HomeToGo H1/2024 Factsheet

Group highlights:

- **Substantial YoY growth in Booking Revenues** of 27.4% to EUR 147.2 million in the first half of 2024. The Onsite Take Rate hit 12.7% in H1/2024, growing +1.1pp compared to the previous year period. For Q2/2024, Booking Revenues climbed to a new second quarter high of EUR 63.8 million (27.1% YoY). The Booking Revenues Backlog[1] grew by 12.3% YoY to a new quarterly record of EUR 79.7 million. This backlog will be gradually recognized as IFRS Revenues after check-in, providing high visibility throughout H2/2024.
- **Significant growth in IFRS Revenues** of 38.1% YoY to EUR 89.3 million in H1/2024. In Q2/2024, IFRS Revenues increased by 23.7% YoY to EUR 52.9 million, setting a new record for a second quarter.
- **Continued progress in profitability by improving the Adjusted EBITDA** by 18.6% YoY to EUR (19.0) million in the first six months of the year, fully in line with underlying seasonality of the business model. The substantial improvement is due to the continued margin expansion within the HomeToGo_PRO segment, overall strong cost discipline, higher economies of scale, and a continued growth in Repeat Booking Revenues of 35.5% YoY. For Q2/2024, Adjusted EBITDA amounted to 2.2 million (54.3% YoY) reflecting an Adjusted EBITDA margin of 4.1%.

Business segment highlights:

- The **HomeToGo Marketplace** performed strongly, growing its IFRS Revenues by 46.7% or EUR 20.8 million in H1/2024. The Booking (Onsite) business achieved an outstanding performance with IFRS Revenues increasing by 113.6% overall for H1/2024. This growth was mainly driven by the first-time consolidation of HomeToGo's acquisitions in the field of thematic short trips at the beginning of 2024. The IFRS Revenues of the Advertising business line increased slightly by 6.2% YoY for H1/2024, reflecting the efficiency steering towards the higher margin businesses.
- The Adjusted EBITDA for the HomeToGo Marketplace improved by 2.6% YoY for H1/2024 alongside significantly growing the record Booking Revenues Backlog.
- **HomeToGo_PRO,** the B2B segment consisting of Software & Service Solutions for the whole travel market with a special focus on SaaS for the supply side of vacation rentals, grew its H1/2024 IFRS Revenues by a solid 18.5% or EUR 4.2 million YoY, thereby contributing 30% of the total Group's IFRS Revenues. Its Subscriptions business increased IFRS Revenues by 17.6% YoY in H1/2024. The Booking Revenues of the Volume-based business grew by a strong 33.2% YoY, driven by a substantial 39.0% increase in the number of bookings serviced by HomeToGo_PRO. The respective IFRS Revenues grew by 19.1% YoY in the first half of 2024.
- Adjusted EBITDA for HomeToGo_PRO increased in H1/2024 by 504.4% YoY, reaching EUR 4.5 million.

Cash development:

- At the end of Q2/2024, the **cash position remains comfortable**, being EUR 5.1 million higher compared to the end of Q1/24 and amounting to EUR 95.7 million.
- The substantial 21.2% YoY increase in **Free Cash Flow**[2], totaling EUR (10.3) million during the first six months of 2024, was mainly driven by the increased business volume leading to additional traveler advance payments and a slight change in our typical seasonality pattern for the cash flow following our acquisitions in the field of thematic short trips Kurz Mal Weg and Kurzurlaub at the beginning of 2024. During Q2/2024, Free Cash Flow rose by 71.7% YoY to EUR 12.1 million.

---

[1] Booking Revenues Backlog comprises Booking Revenues before cancellation generated in the reporting period or prior with IFRS Revenues recognition based on check-in date after the reporting period.
[2] Free Cash Flow is defined as net cash from operating activities added by net interest result and deducted by capital expenditures defined as net investment into PPE as well as into intangibles and internally-generated intangible assets.

Confirmation of full year guidance

Based on the solid first half of 2024, the Company reiterates its FY/24 guidance of growing Booking Revenues to more than €250M (>30% YoY), IFRS Revenues to more than €220M (>35% YoY), and delivering more than €10M of Adjusted EBITDA in FY/24 (>400% YoY).

KPIs	Q2/2024	Q2/2023	y/y Change	H1/2024	H1/2023	y/y Change
HomeToGo Group						
Booking Revenues	**63,812**	**50,212**	**27.1 %**	**147,173**	**115,500**	**27.4 %**
Intercompany Consolidation	(2,208)	(1,786)	23.6 %	(5,791)	(5,009)	15.6 %
IFRS Revenues	**52,929**	**42,786**	**23.7 %**	**89,333**	**64,669**	**38.1 %**
Intercompany Consolidation	(1,780)	(1,689)	5.3 %	(2,580)	(2,307)	11.8 %
Adjusted EBITDA	**2,173**	**1,408**	**54.3 %**	**(19,047)**	**(23,408)**	**18.6 %**
Adjusted one-off items	901	649	38.9 %	1,441	1,330	8.4 %
Adjusted EBITDA margin	4.1 %	3.3 %	+0.8 pp	(21.3)%	(36.2)%	+14.9 pp
GBV	**552,448**	**439,450**	**25.7 %**	**1,215,075**	**1,044,210**	**16.4 %**
Bookings (in thousands)	**442,364**	**295,109**	**49.9 %**	**1,025,770**	**692,506**	**48.1 %**
Intercompany Consolidation	(19,434)	(17,101)	13.6 %	(49,863)	(46,719)	6.7 %
Net profit/(loss)	**(6,317)**	**(5,770)**	**(9.5) %**	**(32,636)**	**(40,082)**	**18.6 %**
Free Cashflow (FCF)	12,103	7,047	71.7 %	(10,343)	(13,121)	21.2 %
Equity (EUR thousands)[3]	258,972	250,121	3.5 %	258,972	250,121	3.5 %
Equity ratio	65.3 %	77.2 %	(11.9)pp	65.3 %	77.2 %	(11.9)pp
Cash and cash equivalents-other highly liquid short-term financial assets (EUR thousands)[4]	95,693	140,277	(31.8) %	95,693	140,277	(31.8) %
Employees (end of period)				807	646	24.9 %
HomeToGo Marketplace	**Q2/2024**	**Q2/2023**	**y/y Change**	**H1/2024**	**H1/2023**	**y/y Change**
Booking Revenues	**48,492**	**38,225**	**26.9 %**	**112,646**	**89,137**	**26.4 %**
Booking (Onsite)	28,054	17,634	59.1 %	66,915	45,524	47.0 %
Advertising	20,438	20,591	(0.7) %	45,731	43,613	4.9 %
IFRS Revenues	**39,601**	**30,509**	**29.8 %**	**65,250**	**44,470**	**46.7 %**
Booking (Onsite)	23,306	13,106	77.8 %	35,829	16,777	113.6 %
Advertising	16,296	17,403	(6.4) %	29,421	27,693	6.2 %
Adjusted EBITDA	**(994)**	**112**	**(983.4) %**	**(23,531)**	**(24,150)**	**2.6 %**
Adjusted EBITDA margin	(2.5)%	0.4 %	(2.9)pp	(36.1)%	(54.3)%	+18.2 pp
Onsite Take Rate	12.5 %	12.2 %	+0.3 pp	12.7 %	11.6 %	+1.1 pp
Bookings (in thousands)	**350,140**	**250,649**	**39.7 %**	**871,719**	**592,496**	**47.1 %**
Booking (Onsite)	245,255	156,192	57.0 %	585,474	378,629	54.6 %
Advertising	104,885	94,457	11.0 %	286,245	213,867	33.8 %
HomeToGo_PRO Segment	**Q2/2024**	**Q2/2023**	**y/y Change**	**H1/2024**	**H1/2023**	**y/y Change**
Booking Revenues	**17,528**	**13,774**	**27.3 %**	**40,318**	**31,372**	**28.5 %**
Subscriptions	5,662	5,069	11.7 %	11,320	9,606	17.8 %

[3] As of June 30, 2024, and December 31, 2023, respectively.
[4] Includes restricted cash and cash equivalents of EUR 15.9 million as of June 30, 2024 (December 31, 2023: EUR 2.3 million).

Volume-based	11,865	8,704	36.3 %	28,997	21,765	33.2 %
IFRS Revenues	**15,108**	**13,967**	**8.2 %**	**26,663**	**22,506**	**18.5 %**
Subscriptions	5,637	5,045	11.7 %	11,237	9,557	17.6 %
Volume-based	9,470	8,922	6.1 %	15,426	12,949	19.1 %
Adjusted EBITDA	**3,166**	**1,296**	**144.4 %**	**4,484**	**742**	**504.4 %**
Adjusted EBITDA margin	21.0 %	9.3 %	+11.7 pp	16.8 %	3.3 %	+13.5 pp
Bookings (in thousands)	**111,658**	**61,561**	**81.4 %**	**203,914**	**146,729**	**39.0 %**
Volume-based	111,658	61,561	81.4 %	203,914	146,729	39.0 %