



home
to go_

Q2/24 Earnings Call

Dr. Patrick Andrae, Co-Founder & CEO

Steffen Schneider, CFO

13 August 2024

HomeToGo's business segments: B2C Marketplace and B2B HomeToGo_PRO

B2C

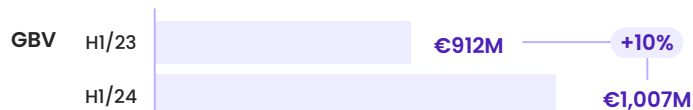
Marketplace with largest selection of vacation rentals

Booking (Onsite)
IFRS Revenues
+78% YoY in Q2/24
+114% YoY in H1/24



Booking (Onsite)

Advertising



eg. Kurzurlaub.de kurz-mal-weg.de #1 für Kurzreisen casamundo e-domizil

B2B

Software & Service Solutions focusing on SaaS for the Supply side

home to go PRO

HomeToGo_PRO
Adjusted EBITDA
+144% YoY to €3.2M in Q2/24
+504% YoY to €4.5M in H1/24

Subscription

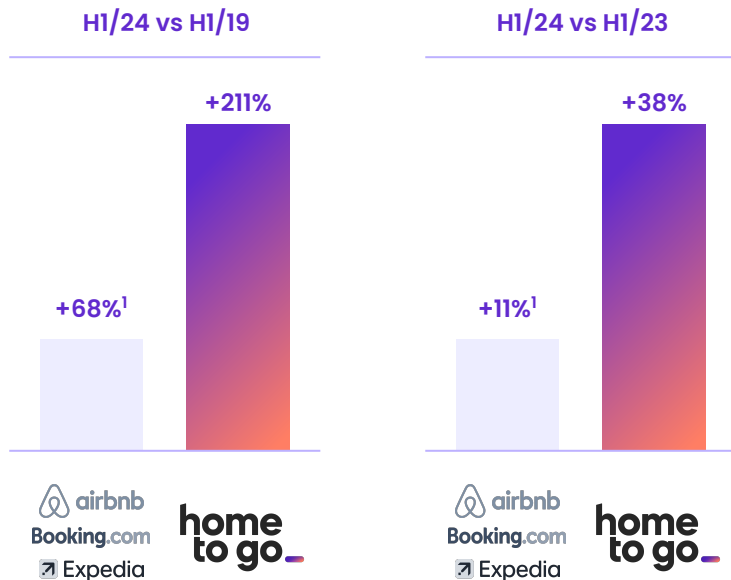
Volume-based



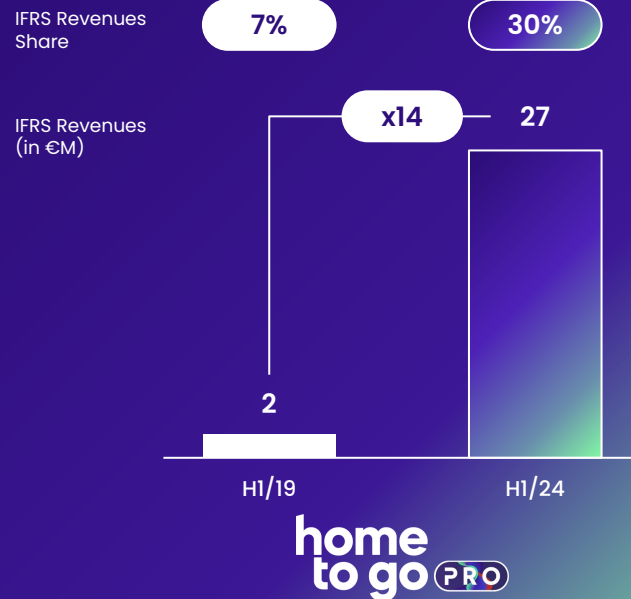
(SECR)

HomeToGo is the fastest growing public vacation rental player

Group's IFRS Revenues growth



Evolution of HomeToGo_PRO

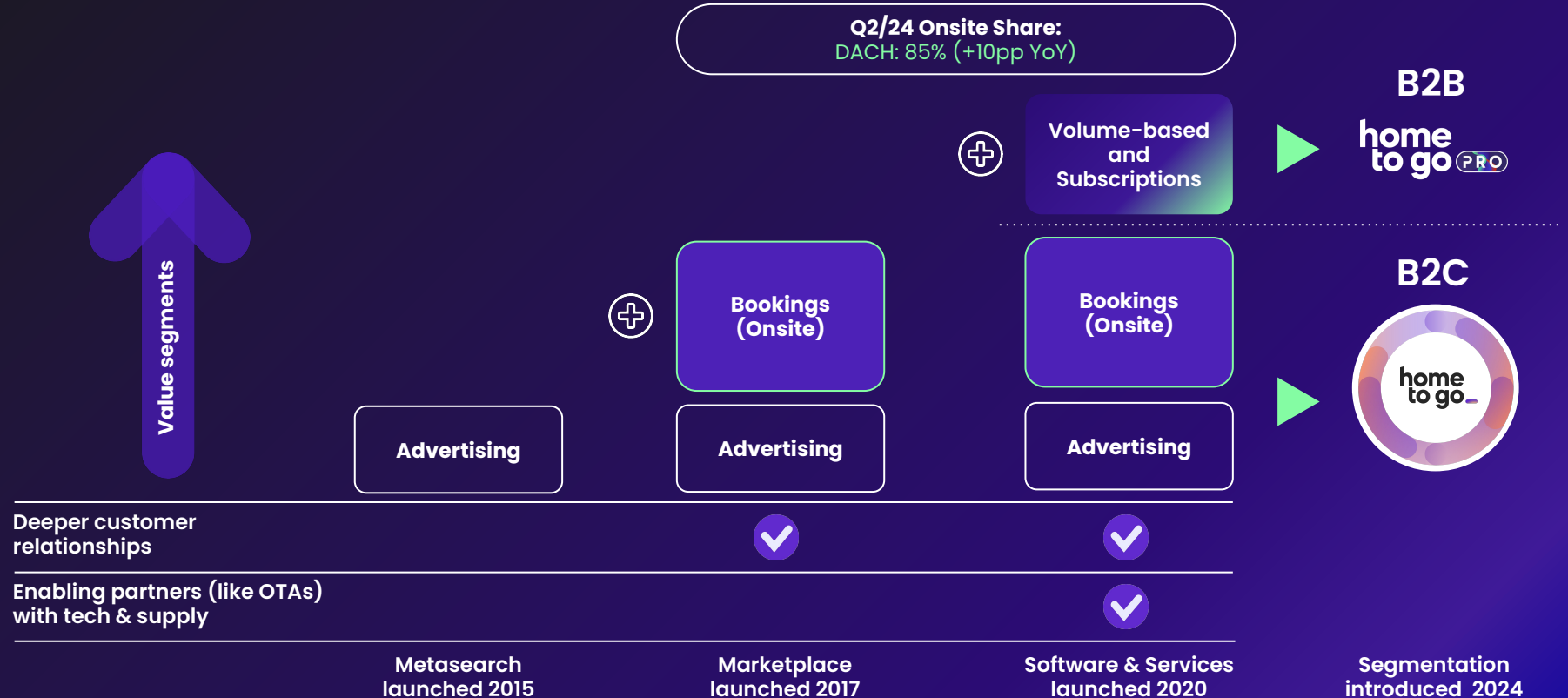




Q2/24 Earnings Call

HomeToGo_PRO Deep dive

We are demonstrating continuous development in a dynamic growth market



The supply side of the vacation rental market faces clear challenges

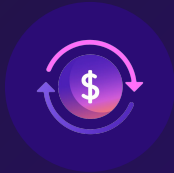
Highly fragmented market



The German market alone has **>500K vacation rental units** in total

and 4 out of 5 accommodations are owned by individuals¹

High management complexity and effort



Significant workload for property owners (administration, distribution, cleaning, high turnover of tenants...)

Low level of professionalism



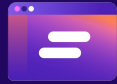
Majority are inexperienced owners without dedicated rental experience and online expertise

HomeToGo_PRO, our B2B Software & Service Solutions for the whole travel market

Core Offerings



Centralized multi-channel distribution on 100+ booking platforms
real-time price & availability synchronization of multiple properties



Intuitive software for

- website building & guest communication
- occupancy and revenue statistics
- review management



Scalable White Label and API products
seamlessly connect and sell HomeToGo's vacation rental inventory

home to go PRO

European-wide offering to the supply side of vacation rentals

Deep dive

SECRA

smoobu

home to go doppelgänger

atraveo by e-domizil

amivac

e-domizil

Agriturismo.it

CaseVacanza.it

EscapadaRural

home to go PRO

Continued success with our all-in-one SaaS solution for independent hosts: Smoobu

SMOOBU

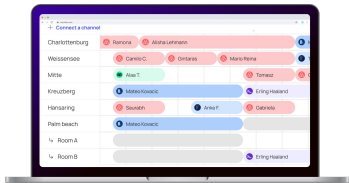
An all-in-one SaaS solution to connect self-service focused hosts more easily to our Partners

Acquired 2021

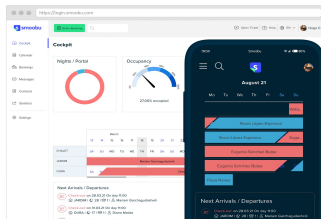
H1/24 Rule of 40
~50%

H1/24

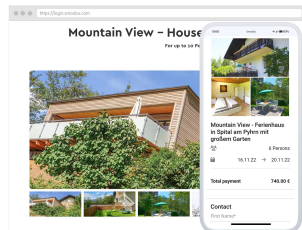
Units
>80K



Synchronize data
Such as prices & availabilities



Overview via central cockpit
incl. guest communication



Click-and-build own
website easily

Subscription-based monetization

Strong, credible reputation as
an integration partner and
software loved by hosts

Capterra

4.5/5

airbnb

Preferred Partner

Booking.com

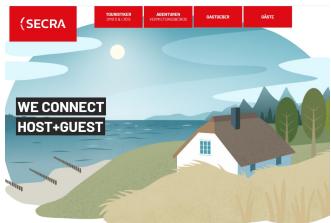
Premier
Connectivity Partner

High retention business SECRA offering full service solution suite for professional property managers

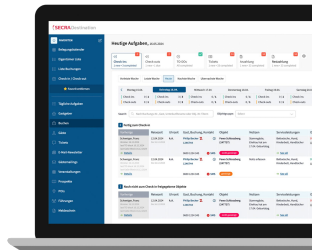


Acquired 2022

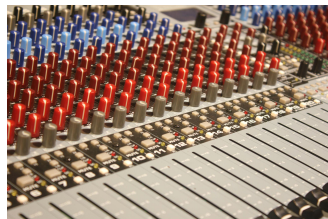
A property management system (PMS) targeted at professional property managers with full content sync and multi-channel distribution service



Direct contact and contract with property managers / hosts



Owning entire availabilities calendar of partner properties



Experts for multi-channel distribution

Mainly Volume-based monetization

H1/24

Units
>50K

Strong reputation as software and integration partner

Booking.com

Premier Connectivity Partner

Each B2B property management system delivers high value and monetization for distinct customers

SMOOBU

SECRA

<p>Service type</p>	<p>All-in-one self-service SaaS solution</p>	<p>Full-service professional software suite</p>								
<p>Target customer</p>	<p>Self-service private hosts</p>	<p>Focus</p> <div style="border: 1px dashed gray; padding: 5px;"> <table border="0"> <tr> <td data-bbox="1049 538 1159 592"> <p>SECRA Fewo-Agent</p> </td> <td data-bbox="1344 538 1449 592"> <p>SECRA Destination</p> </td> <td data-bbox="1638 538 1841 592"> <p>SECRA Fewo-Channelmanager</p> </td> </tr> <tr> <td data-bbox="1049 609 1290 663"> <p>Professional property managers</p> </td> <td data-bbox="1344 609 1615 663"> <p>Destination Marketing Organizations</p> </td> <td data-bbox="1638 609 1798 636"> <p>Private hosts</p> </td> </tr> </table> </div>			<p>SECRA Fewo-Agent</p>	<p>SECRA Destination</p>	<p>SECRA Fewo-Channelmanager</p>	<p>Professional property managers</p>	<p>Destination Marketing Organizations</p>	<p>Private hosts</p>
<p>SECRA Fewo-Agent</p>	<p>SECRA Destination</p>	<p>SECRA Fewo-Channelmanager</p>								
<p>Professional property managers</p>	<p>Destination Marketing Organizations</p>	<p>Private hosts</p>								
<p>USP</p>	<p>Powerful solution to grow a vacation rental business: Sync 100+ of booking channels automatically for effective price and availability management</p>	<p>Software solution to manage & channel hundreds of vacation rentals simultaneously</p>	<p>Website builder & booking engine for DMOs</p>	<p>Content channeling to every relevant OTA in the industry</p>						
<p>Monetization</p>	<p>Subscription-based</p>	<p>Subscription- and Volume-based (per booking)</p>								

HomeToGo Doppelgänger easily connects trusted brands to our unparalleled selection of vacation rentals

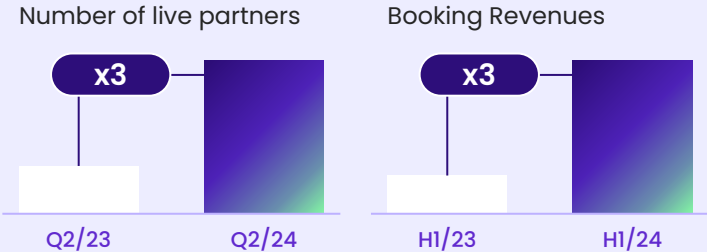
Added value for our partners

- Allows partners to **monetize traffic** and **boost relevance** / shortcut entry in Vacation Rental market
- **Gain access** to HomeToGo’s award-winning in-house customer experience and the world’s largest selection of vacation rentals
- Seamless and **quick integration** of about two weeks

Added value for HomeToGo

- **Additional monetization** of existing tech and supply of the Marketplace + improved brand visibility
- **Participate in market share**
- **Scalable** business model with attractive commercials due to high added value solution offered to partners

Strong growth due to new partnerships



Doppelgänger helped our partners boost their vacation rental business

Top 3 partner

Booking Revenues
+90% YoY

in H1/24 after migrating to HomeToGo Doppelgänger

HomeToGo_PRO as a core growth area within the entire HomeToGo Group



Paid
Accounts
65K+

Inventory on
HomeToGo_PRO
230K+

H1/24 IFRS
Revenues Share
30%

H1/24 Enabled GBV¹
€1,343M
(+26% YoY)



Key area of market consolidation and future M&A



30% of Group's IFRS Revenues



Increasing positive margin contributions

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Q2/24 Earnings Call

Financial Deep Dive

H1/24 - Key financial takeaways

1

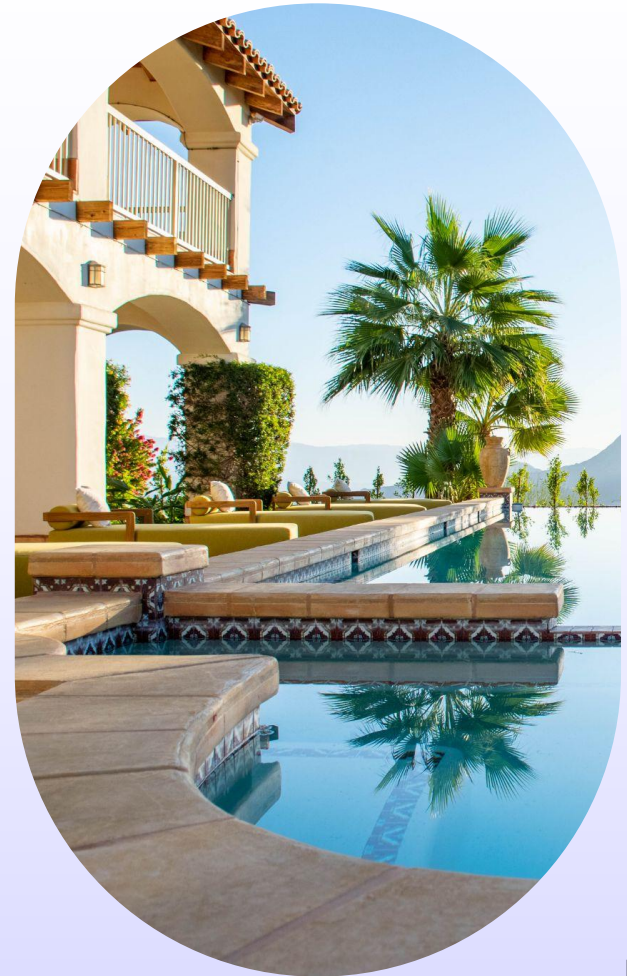
Significant topline growth: Both Booking Revenues and IFRS Revenues reached new record values for the second quarter. New all-time high in Booking Revenues Backlog provides high visibility throughout H2/2024

2

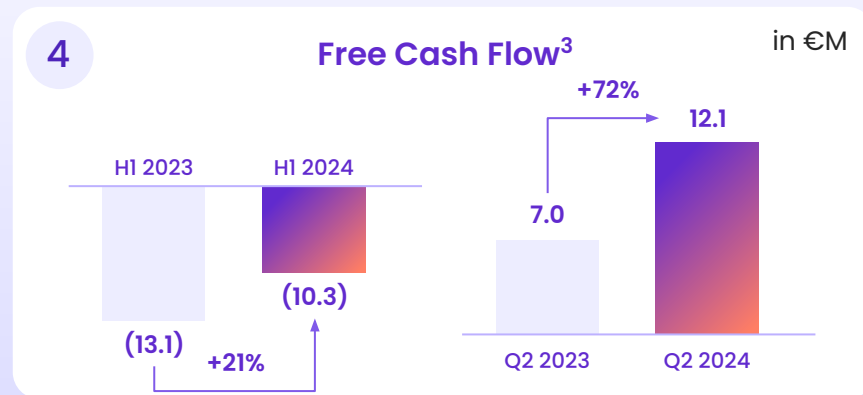
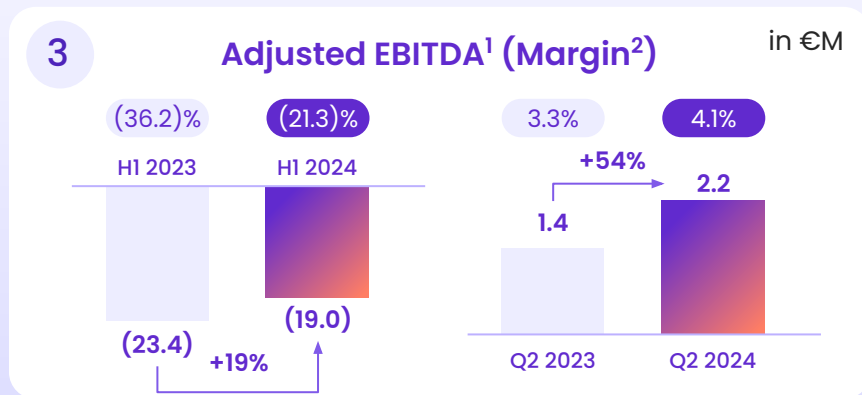
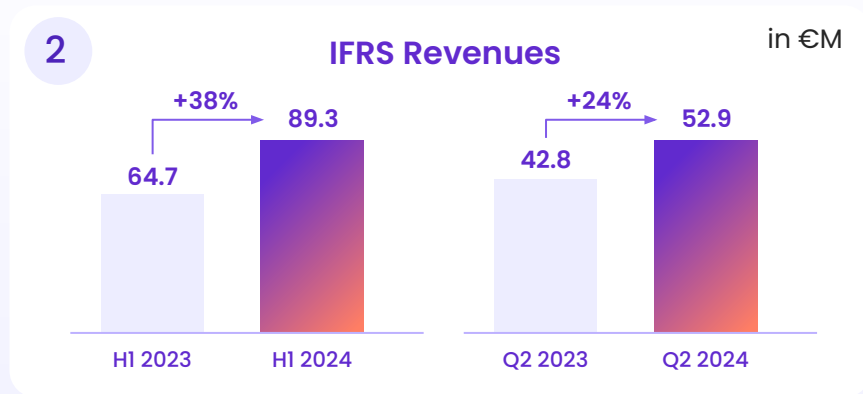
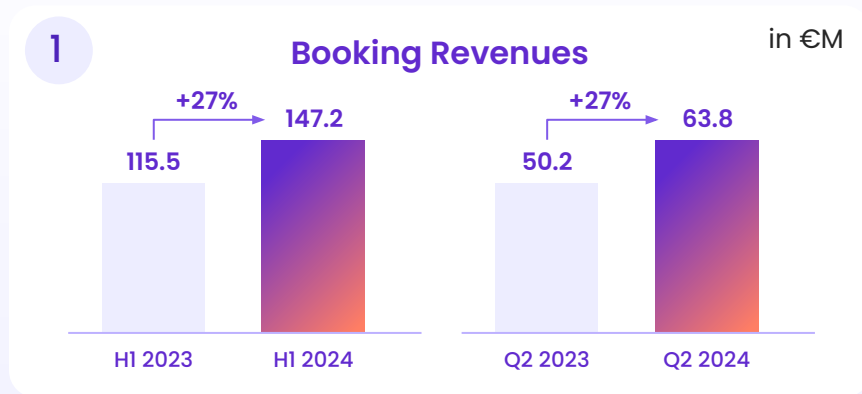
Continued progress in profitability: Following 2023, HomeToGo once again reached Adjusted EBITDA break-even in the second quarter. Mainly driven by the HomeToGo_PRO segment's sixfold increase in profitability reaching 16.8% Adjusted EBITDA margin in H1/24

3

Continued comfortable cash position increased by substantial €5.1M quarter-over-quarter based on strong 71.7% YoY increase in Free Cash Flow for Q2/24 mainly due to higher payment solution adoption (customer prepayments).



Strong top line growth alongside steady margin and 72% free cash flow improvement

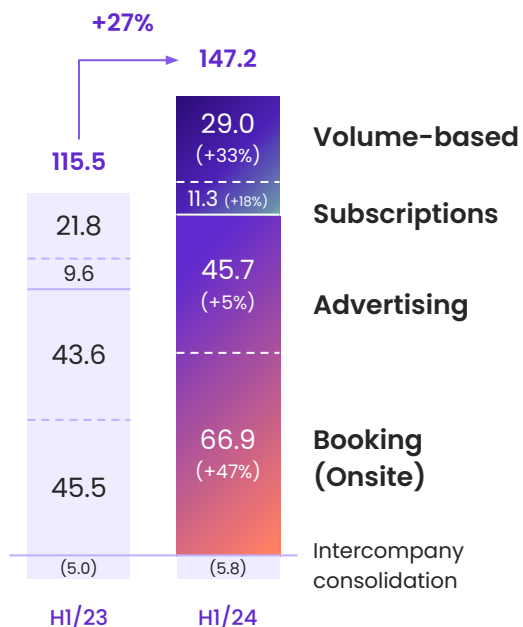


¹ Net income (loss) before income taxes, finance income/finance expenses, depreciation and amortization adjusted for expenses for share-based compensation and one-off items.

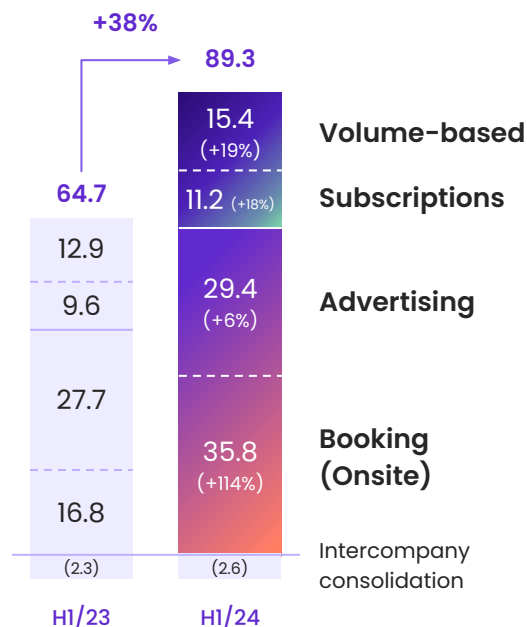
² Margin in % of IFRS Revenues. ³ Free Cash Flow is defined as net cash from operating activities added by net interest result and deducted by capital expenditures defined as net investment into PPE as well as into intangibles and internally-generated intangible assets; please see slide 23 for a complete FCF bridge

Strong growth in Booking (Onsite) and substantially improved profitability in HomeToGo_PRO

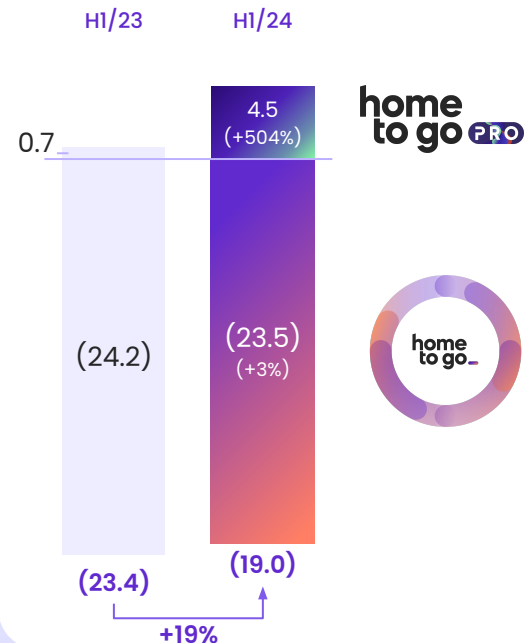
1 Booking Revenues in €M



2 IFRS Revenues in €M

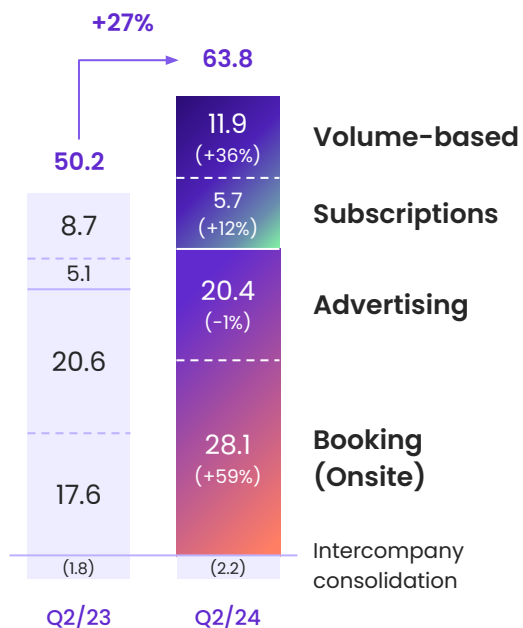


3 Adjusted EBITDA in €M

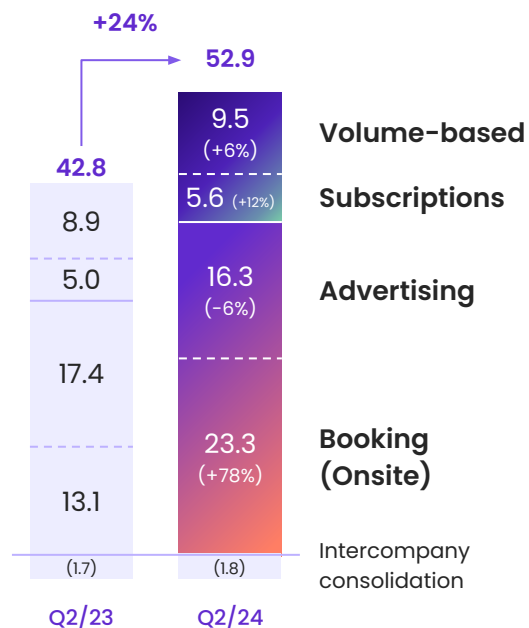


Adjusted EBITDA reached break-even again already in a second quarter

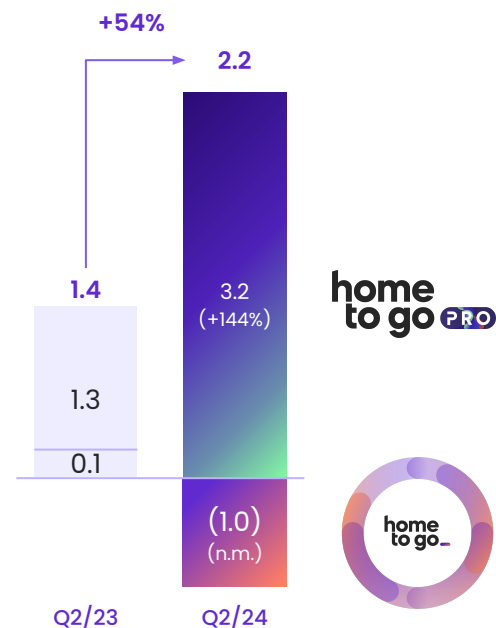
1 Booking Revenues in €M



2 IFRS Revenues in €M

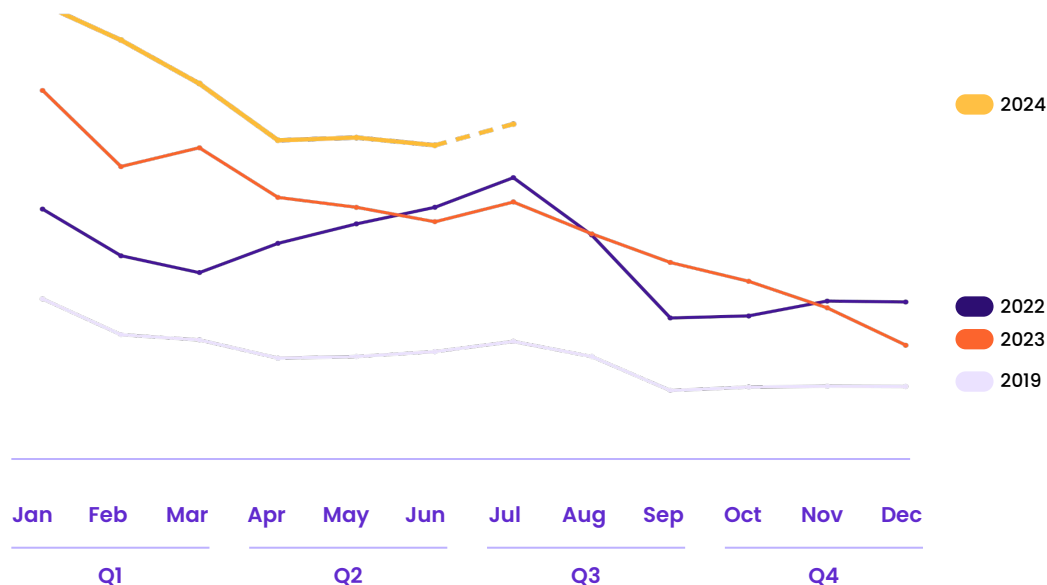


3 Adjusted EBITDA in €M



Booking Revenues significantly above previous year leading to new record Booking Revenues Backlog

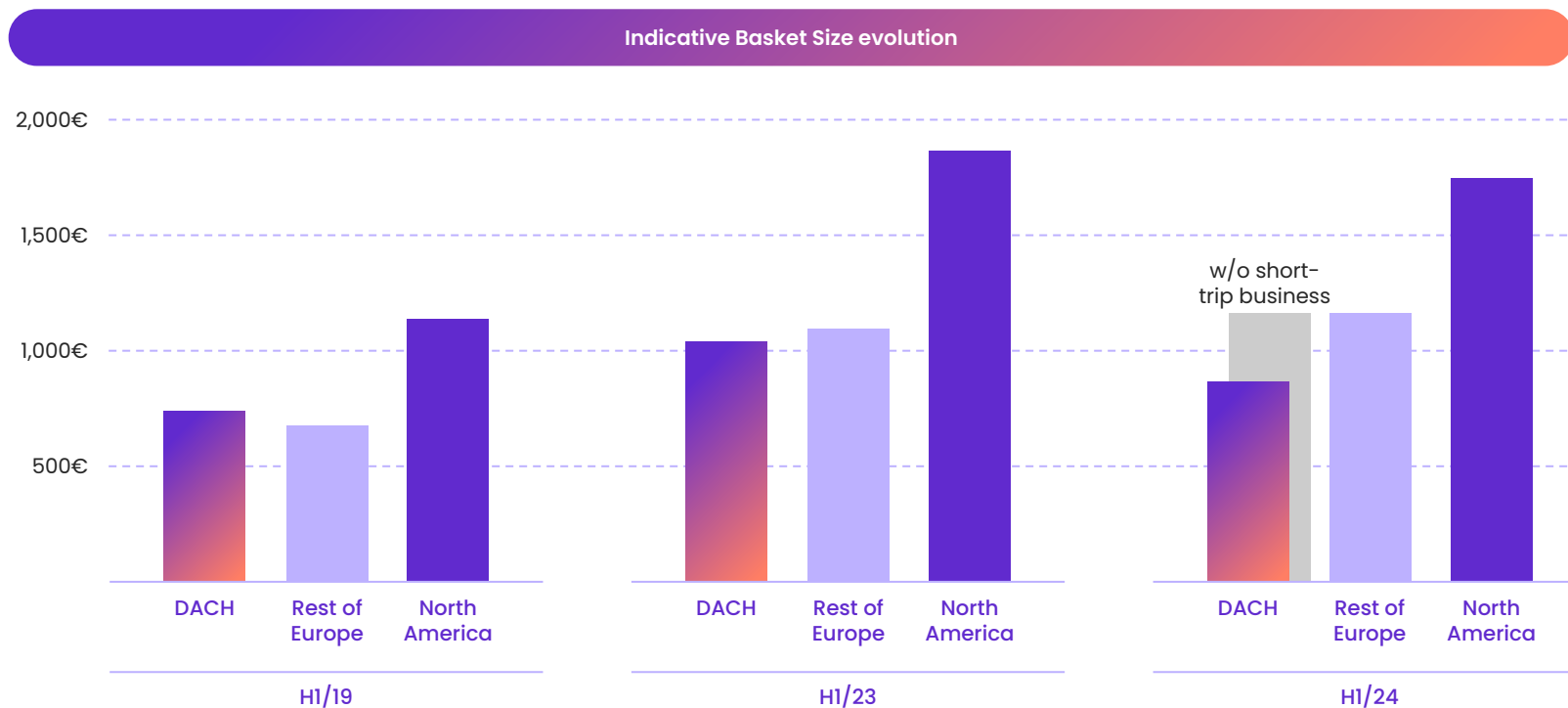
Indicative development of monthly Booking Revenues



New record Booking Revenues Backlog¹

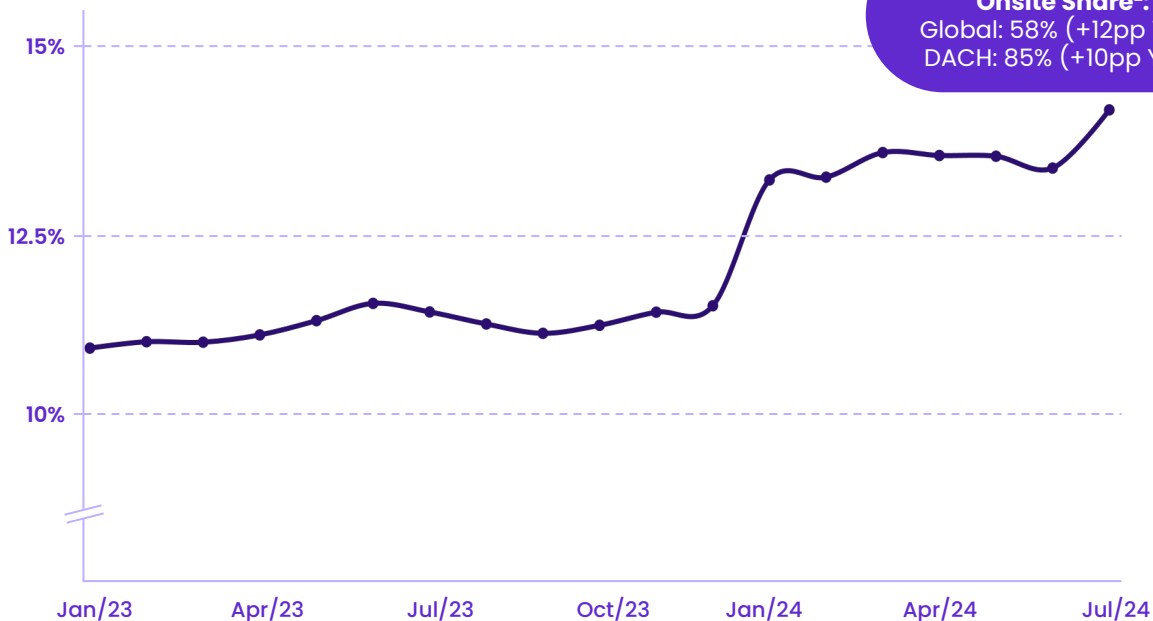
€79.7M
At end of Q2/24

Successful development of short-trip business reflected in DACH Basket Size



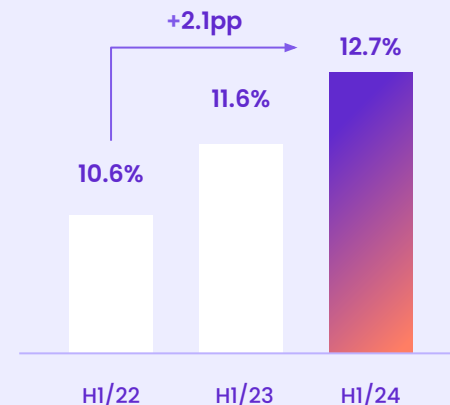
Continuous improvement of our Onsite Take Rate and Onsite Share in the HomeToGo Marketplace

Development of Onsite Take Rate¹



Q2/24 Booking Revenues Onsite Share²:
 Global: 58% (+12pp YoY)
 DACH: 85% (+10pp YoY)

Increasing Onsite Take Rate¹



¹ Onsite Take Rate is the margin realized on the gross booking amount on the Marketplace and is defined as Booking Revenues from Booking (Onsite) divided by GBV from Booking (Onsite).
² Onsite Share is defined as the ratio of Booking Revenues from Bookings (Onsite) to Booking Revenues from the Marketplace segment that measures the penetration of our Partner base with our Onsite booking product.

In H1/24, significant progress in profitability across all major cost components as a result of economies of scale and higher marketing efficiency

Costs and margins^{1,2}

(in % of IFRS Revenues)

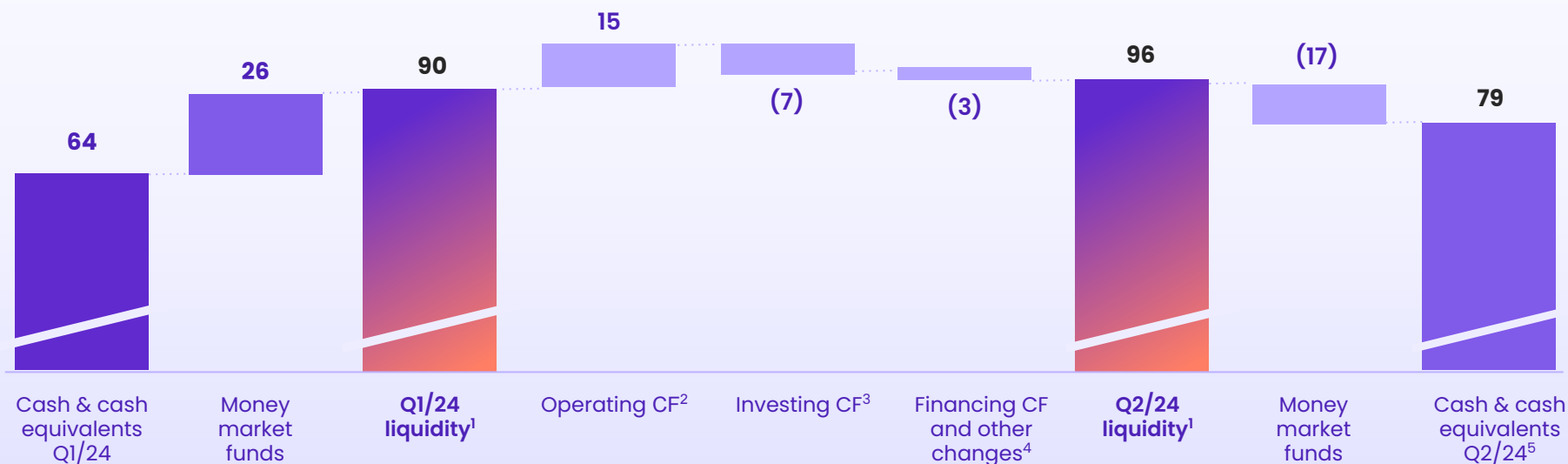
	H1			Q2		
	2023	2024	Delta	2023	2024	Delta
Cost of revenues	(3.1)%	(2.0)%	+1.1pp	(2.3)%	(1.3)%	+1.0pp
Gross profit	96.9%	98.0%	+1.1pp	97.7%	98.7%	+1.0pp
Marketing & Sales	(97.2)%	(85.0)%	+12.2pp	(67.7)%	(64.9)%	+2.8pp
Product Development	(19.8)%	(19.6)%	+0.2pp	(14.5)%	(17.8)%	(3.4)pp
Administrative expenses	(15.7)%	(15.2)%	+0.5pp	(11.9)%	(12.3)%	(0.5)pp
Other income and expenses	(0.4)%	0.5%	+0.9pp	(0.4)%	0.5%	+0.8pp
Adjusted EBITDA¹	(36.2)%	(21.3)%	+14.9pp	3.3%	4.1%	+0.8pp

¹ Adjusted for expenses for share-based compensation, depreciation and amortization and non-operating one-off items

² Rounding differences may occur

Sequential increase in cash position driven by higher traveler advance payments

in €M



1 Both Q1/24 and Q2/24 liquidity include investments into other highly liquid short-term financial assets, i.e. money market funds and traveler advance payments. The latter represent an amount of €36.6M (31 Dec 2023: €3.9M)

2 Operating cash flow includes inflows in the amount of €18.9M (Q2/23: €18.2M) for traveler advance payments collected as part of payment services for hosts.

3 Includes cash flows from investments in fixed and intangible assets as well as the cash purchase prices for acquisitions, net of cash acquired. Presentation is adjusted for proceeds from sale of €10 million stake in money market fund compared to presentation in consolidated financial statements.

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

5 Q2/24 cash & cash equivalents include cash of €15.9M that is restricted due to statutory requirements.

Guidance for 2024 Confirmed: Growth at improved profitability

1

Booking
Revenues

€>250M

>30% YoY

2

IFRS
Revenues

€>220M

>35% YoY

3

Adjusted
EBITDA¹

€>10M

>400% YoY

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Q&A

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Appendix

Current analyst recommendations – average price target of EUR 4.77

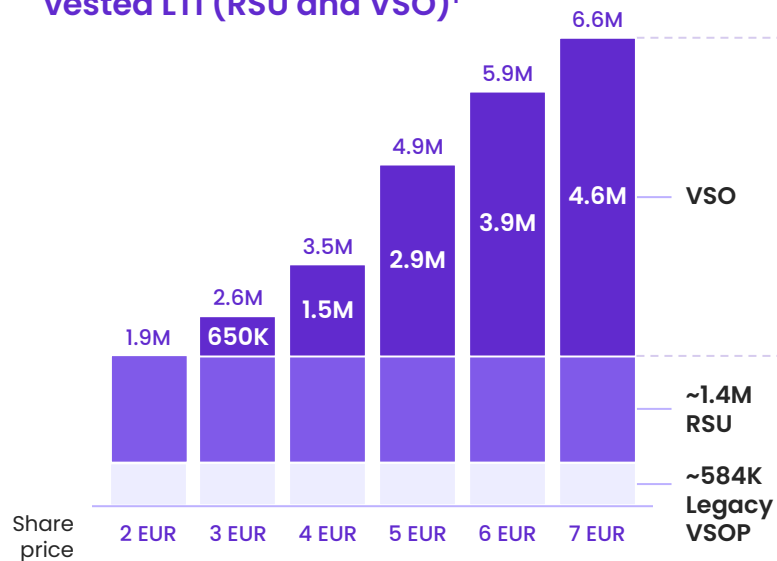
Institution	Analyst	Rating	Price Target
Berenberg	Wolfgang Specht	Buy	EUR 5.00
Cantor Fitzgerald	Bharath Nagaraj	Buy	EUR 4.50
Deutsche Bank	Silvia Cuneo	Buy	EUR 4.00
Hauck Aufhäuser	Christian Salis	Buy	EUR 5.50
Quirin Privatbank	Marcel Ghazi	Buy	EUR 3.70
Stifel	Benjamin Kohnke	Buy	EUR 4.10
Warburg Research	Felix Ellmann	Buy	EUR 6.60

Development of the HomeToGo share buyback program

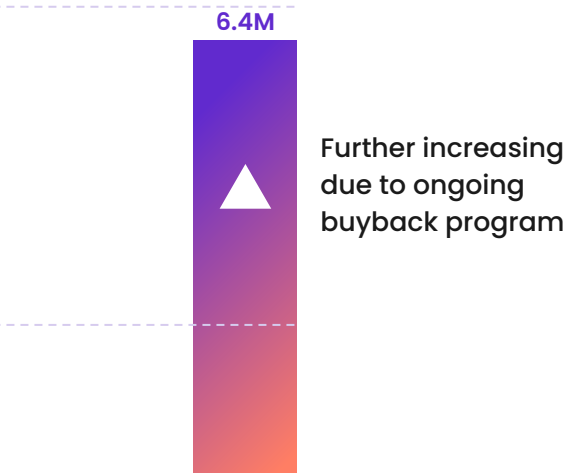
	# of shares acquired	Purchased volume	Weighted average price
Ongoing stock exchange based buyback program ¹	894,470	€1,900,523.34	€2.12
Public share tender offer	1,249,991	€2,499,982.00	€2.00
Total	2,144,461	€4,400,505,34 of €10M in total	€2.05

The value of ALL (incl. legacy VSOP prior IPO) vested share-based compensation is below €4.0M despite being accounted for at higher values and easily covered by treasury shares

Max. number of treasury shares needed to settle ALL currently vested VSOP (pre-IPO) and ALL currently vested LTI (RSU and VSO)¹



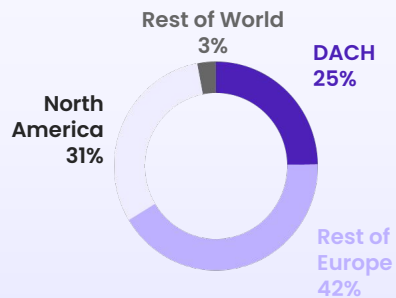
Currently Available Treasury Shares²



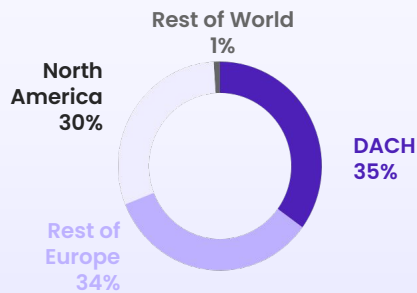
¹ Granted as of 30 Jun 2024. Assumptions: All eligible employees exercise their vested entitlements; Legacy VSOP without hurdle options (€12.00 / €14.00), RSU = restricted stock units, VSO = virtual stock options
² As of August 9, 2024

Acquisition-related shift in regional Booking Revenues share

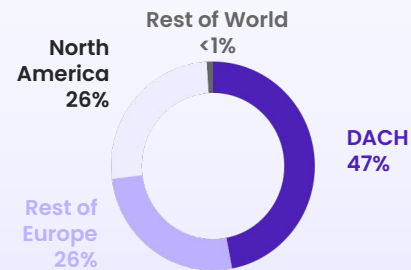
Regional Booking Revenues Share



Q2/19



Q2/23



Q2/24

Statements of Total Comprehensive Income and EBITDA reconciliation

In € thousand	Q2/24	Q2/23	H1/24	H1/23
IFRS Revenues	52,929	42,786	89,333	64,669
Cost of revenues	(1,890)	(1,720)	(3,819)	(5,124)
Gross profit	51,040	41,067	85,514	59,545
Product development and operations	(11,017)	(7,857)	(20,081)	(16,173)
Marketing and sales	(36,746)	(30,601)	(78,616)	(66,142)
General and administrative	(9,633)	(8,633)	(19,496)	(17,909)
Other expenses	(229)	(608)	(468)	(992)
Other income	472	450	868	714
Profit (loss) from operations	(6,112)	(6,182)	(32,278)	(40,956)
Finance result, net	109	256	873	(81)
Profit (loss) before tax	(6,003)	(5,926)	(31,405)	(41,038)
Income taxes	(315)	156	(1,231)	956
Net income (loss)	(6,317)	(5,770)	(32,636)	(40,082)
Minority interests	1,490		1,205	
Other comprehensive income / (loss)	(236)	(30)	528	(101)
Total comprehensive income / (loss)	(6,554)	(5,800)	(32,108)	(40,183)
In € thousand	Q2/24	Q2/23	H1/24	H1/23
Profit (loss) from operations	(6,112)	(6,182)	(32,278)	(40,956)
Depreciation and amortization	3,931	2,557	5,418	6,786
EBITDA	(2,181)	(3,624)	(26,860)	(34,170)
Share-based compensation	3,454	4,384	6,372	9,432
One-off items	901	649	1,441	1,330
Adjusted EBITDA	2,173	1,408	(19,047)	(23,408)
Adj. EBITDA margin	4.1%	3.3%	(21.3)%	(36.2)%

Statements of Financial Position

Assets (in € thousand)	Jun 30, 2024	Dec 31, 2023
Intangible assets	235,821	140,283
Property, plant and equipment	13,260	13,777
Income tax receivables (non-current)	57	108
Other financial assets (non-current)	10,303	5,467
Other assets (non-current)	143	228
Deferred tax assets	417	
Total non-current assets	260,001	159,862
Trade and other receivables (current)	26,477	13,515
Income tax receivables (current)	1,679	1,767
Other financial assets (current)	22,596	33,567
Other assets (current)	7,004	6,290
Cash and cash equivalents	79,022	108,953
Total current assets	136,778	164,091
Total assets	396,779	323,953
Equity and Liabilities (in € thousand)	Jun 30, 2024	Dec 31, 2023
Subscribed capital	2,441	2,441
Capital reserves	528,707	523,991
Retained Earnings	(405,296)	(371,456)
Foreign currency translation reserve	(492)	(1,016)
Share-based payments reserve	101,836	96,159
Equity attributable to the shareholders of HomeToGo	227,196	250,121
Non-controlling interests	31,776	–
Total Equity	258,972	250,121
Borrowings (non-current)	481	1,730
Other financial liabilities (non-current)	29,580	12,194
Provisions (non-current)	543	539
Other liabilities (non-current)	1,197	1,016
Income tax liabilities (non-current)	–	106
Deferred tax liabilities	5,276	6,761
Non-current liabilities	37,077	22,346
Trade and other payables (current)	16,994	8,875
Borrowings (current)	2,759	2,783
Other financial liabilities (current)	47,530	13,550
Provisions (current)	3,036	2,338
Other liabilities (current)	27,179	20,903
Income tax liabilities (current)	3,233	3,037
Current liabilities	100,730	51,486
Total liabilities	137,807	73,833
Total equity and liabilities	396,779	323,953

Statements of Cash Flows

in € thousand	Q2/24	Q2/23	H1/24	H1/23
Profit (loss) before tax	(6,003)	(5,926)	(31,405)	(41,038)
Adjustments for:				
Depreciation and amortization	4,000	2,536	5,418	6,786
Non-cash employee benefits expense - share-based payments	3,455	4,384	6,372	9,432
VSOP - Exercise tax settlement charge			(637)	(384)
VSOP - Cash paid to beneficiaries			(20)	(55)
Finance costs - net	(109)	(256)	(873)	81
Net exchange differences	(57)	(200)	(343)	138
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	(9,039)	(6,875)	(12,167)	(10,240)
(Increase) / Decrease in other financial assets	(701)	(196)	(2,628)	300
(Increase) / Decrease in other assets	5,506	(817)	3,794	(1,919)
Increase / (Decrease) in trade and other payables	2,137	(687)	8,625	1,815
Increase / (Decrease) in other financial liabilities	19,170	17,212	24,285	21,276
Increase / (Decrease) in other liabilities	(1,921)	(621)	(3,727)	3,681
Increase / (Decrease) in provisions	(827)	464	(1,122)	227
Cash generated from operations	15,611	9,044	(4,429)	(9,899)
Interest and other finance cost paid (-)	157	210	450	88
Income taxes (paid) / received	(750)	(456)	(1,311)	(557)
Net cash from operating activities	15,018	8,798	(5,290)	(10,369)
Proceeds from / (Payments for) financial assets at fair value through profit and loss	10,000		15,000	
Payment for acquisition of subsidiary, net of cash acquired	(4,264)	307	(28,798)	307
Payments for property, plant and equipment	(94)	(76)	(167)	(80)
Payments for intangible assets	(637)		(641)	
Payments for internally generated intangible assets	(2,025)	(1,465)	(3,793)	(2,583)
Proceeds from sale of property, plant and equipment	(2)	(2)	(2)	(2)
Net cash from investing activities	2,978	(1,235)	(18,401)	(2,358)
Repayments of borrowings	(669)	(1,065)	(1,673)	(2,172)
Proceeds / (Payments) in relation to Share Buyback	(3,449)		(3,911)	
Principal elements of lease payments	(441)	(253)	(676)	(501)
Net cash from financing activities	(4,558)	(1,318)	(6,260)	(2,673)
Net increase (decrease) in cash and cash equivalents	13,438	6,245	(29,951)	(15,400)
Cash and cash equivalents at the beginning of the period	64,104	90,199	108,953	112,050
Effects of exchange rate changes on cash and cash equivalents	1,480	(1,358)	19	(1,563)
Cash and cash equivalents at the end of the period	79,022	95,086	(79,022)	(95,086)

Free Cash Flow bridge

in €M, rounded	Q2/24	Q2/23	H1/24	H1/23
Adjusted EBITDA	2.2	1.4	(19.0)	(23.4)
Share-based compensation	(3.5)	(4.4)	(6.3)	(9.4)
One-off items	(0.9)	(0.6)	(1.4)	(1.3)
EBITDA	(2.2)	(3.6)	(26.9)	(34.2)
Depreciation and amortization	(3.9)	(2.6)	(5.4)	(6.8)
Loss from operations	(6.1)	(6.2)	(32.3)	(41.0)
Finance result, net	0.1	0.3	0.9	(0.1)
Loss before income Tax	(6.0)	(5.9)	(31.4)	(41.0)
Effects from other non-cash items				
Depreciation and amortization	(4.0)	(2.6)	(5.4)	(6.8)
Non-cash employee benefits expense - share-based payments	(3.5)	(4.4)	(6.4)	(9.4)
VSOP - Exercise tax settlement charge	-	-	(0.6)	(0.4)
VSOP - Cash paid to beneficiaries	-	-	<(0.1)	(0.1)
Finance costs - net	(0.1)	(0.3)	(0.9)	0.1
Net exchange differences	(0.1)	(0.2)	(0.3)	0.1
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	(9.0)	(6.9)	(12.2)	(10.2)
(Increase) / Decrease in other financial assets	(0.7)	(0.2)	(2.6)	0.3
(Increase) / Decrease in other assets	5.5	(0.8)	3.8	(1.9)
Increase / (Decrease) in trade and other payables	2.1	(0.7)	8.6	1.8
Increase / (Decrease) in other financial liabilities	19.2	17.2	24.3	21.3
Increase / (Decrease) in other liabilities	(1.9)	(0.6)	(3.7)	3.7
Increase / (Decrease) in provisions	(0.8)	0.5	(1.1)	0.2
Cash generated from operations	15.6	9.0	(4.4)	(9.9)
Interest and Income taxes	(0.6)	(0.2)	(0.9)	(0.5)
Net cash from operating activities	15.0	8.8	(5.3)	(10.4)
./. Net interest result	(0.2)	(0.2)	(0.5)	(0.1)
./. Capital Expenditures	(2.7)	(1.5)	(4.6)	(2.7)
thereof payments for PPE	(0.1)	(0.1)	(0.2)	(0.1)
thereof payments for internally generated intangible assets	(2.6)	(1.5)	(4.4)	(2.6)
Free Cash Flow	12.1	7.1	(10.4)	(13.1)

Reconciliation of Marketplace Gross Booking Value (GBV) and HomeToGo_PRO Booking Revenues to IFRS Revenues

in €M	Q2			H1		
	2023	2024	Delta	2023	2024	Delta
Marketplace GBV	379	434	14%	912	1,007	10%
t/o GBV from Booking (Onsite)	144	225	56%	394	528	34%
x Booking (Onsite) Take Rate (in %)	12.2%	12.5%	+0.3pp	11.6%	12.7%	+1.1pp
= Booking Revenues Booking (Onsite)	18	28	59%	46	67	47%
+ Booking Revenues Advertising	21	20	(1)%	44	46	5%
+ Booking Revenues HomeToGo_PRO	14	18	27%	31	40	29%
Total Booking Revenues¹	50	64	27%	116	147	27%
- Cancellations	(7)	(10)	(39)%	(18)	(22)	(24)%
- Booking with check-in in different reporting period	(0)	(1)	n.m.	(33)	(35)	(8)%
Total IFRS Revenues	43	53	24%	65	90	24%

Comparative presentation of Q2/24 results in previous reporting scheme

in €M

	Q2		
	2023	2024	Delta
Gross Booking Value	439.4	552.5	25.7%
CPA Take Rate	10.4%	12.4%	+2.0pp
Booking Revenues	50.2	63.8	27.1%
CPA Onsite	20.6	29.4	42.7%
CPA Offsite	12.3	14.0	14.0%
CPC + CPL	8.0	6.6	(17.6)%
Subscriptions & Services	9.2	13.8	48.9%
Booking Revenues Onsite share	50%	59%	+9pp

	Q2		
	2023	2024	Delta
IFRS Revenues	42.8	52.9	23.7%
CPA Onsite	16.5	16.2	(2.1)%
CPA Offsite	9.1	9.8	7.1%
CPC + CPL	8.0	6.6	(17.6)%
Subscriptions & Services	9.1	20.3	124.3%

Comparative presentation of H1/24 results in previous reporting scheme

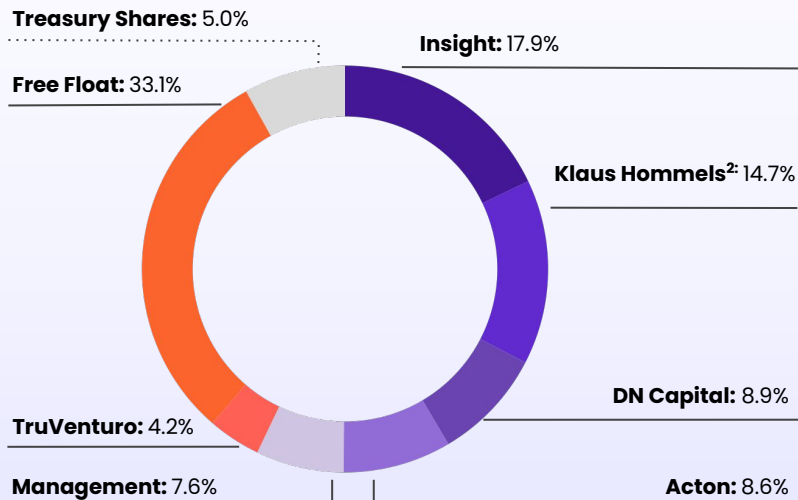
in €M

	H1		
	2023	2024	Delta
Gross Booking Value	1,044.2	1,215.1	16.4%
CPA Take Rate	10.8%	12.4%	+1.6pp
Booking Revenues	115.5	147.2	27.5%
CPA Onsite	52.6	71.5	35.9%
CPA Offsite	29.9	32.8	10.0%
CPC + CPL	13.5	13.1	(2.9)%
Subscriptions & Services	19.5	29.8	52.3%
Booking Revenues Onsite share	55%	61%	+6pp

	H1		
	2023	2024	Delta
IFRS Revenues	64.7	89.3	38.1%
CPA Onsite	22.1	30.0	35.7%
CPA Offsite	14.1	16.5	16.6%
CPC + CPL	13.5	13.1	(2.9)%
Subscriptions & Services	14.9	29.8	99.1%

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	120,773,051 (116,189,718 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 2024 - Join us!

Date	Event
Sep 04-05, 2024	Deutsche Bank dbAccess European TMT Conference 2024, London
Sep 23, 2024	Baader Investment Conference 2024, Munich
Sep 24, 2024	Berenberg Goldman Sachs Corporate Conference, Munich
Oct 30, 2024	Cantor European TMT Conference, Barcelona
Nov 12, 2024	Q3 2024 Financial Results and Earnings Call
Nov 25-26, 2024	German Equity Forum, Frankfurt

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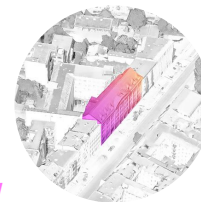
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Glossary

Core KPIs

Booking Revenues Booking Revenues is a 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. 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 non-booking activities as included in Advertising or revenues from Subscriptions are considered without any difference in revenue recognition for Booking Revenues as under IFRS to complement the view.

IFRS Revenues Revenues according to IFRS accounting policies. IFRS Revenues from booking-related activities are recognized on check-in date. Revenues from non-booking-related activities are recognized when services are provided click or referral date. IFRS Revenues from Subscriptions are recognized over time.

Adjusted 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.

Free Cash Flow (FCF) 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.

Reporting segments and revenue activities

Marketplace Our reporting segment Marketplace aggregates all business models and revenue activities that are focused on the traveler as our customer. Revenues are mainly generated not directly with the traveler, but indirectly with our Partners and comprise revenue activities from Booking (Onsite) and Advertising.

Booking (Onsite) Revenues from Booking (Onsite) occur when the traveler booking journey is entirely completed on a HomeToGo Marketplace website. Booking (Onsite) is largely comparable to former CPA Onsite business.

Advertising Revenues from Advertising comprise all activities when the travelers (booking) journey is not entirely completed on a HomeToGo Marketplace website Advertising is largely comparable to former CPA Offsite and CPC.

HomeToGo_PRO Our reporting segment HomeToGo_PRO aggregates all business models and revenue activities that are focused on the supplier of the vacation rental (hosts, property managers, destinations or others) or other (travel) businesses that want to offer vacation rentals themselves. It comprises revenues from Volume-based services as well as subscriptions that are tailored to enable the direct supplier or other third party being successful in the vacation rental market. Our Marketplace is partially utilized to promote and monetize the vacation rentals from our HomeToGo_PRO segment. Inter-segment revenues and expenses are reported as 'Intercompany consolidation' under 'Group' in our KPI cockpit.

Subscriptions Revenues from Subscriptions result from Software as a Service ('SaaS') and online advertising services for direct suppliers of vacation rentals who can use these over a determined period - irrespective of the amount of bookings. Accordingly, the related revenues are recognized over time.

Volume-based Volume-based revenues are consumption-based usage fees for software and other services resulting mainly from the amount of bookings and services to the direct provider of the vacation rental or other third party.

Further financial KPIs (Non-GAAP)

Gross Booking Value (GBV) GBV is the gross EUR value of bookings on our platform in a reporting period (as reported by our Partners). GBV is recorded at the time of booking and is not adjusted for cancellations or any other alterations after booking. For Onsite and Volume-based transactions, GBV includes the booking volume as tracked in the booking confirmation to the traveler. For transactions reported under Advertising, the GBV is partially provided by the supplier of the property, otherwise it is estimated. For Subscriptions, GBV is estimated, as well. The estimations are based on traffic or inquiry volumes, expected conversion rates, tracked duration of stay and tracked price per night. While the product of the two latter ones describe the basket size.

Onsite Take Rate Onsite Take Rate is the margin realized on the gross booking amount on the Marketplace and is defined as Booking Revenues from Booking (Onsite) divided by GBV from Booking (Onsite).

Booking Revenues Backlog 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.

Cancellation Rate Cancellation Rate reflects the share of Booking Revenues that are cancelled subsequently, however, before being recognized as IFRS Revenues. This metric is monitored continuously and used for forecasting and budget planning.

Non-financial KPIs

Bookings Bookings represent the number of bookings generated by travelers using the Marketplace and services of HomeToGo PRO.

Booking Basket Size Booking Basket Size is defined as Gross Booking Value per booking before cancellations. It comprises Onsite bookings and bookings on external websites of Advertising and HomeToGo_PRO services. The Booking Basket Size is the product of the average daily rate and average length of stay.

Other defined terms

Partners Contracted businesses (such as online travel agencies, tour operators, property managers, other inventory suppliers, software partners) or private persons that distribute, manage or own accommodations which they directly or indirectly list on HomeToGo Group platforms.

Repeat Booking Revenues Booking Revenues coming from existing customers, i.e. users of our platform that have placed at least one booking before.

Returning Visitor Clearly identifiable user, e.g. via cookie or login, returning to one of the HomeToGo Group websites. Hence, the user had at least one lifetime visit before; data excl. Agriturismo, AMIVAC, e-domizil, EscapadaRural, SECRA, Kurz Mal Weg and Kurzurlaub.

AMIVAC

Provides subscriptions listing services for both homeowners and professional agencies. AMIVAC SAS (Paris, France) is a direct (100%) subsidiary of HomeToGo GmbH.

e-domizil

Specialist for vacation rentals, including brands e-domizil, e-domizil CH, atraveo and tourist-online.de. e-domizil GmbH (Frankfurt a.M., Germany) is a direct (100%) subsidiary of HomeToGo GmbH and holds the two subsidiaries e-domizil AG (Zurich, Switzerland) and Atraveo GmbH (Düsseldorf, Germany).

Kurz Mal Weg and Kurzurlaub

Two German market leading brands that are offering thematic travel bundles with hotels for short trips. KMW Reisen GmbH (Hamburg, Germany), Super Urlaub GmbH (Schwerin, Germany) and its Austrian subsidiary Kurzurlaub SHBC GmbH (Wien, Austria) are indirect (51%) subsidiaries of HomeToGo GmbH.

SECRA

Offers software for hosts, rental agencies and destinations facilitates end-to-end management and marketing services for vacation rentals. SECRA Bookings GmbH (Sierksdorf, Germany) is a direct (100%) subsidiary of HomeToGo GmbH.

Smoobu

All-in-one SaaS solution that connects self-service hosts more easily to partners. Smoobu GmbH (Berlin, Germany) is a direct (100%) subsidiary of HomeToGo GmbH

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.

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

Quarterly financial information is unaudited and may be subject to change.