

HomeToGo Q3/2024 Factsheet

Group highlights:

- **Booking Revenues** for 9M/2024 surged by 30.5% YoY to EUR 209.8 million. The Onsite Take Rate for the period reached 12.8%, up by +1.6pp compared to the same period in 2023. In Q3/2024, Booking Revenues amounted to EUR 62.7 million, marking a 38.2% YoY increase. Additionally, the Booking Revenues Backlog¹ rose by 28.4% YoY to EUR 37.4 million, with the majority expected to be recognized as IFRS Revenues upon check-in in Q4/2024, ensuring strong visibility on IFRS Revenues for the remainder of the year and beyond.
- **IFRS Revenues** for 9M/2024 grew significantly by 27.6% YoY, reaching EUR 176.7 million. In Q3/2024, IFRS Revenues increased by 18.3% YoY to EUR 87.4 million, setting a new quarterly record value.
- **Adjusted EBITDA** for 9M/2024 more than tripled to EUR 16.8 million, representing a 258.7% YoY increase and an Adjusted EBITDA margin of 9.5% (+6.1pp). In Q3/2024, Adjusted EBITDA reached a new all-time quarterly high of EUR 35.9 million (27.7% YoY), with a strong Adjusted EBITDA Margin of 41.0% (+3.0pp). The substantial improvement is driven by ongoing margin expansion across both segments, strong cost discipline, greater economies of scale, and continued growth in Repeat Booking Revenues, up 31.6% YoY for 9M/2024.

Business segment highlights:

- **HomeToGo Marketplace:** The Marketplace segment delivered a strong 9M/2024 performance with Booking Revenues increasing by 29.4% YoY to EUR 157.1 million and IFRS Revenues growing 29.6% YoY to EUR 128.1 million. The Booking (Onsite) business achieved notable growth, with IFRS Revenues up by 55.6% for the same period, supported by the integration of acquisitions in the short-trip market from earlier in 2024. In addition, more partners are switching to Booking (Onsite), due to HomeToGo's payment solutions, among other benefits. IFRS Revenues of the Advertising business line rose modestly by 5.1% YoY for 9M/2024, reflecting a strategic focus on higher-margin revenue streams.
- Adjusted EBITDA for the HomeToGo Marketplace improved nearly tenfold in the first nine months of 2024, growing by 809.3% YoY to EUR 6.2 million.
- **HomeToGo_PRO:** The B2B segment, consisting of Software & Service Solutions for the whole travel market with a special focus on SaaS for the supply side of vacation rentals, saw a strong 33.6% YoY increase in Booking Revenues to EUR 60.3 million in 9M/2024. Corresponding IFRS Revenues grew by 19.1% YoY increase to EUR 54.5 million, contributing over 30% of the Group's overall IFRS Revenues. IFRS Revenues for the Subscriptions business increased by 12.5% YoY in 9M/2024. The Volume-based business achieved solid growth, with IFRS Revenues up 22.3% YoY in 9M/2024.
- For the first nine months of 2024, Adjusted EBITDA for HomeToGo_PRO more than doubled compared to the prior-year period, increasing by 164.3% YoY to EUR 10.6 million.

Cash development:

- At the end of Q3/2024, the cash position remained solid at EUR 89.8 million, reflecting a slight decrease of EUR 5.9 million from the end of Q2/2024 primarily due to additional traveler advance payments forwarded to partners during peak travel season and an acquisition-related earn-out payment.
- The substantial 50.2% YoY improvement in **Free Cash Flow**², totaling EUR (11.2) million in the first nine months of 2024, was primarily driven by enhanced cash flows from operating activities. In Q3/2024, Free Cash Flow increased by more than EUR 10 million YoY, nearly reaching break-even at EUR (0.9) million.

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 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.

Update of full year guidance

Based on the performance in the first nine months of 2024, the Company upwardly adjusts its FY/24 guidance for Booking Revenues, targeting more than €255M (>34% YoY; previous guidance of more than €250M or >30% YoY). However, due to lower-than-expected last-minute booking business in the North American Advertising market and an increase in cancellation rates in the third quarter, the Company has slightly adjusted its IFRS Revenues guidance downwards to a range of €215M-220M (32%-35% YoY; previous guidance of more than €220M or >35% YoY). Finally, while HomeToGo's profitability is currently well advanced, there are also attractive opportunities to further build up the backlog for FY/25. Therefore, HomeToGo comfortably confirms its guidance for Adjusted EBITDA of more than €10M (>400% YoY).

KPIs	Q3/2024	Q3/2023	y/y change	9M/2024	9M/2023	y/y change
HomeToGo Group						
Booking Revenues	62,661	45,333	38.2 %	209,834	160,833	30.5 %
Intercompany Consolidation	(1,739)	(1,679)	3.6 %	(7,529)	(6,687)	12.6 %
IFRS Revenues	87,384	73,860	18.3 %	176,716	138,528	27.6 %
Intercompany Consolidation	(3,241)	(3,687)	(12.1) %	(5,821)	(5,994)	(2.9) %
Adjusted EBITDA	35,864	28,096	27.7 %	16,817	4,688	258.7 %
Adjusted one-off items	3,774	1,406	168.4 %	5,216	2,737	90.6 %
Adjusted EBITDA margin	41.0 %	38.0 %	+3.0 pp	9.5 %	3.4 %	+6.1 pp
GBV	519,474	401,192	29.5 %	1,734,549	1,445,402	20.0 %
Bookings	438,548	282,784	55.1 %	1,464,318	975,290	50.1 %
Intercompany Consolidation	(17,320)	(16,710)	3.7 %	(67,183)	(63,429)	5.9 %
Net income/(loss)	25,494	21,362	19.3 %	(7,142)	(18,720)	61.8 %
Free Cashflow (FCF)	-882	-10,940	91.9 %	(11,225)	(22,520)	50.2 %
Equity (EUR thousands) ³	286,704	250,121	14.6 %			
Equity ratio	71.1 %	77.2 %	(6.1)pp			
Cash and cash equivalents-other highly liquid short-term financial assets (EUR thousands) ⁴	89,771	140,277	(36.0) %			
Employees (end of period) ⁵	828	664	24.7 %			
HomeToGo Marketplace						
Booking Revenues	44,466	33,242	33.8 %	157,112	121,388	29.4 %
Booking (Onsite)	27,415	15,984	71.5 %	94,330	60,517	55.9 %
Advertising	17,051	17,258	(1.2) %	62,782	60,871	3.1 %
IFRS Revenues	62,827	54,332	15.6 %	128,076	98,802	29.6 %
Booking (Onsite)	38,775	31,165	24.4 %	74,603	47,942	55.6 %
Advertising	24,052	23,166	3.8 %	53,473	50,859	5.1 %
Adjusted EBITDA	29,652	24,836	19.4 %	6,240	686	809.3 %
Adjusted EBITDA margin	47.2 %	45.7 %	1.5 pp	4.9 %	0.7 %	+4.2 pp
Onsite Take Rate	13.0 %	11.3 %	+1.7 pp	12.8 %	11.2 %	+1.6 pp
Booking Revenue Backlog	37,371	29,100	28.4 %			
Bookings	341,844	239,447	42.8 %	1,213,563	831,943	45.9 %

³ As of September 30, 2024 and December 31, 2023 respectively

⁴ Includes restricted cash and cash equivalents of EUR 10.1 million as of September 30, 2024 (comparative period : EUR 0.5 million)

⁵ As of September 30, 2024 and December 31, 2023 respectively

Booking (Onsite)	258,843	151,282	71.1 %	844,317	529,911	59.3 %
Advertising	83,001	88,165	(5.9) %	369,246	302,032	22.3 %

HomeToGo_PRO	Q3/2024	Q3/2023	y/y change	9M/2024	9M/2023	y/y change
Booking Revenues	19,933	13,737	45.1 %	60,251	45,108	33.6 %
Subscriptions	5,395	5,251	2.7 %	16,715	14,857	12.5 %
Volume-based	14,538	8,485	71.3 %	43,536	30,251	43.9 %
IFRS Revenues	27,798	23,215	19.7 %	54,461	45,721	19.1 %
Subscriptions	5,400	5,231	3.2 %	16,637	14,788	12.5 %
Volume-based	22,398	17,984	24.5 %	37,824	30,933	22.3 %
Adjusted EBITDA	6,212	3,260	90.6 %	10,577	4,002	164.3 %
Adjusted EBITDA margin	22.3 %	14.0 %	+8.3 pp	19.4 %	8.8 %	+10.7 pp
Bookings	114,024	60,047	89.9 %	317,938	206,776	53.8 %
Volume-based	114,024	60,047	89.9 %	317,938	206,776	53.8 %