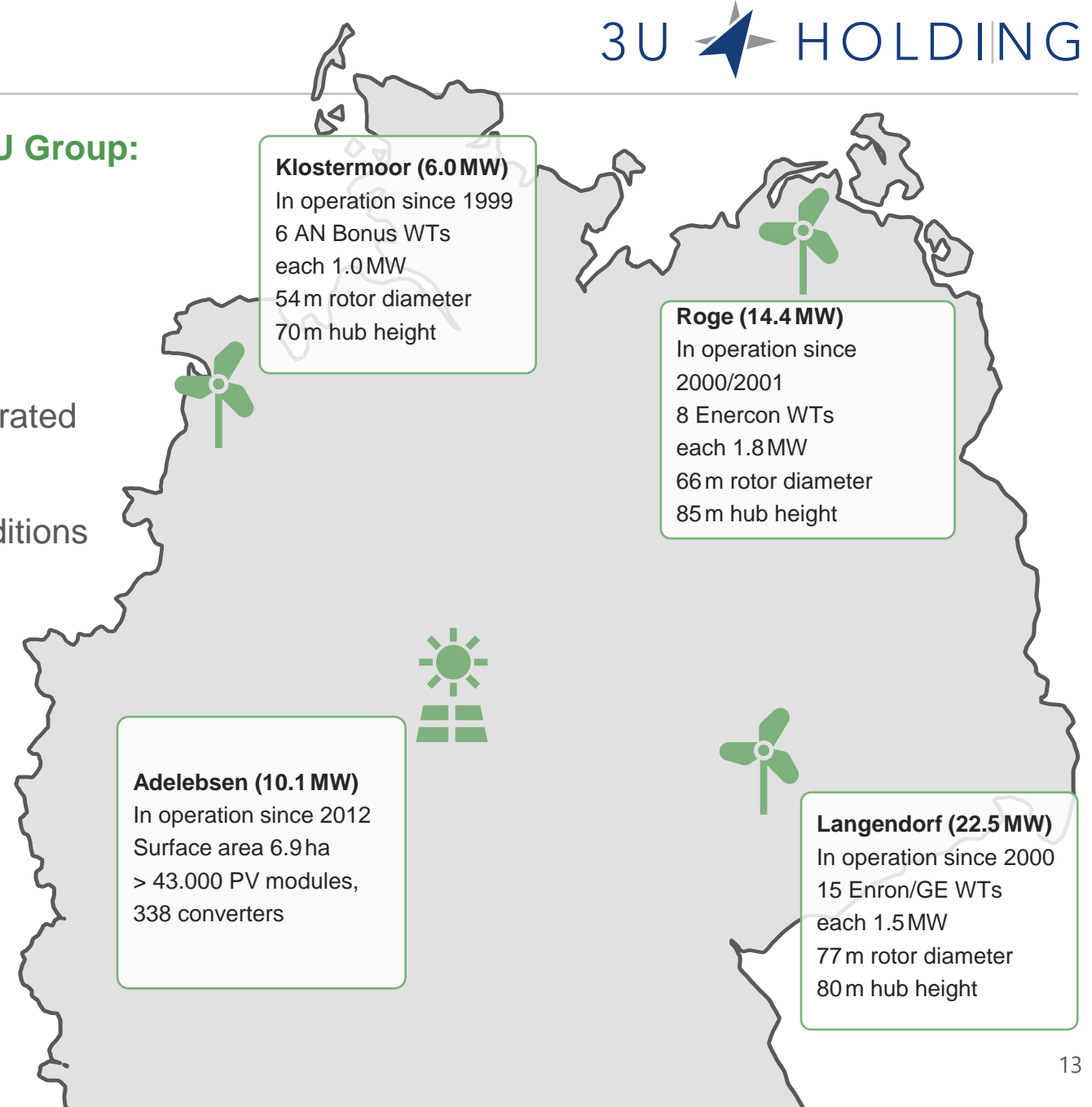
“DO IT YOURSELF – ABER DO IT RICHTIG!”








**Power production from renewable energies in the 3U Group:
three wind farms, one solar park**

- Nominal output currently at 53 MW
- Cash flow through the sale of the electricity generated
- Advantageous power supply contracts for 2023
- Business success also depends on weather conditions in particular
- Repowering opportunities



 ITC	 Renewable Energies	 SHAC
<p>Organic revenue growth</p> <ul style="list-style-type: none"> New customers in Voice business Expand Managed Services Increase share of recurring revenues <p>Improve operating margins</p> <ul style="list-style-type: none"> Continued efficiency improvement <p>Investments</p> <ul style="list-style-type: none"> Acquisition of competitors and/or customers 	<ul style="list-style-type: none"> High technical availability of installations Improved commercial conditions New attempt in project development <p>Repowering of existing wind farms</p>	<ul style="list-style-type: none"> Expand product and service portfolio Focus on high price complex systems Expand B2B-business <ul style="list-style-type: none"> Focus on high margin sales channels Continued efficiency improvement Automation of internal processes Increase share of own brands, own manufacturing <p>Acquisition of competitors and/or customers</p>



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
- Shareholders participate in corporate success: Dividend 2023 proposed at EUR 3.20
- Successful business models in three megatrends:
 - E-Commerce (with a focus on climate neutral technologies)
 - Digitisation of SMBs
 - Renewable Energies
- Strong organic revenue growth planned for 2023 and beyond
- Development and deployment of cutting-edge technologies from Next Generation Networks in telecommunications through to CO2-neutral heating devices in e-commerce

Appendix

Share price performance (1 January 2022 – 23 March 2023)



Average daily trading volume: >55,000

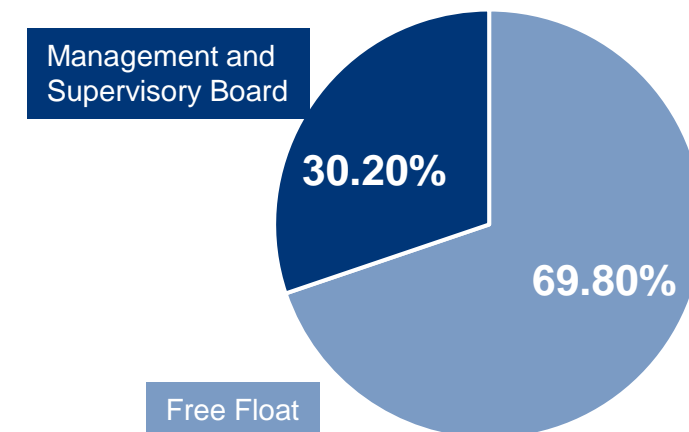
Dividend Policy

- Usually, roughly half of the Group's operating profit will be distributed in the form of dividend

For the 2022 financial year:

- A dividend payment of EUR 3.20 per share is being proposed to the Annual General Meeting

Shareholder Structure



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
10 May 2023	Publication Quarterly Results Q1
15 May 2023	Annual General Meeting of Shareholders
16/17 May 2023	Participation Spring Conference Frankfurt/M.
14 August 2023	Publication Half Year Financial Report
23/24 August 2023	Participation Hamburg Investors' Day
4/5 September 2023	Participation Fall Conference Frankfurt/M.
13 September 2023	Participation Zurich Capital Markets Conference
8 November 2023	Publication Quarterly Results Q3 and 9M

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