

HomeToGo Q4 and FY/2023 Factsheet

Financial Highlights

- **Introducing FY/24 Outlook: Aiming for accelerated growth at improved profitability**
 - **Booking Revenues to grow to €>250M (>30% YoY)** vs. €190.1M in FY/23
 - **IFRS Revenues to grow to €>220M (>35% YoY)** vs. €162.0M in FY/23
 - **Adj. EBITDA to grow to €>10M (>400% YoY)** vs. €1.8M in FY/23
- **FY/23 financial results:**
 - **Booking Revenues** of €190.1M for FY/23 (16% YoY), surpassing FY/23 financial guidance. Record **Booking Revenues Backlog**¹ of €37.5M in the beginning of 2024 (16% YoY) despite HomeToGo's clear focus on the margin goal in FY/23, laying a strong foundation for accelerated growth in FY/24
 - **IFRS Revenues** increased by 10% YoY to €162.0M, reaching the upper end of the FY/23 financial guidance. **Subscriptions & Services** experienced continued strong growth momentum of 48% YoY to €35.1M, accounting for around 22% of HomeToGo Group's total IFRS Revenues
 - **Adjusted EBITDA** increased significantly to €1.8M in FY/23 and also surpassing the FY/23 financial guidance range, on the back of further improved marketing efficiency, an absolute swing in profitability of €22.5M compared to €(20.7)M in the previous year
 - Strong improvement in **Free Cash Flow** generation² of €21.9M in 2023 resulting in €(17.9)M for FY/23 compared to €(39.8)M in the prior year
- **Public Share Tender Offering**
 - On the back of a continued strong cash position and the strongly improving cash generation, the offering is intended to complement and increase the effectiveness of HomeToGo's ongoing stock exchange-based €10M share buyback program announced on 13 September 2023

¹ Booking Revenues before cancellation generated in FY/23 or prior with IFRS Revenues recognition based on check-in date in 2024. The term "Booking Revenues Backlog" used in this press release is the backlog figure as of January 1, 2024 and includes acquisitions closed in January 2024.

² Free Cash Flow is defined as net cash used in 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.

- The volume of the Public Share Tender Offering would be counted towards the volume of the ongoing share buyback program. More details to be announced in due course following final board approval

Operational Highlights in FY/23

- Introduced **HomeToGo_PRO**, the new **B2B brand and business segment** with a special focus on SaaS for the supply side of vacation rentals. HomeToGo starts its **segment reporting** for the Marketplace and HomeToGo_PRO segments from Q1/24 onwards
- Signed binding documents for **its largest ever acquisition** and entered the **thematic travel industry** by acquiring DACH market leaders for thematic travel bundles, Kurz Mal Weg and Kurzurlaub
- Launched **HomeToGo Modes**, a new line of **curated search experiences** that make it faster, easier and more convenient for travelers to find their perfect vacation rental. HomeToGo was the first vacation rental-focused marketplace to launch an AI product with its inaugural Mode, AI Mode
- Achieved an **industry-leading ESG Risk Rating** from Morningstar Sustainalytics ("Low Risk" / 16 points), outranking industry peers and affirming HomeToGo's commitment to sustainable business practices

KPIs	FY/23	FY/22	YoY	Q4/23	Q4/22	YoY
IFRS Revenues³ (EUR thousands)	162,033	146,839	10%	23,504	20,658	14%
CPA Onsite	67,845	66,877	1%	6,847	6,763	1%
CPA Offsite	37,202	25,716	45%	6,090	4,905	24%
CPC + CPL	21,902	30,587	(28)%	2,456	1,897	29%
Subscriptions & Services	35,084	23,660	48%	8,111	7,093	14%
Booking Revenues⁴ (EUR thousands)	190,096	163,711	16%	29,263	31,410	(7)%
CPA Onsite	81,248	76,730	6%	10,454	14,612	(28)%
CPA Offsite	47,987	33,965	41%	6,788	7,247	(6)%
CPC + CPL	21,908	30,582	(28)%	2,437	1,781	37%
Subscriptions & Services	38,953	22,433	74%	9,584	7,769	23%
Booking Revenues onsite share⁵	54%	54%	±0pp	53%	62%	(9pp)
CPA Take Rate⁶	10.9%	9.6%	+1.3pp	10.1%	9.9%	+0.2pp
Gross Booking Value⁷ (EUR thousands)	1,683,741	1,644,265	+2%	238,339	300,500	(21)%
Bookings (#)	1,033,664	1,026,097	+1%	186,980	195,811	(5)%
Cancellation Rate	15%	14%	(1pp)	17%	14%	(3pp)
Adj. EBITDA⁸ (EUR thousands)	1,791	(20,661)	n.m	(2,896)	(16,060)	+82%
Adj. EBITDA margin, % of IFRS Revenues	1.1%	(14.1)%	+15pp	(12.3)%	(77.7)%	+65pp
Free Cashflow	(17,900)	(39,774)	+55%	4,620	(5,536)	n.m

³ CPA IFRS Revenues recognized on check-in date. Only this metric is shown by IFRS Revenues Recognition Date (check-in date for Bookings); all other metrics are by performance/booking date; quarterly figures are unaudited

⁴ Booking Revenues is a non-IFRS operating metric to measure performance, which we define as the net Euro value generated by transactions on our platform in a period (CPA, CPC, CPL, etc.) before cancellations. Booking Revenues do not correspond to, and should not be considered as an alternative or substitute for, IFRS Revenues recognized in accordance with IFRS

⁵ Booking Revenues net of Subscriptions & Services

⁶ CPA Take Rate is the margin realized on the gross booking amount and defined as CPA Booking Revenues divided by GBV from CPA Booking Revenues.

⁷ Gross Booking Value ("GBV") is the gross EUR value of bookings on our platform in a reporting 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. For CPA transactions, GBV includes the booking volume as reported by the Partner. For CPC, GBV is estimated by multiplying the total click value with the expected conversion rate. The total click value is the duration of the search multiplied by the price per night of the clicked offer. This total click value is multiplied by the average conversion rate of that micro conversion source for CPA Partners in the respective month.

⁸ Earnings before (i) income taxes; (ii) finance income, finance expenses; (iii) depreciation and amortization; adjusted for expenses for share-based compensation and one-off items.

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