

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.

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Financial Information

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

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to go_

Q3 2021 Financial Results and Earnings Call

November 2021





**making incredible homes
easily accessible to everyone**



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

FRANCE - SPACS

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

BY CHRISTIAN HETZER
September 22, 2021 8:50 PM GMT+2

Insight Partners
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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. ”

Thilo Semmelbauer, Managing Director at Insight Partners

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

SCALEUP MILESTONE

home to go

HomeToGo goes public!



PATRICK ANDRAE
Mitbegründer und Chef von HomeToGo

ntv

LIVE Berlin

Bloomberg

Patrick Andrae
HOMETOGO CEO

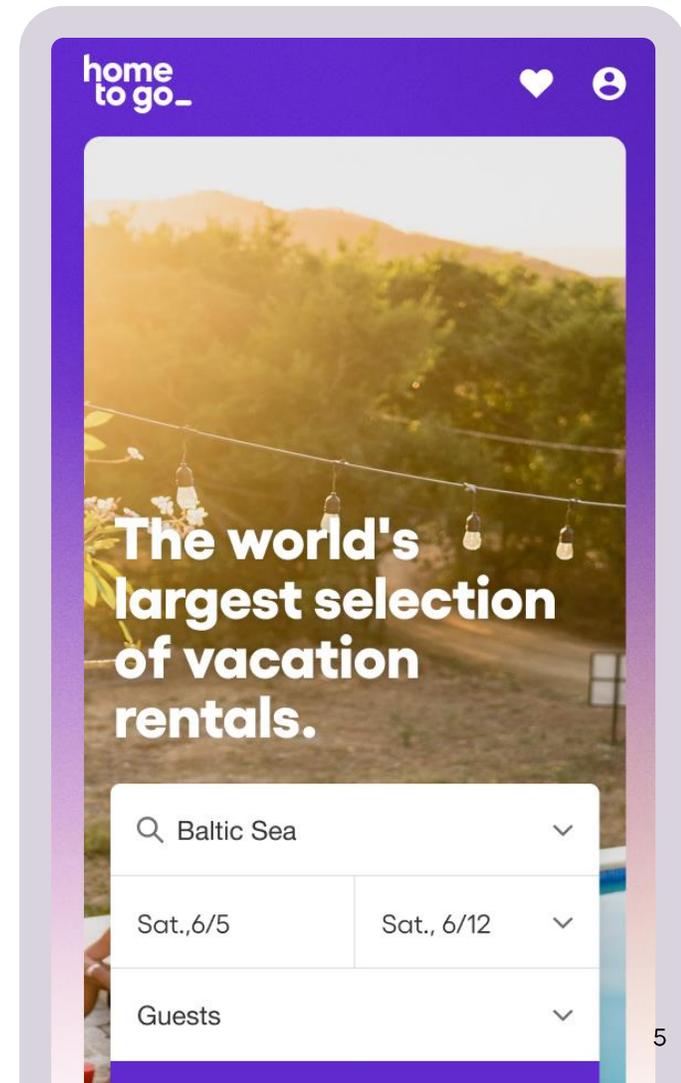
TRAVEL STARTUP HOMETOGO DEBUTS IN FRANKFURT

Executive Summary: Record performance continues with high Q3 EBITDA⁽¹⁾ resulting in raise of Revenue guidance for FY2021

- Record performance continues on the back of strong European business and growing Subscriptions & Services business
- Highest-ever Booking Revenues for both Q3/21 with €28 million (+49% vs. Q3/19 and +10% vs. Q3/20) and 9M/21 with more than €100 million (+53% vs. 9M/19 and +42% vs. 9M/20) driven by strong onsite business and increase in take rate
- Following marketing push in H1/21 record onsite Booking Revenue in both Q3/21 and 9M/21, resulting in onsite Booking Revenue share accelerating to 47% in Q3/21 and 41% in 9M/21
- Q3/21 Take Rate jumps to 9.5% in Q3/21 (+53% vs. Q3/19 and +46% vs. Q3/20) on the back of higher onsite share
- Highest-ever GBV in 9M/21 (+18% vs. 9M/19 and +9% vs. 9M/20)
- Record Revenue in Q3/21 of €44 million (+40% vs. Q3/19 and +27% vs. Q3/20) and 9M/21 of €74 million (+23% vs. 9M/19 and +28% vs. 9M/20)
- Subscriptions & Services revenues up significantly in 2021: Q3/21 to €2.4m (+158% vs. Q3/19 and +58% vs. Q3/20) and 9M/21 to €6.2m (+116% vs. 9M/19 and +32% vs. 9M/20)
- Adjusted EBITDA excl. one-off expenses in Q3/21 2nd best result ever, an increase of +36% versus Q3/19, a margin of 34.6%. The absolute amount of € 15 million almost the same level as in 3Q/20 while invest into acquiring onsite consumers
- Raised FY2021 Revenue guidance to € 85-90 million (+29-37% vs. FY 2020), Booking Revenue in Oct and Nov continues with record performance despite the increasing numbers of the Delta-Variant of Covid



(1) EBITDA Adjusted for expenses for share-based payments and one-off items



Continue to enhance every part of the flywheel of our SaaS enabled marketplace



Continued focus on Subscriptions & Services to further enable the whole ecosystem

- Revenues increased significantly in 2021: Q3/21 +158% vs. Q3/19 and 9M/21 +116% vs. 9M/19
- Acquired a 19% stake in SECRA, a leader in vacation rental management support, offering specialized software solutions for owners, agencies and destinations

⁽¹⁾ Relating to the total number of aggregated alternative accommodation Offers as of beginning of October 2021
⁽²⁾ Take Rate is defined as Booking Revenues divided by Gross Booking Value (excl. Hotels, Ferries, Escapada Rural & Smoobu)



a new zeitgeist



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

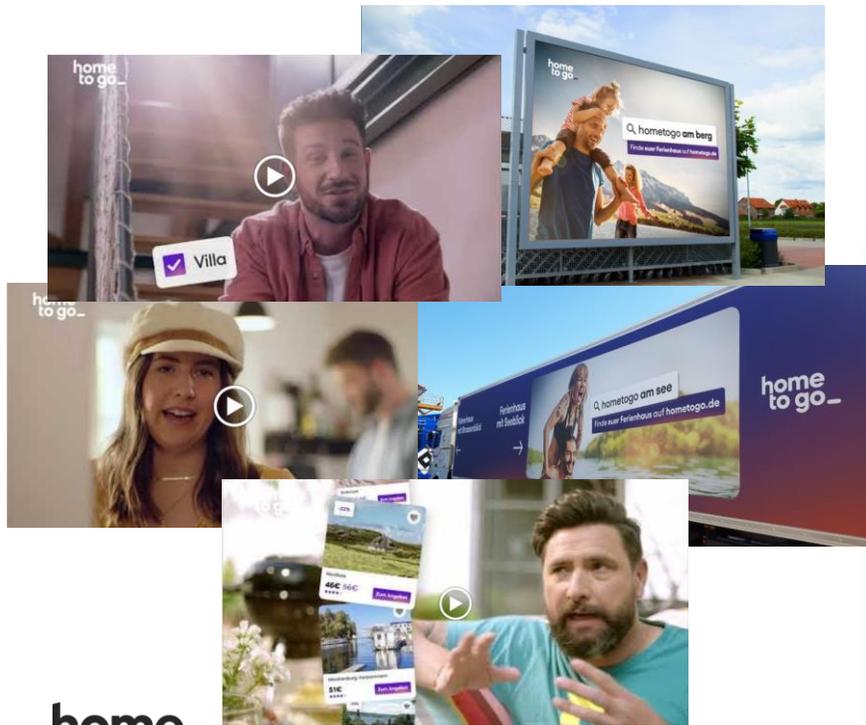
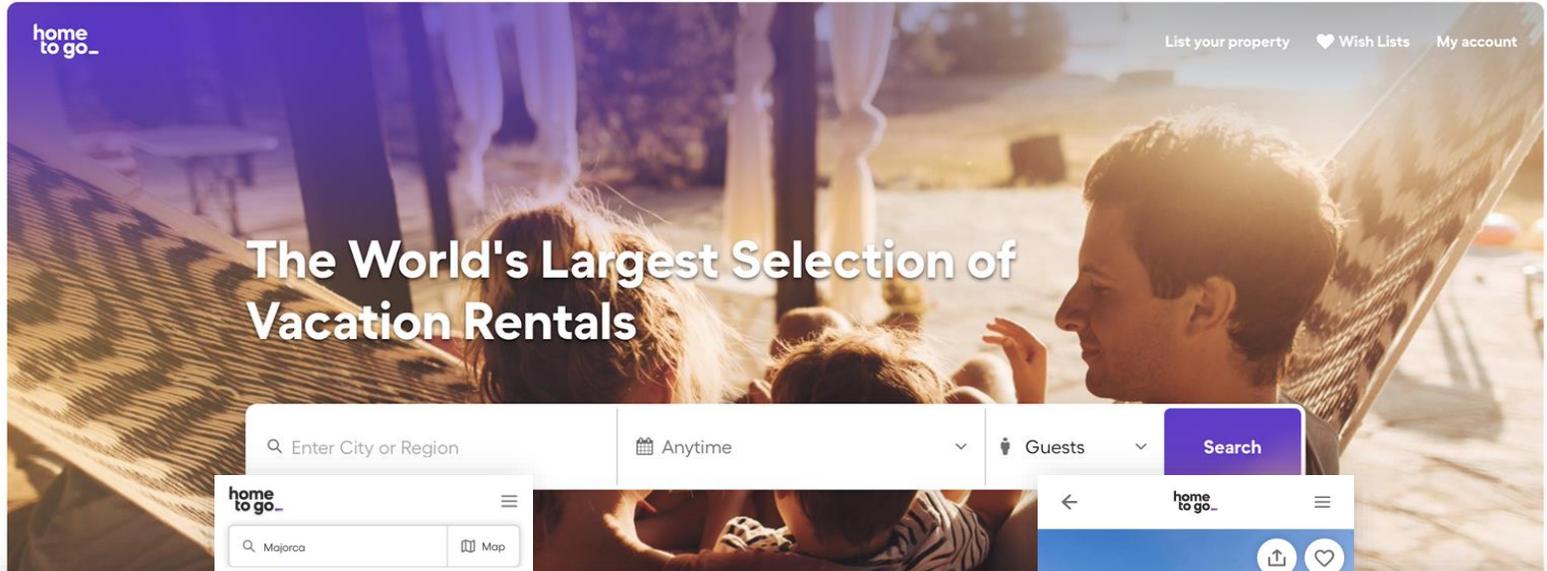
“Workation”

Home office can be anywhere

“Consumer demand for alternative accommodations”, Fogel said, “that doesn’t go back.”

Glenn Fogel, CEO Booking.com, [Skift](#), March 2021

Our rebranding has received broad positive feedback



Month	Avg Price / Night	Availability
July 2021	62€	In high demand
August 2021	64€	Good availability
September 2021	56€	Good availability
October 2021	72€	High availability
November 2021	68€	High availability
December 2021	64€	Good availability

home to go_ search results for Majorca. Property details: 1400 ft² House · 3 bedrooms · 6 guests, 4.7/5 rating. Price: 100€ per night. Includes amenities like Campas and Pet allowed. A 'View deal' button is present.



Location map and nearby places including Oranienburg, Schorffheide, and Beraun bei Berlin. Features filters for water resources, beaches, and airports.

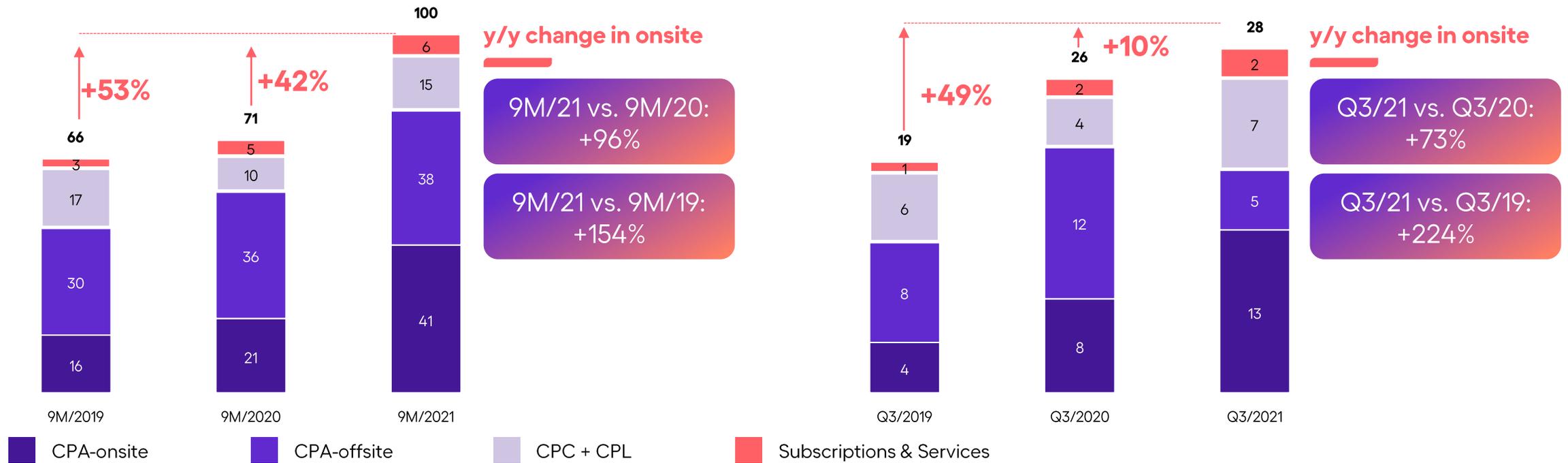
Property listing for Pollença, Balearic Islands. Price: 196€ per night (2.741€ for 14 nights). Rating: 4.9/5 (24 ratings). Amenities include 3 bedrooms, 4 bathrooms, and a house. A 'Start booking' button is at the bottom.

Record Booking Revenue⁽¹⁾ driven by steep increase of share of onsite transactions and Subscriptions & Services

Subscriptions & Services revenues up significantly in 2021: Q3/21 to €2.4m (+158% vs. Q3/19 and +58% vs. Q3/20) and 9M/21 to €6.2m (+116% vs. 9M/19 and +32% vs. 9M/20)

9 Months Performance € million

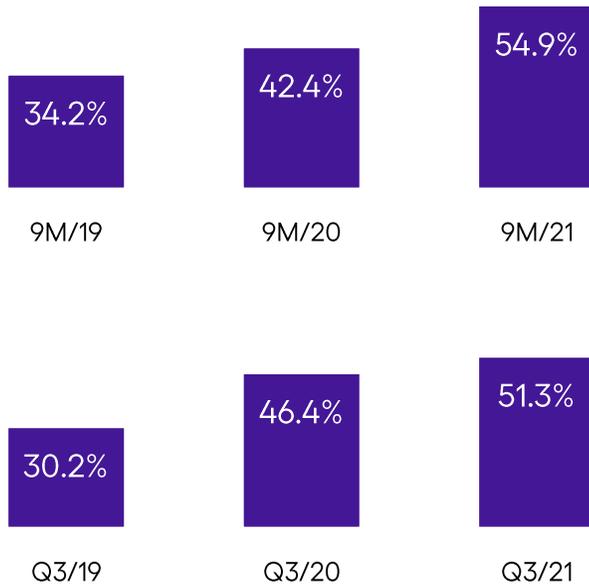
3rd Quarter Performance € million



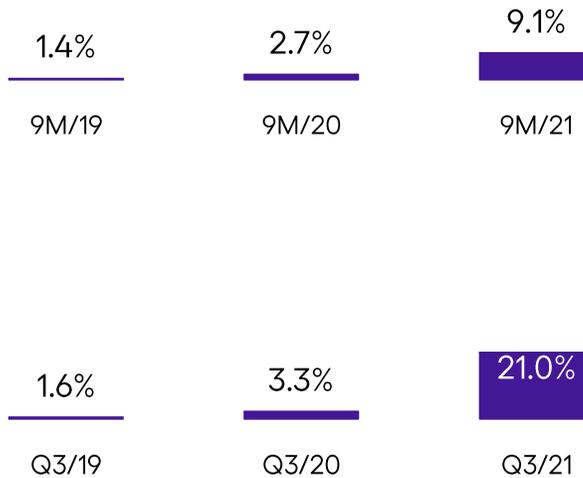
⁽¹⁾ Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation

Onsite Booking Revenue⁽¹⁾ in Europe makes up more than 50%, while North America is on a steep growth trajectory

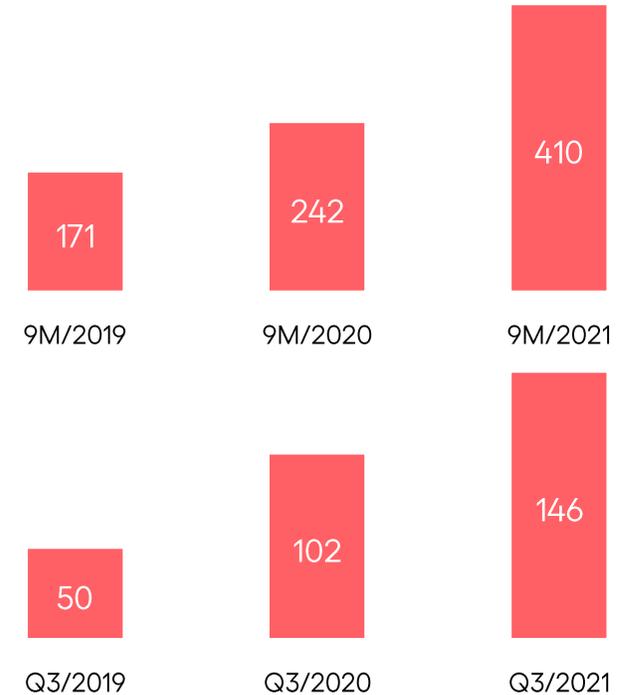
Onsite Share Europe
% of Booking Revenues



Onsite Share North America
% of Booking Revenues



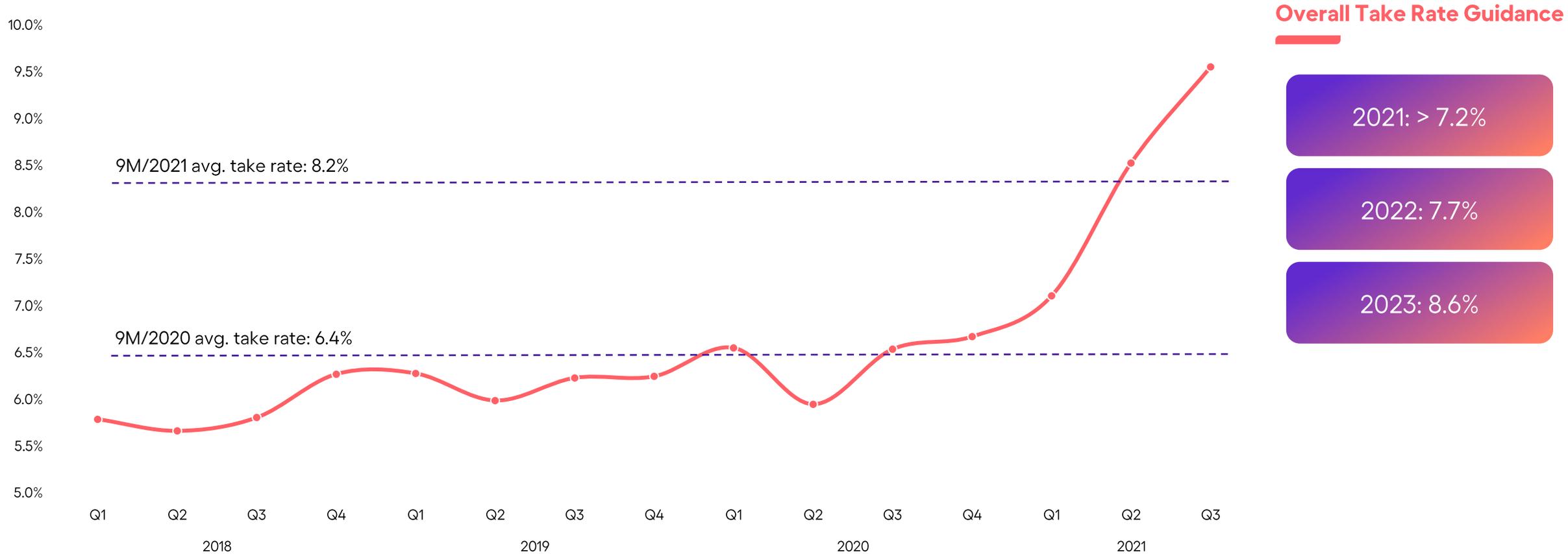
of onsite bookings
'000 of bookings



⁽¹⁾ Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation

Record Take Rate⁽¹⁾ in 2021 driven by high share of onsite

Strong Take Rate increase in Q3/21 supported by strong CPC

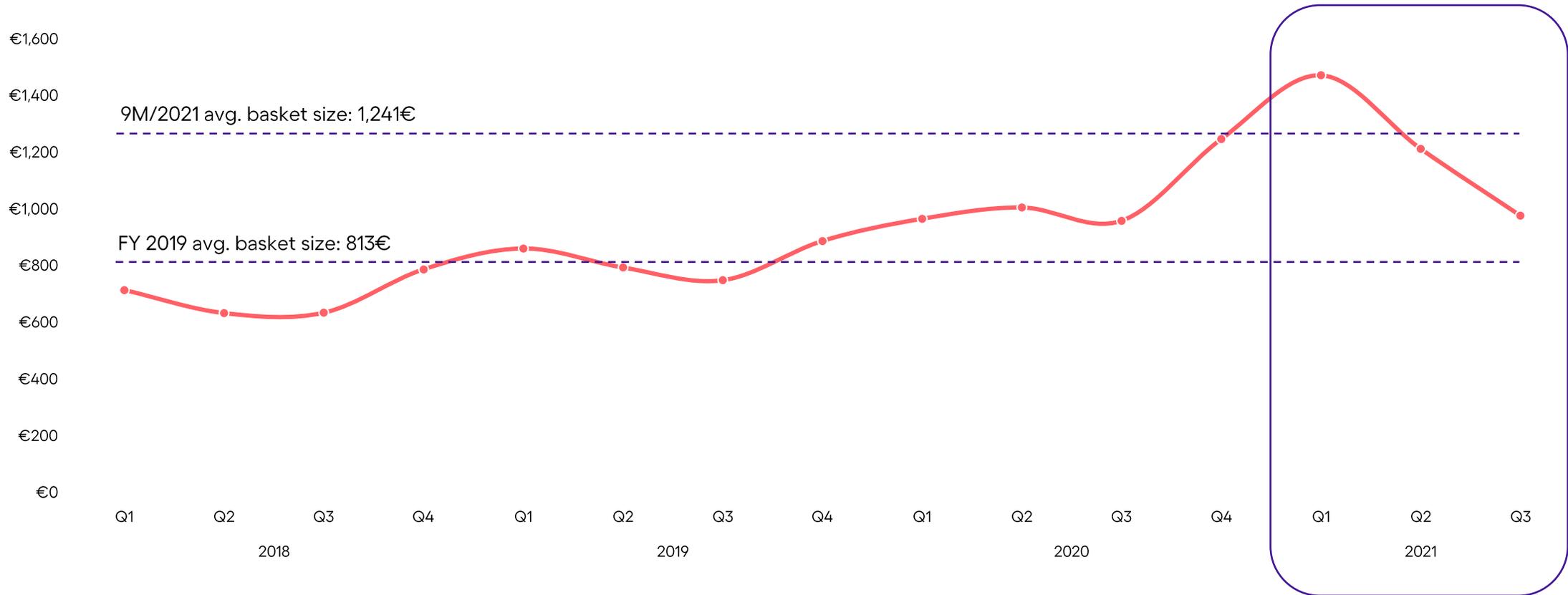


⁽¹⁾ Take Rate is defined as Booking Revenues divided by Gross Booking Value (excl. Hotels, Ferries, Escapada Rural & Smoobu)

Basket size influenced by seasonality and destination mix - making effects of new use cases like “workations” visible

Basket size⁽¹⁾

in €



⁽¹⁾ CPA basket size defined as CPA Gross Booking Value per booking, before cancellations

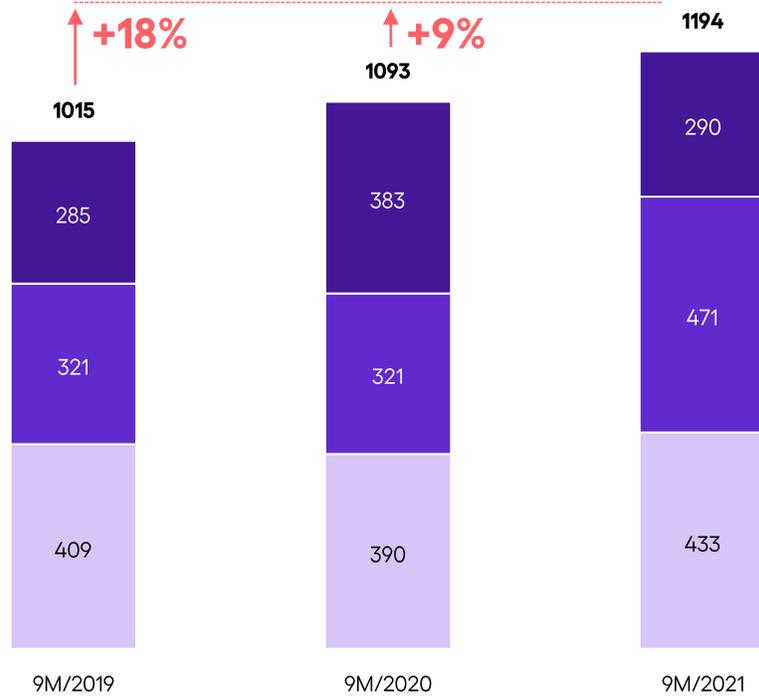
Record Gross Booking Value in 9M/21

2nd best Q3 Gross Booking Value in the history of HomeToGo influenced by strong onsite business; Q4 demand well ahead of 2019 and 2020

9 Months performance

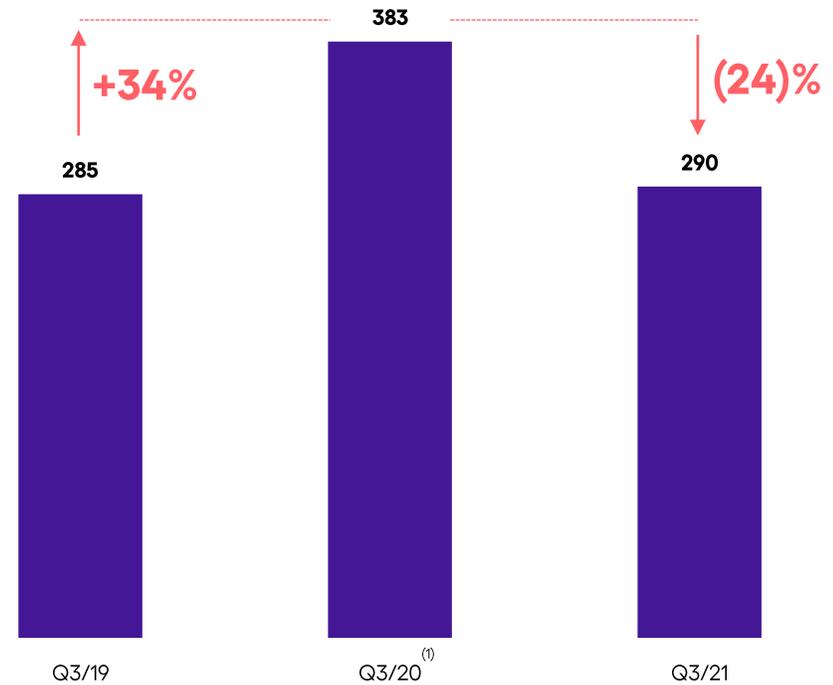
€ million

■ Q1 ■ Q2 ■ Q3



3rd Quarter performance

€ million



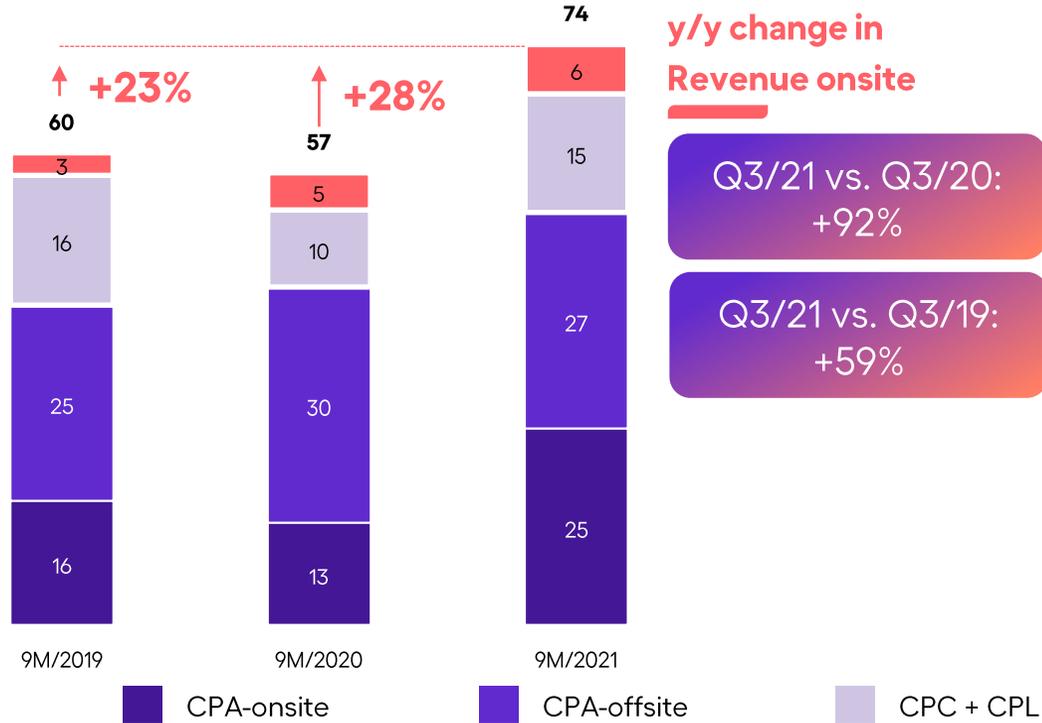
⁽¹⁾ Q3/20 included pent-up demand from Q2/20 due to Covid

Record Q3 and 9M (IFRS) Revenues⁽¹⁾ on the back of strong onsite and Subscriptions & Services

Subscriptions & Services revenues up significantly in 2021: Q3/21 to €2.4m (+158% vs. Q3/19 and +58% vs. Q3/20) and 9M/21 to €6.2m (+116% vs. 9M/19 and +32% vs. 9M/20)

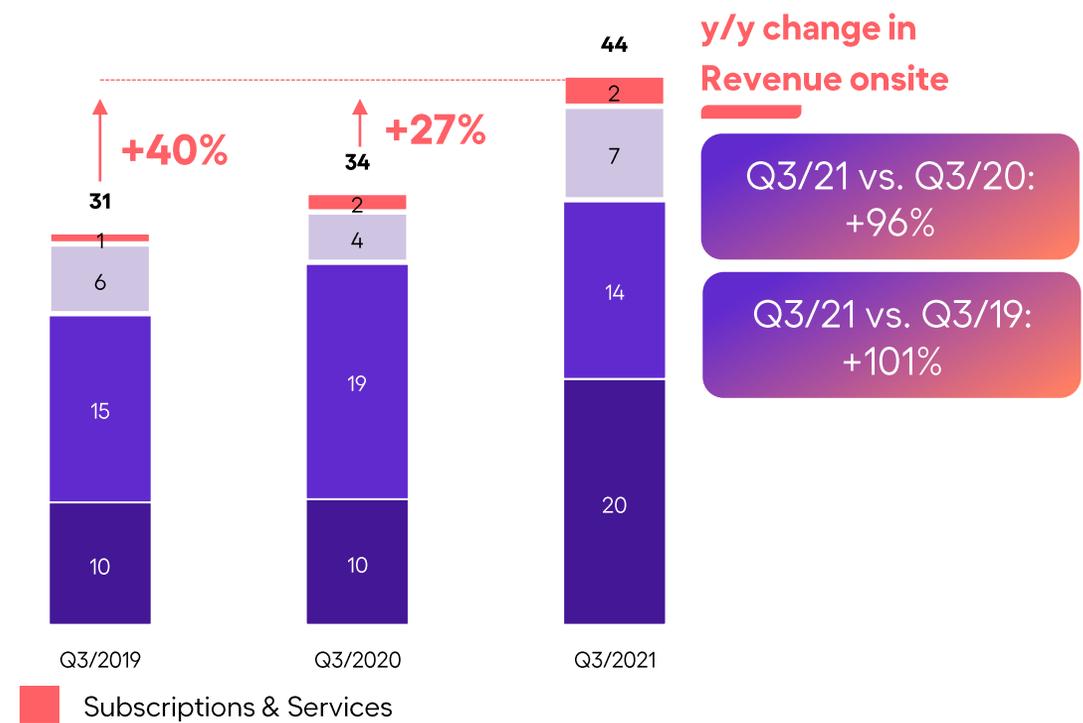
9 Months Performance

€ million



3rd Quarter Performance

€ million

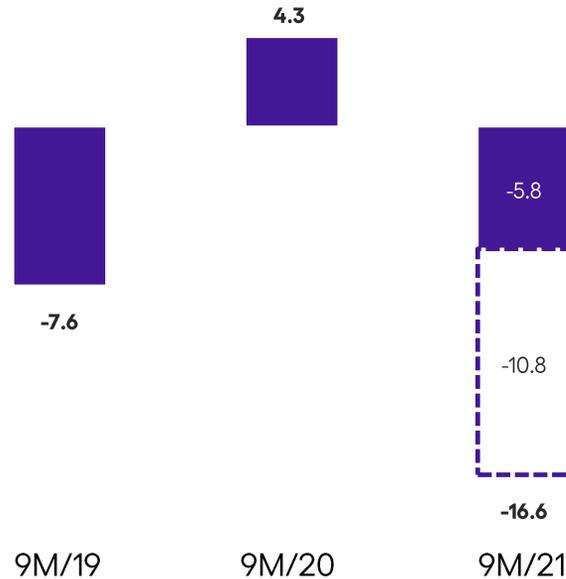


⁽¹⁾ CPA Revenue recognized on check-in date; due to rounding of numbers, charts do not always sum up to total

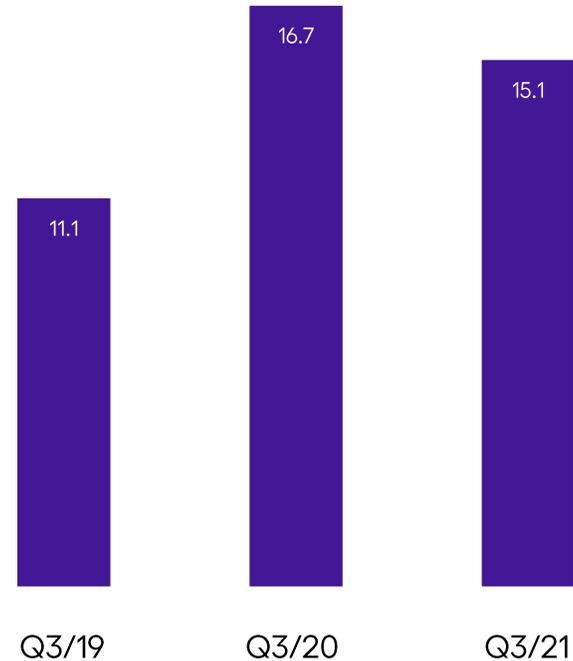
Major travel season Q3 drives positive EBITDA⁽¹⁾

9 months EBITDA of 2021 adjusted for €13m of SPAC related costs

9 Months performance
€ million



3rd Quarter performance
€ million



■ Adj. EBITDA □ H1 Marketing push to grow the onsite⁽²⁾



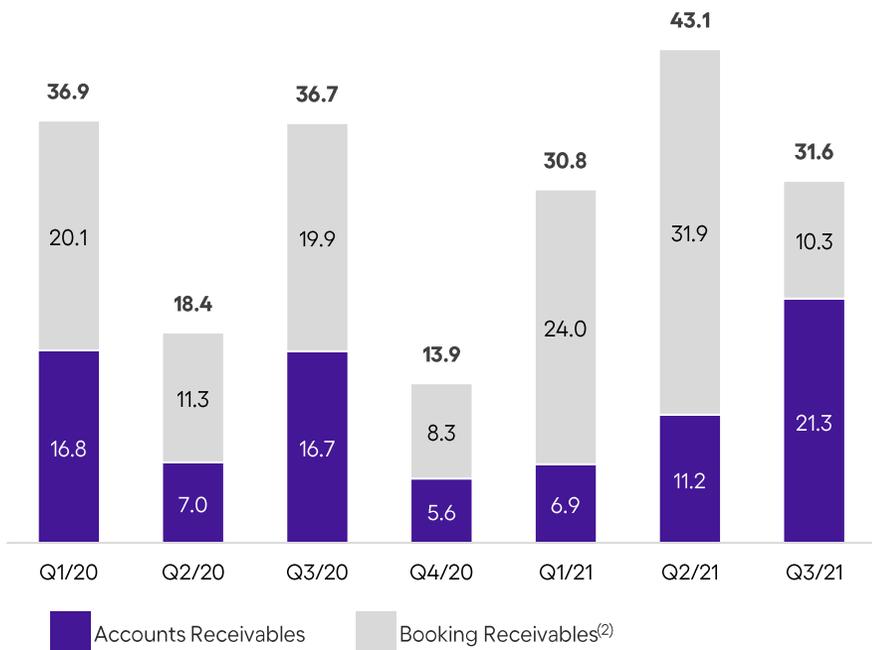
(1) EBITDA adjusted for expenses for share-based payments and one-off items
 (2) H1/2021 Marketing push to grow the onsite business as onsite customers have significantly higher CLVs

Seasonality of working capital

Marketing spend during first half of the year while cash inflows from Revenue during second half of the year

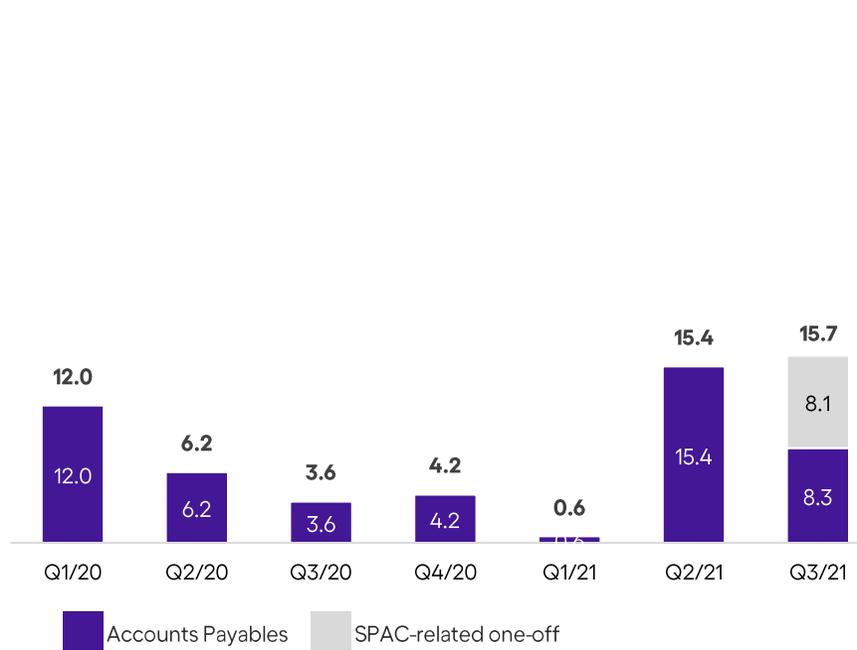
Receivables⁽¹⁾

€ million



Accounts Payable⁽³⁾

€ million

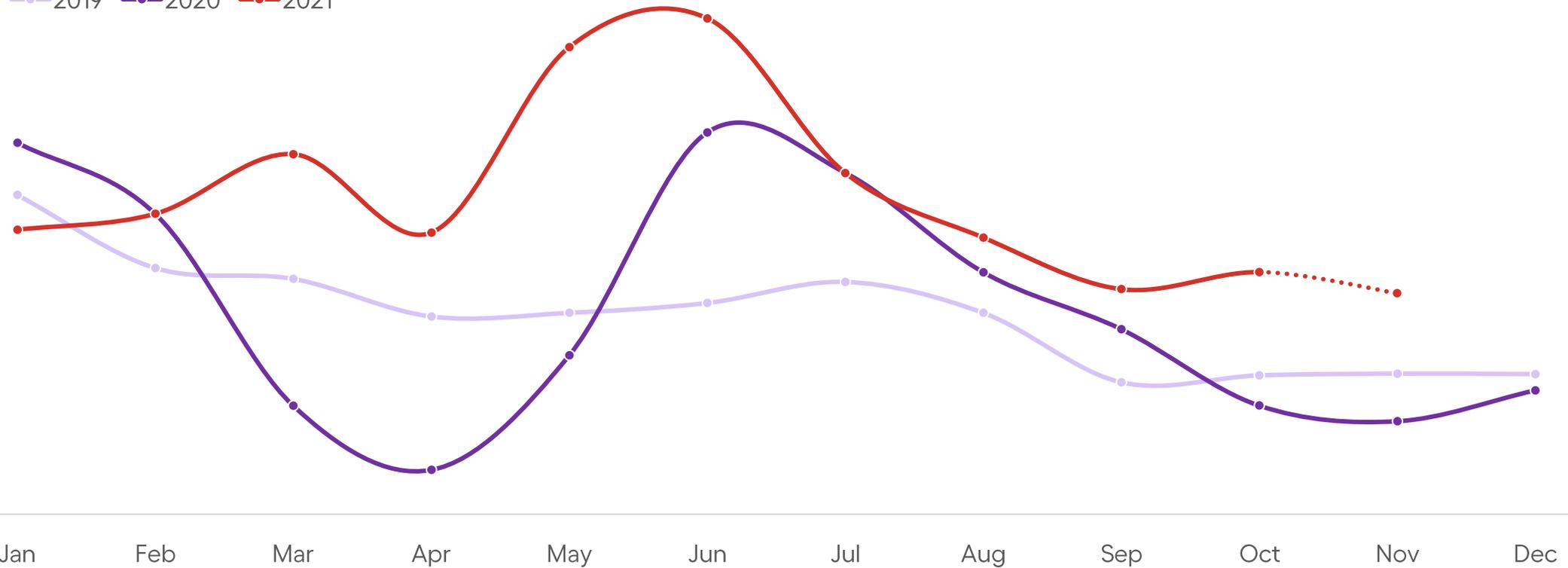


- Q3/21 accounts payable impacted by SPAC-related expenses
- In the current business model, our operating cash flow varies seasonally with a slight delay in Revenue and is significantly affected by the timing of our performance marketing spend

Booking Revenue⁽¹⁾ continues with record performance besides the increasing numbers of the Delta-Variant of Covid

Booking Revenue⁽¹⁾⁽²⁾

—●— 2019 —●— 2020 —●— 2021

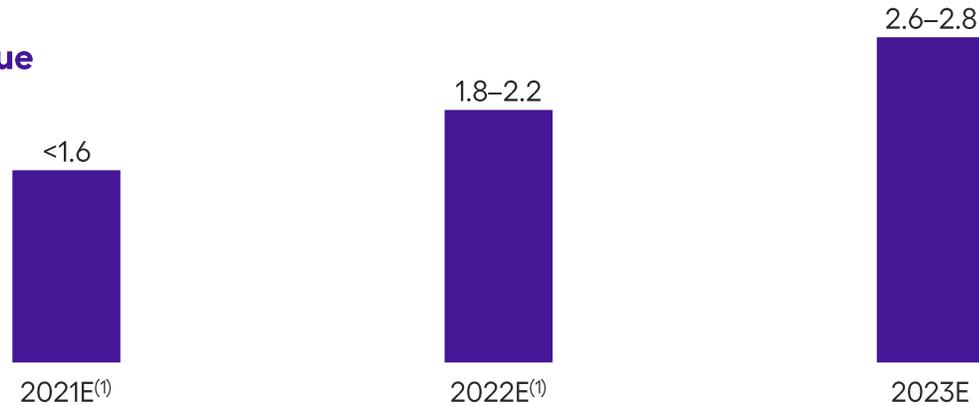


(1) Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation
(2) HomeToGo Group Booking Revenue by booking date (incl. all subsidiaries)

2021 Revenue guidance raised to € 85-90 millions

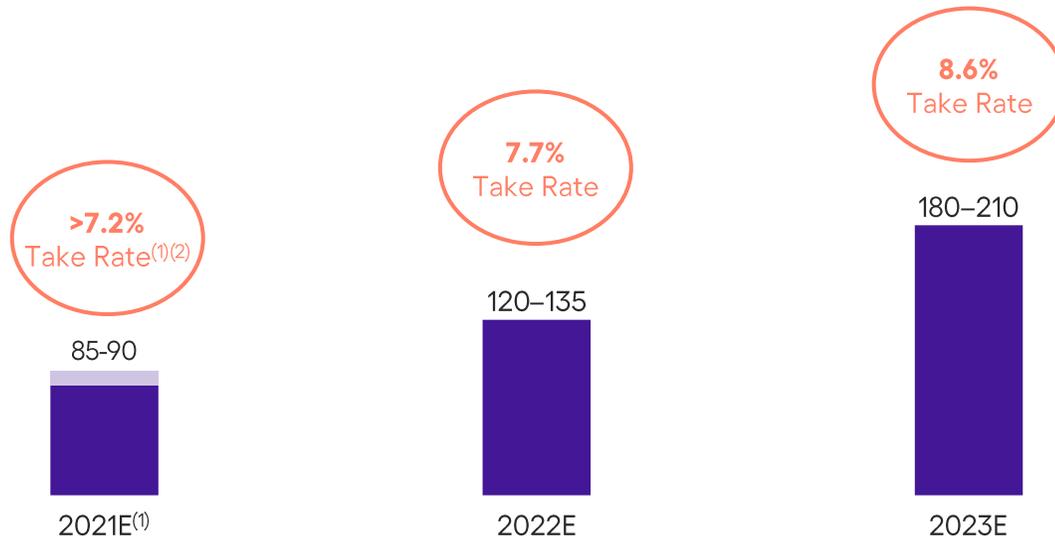
Gross booking value

€ billions



Revenue

€ millions



Long-term growth rate

Revenue growth in 2025 expected to moderate to c.30%

Subscription Revenue growth

Subscriptions & Services Revenue expected to account for 20%+ by the end of year 3

Breakeven profitability

Targeting to be breakeven within 2 years, long-term EBITDA margin target of 35%+

⁽¹⁾ Update in guidance

⁽²⁾ Take Rate is defined as Booking Revenue divided by Gross Booking Value (excl. Hotels, Feries, Escapada Rural & Smoobu)

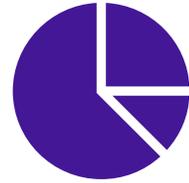
Resilient model with attractive financial profile and strategy – FY2021 Revenue guidance raised

Market



World-wide recovery in demand including international bookings and **secular tailwinds** for alt. accommodation

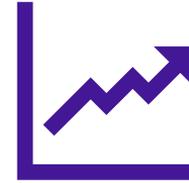
Strategy showing strong results



Increasing share of onsite bookings (>50% in Europe) contributing to **higher Take Rate**

Subscriptions & Services growing strongly

FY 2021 Revenue guidance raised



Strong onsite business and demand forecast drives **more Revenue than initially guided**



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Appendix

Consolidated Statement of Profit or Loss – 9M/2021

in € thousands

	Jan 1, 2021 - Sep 30, 2021	Jan 1, 2020 - Sep 30, 2020
Revenue	73,633	57,361
Cost of revenues	(3,028)	(2,053)
Gross profit	70,604	55,307
Product development and operations	(15,949)	(11,306)
Marketing and sales	(80,726)	(42,742)
General and administrative	(104,637)	(8,265)
Other expenses	(479)	(365)
Other income	2,131	874
Profit (loss) from operations	(129,055)	(6,497)
Finance income	2,438	0
Finance costs	(38,212)	(4,817)
Profit (loss) before tax	(164,829)	(11,314)
Income taxes	1,756	741
Net profit (loss)	(163,073)	(10,573)
Profit (loss) from operations	(129,055)	(6,497)
Depreciation and amortization	3,200	2,553
Expenses for Share-based payments	97,937	8,521
Adjusted EBITDA	(27,918)	4,578
One-offs	11,272	-300
Adjusted EBITDA excl. one-offs	(16,646)	4,277

Consolidated Statement of Profit or Loss – Q3/2021

in € thousands

	Jul 1, 2021 - Sep 30, 2021	Jul 1, 2020 - Sep 30, 2020
Revenue	43,601	34,305
Cost of revenues	(1,197)	(762)
Gross profit	42,403	33,543
Product development and operations	(7,162)	(3,600)
Marketing and sales	(27,369)	(14,818)
General and administrative	(89,417)	(2,712)
Other expenses	(441)	(72)
Other income	990	408
Profit (loss) from operations	(80,995)	12,748
Finance income	2,437	0
Finance costs	(23,690)	(1,114)
Profit (loss) before tax	(102,248)	11,635
Income taxes	1,635	128
Net profit (loss)	(100,613)	11,763
Profit (loss) from operations	(80,995)	12,748
Depreciation and amortization	1,138	995
Expenses for Share-based payments	86,864	3,221
Adjusted EBITDA	7,006	16,965
One-offs	8,082	(313)
Adjusted EBITDA excl. one-offs	15,089	16,652

Consolidated Statement of Financial Position

Assets

in € thousands	Sep 30, 2021	Dec 31, 2020
Intangible assets	65,914	41,570
Property, plant and equipment	15,428	16,413
Trade and other receivables (non-current)	1,414	1,414
Income tax receivables (non-current)	79	34
Other financial assets (non-current)	4,774	1,485
Other assets (non-current)	197	68
Non-current assets	87,806	60,984
Trade and other receivables (current)	21,323	5,647
Income tax receivables (current)	79	139
Other financial assets (current)	1,945	549
Other assets (current)	1,345	1,246
Cash and cash equivalents	308,328	36,237
Current assets	333,020	43,819
Total assets	420,826	104,803

Equity and Liabilities

in € thousands	Sep 30, 2021	Dec 31, 2020
Equity	302,140	22,865
Subscribed capital	2,441	93
Capital reserves	510,572	113,280
Retained Earnings	(275,728)	(112,656)
Other reserves	64,856	22,148
Trade and other payables (non-current)	3	-
Convertible loans (non-current)	-	33,132
Borrowings (non-current)	10,878	3,557
Other financial liabilities (non-current)	13,544	26,139
Provisions (non-current)	441	558
Other liabilities (non-current)	839	1,105
Income tax liabilities (non-current)	0	17
Deferred tax liabilities	2,037	2,236
Non-current liabilities	27,743	66,745
Trade and other payables (current)	15,743	4,233
Convertible loans (current)	-	-
Borrowings (current)	2,576	2,114
Other financial liabilities (current)	19,742	1,574
Provisions (current)	1,260	1,100
Other liabilities (current)	51,600	6,156
Income tax liabilities (current)	23	16
Current liabilities	90,942	15,193
Total liabilities	118,685	81,938
Total equity and liabilities	420,826	104,803

Consolidated Cash Flow Statement

in € thousands

	Q3 2021 YTD	Q3 2020 YTD
Profit before income tax	(164,829)	(11,314)
Adjustments for:		
Depreciation and amortization	3,200	2,553
Non-cash employee benefits expense - share-based payments	89,403	8,521
Finance costs - net	35,774	4,817
Net exchange differences	(495)	(478)
Change in operating assets and liabilities		
(Increase) / Decrease in trade and other receivables	(15,428)	(17,949)
(Increase) / Decrease in other financial assets	(4,628)	391
(Increase) / Decrease in other assets	(72)	(568)
Increase / (Decrease) in trade and other payables	10,093	(1,673)
Increase / (Decrease) in other financial liabilities	2,185	(1,951)
Increase / (Decrease) in other liabilities	5,922	(6,088)
Increase / (Decrease) in provisions	35	120
Cash generated from operations	(38,840)	(23,619)
Interest and other finance cost paid (-)	(655)	(362)
Income taxes (paid) / received	13	(134)
Net cash (used in) provided by operating activities	(39,482)	(24,114)
Payment for acquisition of subsidiary, net of cash acquired	(13,235)	0
Payments for property, plant and equipment	(182)	(34)
Payments for (internally generated) intangible assets	(1,177)	(949)
Payments for financial assets at amortised costs	5	0
Proceeds from sale of property, plant and equipment	2	0
Net cash (used in) provided by investing activities	(14,587)	(983)
Proceeds from borrowings and convertible loans	76,175	43,512
Proceeds from recapitalization, net of redemptions	178,474	0
Proceeds from PIPE financing	75,000	0
Transaction costs	(1,818)	0
Repayments of borrowings and convertible loans	(1,613)	(1,125)
Principal elements of lease payments	(957)	(541)
Net cash(used in) provided by financing activities	325,261	41,846
Net increase (decrease) in cash and cash equivalents	271,193	16,749
Cash and cash equivalents at the beginning of the period	36,237	10,972
Effects of exchange rate changes on cash and cash equivalents	898	339
Cash and cash equivalents at end of the period	308,328	28,061

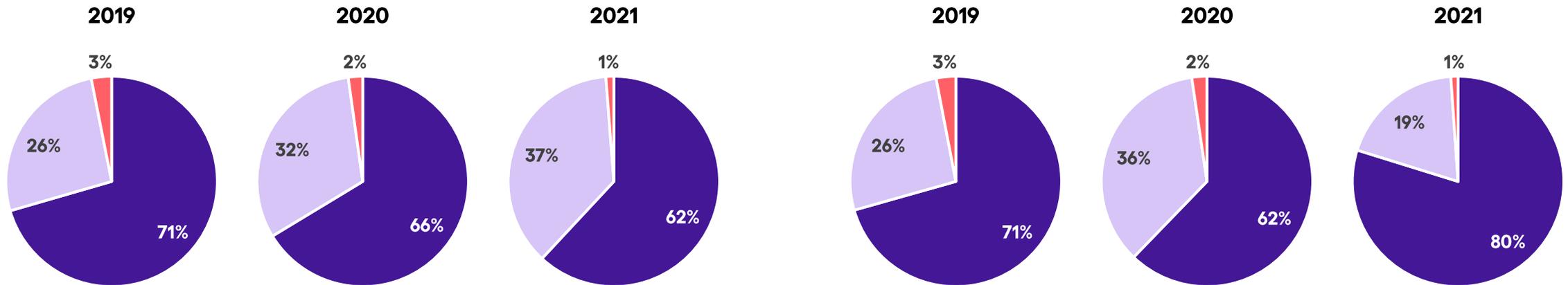
Short-term demand drives European Share in Gross Booking Value to 80% in Q3 2021

9 Months Performance

€ million

3rd Quarter Performance

€ million

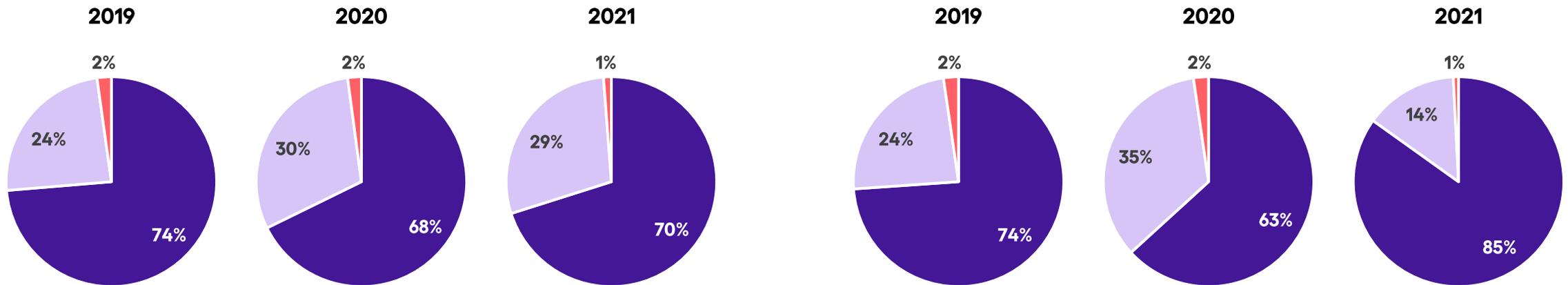


■ Europe ■ North America ■ RoW

Booking Revenue⁽¹⁾ share of Europe in Q3/21 higher than GBV given the strong contribution of onsite with higher Take Rates

9 Months Performance
€ million

3rd Quarter Performance
€ million



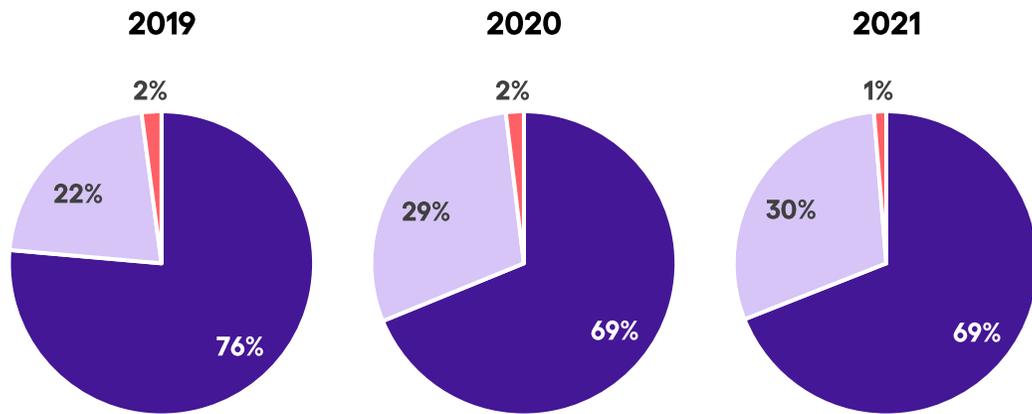
■ Europe ■ North America ■ RoW



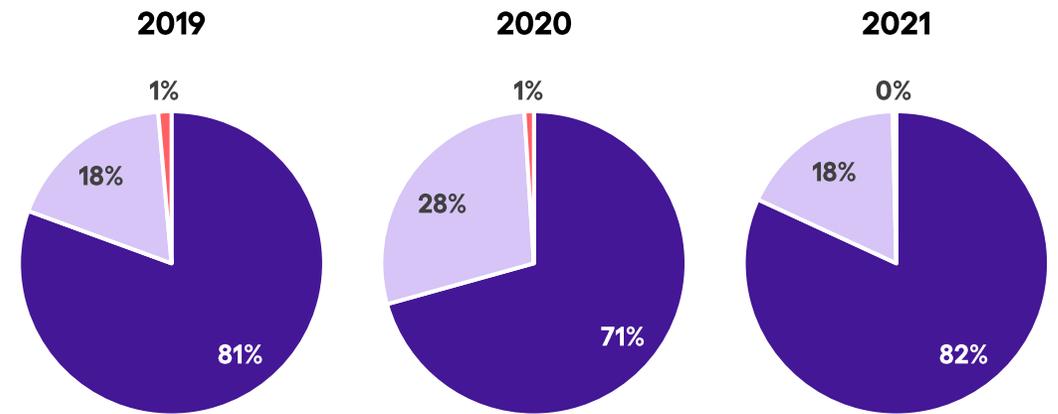
(1) Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation

Regional YTD (IFRS) Revenue⁽¹⁾ split in line with prior years

9 Months Performance € million



3rd Quarter Performance € million



■ Europe ■ North America ■ RoW



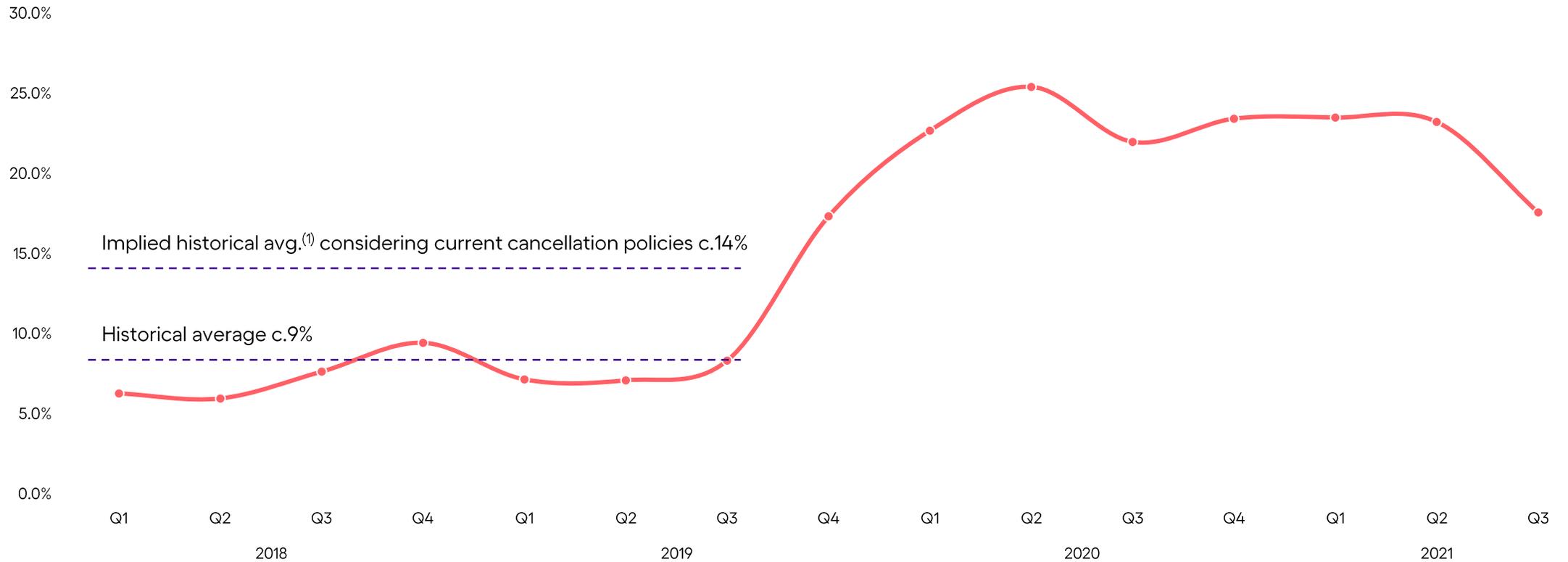
⁽¹⁾ CPA Revenue recognized on check-in date; due to rounding of numbers, charts do not always sum up to total

Overall cancellation rate decreasing in Q3/2021

Effects including special effects like a higher share of CPC

Cancellation rate

%

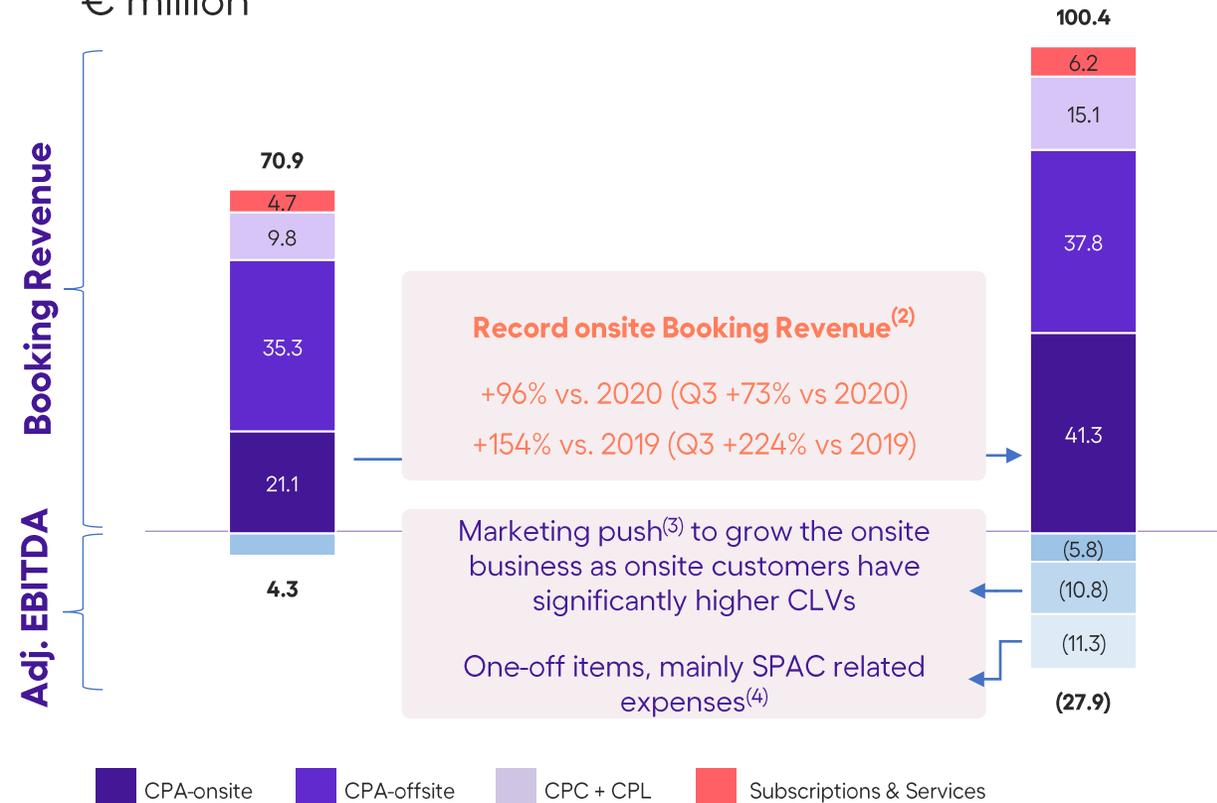


(1) Historical cancellation adjusted for current partner contracts

Adjusted EBITDA and one-off items⁽¹⁾

Adjusted EBITDA reconciliation in €'000	Q3/2020	Q3/2021	9M/2020	9M/2021
Profit (loss) from operations	12,748.3	(80,995.4)	(6,496.7)	(129,055.3)
Depreciation and amortization	995.0	1,137.9	2,553.2	3,199.7
Share-based payment expenses	3,221.4	86,863.7	8,521.3	97,937.1
thereof:				
Listing service expense (Sponsor and SPAC shareholder shares and warrants from De-SPAC)	-	68,828.4	-	68,828.4
HTG Virtual Stock Option Program	3,221.4	18,035.3	8,521.3	29,108.7
thereof recognized in:				
Product development and operations	827.0	3,082.4	2,527.0	4,867.2
Marketing and sales	1,635.1	5,843.1	3,252.5	7,375.1
General and administrative	759.3	9,109.9	2,741.8	16,866.3
Adjusted EBITDA	16,964.8	7,006.2	4,577.8	(27,918.5)
One-off items	(312.8)	8,082.5	(300.4)	11,272.0
thereof:				
Business Combination	-	9,593.6	-	12,681.4
Mergers and Acquisitions	7.5	109.7	11.7	476.3
Covid-19 related Restructuring	17.4	-	25.7	
Other	-	267.9	-	417.6
Income from Government Grants	(337.8)	(155.9)	(337.8)	(454.7)
Capitalized transaction costs under IFRS	-	(1,732.8)	-	(1,848.6)
Adjusted EBITDA excl. one-off items	16,651.9	15,088.7	4,277.3	(16,646.5)

EBITDA – 9 Months Performance € million



(1) Amounts are based on the unaudited consolidated financial information as of September 30, 2021

(2) Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation

(3) Incl. Brand Marketing

(4) IFRS conversion, 2018-2020 IFRS audit, prospectus, business combination, fees, etc.

Impact of Business Combination on selected financial information

Principal drivers of the transaction adjustments on the Statement of Profit or Loss⁽¹⁾

In € millions	As of September 30, 2021		As of September 30, 2021			
	HomeToGo (pre-transaction) ⁽²⁾	Conversion of Convertible Loans	Notes	Impact from Business Combination	Notes	Consolidated (post-transaction)
Gross profit	71	-		-		71
Profit (loss) from operations	(50)	-		(79)	(b) (c)	(129)
Financial result, net	(3)	(33)	(a)	-		(36)
Profit (loss) before tax	(53)	(33)		(79)		(165)
Income taxes	2	-		-		2
Net income (loss)	(51)	(33)		(79)		(163)

(a) Conversion of the outstanding HomeToGo Convertible Loans

(b) Listing service expense (Sponsor as well as public shareholder and warrants from De-SPAC) in the amount of €69 million for the excess of the fair value of public as well as sponsor shares and warrants deemed issued by HomeToGo over the fair value of Lakestar identifiable net assets over the fair value of Lakestar SPAC I identifiable net assets

(c) Non-deductible transaction costs incurred in connection with the Business Combination in the amount of €10 million

Impact of Business Combination on selected financial information

Principal drivers of the transaction adjustments on the Statement of Financial Position⁽¹⁾

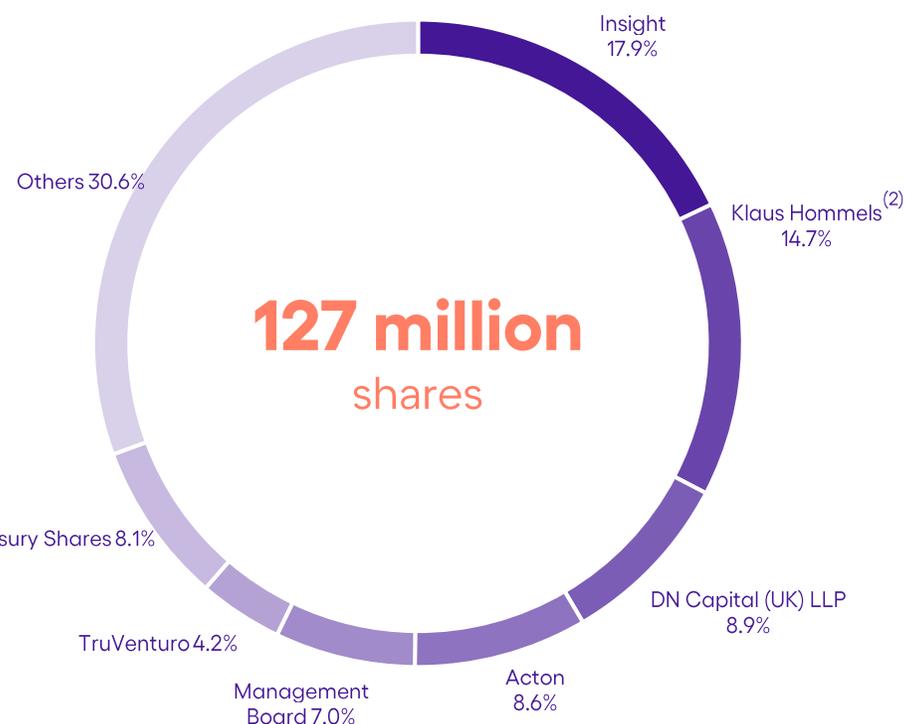
In € millions	As of September 30, 2021			As of September 30, 2021		
	HomeToGo (pre-transaction) ⁽²⁾	Conversion of Convertible Loans	Notes	Impact from Business Combination	Notes	Consolidated (post-transaction)
Assets						
Total non-current assets	88	-		-		88
Total current assets	81	-		252	(b)	333
Total Assets	169	-		252		421
Liabilities						
Non-current liabilities	174	(146)	(a)	-		28
Current liabilities	38	-		53	(c)	91
Total Liabilities	212	(146)		53		119
Net Assets (Shareholder's equity)	(43)	146		199		302

(a) Conversion of the outstanding HomeToGo Convertible Loans

(b) €75 million proceeds from PIPE Financing, cash from Lakestar in the amount of €175 million and €2 million sponsor contribution

(c) Including €42 million remaining cash settlement claim from the HomeToGo VSOP beneficiaries, €7 million redemption payable and €2 million sponsor contribution liability as of September 30, 2021

Well distributed shareholder structure⁽¹⁾ with founders still invested



(1) As of October 14, 2021

(2) Incl. ANXA Holding PTE and Lakestar II

First Day of Trading:	22 September 2021
Issuer:	HomeToGo SE
Listing Venue:	Frankfurt Stock Exchange
Market Segment:	Regulated Market (General Standard) of Frankfurt Stock Exchange
Public Shares ISIN:	LU2290523658
Public Shares WKN:	A2QM3K
Public Shares Ticker Symbol:	HTG
Total number of shares outstanding as of September 22, 2021:	116,868,948 (112,285,615 Class A Shares and 4,583,333 Class B Shares)
Total number of shares issued as of September 22, 2021:	127,138,982 (122,555,649 Class A Shares and 4,583,333 Class B Shares)
Share Capital as of September 22, 2021:	€ 2,441,068.45
Type of Shares:	Class A Shares (Public Shares) and Class B Shares (Founder Shares)
Public Warrants ISIN:	LU2290524383
Public Warrants WKN:	A3GPQR
Public Warrants Ticker Symbol:	HTGW
Paying Agent:	Banque Internationale à Luxembourg S.A.

Glossary

Glossary

Agriturismo

Website for rural Italian inventory operated by Feries

Booking Revenues

Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation

Brand & Organic traffic

Visits from direct traffic, branded channels, like visitors who type in keywords in search engines that include a reference to any HomeToGo Group brand, CRM (Customer Relation Management), App, SEO (Search Engine Optimization), free channels and internal traffic (between our businesses within the HomeToGo Group)

Booking Receivables

Future receivables from Booking Revenues (adjusted for estimated cancellations) which have not been recognized as revenues due to check-in in the future

CPA

Cost per action

CPC

Cost per click. Offsite CPC revenues are not affected by any cancellations retrospectively

CPL

Cost per lead

Escapada Rural

ESCAPADA RURAL SERVICIOS PARA PROPIETARIOS SL (Barcelona), an indirect (100%) subsidiary of HomeToGo GmbH

Feries

Feries S.r.l (Milan), an indirect (100%) subsidiary of HomeToGo GmbH, operating main websites agriturismo.it and casevacanza.it

Gross Booking Value (GBV)

Non-IFRS operating metric defined as the gross Euro value of bookings on our platform in a period (including all components of the booking amount except for VAT). GBV is recorded at the time of booking and is not adjusted for cancellations or any other alterations after booking. GBV includes the booking volume as reported by the Partner for CPA transactions. For CPC GBV gets estimated by multiplying the total click value with expected conversion rate. The total click value is the duration of the search multiplied with the price per night of the clicked offer. This total click value we multiply with the average conversion rate of that micro conversion source for CPA Partners we have in the respective month.

Offsite Transaction

Transactions where the end booking happens on a Partner's site (referral types could be CPA, CPC, CPL etc.)

Onsite Transaction

Onsite CPA transaction, where complete user journey (from discovery to booking to payment) happens on HomeToGo domains

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. Contracts with our more professional partners usually do not have a defined contract length, but if they do they typically auto-renew

smoobu

smoobu GmbH (Berlin), an indirect (100%) subsidiary of HomeToGo

Take Rate

Booking Revenues divided by Gross Booking Value (excl. Hotels, Feries, Escapada Rural & Smoobu)