

Welcome to the  
**HomeToGo**  
Full Year 2022 Earnings Call

30 March 2023

home  
to go\_

# 2022 was a year of outstanding accomplishments and strong start into 2023

**Impressive finish slightly ahead of already upgraded guidance** with IFRS Revenues growth of 55% YoY and an Adj. EBITDA margin on the top of guided range for FY 2022

**Delivering an unparalleled experience and driving growth for our partners** as we grew our Take Rate to 9.6% (up 130bps YoY) and captured an Onsite share of 54% (up 11pp YoY); Subscriptions & Services IFRS Revenues grew by a stellar 169% underscoring our leading position as a full service provider for the vacation rental industry

**Three successful M&A's in 2022 with AMIVAC, e-domizil and SECRA:**

Acquiring and scaling healthy, profitable businesses that gave a unique contribution to HomeToGo's portfolio across Onsite and Subscriptions & Services growth

**Strong start to 2023:** Record Booking Revenues Backlog<sup>1</sup> and strong trading days in first months of the year gives high confidence to achieve Adj. EBITDA break-even at continuous double-digit growth rates



# STRATEGY UPDATE

2022 Review and our Vision for 2023 & beyond

**Dr. Patrick Andrae**, Co-Founder & CEO

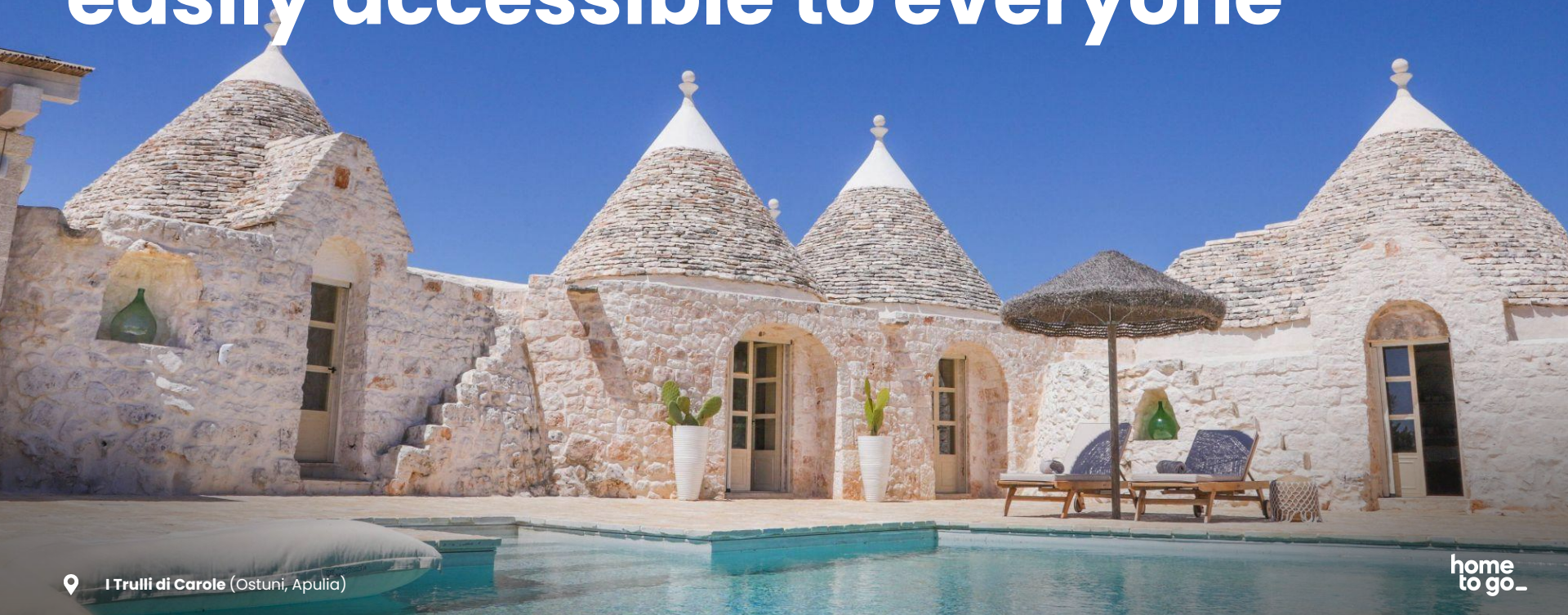
30 March 2023

home  
to go\_

OUR VISION

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**making incredible homes  
easily accessible to everyone**

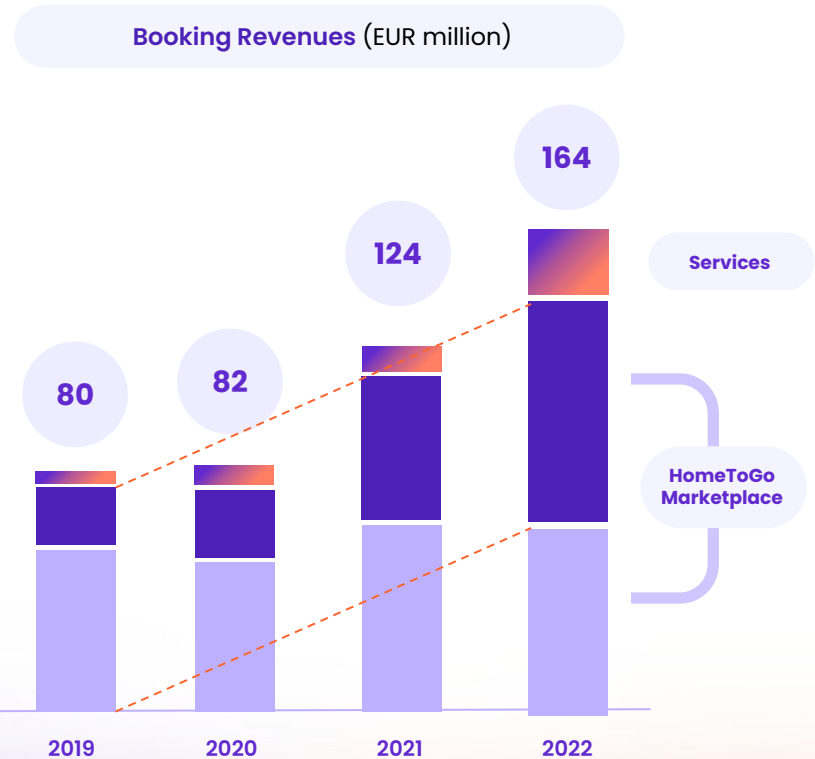
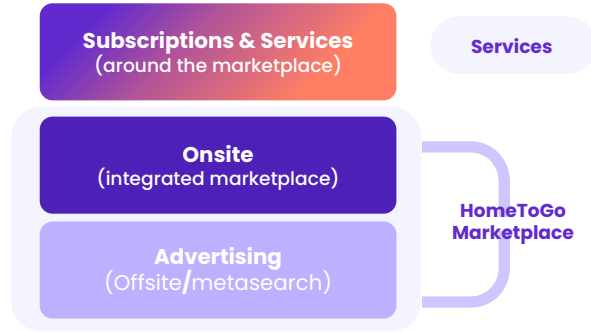
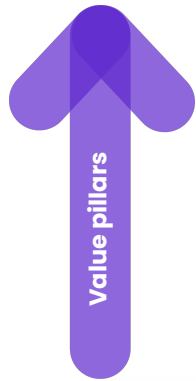


I Trulli di Carole (Ostuni, Apulia)

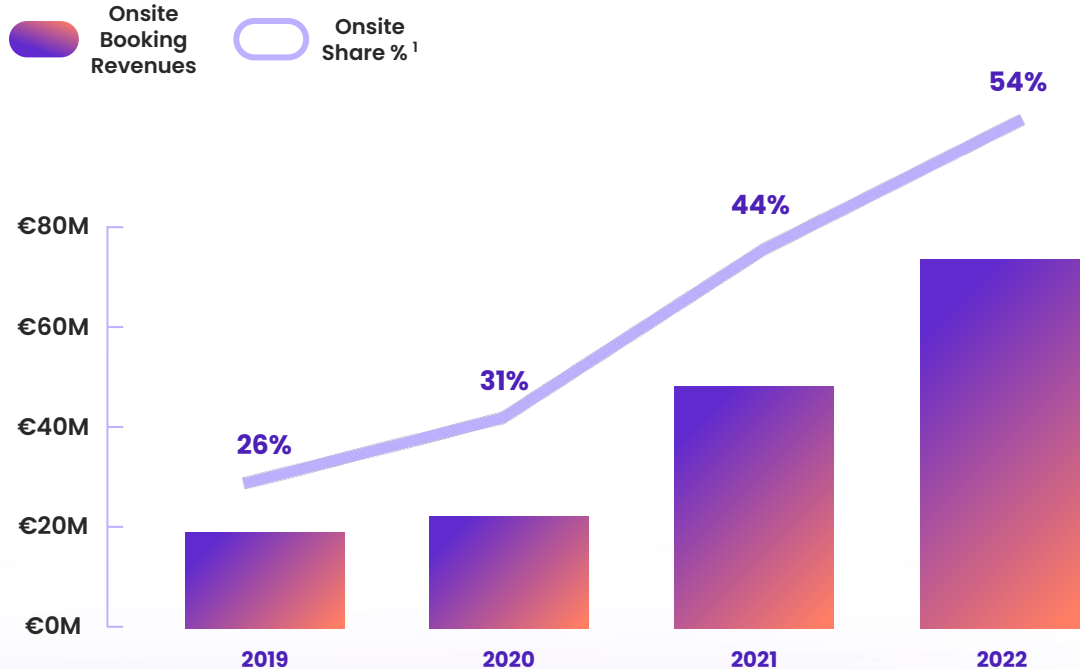
home  
to go\_



# On our journey we grew the 2022 Onsite marketplace to almost the size of the entire HomeToGo in 2019 while building up Services



# Onsite growth driven by attractive demand and strategic investments in our product



**We cater to our Partners' needs and have developed into an integral part of their business:**

- Partners have access to a highly attractive customer base
  - High average basket sizes
  - Long booking windows
  - Customers have high purchasing power
- Partners own the policies, i.e. cancellations
- Partners have access to hassle-free bookings

# We are live...

e-domizil DE / € Mein Konto Vermieter Suche

## Wir ♥ Ferienhaus

Ferienhaus und Ferienwohnung online buchen. Aktuell. Schnell. Sicher.

Ostsee Jederzeit Personen Suche

- Sicherheit**  
Sichere Buchung durch SSL-Verschlüsselung
- Erfahrung**  
Seit über 20 Jahren kompetente Ferienhaus-Vermittlung
- Leidenschaft**  
Wir lieben es, Ihre Urlaubsträume zu erfüllen
- Service**  
Persönliche Beratung an 7 Tagen in der Woche

e-domizil Mallorca So. 03.06. Sa. 10.06. Personen

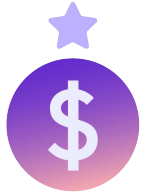
Filters and Sortieren Zimmer Preis Unterkunftstyp Pool TV Haustiere erlaubt Internet Terrasse/Balkon

- €3,161** für 7 Nächte  
Details
- 110 m² Villa** Alcudia  
€7,000 €1,021 €1,575 €1,314 €1,351  
Details
- 90 m² Ferienwohnung** Cala Sant Vicenç, Pollença  
€2,150 €1,639 €2,079 €1,476 €1,143 €1,2310 €4,264  
Details

Map: Aktualisieren, wenn Karte bewegt wird. Finde Unterkünfte in Deiner Nähe. Locations: Sóller, Escor, Manacor, Magalot, Colònia de Sant Jordi.

# ... and reap the benefits of a centralized marketplace business

## Renegotiations



Differences in commercials are leveraged to take advantage of the **better conditions for the entire HomeToGo Group** going forward

## Integration



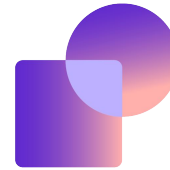
By replacing e-domizil's front end and aggregated inventory with HomeToGo's technology we were able to **improve user experience and data quality**

## Focus



Taking over the marketplace business allows e-domizil to focus the attention and resources on providing **services to small partners incl. hosts**

## Relevancy



Combining the booking volumes of e-domizil and HomeToGo makes us an **even more important source of demand** for many partners



# We are live (again)...

The screenshot shows the amivac website interface. At the top, there is a navigation bar with the amivac logo and menu items: Destinations, Type de logement, Bons plans, and Idées vacances. On the right side of the navigation bar, there is a home icon, the text "Je suis un loueur", and a "Se connecter" button.

The main content area features a large background image of a mountain landscape at dusk. The headline reads: "Des milliers de locations de vacances avec un contact direct avec votre hôte".

Below the headline is a search bar with the following elements:

- A search input field with the placeholder text "Chercher par ville ou région".
- A date selection field with a calendar icon and the text "Dates indifférentes".
- A dropdown menu with a person icon and the text "Personnes".
- A blue "Chercher" button.

Below the search bar is a comparison section with the text "Comparer avec" and a checked checkbox next to "HomeToGo".

At the bottom of the page, there is a light blue banner with the text: "Recevez des offres exclusives, inspirations et informations sur les réglementations actuelles." To the right of this text is an email input field with the placeholder text "Entrez votre adresse e-mail \*" and a blue "S'abonner" button.

# ... paving the way for a stronger positioning in the French market for the HomeToGo Group

## Synergies for the Group:

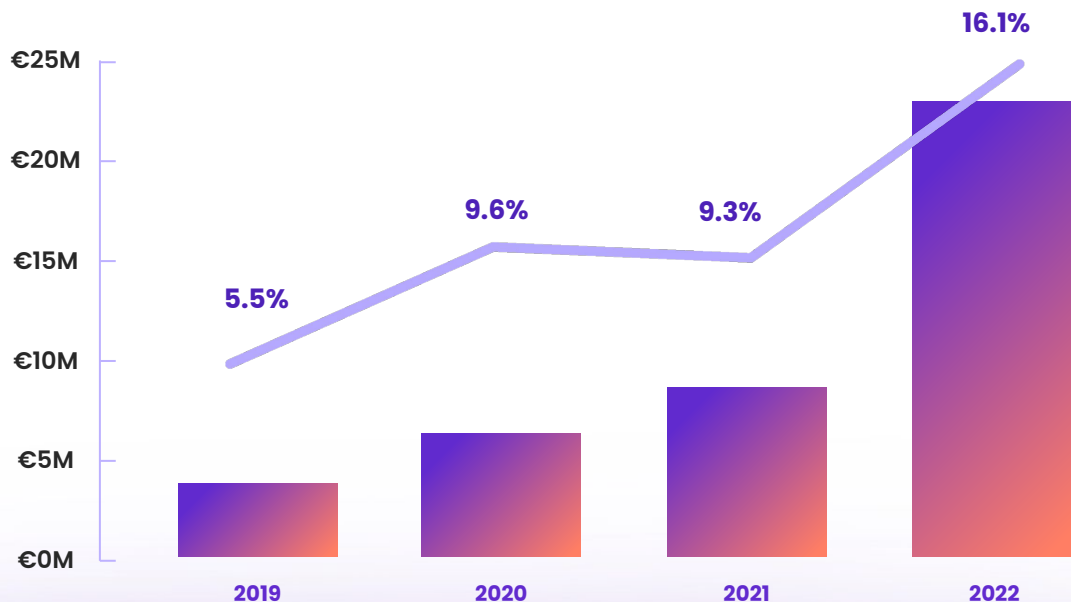
- Further expand our **inventory supply in France** – especially small partner inventory
- Scale our **hosting platform tech & operations** setup
- Create a **blueprint for future migrations** of host businesses
- Drive **cross-selling** between our solutions

## Growth levers for amivac:

- Expand **subscription sales** to French small partners – for listing and Add-on Services
- Offer **commission for French hosts** – boosting amivac host visibility & business
- Complement amivac inventory with **HomeToGo inventory** – better serving our travelers
- Reinvigorating the brand in France – making amivac **HomeToGo's lead brand in France**

# Strong growth and profitability in Subscriptions & Services – in line with our strategy to be the service provider in the vacation rental industry

 S&S IFRS Revenues  as % of Group IFRS Revenues



We are providing innovative solutions in and around our marketplace to enable growth for the entire alternative accommodation industry becoming its operating system

- Tech, data and supply solutions for the supply side, incl. our Partners
- Utilizing the technology solutions of our marketplace and making them accessible externally
- Combining native marketplace technology and new solutions to multiply impact and effect

 smoobu  SECRA  amivac  
*Agriturismo.it* EscapadaRural

# 100%+ Repeat Booking Revenues growth for Q4/22 shows stellar progress on driving repeat demand – one of our key pillars to reach profitability goals in 2023



## Increasing user experience & brand recognition

- Improved our **machine learning based recommendations** resulting in a significant increase in bookings
- Launched **TV campaign** communicating HomeToGo's "**dash\_promise**"



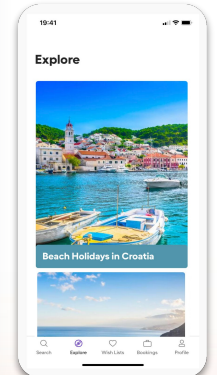
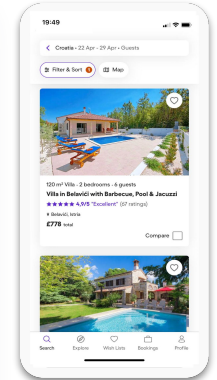
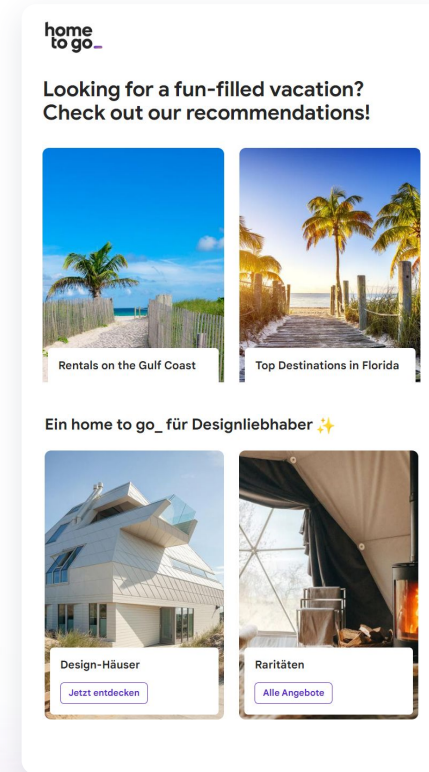
## Actively pushing levers to grow customer retention further

- **Tailored inspirational recommendation content**, re-activating existing customers with CRM activities incl. App
- Implemented a **new post-booking communication flow**, providing helpful information during vacation



## Strong results in further growing our loyal customer base

- **+104% in Repeat Booking Revenues\* YoY in Q4/22**
- **+68% in Repeat Booking Revenues\* YoY 2022 vs. 2021**

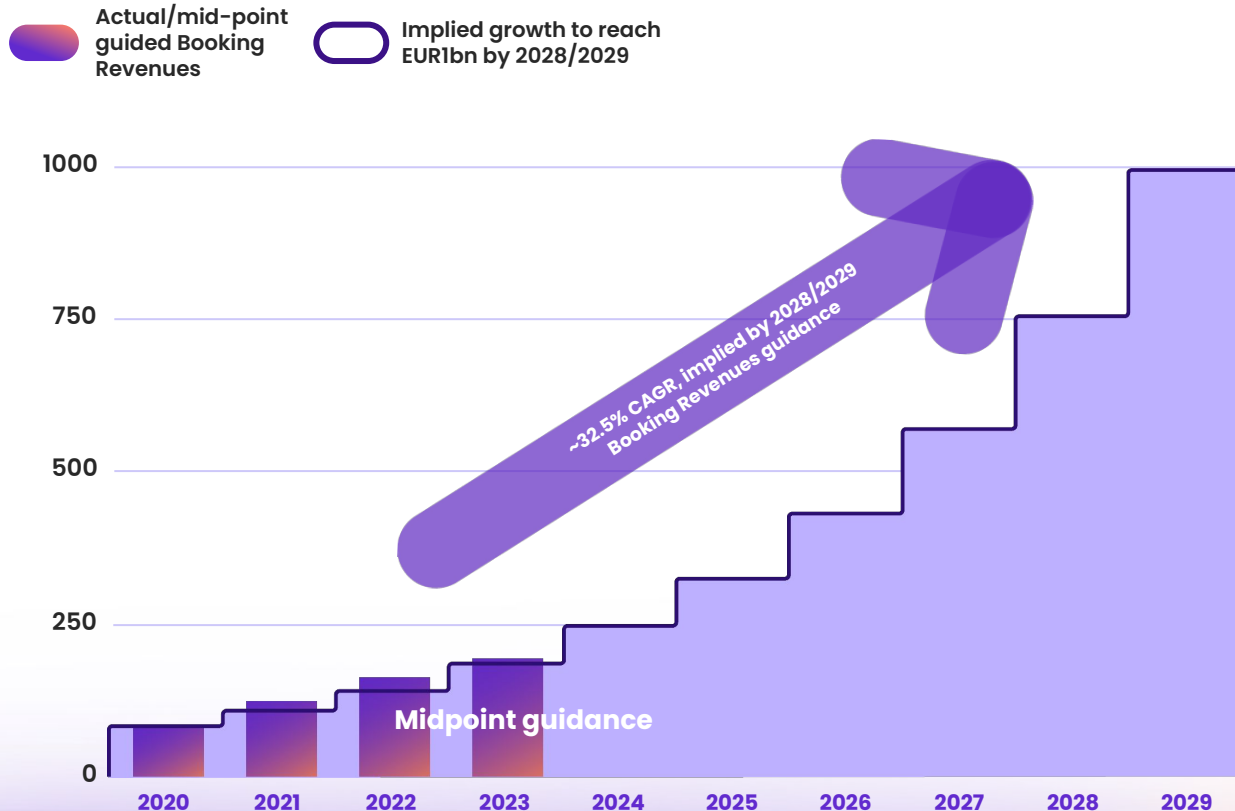




# HomeToGo has outperformed the twice upgraded FY2022 guidance – now aiming for break-even with double-digit growth

	Guidance for FY2022	Achievement FY2022	Guidance for FY2023	Goal for FY2024-2025
 <p><b>GROWTH</b> IFRS Revenues</p>	<p>48-54%</p> <p>Twice upgraded guidance</p>	<p>✓ 55%</p>	<p>13-19%</p>	<p>30-35%</p>
 <p><b>PROFITABILITY</b> (Adj. EBITDA*)</p>	<p>(14)-(18)%</p>	<p>✓ (14)%</p>	<p>~0%</p>	<p>5-15%</p> <p>Starting at the lower end in 2024 and approaching higher end by 2025</p>
 <p><b>CASH GENERATION</b></p>	<p>Cash flow negative</p>	<p>✓ Cash flow negative</p>	<ul style="list-style-type: none"> <li>○ Little CapEx (mainly capitalized R&amp;D)</li> <li>○ Working capital needs mainly during the year</li> <li>○ Cash outflow for taxes and social contributions of VSOP/LTI</li> </ul>	

# We are on the right track to reach our long term ambition of EUR1bn in Booking Revenues by FY2028/29



Our **2020–2022 Booking Revenues CAGR** clearly **outperformed the required CAGR of 32.5%**, implied by our long term **ambition to reach EUR1bn** in booking revenues by FY2028/29

Future growth will be driven by:

- Continued CPA Take Rate expansion
- Geographic expansion
- New Services
- Payments & Add-ons
- Selected, profitable M&A

# a home to go green



House in Sogndal (Sogndal, Sogn og Fjordane)

home  
to go



Building a platform  
that enables &  
empowers **travelers**  
and **Partners** to make  
more sustainable  
choices





# The green opportunity: We are dedicated to being a changemaker in sustainable travel for our industry

**Incentivizing our Partners to incorporate sustainable practices** and amenities by rewarding and highlighting green offers

**Building a product where travelers can easily choose and be better educated about sustainable travel options** - ultimately closing the say/do gap

**Fostering an employee culture and operation that is focused on climate preservation** and proactive climate action

**73%**

of travelers are more likely to choose an accommodation if it has implemented sustainable practices<sup>1</sup>

**70%**

of global travelers expect the travel industry to offer more sustainable travel options<sup>2</sup>

**71%**

of job seekers want to work for environmentally sustainable companies after the pandemic<sup>3</sup>

**2019: Climate neutral** in Berlin HQ & LT  
**2022: Successfully hit climate neutrality across all global operations**

<sup>1</sup> Accelerating the Transition to Net-Zero Travel: Skift Research + McKinsey, Sept. 2022

<sup>2</sup> A Net Zero Roadmap | World Travel & Tourism Council, Nov 2021

<sup>3</sup> IBM Survey

# FINANCIAL DEEP DIVE

2022 Review and 2023 Guidance

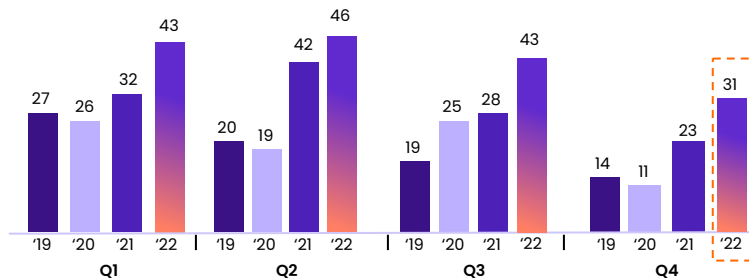
**Steffen Schneider, CFO**

30 March 2023

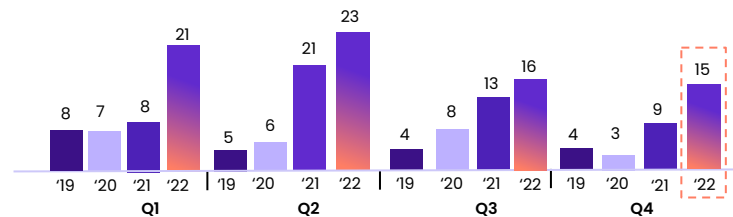
home  
to go\_

# Conscious decision to focus Q4/22 on building a record Booking Revenues Backlog as key profitability pillar for FY2023

Booking Revenues<sup>1</sup> (EUR million)

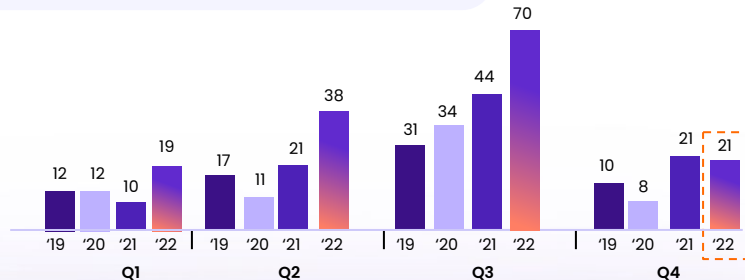


Onsite Booking Revenues (EUR million)

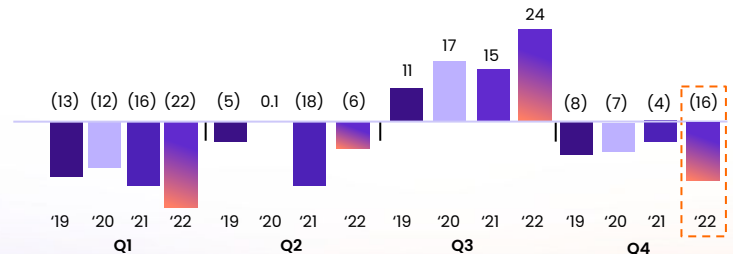


FY/22 Booking Revenues Onsite Share<sup>2</sup>: 54%

IFRS Revenues (EUR million)



Adjusted EBITDA<sup>2</sup> (EUR million)



<sup>1</sup>Booking Revenues net of Subscription & Services Revenues

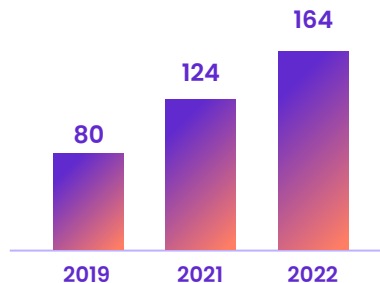
<sup>2</sup>Adjusted for expenses for share-based compensation and non-operating one-off items

# Strong growth trajectory on all our core metrics

Adj EBITDA margin  
(23)%, (22)%, (14)%

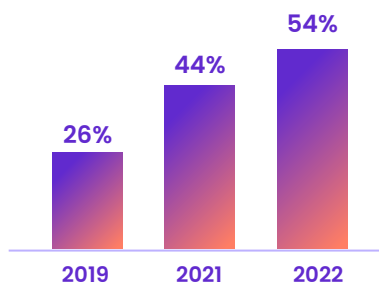
## Booking Revenues

EUR million



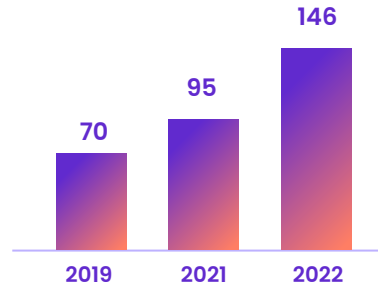
## Scaling of Onsite

in % of Booking Revenues<sup>1</sup>



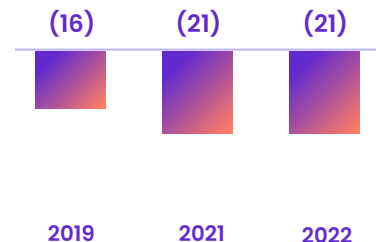
## IFRS Revenues

EUR million



## Adj. EBITDA

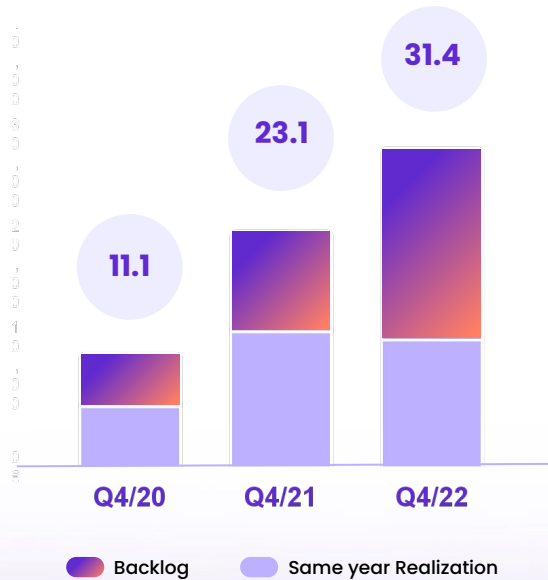
EUR million



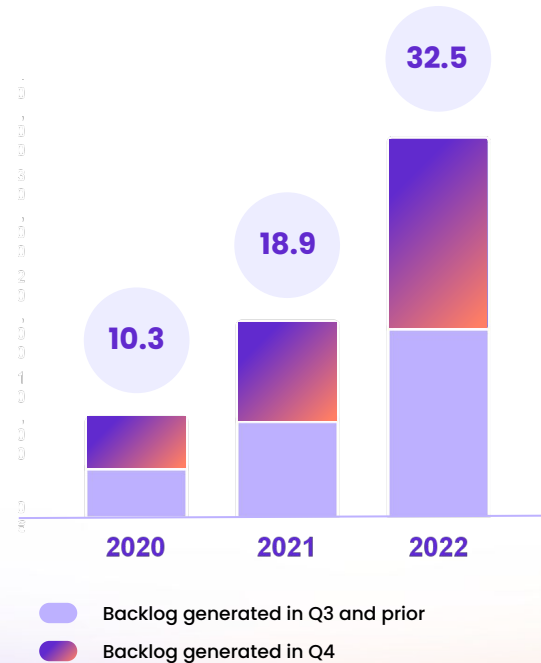


# Shifting our focus in Q4/22 to strategically build up Booking Revenues Backlog for 2023

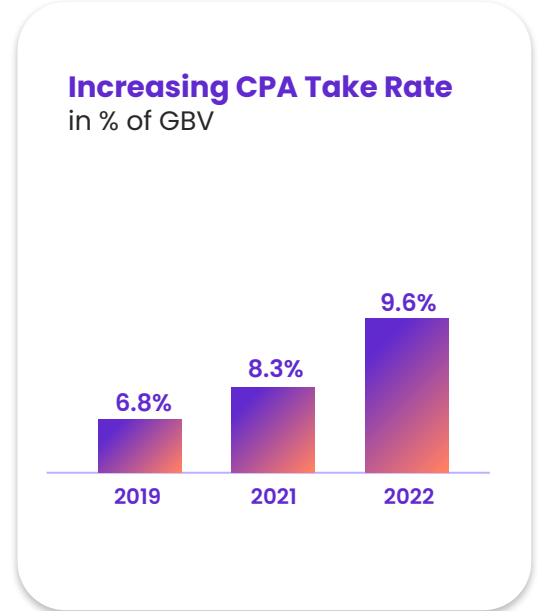
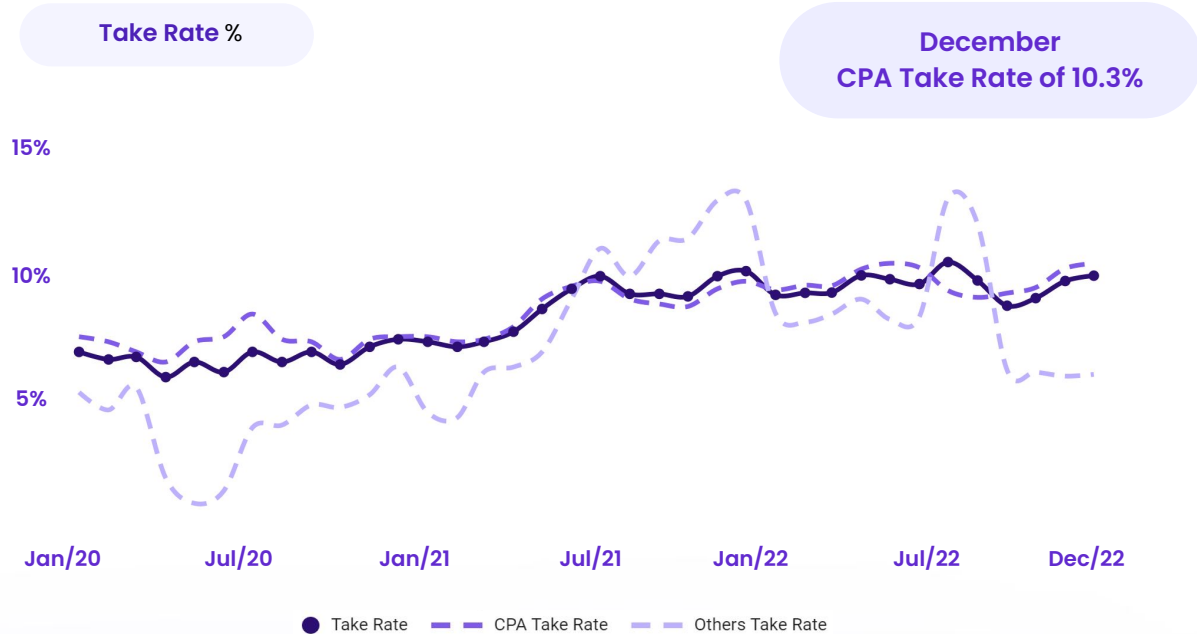
Q4 Booking Revenues (EUR million)



Booking Revenues Backlog Built-Up (EUR million)

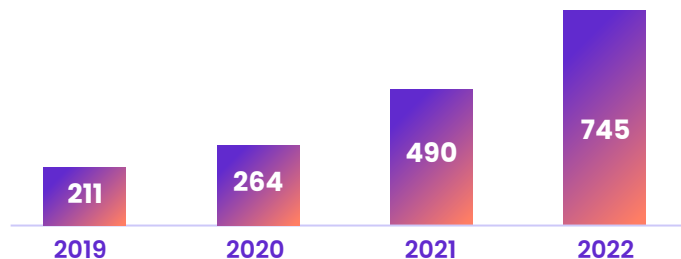


# Continuous improvements of our Take Rate particular in the CPA Cluster reflecting higher Onsite share and improved commercials

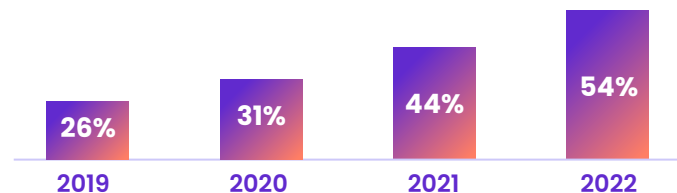


# Strong progress across regions in building up Onsite Business

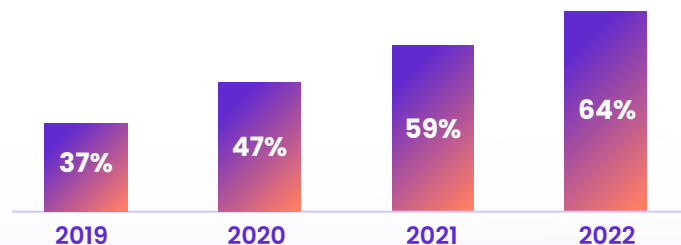
Onsite bookings number ('000 bookings)



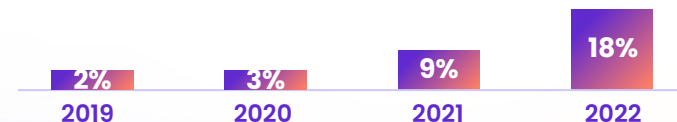
Onsite Share<sup>1</sup> (% of Booking Revenues)



Europe Onsite Share<sup>1</sup> (% of Booking Revenues)



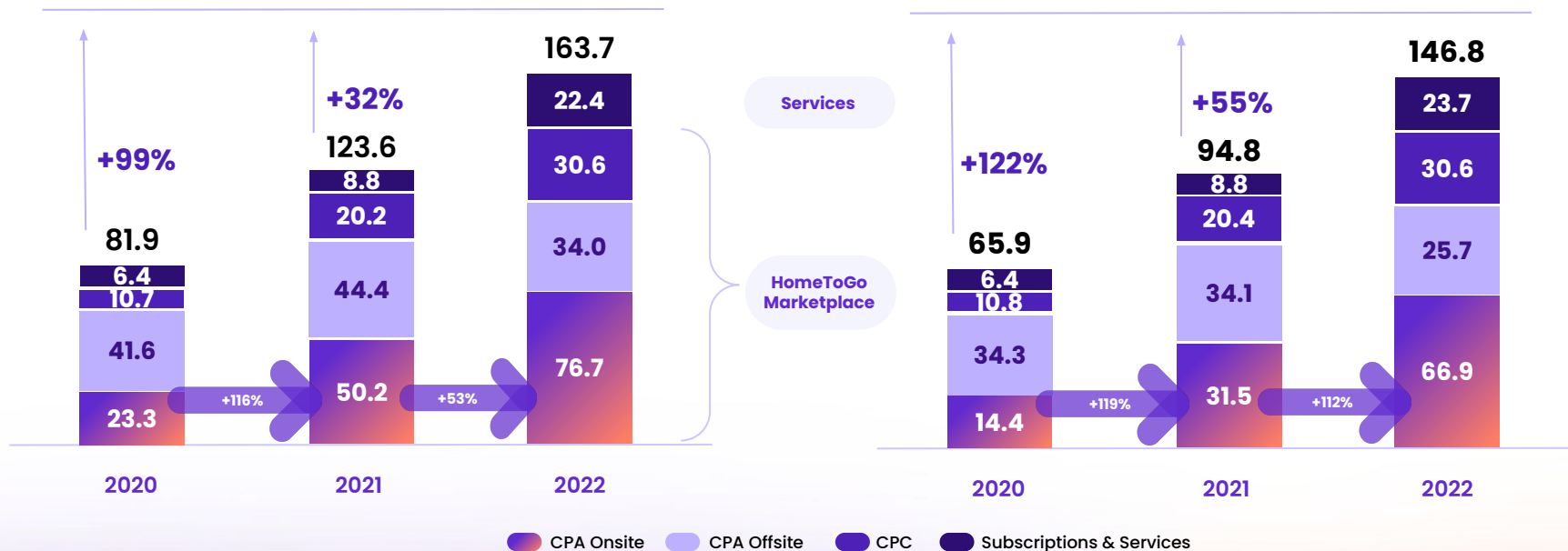
North America Onsite Share<sup>1</sup> (% of Booking Revenues)



# Strong Onsite and Subscriptions & Services Booking Revenues growth in FY2022 following the acquisition of e-domizil and SECRA as well as strong YoY growth of Smoobu

FY Booking Revenues<sup>1</sup> (EUR million) - by deal type

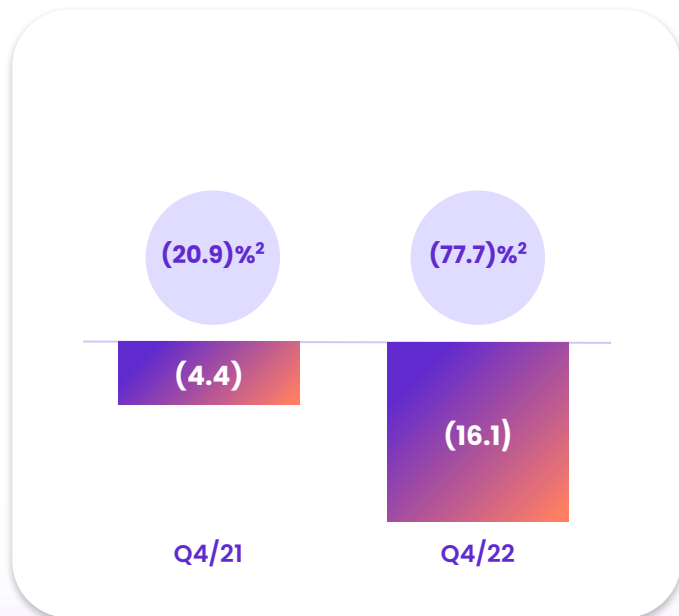
FY IFRS Revenues (EUR million) - by deal type



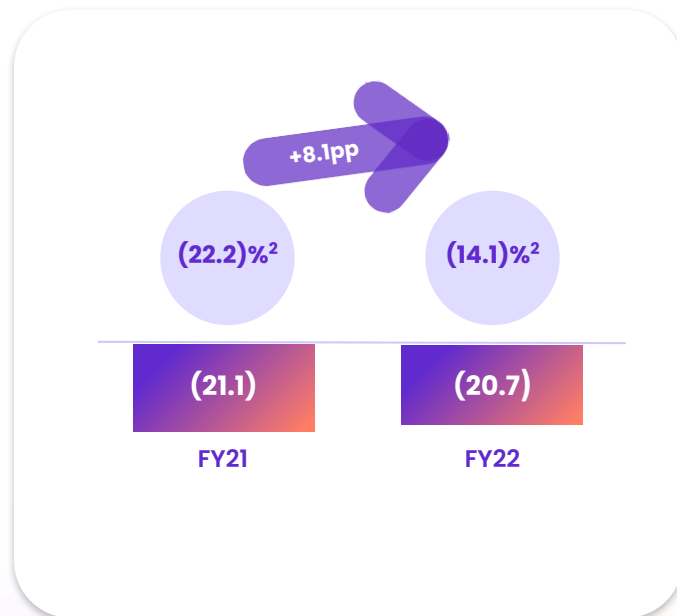
<sup>1</sup>Non-IFRS operating metric to measure intra-month performance view defined as net Euro value of the commission generated by transactions (CPA, CPC, CPL etc.) before cancellation

# In FY2022 we improved profitability on the back of a strong topline momentum, finishing near the top of the upgraded guidance

Q4 Adjusted EBITDA<sup>1</sup> (EUR million)



FY Adjusted EBITDA<sup>1</sup> (EUR million)



# Significant progress in profitability across most categories in FY2022 while Q4/22 reflects the marketing push for the Backlog

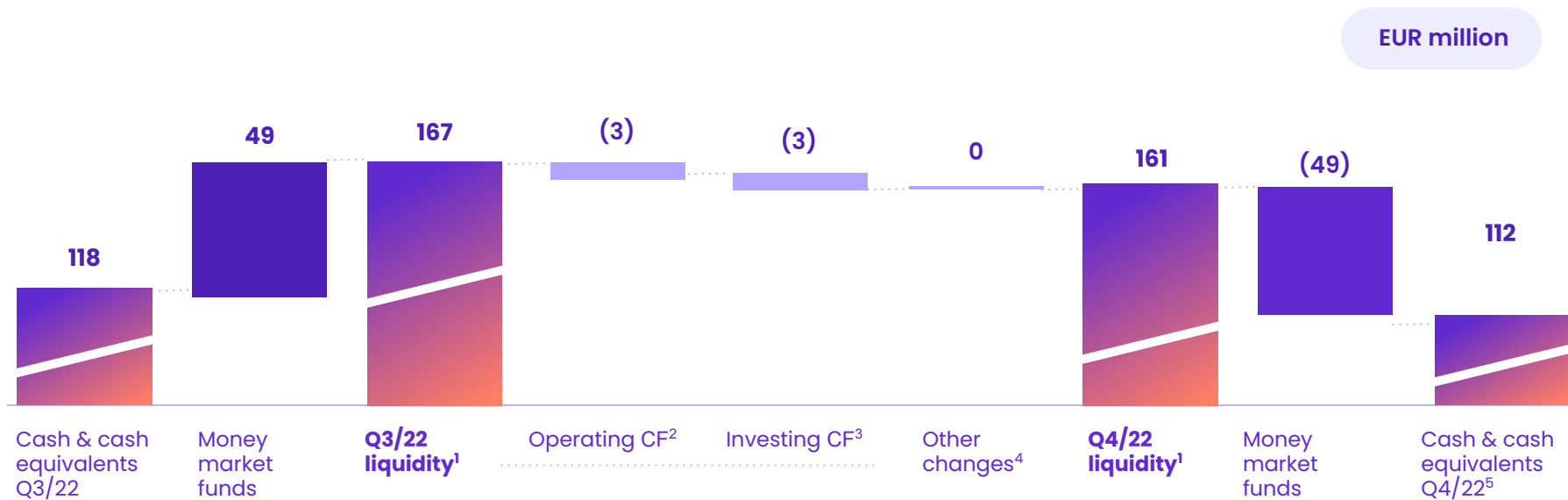
## Costs and margins<sup>1,2</sup>

(in % of IFRS Revenues)

	FY			Q4		
	2021	2022	Delta	2021	2022	Delta
Cost of Revenues	(3.6%)	(3.6%)	0.1pp	(5.0%)	(5.0%)	0.1pp
Gross profit	96.4%	96.4%	0.1pp	95.0%	95.0%	0.1pp
Sales & Marketing	(91.9%)	(81.3%)	10.6pp	(73.5%)	(101.4%)	(27.9)pp
Product Development	(15.6%)	(15.3%)	0.3pp	(19.3%)	(29.9%)	(10.6)pp
Administrative expenses	(12.9%)	(15.0%)	(2.1)pp	(25.6%)	(34.4%)	(8.8)pp
Other income and expenses	1.9%	1.1%	(0.7)pp	2.6%	(7.1%)	(9.7)pp
Adjusted EBITDA <sup>1</sup>	(22.2%)	(14.1%)	8.1pp	(20.9)%	(77.7%)	(56.9)pp



# Continued strong cash position at year-end almost at Q3/22 level despite building up Record Booking Revenues Backlog



<sup>1</sup> Both Q4/22 and Q3/22 liquidity include investments into highly liquid short-term deposits with maturity of more than 3 and less than 12 months.

<sup>2</sup> Operating cash flow includes outflows in the amount of EUR 4m for traveler advance payments collected as part of payment services for hosts.

<sup>3</sup> Includes only cash flows from investments in fixed and intangible assets as well as payments for acquisitions.

<sup>4</sup> Includes financing cash flow and effect of exchange rate on cash and cash equivalents.

<sup>5</sup> Q4/22 cash & cash equivalents include cash of EUR 2.3m that is restricted due to statutory requirements.

Key focus 2023:

**Achieve Adjusted EBITDA  
break-even by FY2023**

# We confirm our Adj. EBITDA breakeven objective in FY2023 while maintaining a double-digit IFRS Revenues growth rate

## FY2023 Guidance

Booking Revenues<sup>1</sup>

**+13% – +25%**

EUR 185–205m

Onsite Booking Revenues Share<sup>1,2</sup>

**+2pp – +7pp**

56%–61%

IFRS Revenues

**+13% – +19%**

EUR 165–175m

Adjusted EBITDA<sup>3</sup>

**(2%) – +2%** margin

EUR (2.5)–2.5m

FY2022  
Adj EBITDA  
(20.7)m

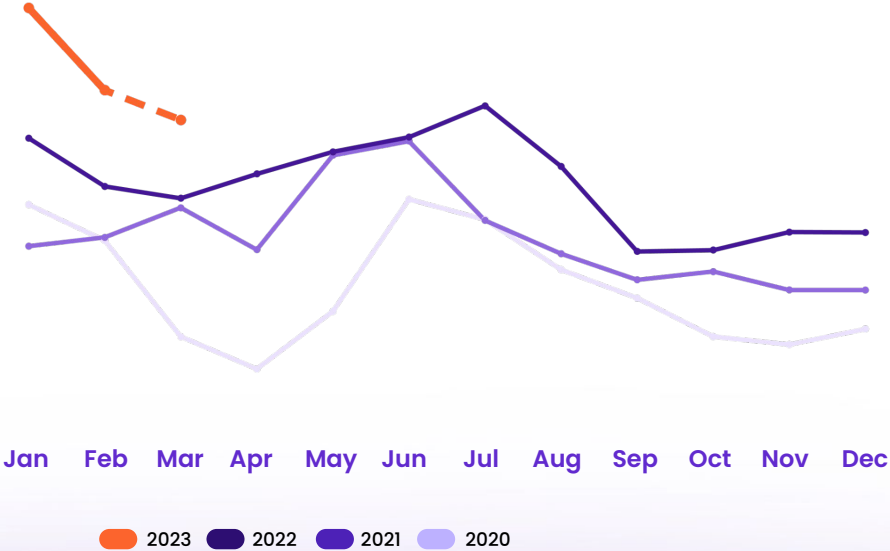
<sup>1</sup> Non-IFRS operating metric to measure intra-month performance view defined as net Euro value of the commission generated by transactions (CPA, CPC, CPL etc.) before cancellation

<sup>2</sup> Booking Revenues net of Subscription & Services Revenues

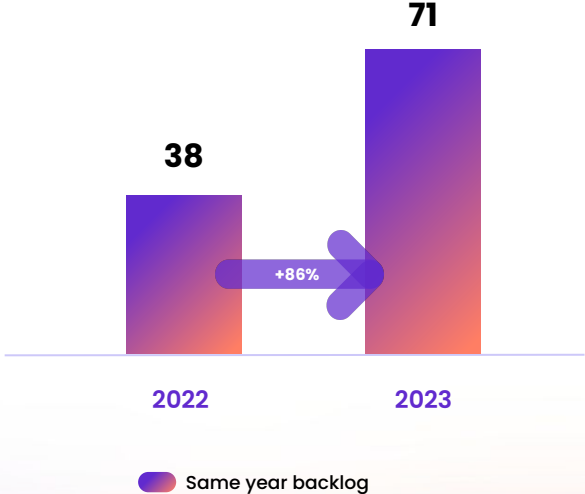
<sup>3</sup> Adjusted for expenses for share-based compensation and expected one-off items for FY/22

# Strong Q1 provides certainty for our ambitious 2023 guidance

Monthly Booking Revenues  
(EUR million)



Booking Revenues Backlog as of March 29  
(EUR million)



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**Thank you**

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# Q&A



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# Appendix

# GBV to IFRS Revenue Bridge

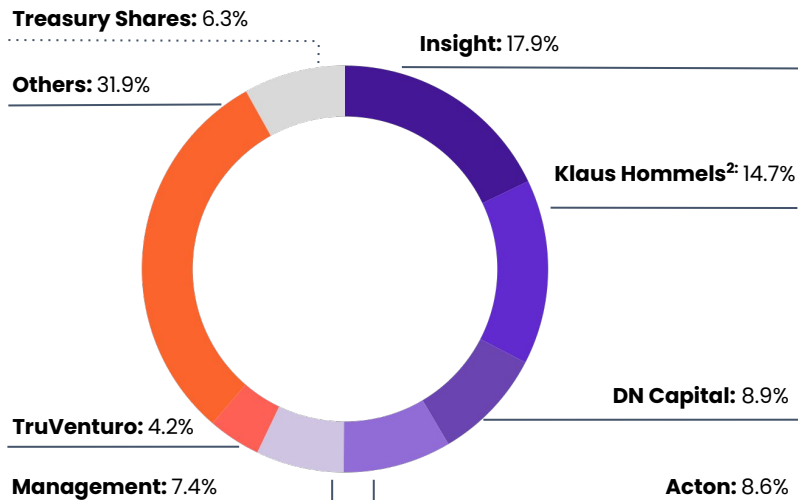
KPI (in EUR million)	FY 2022		Q4	
	2021	2022	2021	2022
<b>GBV</b>	1,438	1,644	244	300
<b>Take Rate</b> (in %)	8.4%	9.5%	10.1%	9.6%
<b>Booking Revenues</b>	124	164	23	31
<b>Cancellations</b>	(25)	(22)	(3)	(4)
<b>Revenues with different recognition period in IFRS</b>	(4)	5	1	(6)
<b>IFRS Revenues</b>	95	147	21	21

# Topline performance vs 2019 levels

KPI (in EUR million)	FY 2022			Q4		
	2019	2022	Yo3Y	2019	2022	Yo3Y
<b>GBV</b>	1226	1644	+34%	211	300	+42%
<b>Booking Revenues</b>	80	164	+106%	14	31	+125%
<b>IFRS Revenues</b>	70	147	+111%	10	21	+114%

# The HomeToGo Share

## Shareholder Structure<sup>1</sup>



## Share Information

<b>Type of Shares</b>	Class A Shares (Public Shares) and Class B Shares (Founder Shares)
<b>Stock Exchange</b>	Frankfurt Stock Exchange
<b>Market Segment</b>	Regulated Market (Prime Standard) of the Frankfurt Stock Exchange
<b>First Day of Trading</b>	September 22, 2021
<b>Total Number of Shares Outstanding</b>	<b>119,077,456</b> (114,494,123 Class A Shares and 4,583,333 Class B Shares)
<b>Total Number of Issued Shares</b>	<b>127,138,982</b> (122,555,649 Class A Shares and 4,583,333 Class B Shares)
<b>Issued Share Capital</b>	<b>€ 2,441,068.45</b>

# Statements of Profit or Loss and Adjusted EBITDA reconciliation

in € thousand	Q4/22	Q4/21	FY/22	FY/21
<b>Revenues</b>	<b>20,658</b>	<b>21,206</b>	<b>146,839</b>	<b>94,839</b>
Cost of Revenues	(3,006)	(1,299)	(12,202)	(4,327)
<b>Gross profit</b>	<b>17,653</b>	<b>19,908</b>	<b>134,637</b>	<b>90,512</b>
Product development and operations	(7,914)	(7,891)	(28,678)	(23,840)
Marketing and sales	(23,110)	(14,664)	(126,284)	(95,390)
General and administrative	(16,211)	(6,505)	(47,851)	(112,751)
Other expenses	(667)	(152)	(1,160)	(631)
Other income	(206)	9,515	3,671	11,646
<b>Profit (loss) from operations</b>	<b>(30,456)</b>	<b>208</b>	<b>(65,666)</b>	<b>(130,455)</b>
Finance expenses	8,392	(10,594)	6,928	(46,368)
Profit (loss) before tax	(22,064)	(10,386)	(58,738)	(176,823)
Income taxes	5,039	(1,958)	5,239	(202)
<b>Net income (loss)</b>	<b>(17,026)</b>	<b>(12,344)</b>	<b>(53,499)</b>	<b>(177,025)</b>
Other comprehensive loss	(163)	(18)	(222)	(18)
<b>Total comprehensive loss</b>	<b>(17,188)</b>	<b>(12,361)</b>	<b>(53,721)</b>	<b>(177,042)</b>
<b>Profit (loss) from operations</b>	<b>(30,456)</b>	<b>208</b>	<b>(65,666)</b>	<b>(130,455)</b>
Depreciation and amortization	3,575	1,490	12,974	4,690
<b>EBITDA</b>	<b>(26,882)</b>	<b>1,700</b>	<b>(52,692)</b>	<b>(125,764)</b>
Share-based compensation	6,681	2,452	25,652	101,997
One-off items	4,141	(8,574)	6,379	2,698
<b>Adjusted EBITDA</b>	<b>(16,060)</b>	<b>(4,424)</b>	<b>(20,661)</b>	<b>(21,070)</b>
Adjusted EBITDA margin	(77.7)%	(20.9)%	(14.1)%	(22.2)%

# Statements of Financial Position

## Assets

in € thousand	Dec 31, 2022	Dec 31, 2021
Intangible assets	138,404	61,360
Property, plant and equipment	15,023	15,202
Trade and other receivables (non-current)	–	814
Income tax receivables (non-current)	95	79
Other financial assets (non-current)	5,504	8,249
Other assets (non-current)	143	258
<b>Total non-current assets</b>	<b>159,169</b>	<b>85,962</b>
Trade and other receivables (current)	14,466	18,997
Income tax receivables (current)	1,622	79
Other financial assets (current)	51,778	101,960
Other assets (current)	5,533	5,341
Cash and cash equivalents	112,050	152,944
<b>Total current assets</b>	<b>185,448</b>	<b>279,321</b>
<b>Total assets</b>	<b>344,618</b>	<b>365,284</b>

## Equity and Liabilities

in € thousand	Dec 31, 2022	Dec 31, 2021
Equity	<b>263,697</b>	<b>290,451</b>
Subscribed capital	2,441	2,441
Capital reserves	519,032	508,963
Retained Earnings	(343,174)	(289,680)
Foreign currency translation reserve	(240)	(18)
Share-based payments reserve	85,638	68,744
Borrowings (non-current)	5,631	9,371
Other financial liabilities (non-current)	15,517	23,192
Provisions (non-current)	518	1,182
Other liabilities (non-current)	404	1,117
Income tax liabilities (non-current)	13	–
Deferred tax liabilities	7,930	3,874
<b>Non-current liabilities</b>	<b>30,014</b>	<b>38,736</b>
Trade and other payables (current)	12,544	15,395
Borrowings (current)	2,844	3,007
Other financial liabilities (current)	10,057	8,885
Provisions (current)	1,645	108
Other liabilities (current)	19,824	8,534
Income tax liabilities (current)	3,993	168
<b>Current liabilities</b>	<b>50,907</b>	<b>36,097</b>
<b>Total liabilities</b>	<b>80,921</b>	<b>74,833</b>
<b>Total equity and liabilities</b>	<b>344,618</b>	<b>365,284</b>

# Statements of Cash Flows

in € thousand	Q4/22	Q4/21	FY/22	FY/21
<b>Profit (loss) before tax</b>	<b>(22,064)</b>	<b>(10,386)</b>	<b>(58,738)</b>	<b>(176,823)</b>
Adjustments for:				
Depreciation and amortization	3,574	1,490	12,974	4,690
Share-based payments (Non-cash employee benefits expense + de-SPAC charge in FY/21)	6,681	12,593	25,652	101,997
Fair value (gains)/losses on non-current financial assets at fair value through profit or loss	–	(377)	–	(377)
VSOP - Exercise tax settlement charge	(887)	(30,495)	(1,683)	(30,495)
VSOP - Cash paid to beneficiaries	(198)	(11,616)	(262)	(11,616)
Finance result, net	(8,392)	10,595	(6,928)	46,368
Net exchange differences	1,187	(477)	(1,047)	(972)
<b>Change in operating assets and liabilities</b>				
(increase) / Decrease in trade and other receivables	14,190	2,932	6,722	(12,496)
(increase) / Decrease in other financial assets	1,440	(340)	(187)	(4,968)
(increase) / Decrease in other assets	(928)	(4,062)	3,726	(4,135)
Increase / (Decrease) in trade and other payables	1,645	(1,779)	(5,834)	9,742
Increase / (Decrease) in other financial liabilities	(7,326)	73	(4,986)	2,439
Increase / (Decrease) in other liabilities	7,491	(10,989)	(4,782)	(5,067)
Increase / (Decrease) in provisions	1,548	(410)	770	(376)
<b>Cash generated from operations</b>	<b>(2,040)</b>	<b>(43,248)</b>	<b>(34,602)</b>	<b>(82,088)</b>
Interest and other finance cost paid (-)	(202)	(485)	(997)	(1,140)
Income taxes (paid) / received	(735)	(42)	(750)	(28)
<b>Net cash used in operating activities</b>	<b>(2,977)</b>	<b>(43,774)</b>	<b>(36,349)</b>	<b>(83,256)</b>
Proceeds from the divestment of financial assets at fair value through profit and loss	–	(100,000)	50,000	(100,000)
Payment for acquisition of subsidiary, net of cash acquired	(363)	(3,150)	(46,199)	(16,385)
Payments for property, plant and equipment	(280)	(142)	(382)	(324)
Payments for intangible assets	(186)	(91)	(187)	(91)
Payments for internally generated intangible assets	(2,272)	(368)	(3,828)	(1,545)
Payments for financial assets at amortized costs	–	(5)	–	–
Proceeds from sale of property, plant and equipment	(23)	–	(25)	2
<b>Net cash (used in) provided by investing activities</b>	<b>(3,125)</b>	<b>(103,756)</b>	<b>(621)</b>	<b>(118,343)</b>
Proceeds from borrowings and convertible loans	–	–	–	76,175
Proceeds from recapitalization, net of redemptions	–	(6,985)	–	171,489
Proceeds from PIPE financing	–	–	–	75,000
Transaction costs	–	–	–	(1,818)
Repayments of borrowings and convertible loans	(630)	(1,174)	(4,362)	(2,787)
Principal elements of lease payments	(241)	(9)	(891)	(966)
<b>Net cash provided by financing activities</b>	<b>(871)</b>	<b>(8,168)</b>	<b>(5,253)</b>	<b>317,093</b>
<b>Net increase in cash and cash equivalents</b>	<b>(6,973)</b>	<b>(155,698)</b>	<b>(42,223)</b>	<b>115,494</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>118,057</b>	<b>308,328</b>	<b>152,944</b>	<b>36,237</b>
Effects of exchange rate changes on cash and cash equivalents	966	315	1,329	1,213
<b>Cash and cash equivalents at end of the period</b>	<b>112,050</b>	<b>152,944</b>	<b>112,050</b>	<b>152,944</b>



# Statements of Changes in Equity

in € thousand

	Subscribed capital	Capital reserves	Own shares	Retained earnings	Foreign currency translation reserve	Share-based payments reserve	Total shareholders' equity
<b>As of January 1, 2021</b>	93	113,280	-	(112,656)	-	22,148	22,865
Net loss	-	-	-	(177,025)	-	-	(177,025)
Other comprehensive loss	-	-	-	-	(18)	-	(18)
<b>Total comprehensive loss</b>	-	-	-	<b>(177,025)</b>	<b>(18)</b>	-	<b>(177,042)</b>
Conversion of convertible loans	18	146,259	-	-	-	-	146,277
Conversion of earn outs	1	515	-	-	-	(515)	1
Share capital restructuring	1,438	(1,438)	-	-	-	-	-
Reverse acquisition of Lakestar SPAC	665	146,616	-	-	-	70,437	235,718
Redemption of SPAC shares and warrants	-	102,692	(102,692)	-	-	-	-
Share issuance for PIPE financing	144	74,856	-	-	-	-	75,000
Share issuance transaction costs	-	(1,818)	-	-	-	-	(1,818)
Share-based compensation	81	12,693	-	-	-	(23,325)	(10,551)
<b>As of December 31, 2021</b>	<b>2,441</b>	<b>611,656</b>	<b>(102,692)</b>	<b>(289,681)</b>	<b>(18)</b>	<b>64,745</b>	<b>290,451</b>
<b>As of January 1, 2021</b>	<b>2,441</b>	<b>611,656</b>	-	<b>(89,681)</b>	<b>(18)</b>	<b>68,745</b>	<b>290,451</b>
Net loss	-	-	-	(53,499)	-	-	(53,499)
Other comprehensive loss	-	-	-	-	(222)	-	(222)
<b>Total comprehensive loss</b>	-	-	-	<b>(53,499)</b>	<b>(222)</b>	-	<b>(53,721)</b>
Re-issuance of treasury shares as consideration for acquisitions - net of transaction costs and tax	-	(7,701)	11,521	-	-	-	3,821
Share-based compensation	-	(4,309)	10,556	-	-	16,893	23,141
<b>As of December 31, 2022</b>	<b>2,441</b>	<b>599,646</b>	<b>(80,615)</b>	<b>(343,175)</b>	<b>(240)</b>	<b>85,638</b>	<b>263,697</b>

# Upcoming events in Q2 2023

Date	Event
April 18	Non-deal roadshow, Morgan Stanley, London
April 20	MM Warburg "Klein aber Fein" Conference, Frankfurt
May 3 / 4	Goldman Sachs Small & Mid-Cap Symposium, London
May 16	Q1 2023 Financial Results and Earnings Call
May 23	AGM - Annual General Meeting 2023
June 19	Goldman Sachs Business Services, Leisure & Transport Conference, London
June 20 / 21	dbAccess German Corporate Conference, Frankfurt

# HomeToGo Investor Relations Contact

## Sebastian Grabert, CFA



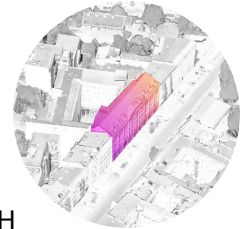
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# Disclaimer

## 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," "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.

## Use of Non-IFRS Measures

The Presentation includes certain financial measures (including on a forward-looking basis) that have not been prepared in accordance with International Financial Reporting Standards as adopted by the International Accounting Standards Board ("IFRS"). These non-IFRS measures are an addition, and not a substitute for or superior to, measures of financial performance prepared in accordance with IFRS and should not be considered as an alternative to net income, operating income or any other performance measures derived in accordance with IFRS. HomeToGo believes that these non-IFRS measures of financial results (including on a forward-looking basis) provide useful supplemental information to investors about HomeToGo. These projections are for illustrative purposes and should not be relied upon as being necessarily indicative of future results. Metrics that are considered non-IFRS financial measures are presented on a non-IFRS basis without reconciliations of such forward looking non-IFRS measures due to the inherent difficulty in forecasting and quantifying certain amounts that are necessary for such reconciliation. They are subject to inherent limitations as they reflect the exercise of judgments by management about which expenses and income are excluded and included in determining these non-IFRS financial measures. In order to compensate for these limitations, management presents non-IFRS financial measures in connection with IFRS results. In addition, other companies may calculate non-IFRS measures differently, or may use other measures to calculate their financial performance, and therefore, HomeToGo's non-IFRS measures may not be directly comparable to similarly titled measures of other companies.

## Financial Information

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