



Lyon, April 30, 2024

U10 2023: strengthened cash position

| Results - k€ | 2023 | % Net income | 2022 | % Net income |
|------------------|--------------|--------------|--------------|--------------|
| Net Sales | 165,554 | | 183,036 | |
| EBITDA | 5,397 | 3.3% | 2,749 | 1.5% |
| Operating income | 3,122 | 1.9% | 1,559 | 0.9% |
| Net income | 170 | 0.1% | 176 | 0.1% |

Accounts approved by the Board of Directors on April 30, 2024. The consolidated financial statements were audited. The certification report is included in the annual report published online at www.u10.com.

Results

- In 2023, U10 achieved its objectives of consolidating its main indicators:
 - EBITDA doubled to €5.4 million
 - Inventories fell again, by €12 million.
 - In a single year, U10 reduced its net financial debt by 33%, i.e. €10 million, and short-term cash flow came in positive at €5.1 million.
- As already reported, having eliminated overstocking, net sales returned to a sustainable qualitative level, with a positive impact on operating profitability.
- After financial expenses and provisions, net income broke even.

News

- The start-up founded in May 1994 is celebrating its 30th anniversary this year, and U10 is now being run and grown by 35-year-old Yohann LIEVRE and his team.
- Today, U10 has €69 million in equity and delivers 20,000 items to 5,000 addresses in over 50 countries worldwide.
- To mark its anniversary, U10 designed a new visual identity and completely revamped its graphic charter, including, in particular a striking new logo.
- The company has been enjoying a positive performance since the beginning of 2024.

U10: B to B supplier of home equipment

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Next Financial Release:

Net Sales S1-2024
31 July 2024 after closure of stock exchange