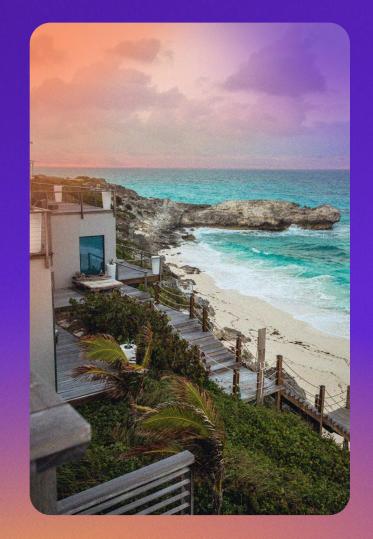
home to go_

Q2/22 Earnings Call

Dr. Patrick Andrae, Co-founder & CEO **Steffen Schneider**, CFO



Strong operational and financial performance in Q2, with record IFRS Revenues +83% YoY, significantly improved profitability by 68pp YoY and strong booking backlog exiting July

Strong financial performance in Q2, with record Q2 IFRS Revenues, growing +83% YoY (+126% Yo3Y) to 37.6m EUR amid strong Ifl growth and positive consolidation effects from e-domizil. Sizeable improvement in profitability with an Adjusted EBITDA of (6.4)m EUR (vs (17.5)m EUR LY).¹

Outstanding growth in **Subscription & Services**, with IFRS Revenues growth **of +115% YoY in Q2 to 4.9m EUR**, including a strong performance by HomeToGo's SaaS Solution, Smoobu.

Onsite share² grew to a record 57% in Q2 history (+4pp YoY) and 56% in H1 - continued progress in deepening the relationships with travelers are underlying the advancements on our strategic initiatives to make incredible homes easily accessible to everyone.

Best month ever for Booking Revenues in July supporting a strong H2/22 and reiterating our FY/22 outlook, with IFRS Revenues growth of 40-50% to 133-143m EUR and an Adjusted EBITDA of (22) - (32)m EUR.

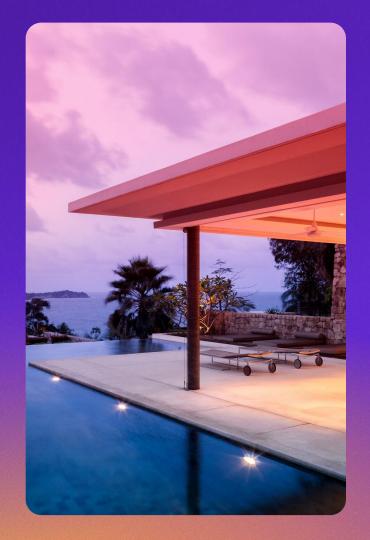
Looking ahead to FY/23, we are **confident to achieve break-even profitability on an Adjusted EBITDA basis**.



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Business Update

Dr. Patrick Andrae, Co-founder & CEO



We continue to progress on our strategic priorities to make incredible homes easily accessible to everyone



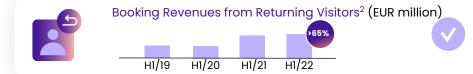
Our Vision

Making incredible homes easily accessible to everyone

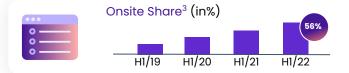


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The execution against our strategic agenda is progressing well, resulting in continued and sustained improvement of key customer and partner metrics



We are building deeper relationships with travelers amidst our effort to deliver on experience, observing an **increase in Booking Revenues from Returning Visitors**.

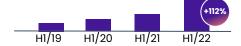




We continue to build our onsite business where the entire booking flow happens on our platform, with trusted partners increasingly opting to list onsite - with +61% YoY in # of onsite Bookings in H1.

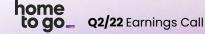


Subscription & Services IFRS Revenues (EUR million)





We are taking further strides in scaling our Subscription & Services business, **more than doubling IFRS Revenues YoY**.



Clearly identifiable user, e.g. via cookie or login, returning to one of the HomeToGo Group websites. Hence, the user had at least one lifetime Visit before; data excl. Agriturismo. AMIVAC. EscapadaRural and e-domizil

Onsite Share of Booking Revenues net of Subscriptions & Services

We have seen strong growth in new partner integrations, helping new partners increase their bookings and connect with our highly engaged customer base

New partner integration...

>70% YoY growth in new partner launches¹



...with above average Take Rates

>13% average Take Rate of last 100 partners added ²

Highly engaged monthly App users

>60% YoY in MAU in App¹

~600k







We continue on our roadmap of topline, cost and operating measures to foster our path to profitability by FY/23



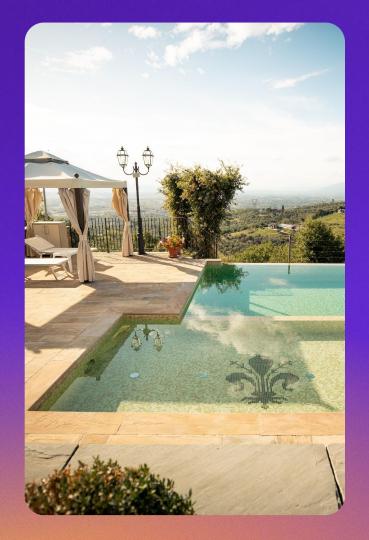


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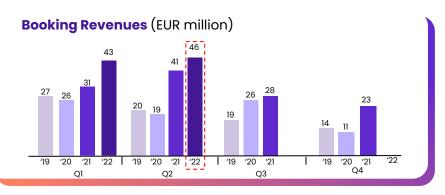
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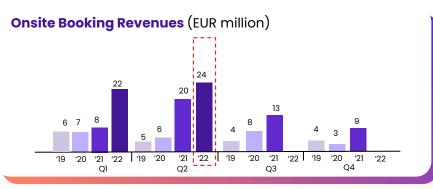
Financial Performance Update

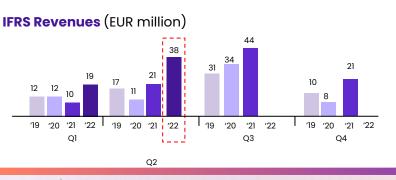
Steffen Schneider, CFO

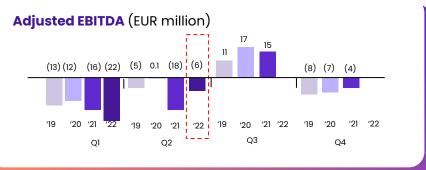


Q2 has been a tremendous success, with strong IFRS Revenues growth and significantly improved profitability





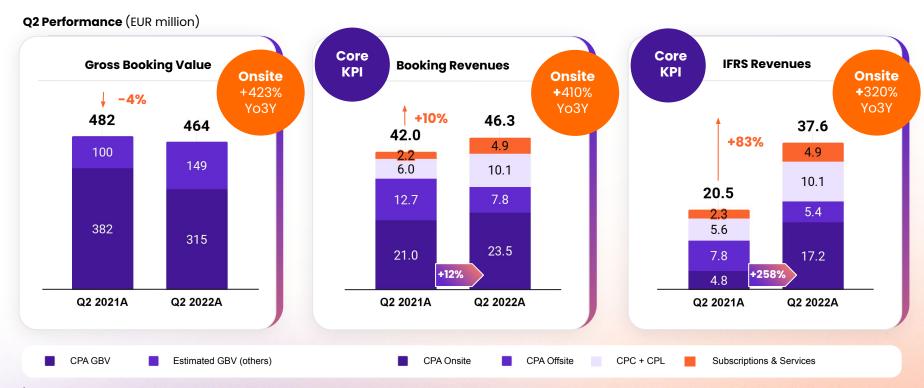


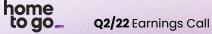




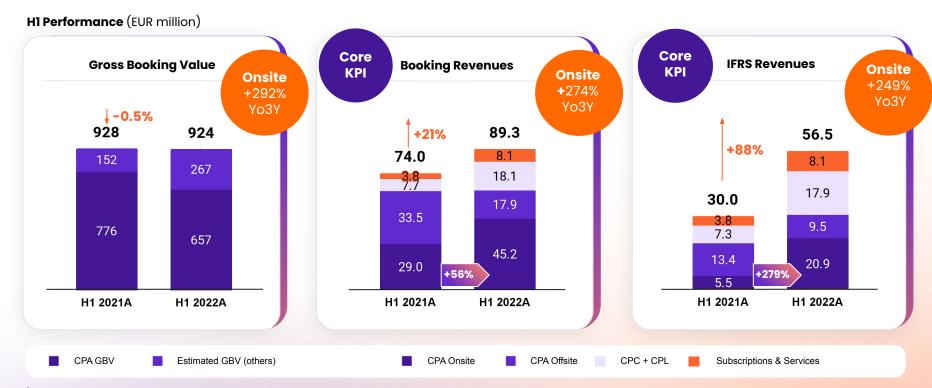
Adjusted for expenses for share-based compensation and non-operating one-off items
Booking Revenues net of Subscriptions & Services

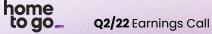
Continued outstanding IFRS Revenue growth in Q2 on the back of strong onsite performance...





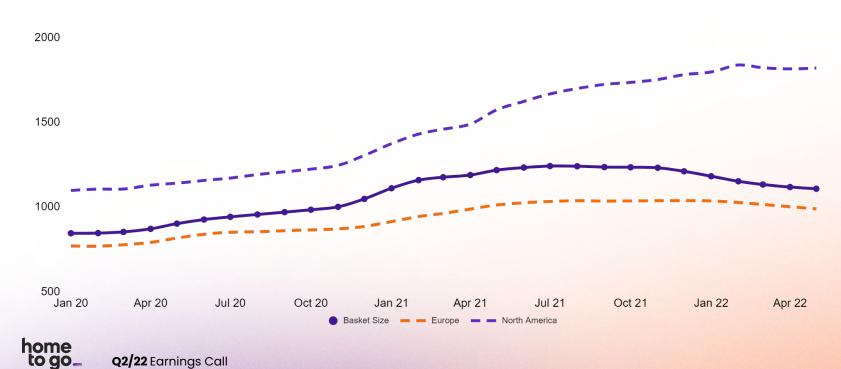
... as well as Subscription & Services as mirrored in our H1 performance



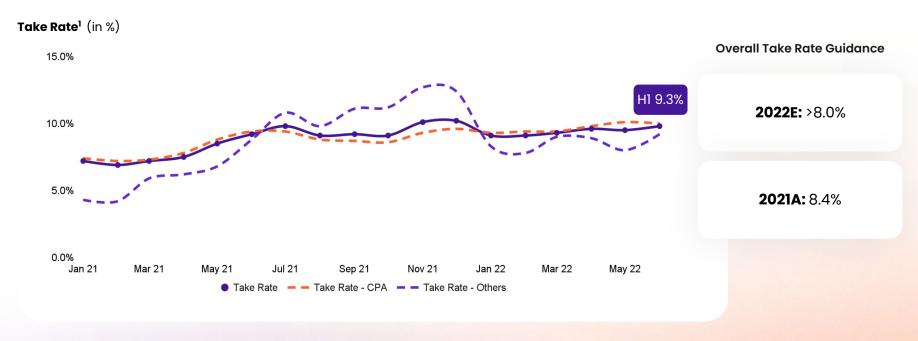


Growing ADRs in most markets are off-set by changing destination mix and increasing pre-summer travels





Take Rate continued to increase by strength in onsite business in-line with seasonal patterns



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



While onsite share in Europe increased slightly on an already high base, we took further strides in growing our onsite business in the US



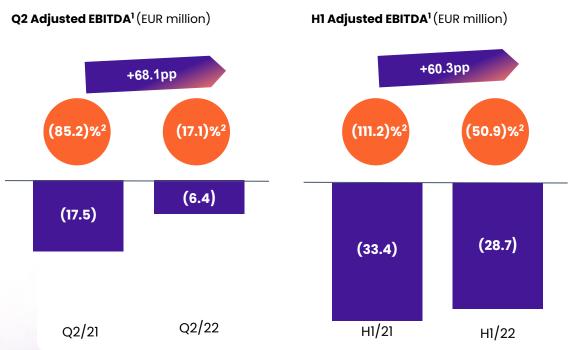




1) Booking Revenues net of Subscriptions & Services



Adjusted EBITDA improved strongly YoY - both in absolute and relative terms despite higher absolute marketing expenses



Please note: 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.

Adjusted for expenses for share-based payment and non-operating one-off items
Margin in % of IFRS revenues

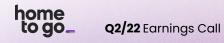


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Profitability improved across major cost lines

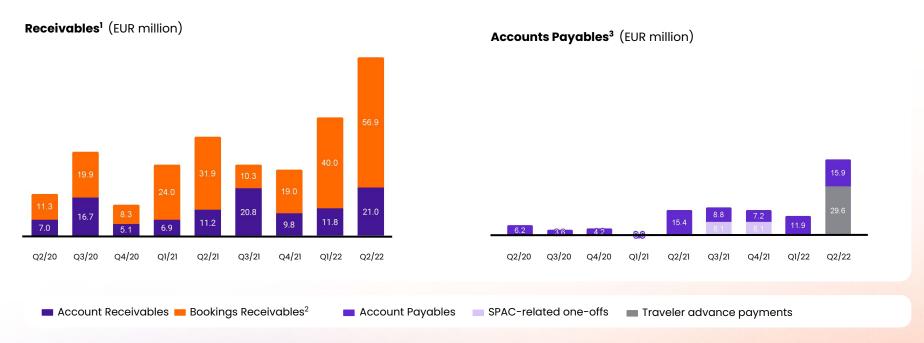
Costs and margins ^{1,2}	HI			Q2			
(in % of IFRS revenues)	2021	2022	Delta	2021	2022	Delta	
Cost of sales	(6.1%)	(10.0%)	(3.9pp)	(5.3%)	(10.5%)	(5.2pp)	Amortization of e-domizil order
Gross profit	93.9%	90.0%	(3.9pp)	94.7%	89.5%	(5.2pp)	backlog
Sales & Marketing	(172.0%)	(117.9%)	54.1pp	(155.6%)	(91.4%)	64.2pp	
Product Development	(23.3%)	(19.1%)	4.3pp	(14.6%)	(14.4%)	0.2pp	
Administrative expenses & Other	(20.4%)	(17.0%)	3.4pp	(17.7%)	(15.2%)	2.6pp	
Adjusted EBITDA ¹	(111.2%)	(50.9%)	60.3pp	(85.2%)	(17.1%)	68.1pp	

²⁾ Rounding differences may occur



¹⁾ Adjusted for expenses for share-based payment and non-operating one-off items

Considering our record-high Booking Revenues backlog of 57m EUR, we observe positive working capital



Trade and other receivables (current)

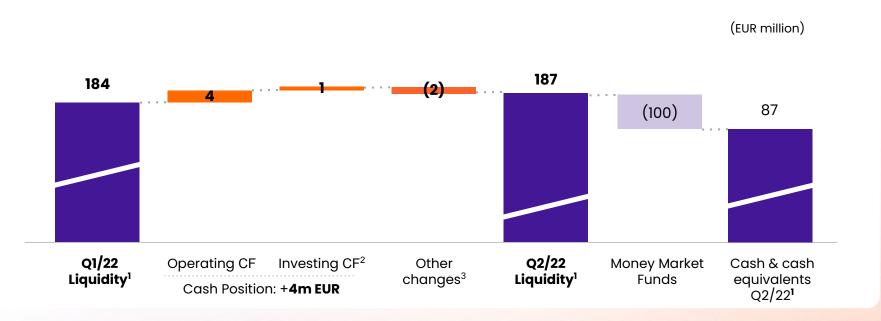
Trade and other payables (current)



Q2/22 Earnings Call

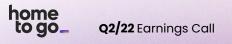
²⁾ Future receivables from Booking Revenues which have not been recognized as Revenues due to check-in in the future

Strong Operating Cash Flow



¹⁾ Both Q2/22 and Q1/22 liquidity include investments into highly liquid short-term deposits with maturity of more than 3 and less than 12 months of 100m EUR, respectively. Q2/22 cash & cash equivalents include cash of 7.2m EUR that is restricted due to statutory requirements.

3) Includes financing cash flow and effect of exchange rate on cash and cash equivalents.



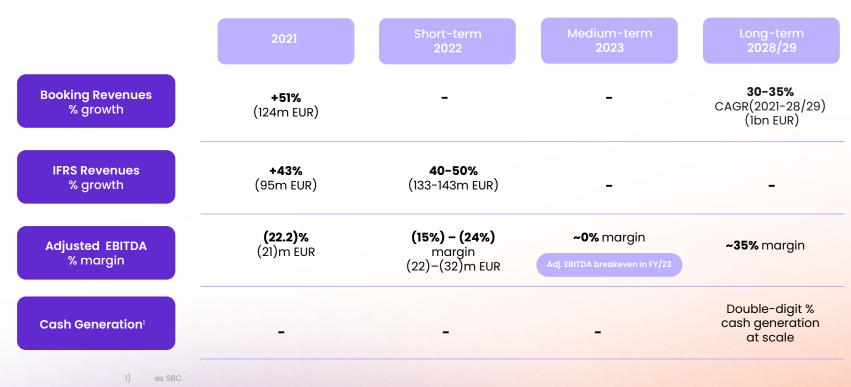
²⁾ Includes investments in fixed, intangible assets, payments for acquisitions for the acquisition of SECRA as well as the consolidation of cash acquired from e-domizil (consideration paid in Q1/2022) and SECRA ultimately leading to a positive cash flow from investing activities during Q2/2022

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Outlook

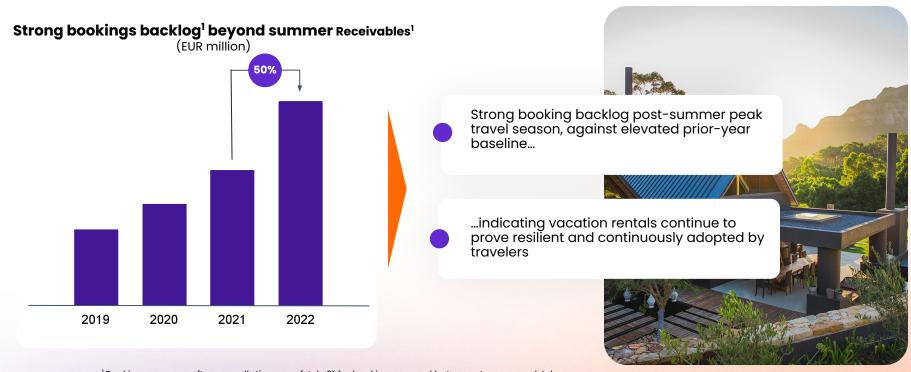


Our financial profile over the next few years, reflecting strong and profitable growth





Strong booking trends beyond high season gives us confidence for remainder of the year and enables us to focus on 2023 already





¹Booking revenues after cancellations as of July 31 for bookings passed between January and July with check-in date between August and December of the same year

FY/22 outlook confirmed

IFRS Revenues

+40% - +50%

133-143m EUR

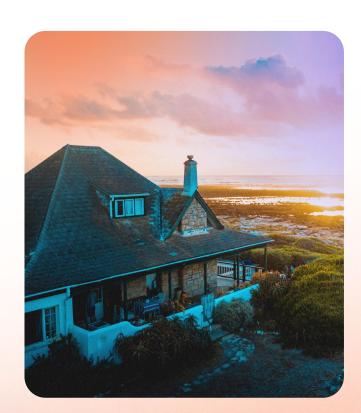
Adjusted EBITDA¹

(15%) - (24%) margin

(22)-(32)m EUR

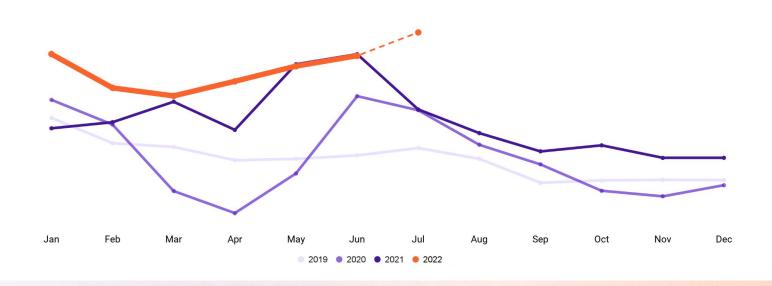
1) Adjusted for expenses for share-based payments and one-off items for FY/22





During July, last-minute bookings helped for exceptional strong start into Q3 in terms of Booking Revenues

(EUR million)





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Q&A



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Appendix



GBV to IFRS Revenue Bridge

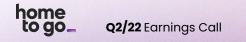
KPI (in EUR million)	ŀ	11	Q2		
(III EOK ITIIIIOTI)	2021	2022	2021	2022	
GBV	928	924	482	464	
Take Rate (in %)	7.9%	9.3%	8.5%	9.6%	
Booking Revenues	74	89	42	46	
Cancellations	(17)	(13)	(10)	(6)	
Revenues with different recognition period in IFRS	(27)	(19)	(11)	(2)	
IFRS Revenues	30	57	21	38	



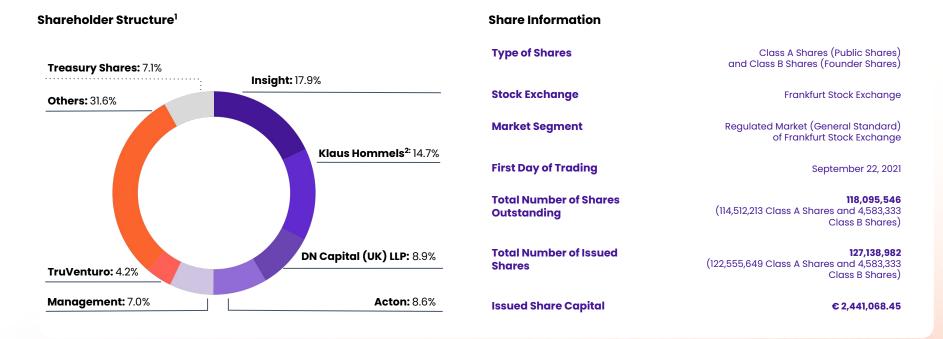
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Topline performance vs 2019 levels

KPI (in EUR million)	HI		Q2			
(III EOR ITIIIIIOTI)	2019, mEUR	2022, m EUR	Yo3Y, %	2019, mEUR	2022, m EUR	Yo3Y, %
GBV	730	921	+26%	321	463	+44%
Booking Revenues	47	90	+91%	20	46	+128%
					,	,
IFRS Revenues	29	57	+97%	17	38	+126%



The HomeToGo Share



¹⁾ As of May 17, 2022

²⁾ Incl. Anxa Holding PTE and Lakestar II



Statements of Profit or Loss incl. Adjusted EBITDA reconciliation

in € thousand	Q2/2022	Q2/2021	H1/2022	H1/2021
Revenues	37,638	20,522	56,502	30,032
Cost of revenues	(3,952)	(1,088)	(5,631)	(1,831)
Gross profit	33,686	19,434	50,871	28,201
Product development and operations	(6,883)	(4,304)	(13,405)	(8,787)
Marketing and sales	(34,896)	(32,805)	(67,610)	(53,357)
General and administrative	(11,992)	(10,295)	(20,022)	(15,221)
Other expenses	(149)	(11)	(172)	(38)
Other income	1,449	564	2,088	1,142
Profit (loss) from operations	(18,785)	(27,417)	(48,250)	(48,060)
Finance expenses	(382)	(11,387)	(961)	(14,521)
Profit (loss) before tax	(19,167)	(38,804)	(49,211)	(62,581)
Income taxes	444	149	262	121
Net income (loss)	(18,722)	(38,655)	(48,949)	(62,460)
Other comprehensive loss	355	-	330	-
Total comprehensive loss	(18,367)	(38,655)	(48,619)	(62,460)
Profit (loss) from operations	(18,785)	(27,417)	(48,250)	(48,060)
Depreciation and amortization	4,108	1,083	5,475	2,062
EBITDA	(14,677)	(26,334)	(42,775)	(45,998)
Share-based compensation	7,855	7,492	12,860	11,074
One-off items	391	1,356	1,166	1,517
Adjusted EBITDA	(6,431)	(17,486)	(28,749)	(33,407)
Adjusted EBITDA margin	-17.1%	-85.2%	-50.9%	-111.2%



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Statements of Financial Position

Assets		
in € thousand	Jun 30, 2022	Dec 31, 2021
Intangible assets	143,855	61,360
Property, plant and equipment	15,044	15,202
Trade and other receivables (non-current)	814	814
Income tax receivables (non-current)	48	79
Other financial assets (non-current)	1,495	8,249
Other assets (non-current)	166	258
Total non-current assets	161,422	85,962
Trade and other receivables (current)	21,430	18,992
Income tax receivables (current)	166	79
Other financial assets (current)	101,440	101,960
Other assets (current)	7,469	5,347
Cash and cash equivalents	87,833	152,944
Total current assets	218,338	279,321
Total assets	379,760	365,284
Equity and Liabilities		
in € thousand	Jun 30, 2022	Dec 31, 2021
Equity	268,406	300,687
Subscribed capital	2,441	2,441
Capital reserves	513,139	508,963
Retained Earnings	(328,389)	-279,444
Foreign currency translation reserve	312	-18
Share-based payments reserve	80,903	68,745
Borrowings (non-current)	7,482	9,371
Other financial liabilities (non-current)	12,765	12,954
Provisions (non-current)	1,182	1,182
Other liabilities (non-current)	954	1,117
Income tax liabilities (non-current)	-	-
Deferred tax liabilities	12,395	3,874
Non-current liabilities	34,778	28,499
Trade and other payables (current)	16,422	15,395
Borrowings (current)	2,874	3,007
Other financial liabilities (current)	32,449	8,855
Provisions (current)	543	108
Other liabilities (current)	22,643	8,535
Income tax liabilities (current)	1,646	168
Current liabilities	76,576	36,098
Total liabilities	111,355	64,596
Total equity and liabilities	379.760	365.284



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Statements of Cash Flows

in € thousand	н1/2022	H1/2021
Profit (loss) before tax	(49,211)	(62,581
Adjustments for:		
Depreciation and amortization	5,475	2,06
Non-cash employee benefits expense - share-based payments	12,860	11,07
VSOP - Exercise tax settlement charge	(321)	
Finance result, net	961	14,52
Net exchange differences	(1,515)	(68
Change in operating assets and liabilities		
(Increase) / Decrease in trade and other receivables	(1,565)	(5,834
(Increase) / Decrease in other financial assets	592	(1,394
(Increase) / Decrease in other assets	1,999	(301
Increase / (Decrease) in trade and other payables	(2,415)	10,85
Increase / (Decrease) in other financial liabilities	19,758	(287
Increase / (Decrease) in other liabilities	(1,992)	(299
Increase / (Decrease) in provisions	283	(185
Cash generated from operations	(15,117)	(32,441
Interest and other finance cost paid (-)	(523)	(427
Income taxes (paid) / received	(29)	(61
Net cash used in operating activities	(15,669)	(32,930
Payment for acquisition of subsidiary, net of cash acquired	(45,442)	(13,235
Payments for property, plant and equipment	(60)	(94
Payments for intangible assets	(1)	
Payments for financial assets at amortized costs	-	(5
Payments for (internally generated) intangible assets	(1,004)	
Net cash (used in) provided by investing activities	(46,508)	(14,054
Proceeds from borrowings and convertible loans	-	75,79
Repayments of borrowings and convertible loans	(2,675)	(803
Principal elements of lease payments	(414)	(470
Net cash provided by financing activities	(3,089)	74,52
Net increase in cash and cash equivalents	(65,266)	27,53
Cash and cash equivalents at the beginning of the period	152,944	36,23
Effects of exchange rate changes on cash and cash equivalents	154	31:
Cash and cash equivalents at end of the period	87,833	64,08



Q2/22 Earnings Call

Statements of Changes in Equity

in € thousand

	Subscribed capital	Capital reserves	Retained earnings	Foreign currency translation reserve	Share-based payments reserve	Total shareholders' equity
As of January 1, 2021	93	113,280	(112,656)	-	22,148	22,865
Net loss	-	-	(62,460)	-	_	(62,460)
Other comprehensive loss	_	-	-	_	_	_
Total comprehensive loss	_	-	(62,460)	_	_	(62,460)
Share-based compensation	-	-	_	_	11,073	11,073
Other effects	_	_	-	_	_	_
As of June 30, 2021	93	113,280	(175,115)	-	33,221	(28,521)
As of January 1, 2021	2,441	508,963	(279,445)	(18)	68,745	300,687
Net loss	-	-	(48,945)	_	-	(48,945)
Other comprehensive loss	-	-	-	330	-	330
Total comprehensive loss	-	-	-	_	-	-
Transfer of treasury shares as consideration for business combinations - net of transaction costs and tax	-	3,821	-	_	-	3,821
Share-based compensation	_	355	_	_	12,158	12,513
As of June 30, 2022	2,441	513,139	(328,389)	312	80,903	268,406



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Upcoming events

Date	Event
Thu - Fri, September 1+2	Deutsche Bank TMT Conference, London
Tuesday, September 20	GS/Berenberg German Corporate Conference, Munich
Wed + Thu, September 21 + 22	Baader Investment Conference, Munich
Tuesday, September 27	BeNeLux Non-Deal Roadshow, Brussels + Amsterdam
Thursday, November 10	Publication Q3/22 + Capital Markets Day, Berlin



Q2/22 Earnings Call

HomeToGo Investor Relations Contact

Jan Edelmann



Investor Relations jan.edelmann@hometogo.com

Team Contact

T: +49 157 501 63731 HomeToGo SE | 9, rue de Bitbourg, L-1273 Luxembourg

IR@hometogo.com https://ir.hometogo.de/

Office Location

HomeToGo GmbH Pappelallee 78/79 10437 Berlin

IR@hometogo.com https://ir.hometogo.de/

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Glossary

Agriturismo

Website for rural Italian inventory operated by feries

AMIVAC

Provides subscription listing services for both homeowners and professional agencies in France

Booking Revenues

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

Brand & Oraanic 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 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

e-domizil GmbH

Specialist for vacation rentals comprising brands such as e-domizil, PREMIUM SELECTION by e-domizil, tourist-online.de, BELLEVUE Ferienhaus, and atraveo, which also runs TUI Villas.

EscapadaRural

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

Feries

Feries S.r.I (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 Share

Percentage of the value of CPA onsite Booking Revenue relative to Booking Revenues net of Subscriptions & Services

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

SECRA

SECRA offers software for hosts, rental agencies and destinations facilitates end-to-end management and marketing services for vacation rentals. SECRA offers advice, management and technology for its subscribers to help increase reach and booking volume

Smoobu

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

Take Rate

Booking revenues divided by Gross Booking Value (excl. Subscriptions & Services)

Returning Visitor

Clearly identifiable user, e.g. via cookie or login, returning to one of the HomeToGo Group websites. Hence, the user had at least one lifetime Visit before; data excl. Agriturismo, AMIVAC, e-domizil, EscapadaRural and SECRA.



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 relignce 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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The Presentation includes certain financial measures (including on a forward-looking basis) that have not been prepared in accordance with 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.

