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Report of the Management Board

AGM 2022
HomeToGo SE

May 24th, 2022
Luxembourg



Welcome to our Annual General Meeting 2022



Steffen Schneider

Dr. Patrick Andrae

Wolfgang Heigl

Valentin Gruber

Dr. Patrick Andrae
Co-founder & CEO

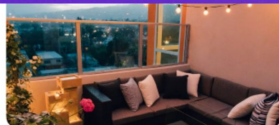
Wolfgang Heigl
Co-founder & CSO

Valentin Gruber
COO

Steffen Schneider
CFO



We have achieved strong Business Results in 2021



HomeToGo goes public!

Insight Partners
46,856 followers
1d · [Follow](#)

Congratulations to **HomeToGo**, a marketplace with the world's largest selection of vacation rentals, on going public!

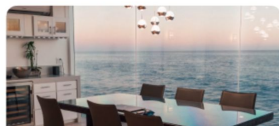
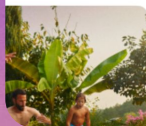
We've always known how incredibly impressive the HomeToGo team was -- Insight led the company's Series B, C and D rounds. While seeing them achieve this **#ScaleUp** milestone is no surprise to us, we couldn't be more thrilled for the team.

INSIGHT PARTNERS

“ We couldn't be prouder of the HomeToGo team for achieving this important milestone, which will help further their mission to **make the world's incredible vacation homes easily accessible to everyone**. We've seen tremendous changes in travel, including a focus on safety and working from anywhere. These trends will continue to drive demand for alternative accommodations.
 This Semmelbauer, Managing Director at Insight Partners

Congrats to HomeToGo on going public on the Frankfurt Stock Exchange!

SCALEUP MILESTONE



Handelsblatt
SPAC IN DEUTSCHLAND

Ferienhausplattform HomeToGo kann an der Frankfurter Börse starten

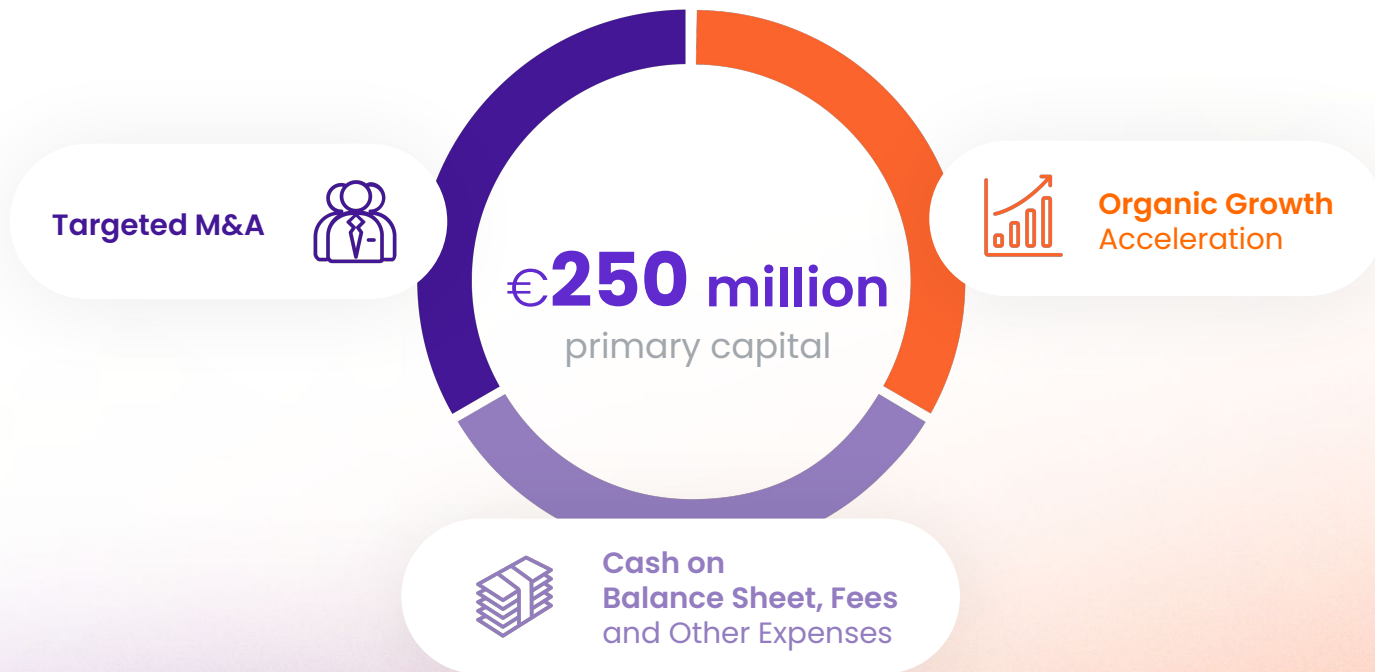
Die Aktionäre des Börsenmantels von Lakestar haben der Übernahme zugestimmt. Ein Drittel steigt aber vor der Fusion aus – ein relativ guter Wert.

FORTUNE
FINANCE · SPACS

Germany's answer to AirBnB hopes to spark a SPAC boom in Europe

BY CHRISTIANA BIECHER
September 22, 2021 4:02 PM GMT+2

Planned use of proceeds will further accelerate growth and allows us to invest through cycle





Our Vision:

**making incredible homes
easily accessible to everyone**



a new zeitgeist



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Alternative accommodation – a structural trend only further accelerated by Covid-19

Safety is a new dealbreaker

Own home wins over crowded hotel

Boom in (sustainable) domestic travel

as countries encourage citizens to holiday at home – the home turf of vacation rentals

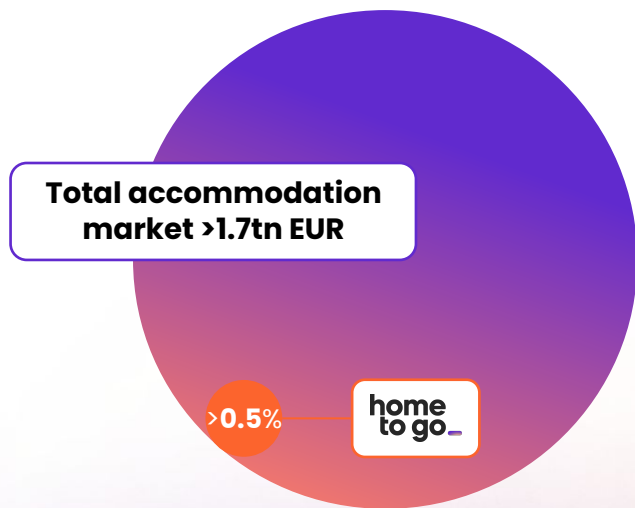
“Workation” as an emerging trend

Home office can be anywhere

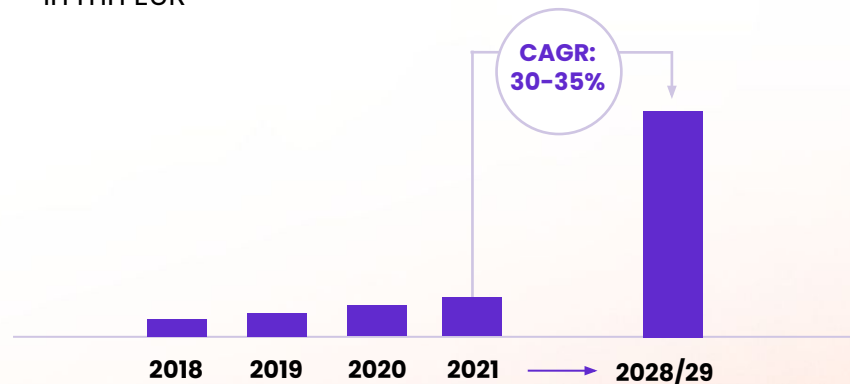
“Consumer demand for alternative accommodations (...) that doesn't go back”

Alternative Accommodation as the new zeitgeist: long-term growth opportunity ahead

We are targeting a huge market opportunity¹, ...
in tn EUR GBV



... aiming for 1bn EUR in Booking Revenues by 2028/29
in mn EUR



Grow multiple times faster than market in our core markets



Actively manage onsite business



Enable growth through targeted M&A

We are taking decisive and transformative steps to enable our future growth



1

Travelers

Creating an unparalleled experience to drive return demand



2

Supply

Growing our global footprint and scaling diversified supply through targeted M&A



3

Technology

Developing new solutions to enable growth for the entire alternative accommodation industry

Our Vision

Making incredible homes easily accessible to everyone

For travelers, we aim to become the go-to destination for vacation rentals

We provide travelers a desirable, **most comprehensive** and highly curated selection of vacation rentals paving the way **to become the go-to destination for vacation rentals.**



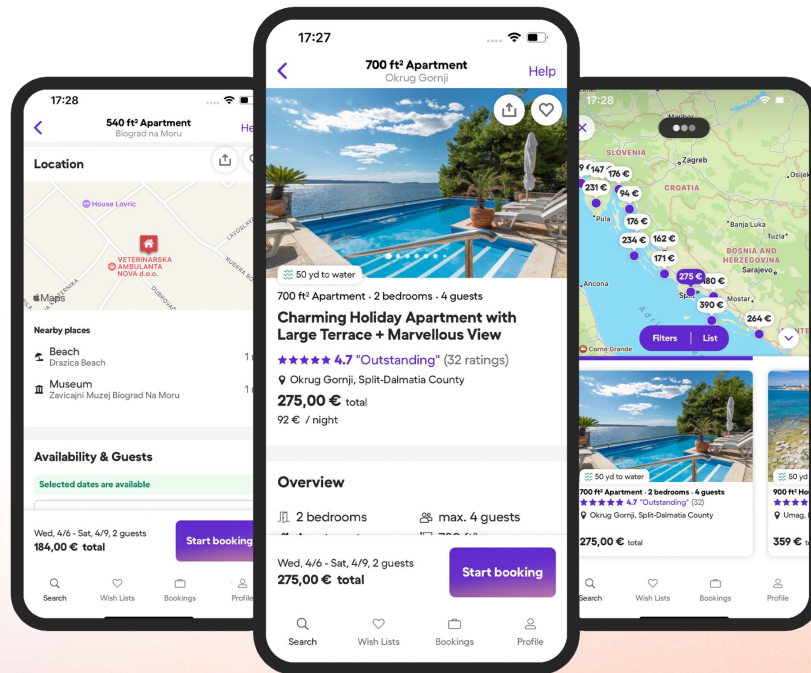
World's largest selection of vacation rentals



Highly curated through smart tools & machine learning



Trusted check-out & payments



Our partners increasingly opt for listing onsite, boosting our CPA onsite share

2

- 1 More active management of onsite¹ business
- 2 Constant enhancements of digital experience invites more partners to list their offers directly onsite
- 3 100% of the last 250 newly signed partners joined onsite³
- 4 100% retention of Top 50 onsite partners⁵

Average
Take Rate
of 13.9%⁴

Onsite Share
in % of Booking Revenues²

55% in Q1/22
(+29pp YoY)

1) Onsite Transaction: Onsite CPA transaction, where complete user journey (from discovers to booking to payment) happens on HomeToGo domains

2) Booking Revenues net of Subscription & Services

3) As of March 31, 2022

4) Contractually agreed take rate; as of March 31, 2022.

5) As of March 31, 2022

We are distinctly positioned to capitalize on this tremendous growth opportunity



Focus on **organic growth**, supported by targeted M&A



2021: A Successful Financial Performance

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2021 has been a tremendous success with record Booking Revenues in a challenging environment for travel and leisure businesses

GBV in EUR

1.4bn

+15% YoY +17% Yo2Y

Booking Revenues in EUR

124m

+51% YoY +55% Yo2Y

IFRS Revenues in EUR

95m

+43% YoY +36% Yo2Y

Adjusted EBITDA¹ in EUR

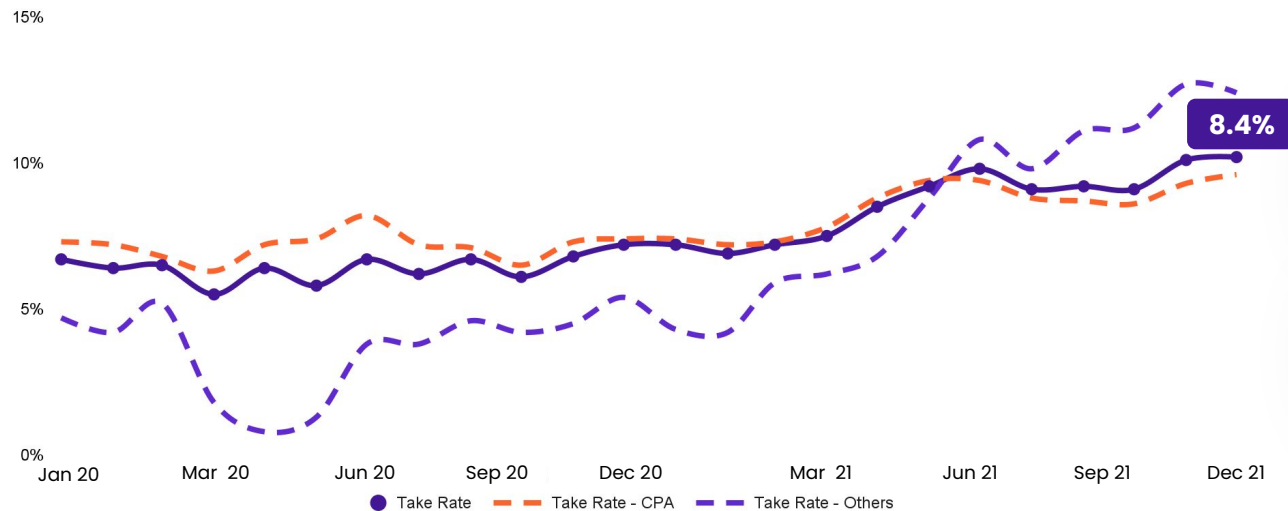
(21)m

-22.2% adj. EBITDA margin

1) Adjusted for expenses for share-based payment and non-operating one-off items

Take Rate driven by high share of onsite and CPC

Take Rate In %



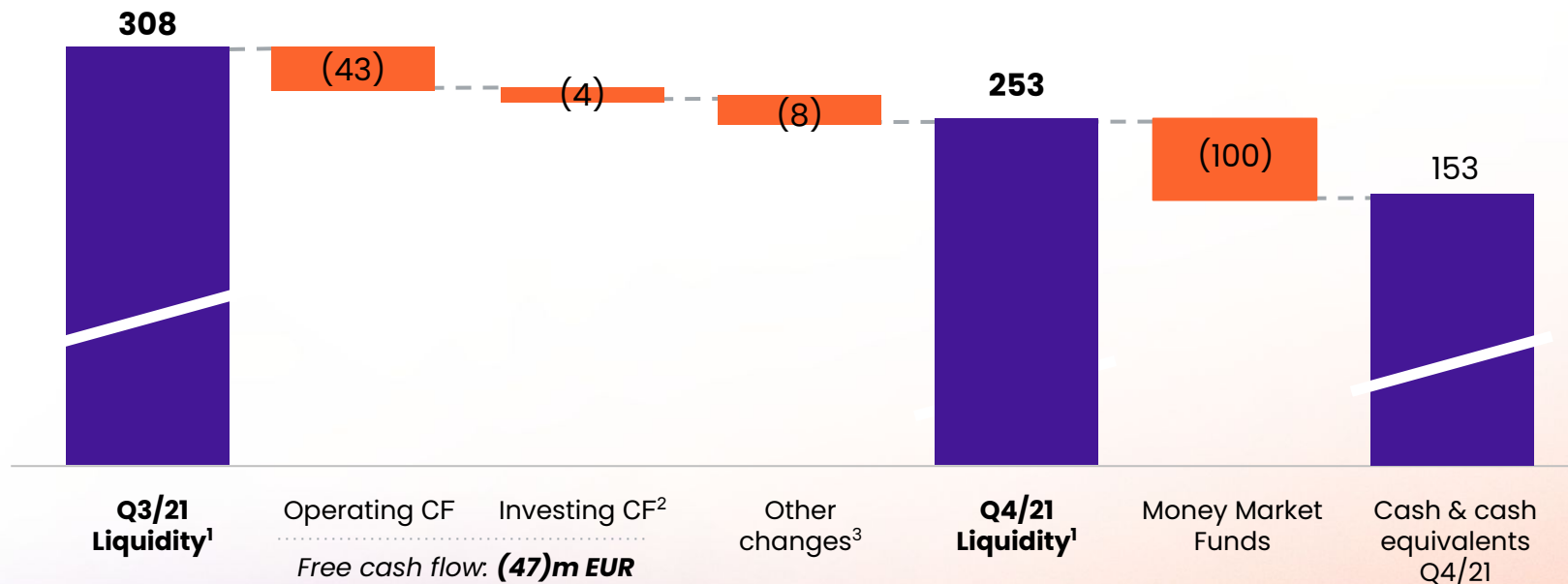
Overall Take Rate Guidance

2021A: >7.2%

2022E: > 8.0%

1) Take Rate is defined as Booking Revenues divided by Gross Booking Value (excl. Hotels, Feries, Escapada Rural & Smoobu)

Thanks to our strong cash position we are in a comfortable position to invest through-cycle



1) Both Q3/21 and Q4/21 liquidity include investments into highly liquid short-term deposits with maturity of more than 3 and less than 12 months of (100)m EUR, respectively.

2) Includes investments in fixed and intangible assets and payments for acquisitions (+€0m)

3) Includes financing cash flow (€5 m) and effect of exchange rate on cash and cash equivalents €1.2m.

2022 is off to a strong start with IFRS Revenues almost doubled YoY in Q1 and highest Booking Revenues on record

Onsite GBV:
2.5x YoY

GBV in EUR

458m

+6% YoY

Onsite
Booking Revenues
>2.8x YoY

Booking Revenues in EUR

43.4m

+39% YoY

Onsite
IFRS Revenues
>5x YoY

IFRS Revenues in EUR

18.9m

+98% YoY

Margin Improvement
+49pp YoY

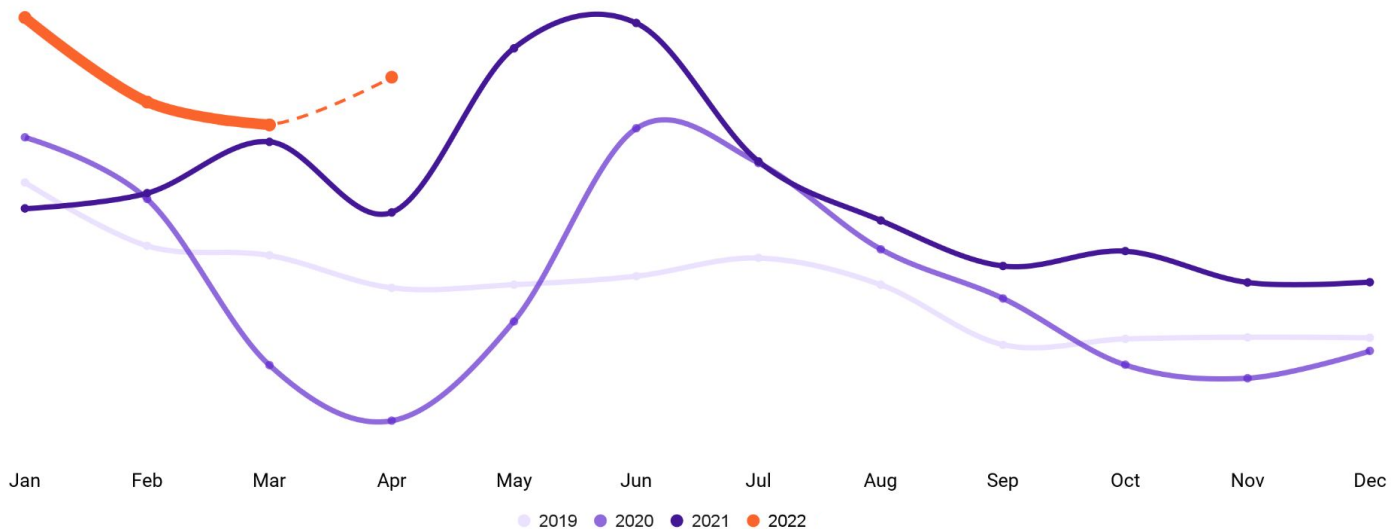
Adjusted EBITDA¹ in EUR

(22)m

(118.3)% adj. EBITDA margin

1) Adjusted for expenses for share-based payment and non-operating one-off items

Q2 started-off strongly amid a solid like-for-like growth in April





Outlook 2022

For 2022, we aim to continue to grow while investing in elevating our customer and partner experience

Old FY/22 Guidance (excl. e-domizil)

IFRS Revenues

+27% – +32%

120–125m EUR

Adjusted EBITDA¹

(20%) – (29%) margin

(25)–(35)m EUR

New FY/22 Guidance (incl. e-domizil)

IFRS Revenues

+40% – +50%

134–143m EUR

Adjusted EBITDA¹

(15%) – (24%) margin

(22)–(32)m EUR

1) Adjusted for expenses for share-based payments and one-off items for FY/22

Thank You

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

This Presentation contains unaudited financial information for HomeToGo, which may be subject to change.