HomeToGo Q2/2022 Factsheet

Highlights

- Strong financial performance in Q2, with record Q2 IFRS Revenues, growing +83% YoY (+126% Yo3Y) to 37.6m EUR amid strong lfl 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 +115.4% YoY in Q2 to 4.9m EUR, including a strong performance by HomeToGo's SaaS Solution, Smoobu.

- Onsite share[2] 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.

Key-Performance Indicators

KPIs	Q2/2022	Q2/2021	y/y Change	H1/2022	H1/2021	y/y Change
Booking Revenues[3] (EUR thousands)	**46,340**	**41,967**	10.4%	**89,287**	**74,007**	20.6%
CPA Onsite	23,544	20,980	12.2%	45,206	29,022	55.8 %
CPA Offsite	7,810	12,696	(38.5%)	17,949	33,474	(46.4) %
CPC + CPL	10,103	6,041	67.2%	18,058	7,725	133.8 %
Subscriptions & Services	4,883	2,271	117%	8,078	3,787	113.3%
Booking Revenues onsite share[1]	**56.8%**	**52.8%**	+4ppt	**56%**	**41%**	+15ppt
Take Rate[4]	**9.6%**	**8.5%**	+1.1ppt	**9.3%**	**8.0%**	1.3ppt
Gross Booking Value (EUR thousands)	**463,788**	**481,568**	(3.7%)	**923,601**	**927,918**	(0.5%)
Bookings (#)	**301,106**	**320,406**	(6%)	**588,561**	**589,248**	(0.1%)
Cancellation Rate	13.3%	21.7 %	+8.4ppt	14.1 %	22.0%	+7.9 ppt
IFRS Revenues (EUR thousands)	**37,638**	**20,522**	83.4%	**56,502**	**30,032**	88.1%
Adj. EBITDA (EUR thousands)[5]	**(6,431)**	**(17,486)**	63.2%	**(28,749)**	**(33,407)**	13.9%
Adj. EBITDA margin, % of IFRS Revenues[5]	**(17.1%)**	**(85.2)%**	+68.1ppt	**(50.9%)**	**(111.2%)**	+59.4ppt

FY/2022 Outlook Confirmed

	FY/2022 guidance
IFRS Revenues	**+40-50% YoY | EUR 133 - 143 million**
Adj. EBITDA	**(22)–(32)m EUR**

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

Investor Relations contact Jan Edelmann
E-mail: ir@hometogo.com **Mobile:** + 49 (0) 157 501 63731 **Homepage:** ir.hometogo.de