HomeToGo Q3 2023 Factsheet

Key Financial Highlights

- **New all-time high Adjusted EBITDA** of €28.1M reflecting a margin of 38% (+3pp YoY). This largely stems from a substantially higher marketing efficiency as demonstrated by an improved marketing and sales cost ratio[1] of 42% (vs. 49% in Q3/22). With this milestone figure, HomeToGo has reached positive Adjusted EBITDA with €4.7M in 9M/23 (vs €(4.6)M in 9M/22)
- **Robust IFRS Revenues growth resulting in a new absolute record high quarterly figure** of €73.9M (6% YoY). Due to softer demand during peak season and in light of continued pressure on demand for bookings with check-in dates in 2023, HomeToGo has revised its existing IFRS Revenues guidance for FY/23 from €165-175M to €158-162M. The Company remains fully confident to achieve Adjusted EBITDA break-even as guidance midpoint and narrows the targeted range for Adjusted EBITDA to between €(1.0)-1.0M for FY/23 (previous range of €(2.5)-2.5M)
- **Robust YoY growth in Booking Revenues** of 7% to €45.3M driven by CPA Business, with CPA Take Rate reaching an all-time high of 11.6% (+2.0pp YoY). Booking Revenues Backlog[2] grew an outstanding 29% YoY to a record high end-of-Q3 figure of €12.4M
- **Subscriptions & Services reached the highest quarter ever** reaching IFRS Revenues of €12.0M (42% YoY), accounting for 19% of HomeToGo Group's total 9M/23 IFRS Revenues
- **Cash position remains robust at the end of Q3/23**, amounting to €135.7M with further inflows expected in Q4/23 as receivables convert into cash
- **Revising existing guidance** of IFRS Revenues to a range between €158-162M (previous range of €165-175M), Booking Revenues to a range of €180-190M (previous range of €185-205M) and a Booking Revenues Onsite Share of 52%-56% (previous range of 56%-61%)
- Due to conscious cost discipline, the Management Board continues to expect an **Adjusted EBITDA break-even** as guidance midpoint and narrows the targeted range for Adjusted EBITDA to between €(1.0)-1.0M for the financial year 2023 (previous range of €(2.5)-2.5M)

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[1] Adjusted for expenses for share-based compensation, depreciation, amortization and one-off items in relation to IFRS Revenues.

[2] Booking Revenues before cancellation generated until September 30, 2023 with IFRS Revenues recognition based on check-in date in Q4/23.

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KPIs	Q3/23	Q3/22	YoY	9M/23	9M/22	YoY
IFRS Revenues[3] (EUR thousands)	**73,860**	**69,679**	**6%**	**138,528**	**126,181**	**10%**
CPA Onsite	38,863	39,173	(1)%	60,998	60,114	1%
CPA Offsite	16,981	11,278	51%	31,112	20,811	50%
CPC + CPL	5,991	10,751	(44)%	19,446	28,690	(32)%
Subscriptions & Services	12,025	8,477	42%	26,973	16,566	63%
Booking Revenues[4] (EUR thousands)	**45,333**	**42,523**	**7%**	**160,833**	**131,043**	**23%**
CPA Onsite	18,159	16,310	11%	70,794	60,851	16%
CPA Offsite	11,336	8,849	28%	41,199	26,869	53%
CPC + CPL	6,011	10,778	(44)%	19,471	28,845	(33)%
Subscriptions & Services	9,826	6,586	49%	29,369	14,479	103%
Booking Revenues onsite share[5]	**51%**	**45%**	**+6pp**	**54%**	**52%**	**+2pp**
CPA Take Rate[6]	**11.6%**	**9.7%**	**+1.9pp**	**10.2%**	**9.4%**	**+0.8pp**
Gross Booking Value[7] (EUR thousands)	**401,192**	**421,481**	**(5)%**	**1,445,402**	**1,345,440**	**+7%**
Bookings (#)	**233,914**	**239,564**	**(2.4)%**	**846,684**	**823,202**	**+3%**
Cancellation Rate	14%	12%	(2pp)	14%	14%	(0.6pp)
Adj. EBITDA[8] (EUR thousands)	**28,096**	**24,148**	**+16%**	**4,688**	**(4,601)**	**n.m**
Adj. EBITDA margin, % of IFRS Revenues	**38.0%**	**34.7%**	**+3pp**	**3.4%**	**(3.6)%**	**+7pp**

[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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