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to go\_

# FY/21 Earnings Call

Dr. Patrick Andrae, Co-founder & CEO  
Steffen Schneider, CFO

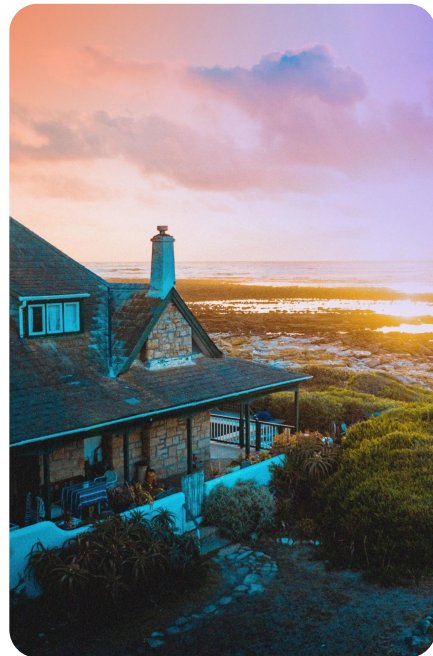
March 31st, 2022



# In 2021, we made strong progress on our strategic agenda and delivered strong financial results

- **Make incredible homes easily accessible:** With increased relevance to our customers (site visits growth of +20% YoY) and access to more than 15m+ offers across 31k+ partners
- **Our partners increasingly list their inventory directly onsite,** boosting our CPA onsite share to 44%<sup>1</sup> in FY/21 (+13pp YoY). During Q4, onsite Booking Revenues increased +315% YoY.
- **Strong Financial Performance in FY/21,** with Booking Revenues growth of +51% YoY (+25% Yo2Y) and IFRS Revenues growth of +44% YoY (+16% Yo2Y) and adj. EBITDA at (21)m EUR; strong finish in Q4 with triple digit Booking Revenues and IFRS Revenues growth.
- **Strong balance sheet** after successful SPAC IPO and PIPE financing of 250m EUR in cash to further accelerate our growth strategy and to invest with even more conviction and through cycle.
- **Acquisition of e-domizil GmbH** set to accelerate our strategic agenda with direct access to property managers, above average take-rates and great synergy potentials

1) Booking Revenues net of Subscription & Services

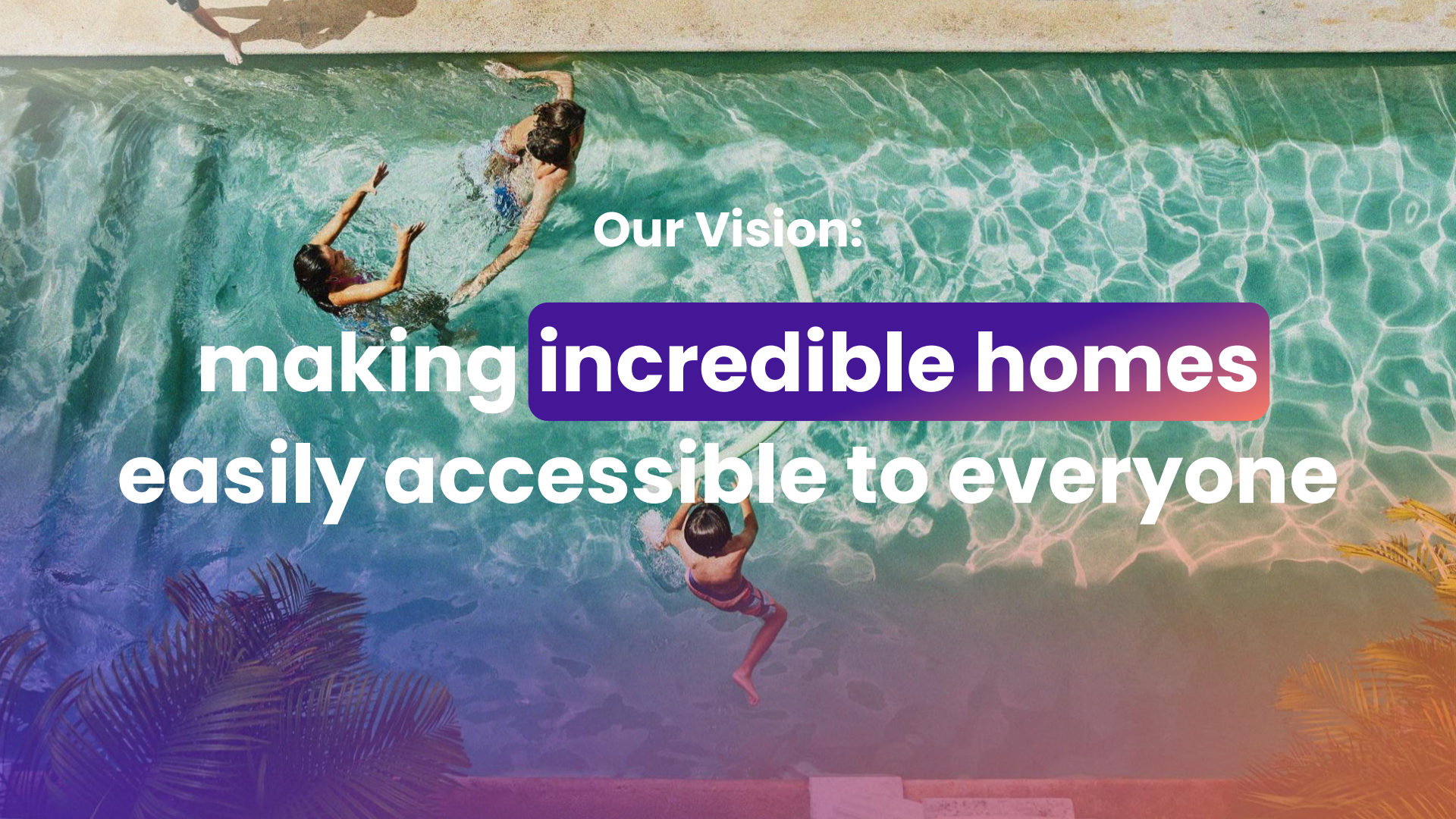


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# Business & Strategy Update

Dr. Patrick Andrae, Co-Founder & CEO



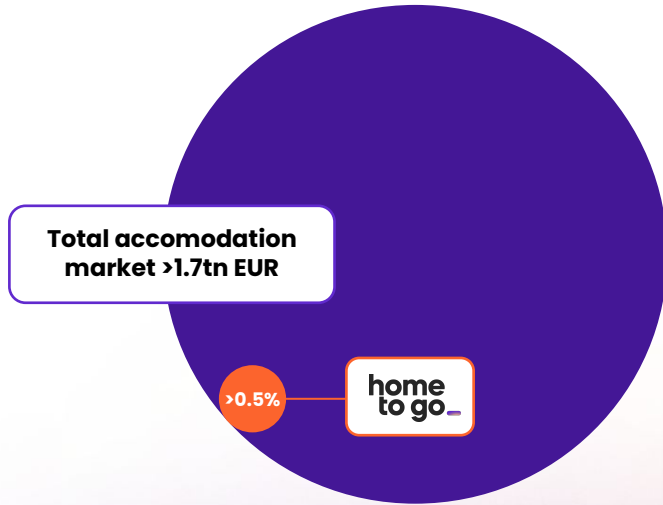


Our Vision:

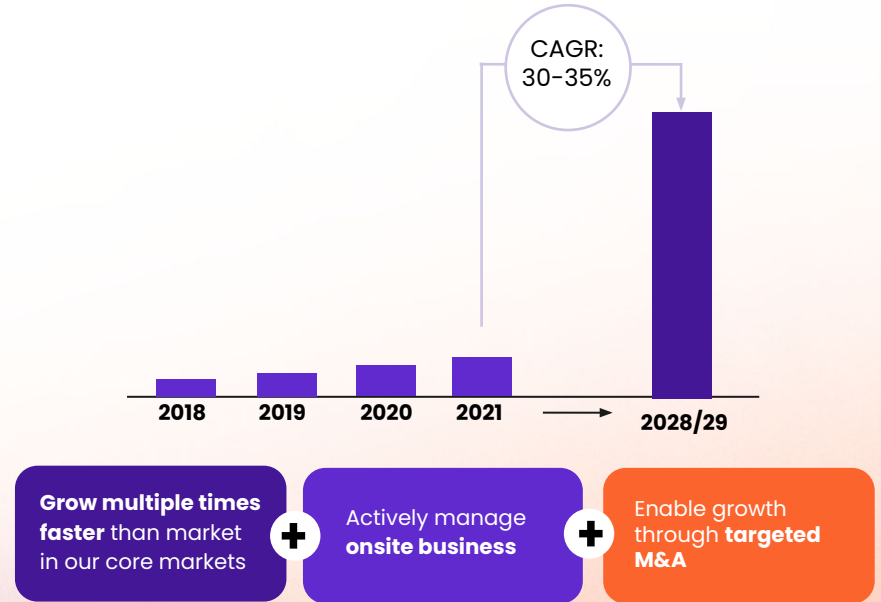
**making incredible homes  
easily accessible to everyone**

# Alternative Accommodation as the new zeitgeist: long-term growth opportunity ahead

We are targeting a huge market opportunity<sup>1</sup>,...  
in tn EUR GBV



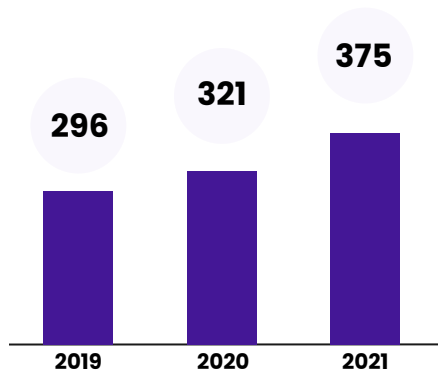
...aiming for 1bn EUR in Booking Revenues by 2028/29  
in mn EUR



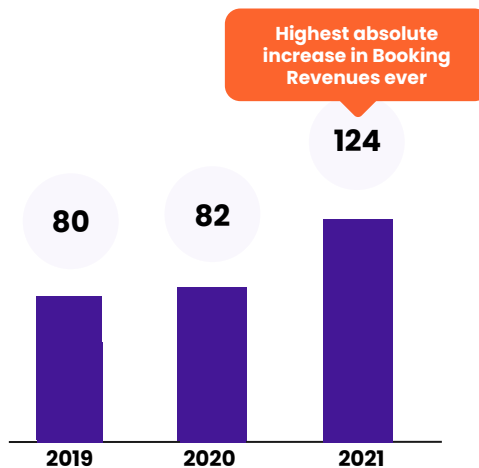
(i) Source: Broker Research

# In 2021, we delivered on our ambitious growth targets

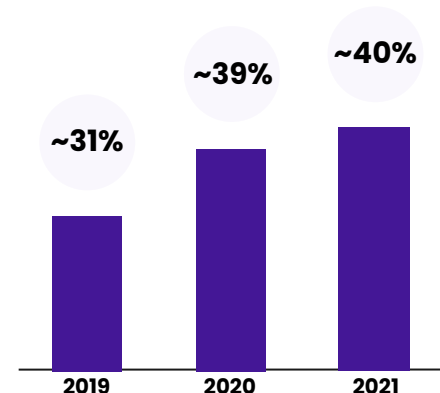
**Site Visits**  
in mn #



**Booking Revenues**  
in m EUR



**App & Mobile Booking Revenues**  
in % of total Booking Revenues



# We are taking decisive and transformative steps to enable our future growth



1

## Travelers

Creating an unparalleled experience to drive return demand



2

## Supply

Growing our global footprint and scaling diversified supply through targeted M&A



3

## Technology

Developing new solutions to enable growth for 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

We provide travelers a desirable, **most comprehensive** and highly curated selection of vacation rentals paving the way **to become the go-to destination for vacation rentals.**



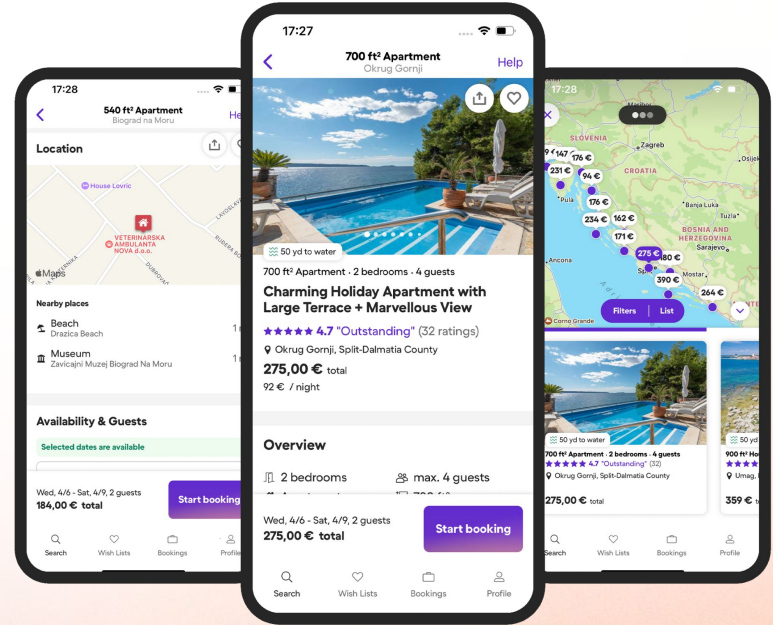
World's largest selection of vacation rentals



Highly curated through smart tools & machine learning



Trusted check-out & payments





# Three key USPs driving customer demand

Unmatched choice

**15m+**

offers from  
31k+ partners<sup>1</sup>

World's largest selection  
of vacation rentals

Relevant  
consumer brand

**~50m**

monthly visits<sup>2</sup>

Increasing our visibility globally

Smart and personalized  
customer experience

**100+** A/B tests

in production at same time  
driving consistent innovation

Helping our customers at every  
stage of their booking journey

- 1) As of Oct 2021  
2) As of June 2021

# Our partners increasingly opt for listing onsite, boosting our CPA onsite share

- 1 More active management of onsite<sup>1</sup> business
- 2 Constant enhancements of digital experience invites more partners to list their offers directly onsite
- 3 100% of the last 250 newly signed partners joined onsite
- 4 100% retention of Top-50 onsite partners

Average  
Take Rate  
of 13.9%<sup>3</sup>

**Onsite Share**  
in % of Booking Revenues<sup>2</sup>

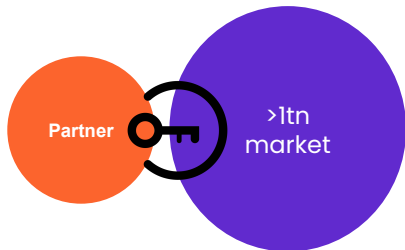
**44%** in FY/21  
(+13pp YoY)

- 1) Onsite Transaction: Onsite CPA transaction, where complete user journey (from discovers to booking to payment) happens on HomeToGo domains
- 2) Booking Revenues net of Subscription & Services
- 3) Contractually agreed take rate

# We are building the right tools to help suppliers to tackle their complex challenges while growing their business

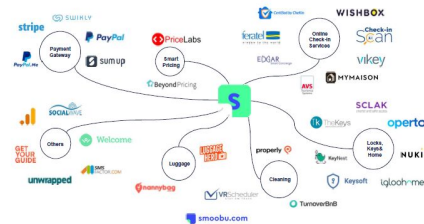
## Fast & easy access

...to a huge market and conversion optimized demand, domestically and internationally



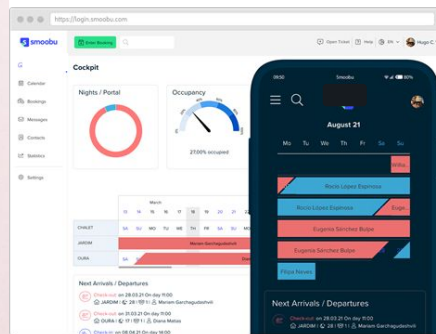
## Wealth of features & infrastructure

...with (future) services around tech, data and supply (incl. from third parties)



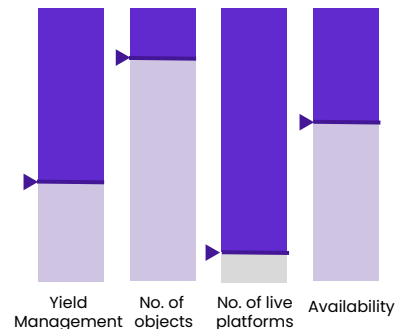
## Shopify-like all-in-one software solution for homeowners is scaling

...to increase convenience for homeowners and data quality for demand channels



## Highly adaptable & flexible

...tailor-made solutions in progress to fit each partner's needs as the operating system for vacation rentals



Subscription and Services Revenues represent c. 9% of IFRS Revenues

# We are distinctly positioned to capitalize on this tremendous growth opportunity

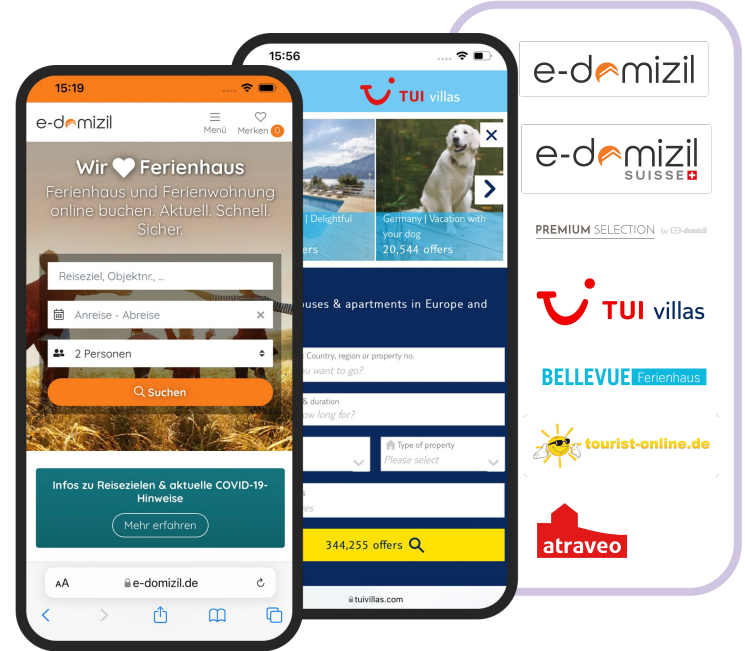


Focus on **organic growth**, supported by targeted M&A

# Acquisition of e-domizil GmbH, a highly complementary platform that enhances our ecosystem

## High synergy potential

- **E-domizil GmbH** with leading presence in Germany and Switzerland and strong relationships with property managers
- **Strong top-line growth** in FY/21 with potential to sustain high growth beyond 2022
- **Accretive average Take Rate** to HomeToGo Group Take Rate
- **e-domizil is operating profitable** strongly supporting to our path to break-even
- **Strong case** for our own platform solution



# With the acquisition of e-domizil GmbH we are further strengthening our onsite business

Localized domains in  
**14 countries**

**~200m EUR**  
GBV in FY/21

**>20m EUR**  
IFRS Revenues in FY/21

**100%**  
Onsite GBV

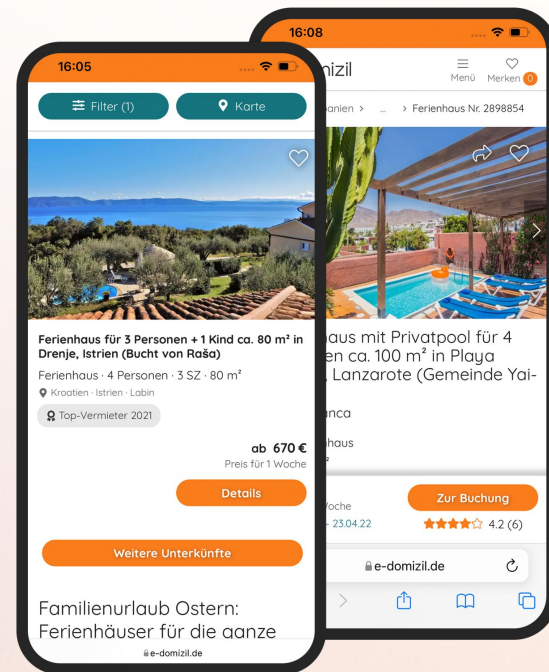
Up to  
**2.5m**  
Monthly Visits

**>370k+**  
Listed offers

**>100**  
Employees

**4.78** of 5.00<sup>1)</sup>  
Customer  
Satisfaction

**EBITDA**  
Positive in FY/21



1) Source: trustedshops.de; number of ratings 6,258 as of March 16, 2022

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# Financial Performance Update

Steffen Schneider, CFO



# 2021 has been a tremendous success with record Booking Revenues in a challenging environment for travel and leisure businesses

GBV in EUR

**1.4bn**

**+15% YoY**    +17% Yo2Y

Booking Revenues in EUR

**124m**

**+51% YoY**    +55% Yo2Y

IFRS Revenues in EUR

**95m**

**+43% YoY**    +36% Yo2Y

Adjusted EBITDA<sup>1</sup> in EUR

**(21)m**

-22.2% adj. EBITDA margin

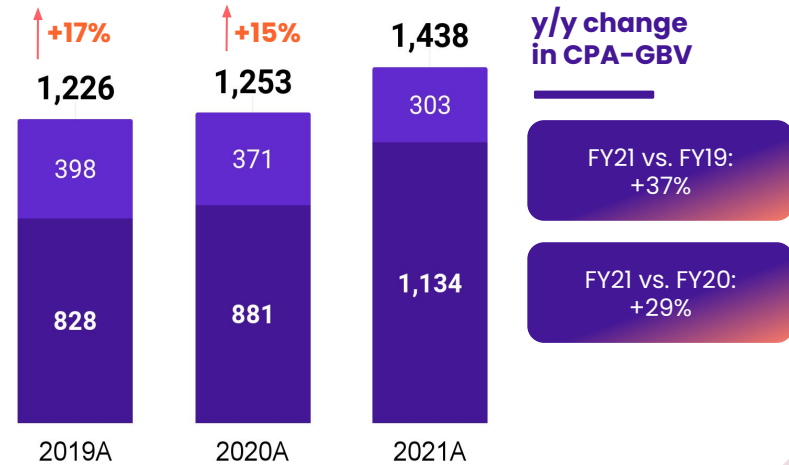
1) Adjusted for expenses for share-based payment and non-operating one-off items



# Increased GBV fueled by strong onsite business and Basket Size increase

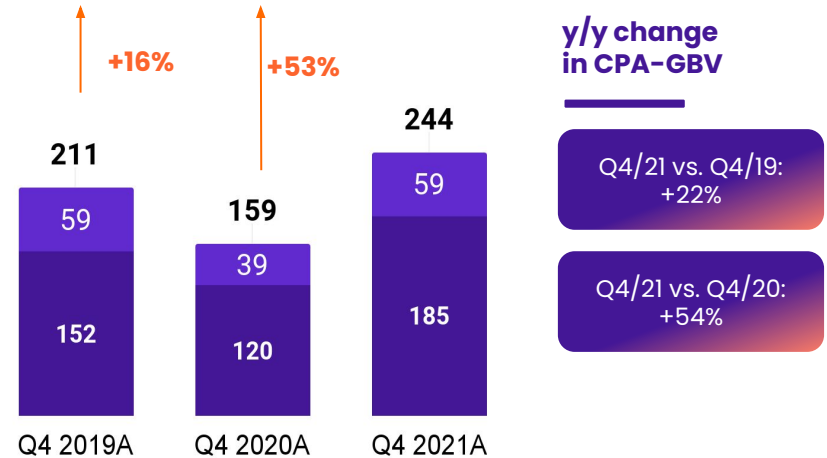
## Full Year Performance

€ million



## Q4 Performance

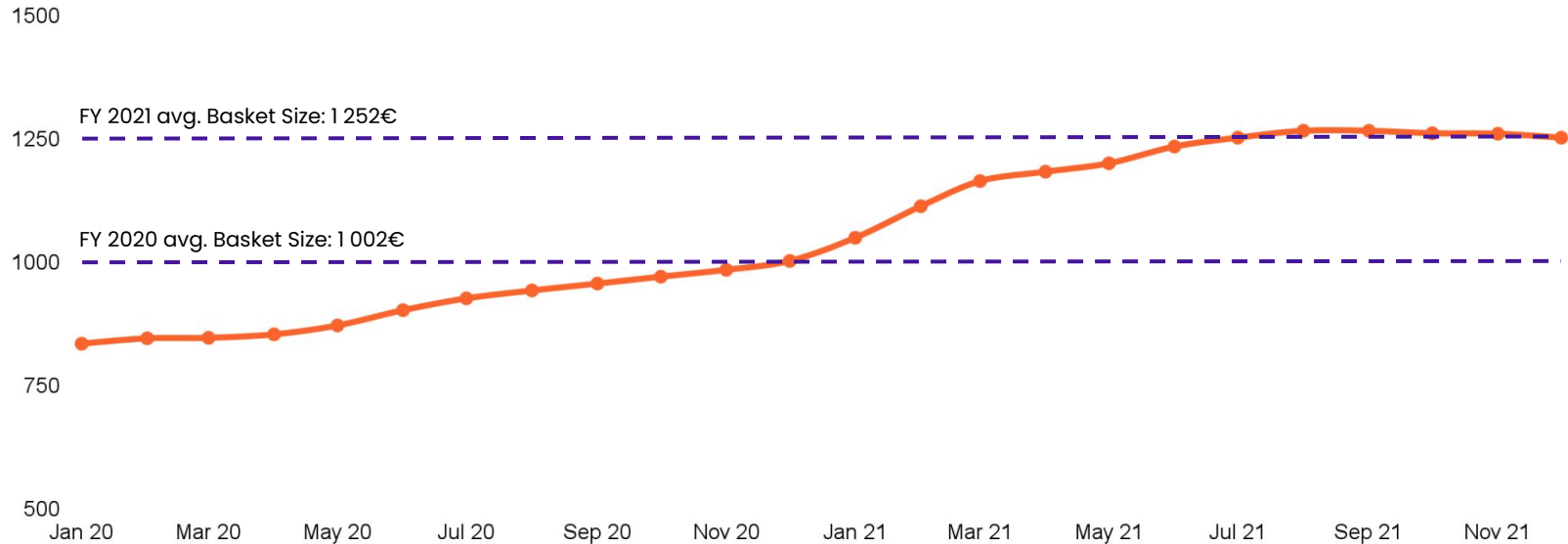
€ million



# Average Basket Size increase driven by destination mix and length of stay

## 12M rolling average Basket Size

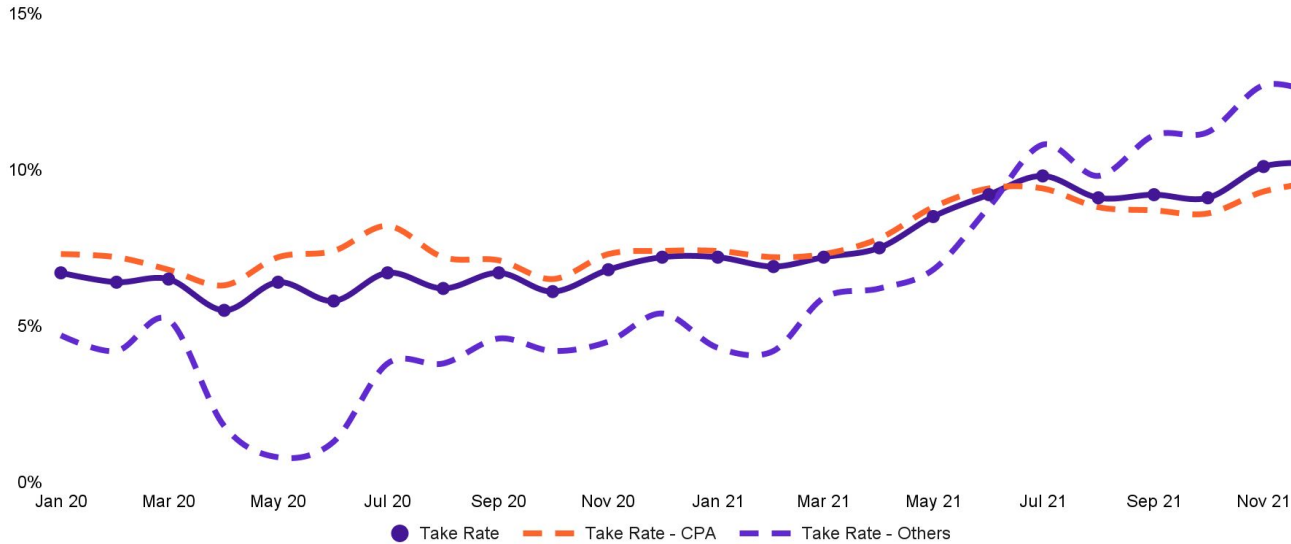
In €



# Take Rate driven by high share of onsite and CPC

## Take Rate

In %



## Overall Take Rate Guidance

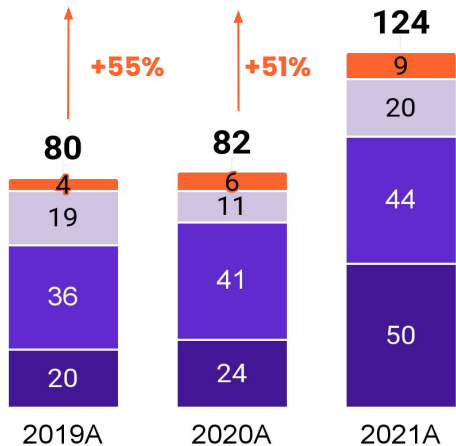
**2021A: >7.2%**

**2022E: > 8.0%**

# Record Booking Revenues driven by steep increase of share of onsite transactions and Subscriptions & Services

## Full Year Performance

€ million



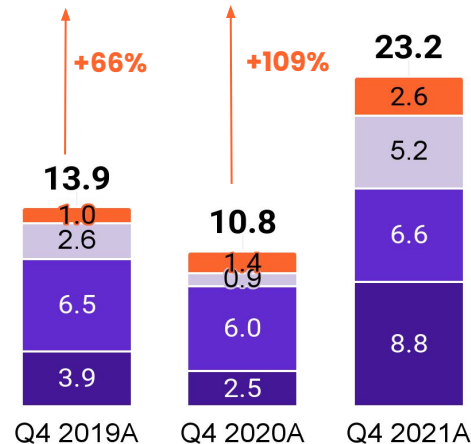
### y/y change in Onsite

FY21 vs. FY19:  
+151%

FY21 vs. FY20:  
+116%

## Q4 Performance

€ million



### y/y change in Onsite

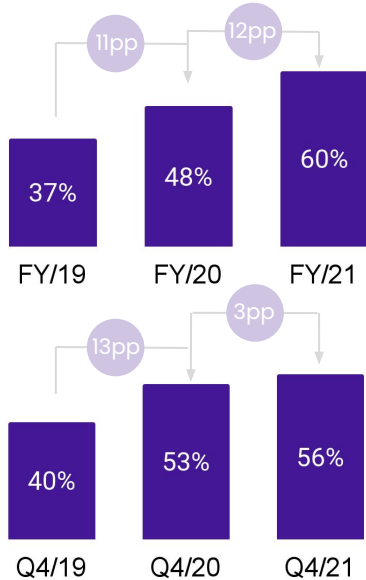
Q4/21 vs. Q4/19:  
+128%

Q4/21 vs. Q4/20:  
+253%

# Core growth KPIs trend into the right direction

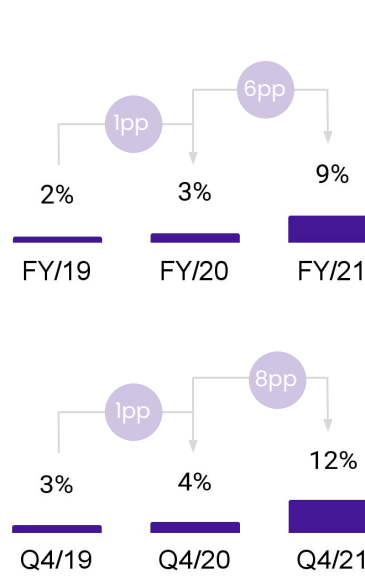
## Onsite Share Europe

% of Booking Revenues<sup>1</sup>



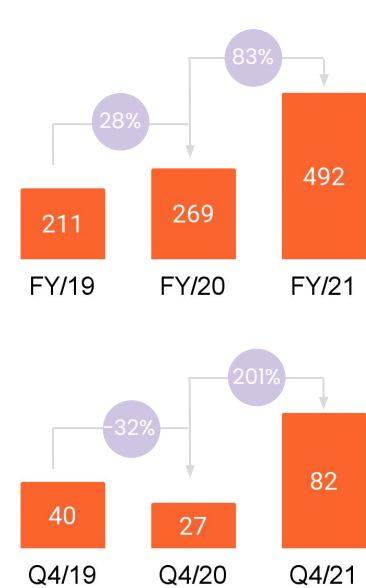
## Onsite Share North America

% of Booking Revenues



## # of Onsite Bookings

'000 of Bookings

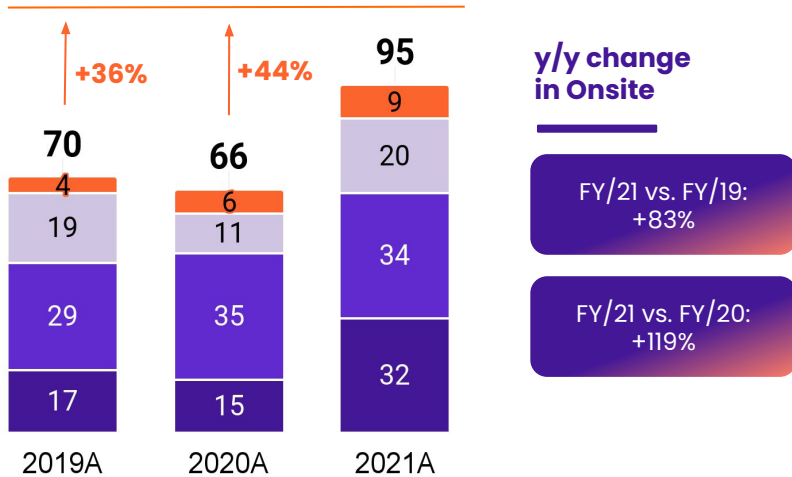


1) Booking Revenues net of Subscription & Services revenues

# Strong 2021 IFRS Revenues growth fueled by shift to onsite

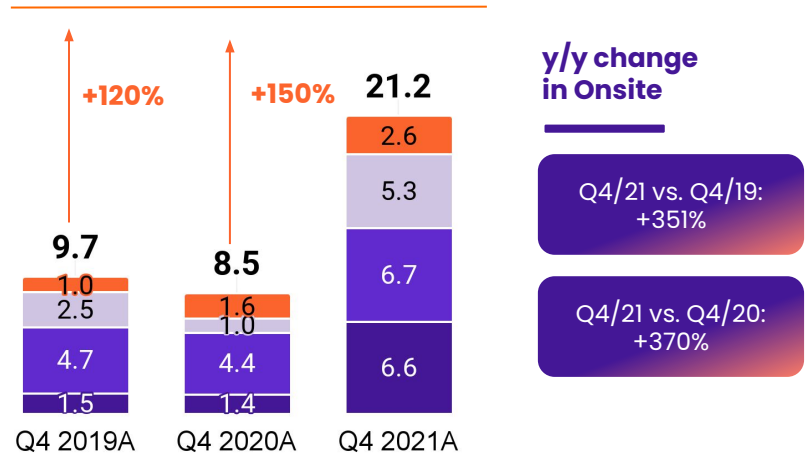
## Full Year Performance

€ million



## Q4 Performance

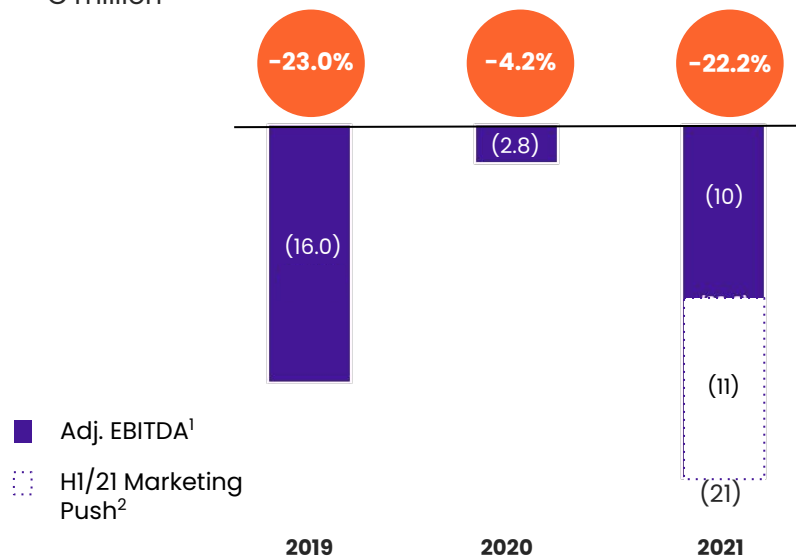
€ million



# Increased growth investments to capture full-demand potential weighed on Adj. EBITDA, yet improved profitability in Q4/21

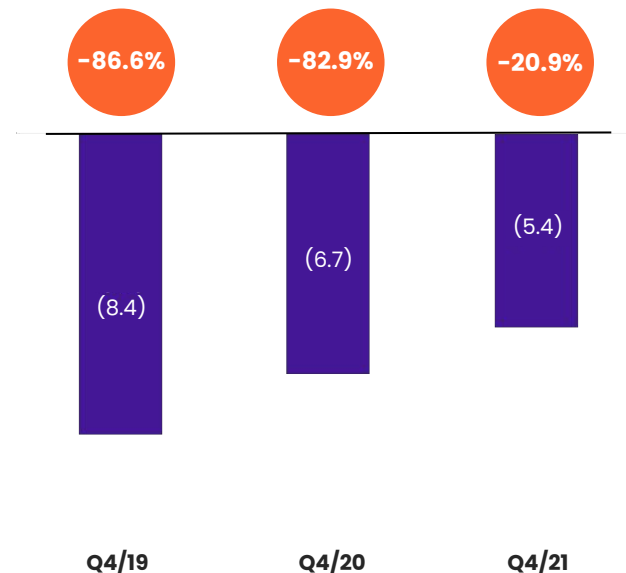
## Full Year Performance

€ million



## Q4 Performance

€ million



# Increase in 2021 marketing spend drove FY profitability lower

Costs and margins <sup>1</sup> (in % of revenues)	FY				Q4		
	2019	2020	2021	Delta	2020	2021	Delta
<b>Cost of sales</b>	(5.8%)	(4.2%)	(4.6%)	0.4pp	(8.7%)	(6.2%)	2.5pp
<b>Gross profit</b>	94.2%	95.8%	95.4%	(0.4pp)	91.3%	93.8%	2.5pp
<b>Sales &amp; Marketing</b>	(99.9%)	(72.3%)	(94.7%)	22.4pp	(95.6%)	(67.2%)	(28.4pp)
<b>Product Development</b>	(18.6%)	(18.4%)	(16.3%)	(2.1pp)	(39.2%)	(30.6%)	(8.6pp)
<b>Administrative expenses &amp; Other</b>	(12.1%)	(14.6%)	(13.5%)	(1.2pp)	(49.1%)	(33.1%)	(16.0pp)
<b>Adj. EBITDA</b>	(23.0%)	(4.2%)	(22.2%)	(18.0pp)	(82.9%)	(20.9%)	62.0pp

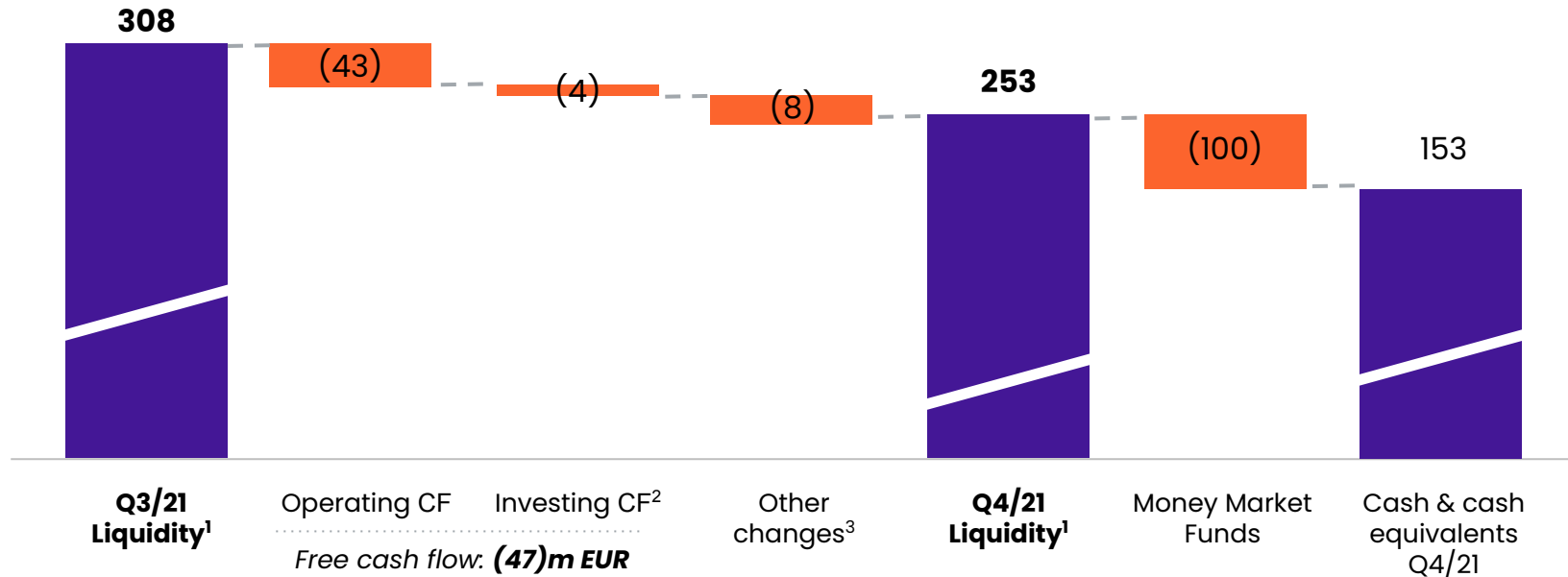
Deliberate marketing push to capture full demand opportunity

Operating leverage & scale effects

1) Adjusted for expenses for share-based payment and non-operating one-off items



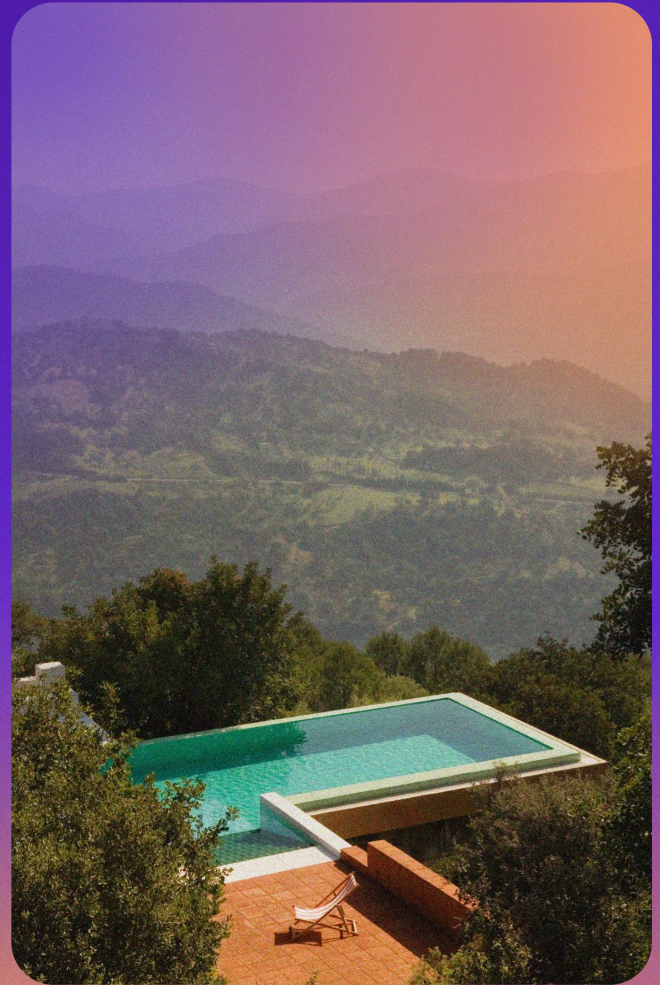
# Thanks to our strong cash-position we are in the comfortable position to invest through-cycle



- (1) Both Q3/21 and Q4/21 liquidity include investments into highly liquid short-term deposits with maturity of more than 3 and less than 12 months of (100)m EUR, respectively.
- (2) Includes investments in fixed and intangible assets and payments for acquisitions (+€0m)
- (3) Includes financing cash flow (€5 m) and effect of exchange rate on cash and cash equivalents €1.2m.

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# Outlook 2022



# For 2022, we aim to continue to grow while investing in elevating our customer and partner experience

IFRS Revenues

**+27% – +32%**

120–125m EUR

Adjusted EBITDA<sup>1</sup>

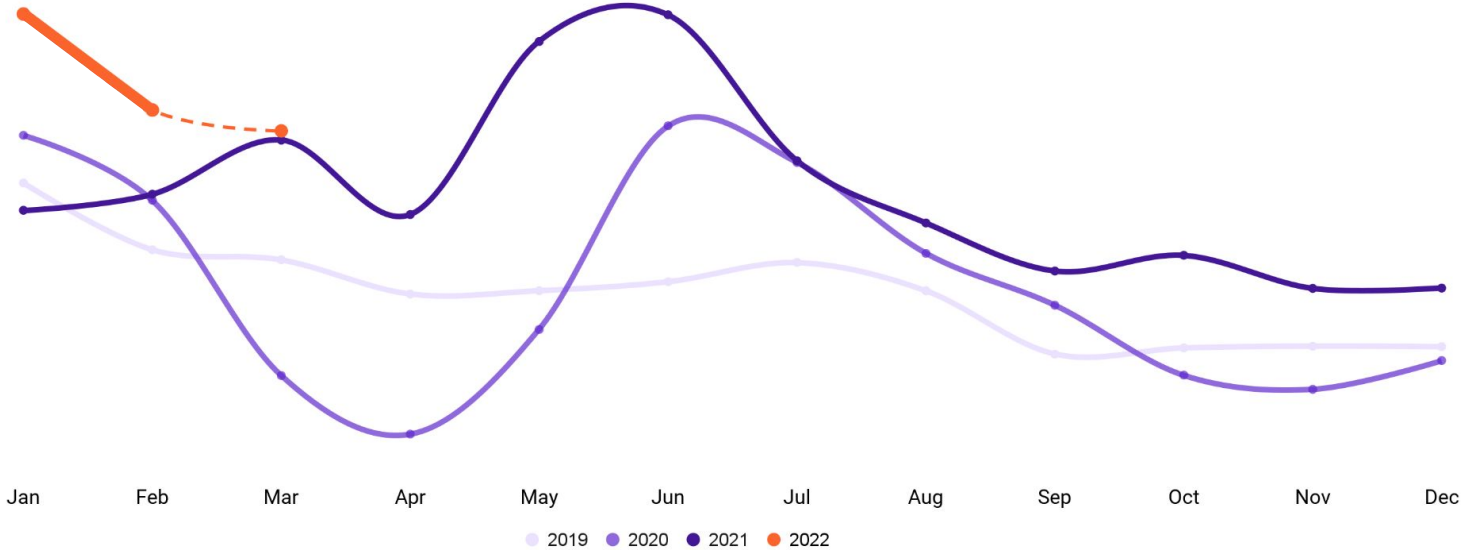
**(20%) – (29%)**  
margin

(25)–(35)m EUR

**Guidance does not include any positive consolidation effect of the acquisition of e-domizil.**

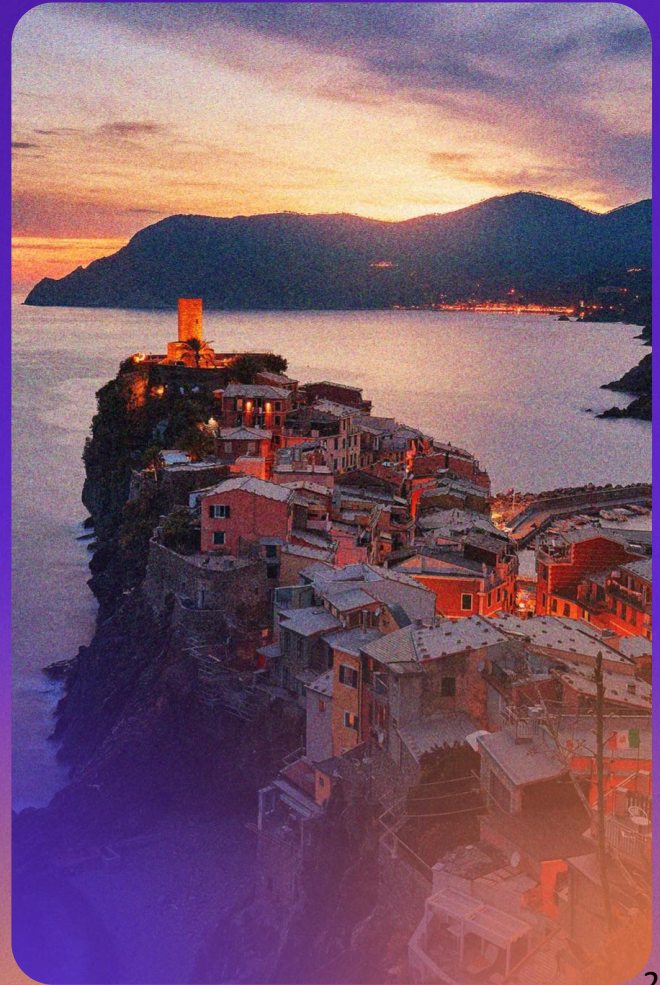
1) Adjusted for expenses for share-based payments and one-off items for FY/22

# 2022 is off to a great start with record Booking Revenues in Q1



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# Q&A



# Appendix



# GBV to IFRS Revenue Bridge

KPI (in EUR)	GBV to IFRS Revenues Bridge			
	2018	2019	2020	2021
<b>GBV</b> (in bn)	1.0	1.2	1.2	1.4
<b>Take Rate</b> (in %)	5.9%	6.2%	6.4%	8.4%
<b>Booking Revenues</b> (in mn)	60	80	82	124
<b>Cancellations</b> (in mn)	(4)	(7)	(19)	(25)
<b>Bookings with check-in different reporting period</b> (in mn)	(5)	(3)	3	(4)
<b>IFRS Revenues</b> (in mn)	51	70	66	95

# Consolidated Statements of Profit or Loss

## Consolidated Statements of Profit or Loss including Adjusted EBITDA reconciliation

in € thousand

	2021	2020
Revenue	94,839	65,855
Cost of revenues	(4,336)	(2,792)
Gross profit	90,503	63,063
Product development and operations	(23,726)	(15,275)
Marketing and sales	(95,495)	(52,235)
General and administrative	(112,751)	(13,092)
<i>thereof: Non-cash listing service expense - DE-SPAC Charge</i>	<i>(70,437)</i>	<i>-</i>
Other expenses	(626)	(735)
Other income	11,639	1,058
Profit (loss) from operations	(130,456)	(17,216)
Finance expenses	(36,131)	(7,906)
Profit (loss) before tax	(166,587)	(25,122)
Income taxes	(202)	1,316
<b>Net income (loss)</b>	<b>(166,789)</b>	<b>(23,806)</b>
Profit (loss) from operations	(130,456)	(17,216)
Depreciation and amortization	4,691	3,608
EBITDA	(125,765)	(13,608)
Expenses for Share-based payments	101,998	11,189
One-off items	2,698	(341)
<b>Adjusted EBITDA</b>	<b>(21,070)</b>	<b>(2,761)</b>



# Consolidated Statements of Financial Position

## Assets

in € thousand	Dec 31, 2021	Dec 31, 2020
Intangible assets	61,360	41,570
Property, plant and equipment	15,202	16,413
Trade and other receivables (non-current)	814	1,414
Income tax receivables (non-current)	79	34
Other financial assets (non-current)	8,249	1,485
Other assets (non-current)	258	68
<b>Total non-current assets</b>	<b>85,962</b>	<b>60,984</b>
Trade and other receivables (current)	18,992	5,647
Income tax receivables (current)	79	139
Other financial assets (current)	101,960	549
Other assets (current)	5,347	1,246
Cash and cash equivalents	152,944	36,237
<b>Total current assets</b>	<b>279,321</b>	<b>43,819</b>
<b>Total assets</b>	<b>365,284</b>	<b>104,803</b>

## Equity and Liabilities

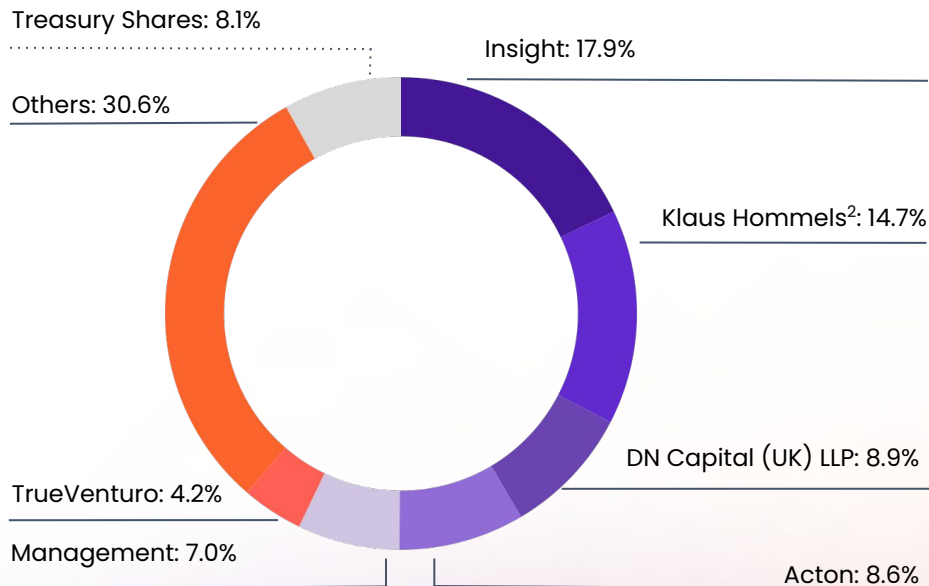
in € thousand	Dec 31, 2021	Dec 31, 2020
Equity	300,687	22,865
Subscribed capital	2,441	93
Capital reserves	508,963	113,280
Retained Earnings	(279,444)	(112,656)
Share-based payments reserve	68,727	22,148
Convertible loans (non-current)	-	33,132
Borrowings (non-current)	9,371	3,557
Other financial liabilities (non-current)	12,954	26,139
Provisions (non-current)	1,182	558
Other liabilities (non-current)	1,117	1,105
Income tax liabilities (non-current)	-	17
Deferred tax liabilities	3,874	2,236
<b>Non-current liabilities</b>	<b>28,499</b>	<b>66,745</b>
Trade and other payables (current)	15,395	4,233
Borrowings (current)	3,007	2,114
Other financial liabilities (current)	8,855	1,574
Provisions (current)	108	1,100
Other liabilities (current)	8,535	6,156
Income tax liabilities (current)	167	16
<b>Current liabilities</b>	<b>36,098</b>	<b>15,193</b>
<b>Total liabilities</b>	<b>68,189</b>	<b>81,938</b>
<b>Total equity and liabilities</b>	<b>365,284</b>	<b>104,803</b>

# Consolidated Statements of Cash Flow

in € thousand	2021	2020
<b>Profit (loss) before income tax</b>	<b>(166,587)</b>	<b>(25,122)</b>
Adjustments for:		
Depreciation and amortization	4,690	3,608
Non-cash listing service expense - de-SPAC Charge	70,437	-
Non-cash employee benefits expense - share-based payments	31,560	11,189
Fair value (gains)/losses on non-current financial assets at fair	(377)	-
VSOP - Exercise tax settlement charge	(30,495)	-
VSOP - Cash paid to beneficiaries	(11,616)	-
Finance result, net	36,466	7,906
Net exchange differences	(972)	(33)
<b>Change in operating assets and liabilities</b>		
(Increase) / Decrease in trade and other receivables	(12,496)	(1,676)
(Increase) / Decrease in other financial assets	(4,968)	(136)
(Increase) / Decrease in other assets	(4,135)	143
Increase / (Decrease) in trade and other payables	9,742	(1,061)
Increase / (Decrease) in other financial liabilities	2,105	(229)
Increase / (Decrease) in other liabilities	(5,067)	(6,236)
Increase / (Decrease) in provisions	(376)	(1,182)
<b>Cash generated from operations</b>	<b>(82,088)</b>	<b>(10,465)</b>
Interest and other finance cost paid (-)	(1,140)	(680)
Income taxes (paid) / received	(28)	(163)
<b>Net cash used in operating activities</b>	<b>(83,256)</b>	<b>(11,309)</b>
Payment for financial assets at fair value through profit and loss	(100,000)	-
Payment for acquisition of subsidiary, net of cash acquired	(16,385)	(1,647)
Payments for property, plant and equipment	(324)	(1,551)
Payments for intangible assets	(91)	(99)
Payments for (internally generated) intangible assets	(1,545)	(1,369)
Proceeds from sale of property, plant and equipment	2	18
<b>Net cash (used in) provided by investing activities</b>	<b>(118,343)</b>	<b>(4,649)</b>
Proceeds from borrowings and convertible loans	76,175	43,512
Proceeds from recapitalization, net of redemptions	171,489	-
Proceeds from PIPE financing	75,000	-
Transaction costs	(1,818)	-
Repayments of borrowings and convertible loans	(2,787)	(1,500)
Principal elements of lease payments	(966)	(563)
<b>Net cash provided by financing activities</b>	<b>317,093</b>	<b>41,449</b>
<b>Net increase in cash and cash equivalents</b>	<b>115,494</b>	<b>25,490</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>36,237</b>	<b>10,972</b>
Effects of exchange rate changes on cash and cash equivalents	1,213	(226)
<b>Cash and cash equivalents at end of the period</b>	<b>152,944</b>	<b>36,237</b>

# The HomeToGo Share

## Shareholder Structure



## Share Information

### Type of Shares

Class A Shares (Public Shares)  
and Class B Shares (Founder Shares)

### Stock Exchange

Frankfurt Stock Exchange

### Market Segment

Regulated Market (General Standard)  
of Frankfurt Stock Exchange

### First Day of Trading

September 22, 2021

### Total Number of Shares Outstanding

**116,868,948**  
(112,285,615 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

Date	Event
Tuesday–Friday, May 3–6	Goldman Sachs Small- & Mid-Cap Symposium
Tuesday, May 17	Q1/2022 Results
Wednesday/Thursday, May 18+19	Handelsblatt CFO Summit
Monday, May 23	Equity Forum – German Spring Conference
Tuesday, May 24	Annual General Meeting
Wednesday, May 25	dbAccess
Monday/Tuesday, June 13+14	Barclays Internet Conference (virtual)
Wednesday, June 22	Goldman Sachs Business Service Travel, Leisure & Transport Conference
Tuesday, August 16	Q2/2022 Results

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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," "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.

## Use of Non-IFRS Measures

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.