



home
to go_

Q3/24 Earnings Call

Steffen Schneider, CFO

12 November 2024

Q3/24 - Key financial takeaways

1

Strong top-line growth: Booking Revenues reached a new record high for a third quarter (+38% YoY), while IFRS Revenues achieved an all-time quarterly peak (+18% YoY). End-of-Q3 Booking Revenues Backlog to largely convert to IFRS Revenues in Q4/24, ensuring strong IFRS Revenues visibility

2

All-time quarterly high Adjusted EBITDA rising 28% YoY: Strong profitability improvement in both Marketplace and HomeToGo_PRO segment, reflected in remarkable Q3/24 Adj. EBITDA Margin of 41.0% (vs. 38.0% in Q3/23). 9M/24 Adj. EBITDA more than tripled with 258.7% YoY

3

Solid cash position of €89.8M at the end of Q3/24 with significant cash inflows anticipated in Q4/24. The Free Cash Flow burn significantly decreased and we almost reached break-even on a quarterly basis

4

Update of FY/24 guidance:

1. Booking Revenues of more than €255M (>34% YoY) → upward adj.
2. IFRS Revenues €215M - €220M (32% - 35% YoY) → downward adj.
3. Adjusted EBITDA of more than €10M (>400% YoY) → confirmed

Q3/24 Booking Revenues Onsite Share!
Global: 62% (+14pp YoY)
DACH: 86% (+12pp YoY)



HomeToGo's business segments: B2C Marketplace and B2B HomeToGo_PRO

B2C

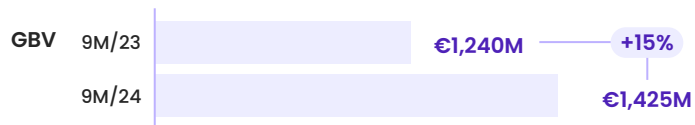
Marketplace with largest selection of vacation rentals

HomeToGo Marketplace
Adj. EBITDA
+19% YoY to €29.7M in Q3/24
+>800% YoY to €6.2M in 9M/24



Booking (Onsite)

Advertising



e.g. Kurzurlaub.de kurz-mal-weg.de #1 für Kurzreisen casamundo e-domizil

B2B

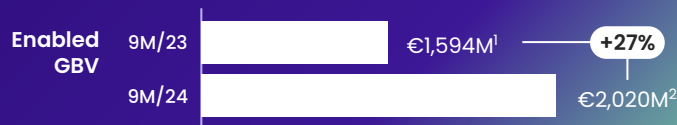
Software & Service Solutions focusing on SaaS for the Supply side

HomeToGo_PRO
Adj. EBITDA
+91% YoY to €6.2M in Q3/24
+164% YoY to €10.6M in 9M/24



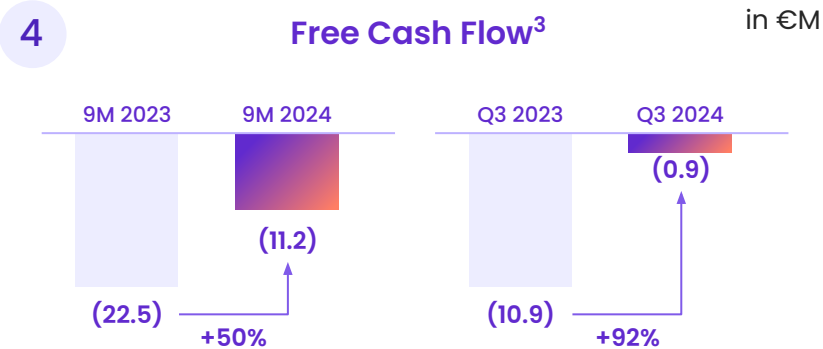
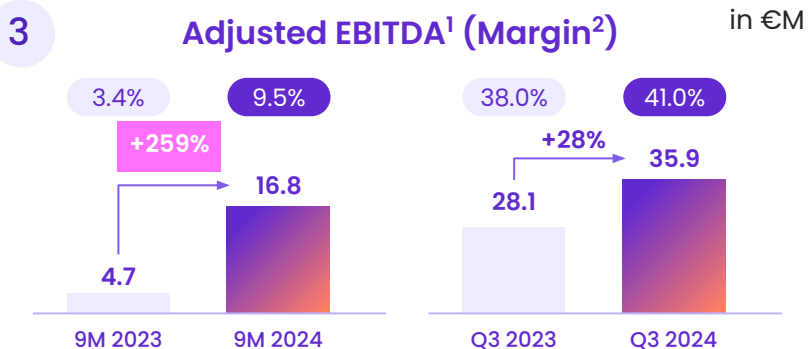
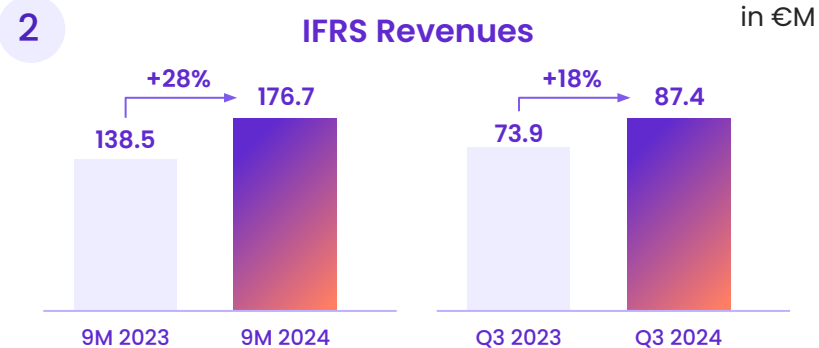
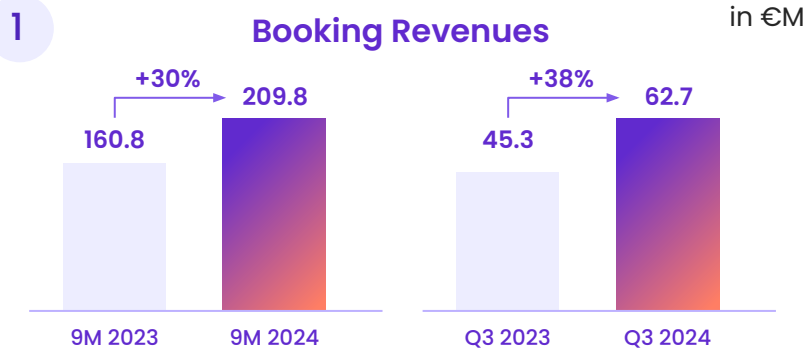
Subscription

Volume-based



(SECRA) atraveo by e-domizil

Strong Booking Revenues growth with an exceptional increase in Adj. EBITDA of 259% YoY in 9M/24

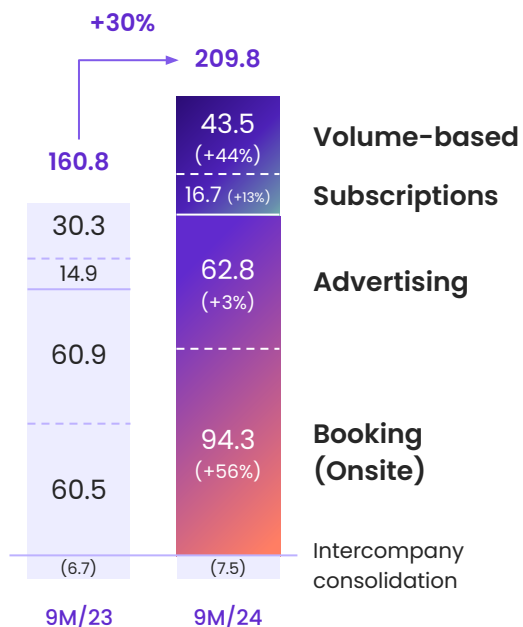


¹ Net income (loss) before income taxes, finance income/finance expenses, depreciation and amortization adjusted for expenses for share-based compensation and one-off items.

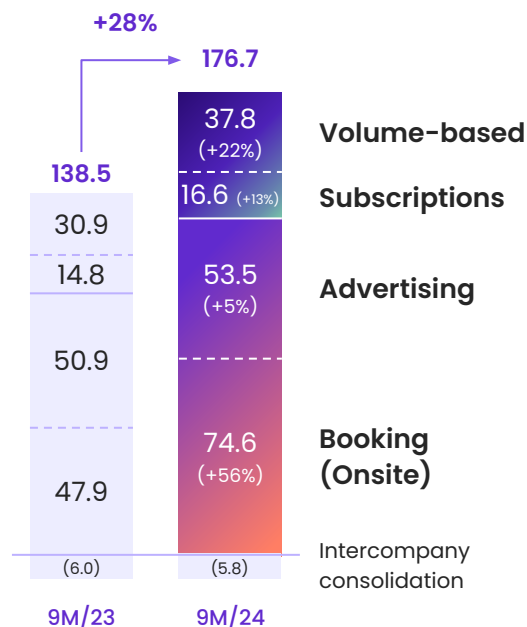
² Margin in % of IFRS Revenues. ³ Free Cash Flow is defined as net cash from operating activities added by net interest result and deducted by capital expenditures defined as net investment into PPE as well as into intangibles and internally-generated intangible assets; please see slide 24 for a complete FCF bridge

Strong growth in Booking (Onsite) and significantly enhanced profitability in both segments – Adj. EBITDA more than tripled YoY in 9M/24 to €16.8m (Adj. EBITDA margin of 9.5%)

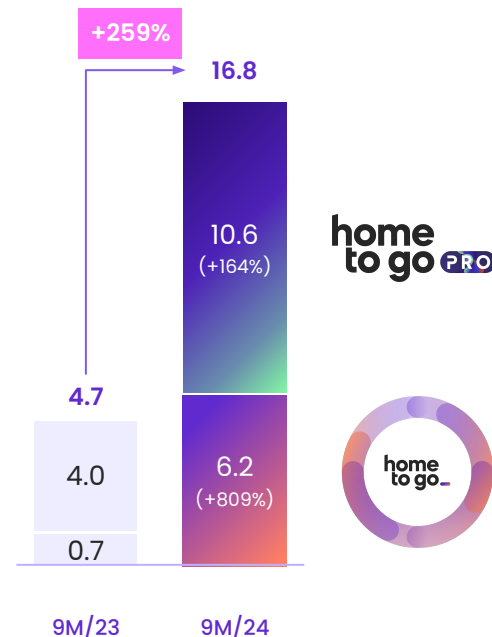
1 Booking Revenues in €M



2 IFRS Revenues in €M

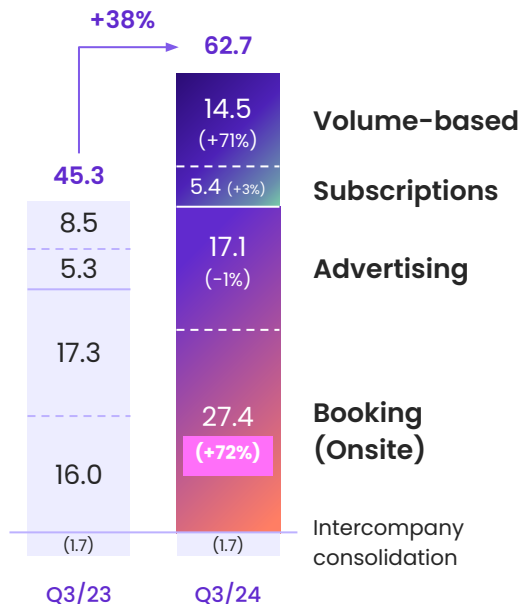


3 Adjusted EBITDA in €M

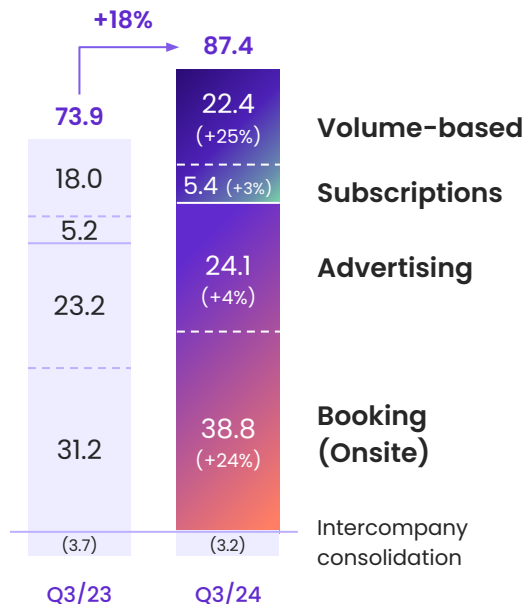


Q3/24 delivered quarterly all-time high IFRS Revenues and Adj. EBITDA (Adj. EBITDA margin of 41.0%) – Record Q3 Booking Revenues driven by 72% YoY growth in Booking (Onsite) business

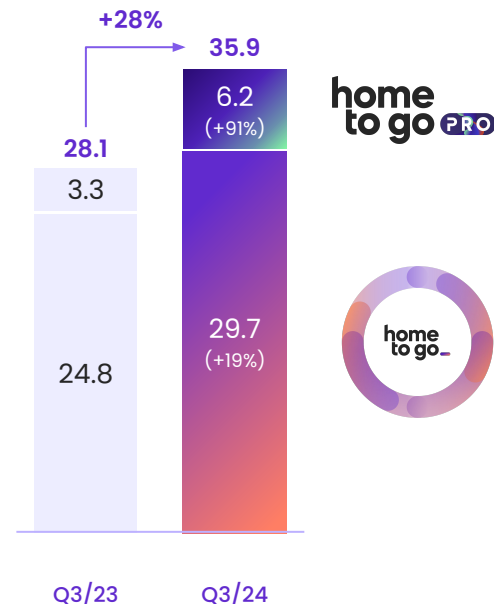
1 Booking Revenues in €M



2 IFRS Revenues in €M



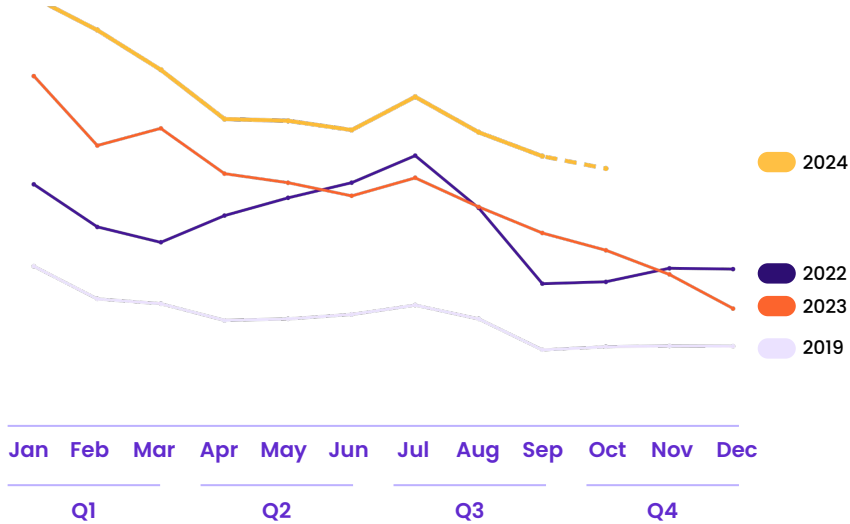
3 Adjusted EBITDA in €M



Significant Booking Revenues development versus previous years including €37.4M Backlog (28.4% YoY) ensures strong IFRS Revenues visibility for the remainder of the year

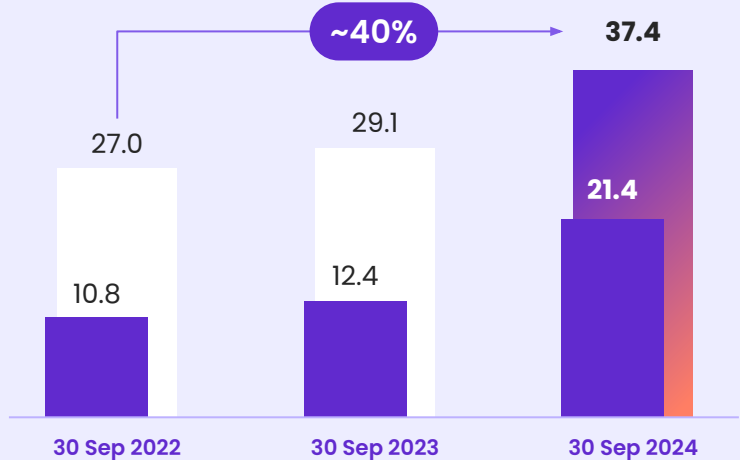
Favorable development throughout the year

Indicative monthly Booking Revenues



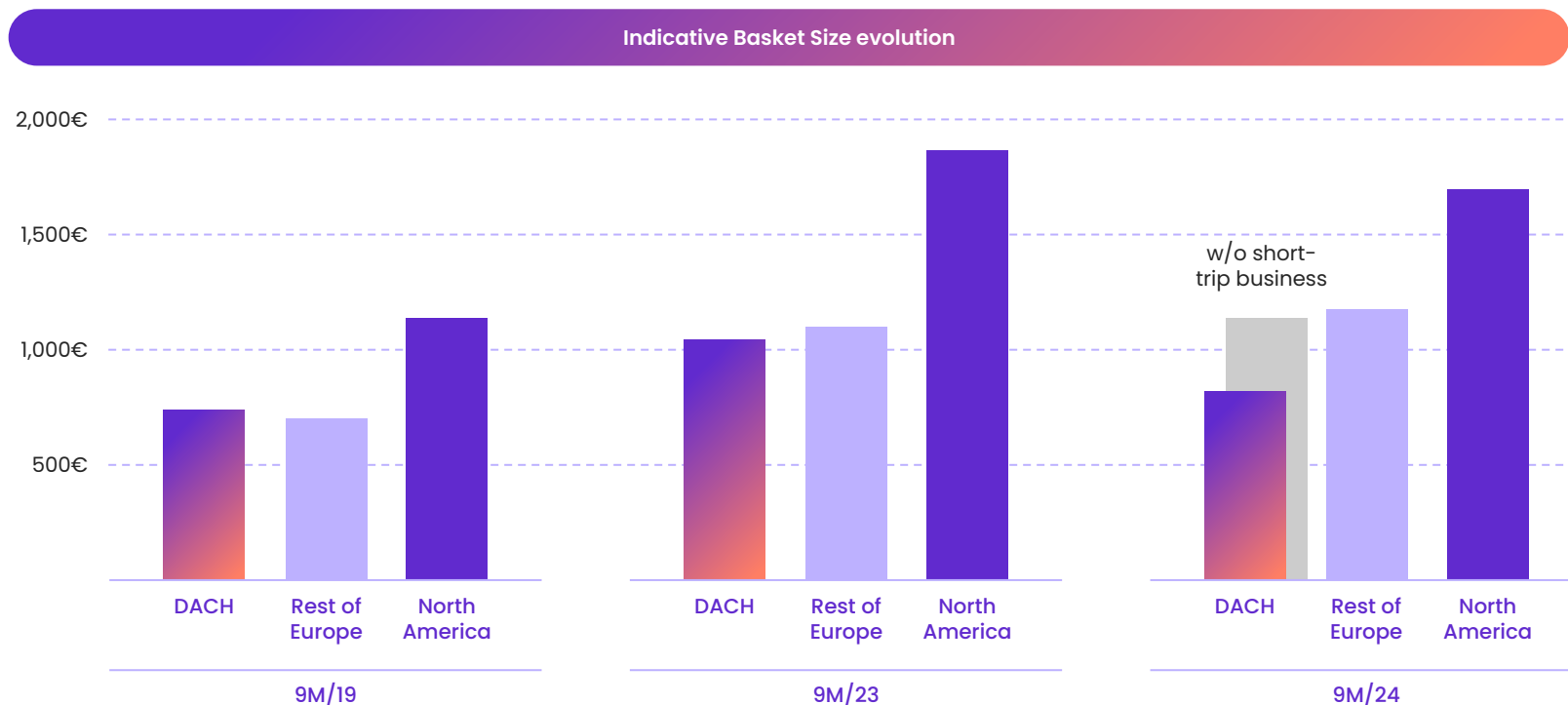
Strong visibility for the remainder of the year

Booking Revenues Backlog,¹ in €M
 Check-in date in Q4



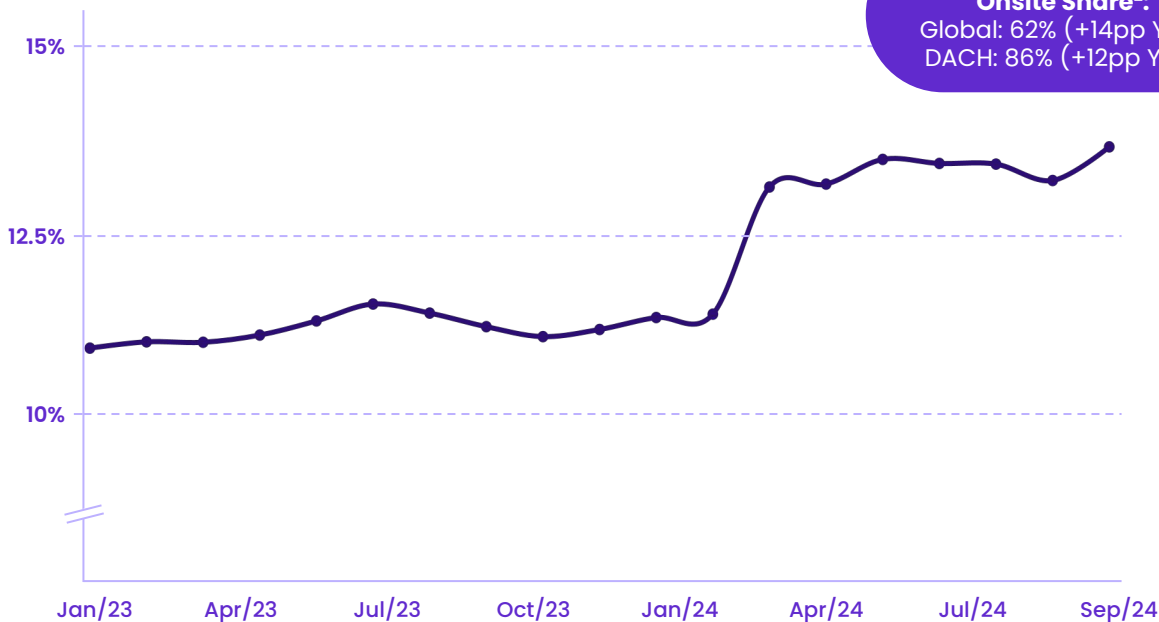
¹ Booking Revenues Backlog comprises Booking Revenues before cancellation generated in the reporting period or prior with IFRS Revenues recognition based on check-in date after the reporting period.

Successful development of short trip business reflected in DACH Basket Size

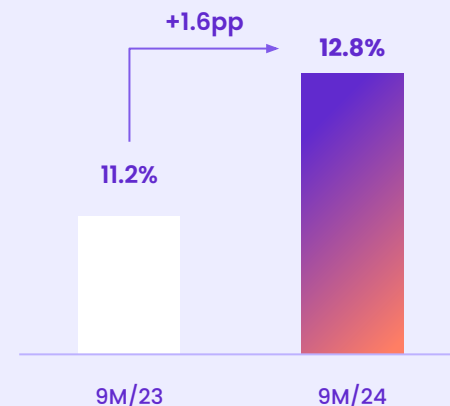


HomeToGo Marketplace continues improvement in Onsite Take Rate and Onsite Share

Development of Onsite Take Rate¹



Increasing Onsite Take Rate¹



In both Q3/24 and 9M/24, significant progress in profitability as a result of higher marketing efficiency

Costs and margins^{1,2}

(in % of IFRS Revenues)

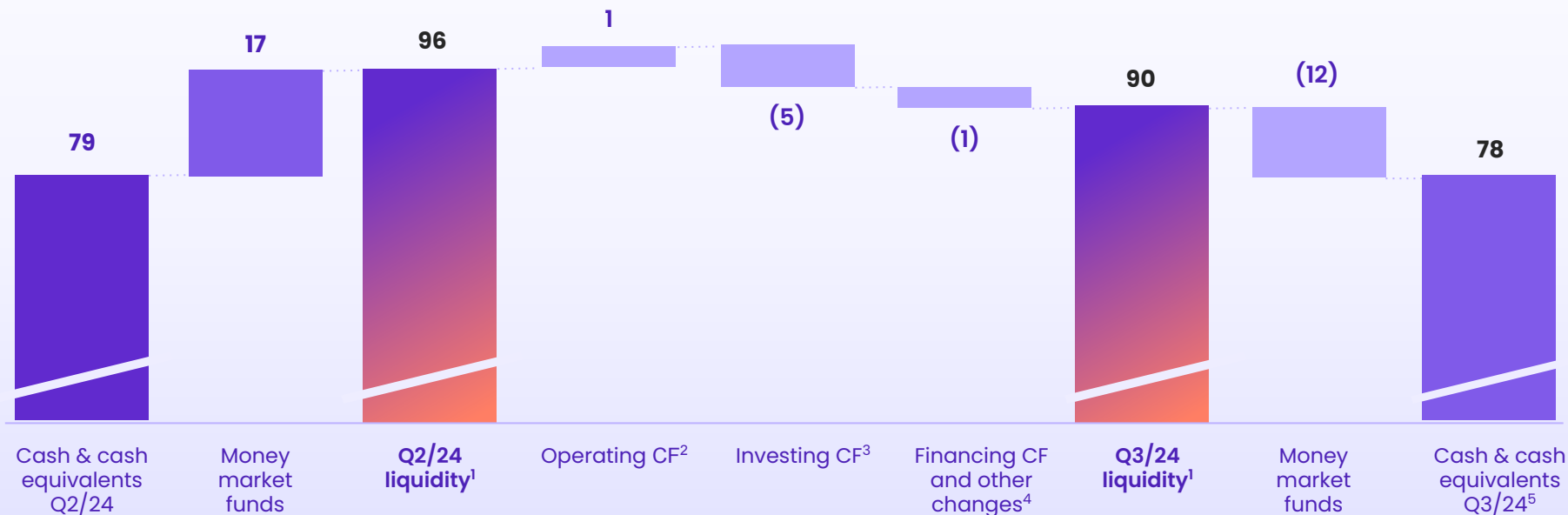
	9M			Q3		
	2023	2024	Delta	2023	2024	Delta
Cost of revenues	(2.2)%	(1.6)%	+0.6pp	(1.4)%	(1.2)%	+0.2pp
Gross profit	97.8%	98.4%	+0.6pp	98.6%	98.8%	+0.2pp
Marketing & Sales	(67.9)%	(61.9)%	+6.0pp	(42.1)%	(38.2)%	+3.9pp
Product Development	(15.1)%	(15.5)%	(0.3)pp	(11.0)%	(11.2)%	(0.2)pp
Administrative expenses	(11.0)%	(12.0)%	(1.0)pp	(6.9)%	(8.7)%	(1.8)pp
Other income and expenses	(0.4)%	0.4%	+0.9pp	(0.5)%	0.4%	+0.9pp
Adjusted EBITDA¹	3.4%	9.5%	+6.1pp	38.0%	41.0%	+3.0pp

¹ Adjusted for expenses for share-based compensation, depreciation and amortization and non-operating one-off items

² Rounding differences may occur

Slight sequential decrease in cash position due to forwarded traveler advance payments after peak season

in €M



¹ Both Q2/24 and Q3/24 liquidity include investments into other highly liquid short-term financial assets, i.e. money market funds and traveler advance payments. The latter represent an amount of €19.9M

² Operating cash flow includes inflows in the amount of €16.6M (Q3/23: €23.5M) for traveler advance payments collected as part of payment services for hosts.

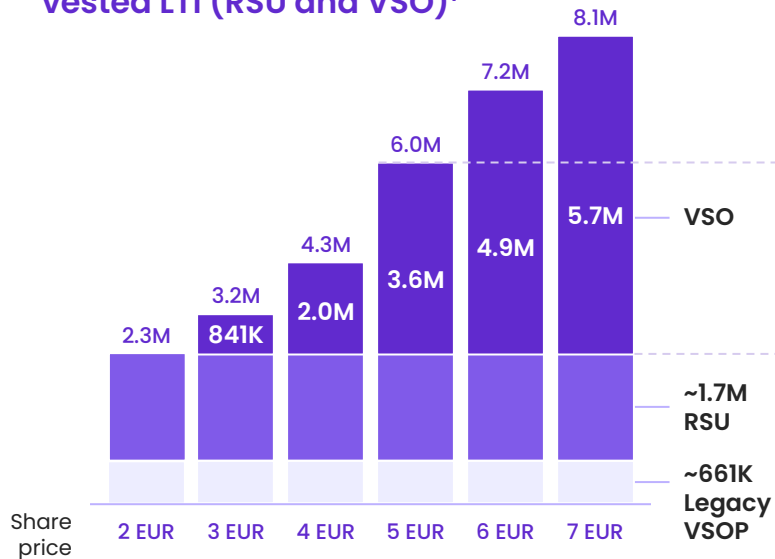
³ Includes cash flows from investments in fixed and intangible assets as well as the cash purchase prices for acquisitions, net of cash acquired. Presentation is adjusted for proceeds from sale of €5 million stake in money market fund compared to presentation in consolidated financial statements.

⁴ Includes financing cash flow and effect of exchange rate on cash and cash equivalents.

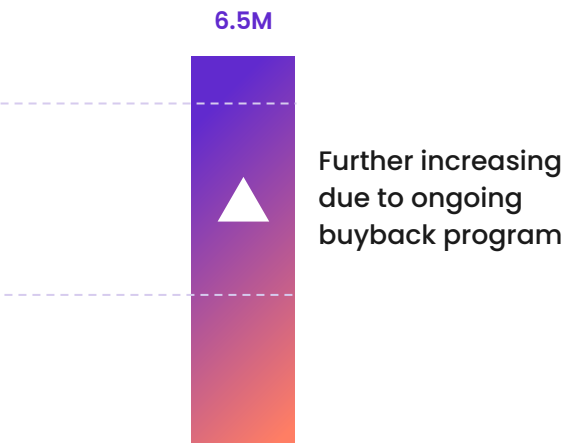
⁵ Q3/24 cash & cash equivalents include cash of €10.1M that is restricted due to statutory requirements.

The value of ALL (incl. legacy VSOP prior IPO) vested share-based compensation is around €5M despite being accounted for at higher values and easily covered by treasury shares

Max. number of treasury shares needed to settle ALL currently vested VSOP (pre-IPO) and ALL currently vested LTI (RSU and VSO)¹



Currently available treasury shares²



¹ Granted as of 30 September 2024. Assumptions: All eligible employees exercise their vested entitlements; Legacy VSOP without hurdle options (€12.00 / €14.00).
 RSU = restricted stock units, VSO = virtual stock options
² As of November 8, 2024

Deep dive 1: Overview of share-based compensation expenses

Both programs are equity-settled: When the beneficiary exercises, the virtual instruments are used to calculate a cash entitlement which is then generally settled in Class A shares (no cash transfer)¹

1

Pre-IPO VSOP

Up to 661k
Class A shares

2

Post-IPO LTI program

(Re-)Grant

Vesting
(2 years)³

Exercise

Expiry
(3 years after vesting)

Awarded
EUR amount
is split²

Restricted
Stock Units

Virtual
Stock Options

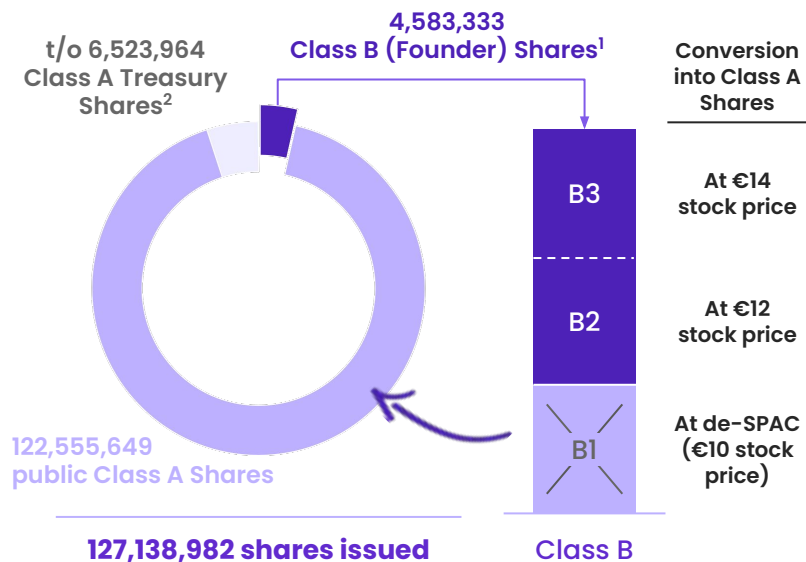
Instruments paid in shares =
HTG share price at exercise date
(1 share for 1 RSU)

Instruments paid in shares =
Difference between HTG share price
average at exercise and grant date

► **IFRS:** One-time fair value measurement at grant date → Grant fair value is then distributed degressively according to individual vesting schedule (declining SBC expenses)

Deep dive 2: Overview of HomeToGo's share capital structure

Shares



Warrants

	Class A	Class B
Underlying	1 Class A Share	1 Class A Share
Number	9,166,666	5,350,875
Strike price	€11.50	€11.50
Expiration	21 Sep 2026	21 Sep 2026
Listing	Publicly listed	Not listed
Exercise method	Cash or cashless	Cashless

Specified Guidance for 2024: Strong Booking Revenues at improved profitability



Q3/24 Earnings Call

Q&A



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Q3/24 Earnings Call

Appendix



Current analyst recommendations – average price target of EUR 4.76

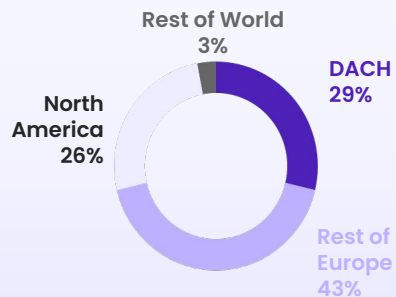
Institution	Analyst	Rating	Price Target
Berenberg	Wolfgang Specht	Buy	EUR 5.00
Cantor Fitzgerald	Bharath Nagaraj	Buy	EUR 4.50
Deutsche Bank	Silvia Cuneo	Buy	EUR 4.00
Hauck Aufhäuser	Christian Salis	Buy	EUR 5.20
Quirin Privatbank	Marcel Ghazi	Buy	EUR 3.70
Stifel	Benjamin Kohnke	Buy	EUR 4.10
Warburg Research	Felix Ellmann	Buy	EUR 6.80

Development of the HomeToGo share buyback program

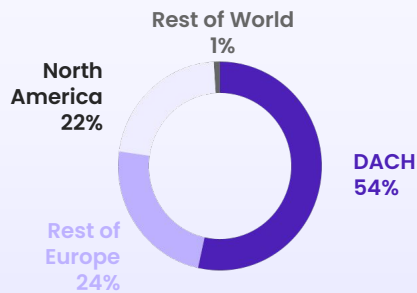
	# of shares acquired	Purchased volume	Weighted average price
Ongoing stock exchange based buyback program ¹	1,052,503	€2,224,054.69	€2.11
Public share tender offer	1,249,991	€2,499,982.00	€2.00
Total	2,302,494	€4,724,036.69 of €10M in total	€2.05

Acquisition-related shift in regional Booking Revenues share

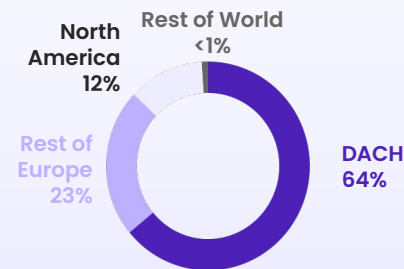
Regional Booking Revenues Share



Q3/19



Q3/23



Q3/24

Statements of Total Comprehensive Income and EBITDA reconciliation

In € thousand	Q3/24	Q3/23	9M/24	9M/23
IFRS Revenues	87,383	73,860	176,716	138,528
Cost of revenues	(1,977)	(1,760)	(5,796)	(6,884)
Gross profit	85,406	72,099	170,920	131,645
Product development and operations	(11,096)	(9,718)	(31,177)	(25,890)
Marketing and sales	(34,322)	(32,731)	(112,938)	(98,873)
General and administrative	(14,001)	(9,385)	(33,497)	(27,295)
Other expenses	(362)	(700)	(830)	(1,692)
Other income	705	358	1,573	1,073
Income (loss) from operations	26,330	19,924	(5,948)	(21,032)
Finance result, net	231	1,572	1,105	1,491
Income (loss) before tax	26,561	21,496	(4,844)	(19,541)
Income taxes	(1,068)	(134)	(2,298)	821
Net income (loss)	25,494	21,362	(7,142)	(18,720)
Thereof non-controlling interests	1,658		2,863	
Other comprehensive income (loss)	(264)	(207)	264	(308)
Total comprehensive income (loss)	25,230	21,154	(6,878)	(19,028)
In € thousand	Q3/24	Q3/23	9M/24	9M/23
Income (loss) from operations	26,330	19,924	(5,948)	(21,032)
Depreciation and amortization	2,311	2,468	7,729	9,254
EBITDA	28,641	22,392	1,781	(11,778)
Share-based compensation	3,449	4,297	9,820	13,730
One-off items	3,774	1,406	5,216	2,737
Adjusted EBITDA	35,864	28,096	16,817	4,688
Adj. EBITDA margin	41.0%	38.0%	9.5%	3.4%

Statements of Financial Position

Assets (in € thousand)	Sep 30, 2024	Dec 31, 2023
Intangible assets	235,669	140,283
Property, plant and equipment	13,803	13,777
Income tax receivables (non-current)	57	108
Other financial assets (non-current)	10,863	5,467
Other assets (non-current)	109	228
Deferred tax assets	520	-
Total non-current assets	261,021	159,862
Trade and other receivables (current)	39,376	13,515
Income tax receivables (current)	1,667	1,767
Other financial assets (current)	17,935	33,567
Other assets (current)	5,442	6,290
Cash and cash equivalents	77,850	108,953
Total current assets	142,271	164,091
Total assets	403,291	323,953
Equity and Liabilities (in € thousand)	Sep 30, 2024	Dec 31, 2023
Subscribed capital	2,441	2,441
Capital reserves	528,228	523,991
Foreign currency translation reserve	(752)	(1,015)
Share-based payments reserve	105,243	96,159
Retained Earnings	(381,891)	(371,456)
Equity attributable to the shareholders of HomeToGo	253,270	250,121
Non-controlling interests	33,434	-
Total Equity	286,704	250,121
Borrowings (non-current)	198	1,730
Other financial liabilities (non-current)	30,197	12,194
Provisions (non-current)	548	539
Other liabilities (non-current)	713	1,016
Income tax liabilities (non-current)	-	106
Deferred tax liabilities	5,787	6,761
Non-current liabilities	37,442	22,346
Borrowings (current)	2,457	2,783
Trade and other payables (current)	19,032	8,875
Other financial liabilities (current)	28,727	13,550
Provisions (current)	3,171	2,338
Other liabilities (current)	22,145	20,903
Income tax liabilities (current)	3,614	3,037
Current liabilities	79,146	51,486
Total liabilities	116,588	73,833
Total equity and liabilities	403,291	323,953

Statements of Cash Flows

in € thousand	Q3/24	Q3/23	9M/24	9M/23
Income (loss) before tax	26,561	21,496	(4,844)	(19,541)
Adjustments for:				
Depreciation and amortization	2,311	2,468	7,729	9,254
Non-cash employee benefits expense – share-based payments	3,449	4,297	9,820	13,730
VSOP – Exercise tax settlement charge			(637)	(384)
VSOP – Cash paid to beneficiaries			(20)	(55)
Finance result – net	(232)	(1,572)	(1,105)	(1,491)
Net exchange differences	14	163	(329)	301
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	(12,951)	(10,962)	(25,118)	(21,201)
(Increase) / Decrease in other financial assets	(18)	(715)	(2,646)	(415)
(Increase) / Decrease in other assets	3,374	4,140	7,168	2,221
Increase / (Decrease) in trade and other payables	2,025	91	10,650	1,906
Increase / (Decrease) in other financial liabilities	(16,622)	(25,169)	7,663	(3,892)
Increase / (Decrease) in other liabilities	(5,323)	(2,574)	(9,050)	1,106
Increase / (Decrease) in provisions	140	773	(982)	1,000
Cash generated from operations	2,730	(7,563)	(1,699)	(17,462)
Interest and other finance cost (paid)/received	247	(660)	697	(572)
Income taxes (paid) / received	(1,571)	(103)	(2,882)	(660)
Net cash from operating activities	1,406	(8,326)	(3,884)	(18,694)
Proceeds from / (Payments for) financial assets at fair value through profit and loss	5,000		20,000	
Payment for acquisition of subsidiary, net of cash acquired	(2,458)		(31,256)	307
Sale/(Purchase) of Investments	(558)		(558)	
Payments for property, plant and equipment	(85)	(127)	(252)	(208)
Payments for intangible assets	(125)	(178)	(766)	(178)
Payments for internally generated intangible assets	(1,836)	(1,428)	(5,629)	(4,010)
Proceeds from sale of property, plant and equipment	5		3	(2)
Net cash from investing activities	(57)	(1,733)	(18,458)	(4,091)
Repayments of borrowings	(670)	(969)	(2,342)	(3,141)
Principal elements of lease payments	(330)	(310)	(1,006)	(811)
Proceeds / (Payments) in relation to Share Buyback	(321)		(4,232)	
Net cash from financing activities	(1,320)	(1,279)	(7,580)	(3,953)
Net increase (decrease) in cash and cash equivalents	28	(11,338)	(29,923)	(26,738)
Cash and cash equivalents at the beginning of the period	79,022	95,086	108,982	112,050
Effects of exchange rate changes on cash and cash equivalents	(1,200)	1,273	(1,209)	(290)
Cash and cash equivalents at the end of the period	77,850	85,022	77,850	85,022

Free Cash Flow bridge

in €M, rounded	Q3/24	Q3/23	9M/24	9M/23
Adjusted EBITDA	35.9	28.1	16.8	4.7
Share-based compensation	(3.4)	(4.3)	(9.8)	(13.7)
One-off items	(3.8)	(1.4)	(5.2)	(2.7)
EBITDA	28.6	22.4	1.8	(11.8)
Depreciation and amortization	(2.3)	(2.5)	(7.7)	(9.3)
Income (loss) from operations	26.3	19.9	(5.9)	(21.0)
Finance result, net	0.2	1.6	1.1	1.5
Income (loss) before income Tax	26.6	21.5	(4.8)	(19.5)
Effects from other non-cash items				
Depreciation and amortization	2.3	2.5	7.7	9.3
Non-cash employee benefits expense - share-based payments	3.4	4.3	9.8	13.7
VSOP - Exercise tax settlement charge	-	-	(0.6)	(0.4)
VSOP - Cash paid to beneficiaries	-	-	<(0.1)	(0.1)
Finance result - net	(0.2)	(1.6)	(1.1)	(1.5)
Net exchange differences	<0.1	0.2	(0.3)	0.3
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	(13.0)	(11.0)	(25.1)	(21.2)
(Increase) / Decrease in other financial assets	<(0.1)	(0.7)	(2.6)	(0.4)
(Increase) / Decrease in other assets	3.4	4.1	7.2	2.2
Increase / (Decrease) in trade and other payables	2.0	0.1	10.7	1.9
Increase / (Decrease) in other financial liabilities	(16.6)	(25.2)	7.7	(3.9)
Increase / (Decrease) in other liabilities	(5.3)	(2.6)	(9.1)	1.1
Increase / (Decrease) in provisions	0.1	0.8	(1.0)	1.0
Cash generated from operations	2.7	(7.6)	(1.7)	(17.5)
Interest and Income taxes	(1.3)	(0.8)	(2.2)	(1.2)
Net cash from operating activities	1.4	(8.3)	(3.9)	(18.7)
./. Net interest result	(0.2)	0.7	(0.7)	0.6
./. Capital Expenditures	(2.0)	(3.3)	(6.6)	(4.4)
thereof payments for PPE	(0.1)	(0.2)	(0.2)	(0.2)
thereof payments for internally generated intangible assets	(1.8)	(2.9)	(5.6)	(4.0)
Free Cash Flow	(0.9)	(10.9)	(11.2)	(22.5)

Reconciliation of Marketplace Gross Booking Value (GBV) and HomeToGo_PRO Booking Revenues to IFRS Revenues

in €M	Q3			9M		
	2023	2024	Delta	2023	2024	Delta
Marketplace GBV	323	418	29%	1,240	1,425	15%
t/o GBV from Booking (Onsite)	141	212	50%	540	739	37%
x Booking (Onsite) Take Rate (in %)	11.3%	13.0%	+1.7pp	11.2%	12.8%	+1.6pp
= Booking Revenues Booking (Onsite)	16	27	72%	61	94	56%
+ Booking Revenues Advertising	17	17	(1)%	61	63	3%
+ Booking Revenues HomeToGo_PRO	14	20	45%	45	60	34%
Total Booking Revenues¹	45	63	38%	161	210	30%
- Cancellations	(6)	(10)	(57)%	(24)	(32)	(32)%
- Booking with check-in in different reporting period	(35)	(35)	(1)%	2	(1)	n.a.
Total IFRS Revenues	74	87	18%	139	176	28%

Comparative presentation of Q3/24 results in previous reporting scheme

in €M

	Q3		
	2023	2024	Delta
Gross Booking Value	401.2	519.5	29.5%
CPA Take Rate	11.6%	13.1%	+1.5pp
Booking Revenues	45.3	62.7	38.0%
CPA Onsite	18.2	31.5	73.0%
CPA Offsite	11.3	8.9	(21.2)%
CPC + CPL	6.0	7.3	21.7%
Subscriptions & Services	9.8	14.9	52.0%
Booking Revenues Onsite share	51%	66%	+15pp

	Q3		
	2023	2024	Delta
IFRS Revenues	73.9	87.4	18.3%
CPA Onsite	38.9	43.5	11.8%
CPA Offsite	17.0	16.6	(2.4)%
CPC + CPL	6.0	7.3	21.7%
Subscriptions & Services	12.0	20.0	66.7%

Comparative presentation of 9M/24 results in previous reporting scheme

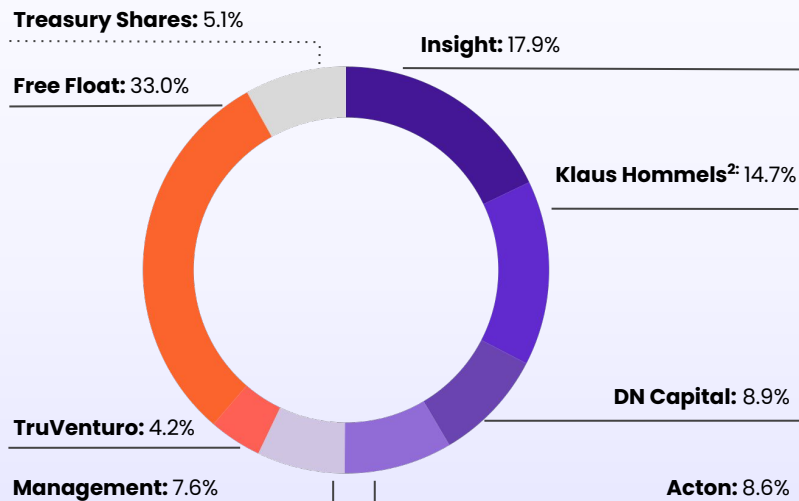
in €M

	9M		
	2023	2024	Delta
Gross Booking Value	1,445.4	1,734.5	20.0%
CPA Take Rate	11.0%	12.4%	+1.4pp
Booking Revenues	160.8	209.8	30.5%
CPA Onsite	70.8	102.2	44.4%
CPA Offsite	41.2	43.0	4.3%
CPC + CPL	19.5	19.9	2.1%
Subscriptions & Services	29.4	44.7	52.0%
Booking Revenues Onsite share	54%	61%	+7pp

	9M		
	2023	2024	Delta
IFRS Revenues	138.5	176.7	27.6%
CPA Onsite	61.0	80.0	31.1%
CPA Offsite	31.1	33.6	8.0%
CPC + CPL	19.4	19.9	2.5%
Subscriptions & Services	27.0	43.2	60.0%

The HomeToGo Share

Shareholder Structure¹



Share Information

Ticker symbol	HTG
Type of Shares	Class A Shares (Public Shares) and Class B Shares (Founder Shares)
Stock Exchange	Frankfurt Stock Exchange
Market Segment	Regulated Market (Prime Standard) of the Frankfurt Stock Exchange
First Day of Trading	September 22, 2021
Total Number of Shares Outstanding	120,615,018 (116,031,685 Class A Shares and 4,583,333 Class B Shares)
Total Number of Issued Shares	127,138,982 (122,555,649 Class A Shares and 4,583,333 Class B Shares)
Issued Share Capital	€ 2,441,068.45

Upcoming events in 2024 - Join us!

Date	Event
Nov 13, 2024	Luxembourg Roadshow
Nov 20, 2024	Virtual Roadshow
Nov 25-26, 2024	German Equity Forum, Frankfurt
Mar 27, 2025	FY 2024 Financial Results and Earnings Call

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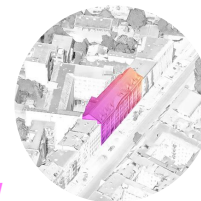
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Glossary

Core KPIs

Booking Revenues Booking Revenues is a non-GAAP operating metric to measure performance that is defined as the net Euro value of bookings before cancellations generated by transactions on the HomeToGo platforms in a reporting period. Booking Revenues do not correspond to, and should not be considered as alternative or substitute for IFRS Revenues recognized in accordance with IFRS. Contrary to IFRS Revenues, Booking Revenues are recorded at the point in time when the booking is made. Revenues from non-booking activities as included in Advertising or revenues from Subscriptions are considered without any difference in revenue recognition for Booking Revenues as under IFRS to complement the view.

IFRS Revenues Revenues according to IFRS accounting policies. IFRS Revenues from booking-related activities are recognized on check-in date. Revenues from non-booking-related activities are recognized when services are provided click or referral date. IFRS Revenues from Subscriptions are recognized over time.

Adjusted EBITDA Net income (loss) before
(i) income taxes;
(ii) finance income, finance expenses;
(iii) depreciation and amortization;
adjusted for
(iv) expenses for share-based compensation and
(v) one-off items. One-off items relate to one-time and therefore non-recurring expenses and income outside the normal course of operational business. Among others those would include for example income and expenses for business combinations and other merger & acquisitions (M&A) activities, litigation, restructuring, government grants and other items that are not recurring on a regular basis and thus impede comparison of the underlying operational performance between financial periods.

Free Cash Flow (FCF) Free Cash Flow is defined as net cash from 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.

Reporting segments and revenue activities

Marketplace Our reporting segment Marketplace aggregates all business models and revenue activities that are focused on the traveler as our customer. Revenues are mainly generated not directly with the traveler, but indirectly with our Partners and comprise revenue activities from Booking (Onsite) and Advertising.

Booking (Onsite) Revenues from Booking (Onsite) occur when the traveler booking journey is entirely completed on a HomeToGo Marketplace website. Booking (Onsite) is largely comparable to former CPA Onsite business.

Advertising Revenues from Advertising comprise all activities when the travelers (booking) journey is not entirely completed on a HomeToGo Marketplace website Advertising is largely comparable to former CPA Offsite and CPC.

HomeToGo_PRO Our reporting segment HomeToGo_PRO aggregates all business models and revenue activities that are focused on the supplier of the vacation rental (hosts, property managers, destinations or others) or other (travel) businesses that want to offer vacation rentals themselves. It comprises revenues from Volume-based services as well as subscriptions that are tailored to enable the direct supplier or other third party being successful in the vacation rental market. Our Marketplace is partially utilized to promote and monetize the vacation rentals from our HomeToGo_PRO segment. Inter-segment revenues and expenses are reported as 'Intercompany consolidation' under 'Group' in our KPI cockpit.

Subscriptions Revenues from Subscriptions result from Software as a Service ('SaaS') and online advertising services for direct suppliers of vacation rentals who can use these over a determined period - irrespective of the amount of bookings. Accordingly, the related revenues are recognized over time.

Volume-based Volume-based revenues are consumption-based usage fees for software and other services resulting mainly from the amount of bookings and services to the direct provider of the vacation rental or other third party.

Further financial KPIs (Non-GAAP)

Gross Booking Value (GBV) GBV is the gross EUR value of bookings on our platform in a reporting period (as reported by our Partners). GBV is recorded at the time of booking and is not adjusted for cancellations or any other alterations after booking. For Onsite and Volume-based transactions, GBV includes the booking volume as tracked in the booking confirmation to the traveler. For transactions reported under Advertising, the GBV is partially provided by the supplier of the property, otherwise it is estimated. For Subscriptions, GBV is estimated, as well. The estimations are based on traffic or inquiry volumes, expected conversion rates, tracked duration of stay and tracked price per night. While the product of the two latter ones describe the basket size.

Onsite Take Rate Onsite Take Rate is the margin realized on the gross booking amount on the Marketplace and is defined as Booking Revenues from Booking (Onsite) divided by GBV from Booking (Onsite).

Booking Revenues Backlog Booking Revenues Backlog comprises Booking Revenues before cancellation generated in the reporting period or prior with IFRS Revenues recognition based on check-in date after the reporting period.

Cancellation Rate Cancellation Rate reflects the share of Booking Revenues that are cancelled subsequently, however, before being recognized as IFRS Revenues. This metric is monitored continuously and used for forecasting and budget planning.

Non-financial KPIs

Bookings Bookings represent the number of bookings generated by travelers using the Marketplace and services of HomeToGo PRO.

Booking Basket Size Booking Basket Size is defined as Gross Booking Value per booking before cancellations. It comprises Onsite bookings and bookings on external websites of Advertising and HomeToGo_PRO services. The Booking Basket Size is the product of the average daily rate and average length of stay.

Other defined terms

Partners Contracted businesses (such as online travel agencies, tour operators, property managers, other inventory suppliers, software partners) or private persons that distribute, manage or own accommodations which they directly or indirectly list on HomeToGo Group platforms.

Repeat Booking Revenues Booking Revenues coming from existing customers, i.e. users of our platform that have placed at least one booking before.

Returning Visitor Clearly identifiable user, e.g. via cookie or login, returning to one of the HomeToGo Group websites. Hence, the user had at least one lifetime visit before; data excl. Agriturismo, AMIVAC, e-domizil, EscapadaRural, SECRA, Kurz Mal Weg and Kurzurlaub.

AMIVAC

Provides subscriptions listing services for both homeowners and professional agencies. AMIVAC SAS (Paris, France) is a direct (100%) subsidiary of HomeToGo GmbH.

e-domizil

Specialist for vacation rentals, including brands e-domizil, e-domizil CH, atraveo and tourist-online.de. e-domizil GmbH (Frankfurt a.M., Germany) is a direct (100%) subsidiary of HomeToGo GmbH and holds the two subsidiaries e-domizil AG (Zurich, Switzerland) and Atraveo GmbH (Düsseldorf, Germany).

Kurz Mal Weg and Kurzurlaub

Two German market leading brands that are offering thematic travel bundles with hotels for short trips. KMW Reisen GmbH (Hamburg, Germany), Super Urlaub GmbH (Schwerin, Germany) and its Austrian subsidiary Kurzurlaub SHBC GmbH (Wien, Austria) are indirect (51%) subsidiaries of HomeToGo GmbH.

SECRA

Offers software for hosts, rental agencies and destinations facilitates end-to-end management and marketing services for vacation rentals. SECRA Bookings GmbH (Sierksdorf, Germany) is a direct (100%) subsidiary of HomeToGo GmbH.

Smoobu

All-in-one SaaS solution that connects self-service hosts more easily to partners. Smoobu GmbH (Berlin, Germany) is a direct (100%) subsidiary of HomeToGo GmbH

Disclaimer

Forward-Looking Statements

This Presentation contains certain forward-looking statements, including statements regarding HomeToGo's future business and financial performance. These forward-looking statements generally are identified by the words "believe," "project," "expect," "anticipate," "estimate," "intend," "strategy," "future," "opportunity," "plan," "plan," "may," "should," "will," "would," "will be," "will continue," "will likely result," and similar expressions. These forward-looking statements reflect, at the time made, HomeToGo's beliefs, intentions and current targets/aims concerning, among other things, HomeToGo's results of operations, financial condition, liquidity, prospects, growth and strategies. Forward-looking statements include statements regarding: objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; liquidity, capital resources and capital expenditures; economic outlook and industry trends; developments of HomeToGo's markets; the impact of regulatory initiatives; and the strength of HomeToGo's competitors. Forward-looking statements involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. The forward-looking statements in the Presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in HomeToGo's records and other data available from third parties. Although HomeToGo believes that these assumptions were reasonable when made, these assumptions are inherently subject to significant known and unknown risks, uncertainties, contingencies and other important factors which are difficult or impossible to predict and are beyond its control. Forward-looking statements are not guarantees of future performance and such risks, uncertainties, contingencies and other important factors could cause the actual outcomes and the results of operations, financial condition and liquidity of HomeToGo or the industry to differ materially from those results expressed or implied in the Presentation by such forward-looking statements. No representation or warranty is made that any of these forward-looking statements or forecasts will come to pass or that any forecast result will be achieved. Undue influence should not be given to, and no reliance should be placed on, any forward-looking statement. No statement in the Presentation is intended to be nor may be construed as a profit forecast. It is up to the recipient to make its own assessment of the validity of any forward-looking statements and assumptions. No liability whatsoever is accepted by HomeToGo or any of HomeToGo's Representatives or any other person in respect of the achievement of such forward-looking statements and assumptions.

Use of Non-IFRS Measures

The Presentation includes certain financial measures (including on a forward-looking basis) that have not been prepared in accordance with International Financial Reporting Standards as adopted by the International Accounting Standards Board ("IFRS"). These non-IFRS measures are an addition, and not a substitute for or superior to, measures of financial performance prepared in accordance with IFRS and should not be considered as an alternative to net income, operating income or any other performance measures derived in accordance with IFRS. HomeToGo believes that these non-IFRS measures of financial results (including on a forward-looking basis) provide useful supplemental information to investors about HomeToGo. These projections are for illustrative purposes and should not be relied upon as being necessarily indicative of future results. Metrics that are considered non-IFRS financial measures are presented on a non-IFRS basis without reconciliations of such forward looking non-IFRS measures due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation. They are subject to inherent limitations as they reflect the exercise of judgments by management about which expenses and income are excluded and included in determining these non-IFRS financial measures. In order to compensate for these limitations, management presents non-IFRS financial measures in connection with IFRS results. In addition, other companies may calculate non-IFRS measures differently, or may use other measures to calculate their financial performance, and therefore, HomeToGo's non-IFRS measures may not be directly comparable to similarly titled measures of other companies.

Financial Information

Quarterly financial information is unaudited and may be subject to change.