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Q3/25 Earnings Call

Sebastian Bielski, CFO

13 November 2025

Q3/25 - Key takeaways

1

IFRS Revenues surged by **23.7% YoY**, marking a **new quarterly record of €108.1M**

2

Adjusted EBITDA reached an **all-time quarterly high of €43.0M** (+19.8% YoY), while **9M/2025 Adjusted EBITDA grew even faster (+30.9% YoY)**

3

HomeToGo_PRO segment IFRS Revenues climbed by **83.3% YoY** to **€50.9M**, with its **Adjusted EBITDA more than doubling (+109.2% YoY)** to **€13.0M**, establishing it as our new core growth driver

4

Marketplace segment Adjusted EBITDA notably increased by **60.0% YoY** to **€10.0M** in 9M/25, due to a strategic shift to prioritize profitability over further topline growth, driven by increased marketing efficiency measures that have already yielded positive results

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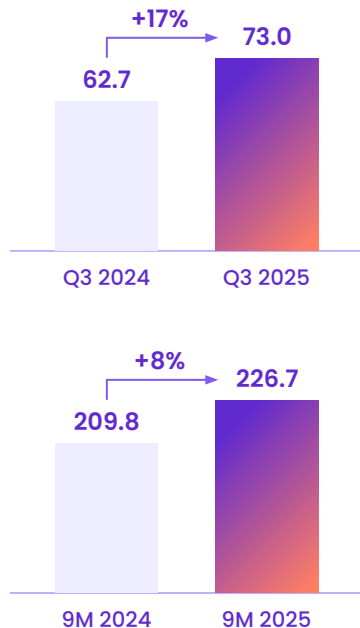
Interhome integration is on track – Already reached key milestones as well as the successful migration of the Interhome B2C channel to HomeToGo's core technology platform



Record quarterly IFRS Revenues drive significant Adjusted EBITDA improvement

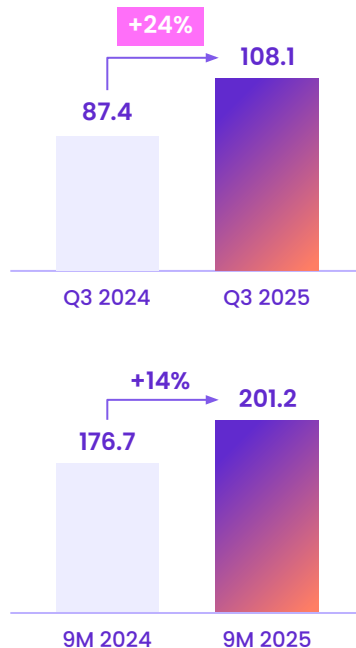
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Booking Revenues in €M



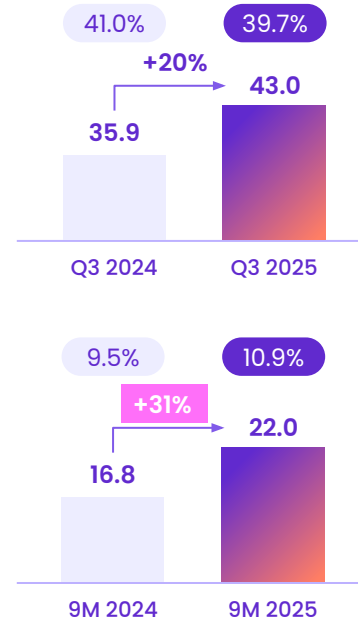
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IFRS Revenues in €M



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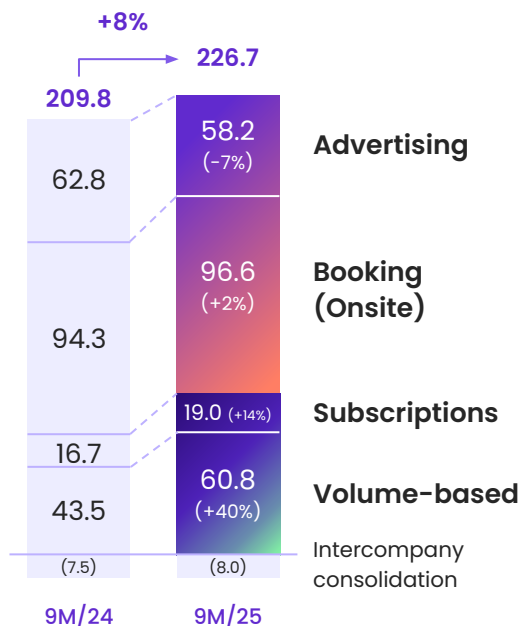
Adjusted EBITDA¹ (Margin²) in €M



HomeToGo_PRO drives revenue growth while Marketplace profitability surges

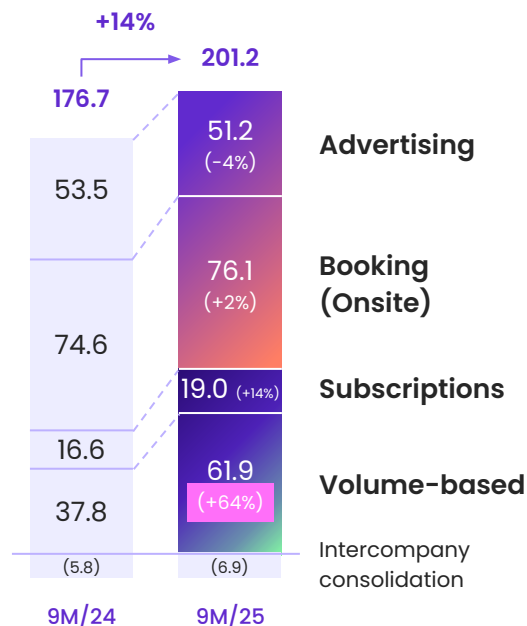
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Booking Revenues in €M



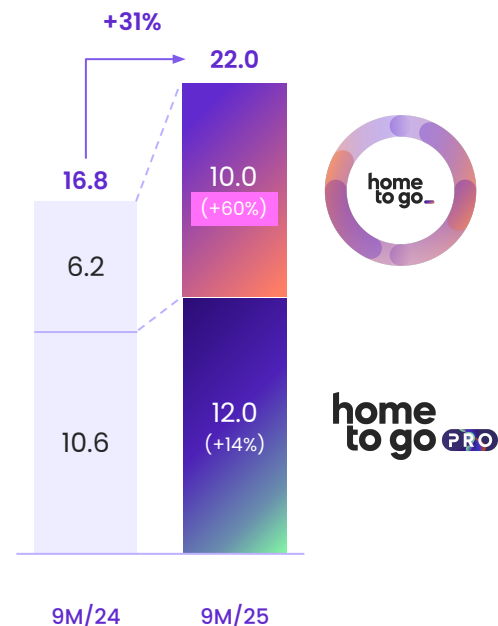
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IFRS Revenues in €M



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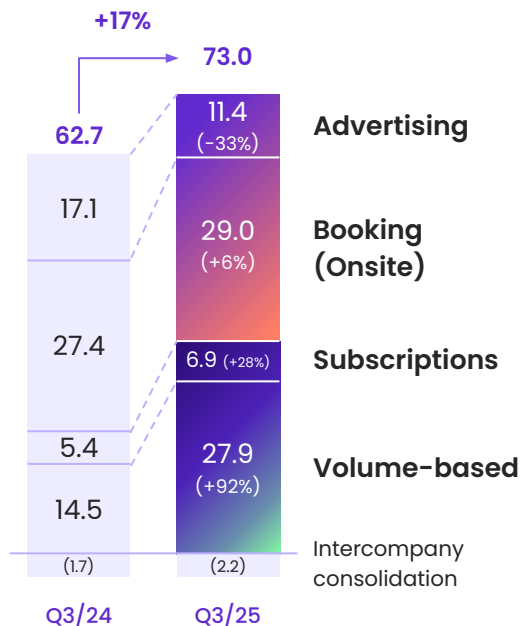
Adjusted EBITDA in €M



HomeToGo_PRO drives Group's double-digit topline and profitability growth in Q3/25

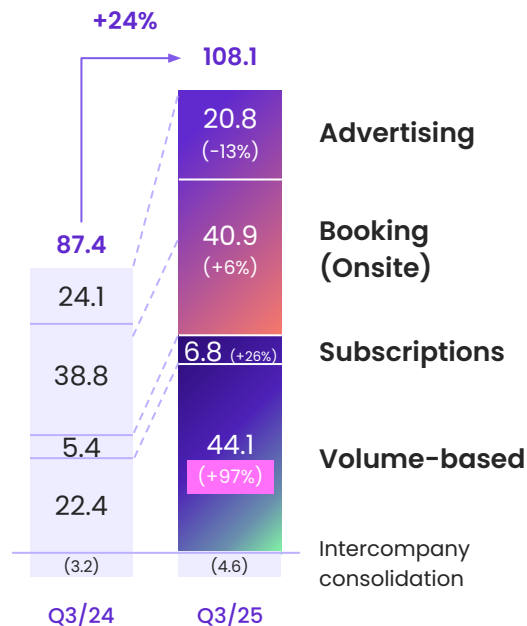
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Booking Revenues in €M



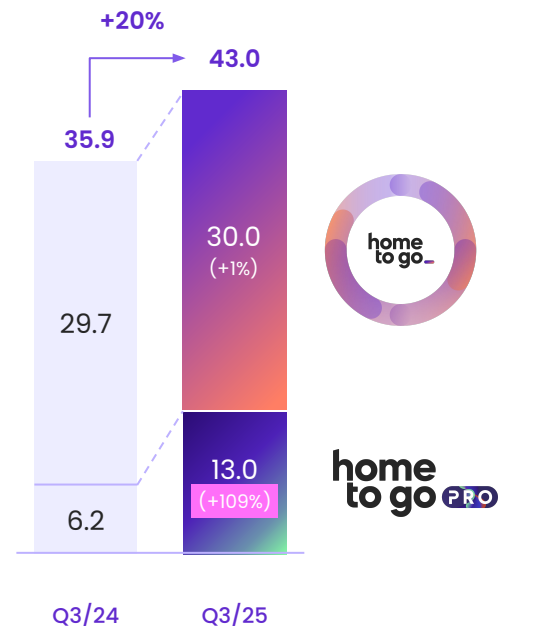
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IFRS Revenues in €M



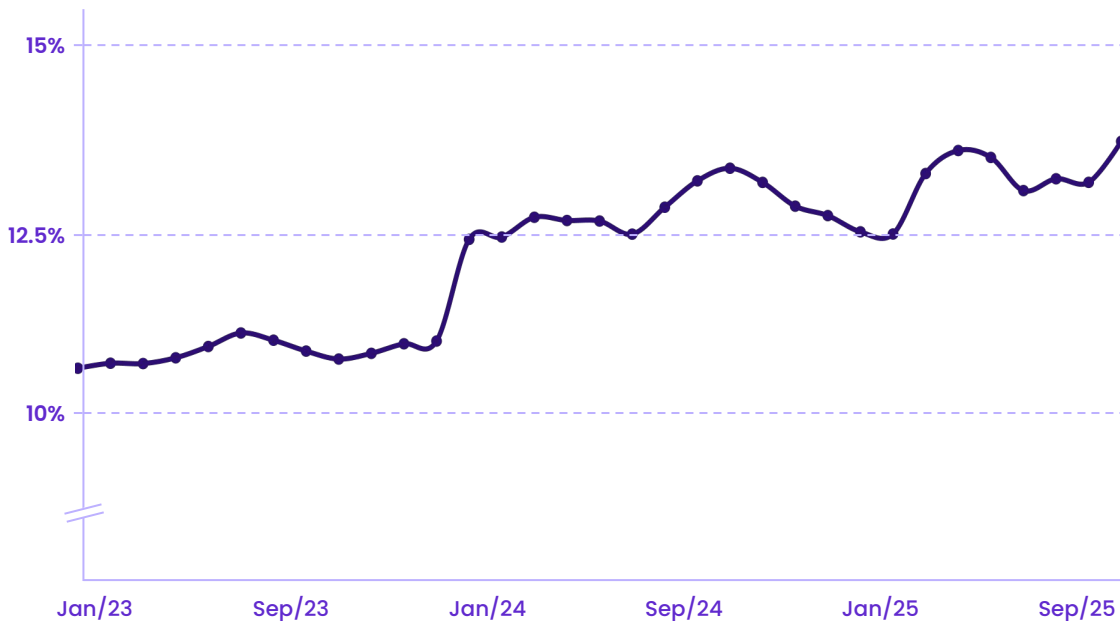
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Adjusted EBITDA in €M

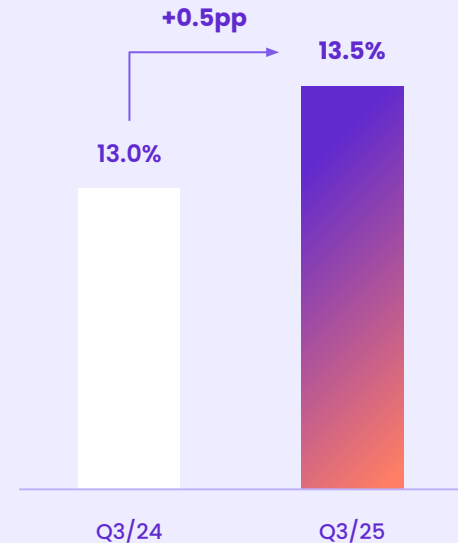


HomeToGo Marketplace maintains a strong Onsite Take Rate

Development of Onsite Take Rate¹

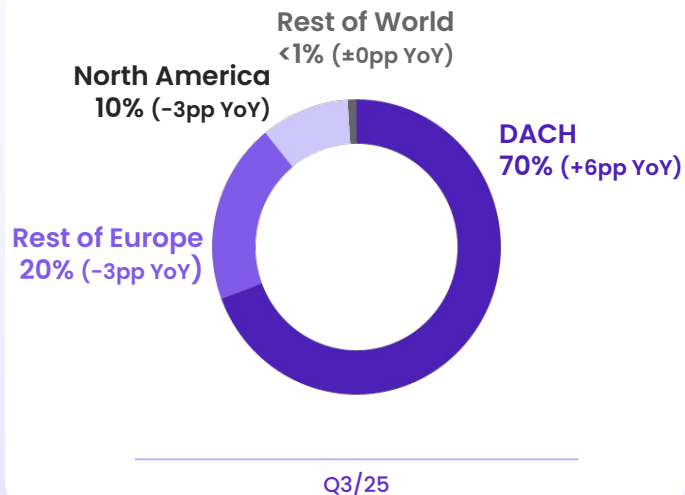


Increasing Onsite Take Rate¹

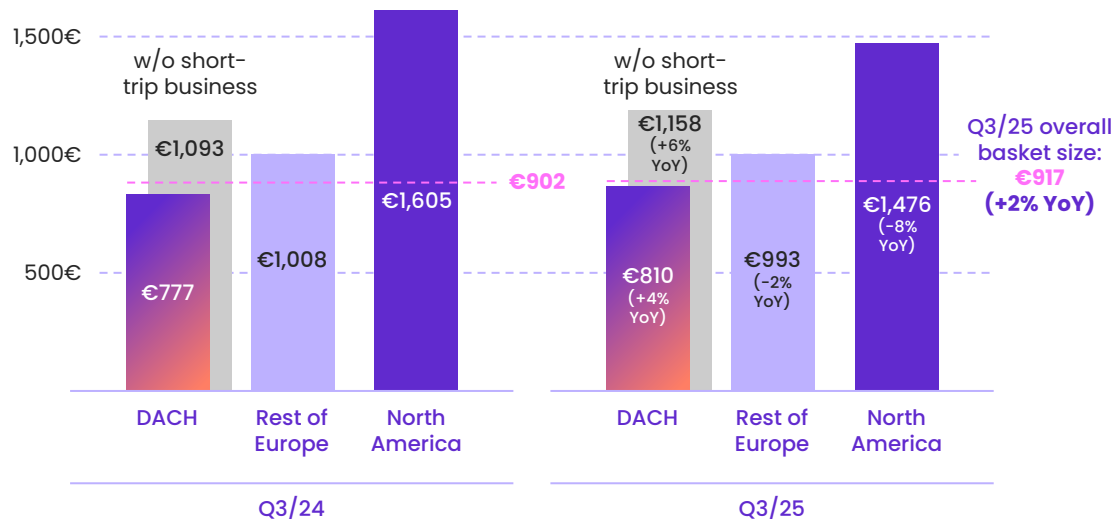


Basket size for bookings on our Marketplace continues to grow in our core DACH market

Regional Booking Revenues share¹



Basket size evolution



We currently do not see any negative impact from the changing consumer sentiment in our DACH booking KPIs

In Q3/25, first-time consolidation of Interhome led to increased cost of revenues, accompanied by continued progress across all major cost components as a result of economies of scale and higher marketing efficiency

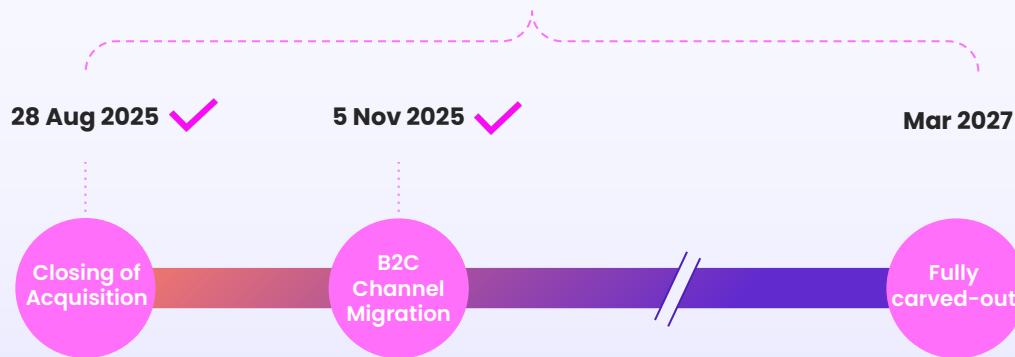
Costs and margins ^{1,2} (in % of IFRS Revenues)	9M			Q3		
	2024	2025	Delta	2024	2025	Delta
Cost of revenues	(1.6)%	(6.5)%	(4.9)pp	(1.2)%	(9.9)%	(8.7)pp
Gross profit	98.4%	93.5%	(4.9)pp	98.8%	90.1%	(8.7)pp
Marketing & sales	(61.9)%	(57.2)%	+4.7pp	(38.2)%	(33.1)%	+5.1pp
Product development	(15.5)%	(13.6)%	+1.9pp	(11.2)%	(9.5)%	+1.8pp
Administrative expenses	(12.0)%	(11.8)%	+0.1pp	(8.7)%	(7.3)%	+1.4pp
Other income and expenses	0.4%	0.01%	(0.4)pp	0.4%	(0.4)%	(0.8)pp
Adjusted EBITDA ¹	9.5%	10.9%	+1.4pp	41.0%	39.7%	(1.3)pp

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

² Rounding differences may occur

Interhome integration is on track

18-month carve-out plan: Clear roadmap to successfully carve-out Interhome from its former parent companies to achieve full operational independence



- **Launched the Interhome B2C channel** on the HomeToGo Group's core technology platform
- **Unlocking** faster product development, greater flexibility, and ensuring future scalability for the Interhome brand

Additional key achievements to build the base for future accelerated growth:



Technology leadership: Successfully onboarded a dedicated Interhome CTO to drive integration and innovation



Rapid integration: Successfully exited first TSAs ahead of schedule to reduce dependency



Marketing takeover: HomeToGo took over paid marketing activities leveraging advanced data and technology solutions

FY/25 guidance confirmed

IFRS Revenues

Adjusted EBITDA

Free Cash Flow

Pro-forma combined

(Incl. Interhome as of 1 Jan 2025)

~€400M

(+4% YoY vs. FY/24 PF)
(+88% YoY vs. FY/24 stat.)

~€40M

(+22% YoY vs. FY/24 PF)
(+213% YoY vs. FY/24 stat.)

Positive

FY/25 guidance based on statutory financials

➤€260M
(+22% YoY)

➤€11M
(-14% YoY)

Negative

Outlook reflects timing of initial statutory consolidation of Interhome. Therefore the '**pro-forma combined**' view better reflects the '**true**' status quo

- **IFRS Revenues:** Interhome is expected to contribute €30M in IFRS Revenues for the post-closing period (28 Aug – 31 Dec 2025). This amount reflects the pronounced seasonality of the business, as the peak summer travel season had largely concluded by the consolidation date.
- **Adjusted EBITDA:** The expected Adjusted EBITDA contribution from Interhome for the post-closing period is €(8)M. This is a direct result of the seasonal business model, where profits are concentrated in Q2 and Q3, while operational costs are incurred more evenly throughout the year.
- **Free Cash Flow:** On a statutory basis, the Group's Free Cash Flow for FY/25 is expected to be negative. This is driven by Interhome's typical cash flow cycle, which involves significant payments to hosts following the summer peak travel months. On a pro-forma basis we expect positive cash flow for 2025

Q3/25 - Summary

1

Our strategy is yielding strong results. Q3/25 results are proof that our new strategy is working. HomeToGo_PRO is our largest segment and driving scalable growth, while our Marketplace segment is now focused on delivering higher profitability

2

Integration of Interhome is fully on track: The Interhome integration is progressing swiftly and key milestones have already been achieved ahead of schedule, as well as the successful migration of the B2C channel.

3

Guidance confirmed: Based on this strong strategic execution and robust 9M/25 performance, we confidently confirm our full-year 2025 guidance of pro-forma IFRS Revenue of €400M and pro-forma Adj. EBITDA of €40M



Q3/25 Earnings Call

Q&A



Q3/25 Earnings Call

Appendix



Shortened Profit and Loss Statement HomeToGo Standalone (excl. Interhome)



in € thousand	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25	Q2/25	Q3/25
IFRS Revenues	21,883	42,786	73,860	23,504	36,404	52,929	87,383	35,562	34,442	58,736	89,658
Cost of revenues ¹	(1,153)	(1,104)	(1,130)	(1,313)	(1,568)	(1,638)	(2,336)	(2,515)	(1,830)	(2,642)	(3,350)
Gross profit	20,730	41,682	72,729	22,191	34,836	51,292	85,047	33,047	32,592	56,093	86,307
Product development and operations ¹	(6,613)	(6,185)	(8,154)	(8,244)	(7,737)	(8,705)	(8,728)	(8,507)	(7,546)	(7,913)	(8,578)
Marketing and sales	(33,896)	(28,980)	(31,128)	(13,295)	(41,626)	(34,349)	(33,414)	(22,560)	(45,261)	(33,996)	(31,752)
General and administrative	(4,917)	(4,952)	(5,010)	(5,179)	(6,849)	(6,308)	(7,384)	(5,455)	(8,374)	(6,667)	(6,804)
Other expenses	(384)	(608)	(700)	642	(240)	(229)	(362)	(454)	(320)	(804)	(597)
Other income	264	450	358	989	396	472	705	(67)	934	686	249
Adjusted EBITDA	(24,816)	1,408	28,096	(2,896)	(21,219)	2,173	35,684	(3,996)	(27,975)	7,401	38,824
Adjusted EBITDA margin	(113.4)%	3.3%	38.0%	(12.3)%	(58.3)%	4.1%	41.0%	(11.2)%	(81.3)%	12.6%	43.3%

Shortened Profit and Loss Statement Interhome Standalone



in € thousand	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25	Q2/25	Q3/25
IFRS Revenues	22,099	39,499	88,229	17,753	26,546	41,484	92,152	15,697	24,959	43,937	93,515
Cost of revenues	(12,866)	(17,961)	(26,706)	(12,905)	(14,254)	(18,327)	(27,488)	(13,354)	(14,397)	(20,093)	(27,276)
Gross profit	9,233	21,538	61,523	4,848	12,292	23,158	64,664	2,343	10,562	23,845	66,239
Product development and operations	(3,603)	(5,558)	(2,855)	(5,567)	(3,918)	(5,307)	(4,500)	(4,589)	(5,100)	(4,794)	(5,224)
Marketing and sales	(7,728)	(10,087)	(21,056)	(5,107)	(7,796)	(10,604)	(21,875)	(5,501)	(8,151)	(11,266)	(22,273)
General and administrative	(3,234)	(3,251)	(4,737)	(4,450)	(4,286)	(3,995)	(4,493)	(3,595)	(4,065)	(3,873)	(4,025)
Other expenses	(400)	(313)	(475)	(153)	(3,095)	(180)	(1,181)	(830)	(672)	(244)	(500)
Other income	369	1,018	1,022	1,755	328	1,150	962	843	1,402	519	346
Adjusted EBITDA	(5,362)	3,347	33,422	(8,674)	(6,445)	4,222	33,577	(11,329)	(6,024)	4,187	34,563
Adjusted EBITDA margin	(24.3)%	8.5%	37.9%	(48.9)%	(24.3)%	10.2%	36.4%	(72.2)%	(24.1)%	9.5%	37.0%

Shortened Profit and Loss Statement Pro-Forma Combined (after Intercompany Consolidation)

in € thousand	Q1/23	Q2/23	Q3/23	Q4/23	Q1/24	Q2/24	Q3/24	Q4/24	Q1/25	Q2/25	Q3/25
IFRS Revenues	43,666	80,851	158,468	40,893	62,549	93,218	176,603	50,915	59,041	101,329	179,741
Cost of revenues	(14,018)	(19,065)	(27,836)	(14,219)	(15,821)	(19,964)	(29,824)	(15,869)	(16,227)	(22,735)	(30,627)
Gross profit	29,648	61,786	130,632	26,674	46,728	73,254	146,780	35,047	42,814	78,594	149,115
Product development and operations	(10,215)	(11,744)	(11,008)	(13,811)	(11,655)	(14,013)	(13,228)	(13,096)	(12,646)	(12,706)	(13,803)
Marketing and sales	(41,309)	(37,633)	(48,563)	(18,037)	(48,992)	(43,757)	(52,358)	(27,718)	(53,073)	(43,917)	(50,593)
General and administrative	(8,151)	(8,203)	(9,748)	(9,629)	(11,134)	(10,303)	(11,877)	(9,049)	(12,439)	(10,540)	(10,829)
Other expenses	(784)	(921)	(1,175)	489	(3,335)	(408)	(1,543)	(1,284)	(991)	(1,048)	(1,097)
Other income	633	1,469	1,380	2,744	724	1,622	1,667	776	2,337	1,205	595
Adjusted EBITDA	(30,178)	4,754	61,517	(11,570)	(27,664)	6,395	69,441	(15,325)	(33,998)	11,587	73,387
Adjusted EBITDA margin	(69.1)%	5.9%	38.8%	(28.3)%	(44.2)%	6.9%	39.3%	(30.1)%	(57.6)%	11.4%	40.8%

Impact from first-time Consolidation of Interhome on Group PnL

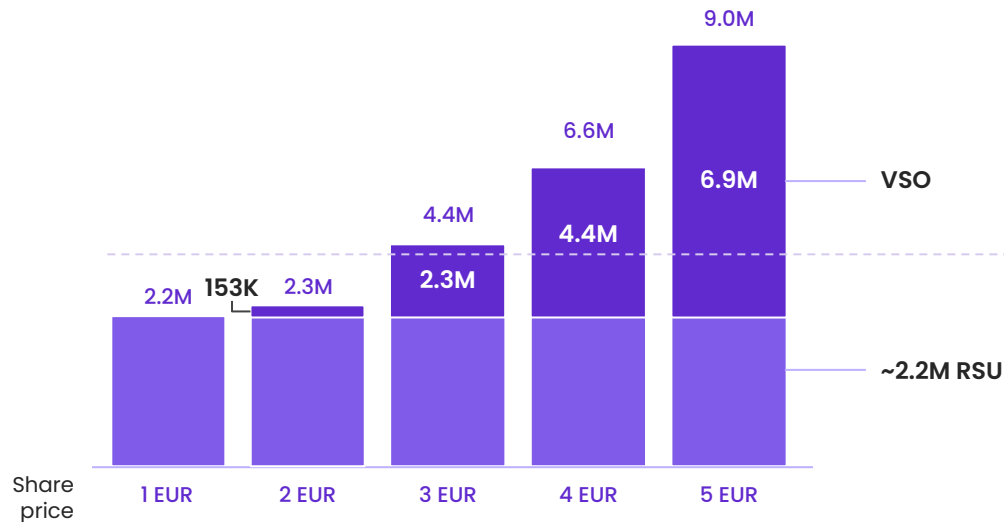
in € thousand	Q3/24 HTG (standalone)	Q3/25 HTG (standalone)	Interhome contribution (28.8. – 30.9.2025)	Combined	Consolidation	Q3/25 HTG Group
IFRS Revenues	87,383	89,658	19,075	108,732	(642)	108,090
Cost of revenues ⁽¹⁾⁽²⁾	(2,336)	(3,350)	(7,309)	(10,660)	—	(10,660)
Gross profit	85,047	86,307	11,765	98,072	(642)	97,431
Product development and operations ⁽²⁾	(8,728)	(8,578)	(1,682)	(10,260)	—	(10,260)
Marketing and sales ⁽²⁾	(33,414)	(31,752)	(4,712)	(36,464)	642	(35,822)
General and administrative ⁽²⁾	(7,384)	(6,804)	(1,116)	(7,920)	—	(7,920)
Other expenses	(362)	(597)	(234)	(831)	—	(831)
Other income	705	249	115	364	—	364
Adjusted EBITDA	35,864	38,824	4,137	42,961	—	42,961
Adjusted EBITDA Margin	41.0%	43.3%	21.7%	39.5%	0.2%	39.7%

1) Prior period numbers have been retrospectively adjusted due to reclassification of Adyen charges and cleaning services from G&A, Product development and operations respectively to cost of revenues.

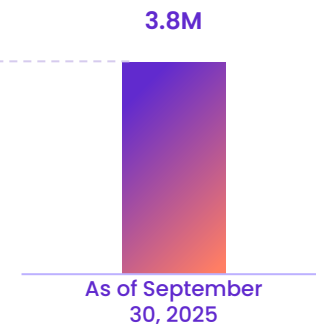
2) Adjusted for depreciation & amortization, share-based compensation and one-off items.

ALL vested share-based compensation claims can easily be covered by treasury shares, even at a share price of 3 EUR

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 shares



¹) Granted as of 30 September 2025. 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

Statements of Total Comprehensive Income and EBITDA reconciliation

in € thousand	Q3/25	Q3/24	9M/25	9M/24
IFRS Revenues	108,090	87,383	201,248	176,716
Cost of revenues	(12,392)	(1,977)	(17,684)	(5,796)
Gross profit	95,698	85,406	183,564	170,920
Product development and operations	(11,296)	(11,096)	(31,080)	(31,177)
Marketing and sales	(38,461)	(34,322)	(123,030)	(112,938)
General and administrative	(12,177)	(14,001)	(36,226)	(33,497)
Other expenses	(831)	(362)	(1,955)	(830)
Other income	364	705	1,984	1,573
Profit (loss) from operations	33,297	26,330	(6,743)	(5,948)
Finance result, net	128	232	(1,729)	1,105
Profit (loss) before tax	33,426	26,561	(8,472)	(4,844)
Income taxes	(1,878)	(1,068)	(2,922)	(2,298)
Net income (loss)	31,547	25,494	(11,393)	(7,142)
Other comprehensive income / (loss)	(47)	(264)	(90)	264
Total comprehensive income / (loss)	31,500	25,230	(11,484)	(6,878)
in € thousand	Q3/25	Q3/24	9M/25	9M/24
Profit (loss) from operations	33,297	26,330	(6,743)	(5,948)
Depreciation and amortization	4,720	2,311	13,227	7,729
EBITDA	38,017	28,641	6,485	1,781
Share-based compensation	3,479	3,449	10,623	9,820
One-off items	1,465	3,774	4,909	5,216
Adjusted EBITDA	42,961	35,864	22,017	16,817
Adj. EBITDA margin	39.7%	41.0%	10.9%	9.5%

Statements of Financial Position

Assets (in € thousand)	Sep 30, 2025	Dec 31, 2024
Intangible assets	474,977	241,522
Property, plant and equipment	32,036	12,377
Other receivables (non-current)	1,658	0
Income tax receivables (non-current)	74	113
Other financial assets (non-current)	10,067	10,708
Other assets (non-current)	866	169
Deferred tax assets	192	200
Total non-current assets	519,871	265,089
Trade and other receivables (current)	43,322	18,143
Income tax receivables (current)	4,670	4,112
Other financial assets (current)	2,016	16,381
Other assets (current)	11,251	6,251
Cash and cash equivalents	115,503	70,790
Total current assets	176,762	115,677
Total assets	696,633	380,765
Equity and Liabilities (in € thousand)	Sep 30, 2025	Dec 31, 2024
Subscribed capital	3,461	2,441
Capital reserves	614,333	528,002
Foreign currency translation reserve	(727)	(637)
Share-based payments reserve	114,812	106,815
Retained Earnings	(413,791)	(402,250)
Equity attributable to the shareholders of HomeToGo	318,087	234,371
Non-controlling interests	33,017	32,852
Total Equity	351,104	267,223
Borrowings (non-current)	49,060	68
Other financial liabilities (non-current)	90,027	18,926
Provisions (non-current)	1,450	550
Other liabilities (non-current)	947	886
Income tax liabilities (non-current)	3,284	-
Deferred tax liabilities	16,999	19,477
Non-current liabilities	161,768	39,908
Borrowings (current)	22,821	109
Trade and other payables (current)	73,188	18,107
Other financial liabilities (current)	25,496	26,809
Provisions (current)	1,778	1,340
Other liabilities (current)	46,938	22,474
Income tax liabilities (current)	13,540	4,796
Current liabilities	183,761	73,635
Total liabilities	345,529	113,543
Total equity and liabilities	696,633	380,765

Statements of Cash Flows (1/2)

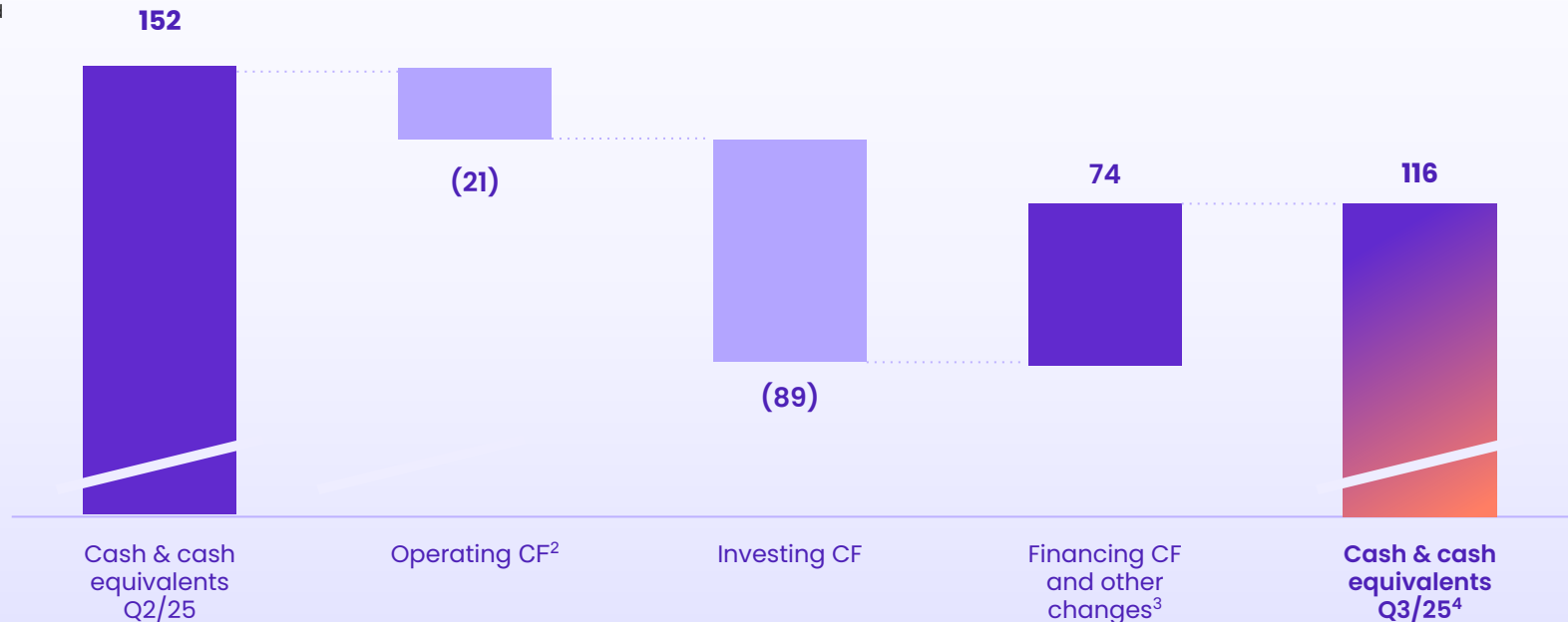
in € thousand	Q3/25	Q3/24	9M/25	9M/24
Profit (loss) before tax	33,425	26,561	(8,472)	(4,844)
Adjustments for:				
Depreciation and amortization	4,902	2,311	13,795	7,729
Non-cash employee benefits expense - share-based payments	3,481	3,449	10,620	9,820
VSOP - Exercise tax settlement charge	-	-	-	(637)
VSOP - Cash paid to beneficiaries	-	-	-	(20)
Other non-cash expenses/income	(3,842)	-	(3,842)	-
Gain/loss on disposal of fixed assets	(2)	-	(3)	-
Finance result, net	(128)	(232)	1,729	(1,105)
Net exchange differences	124	14	74	(329)
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	(2,396)	(12,951)	(5,225)	(25,118)
(Increase) / Decrease in other financial assets	3,143	(18)	3,507	(2,646)
(Increase) / Decrease in other assets	1,713	3,374	(144)	7,168
Increase / (Decrease) in trade and other payables	(20,240)	2,025	(19,041)	10,650
Increase / (Decrease) in other financial liabilities	(23,020)	(16,622)	264	7,663
Increase / (Decrease) in other liabilities	(19,252)	(5,323)	(11,261)	(9,050)
Other non-cash changes in receivables and liabilities	(862)	-	(896)	-
Increase / (Decrease) in provisions	(263)	140	175	(982)
Cash generated from operations	(23,216)	2,730	(18,717)	(1,699)
Income taxes (paid) / received	1,725	(1,571)	(2,128)	(2,882)
Net cash from operating activities	(21,491)	1,159	(20,845)	(4,581)

Statements of Cash Flows (2/2)

in € thousand	Q3/25	Q3/24	9M/25	9M/24
Net cash from operating activities	(21,491)	1,159	(20,845)	(4,581)
Proceeds from disposal of property, plant and equipment and intangible assets	55	-	88	-
Proceeds from / (Payments for) financial assets at fair value through profit and loss	-	5,000	11,890	20,000
Payment for acquisition of subsidiary, net of cash acquired	(85,795)	(2,458)	(92,795)	(31,256)
Sale/(purchase) of investments	-	(558)	-	(558)
Payments for property, plant and equipment	(303)	(85)	(637)	(252)
Payments for intangible assets	(20)	(125)	(583)	(766)
Payments for internally generated intangible assets	(2,610)	(1,836)	(7,402)	(5,629)
Proceeds from sale of property, plant and equipment and intangible assets	2	5	3	3
Net cash from investing activities	(88,671)	(57)	(89,436)	(18,458)
Proceeds of borrowings and convertible loans	75,203	-	75,177	-
Repayments of borrowings	(51)	(670)	(103)	(2,342)
Interest and other finance cost paid (-) ¹	(753)	247	(1,332)	697
Proceeds / (Payments) in relation to Share Buyback	-	(321)	-	(4,232)
Increase in shareholders' equity from parent company shareholders	(6)	-	82,617	-
Principal elements of lease payments	(645)	(330)	(1,252)	(1,006)
Net cash from financing activities	73,747	(1,074)	155,108	(6,883)
Net increase (decrease) in cash and cash equivalents	(36,415)	28	44,827	(29,923)
Cash and cash equivalents at the beginning of the period	151,935	79,022	70,790	108,982
Effects of exchange rate changes on cash and cash equivalents	(17)	(1,200)	(114)	(1,209)
Cash and cash equivalents at the end of the period	115,503	77,850	115,503	77,850

Sequential decrease in cash position due to timing of first time consolidation of Interhome and payment of purchase price

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.

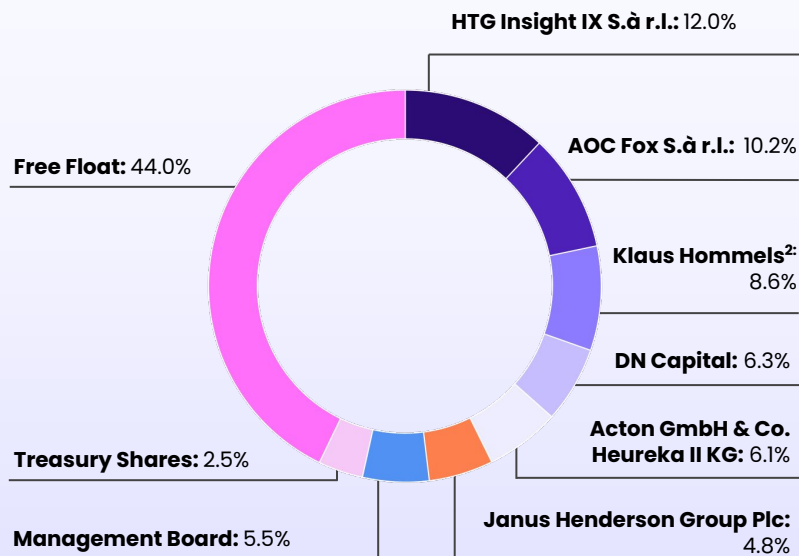
Free Cash Flow bridge

in €M, rounded	Q3/25	Q3/24	9M/25	9M/24
Adjusted EBITDA	43.0	35.9	22.0	16.8
Share-based compensation	(3.5)	(3.4)	(10.6)	(9.8)
One-off items	(1.5)	(3.8)	(4.9)	(5.2)
EBITDA	38.0	28.6	6.5	1.8
Depreciation and amortization	(4.7)	(2.3)	(13.2)	(7.7)
Income/ Loss from operations	33.3	26.3	(6.7)	5.9
Finance result, net	0.1	0.2	(1.7)	1.1
Income/ Loss before income Tax	33.4	26.6	(8.5)	(4.8)
Adjustments for				
Depreciation and amortization	4.9	2.3	13.8	7.7
Non-cash employee benefits expense - share-based payments	3.5	3.4	10.6	9.8
Other non-cash expenses/income	(3.8)	-	(3.8)	-
VSOP - Exercise tax settlement charge	-	-	-	(0.6)
VSOP - Cash paid to beneficiaries	-	-	-	<(0.1)
Finance result, net	(0.1)	(0.2)	1.7	(1.1)
Net exchange differences	0.1	<0.1	<0.1	(0.3)
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	(2.4)	(13.0)	(5.2)	(25.1)
(Increase) / Decrease in other financial assets	3.1	<(0.1)	3.5	(2.6)
(Increase) / Decrease in other assets	1.7	3.4	(0.1)	7.2
Increase / (Decrease) in trade and other payables	(20.2)	2.0	(19.0)	10.7
Increase / (Decrease) in other financial liabilities	(23.0)	(16.6)	0.3	7.7
Increase / (Decrease) in other liabilities	(19.3)	(5.3)	(11.3)	(9.1)
Other non-cash changes in receivables and liabilities	(0.9)	-	(0.9)	-
Increase / (Decrease) in provisions	(0.3)	0.1	0.2	(1.0)
Cash generated from operations	(23.3)	2.7	(18.7)	(1.7)
Income taxes (paid) / received	1.7	(1.5)	(2.1)	(2.9)
Net cash from operating activities	(21.6)	1.2	(20.8)	(4.6)
/ . Capital Expenditures	(2.9)	(2.1)	(8.6)	(6.7)
thereof payments for PPE	(0.2)	(0.1)	(0.6)	(0.3)
thereof payments for internally generated intangible assets	(2.6)	(2.0)	(8.0)	(6.4)
Free Cash Flow	(24.5)	(0.9)	(29.4)	(11.2)

Driven by payments to Interhome hosts after acquisition date following the peak summer holiday season

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 **173,641,858**
(169,058,525 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 2025 and beyond – Join us!

Date	Event
Nov 24–25, 2025	German Equity Forum, Frankfurt
Jan 14, 2026	Baader Swiss Equities Conference, Bad Ragaz
Jan 21, 2026	UniCredit / Kepler Cheuvreux German Corporate Conference, Frankfurt
Mar 16, 2026	FY 2025 & Q4 2025 Financial Results and Publication of Annual Report 2025

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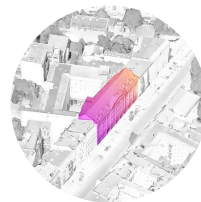
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Glossary

Core KPIs

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 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)

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.

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 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).

Onsite Share

Onsite Share is defined as the ratio of Booking Revenues from Bookings (Onsite) to Booking Revenues from the Marketplace segment that measures the penetration of our Partner base with our onsite booking product.

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 that have placed more than one lifetime booking on brands that operate on HomeToGo's vacation rental Marketplace technology.

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 subscription listing services for both homeowners and professional agencies. AMIVAC SAS (Paris, France) 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 Kurzurlaub 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.

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 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.