

HomeToGo Q3/2022 Factsheet

Highlights

- Highest IFRS Revenues ever with a growth of 59.8% YoY to a record high of EUR 69.7 million (vs. EUR 43.6 million in Q3/21). Highest Q3 Booking Revenues ever with a growth of 53.2% YoY to EUR 42.5 million (vs. EUR 27.8 million in Q3/21) amid strong last-minute business
- Strong profitability and positive Net Income: Highest ever Adjusted EBITDA of EUR 24.1 million (vs. EUR 15.1 million in Q3/21), equivalent to an Adjusted EBITDA margin of 34.7% (vs. 34.6% in Q3/21) and highest ever Net Income of EUR 12.5 million (vs. EUR (102.2) million in Q3/21)
- Continuing advancement on strategic priorities, Subscriptions & Services had outstanding IFRS Revenues increase of 246.3% YoY
- Upgrading FY/22 guidance again with expected IFRS Revenues growth of 48–54% YoY to EUR 141-146 million and an Adjusted EBITDA of EUR (20)–(25) million, with an Adjusted EBITDA margin of (14)–(18)%

Key-Performance Indicators

KPIs	Q3/2022	Q3/2021	y/y Change	9M/2022	9M/2021	y/y Change
Booking Revenues¹ (EUR thousands)	42,523	27,757	53.2%	131,043	101,148	29.6%
CPA Onsite	16,310	12,606	29.4%	60,851	41,014	49.4%
CPA Offsite	8,849	5,240	68.9%	26,869	38,712	(30.6%)
CPC + CPL	10,778	7,4571	44.5%	28,8458	15,181	90%
Subscriptions & Services	6,586	2,453	168.5%	14,479	6,240	132%
Booking Revenues onsite share²	45.4%	59.8%	-4.4ppt	52%	43%	+9ppt
Take Rate³	9.7%	9.5%	+0.2ppt	9.4%	8.4%	1.0ppt
Gross Booking Value (EUR thousands)	421,481	285,365	47.7%	1,345,440	1,203,714	11.8%
Bookings (#)	239,564	211,7976	13.1%	823,202	795,683	3.5%
Cancellation Rate	11.7%	17.0%	+5.3ppt	13.5%	20.1%	+6.6 ppt
IFRS Revenues (EUR thousands)	69,679	43,601	59.8%	126,180	73,632	71.4%
Adj. EBITDA (EUR thousands)⁴	24,148	15,089	60.0%	(4,600)	(18,318)	13.9%
Adj. EBITDA margin, % of IFRS Revenues⁵	34.6%	34.7%	+0.1ppt	(3.6%)	(24.9%)	+21.3ppt

Upgraded Outlook FY/2022

New FY/2022 guidance

Old FY/2022 guidance

IFRS Revenues	+48–54% YoY EUR 141 – 146 million	+40–50% YoY EUR 133 – 143 million
Adj. EBITDA	(20)–(25)m EUR	(22)–(32)m EUR

- 1) 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
- 2) Booking Revenues net of Subscriptions & Service
- 3) Take Rate is defined as Booking Revenues divided by Gross Booking Value (excl. Hotels and Subscriptions & Services)
- 4) Adjusted for expenses for share-based payment and non-operating one-off items