

The Sharing Group N.V. Financiële resultaten 9M 2025

Highlights YTD

- **Revenues** €73.6 million year-to-date (+18% yoy)
 - **Gross profit** €33.6 million year-to-date (+33% yoy); gross margin increased to 45.7%
 - **EBITDA** increased from €1.3 million (20249M) to €5.8 million
 - 621 thousand **customers serviced** as per September 30, 2025
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Development of financial results YTD

In the first nine months of 2025, The Sharing Group N.V. ("TSG") increased its consolidated revenues by 18% to €73.6 million (same period 2024: €62.3 million). TSG's operating result (EBITDA) amounted to €5.8 million (20249M: €1.3 million). This steep increase is primarily driven by the excellent results of TSG's Online business. In addition, both Energy and Mobility have improved operating performance year-on-year. In the third quarter, revenues increased substantially in combination with improving margins. All business lines contributed to the company's growth. Revenue growth was primarily realised organically, but also acquisitions contributed.

Review business lines

Online has continued its strong performance in the third quarter. Furthermore, Soverin was acquired. This privacy first, secure e-mail provider is considered a strategic addition to Online's product portfolio and offers new, significant growth potential. Together with the strategic partnership that Online has established with Leafcloud, the company is well positioned to provide a new range of sustainable hosting solutions, focused on privacy, security and autonomy.

The performance of Energy continued to be strongly driven by revenues from ANWB Energie. As earlier announced, ANWB Energie will migrate out of EnergyZero, but at a slower pace than previously anticipated. During the third quarter, first significant batches were migrated and ANWB Energie customers will be fully migrated by year-end. As a result, EnergyZero's connection base will decrease in 2025. EnergyZero is actively implementing commercial and strategic initiatives to mitigate this impact [and to drive long-term growth].

The activities of Bliq and Denim were acquired at the end of last year and consolidated in TSG's results. These activities are a strategic addition to the portfolio. TSG is committed to investing in the related energy management software to capture the full future growth potential, which will temporarily weigh on the profitability of our Energy activities. Hegg is developing a solution for charging stations at home, initially only available for Renault 5 V2G enabled car, with early pilots showing promising results.

MyWheels continued implementing commercial and operational initiatives, contributing to an improving performance trajectory. MyWheels is further developing its B2B proposition, in addition to its B2C proposition, to further optimise fleet utilisation. At the same time, operational excellence remains in focus. As anticipated, MyWheels is still operating at a loss. DROP is operating at a profit and sees ample opportunities to expand its activities both with ASML and with new customers.

Business development

EnergyZero recently announced a strategic partnership with Greenchoice, which also includes Greenchoice acquiring a minority stake in EnergyZero. Greenchoice was already a customer of EnergyZero. The strategic partnership will further build on this existing collaboration and track record. Furthermore, the combined strength of both companies will accelerate the ability to further advancing the energy transition in the Netherlands.

Outlook

TSG has achieved strong profitability growth during the first nine months of 2025, which is expected to be maintained throughout the remainder of the year. At the same time, TSG sees ongoing challenges in its mobility and energy business. TSG continuously balances driving impact investments and at the same time improving operational and financial performance. TSG remains committed to executing its philosophy of investing in impact-driven growth opportunities across its business lines.