

HomeToGo Q4 & FY/2022 Factsheet

Highlights

2022 results ahead of guidance: IFRS Revenues of €146.8m (55% YoY and 111% Yo3Y¹) were at the top end of the twice-upgraded guidance of €141-146m, and well ahead of the initial 2022 outlook of €120-125m, while Booking Revenues grew 32% YoY (106% Yo3Y) to €163.7m

Record 2022 progress on strategic pillars, with Subscriptions & Services IFRS Revenues growing 169% (517% Yo3Y) to €23.7m and Onsite Booking Revenues of €76.7m (53% YoY and 283% Yo3Y)

2022 showed clear profitability improvement: FY/22 Adjusted EBITDA of €(20.7)m was near the to the guidance range of €(20)-(25)m. This resulted in an Adjusted EBITDA 2022 margin of (14.1)% an +8pp YoY improvement

2023 Outlook – With a full focus on its path to profitability, HomeToGo continues its double-digit growth trajectory by targeting to grow 2023 IFRS Revenues to €165 - 175m (13 - 19% YoY) and very confidently aims to achieve Adj. EBITDA break-even as guidance midpoint

Introduction of FY/2023 guidance

IFRS Revenues	+13-19% YoY EUR 165 - 175 million	Booking Revenues²	+13-25% YoY EUR 185 - 205 million
Adj. EBITDA⁴	(2)% - +2% margin EUR (2.5) - 2.5m	Booking Revenues Onsite Share³	+2pp - +7pp 56% - 61%

¹ Yo3Y is defined as the comparison vs. the financial year 2019

Key-Performance Indicators

KPIs	Q4/2022	Q4/2021	YoY	2022	2021	YoY
IFRS Revenues (EUR thousands)	20,658	21,206	(3)%	146,839	94,839	55%
CPA Onsite	6,763	6,585	3%	66,877	31,523	112%
CPA Offsite	4,905	6,735	(27)%	25,716	34,127	(25)%
CPC + CPL	1,897	5,333	(64)%	30,587	20,401	50%
Subscriptions & Services	7,093	2,553	178%	23,660	8,788	169%
Booking Revenues² (EUR thousands)	31,410	23,146	36%	163,711	123,555	32%
CPA Onsite	14,612	8,830	65%	76,730	50,168	53%
CPA Offsite	7,247	6,585	10%	33,965	44,350	(23)%
CPC + CPL	1,781	5,177	(66)%	30,582	20,249	51%
Subscriptions & Services	7,769	2,553	204%	22,433	8,788	155%
Booking Revenues onsite share³	62%	43%	+19pp	54%	44%	+11pp
CPA Take Rate⁵	9.9%	8.3%	+1.6pp	9.6%	8.3%	+1.3pp
Gross Booking Value (EUR thousands)	300,500	243,691	23%	1,644,265	1,437,515	14%
Bookings (#)	195,811	140,776	39%	1,026,097	929,419	10%
Cancellation Rate	14%	16%	+2pp	14%	20%	+6pp
Adj. EBITDA (EUR thousands)⁴	(16,060)	(4,424)	(263)%	(20,661)	(21,070)	2%
Adj. EBITDA margin, % of IFRS Revenues⁴	(77.7)%	(20.9)%	(57)pp	(14.1)%	(22.2)%	+8pp

² Booking Revenues: Non-GAAP operating metric to measure performance that is defined as the net Euro value of bookings before cancellations generated by transactions on the HomeToGo platforms in a reporting period (CPA, CPC, CPL and Subscriptions & Services). Booking Revenues do not correspond to, and should not be considered as alternative or substitute for IFRS Revenues recognized in accordance with IFRS. Contrary to IFRS Revenues, Booking Revenues are recorded at the point in time when the booking is made. Revenues from Subscription & Services are considered equally for Booking Revenues as under IFRS to complement the view.

³ Booking Revenues Onsite Share is defined as ratio of Onsite CPA Booking Revenues to Booking Revenues excluding Booking Revenues from Subscriptions & Services that measures the penetration of our Partner base with our Onsite Product. 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 (excl. Revenues from Hotels and Subscriptions & Services).

⁴ Adj. EBITDA: Net income (loss) before (i) income taxes; (ii) finance income, finance expenses; (iii) depreciation and amortization; adjusted for (iv) expenses for share-based compensation and (v) one-off items. One-off items relate to one-time and therefore non-recurring expenses and income outside the normal course of operational business. Among others those would include for example income and expenses for business combinations and other merger & acquisitions (M&A) activities, litigation, restructuring, government grants and other items that are not recurring on a regular basis and thus impede comparison of the underlying operational performance between financial periods.

⁵ 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 (excl. Revenues from Hotels and Subscriptions & Services).

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