

HomeToGo Q1/2022 Factsheet

Highlights

- **Strong Financial Performance** in Q1/22, with Booking Revenues growth of +39% YoY to the highest on record with 43.4m EUR. IFRS Revenues almost doubled with growth of more than 98% to 18.9m EUR.
- We have taken further strides during Q1 on our journey towards **increasing our Onsite Booking Revenues share¹**, with onsite share reaching 55%, more than doubling YoY amid strong growth in supply partners using our onsite solution.
- **Enhanced digital experience for our travelers** by launching new features like the new 'side-by-side' comparison in our App and new payment options within HomeToGo Payments to make it even more convenient to book their vacation rental with us.
- **Updated FY Outlook** to reflect strong Q1 topline performance and to account for the positive consolidation effect of e-domizil GmbH acquisition. We aim now for IFRS revenues growth of +40 to +50% to 133 - 143m EUR and adj. EBITDA in the range of (22)–(32)m EUR.

Key-Performance Indicators

KPIs	Q1/2022	Q1/2021	y/y Change
Booking Revenues² (EUR thousands)	43,438	31,306	38.8 %
CPA Onsite	22,264	7,824	184.5 %
CPA Offsite	10,059	20,273	(50.4) %
CPC + CPL	7,920	1,672	373.8 %
Subscriptions & Services	3,195	1,538	107.8 %
Booking Revenues onsite share¹	55.3 %	26.3 %	+29 ppt
Take Rate³	9.1 %	7.1 %	28.2 %
Gross Booking Value (EUR thousands)	458,496	432,645	6.0 %
Bookings (#)	289,616	263,800	9.8 %
Cancellation Rate	15.7 %	23.4 %	+8 ppt
IFRS Revenues (EUR thousands)	18,864	9,510	98.4%
Adj. EBITDA (EUR thousands)⁵	(22,318)	(15,921)	(40.2)%
Adj. EBITDA margin, % of IFRS Revenues⁵	(118.3)%	(167.4)%	+49.1ppt

Outlook FY/2022

New FY/2022 guidance (incl. e-domizil)⁴

Old FY/2022 guidance (excl. e-domizil)⁴

IFRS Revenues	+40-50% YoY EUR 133 - 143 million	+27% - +32% EUR 120 - 125 million
Adj. EBITDA	(22)–(32)m EUR	(25)–(35)m EUR

1) Booking Revenues net of Subscriptions & Services

2) 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 Revenue does not correspond to, and should not be considered as alternative or substitute for, revenue recognized in accordance with IFRS

3) Take Rate is defined as Booking Revenues divided by Gross Booking Value (excl. Hotels and Subscriptions & Services)

4) e-domizil GmbH was acquired on March 31, 2022. First-time consolidation as of April 1, 2022.

5) Profitability in the first half of the year is usually lower than the second half. HomeToGo recognizes the majority of marketing expenses in the first half of the year when travelers book their trip and as evidenced in the high Booking Revenues. Corresponding IFRS Revenues are recognised upon check-in with the majority of customers traveling in the second half of the year.