

The Sharing Group N.V. Financial results 2024 Q3

Highlights

- Revenues YTD €62.3 million, a decline of 8% compared to 9M 2023
- Gross margin YTD €25.3 million, up 10% compared to 9M 2023
- 560 thousand customers serviced as per September 30, 2024

In the past three months, business conditions remained challenging for The Sharing Group N.V. (“TSG”). Our shared mobility business is still operating at a loss but decisive actions are being taken to improve the performance. In September Laurens van de Vijver became the new CEO of MyWheels. EnergyZero has initiated an effective process to rationalize its operations, anticipating the migration of ANWB by the end of the year. As a result, our Energy business has operated profitably in the quarter under review. At all our business lines the gross margin increased year-on-year, which resulted in a solid, positive operating result for the group.

Review business lines

Mijndomein has increased its prices at the start of the year, aligning prices with current market standards. During the year already the majority of our customers were charged the new prices for their subscriptions, which resulted in an increase in revenues, margin and operating result for the first nine months. The roll out of the price increase will continue in Q4.

Revenues of our energy business declined as a result of lower energy prices compared to the third quarter of 2023. This decline does not reflect a lower level of business activities: installed base and margin revenues for EnergyZero have continued to demonstrate healthy growth. The gross margin continued to grow double digits in Q3 compared to the same period last year. EnergyZero has further sharpened its focus on improving the quality of its existing services and developing new products & features. In addition, several new white label customers have been welcomed on its platform.

Performance at MyWheels continued to be challenging, despite the measures taken since 2023. Nevertheless, gross margin substantially improved year-on-year and operating losses were halved.

Development of financial results

Consolidated revenues have declined to €63.2 million (2023YTD: €67.9 million), as a result of lower revenues for EnergyZero. Revenues for Mijndomein increased, while MyWheels revenues were slightly lower albeit at a substantially improved gross margin.

TSG’s operating result (EBITDA) amounted to €1.3 million positive (2023YTD: €1.3 million). All business lines improved operational performance year-on-year.

Business development

Mijndomein operates in a saturated market and has started several business initiatives to enrich its product portfolio. The company aims to be innovative in creating and promoting new extensions for its customers, giving them more flexibility to capture new domains. Furthermore, new services are added among which a mobile telephony service which was recently launched.

MyWheels has appointed a new CEO, who started in September. He will, together with his team, take and execute a number of important strategic actions regarding the company’s long term development, while maintaining a strong focus on short term performance.

Outlook

TSG operates in markets of structural reform, where both technical and business challenges demand an entrepreneurial spirit to fuel change and create new business alternatives that benefit our customers. This path is not always straightforward, which was underlined by the development of our businesses in the last period. Nevertheless, we are confident in our ability to drive positive change for both people and the planet, while developing as a solid and profitable group of companies. For the remainder of the year, we believe TSG will further enhance its operational performance. TSG has secured substantial funding in the fourth quarter of 2024, ensuring that our investment ambitions for the upcoming period are fully supported.