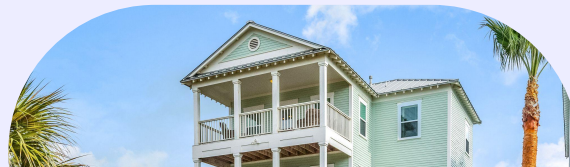


home to go_

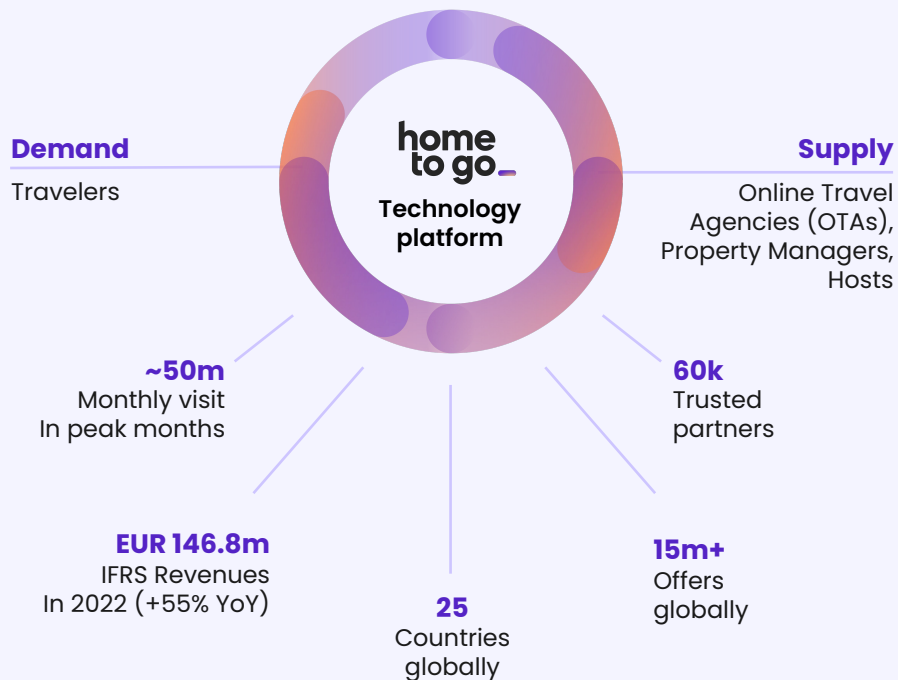
Steffen Schneider, CFO

November 2023



HomeToGo

The AI-powered marketplace with the world's largest selection of vacation rentals



2 November 2023



Founded in 2014, IPO 2021



600+ employees, globally



Listed as 'HTG' on the Frankfurt Stock Exchange

Plus, adding key players to our Group



Agiturismo.it

atraveo by e-domizil

casamundo

CaseVacanza.it

e-domizil

EscapadaRural

SECRA

smoobu

tripping

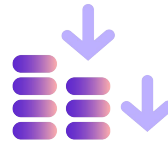
WIMDU



The fragmented vacation rental market consists of 100.000s of different websites and suppliers



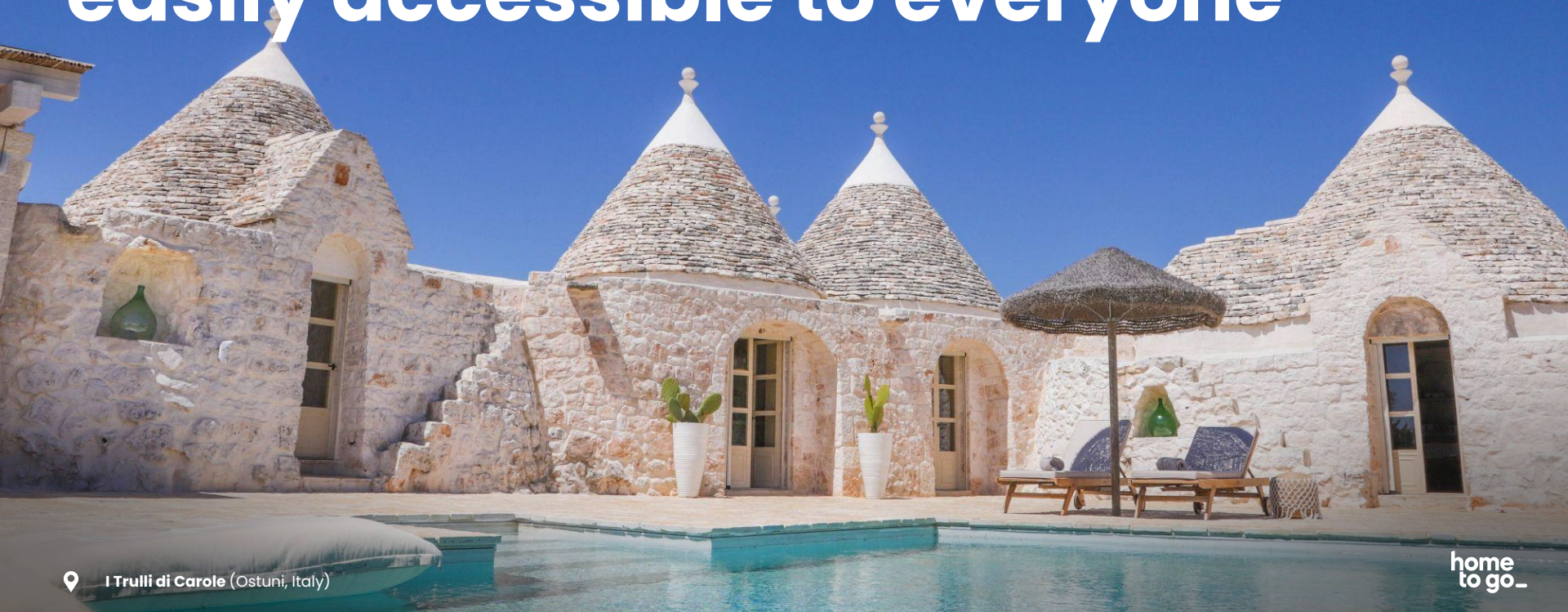
A pain for travelers
to find the right place to stay



A pain for suppliers
Lacking access to the right demand,
standards, technology and data

Our Vision

**making incredible homes
easily accessible to everyone**



I Trulli di Carole (Ostuni, Italy)

home
to go_

...a home to go_



House in San Bernardino County (California, USA)

home
to go_

Whether you go GLAMPING



€56 /night



Resort · 4 guests

Forest Camping Mozirje

📍 Loke pri Mozirju, Mozirje

★ (0)

Details

HomeToGo

View deal



€87 /night

Camping · 1 bed

Budget Double

📍 Aberdeenshire

★ 4.8/5 (213)

Details

Want to sit on a THRONE



€58 /night



125 m² Castle · 2 bedrooms · 8 guests

Gite of the Chateau d'Oye

Oyé, Bourgogne-Franche-Comté

★ 4.9/5 (17)

HomeToGo

Details

View deal



€187 /night

144 m² Castle ·

Castle in Saint-H

Saint-Hilaire-

★ (0)

Details

Or simply want
to be **AWAY**



€175 /night



110 m² House · 3 bedrooms · 6 guests

Lighthouse for 5 people and 1 child

📍 Hohenkirchen, Mecklenburg-Vorpommern

★ 4.7/5 (13)

HomeToGo

Details

View deal



€90 /night

64 m² House · 1 be

Charming House i

📍 Strotzbüsch, RH

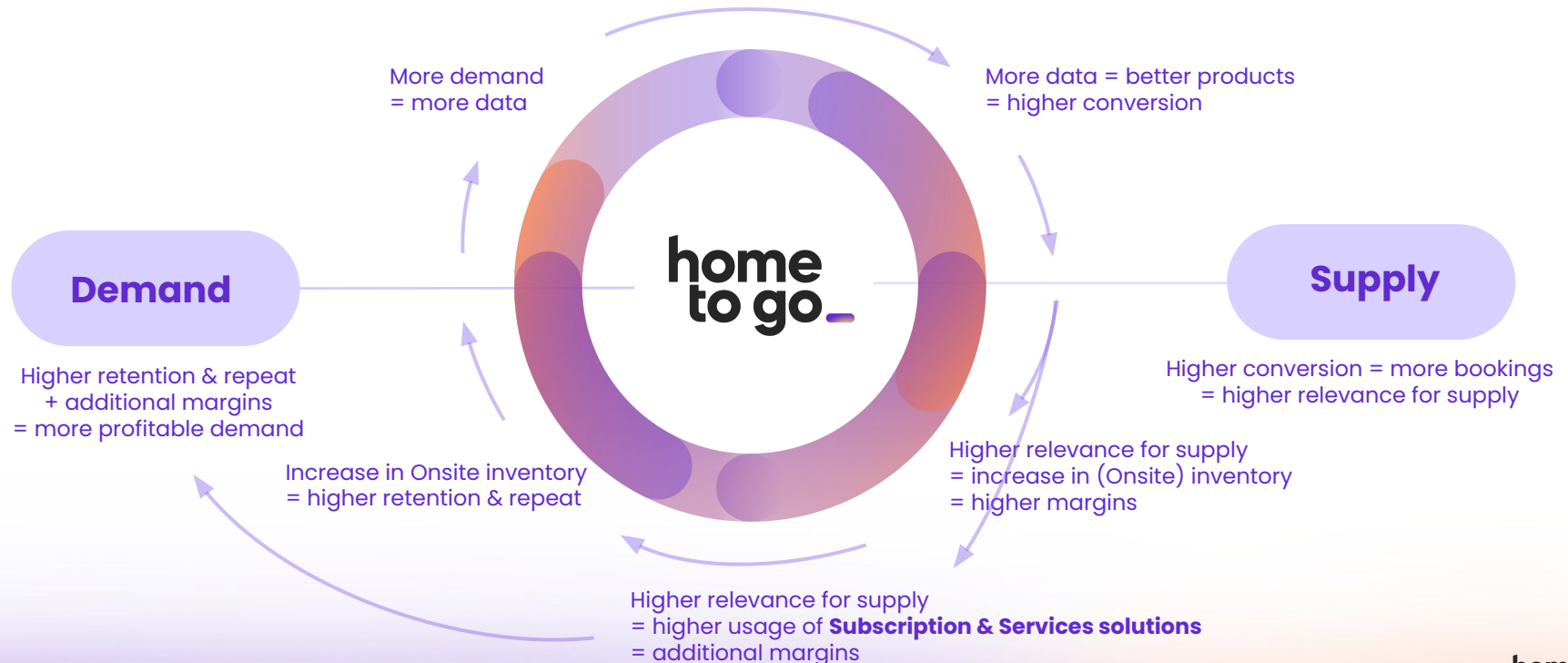
★ 4.0/5 (67)

Details

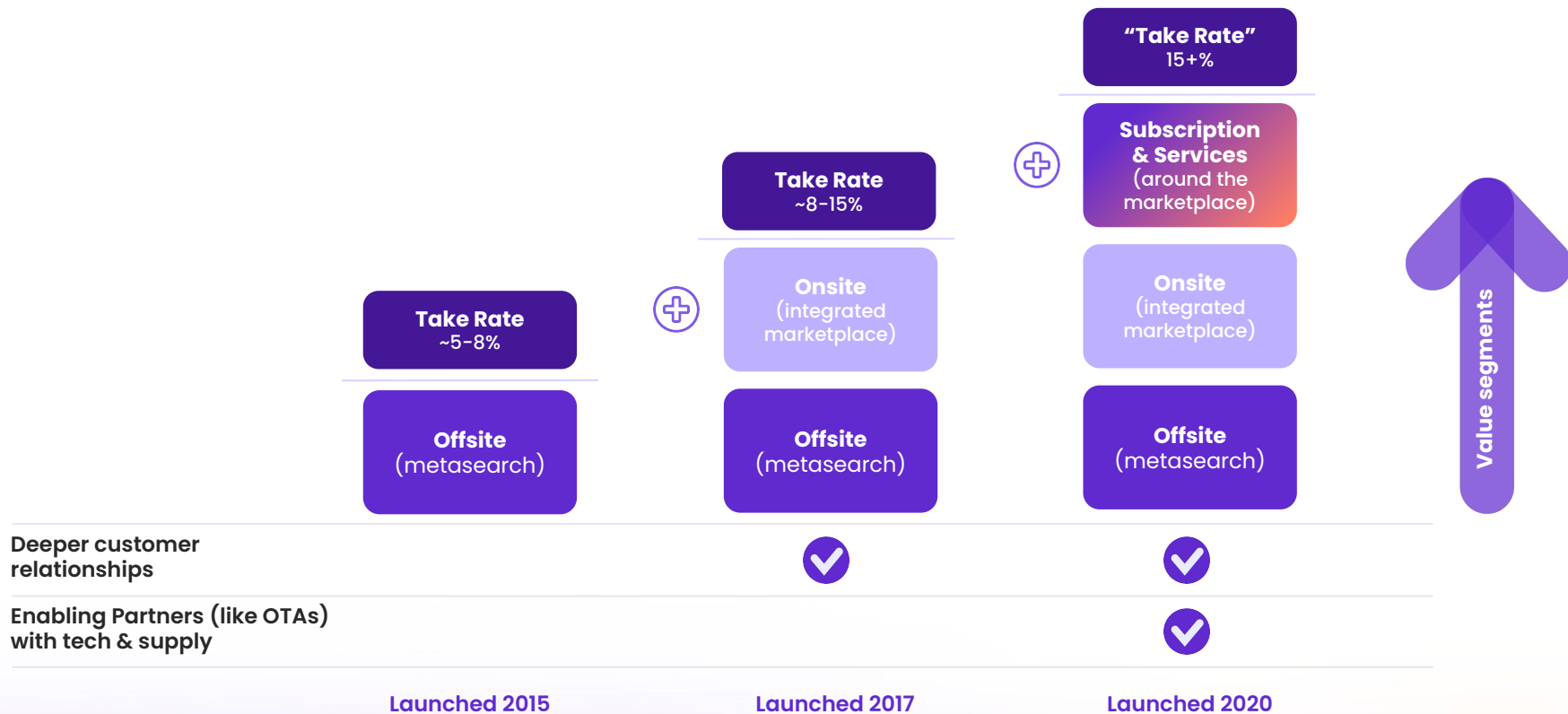
We are solving the key pain points of the market with technology by matching the right travelers with the right suppliers



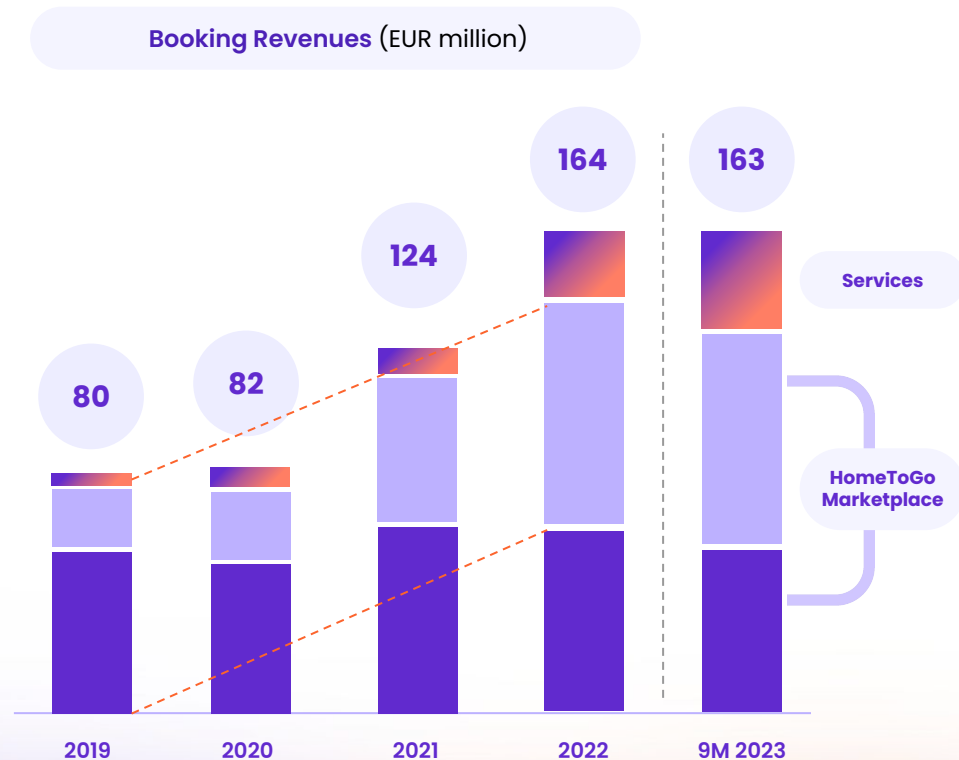
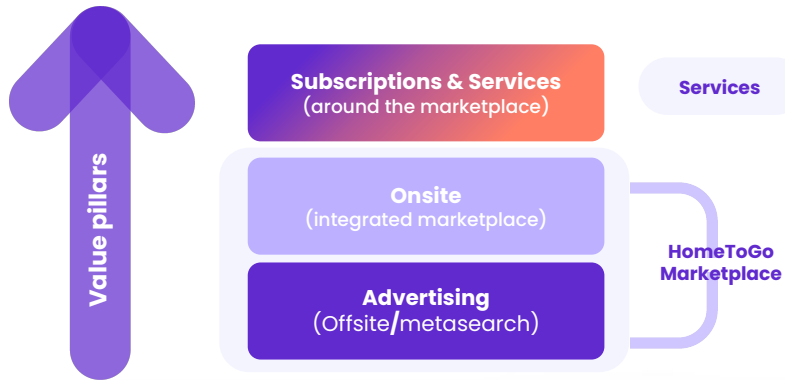
Self-reinforcing feedback loop: more Onsite supply increases repeat bookings, driving long-term growth and margins up – further accelerated by Subscription & Services



On our journey so far...



... we grew the 2022 Onsite marketplace to almost the size of the entire HomeToGo in 2019 while building up Services



We are a healthy business with a strong cash position...

We already have the right assets today...



Customer reach

~50m monthly visits
in peak months



Largest selection through strong partnerships

60k+ trusted Partners with 15m+ offers



DACH profitable* and high cash balance

136m EUR cash and cash equivalents
(~130m EUR in net cash) to invest through-cycle



Scalable tech backbone

to continuously drive innovation



...to accomplish our vision

Our Vision

**making incredible
homes easily accessible
to everyone**



We are taking decisive and transformative steps in executing our strategy to enable our future growth

1



Travelers

Creating an unparalleled experience to drive repeat demand

2



Supply

Growing our global footprint and scaling diversified supply, incl. targeted M&A

3



Technology + Data

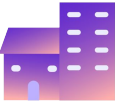
Further utilizing existing and developing new solutions to enable the entire alternative accommodation industry

Our Vision


making incredible homes easily accessible to everyone

For travelers, we aim to become the go_to destination for vacation rentals


By providing travelers with a **desirable, unparalleled and highly curated selection** of vacation rentals and **great customer experience**, we pave the way to **become the go_to destination for vacation rentals**



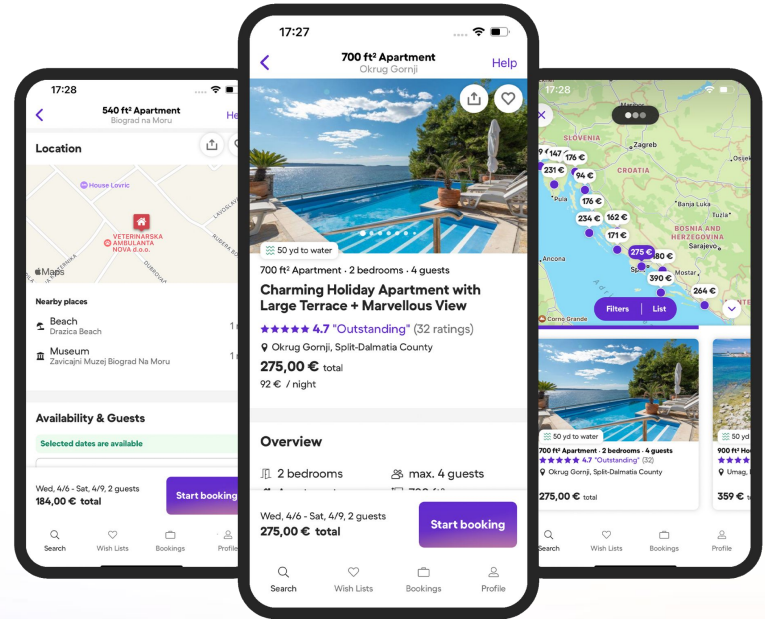
World's largest selection of vacation rentals



Highly curated through smart tools & machine learning



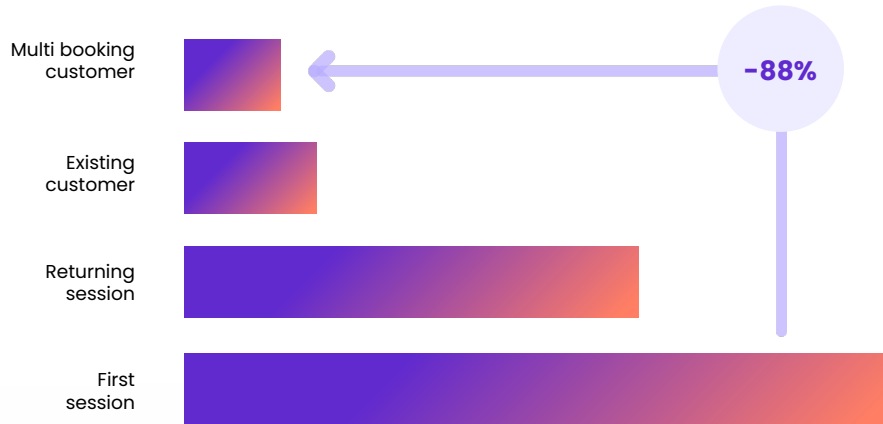
Trusted checkout & payments



Substantially lower marketing costs are required in order to drive bookings from existing customers compared to new users

Travelers

ACNR* per user segment



Takeaways

- Existing customers show up to **-88%** lower marketing cost per booking
- Acquiring a new customer is **+6x** more expensive because of a different marketing mix and higher conversion rates

We solve key pain points for the entire supply side

Supply

Online travel agencies (OTA)

Property managers

Hosts



A

Access to highly attractive domestic and international travelers beyond own marketing and retention activities



B

Benefit from features and infrastructure such as payment, image beautification, natural language processing or customer service teams



C

Get supply + better data around prices and availabilities

C

Use software solutions like property or channel management

C

Use software solutions to list, operate or distribute

Incremental customers,
supply and data

More bookings, and can
leverage HomeToGo's
technology

Enable online market
access via software solutions

Offering a highly attractive customer base

Supply



High average basket sizes

With an average stay **length of 7 days** and resulting high **basket size** for Onsite bookings, we present an attractive channel for our Partners to ensure high revenues with low effort



Long booking windows

Average **booking windows beyond 90 days** allow our Partners to plan ahead and give occupancy security



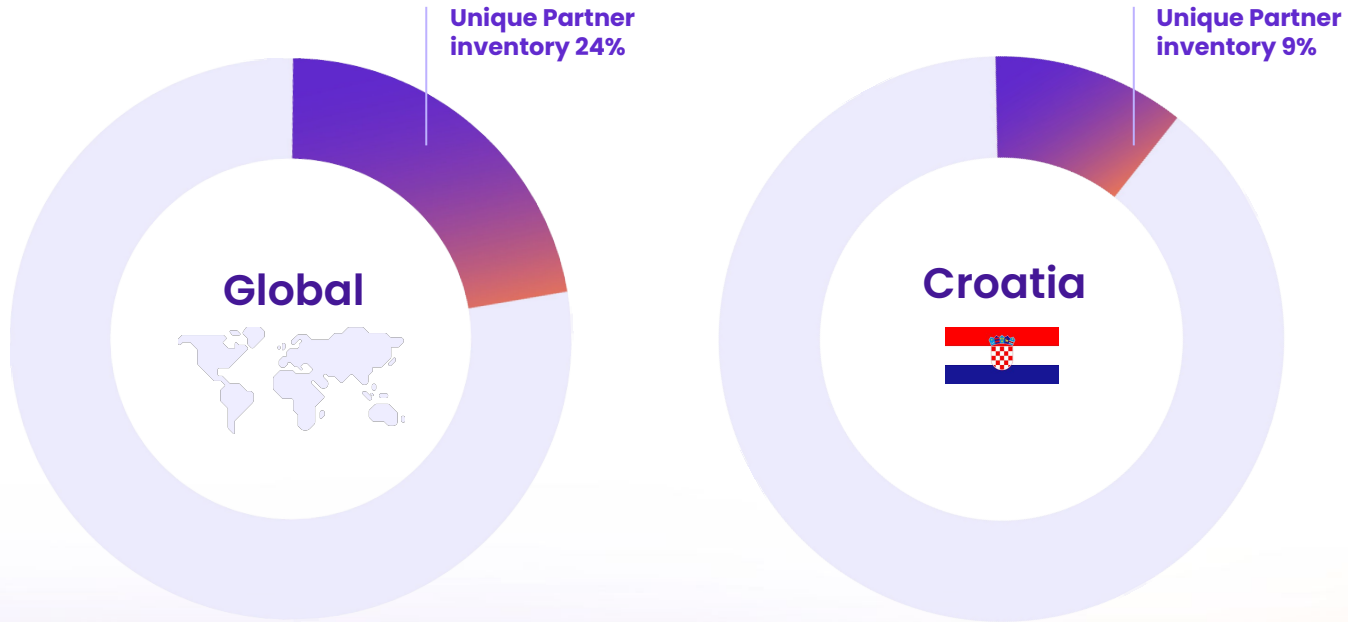
Attractive customer group

HomeToGo travelers show an opportunity for high purchasing power with more than **80% of travelers being older than 35 years*** and more than **39% of bookings being non-domestic**

We are not dependent on large Partners – our amazing accommodations come from a variety of Partners

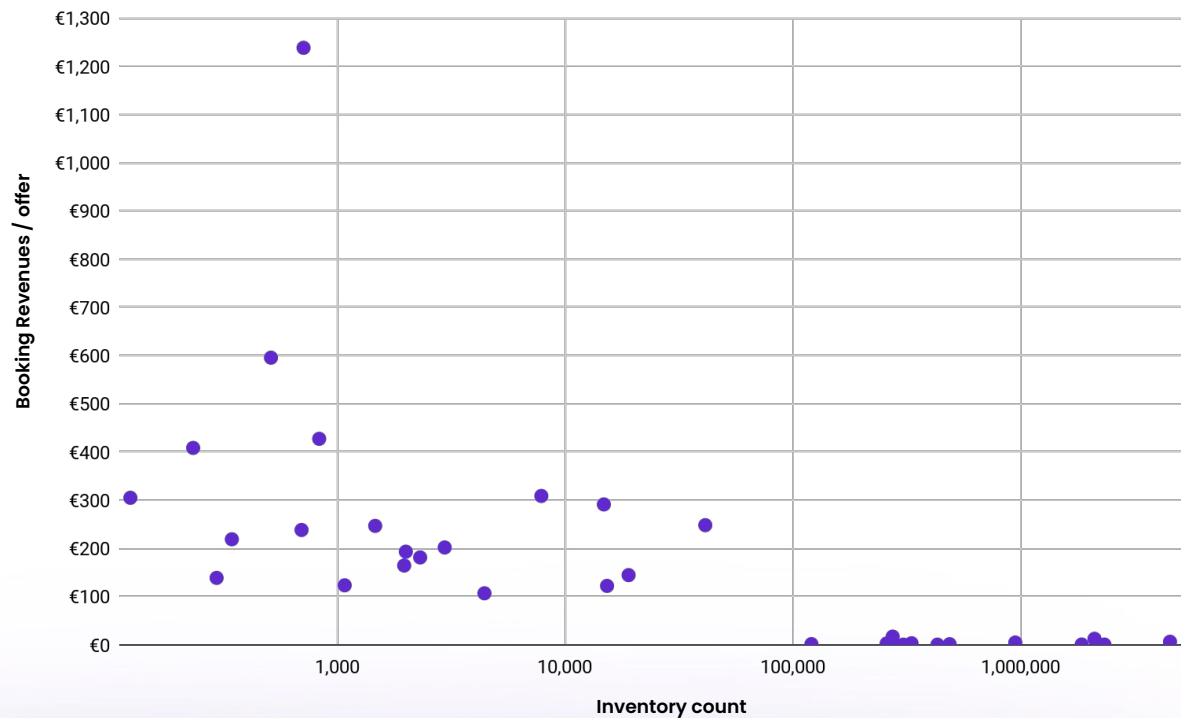
Supply

Share of unique inventory of our three largest Partners*



*This view of unique inventory considers the inventory of our largest three aggregators as coming from a single grouped entity and looks weighted by impressions at the uniqueness of their grouped inventory.
Source: Internal data (Annual Report 2022)

Small providers have the most valuable accommodation selection



Supply

Our champion*:



House in Port d'Andratx (Mallorca, Spain)

Our solutions and continuous efforts are constantly growing our and our Partners' success

Supply

Number of bookings placed with the Partner

•



50x



90x



160x

2017

Partner switches to HomeToGo Onsite booking

Q1 2018

50x bookings growth compared to Q1 2017

Q1 2020

90x bookings growth compared to Q1 2017

Q1 2023

160x bookings growth compared to Q1 2017

Technology, data and AI are at the core of our business removing friction between demand and supply

15+ million

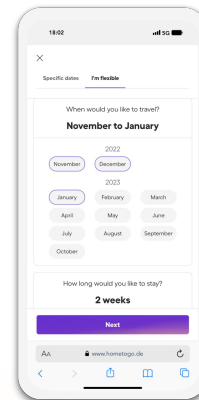
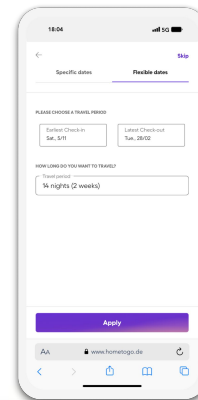
Offers in the search database from thousands of Partners



100+

A/B experiments in production at the same time

Before & after



3.5+ billion

Images processed through our data pipelines



AI models

Proprietary algorithms built to solve various problems



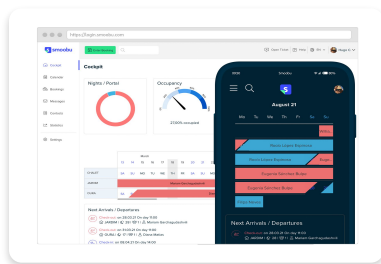
50+ million

Visits from users looking for their best accommodation

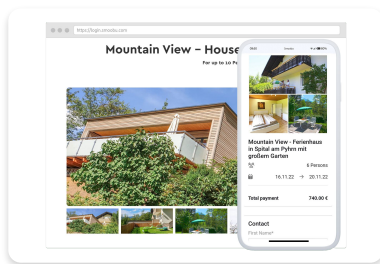


Always delivering our customers an amazing and targeted experience

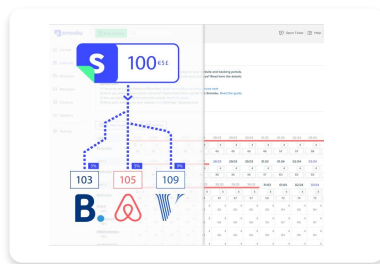
When we add solutions, we focus on companies with healthy business fundamentals and scale them further



Overview via central cockpit incl. guest communication



Click-and-build own website easily



Synchronise data like prices & availabilities

An all-in-one SaaS solution to connect self-service focused hosts more easily to our Partners – enabling the whole supply side to be more successful.

Technology

Q3 2023

MRR
YoY Growth

+69%

Rule of 40
109%

Magic Number
1.1

DBNER
149%

NRR
122%

Strong reputation as software and integration partner loved by customers



Introducing HomeToGo's first _Mode

AI Mode



AI Mode is a highly personalized **generative AI-powered travel planner**

Now available on the **HomeToGo app**



For travelers: saving time and effort to book

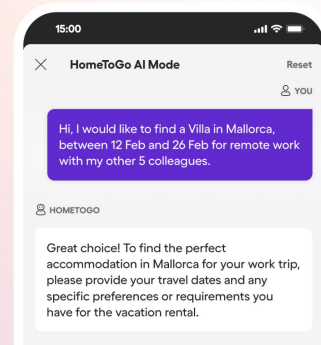
For partners: more highly qualified leads

For HomeToGo: better conversion for top-of-funnel users with an unclear intent



HomeToGo is the **first vacation rental focused marketplace to test and launch an AI product**, improving the entire industry's search experience

Try AI mode AI-powered travel planner



180 m² House - 4 bedrooms - 8 guests
Lovely House in Mancor De La Vall...
★★★★★ 5,0/5 "Excellent" (4)
📍 Spain, Mancor de la Vall
from **153\$** / night



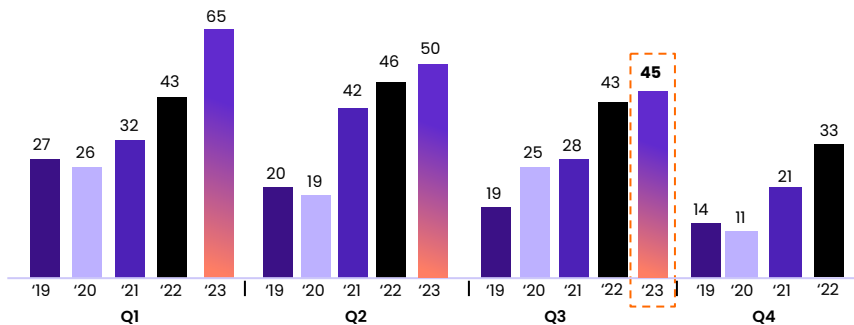
80 m² Apartment - 3 bedrooms - 5 guest
Apartment Bahia Vista
★★★★★ 4,5/5 "Outstanding" (27)
📍 Spain, Son Baulo
from **96\$** / night

Now on the
HomeToGo app

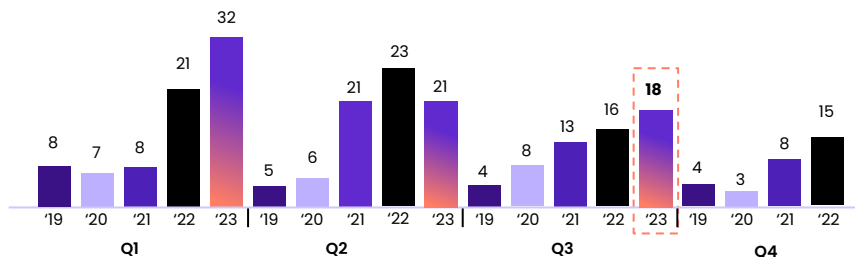
Q3/23 Financials

Record absolute Q3 and 9M figures in terms of growth and profitability

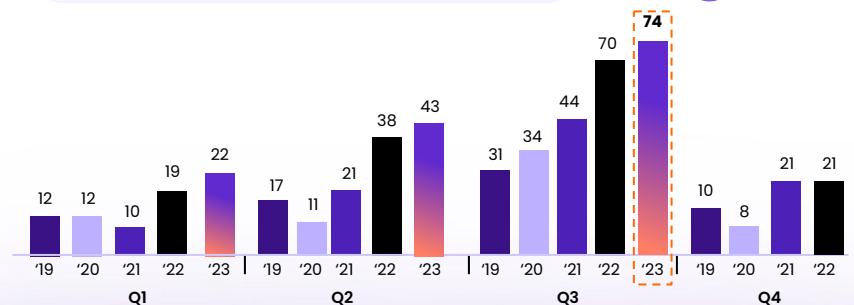
Booking Revenues (€ million)



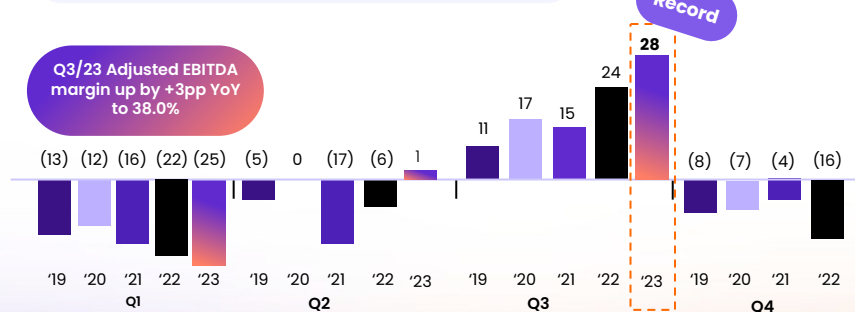
Onsite Booking Revenues (€ million)



IFRS Revenues (€ million)



Adjusted EBITDA¹ (€ million)



Further improving marketing efficiency fosters all-time high quarterly Adjusted EBITDA

1. Higher Revenues at increased margins

CPA
Take Rate

9.7%

11.6%

9.4%

10.2%

IFRS
Revenues
in €M

70

+6%

74

126

+10%

139

Q3/22

Q3/23

9M/22

9M/23

2. Continued growth in Subscriptions & Services

IFRS
Revenues
in €M

+42%

12

+63%

27

19% IFRS
Rev. share
(+6pp YoY)

Q3/22

Q3/23

9M/22

9M/23

3. Focus on marketing efficiency¹

Marketing
and sales
cost to
Booking
Revenues

76%²

75%

80%

-11pp

69%

Q3/19

Q3/21

Q3/22

Q3/23

4. Strong improvement in profitability

Adj. EBITDA
margin

35%

38%

(4)%

3%

Adj.
EBITDA
in €M

+16%

28

All-time
high

n.m.

5

All-time
high

Q3/22

Q3/23

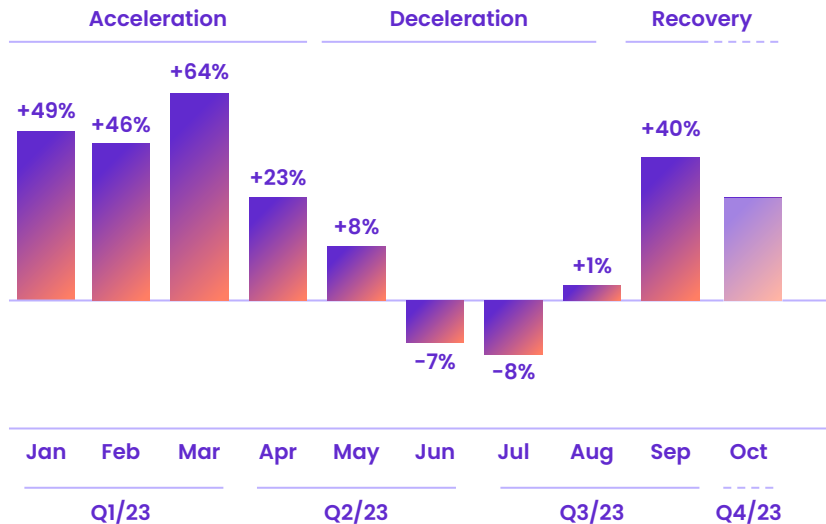
9M/22

9M/23

Recent return to resilient booking behaviour, mainly driven by early 2024 bookings, is not sufficient to compensate for softer summer demand

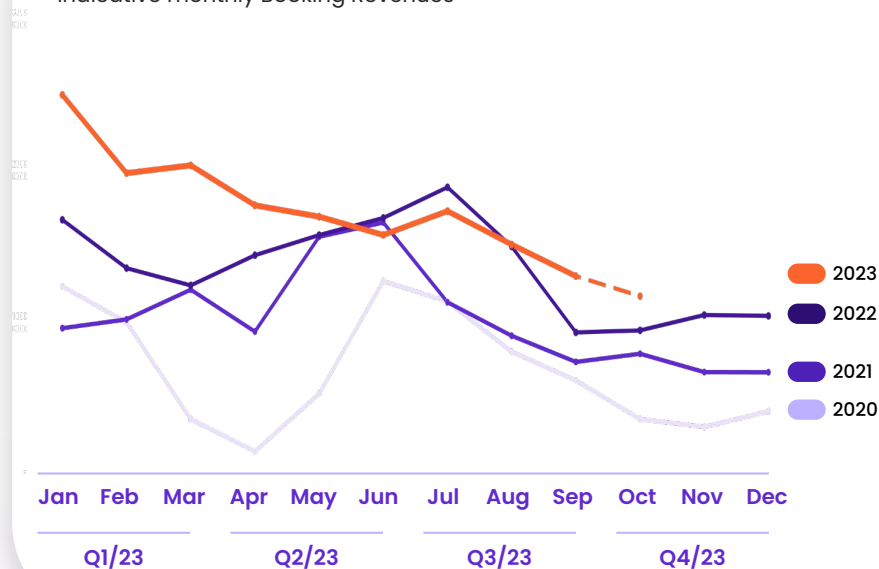
Fluctuating booking behavior during 2023

Monthly YoY Booking Revenues growth



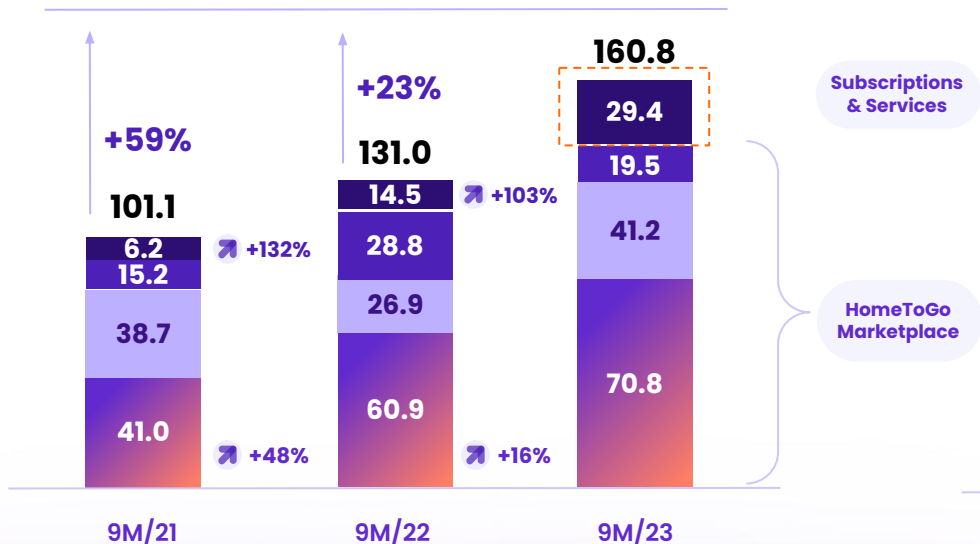
Seasonal slowdown in demand during summer months

Indicative monthly Booking Revenues

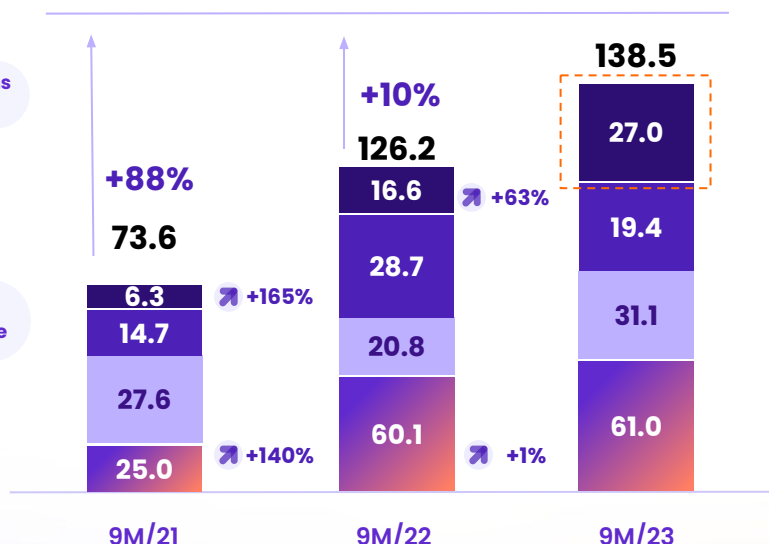


Strong growth in Subscriptions & Services and CPA Onsite contributed to almost doubling HomeToGo's IFRS Revenues over two years

Booking Revenues¹ (€ million) - by deal type



IFRS Revenues (€ million) - by deal type



■ CPA Onsite
 ■ CPA Offsite
 ■ CPC
 ■ Subscriptions & Services

¹Non-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)

Record Q3 Booking Revenues Backlog provides high visibility into Q4/23 IFRS Revenues

Booking Revenues¹ Backlog (€ million)

Planners
Family with kids

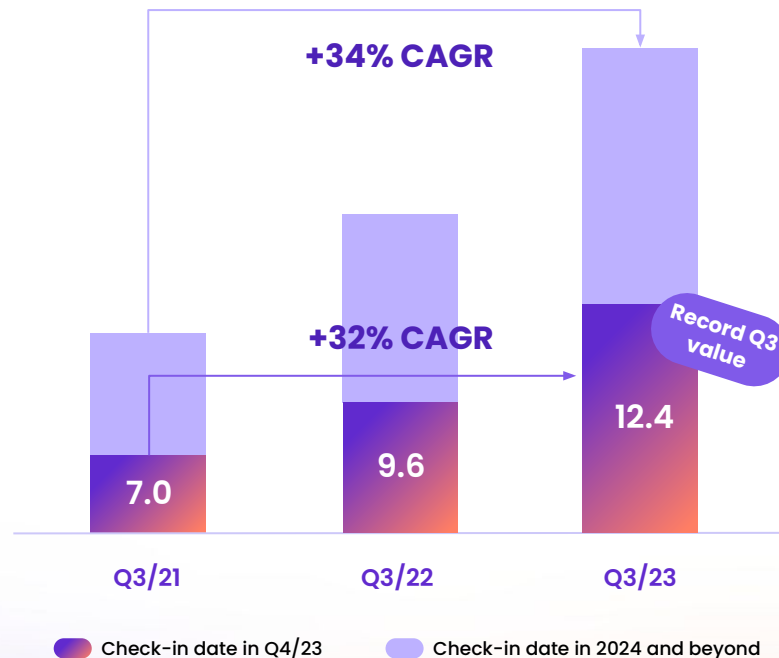
Booking day	Check-in day (€)
Q1 2023	Q4 2023

Spontaneous
Friends group

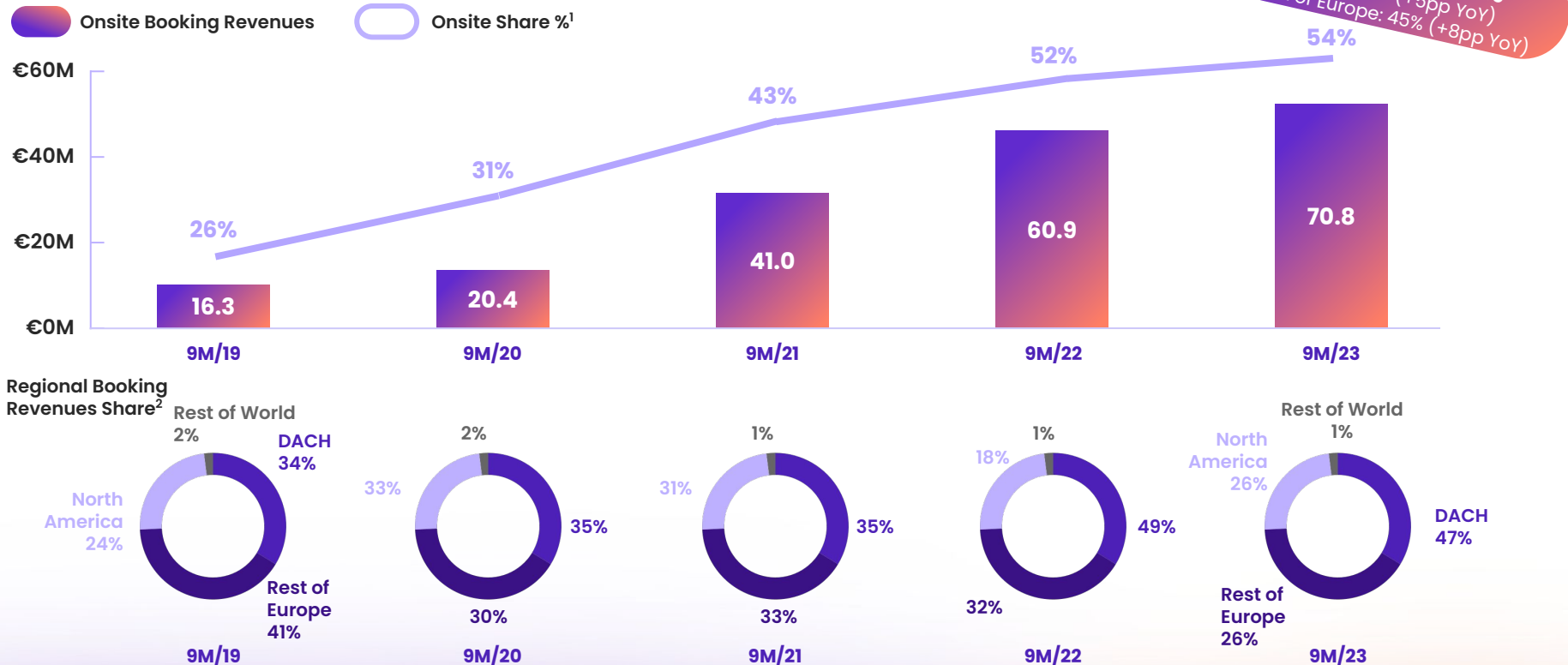
Booking day	Check-in day (€)
Q3 2023	Q4 2023

 Booking Revenues  IFRS Revenues

Booking Revenues¹ Backlog (€ million)



Further increasing Onsite share across all markets

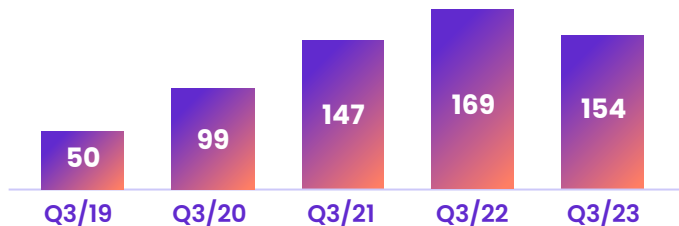


¹ Onsite Share is defined as ratio of Onsite CPA Booking Revenues to Booking Revenues excluding Booking Revenues from Subscriptions & Services that measures the penetration of our Partner base with our Onsite Product.

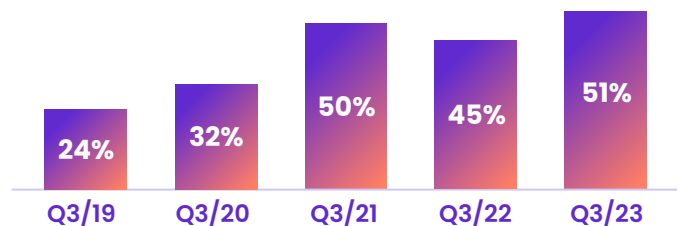
² Booking Revenues excluding Subscriptions & Services

Strong increase in European Onsite share with absolute increase in North America

Onsite Bookings ('000 bookings)

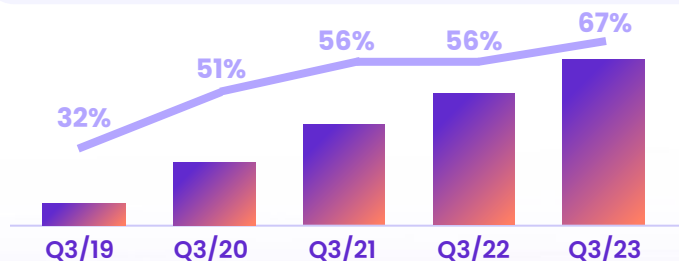


Onsite Share¹ (% of Booking Revenues)

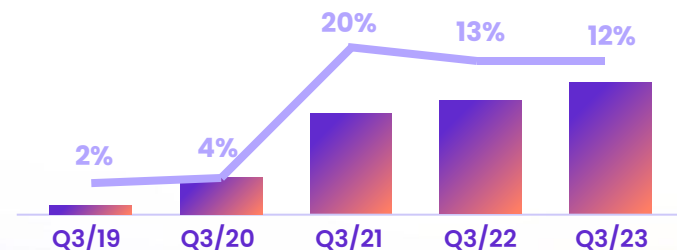


Q3/23 Booking Revenues Onsite Share DACH¹: 80% (+4pp YoY)

Europe Onsite business



North America Onsite business

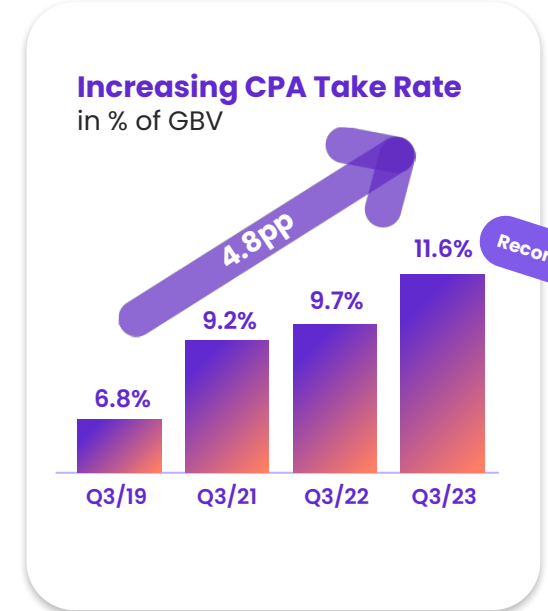
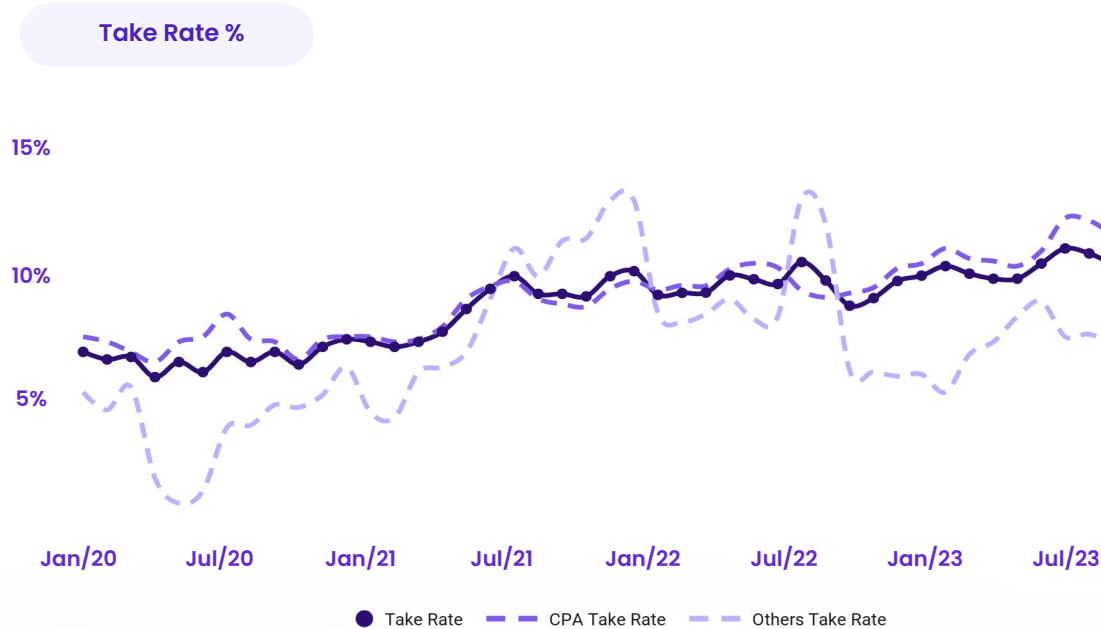


Onsite Booking Revenues



Onsite Share %¹

Continuous improvement of our CPA Take Rate – record-high of 11.6%



Significant progress in profitability driven by higher Marketing & Sales, as well as G&A efficiency

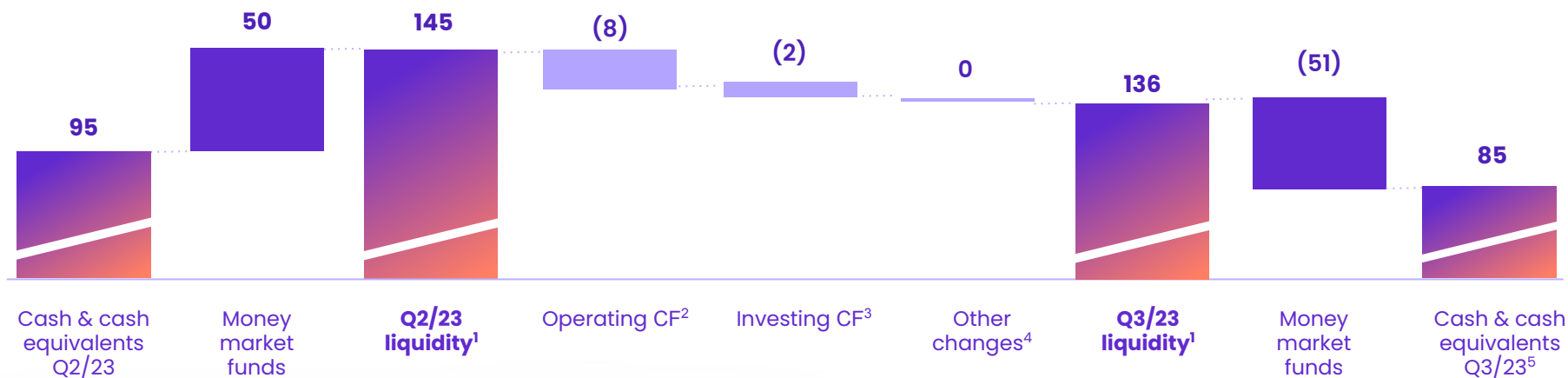
Costs and margins^{1,2}

(in % of IFRS Revenues)

	Q3/23			9M/23		
	2022	2023	Delta	2022	2023	Delta
Cost of Revenues	(2.0)%	(1.4)%	0.6pp	(3.3)%	(2.2)%	1.1pp
Gross profit	98.0%	98.6%	0.6pp	96.7%	97.8%	1.1pp
Marketing & Sales	(48.6)%	(42.1)%	6.5pp	(78.0)%	(67.9)%	10.1pp
Product Development	(8.5)%	(11.0)%	(2.5)pp	(12.9)%	(15.1)%	(2.2)pp
Administrative expenses	(8.0)%	(6.9)%	1.1pp	(11.8)%	(11.0)%	0.8pp
Other income and expenses	1.7%	(0.5)%	(2.2)pp	2.5%	(0.4)%	(2.9)pp
Adjusted EBITDA ¹	34.7%	38.0%	3.3pp	(3.6)%	3.4%	7.0pp

High cash position despite payouts made to hosts in Q3/23, with more cash conversion from receivables expected in Q4/23 as already noticed in October

€ million



¹ Both Q2/23 and Q3/23 liquidity include investments into other highly liquid short-term financial assets.

² Operating cash flow includes outflows in the amount of €23M for traveler advance payments collected as part of payment services for hosts.

³ Includes only cash flows from investments in fixed and intangible assets.

⁴ Includes financing cash flow and effect of exchange rate on cash and cash equivalents.

⁵ Q3/23 cash & cash equivalents include cash of €0.5M that is restricted due to statutory requirements.

Revised Revenues guidance for the full year 2023 with confirmed Adjusted EBITDA break-even as guidance midpoint

Revised FY 2023 Guidance

Booking Revenues¹

€180–190M

(prev. €185–205M)

Onsite Booking Revenues Share^{1,2}

52%–56%

(prev. 56%–61%)

IFRS Revenues

€158–162M

(prev. €165–175M)

Confirmed
Break-even midpoint

Adjusted EBITDA³

€(1)–1M

(prev. €(2.5)–2.5M)

9M/23
Adj. EBITDA
€5M

¹ 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)

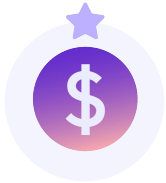
² Onsite Share is defined as ratio of Onsite CPA Booking Revenues to Booking Revenues excluding Booking Revenues from Subscriptions & Services that measures the penetration of our Partner base with our Onsite Product.

³ Adjusted for expenses for share-based compensation and expected non-operating one-off items for FY/2023

HomeToGo Q3/23 summary



Achieved positive Adjusted EBITDA in 9M/23 and a record Q3 Adjusted EBITDA of €28.1M (+16% YoY) reflecting a 38% EBITDA margin – overall robust third quarter performance in Booking Revenues and new all-time high CPA Take Rate



Subscriptions & Services continued its excellent development and achieved highest quarterly IFRS Revenues ever (+42% YoY)



Revised IFRS Revenues guidance and confirmed Adjusted EBITDA break-even as guidance midpoint in FY/23 due to conscious cost discipline and continuously improving marketing efficiency

Save the date!

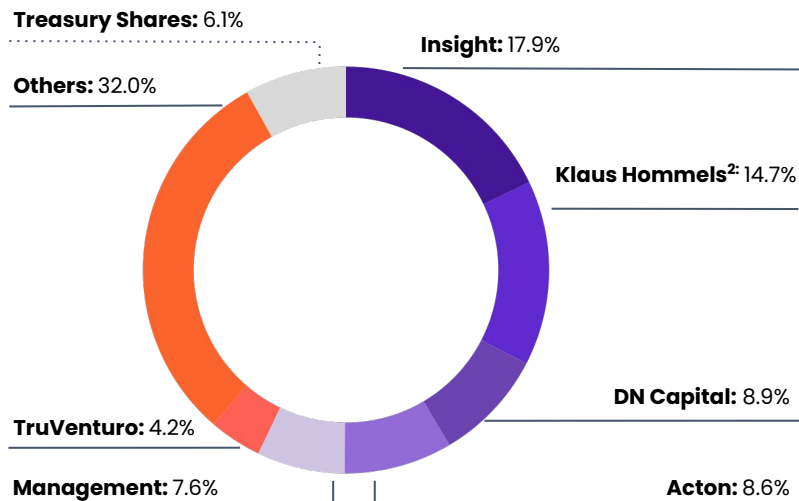
HomeToGo
Capital Markets Day

Dec 12, 2023

APPENDIX

The HomeToGo Share

Shareholder Structure¹



Share Information

Ticker symbol	HTG
Type of Shares	Class A Shares (Public Shares) and Class B Shares (Founder Shares)
Stock Exchange	Frankfurt Stock Exchange
Market Segment	Regulated Market (Prime Standard) of the Frankfurt Stock Exchange
First Day of Trading	September 22, 2021
Total Number of Shares Outstanding	119,398,987 (114,815,654 Class A Shares and 4,583,333 Class B Shares)
Total Number of Issued Shares	127,138,982 (122,555,649 Class A Shares and 4,583,333 Class B Shares)
Issued Share Capital	€ 2,441,068.45

Upcoming events in 2023 – Join us!

Date	Event
Nov 27-29	German Equity Forum, 2023, Frankfurt
Dec 4	Roadshow Luxembourg
Dec 7	Roadshow Paris
Dec 12	Virtual Capital Markets Day 2023
Dec 13-15	Virtual Roadshow Europe
Dec 14-15	Virtual Roadshow US

HomeToGo Investor Relations Contact

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Grabert, CFA**



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sebastian.grabert@hometogo.com

**Carsten
Fricke**



Senior Investor Relations Manager
carsten.fricke@hometogo.com

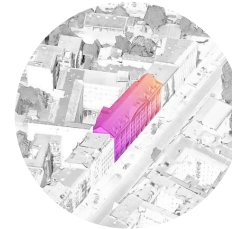
Team Contact

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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 reliance 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 Financial Reporting Standards as adopted by the 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.