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Annual General Meeting of Shareholders 2024

28 May 2024

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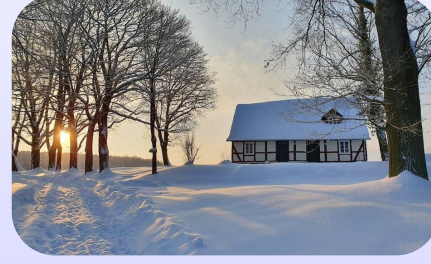
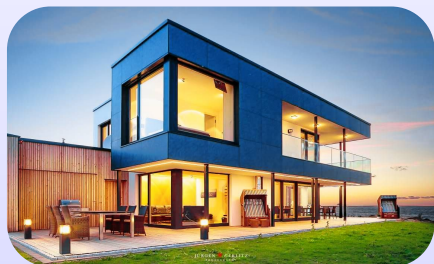
AGM 2024

Report of the Management Board

Dr. Patrick Andrae, CEO
Steffen Schneider, CFO



A decade of making incredible homes easily accessible to everyone!

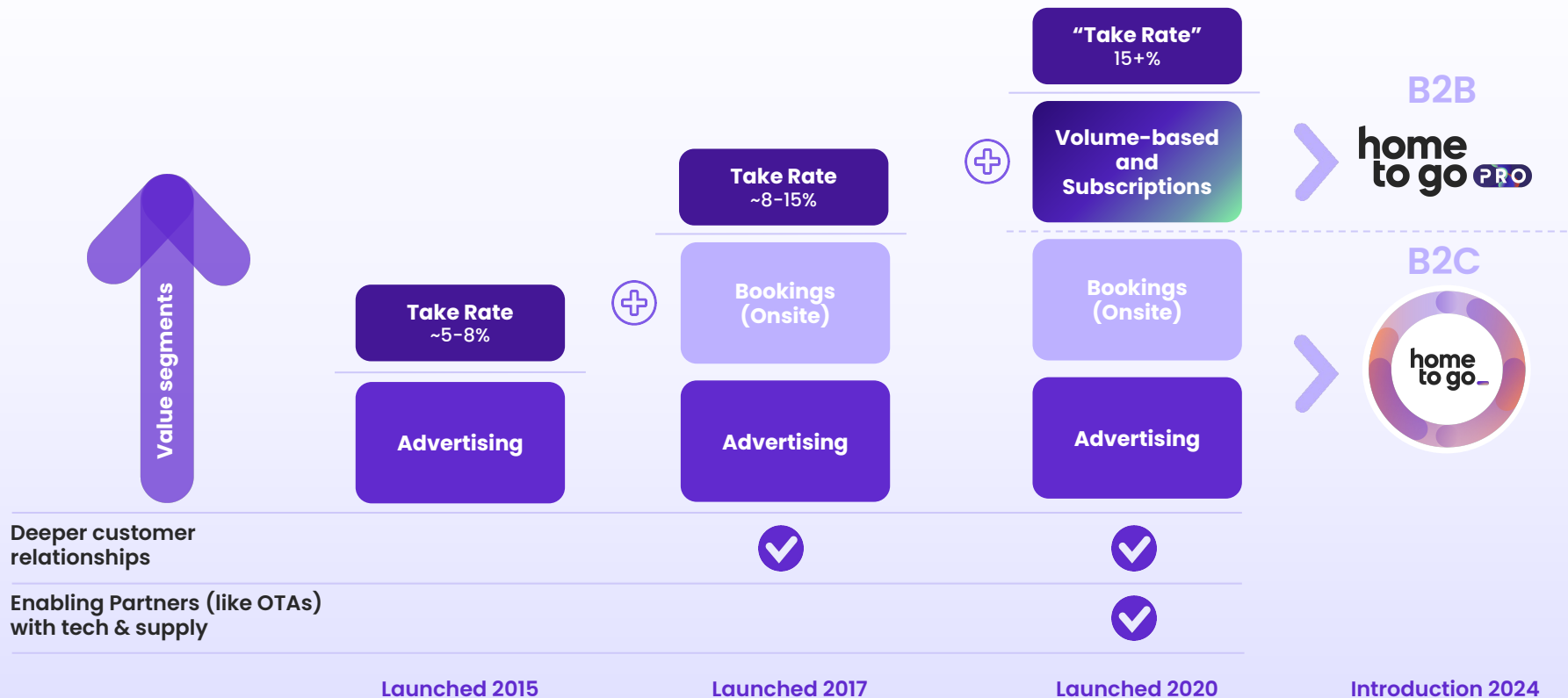


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Why HomeToGo?



Our journey so far



HomeToGo combines the traveler facing HomeToGo B2C Marketplace and the newly introduced B2B segment HomeToGo_PRO

B2C

Marketplace with largest selection of vacation rentals



Offers
15M+

IFRS Revenues Share
~70%

FY/23 GBV
€1,430M

casamundo

e-domizil

kurz-mal-weg.de
#1 für Kurzreisen

Kurzurlaub.de

tripping

WIMDU

B2B

Software & Service Solutions focusing on SaaS for the Supply side

home to go PRO

Preferred partner status from



Premier Connectivity Partner for

Booking.com

Paid Accounts
~60K

Inventory on HomeToGo_PRO
200K+

IFRS Revenues Share
~30%

FY/23 Enabled GBV¹
€2,055M

amivac

Agriturismo.it

atraveo
by e-domizil

EscapadaRural

SECRA

smoobu

We delivered strong achievements and business results in 2023



We delivered on what we promised during our IPO in 2021

#1 Reaching Adjusted EBITDA break-even in 2023

Adj. EBITDA margin

(22.2)%

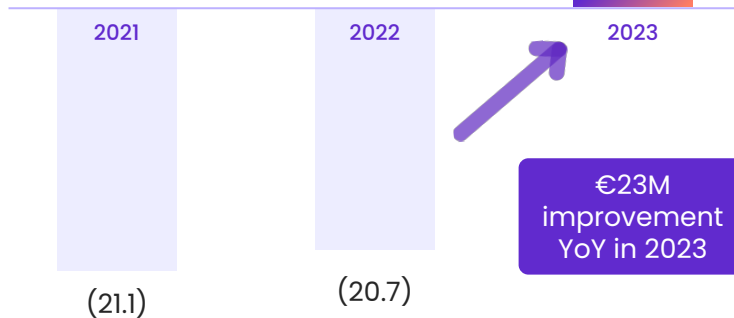
(14.1)%

1.1%



in €M

1.8



#2 Expanding Subscriptions & Services business to >20% of total Group's IFRS Revenues until 2023

9.3%

16.1%

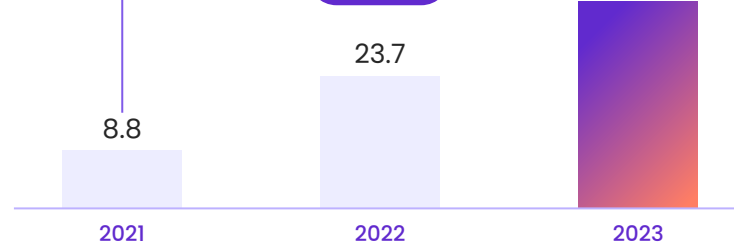
21.7%



in €M

~100% CAGR

35.1



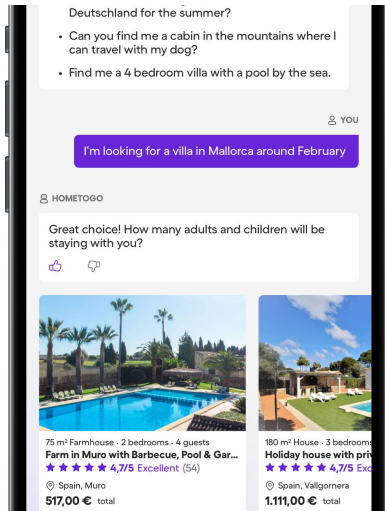
smoobu (SECRA) amivac Agriturismo.it EscapadaRural

2023 was another year of outstanding operational accomplishments

First AI product in the Vacation Rental space

1

Launching our HomeToGo AI Mode



2

Signing largest majority acquisitions in our history

Kurzurlaub.de

kurz-mal-weg.de
#1 für Kurzreisen



3

Achieving an industry-leading ESG Rating

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16.0 Low risk

Top ranking vs. other travel players

Top 14%
 in the "Global Universe"

Top 10%
 in the "Software & Services" Industry

Top 4%
 in the "Internet and Software Services" subindustry

Booking.com
 19.2

AirBnB
 22.8

Expedia
 22.4

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HomeToGo Marketplace



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

HomeToGo offers an unparalleled and highly curated selection of vacation rentals and great customer experience



World's largest selection of vacation rentals



Highly curated through smart tools & machine learning






Trusted checkout & payments

HomeToGo is top-ranked in the industry

Handelsblatt

The best travel portals in Germany for vacation rentals

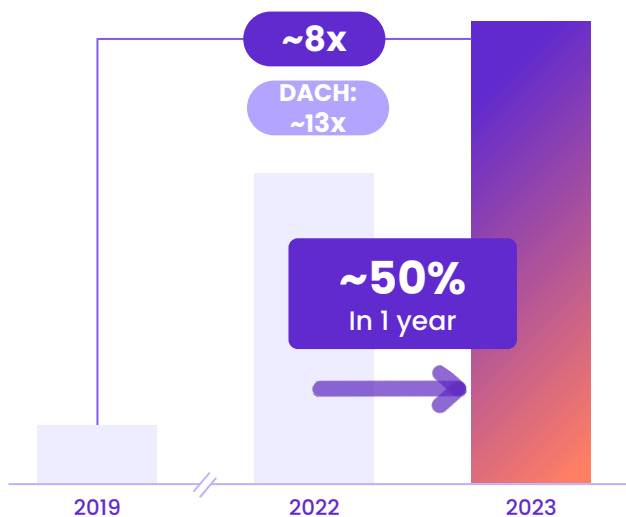
Rang	Anbieter	Punkte	Note
1	Airbnb	94,7	Bester
2	Hometogo.de 	91,8	Top
3	Ferienhausmiete.de	91,7	Top
4	E-Domizil 	91,5	Top
5	Casamundo.de 	91,1	Top
6	Tourist-online.de	88,5	Sehr gut
7	Bestfewo.de	88,2	Sehr gut
8	Fewo-direkt.de	88,0	Sehr gut
9	Interhome.de	87,8	Sehr gut
10	Interchalet.de	85,6	Sehr gut

Newsweek



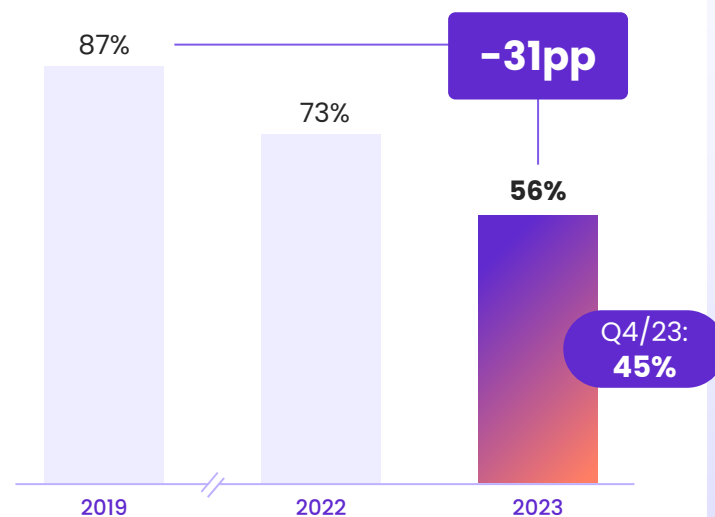
Rapid growth of repeat demand and improvement in marketing efficiency as key success factors for profitability uplift

Growth of Booking Revenues from Repeat Customers¹



Clear focus on marketing efficiency²

Marketing cost / Booking Revenues²



¹ Booking Revenues from repeat customers include all Booking Revenues from existing customers (>= 1 lifetime booking on one of our brands).

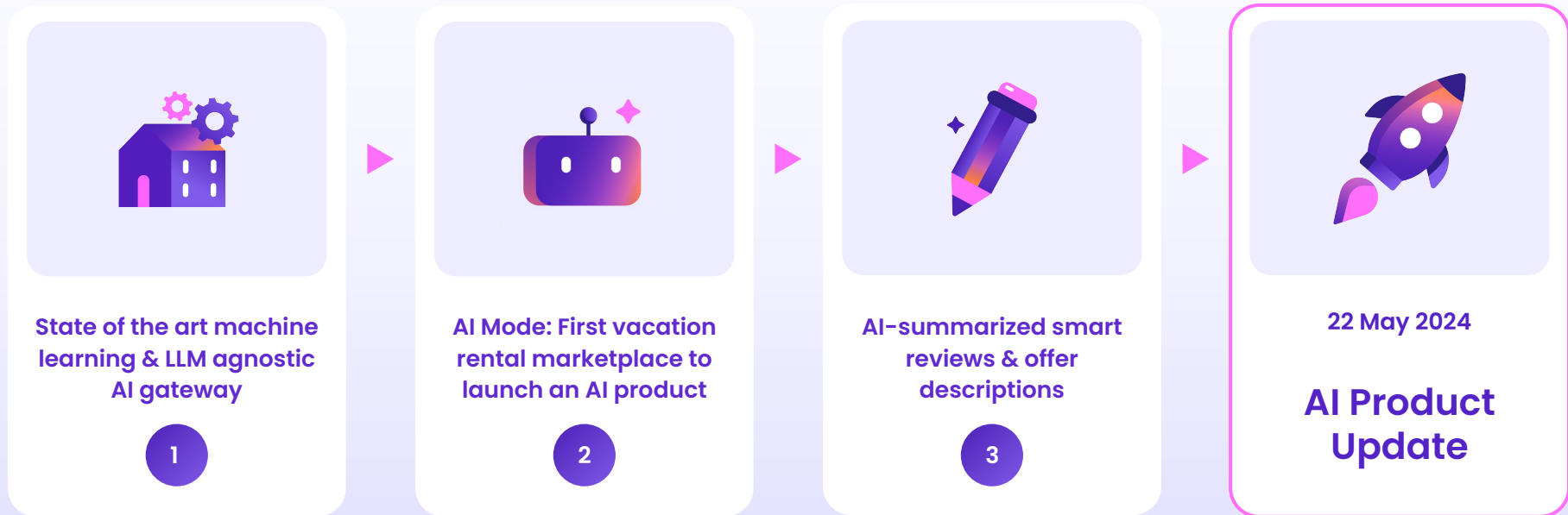
² Marketing and sales costs adjusted for expenses for share-based compensation, depreciation and amortization, and one-off items in relation to Booking Revenues.

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AI @ HomeToGo



We are proud to be leading AI innovation in the vacation rental industry



Introducing HomeToGo's latest AI advancements



Our vision for the vacation rental industry's first end-to-end travel journey AI companion: **Super AI Sunny**



We revealed our **first beta version of AI Sunny**, an upgrade to our support chatbot, Sunny



Our collaboration with **Google Cloud's Vertex AI** to turn into an AI-powered marketplace



Our **new product upgrades** with complementary brands for holistic travel planning



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HomeToGo_PRO, our new home for our B2B Software & Service Solutions



Consists of Software & Service Solutions for the whole travel market



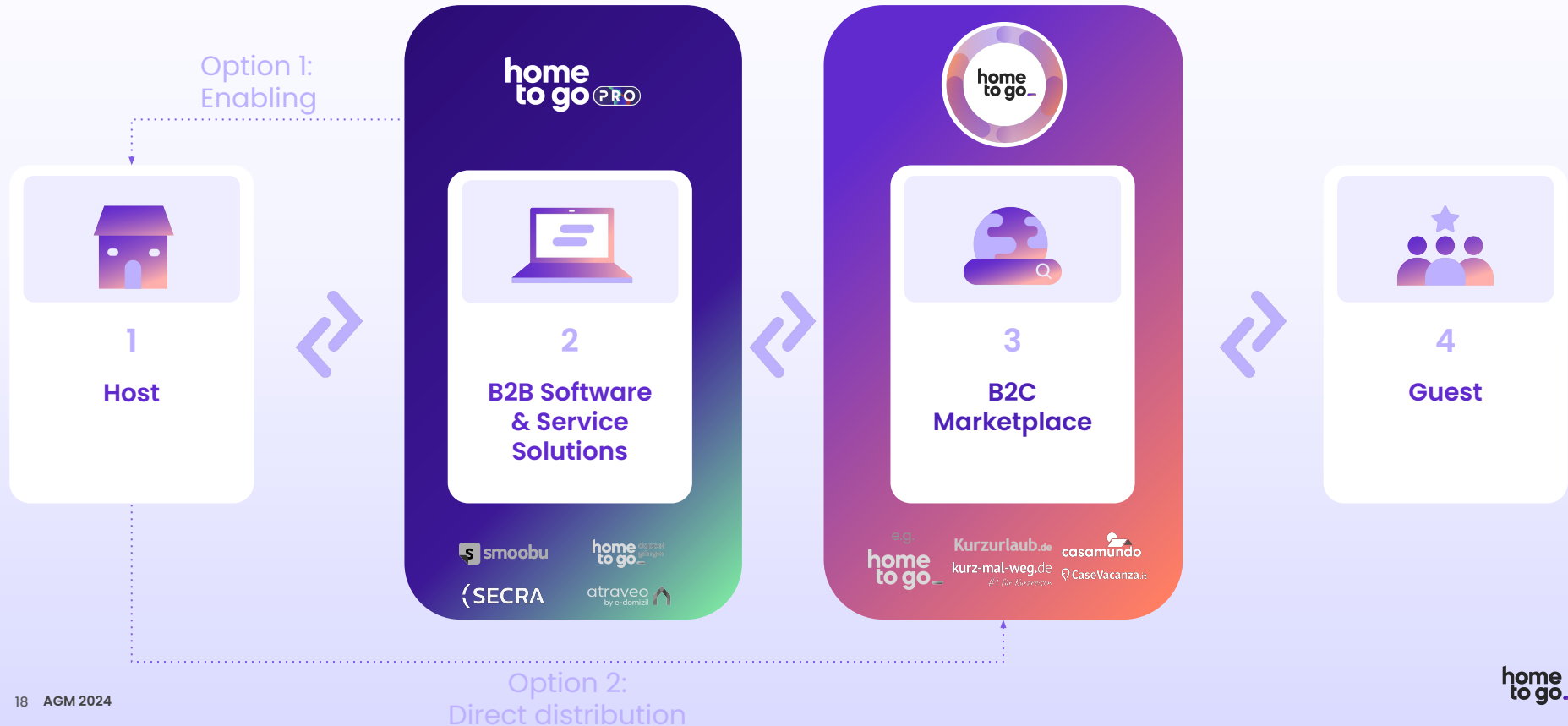
Special focus on SaaS for the supply-side of vacation rentals



Incl. HomeToGo Doppelgänger used by companies like



HomeToGo serves the needs of both the supply and demand side along the value chain

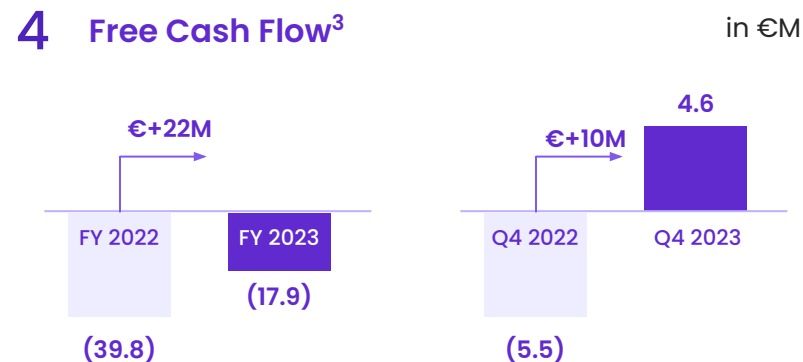
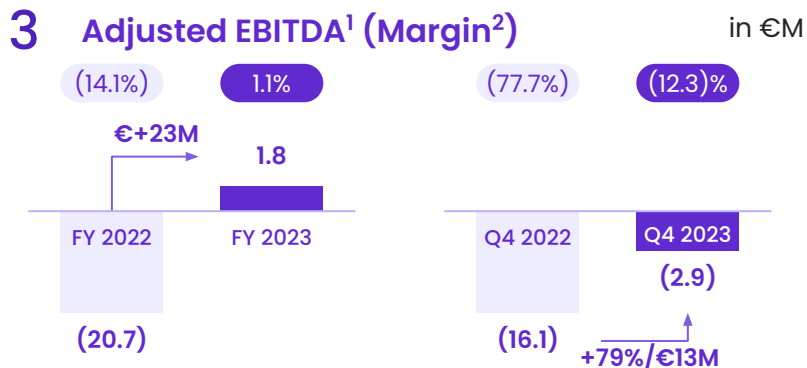
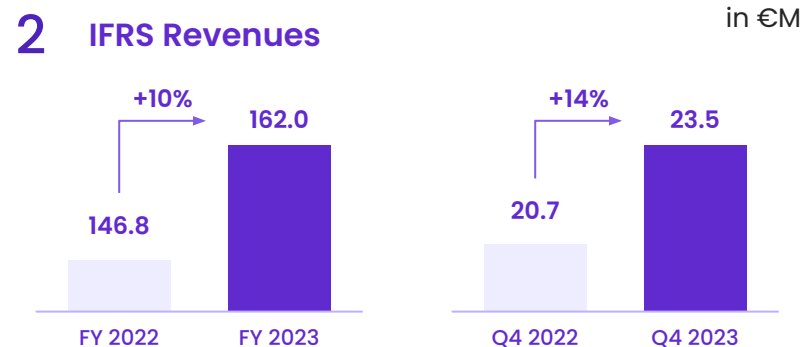
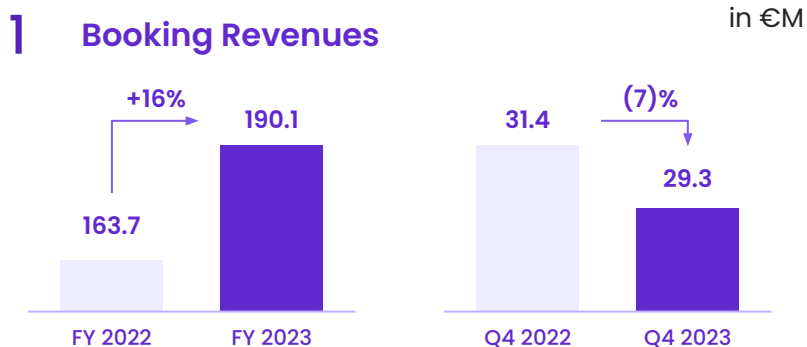


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2023: A Successful Financial Performance



In FY 2023 we significantly improved profitability leading to strong cash conversion

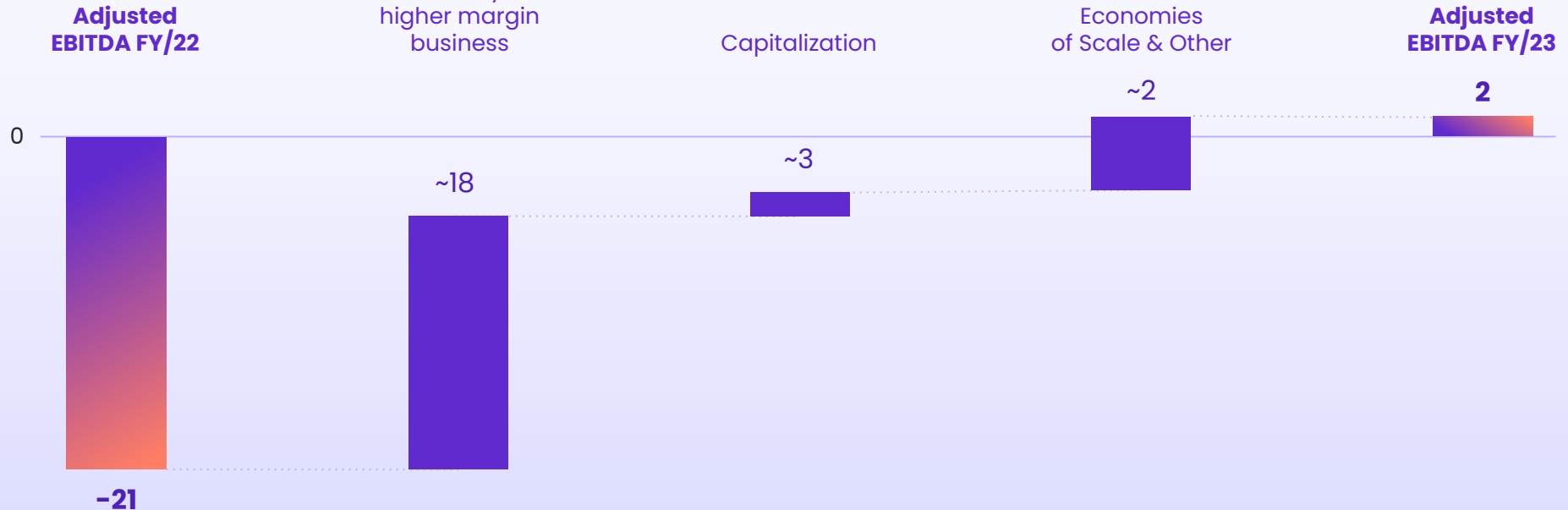


¹ Adjusted for expenses for share-based compensation, depreciation and amortization and one-off items. ² Margin in % of IFRS Revenues.
³ Free Cash Flow is defined as net cash used in operating activities added by net interest result and deducted by capital expenditures (net tangible and intangible investments); please see slide 33 for a complete FCF bridge

1 priority in FY/23 achieved: Reaching Adjusted EBITDA break-even

Improving Adjusted EBITDA by ~€23M in one year

In €M



Decent share price performance in 2023 in line with overall German market...

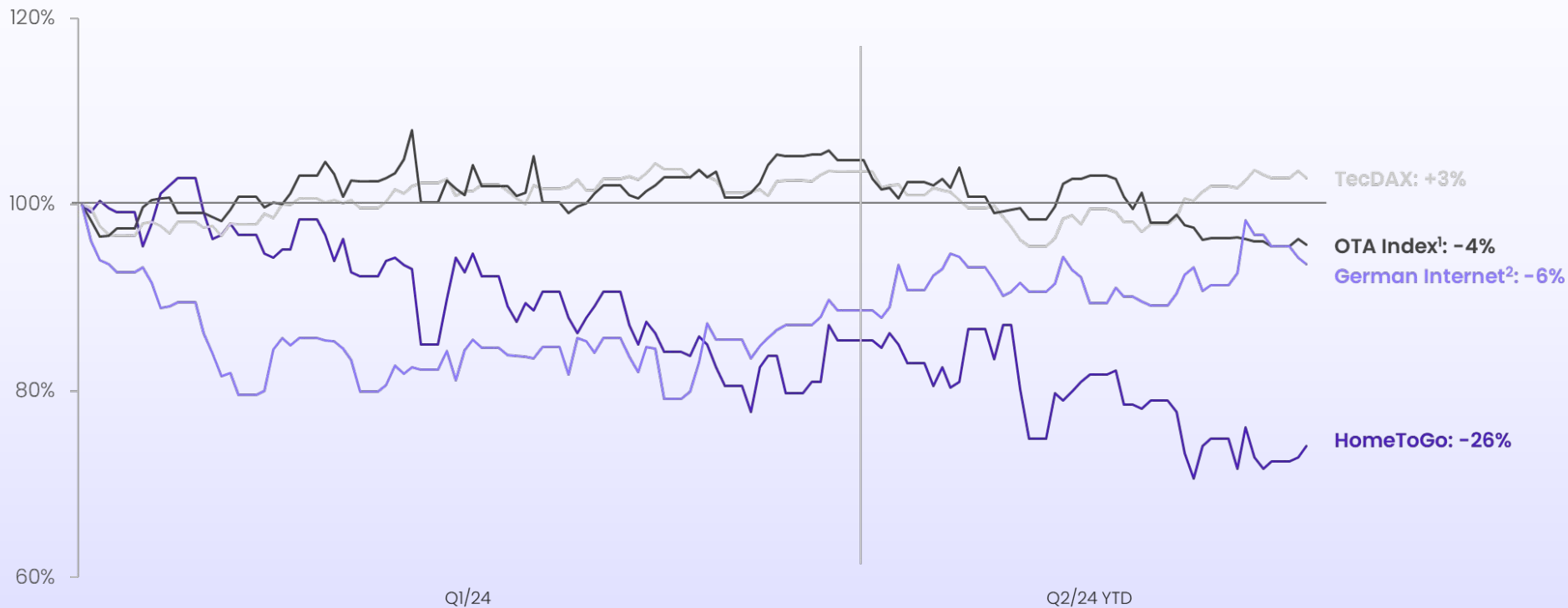


Source: Nasdaq IR Insight as of 21 May 2024.

¹ Average price return of Airbnb, Inc., Booking Holdings, Inc., and Expedia Group, Inc.

² Average price return of About You Holding SE, AUTO1 Group SE, Delivery Hero SE, HelloFresh SE, Westwing Group SE, and Zalando SE.

...but disappointing stock price development in 2024 so far



Source: Nasdaq IR Insight as of 21 May 2024.

¹ Average price return of Airbnb, Inc., Booking Holdings, Inc., and Expedia Group, Inc.

² Average price return of About You Holding SE, AUTO1 Group SE, Delivery Hero SE, HelloFresh SE, Westwing Group SE, and Zalando SE.

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Q1 and Outlook 2024

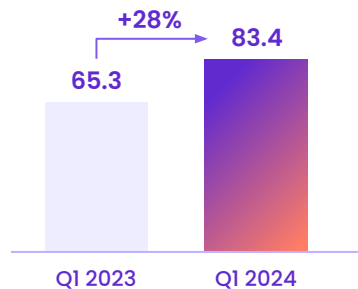


Strong top line growth alongside margin improvement

1

Booking Revenues

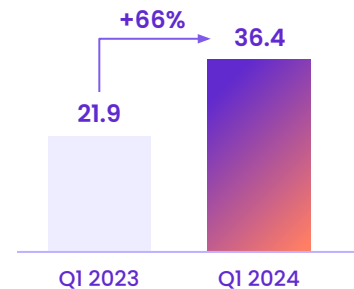
in €M



2

IFRS Revenues

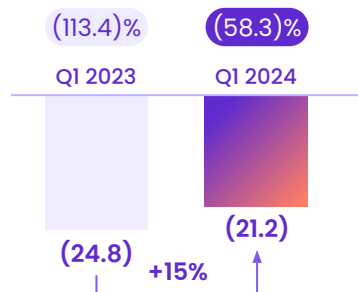
in €M



3

Adjusted EBITDA¹ (Margin²)

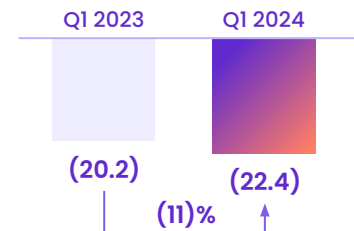
in €M



4

Free Cash Flow³

in €M

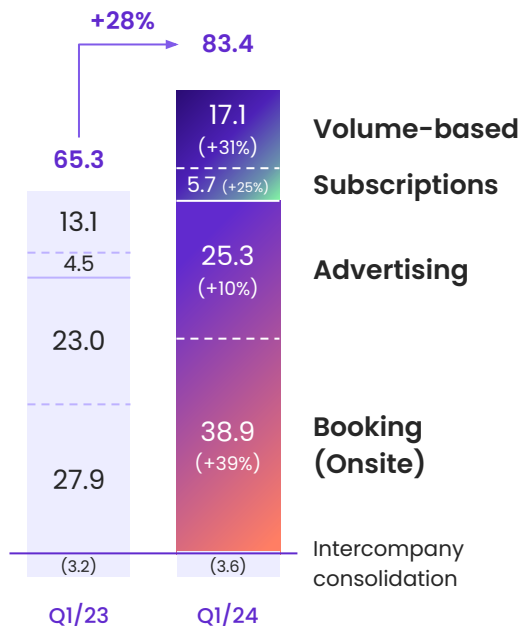


1 Net income (loss) before income taxes, finance income/finance expenses, depreciation and amortization adjusted for expenses for share-based compensation and one-off items.

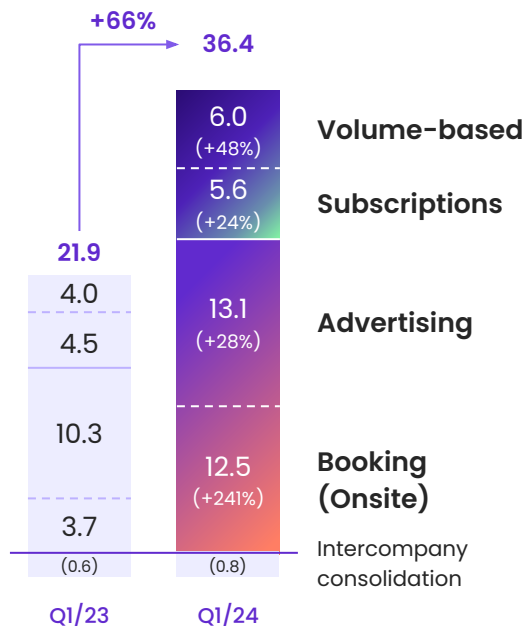
2 Margin in % of IFRS Revenues. 3 Free Cash Flow is defined as net cash used in operating activities added by net interest result and deducted by capital expenditures (net tangible and intangible investments); please see slide 29 for a complete FCF bridge

HomeToGo_PRO swings into Adjusted EBITDA profitability

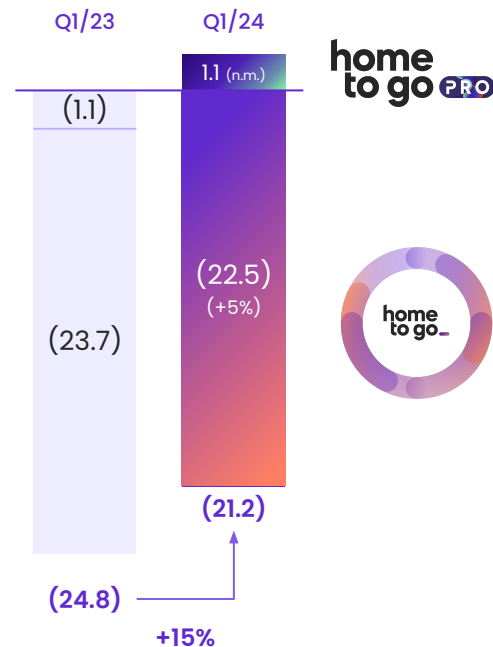
1 Booking Revenues in €M



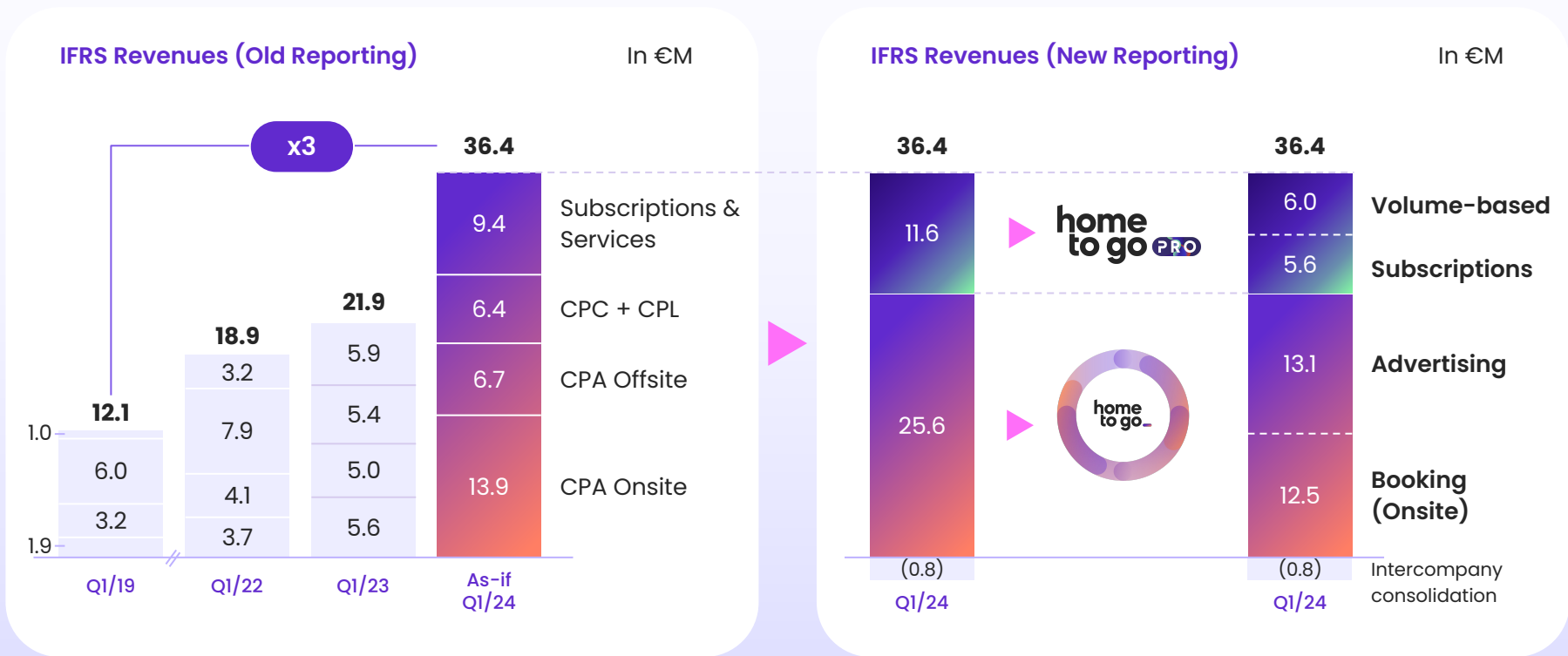
2 IFRS Revenues in €M



3 Adjusted EBITDA in €M

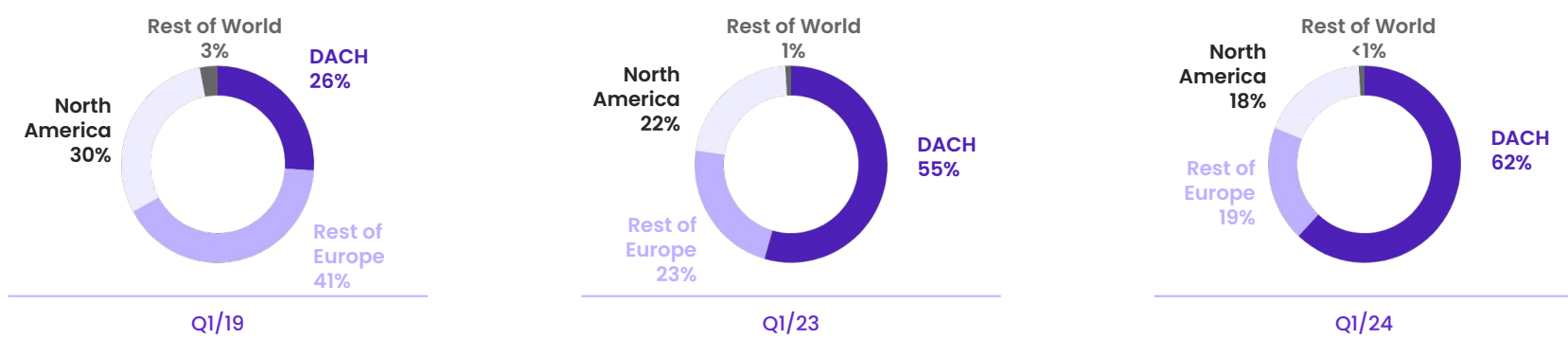


Q1/24 results: A view on the old vs. new segment reporting

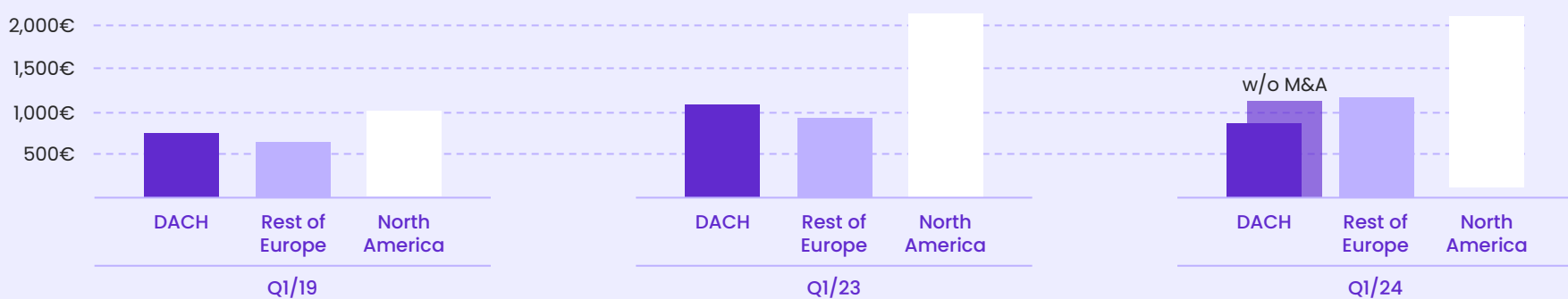


Acquisition-related shift in regional Booking Revenues share and Basket Size

Regional Booking Revenues Share

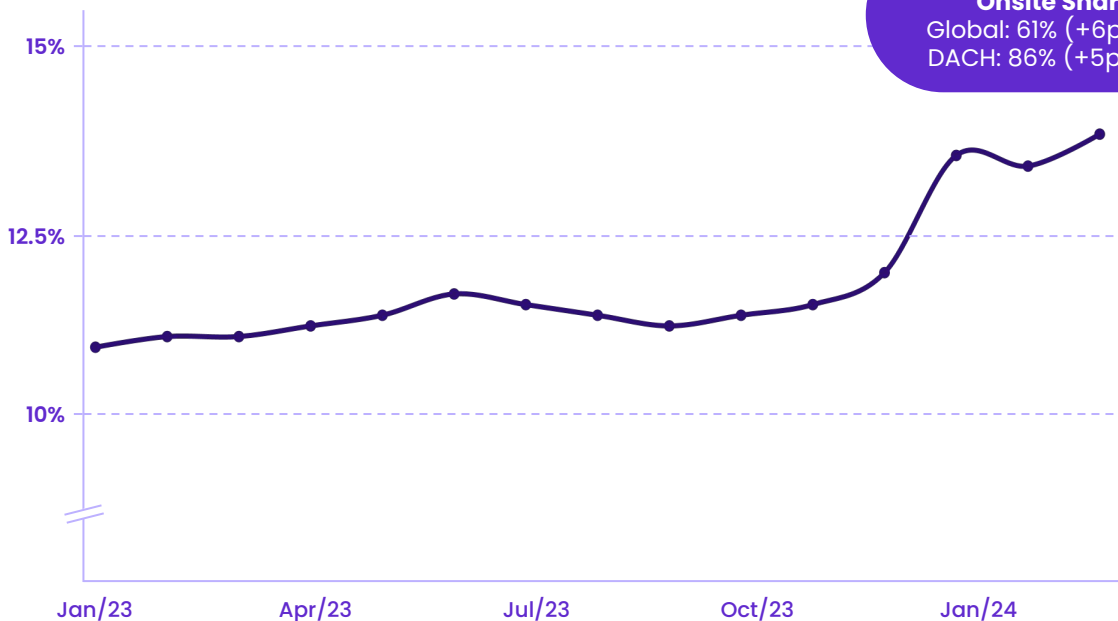


Indicative Basket Size evolution



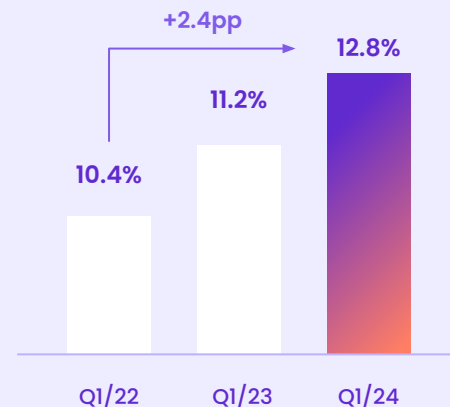
Continuous improvement of our Onsite Take Rate and Onsite Share in the HomeToGo Marketplace

Development of Onsite Take Rate¹



Q1/24 Booking Revenues Onsite Share²:
 Global: 61% (+6pp YoY)
 DACH: 86% (+5pp YoY)

Increasing Onsite Take Rate¹

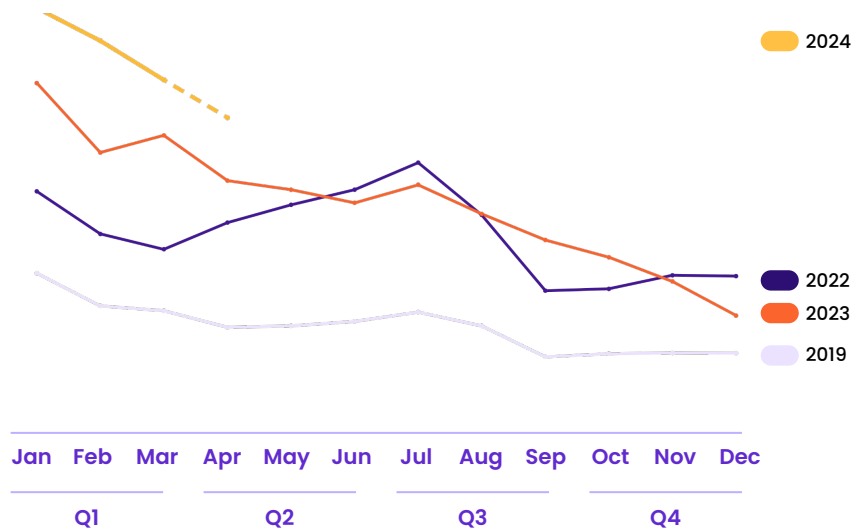


¹ Onsite Take Rate is the margin realized on the gross booking amount on the Marketplace and is defined as Booking Revenues from Booking (Onsite) divided by GBV from Booking (Onsite).
² Onsite Share is defined as the ratio of Booking Revenues from Bookings (Onsite) to Booking Revenues from the Marketplace segment that measures the penetration of our Partner base with our Onsite booking product.

Booking Revenues significantly above previous years

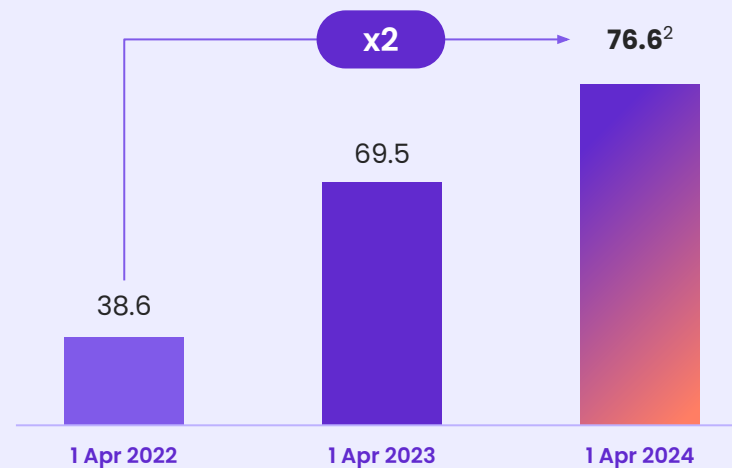
Favorable start into the year

Indicative monthly Booking Revenues



Building the foundation for accelerated growth in 2024

Booking Revenues Backlog¹, in €M

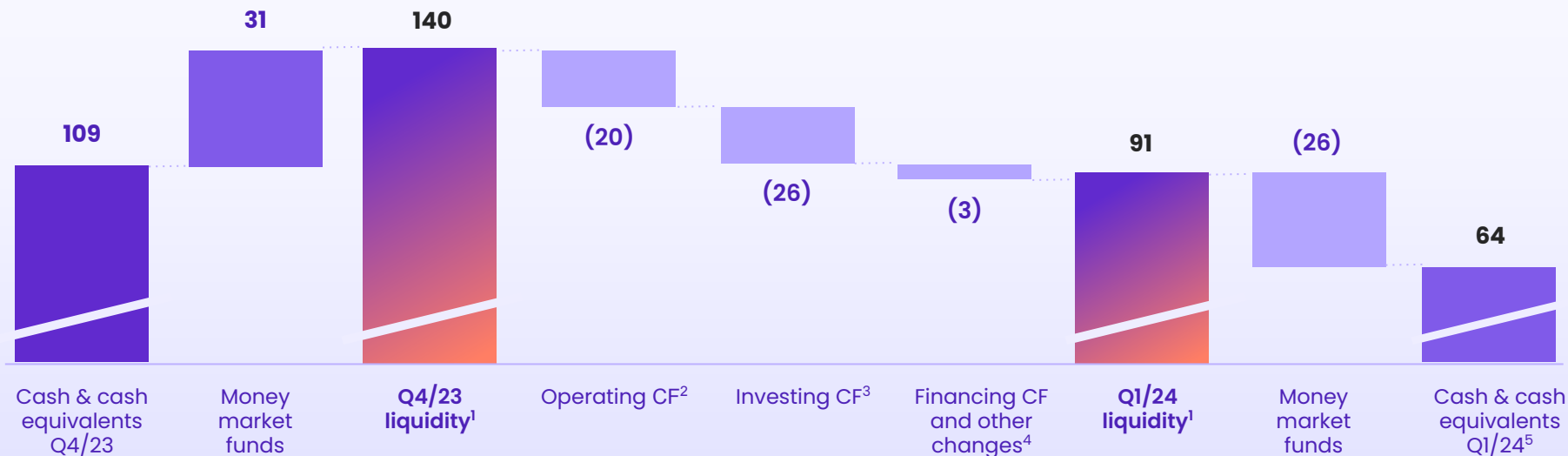


¹ Booking Revenues Backlog comprises Booking Revenues before cancellation generated in the reporting period or prior with IFRS Revenues recognition based on check-in date after the reporting period.

² The backlog figure is as of 31 March 2024

Expected decrease in cash position in Q1/24 mainly due to payment for acquisitions of subsidiaries as well as seasonality building up backlog

in €M



¹ Both Q4/23 and Q1/24 liquidity include investments into other highly liquid short-term financial assets, i.e. money market funds and traveler advance payments. The latter represent an amount of €17.7M (31 Dec 2023: €3.9M)

² Operating cash flow includes inflows in the amount of €5.5M (Q1/23: €4.2M) for traveler advance payments collected as part of payment services for hosts.

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

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

⁵ Q1/24 cash & cash equivalents include cash of €0.3M that is restricted due to statutory requirements.

Development of HomeToGo Buyback program

	# of shares acquired	Purchased volume	Weighted average price
Ongoing stock exchange based buyback program ¹	615,634	€1,366,108.47	€2.19
Public share tender offer	1,249,991	€2,499,982.00	€2.00
Total	1,913,096	€3,952,893,46 Of €10M in total	€2.07

Guidance for 2024 Confirmed: Accelerated growth at improved profitability

1

Booking
Revenues

€>250M

>30% YoY

2

IFRS
Revenues

€>220M

>35% YoY

3

Adjusted
EBITDA¹

€>10M

>400% YoY

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Auditor Reports



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Q&A



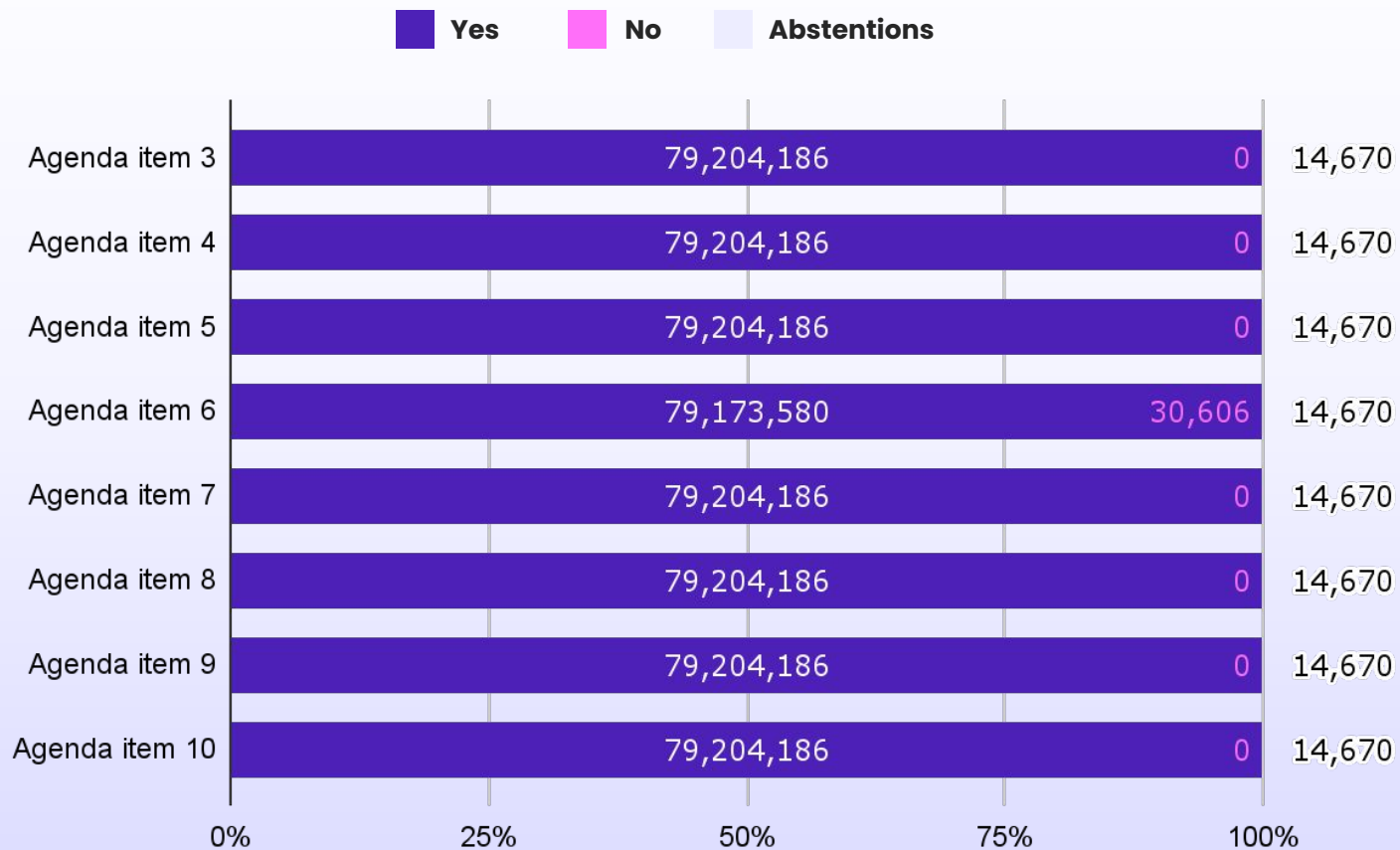
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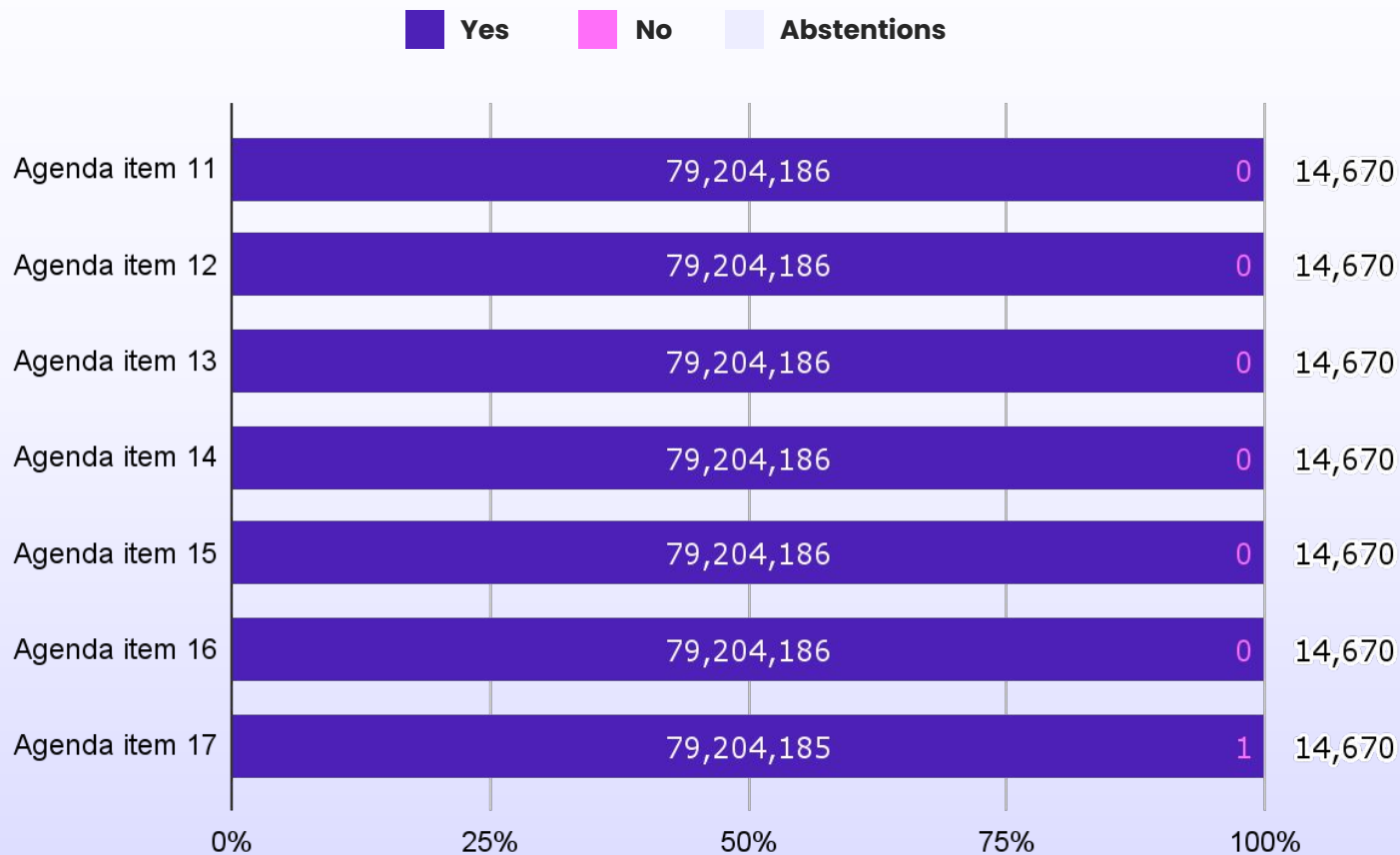
Voting Results



Voting results: Approval rates



Voting results: Approval rates



A wide-angle photograph of a lavender field at sunset. The field is filled with rows of purple lavender plants, stretching towards a flat horizon. In the distance, a small, simple house with a gabled roof and a tall, thin cypress tree stand on the horizon line. The sky is a mix of soft pinks, oranges, and blues, with wispy clouds and a few white contrails. The overall mood is peaceful and nostalgic.

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

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