

HomeToGo Q1/2024 Factsheet

Financial Highlights

- **Booking Revenues** reached an all-time high value of €83.4M (27.7% YoY and 214% Yo5Y), primarily driven by Booking (Onsite) business (39.3% YoY) and record high Onsite Take Rate of 12.8% (+1.7pp YoY). **Booking Revenues Backlog¹** at the end of Q1 grew 10.3% YoY to a new record figure of €76.6M.
- **IFRS Revenues** reached a record high for the first quarter of €36.4M (66.4% YoY and 201% Yo5Y) driven by both segments, HomeToGo B2C Marketplace and HomeToGo_PRO B2B business. The high growth during Q1/24 partially relates to the first-time consolidation of HomeToGo's latest acquisitions in January 2024 as well as an early Easter break.
 - **The Marketplace segment**, HomeToGo's B2C platform offering the world's largest selection of vacation rentals to travelers, strongly grew IFRS Revenues by 83.7% YoY due to stellar growth in its Booking (Onsite) business that more than tripled its IFRS Revenue YoY. The Advertising business line contributed a substantial 27.6% YoY increase in IFRS Revenues.
 - **The HomeToGo_PRO segment**, encompassing B2B Software & Service Solutions for the whole travel market with a special focus on SaaS for the supply side of vacation rentals, reached €11.6M in IFRS Revenues (35.3% YoY), now accounting for 32% of HomeToGo Group's total IFRS Revenues in Q1/24.
- **Adjusted EBITDA** amounted to €(21.2)M in Q1/24 (15% or a €3.6M YoY improvement), reflecting an Adjusted EBITDA margin of (58.3)% which is fully in line with the underlying seasonality of the business. Adjusted EBITDA margin strongly improved by +55.1pp YoY largely due to a substantially higher marketing efficiency.
- **Comfortable cash position** of €90.6M after incorporating the successful closing of the majority acquisitions in Q1/24 and the significant seasonal marketing investments to build up the record Booking Revenues Backlog.

¹ Booking Revenues before cancellation generated until 31 March 2024 with IFRS Revenues recognition based on check-in date in FY 2024.

- **Free Cash Flow²** of €(22.4)M in line with expectations at (11.3)% YoY due to higher capital expenditures, VAT tax payments as a result of the recent acquisitions, and seasonal higher working capital needs.

Confirmation of full year guidance

Based on the strong Q1/24, the Company confirms its FY/24 guidance of growing Booking Revenues to more than €250M (>30% YoY), IFRS Revenues to more than €220M (>35% YoY), and delivering more than €10M of Adjusted EBITDA in FY/24 (>400% YoY).

KPIs (in EUR thousands)	Q1/24	Q1/23	YoY
Marketplace Segment			
Booking Revenues	64,154	50,912	26%
Booking (Onsite)	38,860	27,890	39%
Advertising	25,294	23,022	10%
IFRS Revenues	25,649	13,961	84%
Booking (Onsite)	12,524	3,671	>100%
Advertising	13,125	10,290	28%
Adjusted EBITDA	(22,506)	(23,701)	5%
Adjusted EBITDA margin	(88)%	(170)%	+82.0pp
Onsite Take rate	12.8%	11.2%	+1.7pp
Bookings (in thousands)	522	342	53%
Booking (Onsite)	340	222	53%
Advertising	181	119	52%
HomeToGo_PRO Segment			
Booking Revenues	22,790	17,598	30%
Subscription	5,658	4,537	25%
Volume-based	17,132	13,061	31%
IFRS Revenues	11,555	8,539	35%

² Free Cash Flow is defined as net cash used in operating activities added by net interest result and deducted by capital expenditures defined as net investment into PPE as well as into intangibles and internally-generated intangible assets.

KPIs (in EUR thousands)	Q1/24	Q1/23	YoY
Subscription	5,599	4,512	24%
Volume-based	5,956	4,028	48%
Adjusted EBITDA	1,138	(1,123)	n.m.
Adjusted EBITDA margin	9.8%	(13.1)%	+23.0pp
Bookings (in thousands)	92	85	8%
Subscription	-	-	-%
Volume-based	92	85	8%

HomeToGo Group			
Booking Revenues	83,361	65,288	28%
Intercompany consolidation	(3,583)	(3,222)	(11%)
IFRS Revenues	36,404	21,883	66%
Intercompany consolidation	(801)	(618)	(30)%
Adjusted EBITDA	(21,219)	(24,816)	15%
adjusted one-off items	541	682	(21)%
Adjusted EBITDA margin	(58.3)%	(113.4)%	+55pp
GBV	662,627	604,760	10%
Bookings (in thousands)	583	353	65%
Intercompany consolidation	(30)	(30)	(3)%
Net profit / (loss)	(26,319)	(34,312)	23%
Free Cash Flow	(22,446)	(20,168)	(11)%
Equity (EUR thousands)³	229,510	250,121	(8)%
Equity ratio²	65%	77%	(12)pp
Cash & cash equivalents + other highly liquid short-term financial assets (EUR thousands)⁴	90,589	140,277	(35)%
Employees (end of period)	790	648	22%

³ As of March 31, 2024, and December 31, 2023, respectively

⁴ Includes restricted cash and cash equivalents of €0.3M as of March 31, 2024 (comparative period December 31, 2023: EUR 0.5 million).