



home
to go_





Investorenpräsentation

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Darum geht es bei HomeToGo



- **Besitzen Sie ein Haus?** Vielleicht haben Sie ein schönes Urlaubsdomizil an einem See, an der Küste oder in den Bergen
- **Möchten Sie Ihre Immobilie anderweitig nutzen?** Vielleicht nutzen Sie Ihr Haus nur mit Ihrer Familie. Aber wir vermuten, dass Sie Ihr Haus auch als Anlageobjekt betrachten, um Geld zu verdienen
- **Hier unterstützen wir Sie:**
 -  Sie suchen Reisende, die Ihr Haus mieten? Diese finden Sie über unseren Marktplatz
 -  Sie müssen Rechnungen schreiben und einen Buchungskalender verwalten? Wir haben ein „Mini-SAP“ für Sie
 -  Sie haben 20 Häuser und nicht nur eines? Glückspilz! Wir haben auch Software für professionelle Verwalter
 -  Sie möchten sich nur auf Ihre Rendite konzentrieren und uns den operativen Aufwand überlassen? Wir bieten einen erstklassigen All-Inclusive-Eigentümerservice

Wir sind Europas führender Anbieter von Ferienwohnungen und verbinden B2B-Software sowie technologiegestützte Servicelösungen mit einem KI-gestützten B2C-Marktplatz

HomeToGo ist das Rückgrat der Ferienhausvermietung in Europa – wir bieten Software und technologiegestützte Services für die Angebotsseite und Konnektivität für die Nachfrageseite

Eigentümer

Dank seines umfassenden Serviceangebots kann HomeToGo seine Kunden innerhalb seines Ökosystems binden – und so die Abwanderungsrate senken, auch wenn sich die Kundenbedürfnisse ändern

Gast

Angebotsseite

Software

Branchenführende Software für professionelle Immobilienverwalter und unabhängige Gastgeber

Ausgewählte features

Synchronisierung von Preisen und Verfügbarkeit

Zentralisierte Gästekommunikation

White-Label- und API-Produkte

Services

Technologiegestützte Dienstleistungen, die von Verwaltungs- und Vertriebsdienstleistungen bis hin zur umfassenden Immobilienverwaltung reichen

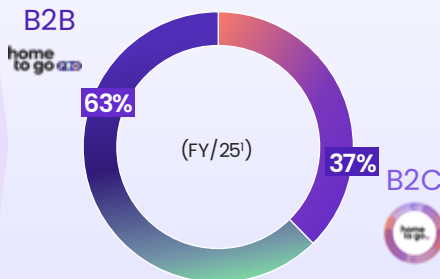
Ausgewählte features

Angebot & Preisgestaltung

Reinigung & Wäsche

Gästabbetreuung vor Ort

Segmentverteilung der IFRS Umsatzerlöse



Nachfrageseite

Konsumenten

Zugang zur weltweit größten Auswahl von über 20 Mio. Ferienhausangeboten über Tausende von Partnern

Ausgewählte features

KI-gestützter Reiseplaner

KI-gestützter Reiseassistent

KI-optimierte Bewertungen & Zusammenfassungen

Partner

Zugang zu einer großen und wachsenden Nachfrage von bis zu 50 Mio. monatlichen Besuchern in einem stark fragmentierten Markt

Ausgewählte features

Zugang zu einer attraktiven Kundengruppe

Zugang zu einer KI-gestützten digitalen Infrastruktur

Zugang zur Marketingkompetenz von HTG

HomeToGo ist Europas führende Ferienhaus-Plattform mit B2B-Fokus und voller vertikaler Integration

Hintergrund



2014 gegründet



Hauptsitz in **Berlin**¹



+1,600 Angestellte²



Börsennotiert seit 2021

Highlights



>250K Über B2B-Software & technologie-gestützte Services verwaltete Einheiten⁴



>20M Angebote für Ferienwohnungen über den B2C-Marktplatz



70% der Interhome-Objekte sind exklusiv verwaltet



>€3B Bruttobuchungswert über das B2B-Segment vermittelt

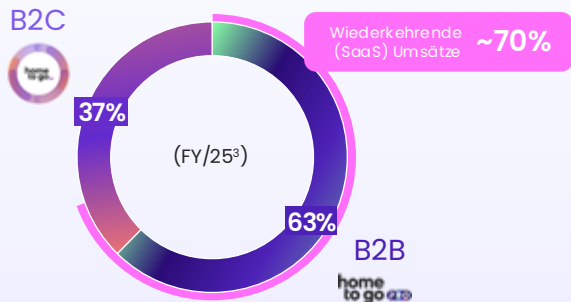


210 Lokale Servicebüros (LSO) in Europa⁵



9 Durchschnittliche Laufzeit von B2B-VRMC⁶-Verträgen in Jahren

Produktübersicht



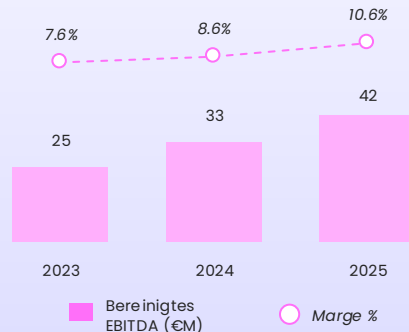
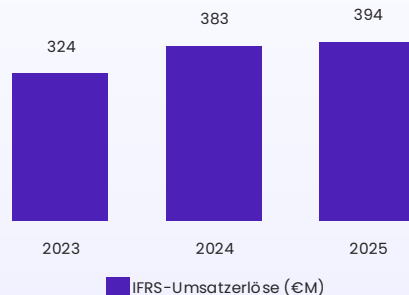
B2B

Flexible, modulare Lösungen für die Verwaltung von Ferienwohnungen – von SaaS-Tools bis hin zum Full-Service-Management

B2C

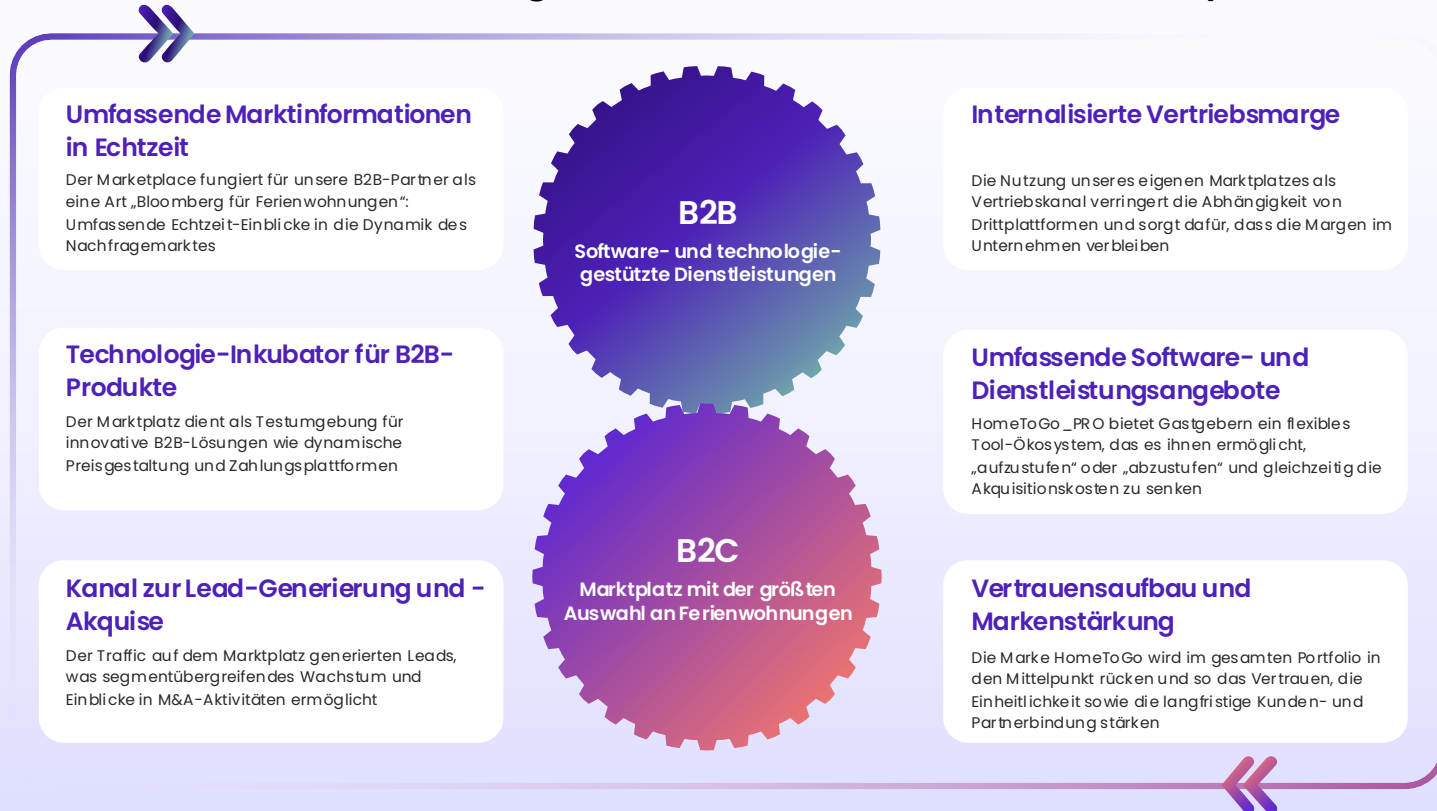
B2C-Marktplatz, der den eigenen Bestand von HomeToGo sowie Angebote von Drittanbietern bündelt

Finanzielle Entwicklung (PF³)



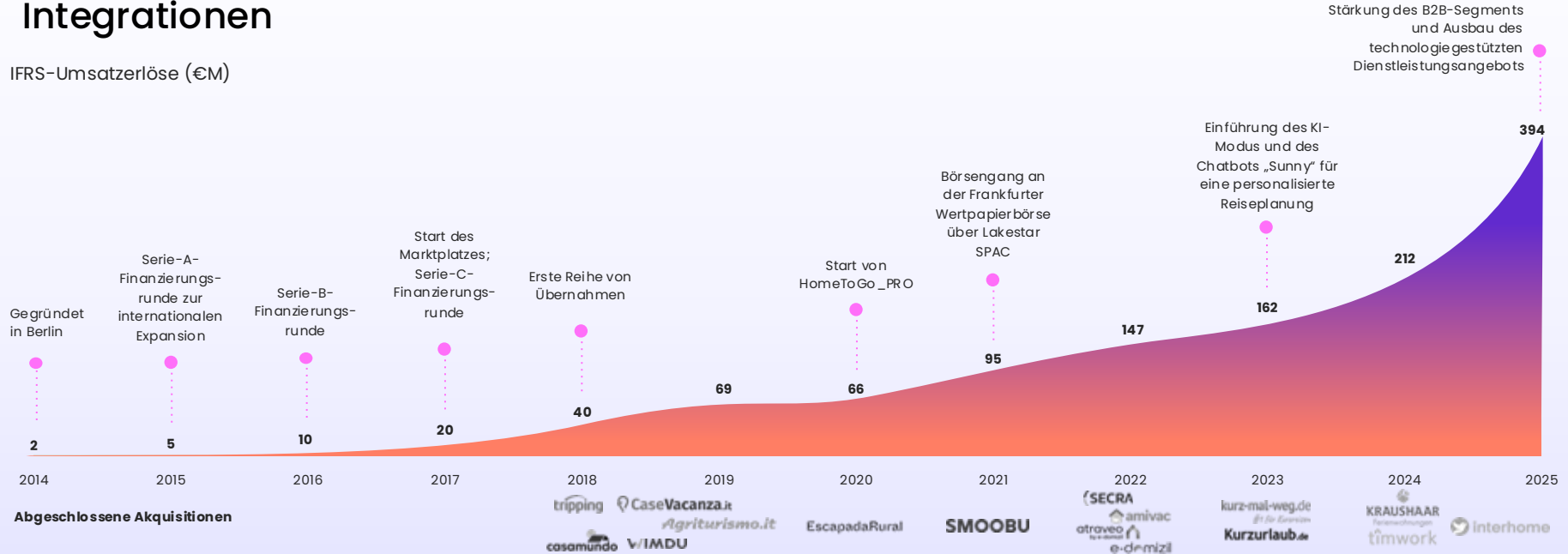
1) Hauptsitz in Berlin mit eingetragenem Firmensitz in Luxemburg; 2) Einschließlich spezialisierter Softwareentwickler von NFQ Technologies; 3) IFRS-Umsatzerlöse, pro forma konsolidiert für HomeToGo und die Übernahme von Interhome; 4) Immobilienverwaltung und Software-Dienstleistungen über HomeToGo_PRO einschließlich Interhome; 5) 120 eigene LSOs und 90 LSOs von externen Parteien; 6) Ferienvermietungs-Managementgesellschaft; Sofern in dieser Präsentation nicht ausdrücklich anders angegeben, bezieht sich der Begriff „Umsatz“ auf den IFRS-Umsatzerlös

Durch vertikale Integration lassen sich konkrete finanzielle und operative Synergien zwischen dem Kernsegment B2B und dem B2C-Marktplatz erzielen



Vom Start-up zur führenden Plattform für Ferienwohnungen in Europa – dank organischem Wachstum und einer erfolgreichen Bilanz bei Übernahmen und Integrationen

IFRS-Umsatzerlöse (€M)



Gründung & Metasuche
HomeToGo wurde als Metasuchplattform gegründet, die Ferienwohnungen zusammenfasst

Marktplatz Expansion
Das Unternehmen stellte auf ein Marktplatzmodell um, ermöglichte damit Direktbuchungen und diversifizierte seine Einnahmequellen

Software & technologie-gestützte Dienstleistungen
Einführung von Software- und technologiebasierten Service lösungen für Immobilienverwalter

Die führende Plattform für Ferienwohnungen werden
Fokus auf den B2B-Bereich verlagern, zur marktführenden Plattform und zu einem vertikal integrierten Verwaltungsunternehmen für Ferienwohnungen werden

Das Erlösmodell von HomeToGo's



B2B: Software & Servicelösungen (63% der IFRS Umsatzerlöse¹)



Volumenbasiertes Geschäft

Wiederkehrende
Umsätze



Abonnement Geschäft

SaaS-
Umsätze

Software (volumenbasiert)

Softwareumsätze auf
Basis des
Auftragsvolumens

~15% des
Buchungsvolumens

Technologiegestützte Dienstleistungen

Dienstleistungsumsätze
auf Basis des
Buchungsvolumens

~20-48% des
Buchungsvolumens

Software (Subscription)

Monatliche
Grundgebühr €29
+
Monatliche Gebühr
pro verwalteter
Immobilie €12



B2C: Marktplatz (37% der IFRS Umsatzerlöse¹)



Buchungsgeschäft (Onsite)

Provision auf den
Buchungswert



Werbebusiness

Werbeeinnahmen

Illustratives Beispiel

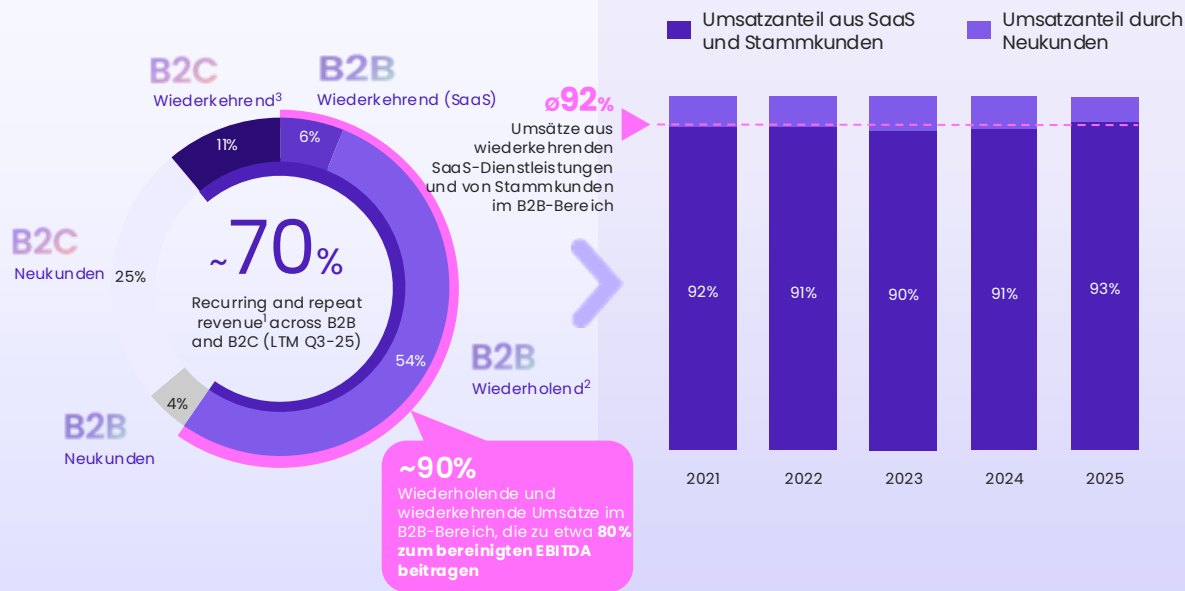
Gesamtausgaben des
Reisenden
(Bruttobuchungswert) €1,000

X Unser Umsatzanteil
("take rate") 12.8%

= Buchungsumsatz €128

Die treuen B2B-Partner und Kunden von HomeToGo sorgen für einen attraktiven Anteil an äußerst verlässlichen Wiederholungs- und wiederkehrenden Umsätzen

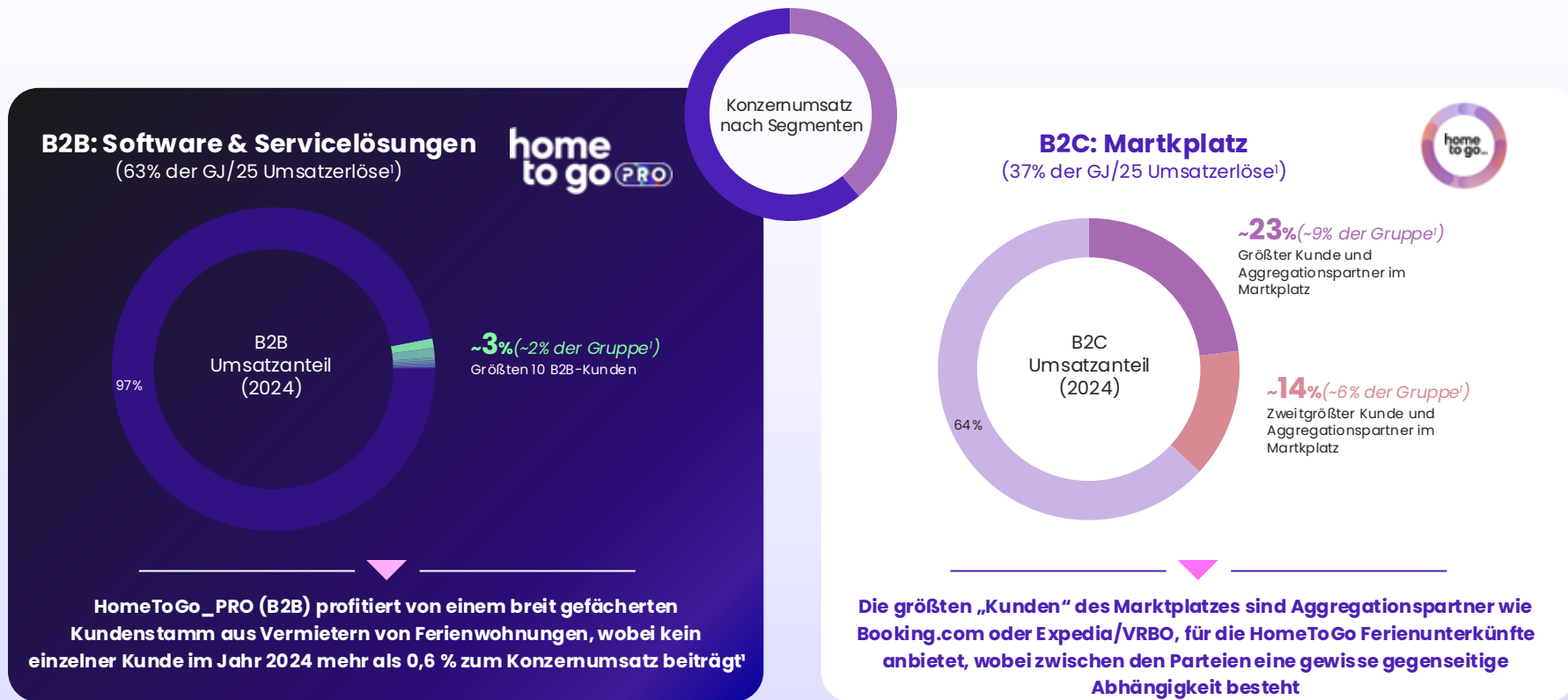
HomeToGo_PRO ist das größte Segment (~80 % des bereinigten EBITDA) und zeichnet sich durch eine stabile Basis aus wiederkehrenden und wiederholten Umsätzen aus



- Geringe Fluktuation unter den professionellen Partnern** – Über 60.000 B2B-Kunden und mehr als 250.000 Einheiten vertrauen auf die B2B-Software und Dienstleistungen von HomeToGo
- Tiefe Integration** – Proprietäre Tools für das Vertriebsmanagement, die Preisgestaltung und die Automatisierung sind fest in die Arbeitsabläufe der Partner integriert, was die Wechselkosten erhöht
- Diversifiziertes Partnerportfolio** – Eine breite Palette von Partnern, darunter Online-Reisebüros, Verwalter und Gastgeber, sorgt für Resilienz
- Kontinuierliche Produktinnovation** – Regelmäßige Verbesserungen sorgen dafür, dass HomeToGo zu einem entscheidenden Faktor für das Geschäftswachstum unserer Partner geworden ist

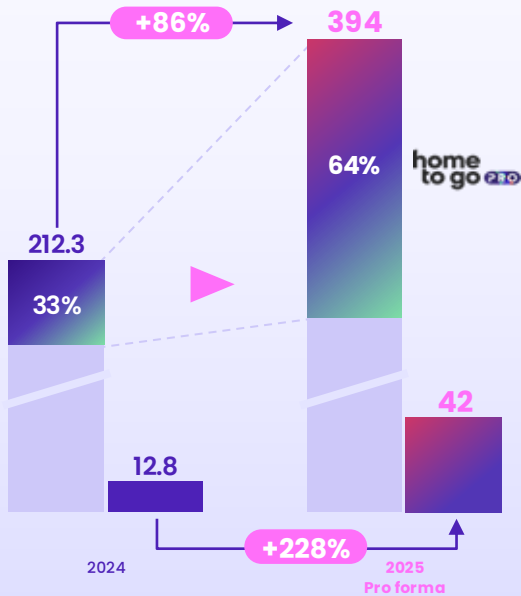
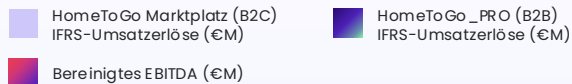
Anmerkungen: 1) Pro-forma einschließlich Interhome, Umsatzanteile ohne Konsolidierungseffekte; 2) Basierend auf einem Umsatzanteil von 93 % durch wiederkehrende B2B-Kunden; 3) Schätzung auf Basis der Daten für 2024, definiert als Buchungsumsätze von wiederkehrenden Kunden mit mindestens einer Buchung im Laufe ihrer Kundenbeziehung bei Marken, die die Marktplatz-Technologie von HomeToGo für Ferienvermietungen nutzen; Sofern in dieser Präsentation nicht ausdrücklich anders angegeben, bezieht sich der Begriff „Umsatz“ auf den IFRS-Umsatzerlös

Ein breit gefächertes Kundenportfolio, wobei kein einzelner Kunde mehr als ca. 9% zum Konzernumsatz beiträgt



Die wegweisende Übernahme von Interhome wurde im August 2025 abgeschlossen: HomeToGo verlagert seinen Fokus auf den B2B-Bereich, verdreifacht seine Rentabilität und erzielt einen deutlich positiven freien Cashflow

Ein wegweisender Deal, der HomeToGo_PRO (B2B) mit stabilen und planbaren Umsätzen stärkt



Erfahrung – Mit über 60 Jahren Branchenerfahrung gilt Interhome als Pionier auf dem europäischen Markt für Ferienvermietungen



Marktposition – Ein Marktanteil von rund 10 % unter den drei führenden VRMCs unterstreicht die führende Rolle von Interhome in der Branche



Management – Ein starkes Team mit insgesamt über 100 Jahren Führungserfahrung, das für strategische Kontinuität und operative Exzellenz sorgt



Größe – Interhome verwaltet ein Portfolio von über 40.000 Unterkünften in 28 Ländern und bietet damit eine unvergleichliche Bandbreite und Vielfalt



Lokale Präsenz – Mit mehr als 200 lokalen Servicebüros garantiert Interhome eine enge Kundenbindung und hochwertige Betreuung vor Ort



Kundenloyalität – Etwa 90% des Umsatzes werden mit langjährigen Stammkunden erzielt, was durch eine durchschnittliche Laufzeit der Serviceverträge von 9 Jahren untermauert wird

Transaktionsdetails

Gesamtkaufpreis, bargeldlos und schuldenfrei

€250^M

Kaufpreis, zahlbar bei Vertragsabschluss

€160^M

Finanziert durch eine Kapitalerhöhung in Höhe von 85 Mio. € und ein Darlehen in Höhe von 75 Mio. €

Aufgeschobener Kaufpreis, zahlbar 2026–2029 (Zahlungen erfolgen nur, sofern bestimmte Mehrwertsteuererisiken mit einem Wert unterhalb des aufgeschobenen Betrags nicht eintreten)

€90^M

LTM Q3–2025 **EV/EBITDA-Multiplikator (vor Synergieeffekten)**

~11.7_x²

LTM Q3–2025 **EV/EBITDA-Multiplikator (nach Synergien³)**

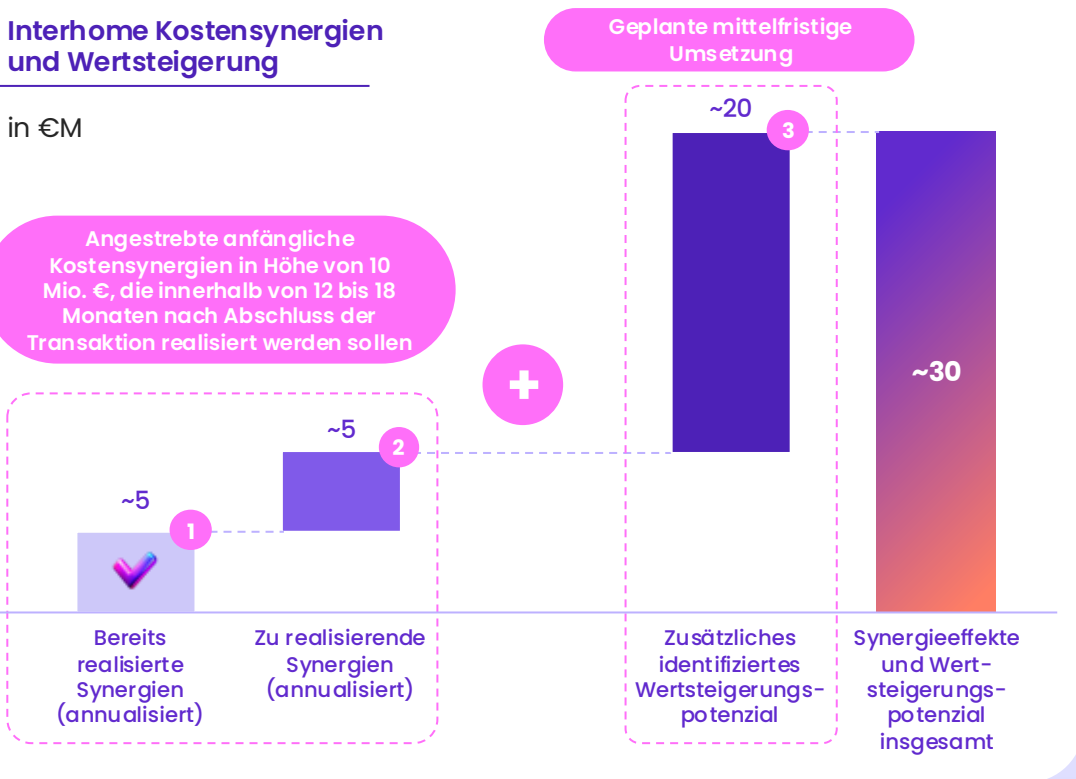
~8.0_x²

Anmerkungen: 1) Kaufpreis von 150 Mio. CHF bei Vertragsabschluss und aufgeschobener Kaufpreis von 85 Mio. CHF, zahlbar in den Jahren 2026 (10 Mio. CHF), 2027 (10 Mio. CHF), 2028 (35 Mio. CHF) und 2029 (30 Mio. CHF), umgerechnet zu einem Wechselkurs von ca. 1,07 EUR/CHF; 2) Basierend auf dem gesamten bargeld- und schuldenfreien Kaufpreis einschließlich des aufgeschobenen Kaufpreises; 3) Unter der Annahme, dass innerhalb von 12 bis 18 Monaten materielle Synergien in Höhe von 10 Mio. € realisiert werden; Sofern in dieser Präsentation nicht ausdrücklich anders angegeben, bezieht sich der Begriff „Umsatz“ auf den IFRS-Umsatzerlöse

Konkrete Kostensynergien aus der Übernahme von Interhome in Höhe von rund 10 Mio. € sowie weiteres Wertschöpfungspotenzial auf mittlere Sicht

Interhome Kostensynergien und Wertsteigerung

in €M



Kommentare

- 1 Bereits realisierte annualisierte Synergieeffekte in Höhe von ca. 5 Mio. €**
 - Migration des Frontends der Interhome-Websites auf HomeToGo Whitelabel
 - Einsparungen bei den Personalkosten
 - Beendigung der Übergangsdienstleistungsverträge mit dem ehemaligen Eigentümer
- 2 Zu realisierende Kostensynergien**
 - Beendigung aller verbleibenden TSAs
 - Realisierung weiterer Effizienzsteigerungen
- 3 Zusätzliches identifiziertes Wertsteigerungspotenzial**
 - Internalisierung der Vertriebsmarge durch einen steigenden Anteil an Interhome-Buchungen, die über den HomeToGo-Marktplatz generiert werden
 - Erschließung von Umsatzpotenzialen durch den Einsatz fortschrittlicher Technologien, Daten und Revenue-Management-Lösungen zur Steigerung der Marketingeffizienz, zur Optimierung von Preisgestaltung und Auslastung sowie zur Beschleunigung des Angebotswachstums

Strategischer Fahrplan für 2026



Abschluss der Integration von Interhome

Vollständige Realisierung der angestrebten kurzfristigen Kostensynergien in Höhe von 10 Mio. € auf annualisierter Basis, um die Integration von Interhome abzuschließen



Strategisches M&A in HomeToGo_PRO

Nutzung der gestärkten Bilanz der Gruppe und des Anleihe-Rahmenprogramms in Höhe von 200 Mio. € zur Durchführung wertsteigernder M&A-Transaktionen im Bereich der Verwaltung von Ferienwohnungen und der B2B-Software



Gruppenweite Marken vereinheitlichen

Die Markenarchitektur über alle Tochtergesellschaften hinweg vereinheitlichen, um die weltweite Sichtbarkeit zu verbessern, einschließlich der weiteren Einführung der Dachmarke „HomeToGo Originals“



Förderung operativer Exzellenz auf dem Marktplatz

Steigerung der Margen im Marktplatz-Segment durch Optimierung der Marketingeffizienz

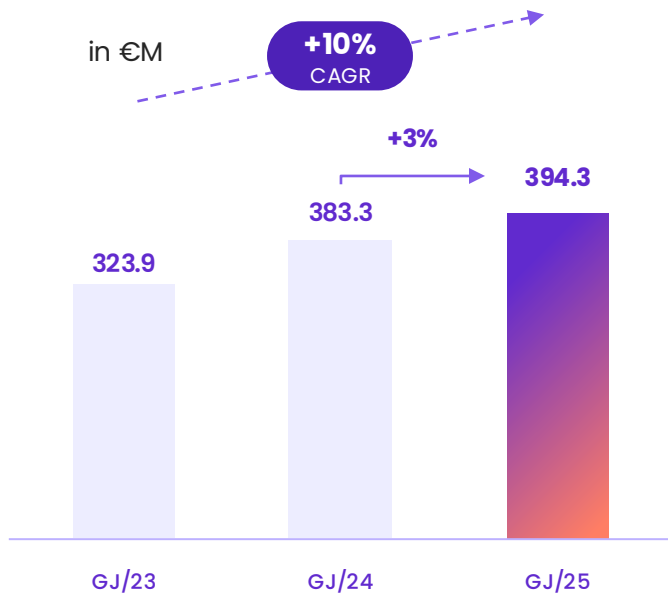


Führungsposition im Bereich KI behaupten

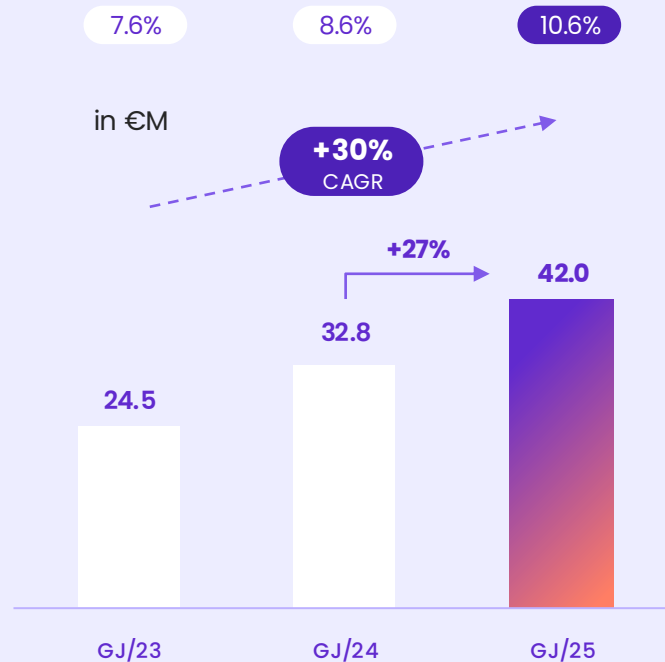
Ein hohes Innovationstempo aufrechterhalten, um die Position von HomeToGo als Marktführer unter den KI-gestützten Reiseplattformen zu sichern

Auf Pro-forma-Basis stieg das bereinigte EBITDA im Jahr 2025 um 27%

Pro-forma IFRS-Umsatzerlöse



Pro-forma Bereinigtes EBITDA (Marge)



Ein neues Wachstumskapitel: Ziel sind IFRS-Umsätze von über 400 Mio. € bei einer mehr als dreifachen Steigerung des Bereinigten EBITDA

Zielerreichung
GJ 2025

Ausblick für
GJ 2026



IFRS-
Umsatzerlöse

€255.5M
(+20% YoY)



€400-410M
(+>55% YoY)



Bereinigtes
EBITDA

€13.2M
(+3% YoY)



€45-47M
(+>240% YoY)

Wesentliche Faktoren für 2026er Geschäftsjahresprognose

- 1 Erhebliche makroökonomische Unsicherheit aufgrund des anhaltenden Konflikts im Nahen Osten
- 2 Erhöhte Volatilität an den Devisenmärkten, insbesondere beim CHF/EUR-Wechselkurs – dem wichtigsten Währungspaar von HomeToGo
- 3 Strategische Umschichtung von Kapital vom B2C-Marktplatz in das B2B-Segment, was 2026 zu einem Rückgang der Umsatzziele für den Marktplatz führen wird

5 Gründe, warum Sie in HomeToGo investieren sollten



HomeToGo ist Europas führende Plattform für Ferienunterkünfte

- Das Angebot deckt die gesamte Wertschöpfungskette im Bereich Ferienvermietung ab
- Der Schwerpunkt liegt auf attraktiven B2B-Aktivitäten, wobei der Anteil wiederkehrender Umsätze bei ca. 90% liegt und mehr als 70% zum Konzernumsatz sowie ca. 80 % zum bereinigten EBITDA des Konzerns beiträgt!



Starke Marktposition in einem wachsenden, fragmentierten Markt

- Der europäische Markt für Ferienwohnungen wird voraussichtlich mit einer durchschnittlichen jährlichen Wachstumsrate (CAGR) von 5,4% (2023–2028) wachsen, da Urlaub weiterhin in ganz oben auf der Prioritätenliste der Verbraucher steht
- HomeToGo gehört zu den drei führenden Anbietern auf dem stark fragmentierten Markt für die Verwaltung von Ferienwohnungen – die drei führenden Anbieter halten zusammen nur einen Marktanteil von etwa 10%



Eine einzigartige Plattform mit attraktiven Synergien zwischen B2C- und B2B-Angeboten, kombiniert mit einer nachgewiesenen Erfolgsbilanz bei Fusionen und Übernahmen

- Synergien zwischen B2B-Software und technologiegestützten Dienstleistungen sowie dem B2C-Marktplatz
- Nachweislich wertsteigernde M&A-Bilanz mit Schwerpunkt auf B2B-Aktivitäten und erheblichem Potenzial für weitere risikoarme M&A-Transaktionen in einem stark fragmentierten Markt



Hoher Anteil an wiederkehrenden Umsätzen aus einem breit gefächerten Kundenstamm bei attraktivem NWC und guter Prognostizierbarkeit

- Wiederkehrende Umsätze machen etwa 70% des Konzernumsatzes und etwa 90 % des Umsatzes im B2B-Segment aus
- Stark diversifizierter Kundenstamm
- Ein insgesamt negatives Nettoumlaufvermögen aufgrund von Vorauszahlungen und begrenzten Investitionen führt zu einer attraktiven bereinigten Free-Cashflow-Konversion von ca. 80 %



Ein starkes Managementteam mit nachweislicher Erfolgsbilanz bei der Umsetzung, Erfahrung auf den Kapitalmärkten und Zugang zu Eigenkapitalfinanzierung

- Ein von Gründern geführtes Managementteam mit langjähriger Erfahrung
- Nachgewiesene M&A-Kompetenz zur Beschleunigung des organischen Wachstums durch strategische, gezielte Akquisitionen

home
to go_

Appendix

HomeToGo_PRO is the backbone of vacation home supply in Europe, offering software and tech-enabled service solutions to hosts, homeowners and partners

B2B

Software & Service Solutions focusing on SaaS and tech-enabled services for the Supply side

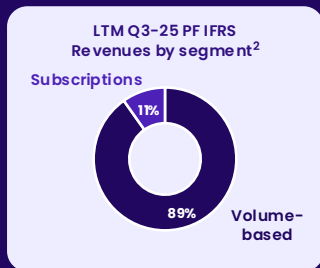


Attractive underlying segment dynamics with significant growth potential ahead



Software (SaaS) and tech-enabled professional Service Solutions for vacation rentals

HomeToGo_PRO in brief¹



IFRS Revenues share²
~64%

Enabled GBV³
>€3B

Inventory
250K+

Paying customers⁴
60K+



Strong and growing demand

Continuous trend of private hosts increasingly seeking tech-enabled services, as well as property managers and DMOs⁵ requiring sophisticated technological tools



Robust, recurring revenues

B2B revenues are stable, recurring and highly predictable, having experienced strong growth in recent years



Limited competition

HomeToGo faces limited competition within the B2B segment and can deploy additional capital with a high expected return and low risk



M&A potential in fragmented market

Potential for roll-up M&A in the large, growing and highly fragmented property management and software segment of the market



B2B segment forms HomeToGo's core and centre of gravity and will act as the primary driver of profit growth moving forward

Notes: 1) Figures as of 30 September 2025; 2) LTM Q3-25 Pro forma IFRS Revenues split (including Interhome and excluding Intercompany consolidation effects); 3) Enabled Gross Booking Value (PFLTM Q3-25) is an approximation based on HomeToGo and partner data; 4) Individual hosts or professional property management agencies; 5) DMO = Destination Marketing Organisation; If not explicitly stated otherwise throughout this presentation the term "revenues" refers to IFRS Revenues

Following the entrance into property management, HomeToGo now operates across the full competitive landscape



Software / SaaS

Tech-enabled services

Marketplace



Description

Software for VRMCs, hosts, aggregator/OTAs and small lodging businesses

PMS, channel manager, dynamic pricing, owner portals, accounting

Provide a **complete service** to owner effectively managing the property in its entirety

Includes distribution, key service, cleaning, check-in, guest communication and more

Act as a distribution site, **advertising the property**

No involvement in providing home-owner services

Competitive landscape

Fragmented market

Limited competition combined with strong demand, recurring (SaaS) revenues and high scalability

Professional market

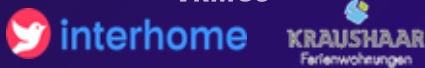
Professional and capital heavy competitors
Limitations on total market growth

Example players

Channel and property management systems



VRMCs



Aggregators

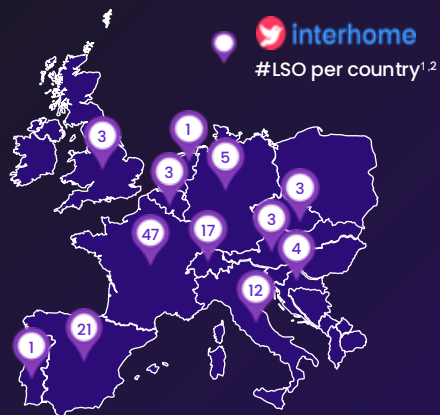


Meta-listings sites



HomeToGo provides flexible and modular tech-enabled services to hosts and homeowners, resulting in higher basket sizes, higher margin and lower churn

Strong portfolio of Local Service Offices...



210 Total Local Service Offices (LSO)³

120 Own Local Service Offices (LSO)²

3 Avg. FTE count per LSO

~42k Properties in portfolio

70% Exclusive properties⁴

9y Avg. length for B2B VRMC contracts¹

Managing services on behalf of homeowners in key geographies

...providing flexible, modular services...

Partial-service vacation rental management

	Listing & pricing		24/7 offsite support
	Invoicing		Quality management

Focuses solely on managing the property's schedule and distribution on behalf of owner

Full-service property management

	Key service		Onsite guest handling
	Cleaning & laundry		Maintenance

End-to-end full-service property management for owners

...enhancing property attractiveness

Serviced properties vs. non-serviced properties:

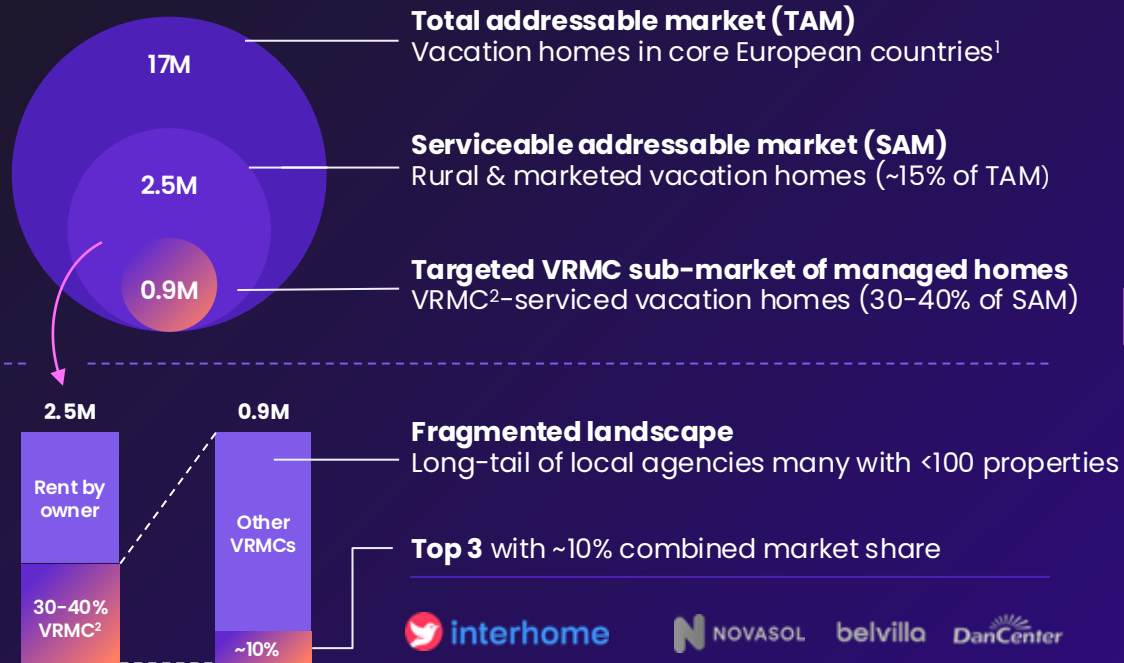
- Higher basket size
- Increased margins
- Higher occupancy rates
- Higher bookings per property
- Longer contract durations

Average mid double digit take rate for serviced properties⁵

Notes: 1) Interhome only; 2) Excluding partner offices acting on behalf of Interhome; 3) Including partner offices acting on behalf of Interhome; 4) Exclusive properties are properties for which HomeToGo has exclusive distribution rights; 5) Interhome's average take rate across all services and countries; If not explicitly stated otherwise throughout this presentation the term "revenues" refers to IFRS Revenues

Large and highly fragmented B2B Software & Services market with strong organic growth dynamics and significant M&A roll-up opportunity in the VRMC market through 'buy & build'

of properties in Europe



Competitive landscape

Europe represents a large market with ~17M vacation rentals – characterized by **fragmentation, low tech adoption, and operational inefficiencies**

HTG is one of **the few large players** in a market characterized by a long-tail of **small and hyper-local agencies** many with <100 properties under management

Market is expected to grow driven by secular trends within the tourism industry (regulatory compliance, 'Boomer' exit wave)

HomeToGo already holds leading market position in Europe with significant **growth potential via roll-up M&A**

Industry-leading software suites for property managers and DMOs¹, and scalable white label and API products for travel industry partners

Developed in-house

SMOOBU

Caters to individual hosts managing one to ten properties who seek a self-service solution to retain full control over their business operations

Selected connectivity partners



Selected features



Real-time price and availability synchronisation



Centralised guest communication and check-in tools



Easy-to-build websites for hosts



Automated smart messaging across all connected OTAs

SECRA

Designed for professional property managers and DMOs¹ that require a comprehensive, high-retention platform to scale their businesses

Selected connectivity partners



Selected features



Centralised property management through dashboard



Volume-based revenue model with subscription offerings



Custom website builders and booking engines



Seamless integration with major OTAs

home to go₋ doppelgänger

Seamless integration with HomeToGo's B2C Marketplace through APIs and White Label, providing partners' customers access to a large selection of vacation home rentals



Selected partners



Partner offering



Travel platforms

Centralised access to vacation rental listings without multiple provider integrations



Travel agencies

Enables agents to find accommodation for their clients while earning commissions



Accommodation providers

Facilitating the expansion of their accommodation offerings

Successfully transformed from startup to mature scale-up following acquisition in 2021, and one of the fastest-growing entities within the HomeToGo Group

Connects HomeToGo with professional property managers, resulting in strong industry partnerships, with volume-based revenue model ensuring significant monetisation potential

Strengthens HomeToGo's brand across multiple travel industry segments, while providing first-hand access to trends within both the supply and demand side

HomeToGo's AI-powered B2C Marketplace seamlessly connects travellers with the perfect home for any trip with the world's largest selection of vacation rentals

B2C

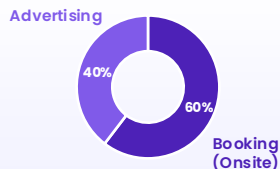
AI-powered Marketplace with the world's largest selection of vacation rentals



Europe's leading vacation rental Marketplace with AI driven search, and seamless booking experiences for travellers

HomeToGo Marketplace in brief¹

LTM Q3-25 PF IFRS Revenues by segment



IFRS Revenues share²
~36%

FY-24 GBV
>€1.7B

Vacation rental offers
20M+

Trusted partners
18K+

FY-24 #Bookings
1.4M+

Monthly visits³
50M



HomeToGo Marketplace has a leading position as distribution channel for its partners



Booking (Onsite)

- HomeToGo receives a **percentage-based commission** for successful onsite booking on one of its platforms
- IFRS Revenues are accounted for once a traveller has begun his/her holiday



Advertising

- Revenues from Advertising comprise all activities that are not entirely completed on a HomeToGo Marketplace website
- Generally, HomeToGo receives a **commission** on every successful offsite booking, referral click or referral inquiry (lead)

Contractual partner of the traveller is the supplier of the Marketplace (property manager/owner)⁴



HomeToGo in Top 2
(as demand channel)



~50%
of Top 25 partners⁵

HomeToGo in Top 5
(as demand channel)

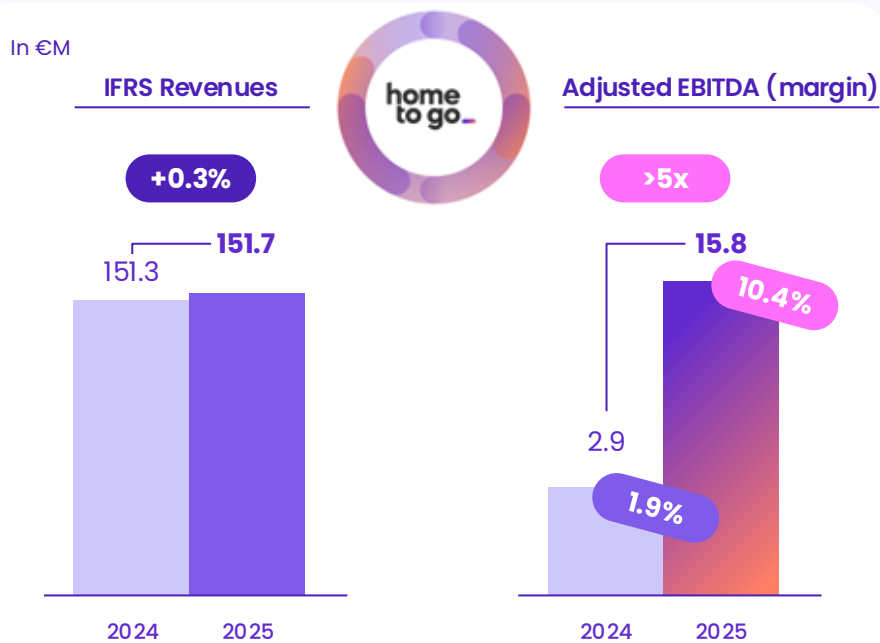


~90%
of Top 25 partners⁵

Notes: 1) Figures as of 30 September 2025; 2) Share of LTM Q3-25 Pro forma IFRS Revenues (including Interhome and excluding Intercompany consolidation effects); 3) Up to 50M monthly visitors in peak months only; 4) HomeToGo has no contractual relationships with guests; 5) Position in terms of Booking Revenue contribution in 2024; If not explicitly stated otherwise throughout this presentation the term "revenues" refers to IFRS Revenues

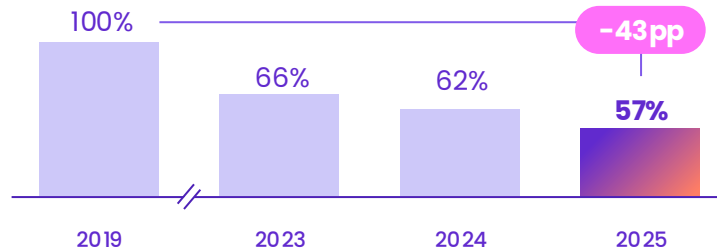
For the B2C Marketplace, the focus is on growing profits – not on increasing top-line

Recent development HomeToGo Marketplace



Clear focus on marketing efficiency

Marketing & Sales cost / IFRS Revenues¹

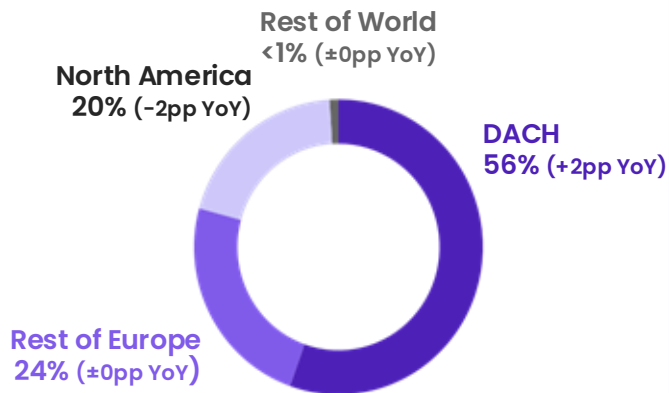


- Management has made the strategic decision to **prioritize profitability over top-line growth** for the Marketplace segment
- HomeToGo will **reallocate capital** from the Marketplace segment into HomeToGo_PRO where we see stronger growth potential and more attractive risk-adjusted returns
- For 2026** this will mean **lower marketing investments, higher marketing efficiency, and increased profitability**, but also a resetting of the revenue base for the Marketplace

Basket size for bookings on our Marketplace continues to grow in our European core markets

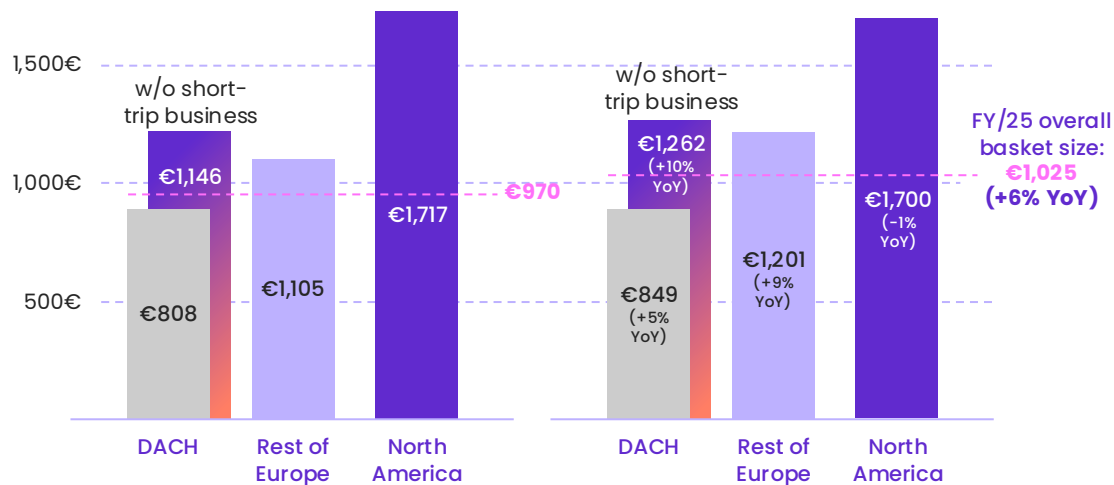


Regional Booking Revenues share¹



FY/25

Basket size evolution¹



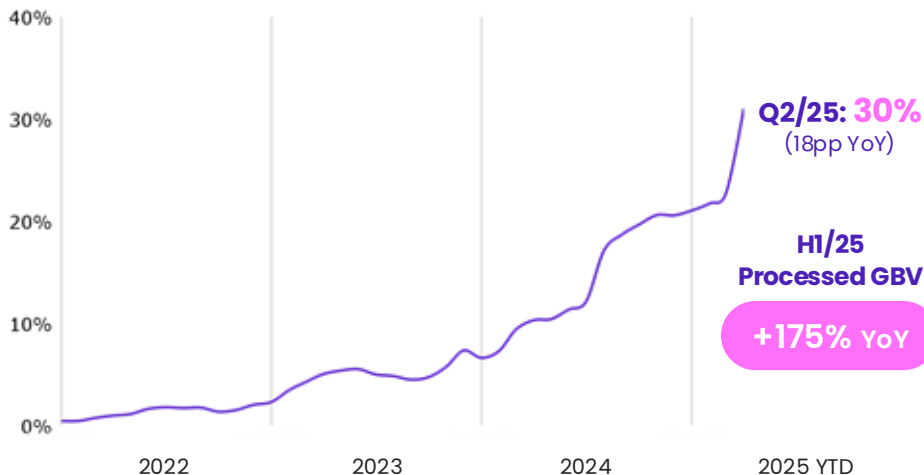
FY/24

FY/25

HomeToGo Payments surpassed the total processing volume of 2024 in H1/25 by over 20%

Share of Onsite GBV using HomeToGo Payments:¹

Fast adoption in L12M



Key advantages for

Travelers

Enhanced booking experience and **increased** customer trust through **14** available payment methods

Partners

- **Higher** Conversion
- **Lower** payment processing fees through larger economies of scale
- **40% lower** chargeback rate¹
- **Reduced** fraud risk
- **Lower** cancellation rates

HomeToGo Payments is a multi-lane highway infrastructure delivering compound value over time

HomeToGo Payments:
High adoption → Greater opportunities



Higher conversion



Upselling opportunities
(insurance, add-ons like travel experiences etc.)



Improved pricing flexibility
(higher margins, discounts, dynamic pricing etc.)



Better commercial terms
(Higher processed payment volume → better commercial terms for HTG and Partners)



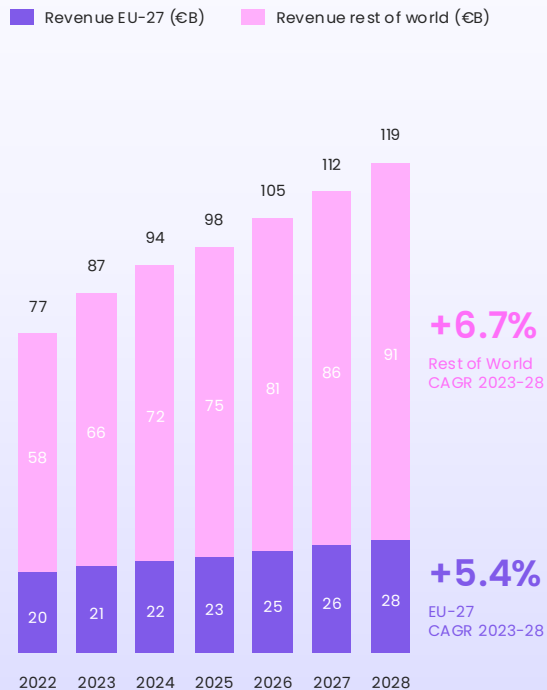
Boosting Free Cash Flow through improved working capital

Short- to mid-term:
Group role-out & embedded finance

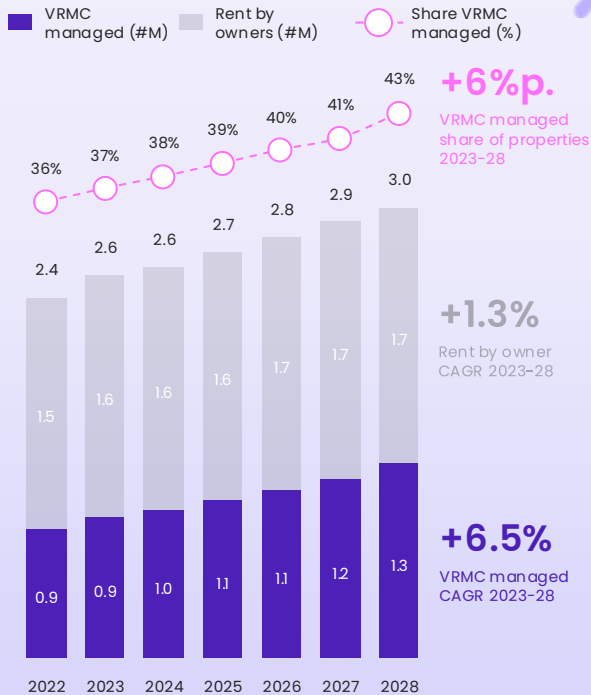
Leverage payment **infrastructure, commercial terms, and knowledge** at Group level across our subsidiaries

Expanding market with increasing share of Vacation Rental Management Company (VRMC) – benefitting HomeToGo – and strong consolidation potential

Market for vacation rentals is expanding²



Growth in VRMC¹ managed vacation rentals³



Supportive market trends for HomeToGo

- Sustained growth & resilience** – Despite macro headwinds, the vacation rentals market remains resilient with consumers cutting back elsewhere
- Accelerated professionalization** – VRMC¹ managed vacation rentals rising from 36% (2022) to 43% (2028) of the total market
- Professionalization fuels software demand** – As the market professionalizes, demand for vacation rental management is accelerating
- Technology as a key differentiator** – Digital-first & AI automation powering efficiency, margins, and guest satisfaction
- M&A opportunity in a fragmented market** – E.g. top 3 players in VRMC market have only ~10% market share in Europe providing strong consolidation potential

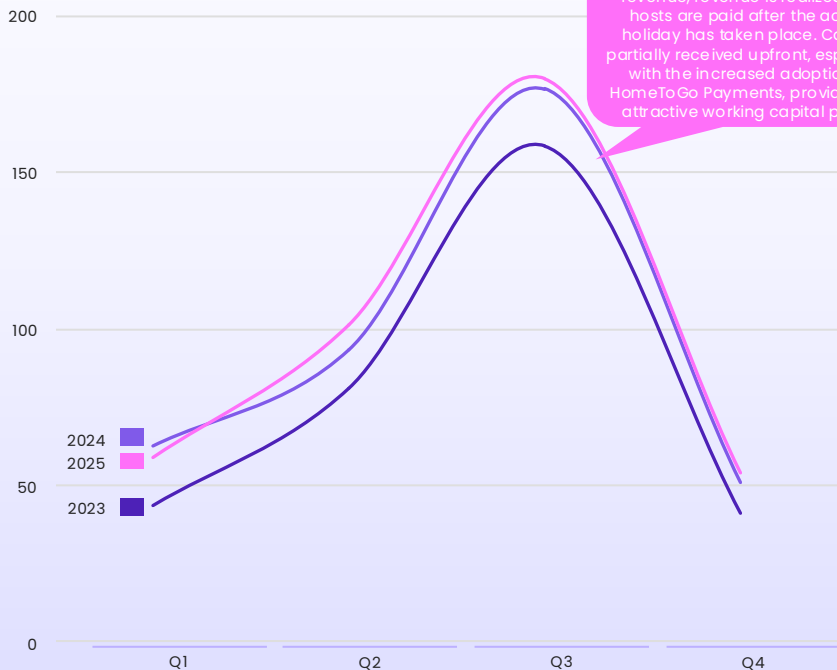
Source: Company information, Euroconstruct, Euromonitor, Eurostat, DFV

Notes: 1) Vacation Rental Management Company; 2) Statista Vacation Rentals: market data & analysis; 3) Source: Global third-party management consulting firm 4) VRMC market only; if not explicitly stated otherwise throughout this presentation the term "revenues" refers to IFRS Revenues

Vacation rentals are summer-holiday-driven explaining the seasonal development of IFRS Revenues and Adj. EBITDA for HomeToGo

IFRS Revenues peak during summer in Q3...

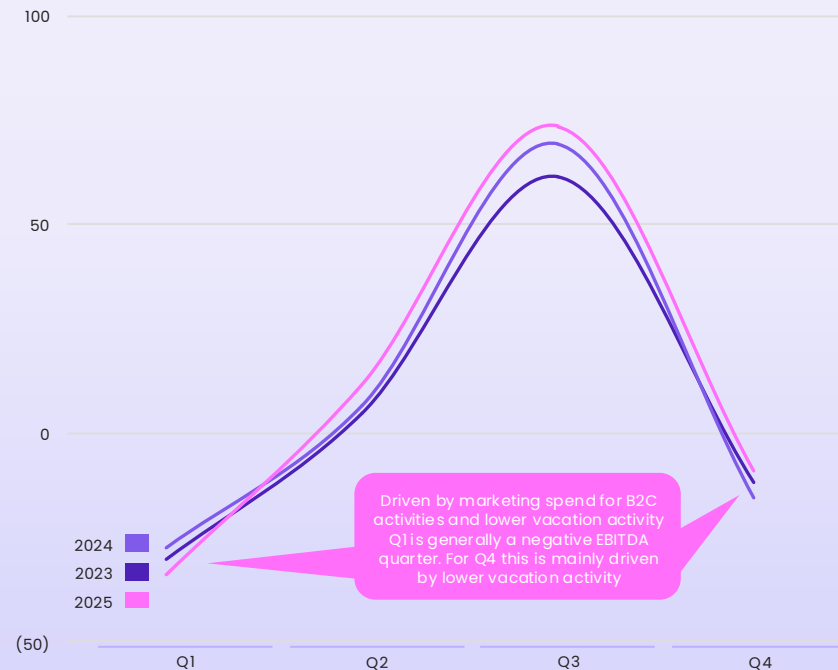
Quarterly pro forma IFRS Revenues development¹ in (€M)



Other than for SaaS subscription revenue and parts of the advertising revenue, revenue is realized and hosts are paid after the actual holiday has taken place. Cash is partially received upfront, especially with the increased adoption of HomeToGo Payments, providing an attractive working capital profile

...also driving quarterly Adj. EBITDA

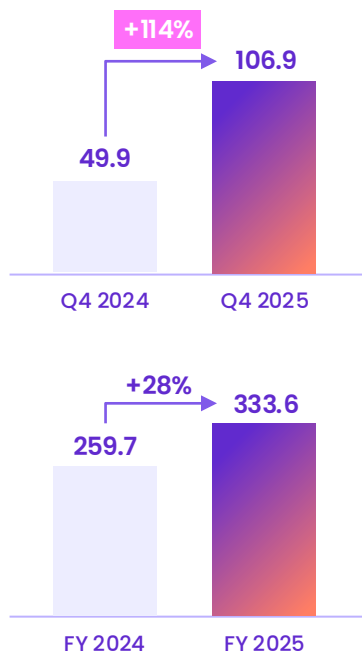
Quarterly pro forma Adj. EBITDA development¹ in (€M)



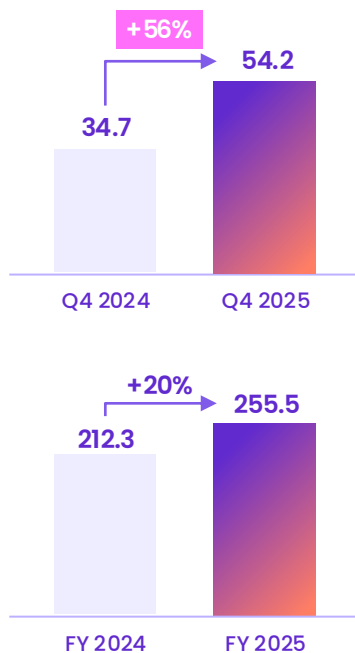
Driven by marketing spend for B2C activities and lower vacation activity Q1 is generally a negative EBITDA quarter. For Q4 this is mainly driven by lower vacation activity

On a statutory basis, top-line has increased – strongly driven by the Interhome acquisition and good organic growth

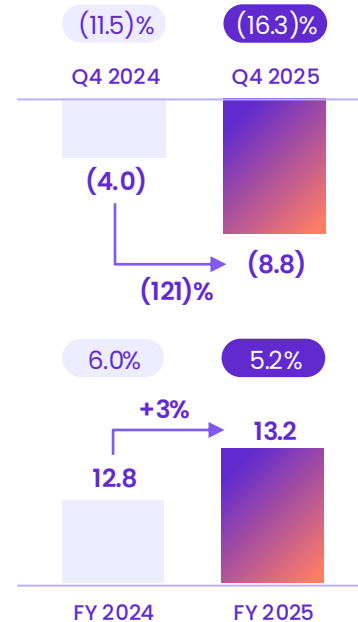
1 Booking Revenues in €M



2 IFRS Revenues in €M

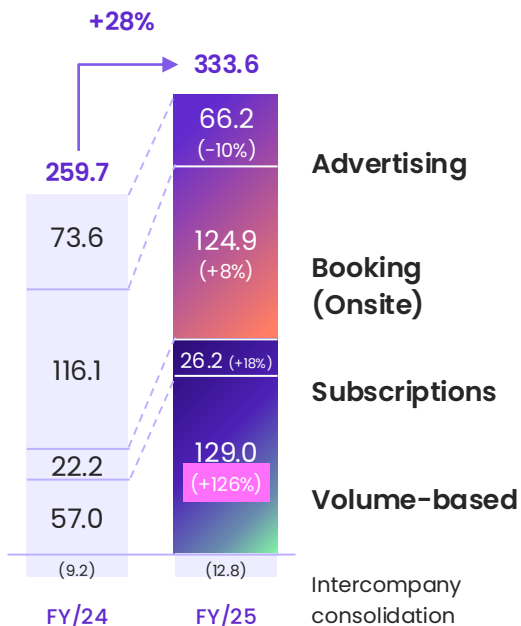


3 Adjusted EBITDA¹ (margin²) in €M

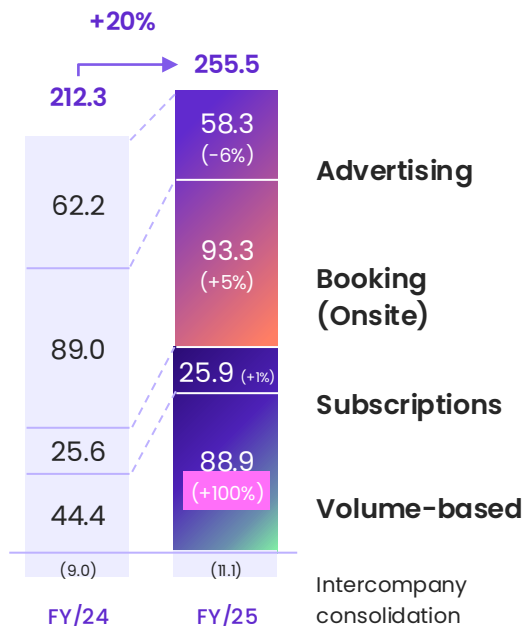


Strategic pivot delivered: HomeToGo_PRO scales significantly through Interhome acquisition while Marketplace profitability quintuples

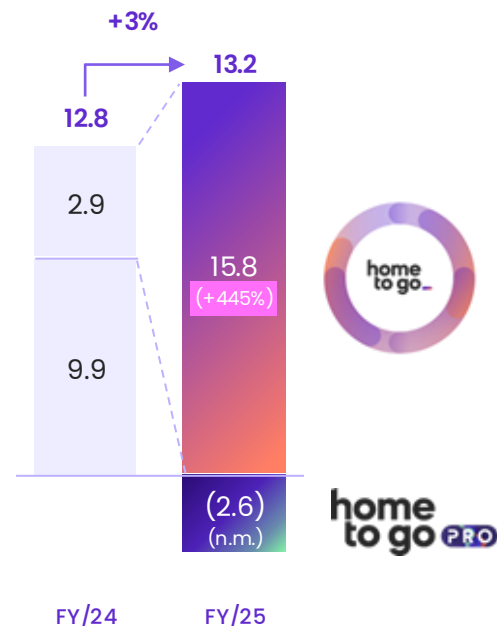
1 Booking Revenues in €M



2 IFRS Revenues in €M

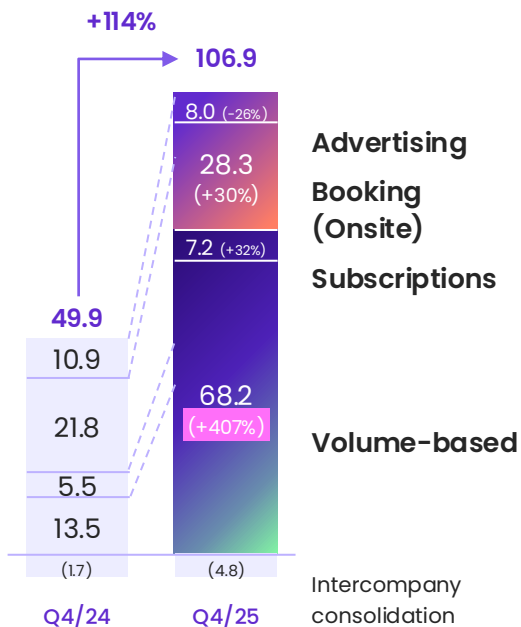


3 Adjusted EBITDA in €M

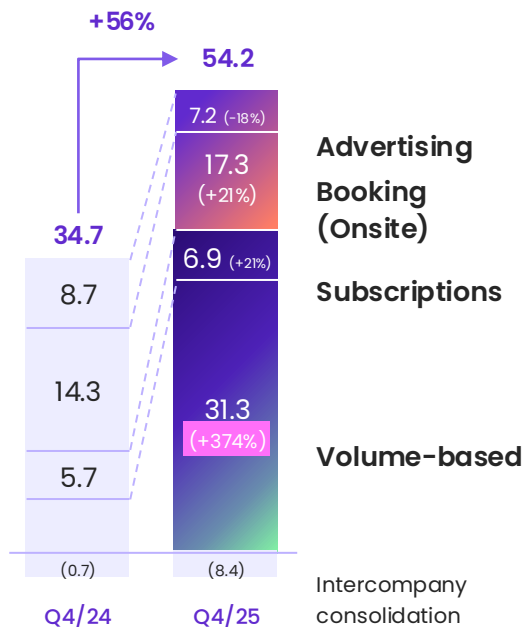


Triple-digit revenue growth drives record quarter and Marketplace earnings inflection

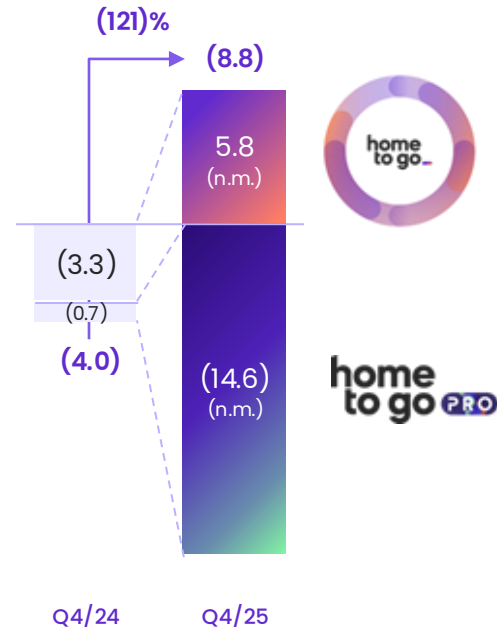
1 Booking Revenues in €M



2 IFRS Revenues in €M



3 Adjusted EBITDA in €M



Overview of statutory results and P&L items below Adj. EBITDA

in €M	YoY			
	FY/2024	FY/2025	abs.	rel.
IFRS Revenues	212.3	255.5	43.2	20.3%
Cost of Revenues	(4.7)	(28.1)	(23.4)	(496.3)%
Gross Profit	207.6	227.4	19.8	9.5%
Gross Profit margin	97.8%	89.0%	(8.8)pp	
Marketing & Sales	(131.9)	(145.4)	(13.5)	10.2%
Product development and operations	(36.2)	(36.9)	(0.6)	1.8%
General and administrative	(26.8)	(31.4)	(4.6)	17.3%
Other income & expenses	0.2	(0.5)	(0.7)	n.m.
Adjusted EBITDA	12.8	13.2 1	0.4	2.7%
Adjusted EBITDA margin	6.0%	5.2%	(0.8)pp	
Share-based payments	(12.0)	(13.2) 2	(1.2)	(9.8)%
One-off items	(10.6)	(11.2) 3	(0.6)	(5.3)%
EBITDA	(9.8)	(11.2)	(1.4)	(14.2)%
Depreciation of PP&E	(2.0)	(3.9)	(1.4)	(14.6)%
Amortization of Intangibles	(17.8)	(19.2) 4	(1.8)	(17.8)%
Impairments	-	(61.3) 5	(61.3)	n.m.
EBIT	(29.7)	(95.7)	(66.0)	(222.3)%
Net financial income	2.3	(5.3) 6	(7.6)	n.m.
EBT	(27.4)	(101.0)	(73.6)	(268.5)%
Taxes	(0.7)	3.2 7	3.8	n.m.
Net income	(28.1)	(97.9)	(69.8)	(248.5)%

See following pages for more detail

Comments

- 1** For discussion of development of Adj. EBITDA please refer to previous slides
- 2** Non-cash share-based payments have increased mainly driven by new/first-time grants to members of the Management Board
- 3** One-offs mainly driven by Interhome M&A (€4.7M) and integration costs (€3.6M)
- 4** Amortization charges mainly in relation to capitalized software and M&A-related intangibles
- 5** Non-cash impairment mainly relating to goodwill for Marketplace Segment (€54.3M) and e-domizil (€5.6M)
- 6** Main expense is interest on bank loan for acquisition of Interhome
- 7** "Positive" tax result in P&L due to deferred taxes. Income tax paid (cash out) in 2025 of €5.3M

Overview of one-offs and adjustment items below Adj. EBITDA

in €M

	FY/2024	FY/2025
General and administrative	(8.8)	(10.0)
Mergers and acquisitions	(5.0)	1 (4.7)
Litigation	(0.1)	(0.5)
Reorganization and restructuring	(2.0)	2 (3.6)
Arrangements for contingent payments with service condition	(1.5)	-
Legacy tax risks	-	3 (0.7)
Nordic Bond issuance	-	(0.2)
Other	(0.1)	(0.2)
Amortization of fair value step down	(1.8)	4 (1.2)
Total one-offs	(10.6)	(11.2)

Comments

- 1 One-off costs for M&A transactions (e.g. legal, transaction advisory, due diligence). In 2024 and 2025 mainly in relation to acquisition of Interhome
- 2 Non-recurring costs for restructuring and reorganization (e.g. severance, personnel-related restructuring). In 2025 esp. In relation to closure of e-Domizil
- 3 Risk in relation to incorrect treatment of VAT at an acquired subsidiary
- 4 Adjustment of the amortization of the fair value step down on vouchers and advance payments received in relation to the PPA for GetAway Group

Goodwill impairment in the Marketplace segment



The Group's statutory net loss for the full year 2025 was negatively impacted by **one-time, non-cash impairment losses of €61.3M**



These impairments mainly relate to the **strategic shift** announced in October 2025:

As part of the Group's decision to **reallocate capital from its Marketplace segment to its HomeToGo_PRO business**, a **€54.3M impairment** was recorded relating to the goodwill allocated to the **B2C Marketplace segment**. This goodwill originated from the De-SPAC/business combination transaction through which HomeToGo was listed and **does not** relate to any businesses acquired following the De-SPAC

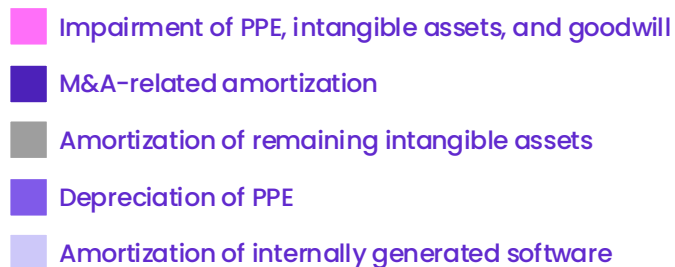
Furthermore, an impairment loss of **€5.6M** was recorded in connection with the **restructuring/closure of e-domizil**, following the transfer of customer relationships and contracts to Interhome



One-time in nature and entirely non-cash, with no impact on the Group's strong liquidity position or operations

Deep dive 1: Development of D&A and impairment charges

in €M

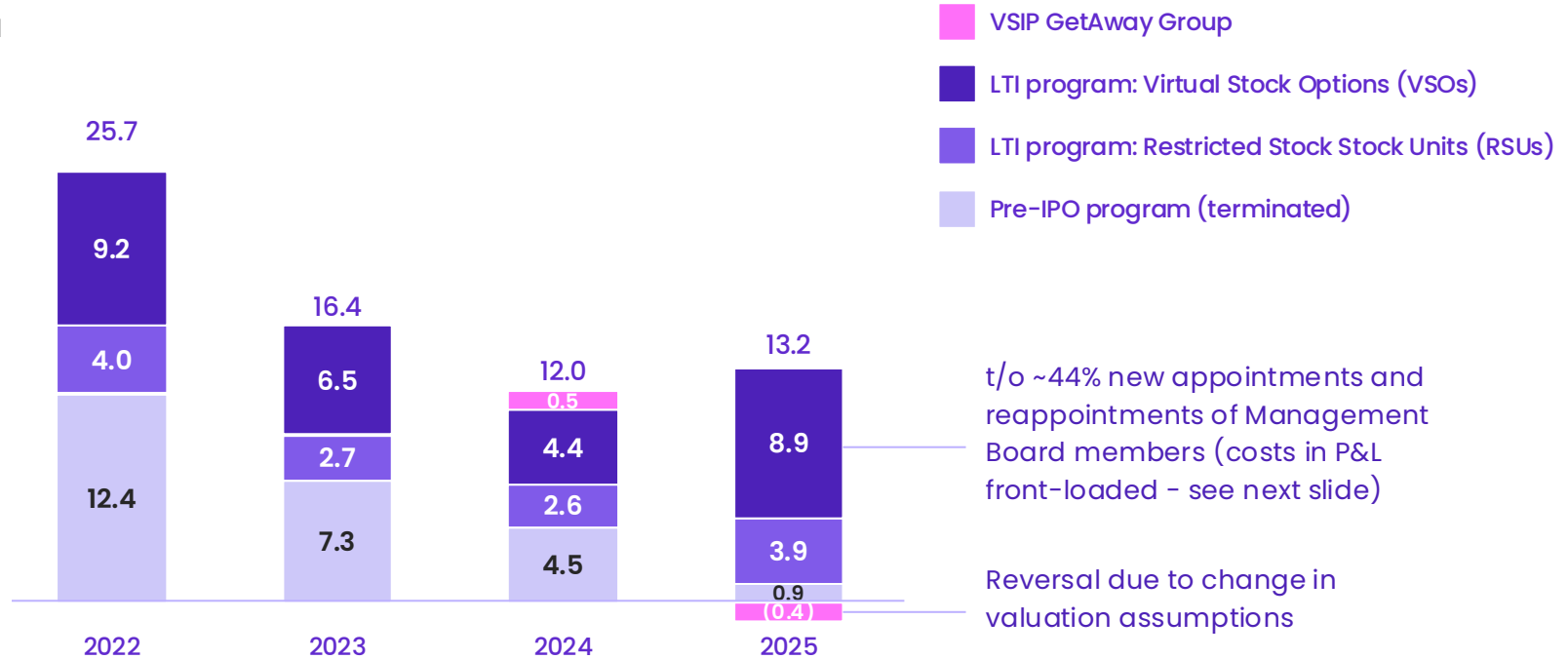


Comments

- For details on impairment charge in 2025 please refer to previous page
- Largest recurring items relates to M&A-related intangibles (e.g., brand, customer lists, software) which are created as part of the purchase price allocation (PPA) in an M&A transaction. These charges are non-cash

Deep dive 2: P&L effects of share-based compensation

in €M



Deep dive 2: Long-term incentive program in more detail

1

Overview of the current LTI program



Awarded amount is split²

Restricted Stock Units

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

Virtual Stock Options

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

2

Distribution of cost over time

Illustrative example: €300 award, 100% RSU, 3 years vesting period

	Year 1	Year 2	Year 3
€300 Split in equal tranches			
€100	€100		
€100	€50	€50	
€100	€33	€33	€34
P&L effect	€183 (61%)	€83 (28%)	€34 (11%)

One-time fair value measurement at grant date → Grant fair value is then distributed degressively according to vesting schedule - "cliffs" disregarded

All programs are equity-settled: When the beneficiary exercises, the virtual instruments are used to calculate a cash entitlement, which is then settled in Class A shares (no cash transfer)³

¹ Vesting period for certain Management Board lasts over 4 years.

² Minimum allocation to each instrument is 30%. Participant gets 4 VSOs for 1 RSU.

³ An exception to this was the pre-IPO VSOP, where a partial cash option was also offered.

Deep dive 2: Accounting recognition vs. intrinsic economic value of LTI

Restricted Stock Units

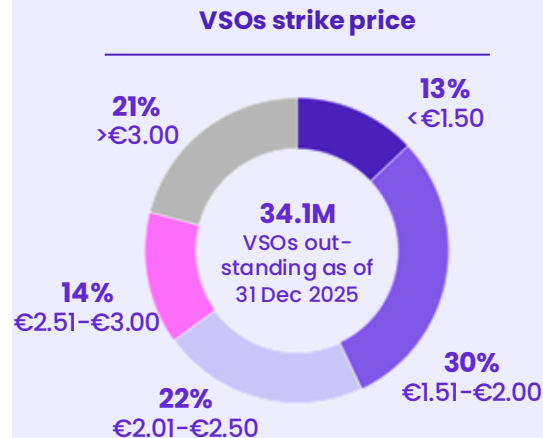
LTI cohorte	2022	2023	2024	2025
Granted RSUs	2.0M	1.0M	0.6M	3.2M
Avg. share price ¹	€3.50	€2.78	€1.91	€1.75
RSUs outstanding ²	2.0M	2.8M	2.9M	4.0M



Costs for RSUs do **not** reflect current value and are overstated under “mark-to-market” due to accounting under IFRS

Virtual Stock Options

LTI cohorte	2022	2023	2024	2025
Granted VSOs	11.6M	4.5M	1.9M	18.9M
Avg. strike price ¹	€3.50	€2.78	€1.91	€1.75
VSOs outstanding ²	11.5M	15.5M	16.3M	34.1M



- At closing share price of €1.38 (18 Mar 25) **no** VSOs are in the money and could be exercised
- High-strike VSOs have shorter remaining tenors and are expected to expire **unexercised**

Financial Transformation: Successful Senior Secured Bond Placement

Facts & Figures



Issue Volume

€101M initial issue under a total framework of up to €200M



Maturity & Repayment

5-year tenor, 100% bullet repayment in March 2031



Coupon

Variable rate of 3-month EURIBOR + 7.75% margin p.a.



Use of proceeds

Replacement of €75M bank loan and refinancing of c. €22M deferred purchase price payments

Strategic rationale & benefits



Unlocking strategic liquidity

By replacing the fast-amortizing bank loan, HomeToGo frees up **c. €84M in cash flow** over next 2 years for high-ROI reinvestments in organic growth & M&A



Strong and stable balance sheet

Long-term financing provides planning certainty and **eliminates near-term refinancing risks** and cash flow strains



Restoring M&A flexibility

€200M bond framework replaces restrictive bank covenants with operational freedom to pursue strategic M&A in the B2B space

Optimized capital structure to unlock significant cash flow and M&A firepower

Statements of Total Comprehensive Income and EBITDA reconciliation

in € thousand	Q4/25	Q4/24	FY/25	FY/24
IFRS Revenues	54,227	35,562	255,475	212,278
Cost of revenues	(20,190)	(7,266)	(37,874)	(13,062)
Gross profit	34,037	28,296	217,601	199,215
Product development and operations	(10,505)	(9,546)	(41,585)	(40,723)
Marketing and sales	(41,189)	(29,184)	(16,421)	(142,121)
General and administrative	(70,744)	(12,788)	(10,697)	(46,285)
Other expenses	(1,495)	(454)	(3,449)	(1,284)
Other income	940	(67)	2,924	1,506
Profit (loss) from operations	(88,956)	(23,744)	(95,699)	(26,692)
Finance result, net	(3,598)	1,173	(5,327)	2,278
Profit (loss) before tax	(92,554)	(22,571)	(101,025)	(27,414)
Income taxes	6,090	1,633	3,168	(665)
Net income (loss)	(86,464)	(20,938)	(97,857)	(28,080)
Other comprehensive income / (loss)	(1,505)	115	(1,595)	379
Total comprehensive income / (loss)	(87,969)	(20,823)	(99,453)	(27,700)
in € thousand	Q4/25	Q4/24	FY/25	FY/24
Profit (loss) from operations	(88,956)	(23,744)	(95,699)	(26,692)
Depreciation and amortization	10,204	12,166	23,431	19,896
Impairment losses on PPE and intangible assets	61,077	0	61,077	0
EBITDA	(17,675)	(11,577)	(11,191)	(9,796)
Share-based compensation	2,569	2,193	13,192	12,013
One-off items	6,261	5,388	11,170	10,604
Adjusted EBITDA	(8,845)	(3,996)	13,171	12,821
Adj. EBITDA margin	(16.3)%	(11.5)%	5.2%	6.0%

Statements of Financial Position

Assets (in € thousand)	Dec 31, 2025	Dec 31, 2024
Intangible assets and goodwill	425,399	241,522
Property, plant and equipment	43,037	12,377
Other receivables (non-current)	2,478	0
Income tax receivables (non-current)	0	113
Other financial assets (non-current)	12,200	10,708
Other assets (non-current)	0	169
Deferred tax assets	393	200
Total non-current assets	483,507	265,089
Trade and other receivables (current)	24,313	18,143
Income tax receivables (current)	8,854	4,112
Other financial assets (current)	856	16,381
Other assets (current)	7,271	6,251
Cash and cash equivalents	91,553	70,790
Total current assets	132,847	115,677
Total assets	616,354	380,765
Equity and Liabilities (in € thousand)	Dec 31, 2025	Dec 31, 2024
Subscribed capital	3,461	2,441
Capital reserves	615,469	528,002
Other reserves	(2,232)	(637)
Share-based payments reserve	116,353	106,815
Retained Earnings	(520,245)	(402,250)
Equity attributable to the share holders of HomeToGo	230,806	234,371
Non-controlling interests	34,989	32,852
Total Equity	265,796	267,223
Borrowings (non-current)	49,356	68
Other financial liabilities (non-current)	89,140	18,926
Provisions (non-current)	3,235	550
Other liabilities (non-current)	397	886
Deferred tax liabilities	30,602	19,477
Non-current liabilities	172,730	39,908
Borrowings (current)	23,018	109
Trade and other payables (current)	45,604	18,107
Other financial liabilities (current)	22,327	26,809
Provisions (current)	2,141	1,340
Other liabilities (current)	63,401	22,474
Income tax liabilities (current)	21,338	4,796
Current liabilities	177,828	73,635
Total liabilities	350,558	113,543
Total equity and liabilities	616,354	380,765

Statements of Cash Flows (1/2)

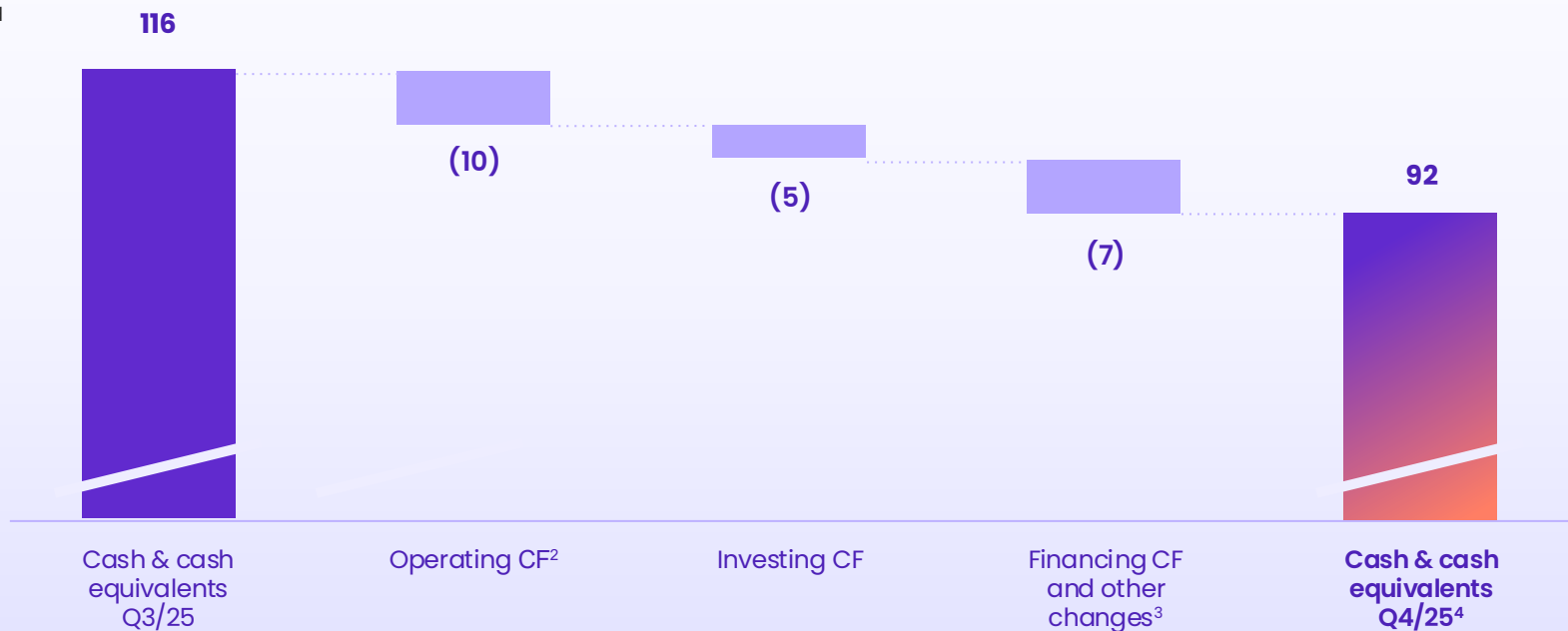
in € thousand	Q4/25	Q4/24	FY/25	FY/24
Profit (loss) before tax	(92,554)	(22,571)	(101,025)	(27,414)
Adjustments for:				
Depreciation and amortization	9,388	12,166	23,183	19,896
Impairment losses on property, plant and equipment and intangible assets	61,326	-	61,326	-
Non-cash employee benefits expense - share-based payments	2,571	2,193	13,192	12,013
VSOP - Exercise tax settlement charge	(412)	-	(412)	(637)
VSOP - Cash paid to beneficiaries	(81)	-	(81)	(20)
Other non-cash expenses/income	3,842	-	-	-
Gain/loss on disposal of fixed assets	(12)	-	(15)	-
Finance result, net	3,598	(1,173)	5,327	(2,278)
Net exchange differences	888	87	962	(242)
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	18,243	24,632	13,019	(486)
(Increase) / Decrease in other financial assets	(720)	4,848	2,787	2,202
(Increase) / Decrease in other assets	(2,564)	(4,076)	(2,708)	3,092
Increase / (Decrease) in trade and other payables	(25,561)	(3,467)	(44,602)	7,183
Increase / (Decrease) in other financial liabilities	(5,013)	(6,548)	(4,749)	1,115
Increase / (Decrease) in other liabilities	19,227	2,610	7,966	(6,440)
Other non-cash changes in receivables and liabilities	896	-	-	-
Increase / (Decrease) in provisions	(277)	(1,480)	(101)	(2,462)
Cash generated from operations	(7,217)	7,221	(25,934)	5,522
Income taxes (paid) / received	(3,136)	(2,474)	(5,264)	(5,355)
Net cash from operating activities	(10,353)	4,747	(31,198)	166

Statements of Cash Flows (2/2)

in € thousand	Q4/25	Q4/24	FY/25	FY/24
Net cash from operating activities	(10,353)	4,747	(31,198)	166
Proceeds from disposal of property, plant and equipment and intangible assets	39	254	130	257
Proceeds from / (Payments for) financial assets at fair value through profit and loss	-	-	11,890	20,000
Payment for acquisition of subsidiary, net of cash acquired	16,802	(6,137)	(75,993)	(37,573)
Payments for deferred considerations	(16,800)	-	(16,800)	-
Sale/(purchase) of investments	-	-	-	(558)
Payments for property, plant and equipment	(777)	(249)	(1,413)	(502)
Payments for intangible assets	(598)	(449)	(1,181)	(1,215)
Payments for internally generated intangible assets	(3,190)	(3,361)	(10,592)	(8,990)
Proceeds from disposal of long-term financial assets	(1,638)	-	(1,638)	-
Interest received	1,134	950	1,772	1,559
Net cash from investing activities	(5,026)	(9,172)	(93,825)	(27,022)
Proceeds of borrowings and convertible loans	(4,182)	-	70,995	-
Repayments of borrowings	-	(2,545)	(103)	(4,887)
Interest and other finance cost paid (-) ¹⁾	(2,630)	(874)	(4,600)	(786)
Proceeds / (Payments) in relation to Share Buyback	-	(416)	-	(4,648)
Increase in shareholders' equity from parent company shareholders	(88)	-	82,529	-
Principal elements of lease payments	(994)	(25)	(2,246)	(1,031)
Net cash from financing activities	(7,893)	(3,860)	146,577	(11,352)
Net increase (decrease) in cash and cash equivalents	(23,273)	(8,285)	21,554	(38,207)
Cash and cash equivalents at the beginning of the period	115,503	77,850	70,790	108,953
Effects of exchange rate changes on cash and cash equivalents	(678)	1,225	(792)	45
Cash and cash equivalents at the end of the period	91,553	70,790	91,553	70,790

Sequential decrease in cash position mainly due to the seasonality of the Interhome business

in €M,
rounded



1) Both Q2/25 and Q3/25 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 €15.0M at the end of Q3/25.

2) Net operating cash flow includes net payments made in the amount of €19.4M (Q3/24: cash inflows of €16.6M) for traveler advance payments collected as part of payment services for hosts.

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

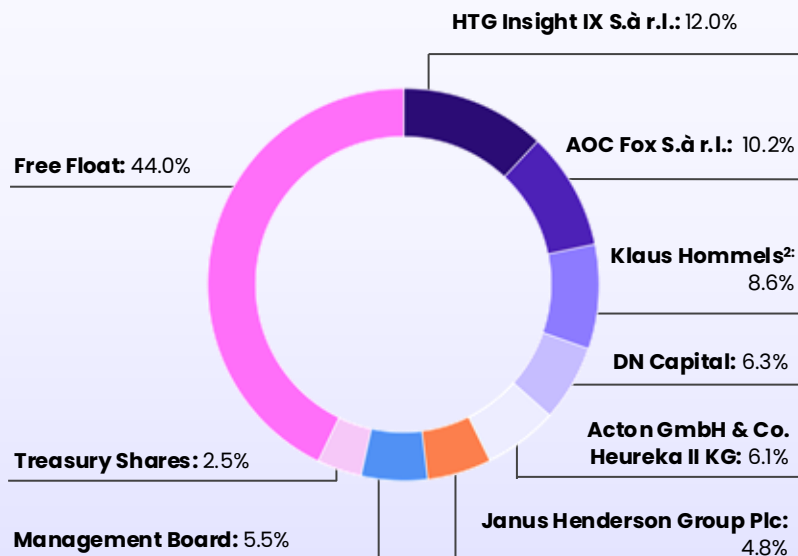
4) Q3/25 cash & cash equivalents include cash of €9.6M that is restricted due to statutory requirements.

Free Cash Flow bridge

in €M, rounded	Q4/25	Q4/24	FY/25	FY/24
Adjusted EBITDA	(8.8)	4.0	13.2	12.8
Share-based compensation	(2.6)	(2.2)	(13.2)	(12.0)
One-off items	(6.3)	(5.4)	(11.2)	(10.6)
EBITDA	(17.7)	(11.6)	(11.2)	9.8
Depreciation and amortization (including impairment losses)	(71.4)	(12.2)	(84.5)	(19.9)
Income/ Loss from operations	(89.1)	(23.7)	(95.7)	29.7
Finance result, net	(3.6)	12	(5.3)	2.3
Income/ Loss before income Tax	(92.7)	(22.6)	(101.1)	(27.4)
Adjustments for				
Depreciation and amortization	9.4	12.2	23.2	19.9
Impairment losses on property, plant and equipment and intangible assets	61.3	-	61.3	-
Non-cash employee benefits expense - share-based payments	2.6	2.2	13.2	12.0
VSOP - Exercise tax settlement charge	(0.4)	-	(0.4)	(0.6)
VSOP - Cash paid to beneficiaries	(0.1)	-	(0.1)	<(0.1)
Other non-cash expenses/income	3.8	-	-	-
Finance result, net	3.6	(1.2)	5.3	(2.3)
Net exchange differences	0.9	0.1	1.0	(0.2)
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	18.2	24.6)	13.0	(0.5)
(Increase) / Decrease in other financial assets	(0.7)	4.8	2.9	2.2
(Increase) / Decrease in other assets	(2.6)	(4.1)	(2.7)	3.1
Increase / (Decrease) in trade and other payables	(25.6)	(3.5)	(44.6)	7.2
Increase / (Decrease) in other financial liabilities	(5.0)	(6.5)	(4.7)	1.1
Other non-cash changes in receivables and liabilities	0.9	-	-	-
Increase / (Decrease) in other liabilities	19.2	2.6	8.0	(6.4)
Increase / (Decrease) in provisions	(0.3)	(1.5)	(0.1)	(2.5)
Cash generated from operations	(7.2)	7.2	(25.9)	5.5
Income taxes (paid) / received	(3.1)	(2.4)	(5.3)	(4.6)
Net cash from operating activities	(10.4)	4.8	(31.2)	0.9
./. Capital Expenditures	(4.5)	(3.8)	(13.1)	(10.4)
theof payments for PPE	(0.7)	-	(1.3)	(0.2)
theof payments for internally generated intangible assests and other intangible assets	(3.8)	(3.8)	(11.8)	(10.2)
Free Cash Flow	(14.9)	(0.9)	(44.3)	(10.3)

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	177,378,423 (172,795,090 Class A Shares and 4,583,333 Class B Shares)
Total Number of Issued Shares	180,263,982 (175,680,649 Class A Shares and 4,583,333 Class B Shares)
Issued Share Capital	€ 3,461,068.45

Upcoming events in 2026 – Join us!

Date	Event
Apr 22, 2026	Munich Capital Market Conference
May 11-13, 2026	German Spring Conference, Frankfurt
May 13, 2026	Q1 2026 Financial Results and Earnings Call
Jun 16, 2026	AGM Annual General Meeting 2026
Aug 18, 2026	Q2 2026 Financial Results and Earnings Call

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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 platform 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) impairment;
(v) expenses for share-based compensation and
(vi) 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 from 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.

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

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.

Further financial KPIs (Non-GAAP, continued)

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 describes 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.

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.

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.

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.

Campaign Builder One of the leading examples of HomeToGo's proprietary advertising tech stack to efficiently scale marketing efforts across multiple markets and brands. Allows the automation of a large set of campaigns by targeting and grabbing search demand from millions of keywords, and serving highly tailored content to travelers on a destination basis.

HomeToGo Design System and White Label solution A proprietary modular tech platform used across various HomeToGo brands and external ones.

NIST Cybersecurity framework that integrates industry standards and best practices to help organizations manage their cybersecurity risks.

HomeToGo Payments HomeToGo's own payment solution developed in partnership with global market-leading payment solutions.

HomeToGo Add-ons Additional services offered on our platform to offer a complete and convenient experience, such as cancellation protection and comprehensive insurance.

SaaS Software as a service.

AMIVAC Provides subscription 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).

Escapada Rural ESCAPADA RURAL SERVICIOS PARA PROPIETARIOS SL (Barcelona, Spain) is a direct (100%) subsidiary of HomeToGo GmbH.

Feries S.r.l Feries S.r.l. operates the main websites agriturismo.it and casevacanza.it. Feries S.r.l (Milan, Italy) is a direct (100%) subsidiary of HomeToGo GmbH.

Getaway (Kurz Mal Weg and Kurzurlaub) Two German market leading brands that are offering thematic travel bundles with hotels for short trips. Getaway Travel GmbH (Leipzig, Germany), Super Urlaub GmbH (Schwerin, Germany) and its Austrian subsidiary Kurzaufbau SHBC GmbH (Wien, Austria) are indirect (51%) subsidiaries of HomeToGo GmbH.

Interhome A leading specialist for vacation rentals and supports homeowners in renting and servicing their vacation rentals, being locally available in the destinations for guests and homeowners. The holding entity of Interhome subgroup, HHD AG (Glattburg, Switzerland), is a direct (100%) subsidiary of HomeToGo GmbH.

Kraus haar & timwork Specialists for vacation rentals and property management with particular focus on offers in the northern part of Germany. Kraus haar Ferienwohnungen GmbH (Hamburg, Germany) and timwork GmbH (Grube, Hamburg) are indirect (both 100%) subsidiaries of HomeToGo GmbH.

SECR A Offers software for hosts, rental agencies and destinations facilitates end-to-end management and marketing services for vacation rentals. SECR A 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.



unlocking
better
stays

