

## HomeToGo Q2 2023 Factsheet

### Key Financial Highlights

- **Strong advancement in profitability by reaching first time positive Adjusted EBITDA already in a second quarter** of €1.4M (vs. €(6.4)M in Q2/22), powered by strong improvement in marketing efficiency driven by repeat business and higher economies of scale
- **Subscriptions & Services business reached the highest quarter IFRS Revenues ever** of €9.1M (85% YoY), including standout contribution from all-in-one SaaS solution Smoobu as the fastest organically growing entity
- **Robust YoY growth in IFRS Revenues leading to highest Q2 figures ever** of €42.8M (14% YoY and more than 2.5 times vs. Q2/19), including a favorable development of our North American business (65% YoY in IFRS Revenues). Additionally, CPA Take Rate grew to an all-time high of 11% (+1pp YoY)
- **Strong increase in cash position** to €145.3M at end of Q2/23 (an increase of €5.3M vs. Q1/23) on the back of a positive operating cash flow of about €8.8M, with additional inflows expected in H2/23 following check-ins during high season
- **Impressive increase of Booking Revenues** to €115.5M in H1/23 (29% YoY) fueled by a growing North American business leading to new Q2 record high of a €67.4M (14% YoY) Booking Revenues Backlog<sup>1</sup> – to be recognized after check-in as IFRS Revenues providing high visibility over the course of H2/23.
- **FY/23 guidance confirmed**, with HomeToGo fully on track to deliver on its promise of Adjusted EBITDA break-even as guidance midpoint alongside double digit IFRS Revenues growth in FY/23

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<sup>1</sup> Booking Revenues generated until June 30, 2023 with IFRS Revenues recognition based on check-in date after the reporting date in FY 2023.

## Key-Performance Indicators

KPIs	Q2/23	Q2/22	YoY	H1/23	H1/22	YoY
<b>IFRS Revenues<sup>2</sup> (EUR thousands)</b>	<b>42,786</b>	<b>37,638</b>	<b>14%</b>	<b>64,669</b>	<b>56,502</b>	<b>14%</b>
CPA Onsite	16,534	17,246	(4%)	22,135	20,942	6%
CPA Offsite	9,148	5,437	68%	14,131	9,533	48%
CPC + CPL	8,035	10,061	(20)%	13,455	17,938	(25)%
Subscriptions & Services	9,069	4,894	85%	14,948	8,089	85%
<b>Booking Revenues<sup>3</sup> (EUR thousands)</b>	<b>50,212</b>	<b>46,340</b>	<b>8%</b>	<b>115,500</b>	<b>89,287</b>	<b>29%</b>
CPA Onsite	20,626	23,545	(12)%	52,635	45,206	16%
CPA Offsite	12,305	7,810	58%	29,863	17,949	66%
CPC + CPL	8,037	10,103	(20)%	13,460	18,054	(25)%
Subscriptions & Services	9,244	4,883	85%	19,543	8,078	142%
<b>Booking Revenues onsite share<sup>4</sup></b>	<b>50%</b>	<b>57%</b>	<b>(6)pp</b>	<b>55%</b>	<b>56%</b>	<b>(1)pp</b>
<b>CPA Take Rate<sup>5</sup></b>	<b>11.0%</b>	<b>10.0%</b>	<b>+1.0pp</b>	<b>10.8%</b>	<b>9.6%</b>	<b>+1.2pp</b>
<b>Gross Booking Value<sup>6</sup> (EUR thousands)</b>	<b>439,450</b>	<b>463,788</b>	<b>(5)%</b>	<b>1,044,210</b>	<b>923,601</b>	<b>13%</b>
<b>Bookings (#)</b>	<b>259,758</b>	<b>301,106</b>	<b>(14)%</b>	<b>612,770</b>	<b>588,561</b>	<b>+4%</b>
Cancellation Rate	13%	13%	0pp	14%	14%	0pp
<b>Adj. EBITDA<sup>7</sup> (EUR thousands)</b>	<b>1,408</b>	<b>(6,431)</b>	<b>n.m.</b>	<b>(23,408)</b>	<b>(28,749)</b>	<b>+19%</b>
<b>Adj. EBITDA margin, % of IFRS Revenues</b>	<b>3.3%</b>	<b>(17.1)%</b>	<b>+20pp</b>	<b>(36.2)%</b>	<b>(50.9)%</b>	<b>+15pp</b>

<sup>2</sup> 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

<sup>3</sup> 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

<sup>4</sup> Booking Revenues net of Subscriptions & Services

<sup>5</sup> 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.

<sup>6</sup> 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.

<sup>7</sup> 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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