

HomeToGo Q1 2023 Factsheet

Highlights

Exceptional customer demand in Q1 growing Booking Revenues to its best quarter ever of €65.3m (50% YoY), resulting in a record high growth in the Booking Revenues Backlog¹ to €69.5m (80% YoY). This was driven by an increasing CPA Take Rate of 10.6% (vs. 9.4% in Q1/22) and a higher Booking Revenues Onsite Share of 58% (+3pp YoY)

Stellar performance across Subscriptions & Services business, advancing to highest first quarter ever of €5.9m in IFRS Revenues (84% YoY)

Higher marketing efficiency improves Adjusted EBITDA margin by +5pp YoY to (113.4)%, totaling €(24.8)m, alongside the typical seasonal pattern. Notably, there was a +15pp YoY improvement in the marketing and sales cost ratio²

FY/23 outlook reiterated: Following its strong Q1 results and record Booking Revenues Backlog, HomeToGo reiterates its guidance to increase IFRS Revenues to €165 - 175m (13 - 19% YoY). HomeToGo further confirms its full confidence to achieve Adjusted EBITDA break-even as guidance midpoint in 2023

FY/2023 guidance

IFRS Revenues	+13-19% YoY EUR 165 - 175 million	Booking Revenues³	+13-25% YoY EUR 185 - 205 million
Adj. EBITDA⁴	(2)% - +2% margin EUR (2.5) - 2.5m	Booking Revenues Onsite Share⁵	+2pp - +7pp 56% - 61%

¹ Booking Revenues generated until March 31, 2023 with IFRS revenue recognition based on check-in date after the reporting date in FY 2023.

² Marketing and sales adjusted for expenses for share-based compensation, depreciation and amortization in relation to IFRS Revenues.

³ 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.

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 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).

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Key-Performance Indicators

KPIs	Q1/23	Q1/22	YoY
IFRS Revenues (EUR thousands)	21,883	18,864	16%
CPA Onsite	5,601	3,695	52%
CPA Offsite	4,983	4,096	22%
CPC + CPL	5,420	7,877	(31)%
Subscriptions & Services	5,880	3,195	84%
Booking Revenues² (EUR thousands)	65,288	43,438	50%
CPA Onsite	32,008	22,264	44%
CPA Offsite	17,558	10,059	75%
CPC + CPL	5,423	7,920	(32)%
Subscriptions & Services	10,298	3,195	222%
Booking Revenues onsite share⁴	58%	55%	+3pp
CPA Take Rate⁶	10.6%	9.4%	+1.2pp
Gross Booking Value (EUR thousands)	604,760	458,496	32%
Bookings (#)	353,012	289,616	22%
Cancellation Rate	15%	16%	1pp
Adj. EBITDA (EUR thousands)³	(24,816)	(22,318)	(11)%
Adj. EBITDA margin³, % of IFRS Revenues	(113.4)%	(118.3)%	4.9pp

⁶ 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).