



**The  
Sharing  
Group**

# FINANCIAL RESULTS

**Q3  
2023**

# HIGHLIGHTS

## REVENUES

€67.9 MILLION

Revenues  
€67.9 million  
year-to-date (+38%)

## CUSTOMERS

577 THOUSAND

577 thousand customers  
serviced as per September  
30, 2023 (406 thousand as  
per September, 2022)

## PROFITABILITY FOR MOBILITY

Restructuring measures  
initiated to accelerate  
path to profitability for  
Mobility

## DEVELOPMENT OF FINANCIAL RESULTS

In the past three months, The Sharing Group N.V. (“TSG”) has continued to invest in solid growth of its business activities, while maintaining a dedicated focus on combining social and ecological impact with sound commercial principles.

Our shared hosting activities have maintained their solid performance, delivering profitable growth. TSG has reinvested these cash flows into its energy and mobility businesses, which as a result have been able to substantially grow their impact.

Consolidated revenues have grown to €67.9 million (2022YTD: €49.4 million), representing a growth year-on-year of 38%. All business activities have contributed to this growth. Gross margin as a percentage of revenues increased to 34%, compared to 30% in the same period last year. This growth is the result of improved margins across all business lines. As of December 2022, EnergyZero’s main customer ANWB operates under its own energy license, which positively affects gross margin for these business activities.

TSG’s operating result (EBITDA) year-to-date amounted to €1.3 million (2022QYTD: €0.3 million negative).

## TECHNOLOGY

TSG’s technology business has continued to deliver profitable growth: revenues have increased by 18% year-on-year to €23.5 million. Gross margin continued to improve, also as a percentage of revenues.

Mijndomein managed to grow its base of accounts and hosted products. Moreover, average revenues per account developed strongly, increasing to €97 (2022Q3: €87), driving strong revenue growth year-to-date.

## ENERGY

EnergyZero's base of connections has substantially increased, primarily driven by ANWB Energie. This partnership, initiated in the first half of 2021 with a pilot, has proven highly successful. The number of connections currently exceeds 240 thousand. Revenues year-to-date have increased by 51% year-on-year to €21.6 million.

## MOBILITY

The number of cars on the Mywheels platform has grown modestly during the quarter. The number of cars on the Mywheels platform has grown modestly during the quarter, as we prioritised optimization of usage of the current fleet as well as the integration of the recently acquired activities of Amber.

The number of rides and consequently revenue per car have increased substantially in 2023. As a result, revenues year-to-date have increased by 53% to €24.0 million compared to the same period in 2022. MyWheels has witnessed a slowdown in growth during the summer period, resulting in higher than anticipated losses. Measures to increase efficiency, including full focus on the round-trip based model, have been initiated to reach break-even levels by year-end.

## OUTLOOK

TSG again has been able to solidly expand its business activities. We acknowledge the challenge to combine rapid growth and smooth operational performance, which has been managed successfully by our teams. This remains a focus point for the coming period. We focus on converting our scale-up businesses to profitable operations by 2024, to reduce the dependence on our Technology business. Mobility will focus on further optimising performance on the back of certain restructuring measures implemented in the second year-half. First indications show that these measures are effective. Energy's focus will be on sustaining growth and simultaneously continue to work on the development and enrichment of its energy-as-a-service platform.