

HomeToGo FY/2024 Factsheet

Group highlights:

- Strong growth in **Booking Revenues** to €259.7M in 2024 (36.6% YoY and 226% Yo5Y), surpassing the already upgraded FY/24 guidance of >€255M. The Booking Revenues Backlog¹ grew to a record year-end value of €46.9M, laying a solid foundation and positive momentum that continued into 2025.
- **IFRS Revenues** grew substantially to €212.3M in FY/24 (31.0% YoY and 205% Yo5Y).
- **Adjusted EBITDA** increased more than sevenfold to €12.8M for FY/24, with an exceptional 615.7% YoY increase. The Adjusted EBITDA margin improved to 6.0% (+4.9pp YoY), driven by ongoing margin expansion across both the Marketplace and HomeToGo_PRO segments, greater economies of scale, continued growth in Repeat Booking Revenues (32.9% YoY) as well as further improved marketing efficiency, with the marketing and sales cost ratio² improving by 4.1pp YoY (62.2% vs. 66.2% in FY/23).

Business segment highlights:

- **The Marketplace segment**, HomeToGo's AI-powered B2C platform offering the world's largest selection of vacation rentals, grew its Booking Revenues by 35.6% YoY to €189.8M in FY/24. IFRS Revenues increased by 34.3% YoY to €151.3M, fueled by exceptional growth in its Booking (Onsite) business of 66.8% YoY. The Advertising business recorded a 5.0% YoY increase in IFRS Revenues, reflecting HomeToGo's strategic focus on higher-margin revenue streams. Additionally, the Onsite Take Rate for FY/24 rose to 12.7% (+1.6pp YoY). Adjusted EBITDA for the HomeToGo Marketplace improved significantly, reaching €2.9M vs. €0.1M in FY/23.
- **The HomeToGo_PRO segment**, encompassing B2B Software & Service Solutions for the entire travel market with a special focus on SaaS for the supply side of vacation rentals, reported a 36.2% increase in Booking Revenues to €79.2M for FY/24. IFRS Revenues rose 24.8% YoY to €70.0M, contributing 33% of the total Group's IFRS Revenues. Both the Subscription and Volume-based business achieved similar growth, with the corresponding IFRS Revenues increasing 24.9% YoY and 24.8% YoY, respectively. Adjusted EBITDA for the HomeToGo_PRO segment surged nearly sixfold (496.2% YoY) to €9.9M in FY/24.

Cash development:

- **HomeToGo maintained a solid cash position** of €82.7M at year-end 2024, reflecting a slight decrease of €7.1M vs. end of Q3/24, primarily due to earnout payments, purchase price adjustments, and higher income tax payments.
- **Free Cash Flow substantially improved** by 42.3% YoY, totaling €(10.3)M in 2024, primarily driven by improved cash flows from operating activities. In Q4/24, HomeToGo again reached a positive Free Cash Flow in a fourth quarter of €0.9M, reinforcing the progress towards sustainable profitability.

¹ Booking Revenues Backlog for 31 December 2024 amounting to €46.9M 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 Adjusted for expenses for share-based compensation, depreciation, amortization and one-off items in relation to IFRS Revenues.

KPIs	Q4/2024	Q4/2023	y/y change	2024	2023	y/y change
HomeToGo Group						
Booking Revenues*	49,873	29,263	70.4 %	259,707	190,096	36.6 %
Intercompany Consolidation*	(1,691)	(1,267)	33.4 %	(9,221)	(7,955)	15.9 %
IFRS Revenues	34,716	23,904	45.2 %	212,278	162,033	31.0 %
Intercompany Consolidation	(708)	(678)	4.4 %	(8,997)	(6,672)	34.8 %
Adjusted EBITDA*	-3,996	-2,896	(38.0) %	12,821	1,791	615.7 %
Adjusted one-off items*	5,388	1,945	177.1 %	10,604	4,681	126.5 %
Adjusted EBITDA margin*	(11.5)%	(12.1)%	+0.6 pp	6.0 %	1.1 %	+4.9 pp
GBV*	401,147	238,339	68.3 %	2,135,695	1,683,741	26.8 %
Bookings (#)*	341,093	211,318	61.4 %	1,805,411	1,186,608	52.1 %
Intercompany Consolidation	(12,707)	(10,978)	15.7 %	(79,890)	(74,407)	7.4 %
Net profit/(loss)	(20,938)	(9,561)	119.0 %	(28,080)	(28,281)	(0.7) %
Free Cash Flow (FCF)	942	4,620	(79.6) %	(10,283)	(17,900)	42.6 %
Equity (EUR thousands) ^{3,4}				234,371	250,121	(6.3) %
Equity ratio				61.6 %	77.2 %	(15.7)pp
Cash and cash equivalents-other highly liquid short-term financial assets (EUR thousands) ^{5,6}				82,680	140,277	(41.1) %
Employees (end of period) ^{7,8}				795	664	19.7 %
HomeToGo Marketplace						
Gross Booking Value*	301,355	190,406	58.3 %	1,726,459	1,430,265	20.7 %
Booking Revenues*	32,644	17,529	86.2 %	189,756	139,941	35.6 %
Booking (Onsite)*	21,782	8,352	160.8 %	116,112	69,893	66.1 %
Advertising*	10,862	9,177	18.4 %	73,644	70,048	5.1 %
IFRS Revenues	23,078	13,830	66.9 %	151,274	112,632	34.3 %
Booking (Onsite)	14,332	5,456	162.7 %	89,054	53,399	66.8 %
Advertising	8,746	8,374	4.4 %	62,219	59,233	5.0 %
Adjusted EBITDA*	(3,308)	(554)	(497.1) %	2,933	132	2116.3 %
Adjusted EBITDA margin*	(14.3)%	(4.0)%	(10.3pp)	1.9 %	0.1 %	+1.8 pp
Onsite Take Rate*	12.5 %	9.8 %	+2.8 pp	12.7 %	11.2 %	+1.6 pp
Booking Revenues Backlog**	46,820	37,532	24.7 %			
Bookings	261,716	177,687	47.3 %	1,475,279	1,009,630	46.1 %
Booking (Onsite)*	209,476	76,560	173.6 %	1,053,793	606,471	73.8 %
Advertising*	52,240	101,127	(48.3) %	421,486	403,159	4.5 %
Cancellation Rate*	15.2 %	11.3 %	(4.0pp)	17.3 %	16.9 %	(0.3pp)

³ As of December 31, 2024 and December 31, 2023 respectively

⁴ As of December 31, 2024 and December 31, 2023 respectively

⁵ Includes restricted cash and cash equivalents of EUR 2.4 million as of December 31, 2024 (comparative period : EUR 0.5 million)

⁶ Includes restricted cash and cash equivalents of EUR 2.4 million as of December 31, 2024 (comparative period : EUR 0.5 million)

⁷ As of December 31, 2024 and December 31, 2023 respectively

⁸ As of December 31, 2024 and December 31, 2023 respectively

HomeToGo_PRO	Q4/2024	Q4/2023	y/y change	2024	2023	y/y change
Enabled Gross Booking Value	599	435	37.8 %	2,626	2,030	29.4 %
Booking Revenues*	18,920	13,001	45.5 %	79,171	58,109	36.2 %
Subscriptions*	5,462	5,700	(4.2) %	22,178	20,557	7.9 %
Volume-based*	13,458	7,301	84.3 %	56,994	37,552	51.8 %
IFRS Revenues	12,345	10,352	19.3 %	70,001	56,073	24.8 %
Subscriptions	5,745	5,684	1.1 %	25,577	20,472	24.9 %
Volume-based	6,600	4,668	41.4 %	44,424	35,602	24.8 %
Adjusted EBITDA*	-689	-2,343	70.6 %	9,889	1,659	496.2 %
Adjusted EBITDA margin*	(5.6)%	(22.6)%	+17.1 pp	14.1 %	3.0 %	+11.2 pp
Bookings*	92,084	44,609	106.4 %	410,022	251,385	63.1 %
Volume-based*	92,084	44,609	106.4 %	410,022	251,385	63.1 %

* unaudited

** Bookings Revenues Backlog figure for the comparative period is as of January 1, 2024 amounting to 37,532 and incl. acquisitions closed in January 2024