



home
to go_

Full Year 2024 Earnings Call

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

27 March 2025

2024 drove strong double-digit top-line growth at improved profitability...

Achievements FY 2023



Booking
Revenues

€190.1M



Achievements FY 2024

€259.7M
(+37% YoY)



IFRS
Revenues

€162.0M



€212.3M
(+31% YoY)



Adjusted
EBITDA

€1.8M



€12.8M
(+>600% YoY)

...driven by our two well-performing segments: The Marketplace & HomeToGo_PRO

B2C

Marketplace with largest selection of vacation rentals



Comprehensive Marketplace
with AI-driven search, and a seamless booking experience for travelers

Booking (Onsite)
IFRS Revenues
FY/24: +67%
Q4/24: +163%

GBV
>€1.7B
(+21% YoY)

IFRS Revenues
€151M
(+34% YoY)

FY/24

Adj. EBITDA
€2.9M
(>22x YoY)

Vacation Rental offers
20M+

Key Acquisitions

Kurzurlaub.de

kurz-mal-weg.de
#1 für Kurzreisen

casamundo

WIMDU

e-domizil

tripping

B2B

Software & Service Solutions focusing on enabling the supply side



Software (SaaS) and tech-enabled professional Service Solutions for vacation rentals

Enabled GBV¹
>€2.6B
(+29% YoY)

IFRS Revenues
€70M
(+25% YoY)

FY/24

Adj. EBITDA
€9.9M
(-6x YoY)

Paying customers
60K+

Key Acquisitions

smoobu

(SECRA)

KRAUSHAAR
Ferienwohnungen

atraveo
by e-domizil

EscapadaRural

Agriturismo.it

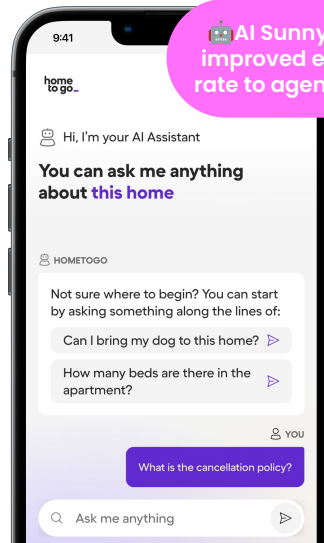
**2024 HomeToGo
Marketplace
deep dive**



In 2024 our AI-powered Marketplace continued to deliver a seamless, tailored and intuitive productive experience for the modern traveler

1

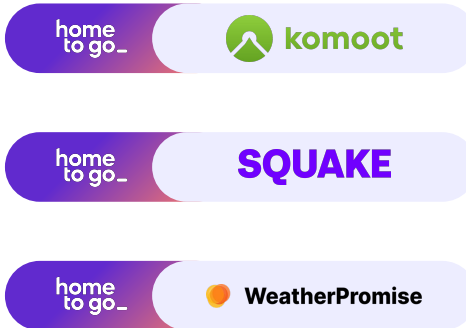
Advanced our suite of AI-powered products



AI Sunny chatbot improved escalation rate to agents by 57%¹

2

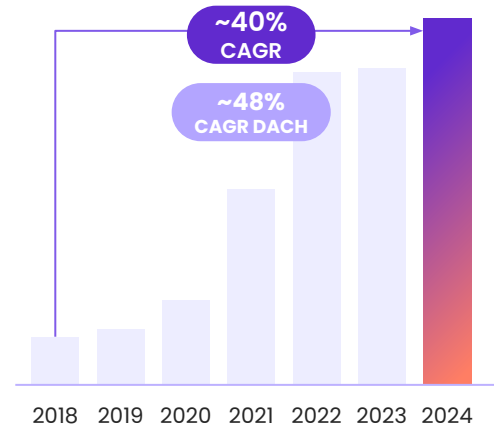
Launched tailored power tools to support holistic travel planning



3

Grew the HomeToGo app as a key driver of repeat demand

Global app monthly active users



We successfully launched **8 new markets** since December 2024, bringing our global presence of apps & websites to more than 30 countries

Croatia



Czech Republic



Finland



Greece



Hungary



India



Slovakia

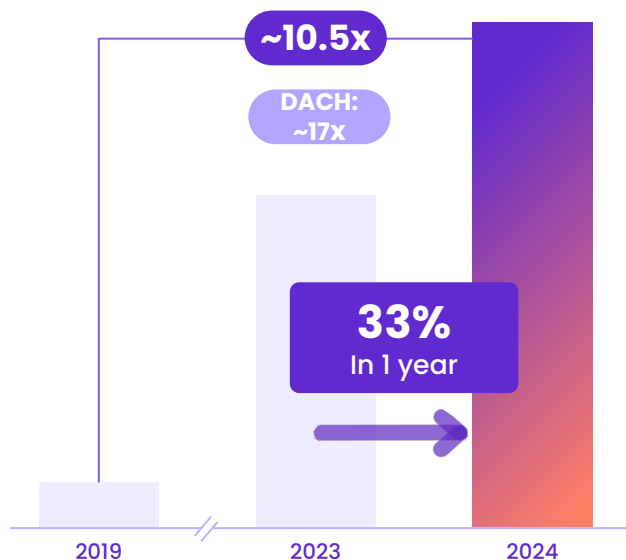


Slovenia



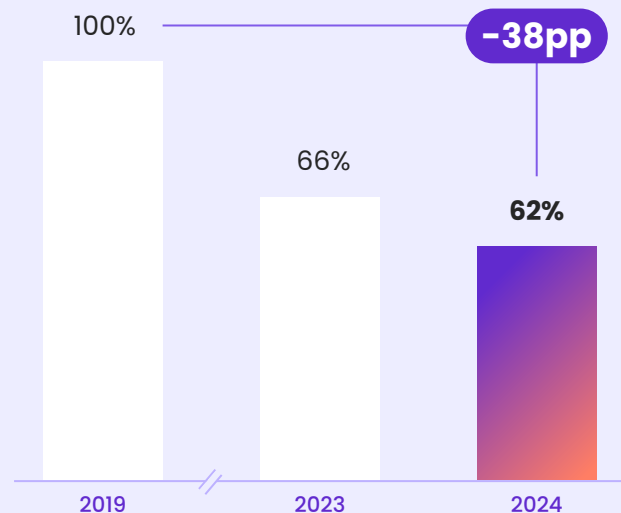
The superior experience on our AI-powered Marketplace drives brand loyalty and profitable, repeat demand

Growth of Booking Revenues from Repeat Customers¹



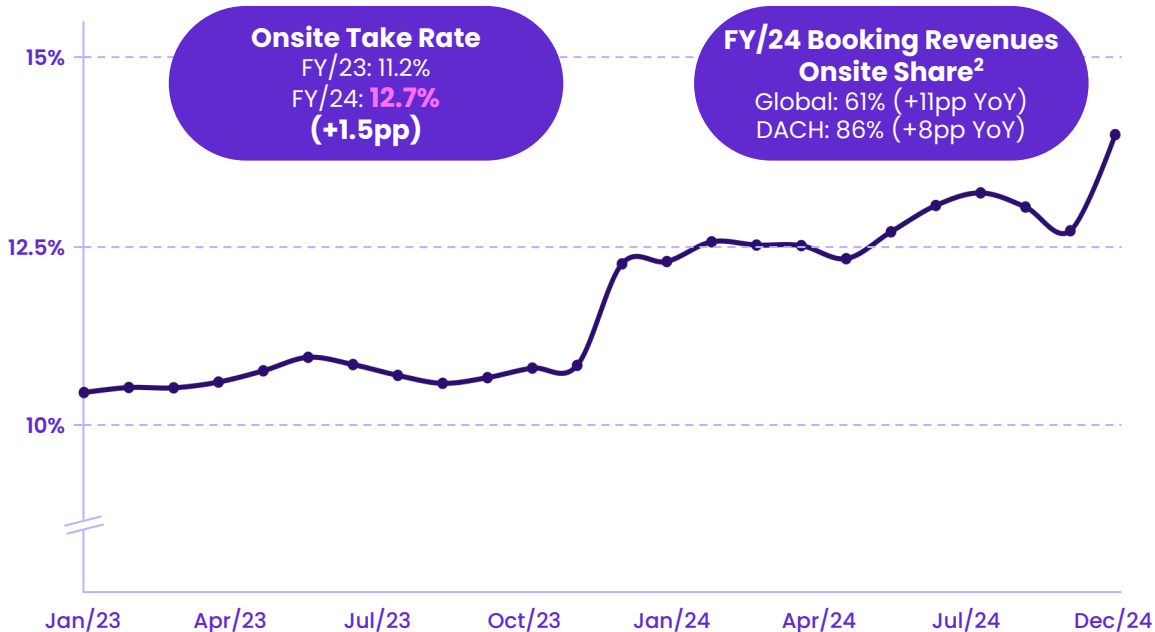
Clear focus on marketing efficiency

Marketing & Sales cost / IFRS Revenues²



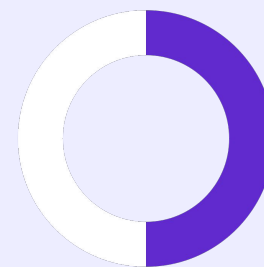
We have established HomeToGo as a premier booking channel for leading vacation rental players and continue to increase our competitive Onsite Take Rate

Development of Onsite Take Rate¹



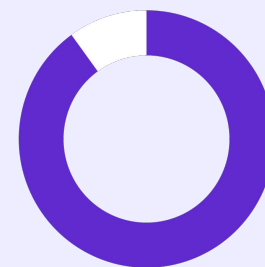
Importance for our partners

Top 2
Booking Channel



~50%
Of Top 25 partners³

Top 5
Booking Channel



~90%
Of Top 25 partners³

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.
3) In terms of Booking Revenues. Source: Company data



2024
HomeToGo_PRO deep dive

HomeToGo_PRO, our B2B Software & Service Solutions for the whole travel market has evolved to be a key driver of our long-term growth strategy



Paying customers
60K+

Inventory on HomeToGo_PRO
210K+

FY/24 IFRS Revenues Share
~33%

FY/24 Enabled GBV¹
>€2.6B
(+29% YoY)



Key area of market consolidation and future M&A



Ca. 33% of Group's IFRS Revenues

>55% incl. Interhome on a pro-forma 2024 basis

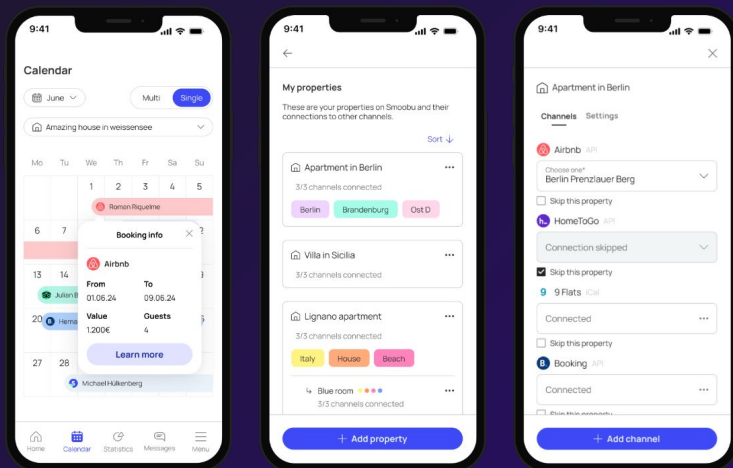


Increasing positive margin contributions

Elevated USP features & core functionality in our Smoobu product to fuel revenue expansion in our Subscription business

The new Smoobu App

Designed for hosts and property managers for seamless, efficient, and stress-free vacation rental management



New product features

New Website Builder

Empowers partners to seamlessly create and launch websites

Smoobu Dynamic Pricing

Maximize occupation and margins

New e-invoicing feature

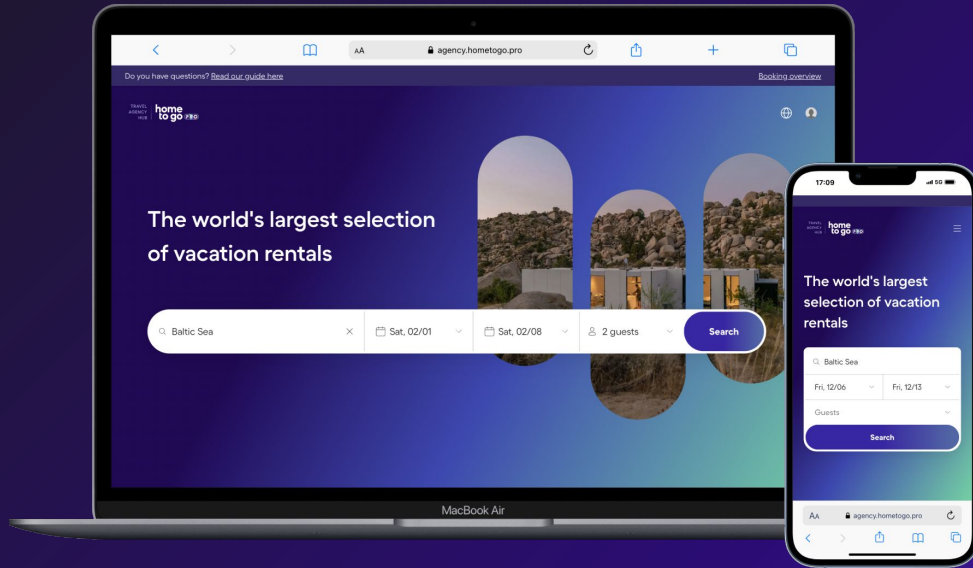
Automatically creates invoices, especially for direct bookings

Improved branding & UI

Launched our new logo & improved the UI in essential product pages (calendar, App Store)

Travel Agency Hub

By HomeToGo_PRO Doppelgänger



Our new purpose-built gateway for trusted **travel agency partners** to **explore** and **book** our unparalleled world of vacation rentals **for their clients**

Travel Agency Hub benefits

- Valuable booking insights
- A tailored payment and invoicing process
- Competitive commissions on every booking
- Support from HomeToGo's dedicated in-house Customer Experience team

 **Lufthansa City Center**

FORA

Schmetterling 

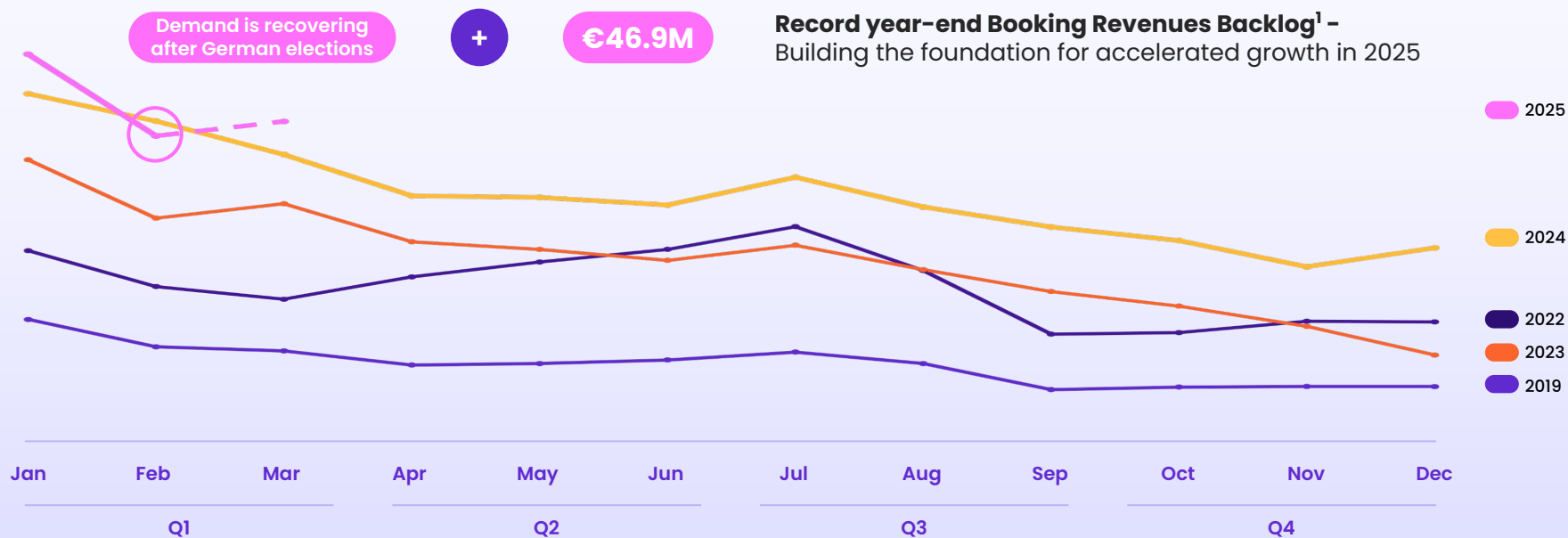
Start of 2025



Booking Revenues above previous years despite February elections in Germany and later Easter (Q2/25 vs Q1/24)

Mixed start into the year

Indicative monthly Booking Revenues



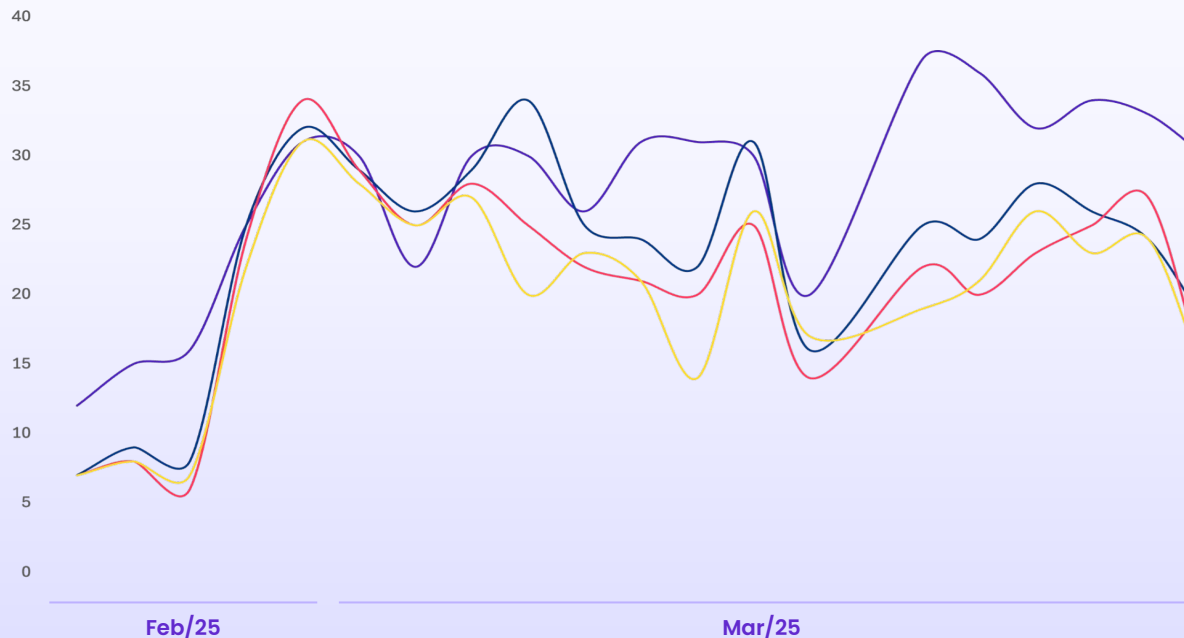
¹ Booking Revenues Backlog comprises Booking Revenues before cancellation generated in the reporting period or prior with IFRS Revenues recognition based on check-in date after the reporting period.

Our strength in PR and SEO has solidified HomeToGo as the leading vacation rental marketplace in AI search engines and LLMs such as ChatGPT and Perplexity



Visibility

Percentage of chats mentioning each brand



Brands with highest visibility

home to go 38%

Booking 32%

airbnb 30%

FeWo-direkt 28%

HomeToGo is officially the main sponsor and official travel partner of Bundesliga club 1. FC Union Berlin, strengthening brand awareness in our home turf of Germany



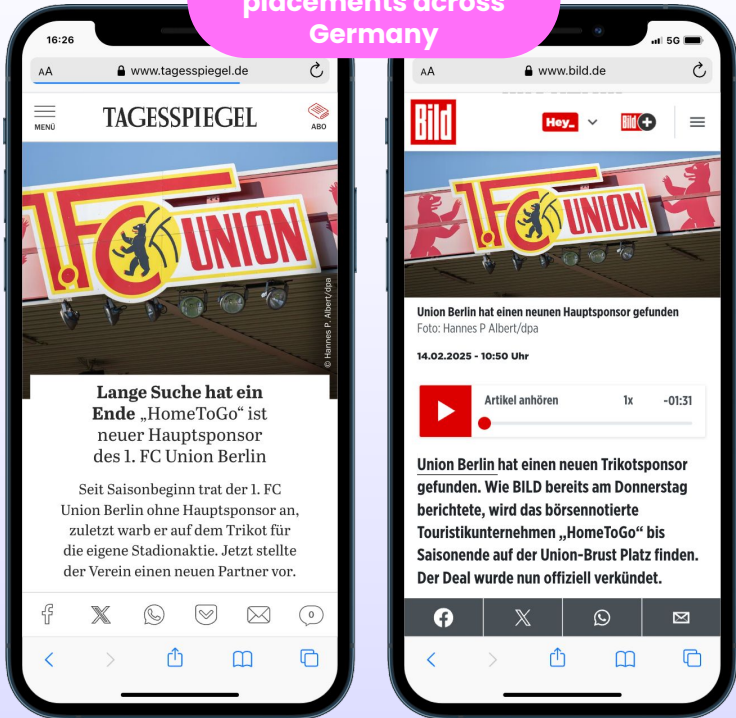
home
to go_

MAIN SPONSOR



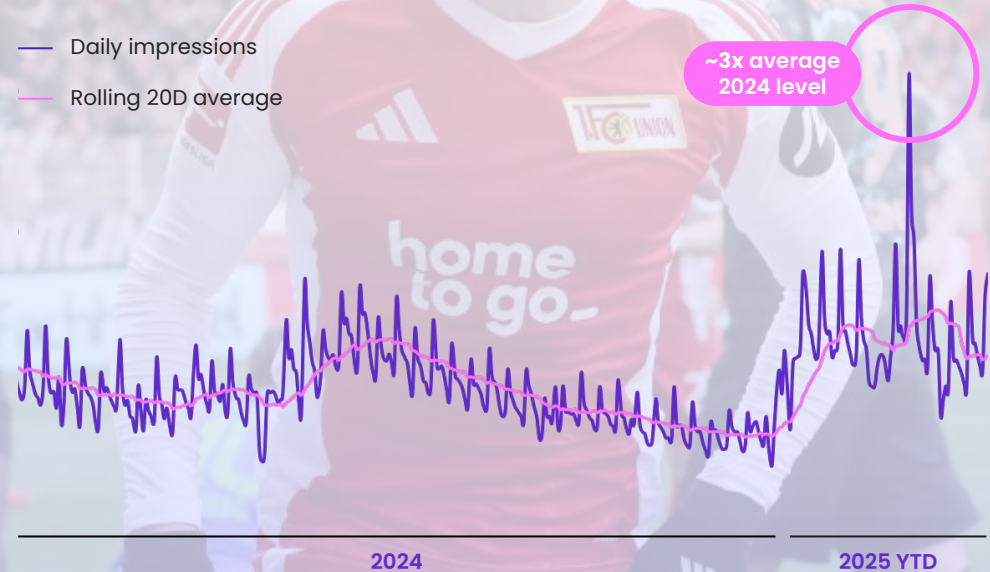
The Union x HomeToGo partnership announcement drove a one-day record for press coverage for our HomeToGo brand in Germany and peak search demand

130+ media placements across Germany



L12M SEM impressions for HomeToGo Germany

Number of times an ad is displayed on the search engine results page

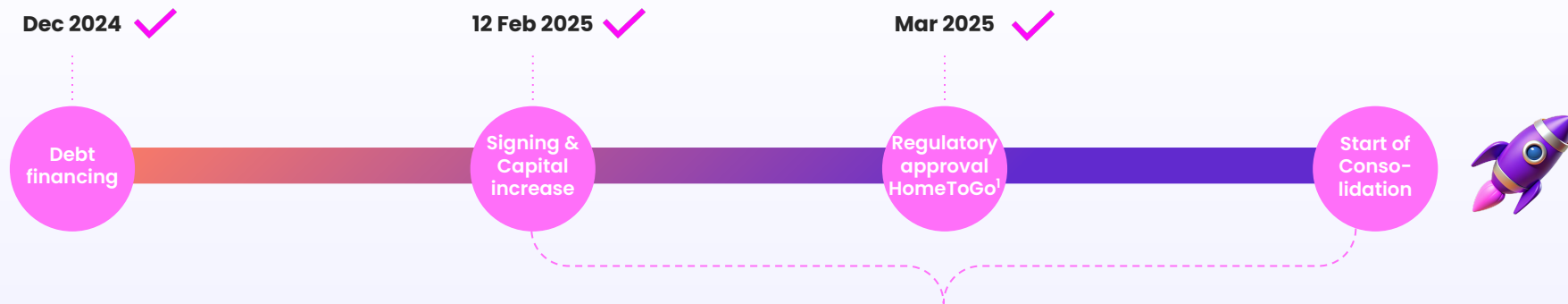


Impressions from ITB Berlin, the world's leading travel trade show



home
to go_ x  interhome

Fulfillment of all closing conditions for Interhome is well on track



Europe's 2nd largest vacation rental management company

>60 years of experience & brand presence & partner of HomeToGo for 10+ years

Gross Booking Value FY/24

~€400M

IFRS Revenue FY/24

~€125M

Adj. EBITDA FY/24

>€20M



Day 1 Readiness

Ensure Interhome is set up to operate their business as of day 1 after closing



Carve-out

Carve-out plan to exit services & systems from Hotelplan and Migros

Outlook 2025



Guidance 2025: Entering new financial spheres

Achievements
FY 2024

Guidance for
FY 2025¹



Booking
Revenues

€259.7M
(+37% YoY)



>€350M
(+>35% YoY)



IFRS
Revenues

€212.3M
(+31% YoY)



>€300M
(+>40% YoY)



Adjusted
EBITDA

€12.8M
(+>600% YoY)



>€35M
(+>170% YoY)



Free
Cash Flow

New!

€(10.3)M
(+42% YoY)



Positive

Financial Deep Dive

Steffen Schneider, CFO



Q4 and FY/24 - Key financial takeaways

1

Strong top-line growth and Backlog: Booking Revenues reached all-time high for a fourth quarter (**+70% YoY**), FY/24 €260M exceeding the already upgraded guidance of €255M. Record year-end Booking Revenues Backlog of €47M lays a solid foundation for 2025

2

IFRS Revenues accelerated towards year-end (Q4/24: **+45% YoY**) driven mainly by the Booking (Onsite) business (**+163% YoY**) within the Marketplace segment (**+67% YoY**); FY/24 grew strongly by +31% YoY to €212M

3

Quarterly Adjusted EBITDA amounted to €(4)M (margin improved by 60 bps YoY), utilizing our strong 9M/24 profitability to seize attractive commercial opportunities in Q4/24 for 2025. **For FY/24**, Adj. EBITDA expanded over sevenfold (**+616% YoY**), driven by operational efficiencies and margin improvements across both segments

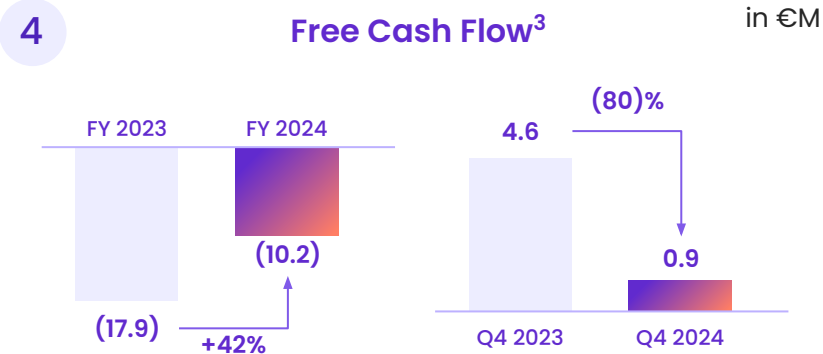
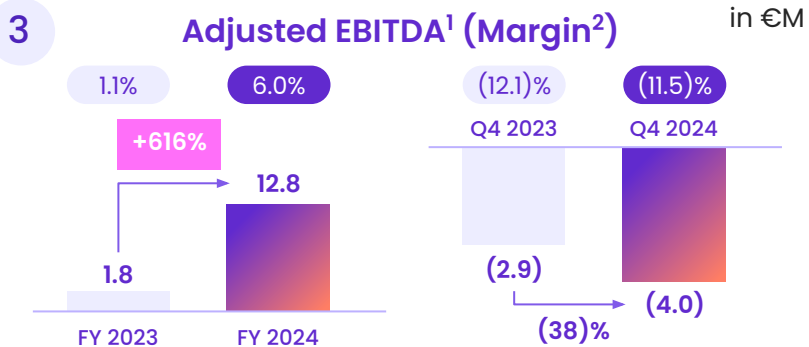
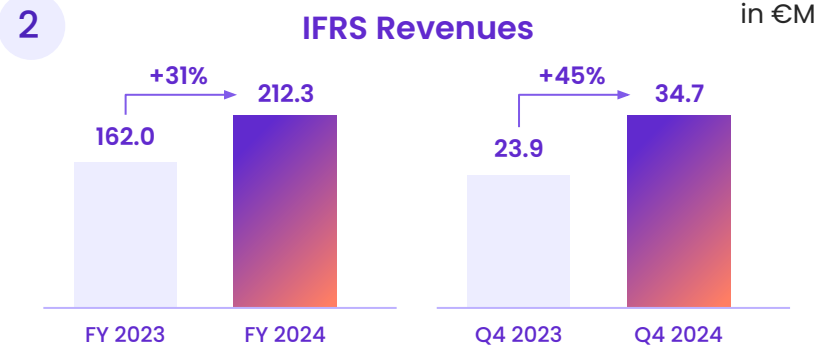
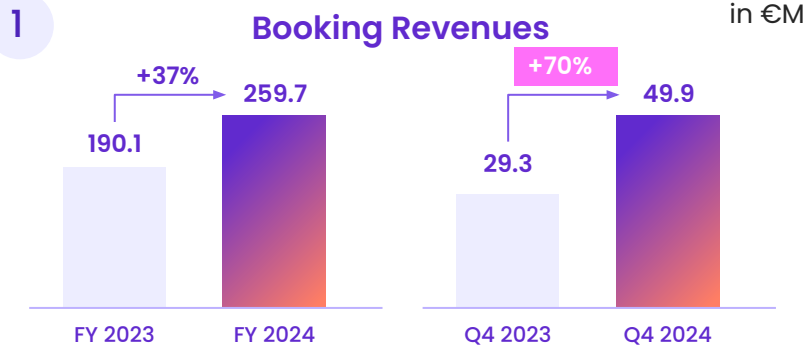
4

Solid cash position of €82.7M at the end of 2024. The Free Cash Flow (FCF) burn significantly reduced by 42% YoY in FY/24 and FCF **reached again positive territory in the fourth quarter**, underscoring our progress towards sustainable profitability

Q4/24 Booking Revenues Onsite Share:
Global: 67% (+19pp YoY)
DACH: 89% (+12pp YoY)



Exceptional growth in Booking and IFRS Revenues accompanied with strong progression in profitability

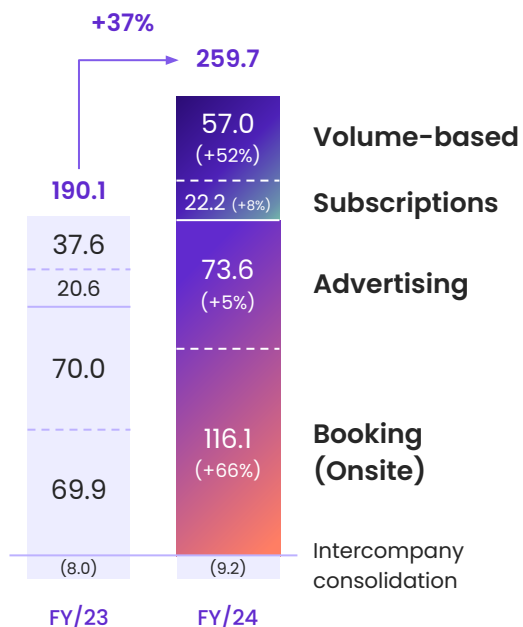


¹ Net income (loss) before income taxes, finance income/finance expenses, depreciation and amortization adjusted for expenses for share-based compensation and one-off items.

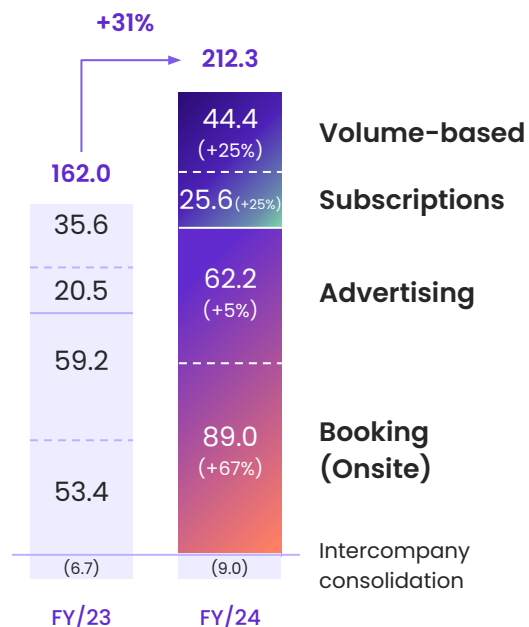
² Margin in % of IFRS Revenues. ³ Free Cash Flow is defined as net cash from operating activities added by net interest result and deducted by capital expenditures defined as net investment into PPE as well as into intangibles and internally-generated intangible assets; please see slide 24 for a complete FCF bridge

Strong growth in Booking (Onsite) and significantly enhanced profitability in both segments – Adjusted EBITDA grew more than six times YoY

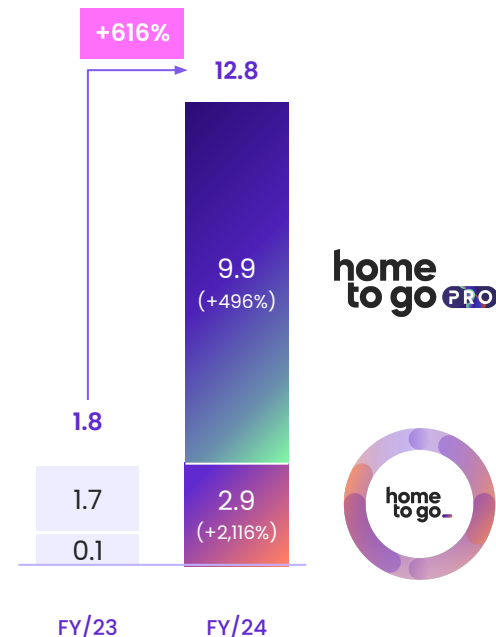
1 Booking Revenues in €M



2 IFRS Revenues in €M

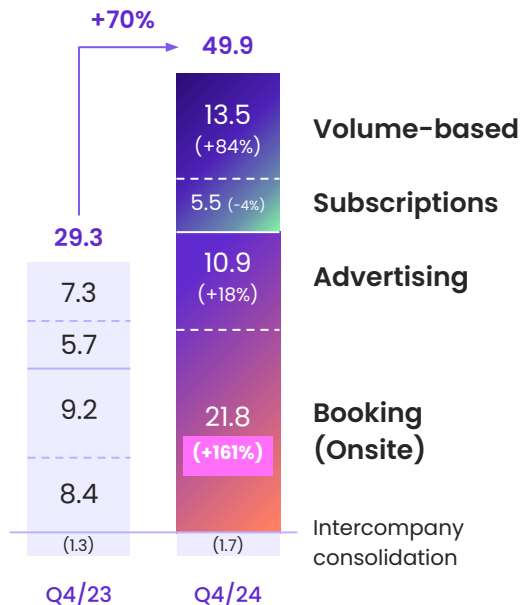


3 Adjusted EBITDA in €M

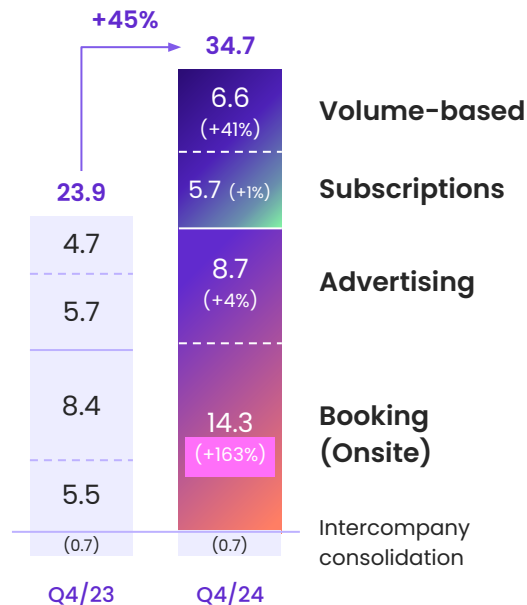


Strong momentum in the Booking (Onsite) business towards the end of the year leading to high backlog

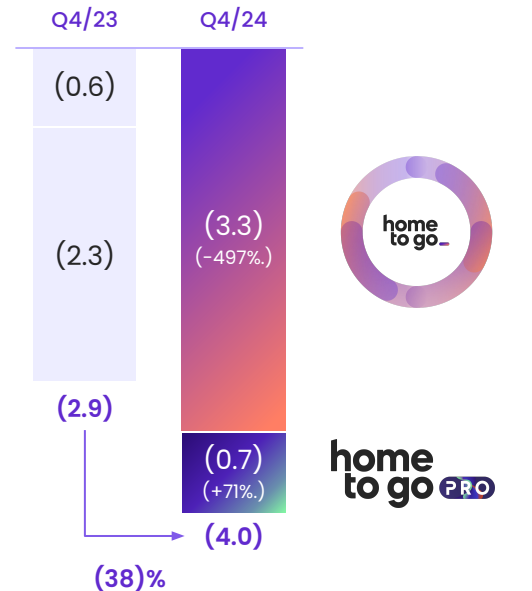
1 Booking Revenues in €M



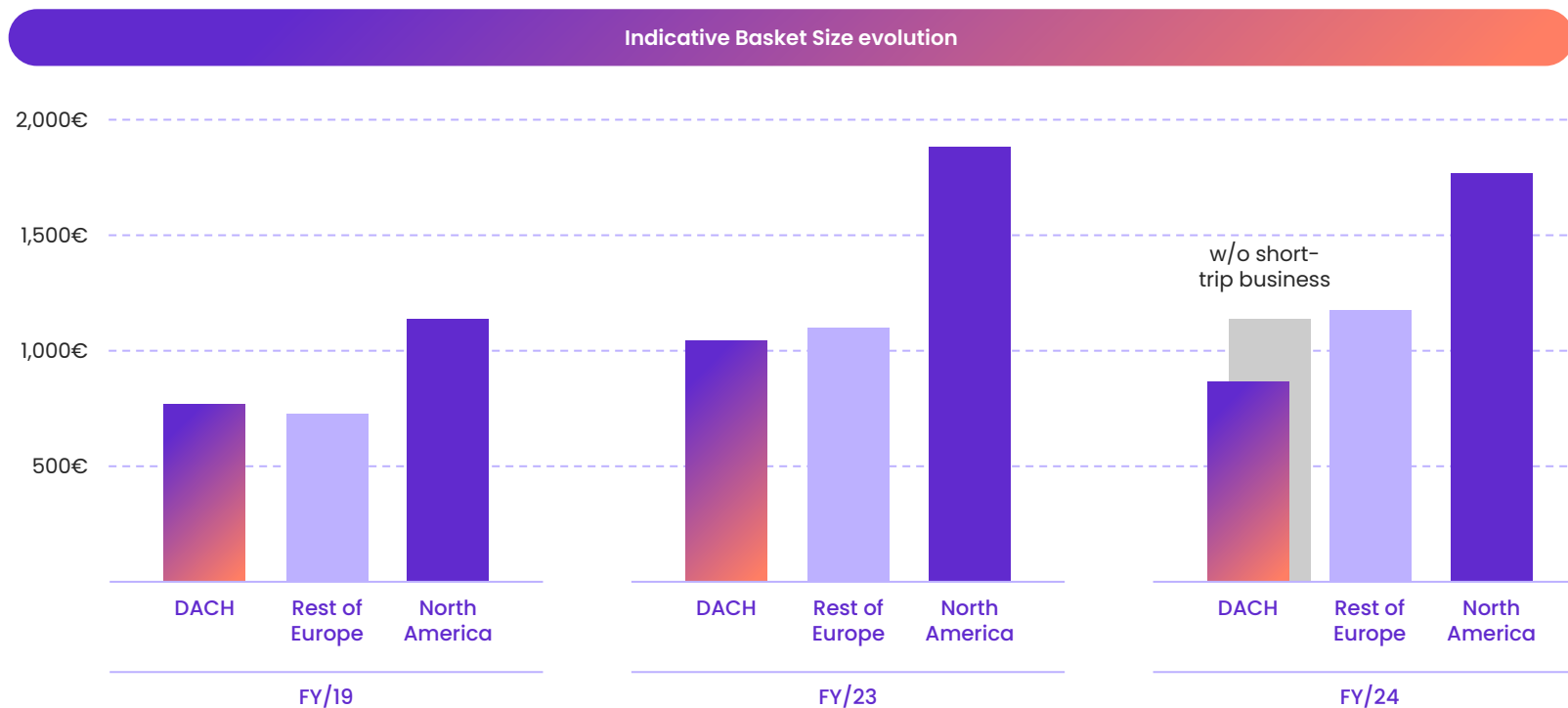
2 IFRS Revenues in €M



3 Adjusted EBITDA in €M



Successful development of short trip business reflected in DACH Basket Size



In 2024, significant progress in profitability as a result of higher marketing efficiency

Costs and margins^{1,2}

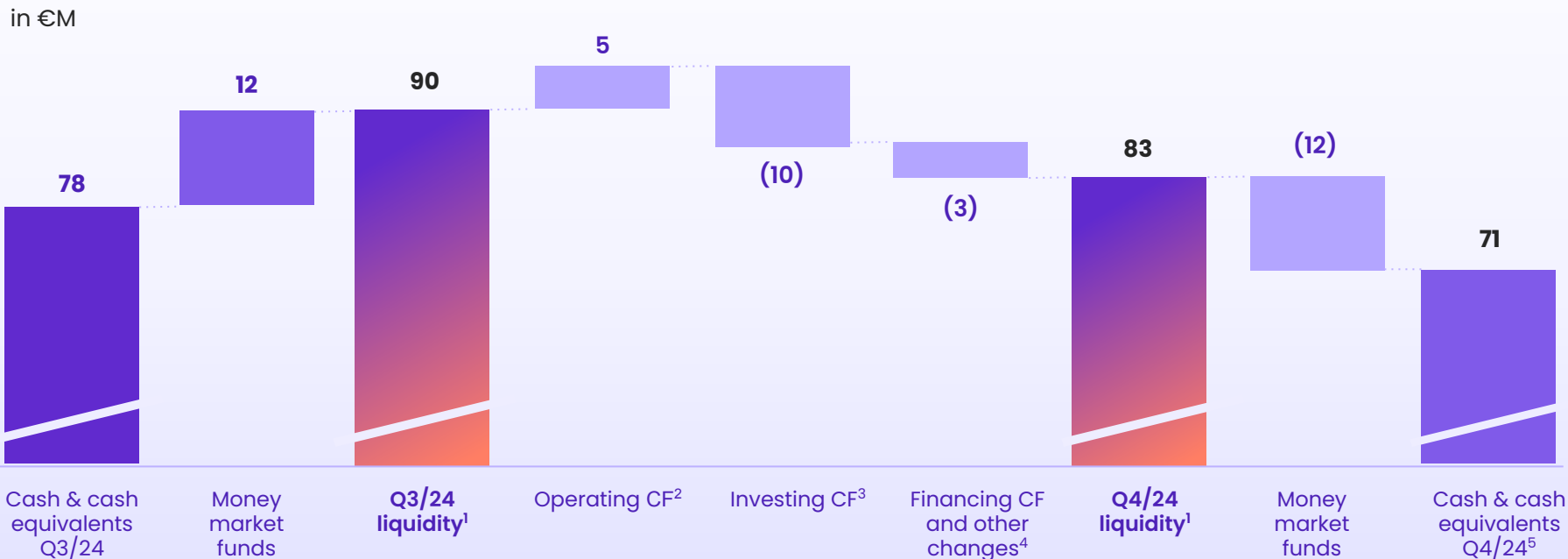
(in % of IFRS Revenues)

	FY			Q4		
	2023	2024	Delta	2023	2024	Delta
Cost of revenues	(2.6)%	(2.2)%	+0.4pp	(5.3)%	(5.4)%	(0.1)pp
Gross profit	97.4%	97.8%	+0.4pp	94.7%	94.6%	(0.1)pp
Marketing & Sales	(66.2)%	(62.2)%	+4.1pp	(56.6)%	(63.4)%	(6.9)pp
Product Development	(18.0)%	(17.1)%	0.9pp	(35.1)%	(25.1)%	+10.0pp
Administrative expenses	(12.4)%	(13.5)%	(1.0)pp	(20.8)%	(20.9)%	(0.1)pp
Other income and expenses	0.4%	1.0%	+0.6pp	5.4%	3.6%	(1.8)pp
Adjusted EBITDA ¹	1.1%	6.0%	+4.9pp	(12.1)%	(11.5)%	+0.6pp

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

² Rounding differences may occur

Slight sequential decrease in cash position due to earnout and purchase price adjustments



¹ Both Q3/24 and Q4/24 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 €11.0M at the end of Q4/24.

² Operating cash flow includes outflows in the amount of €7.3M (Q3/24: cash inflow of €16.6M) for traveler advance payments collected as part of payment services for hosts as well as prepayments worth € 4.4M as of December 31st 2024.

³ Includes cash flows from investments in fixed and intangible assets as well as the cash purchase prices for acquisitions, net of cash acquired.

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

⁵ Q4/24 cash & cash equivalents include cash of €2.4M that is restricted due to statutory requirements.

2025 is the Year of becoming

Europe's leading vacation rental powerhouse



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FY/24 Earnings Call

Appendix

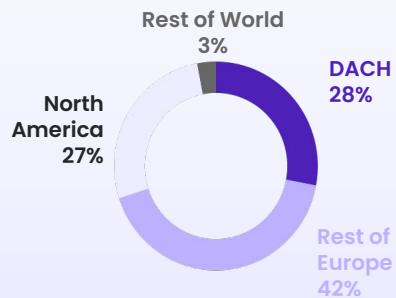


Current analyst recommendations – average price target of EUR 4.40

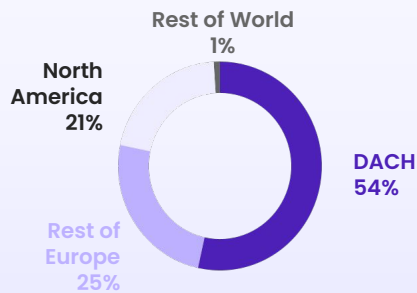
Institution	Analyst	Rating	Price Target
Berenberg	Wolfgang Specht	Buy	EUR 4.50
Cantor Fitzgerald	Bharath Nagaraj	Buy	EUR 5.10
Deutsche Bank	Silvia Cuneo	Buy	EUR 3.50
Hauck Aufhäuser	Christian Salis	Buy	EUR 5.20
Quirin Privatbank	Michael Hannig	Buy	EUR 4.00
Stifel	Benjamin Kohnke	Buy	EUR 4.10

Acquisition-related shift in regional Booking Revenues share

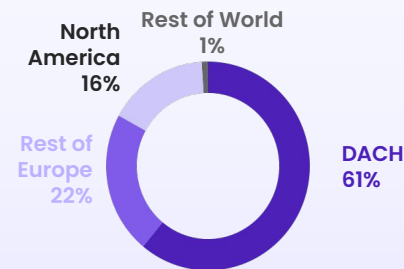
Regional Booking Revenues Share



FY/19



FY/23



FY/24

Statements of Total Comprehensive Income and EBITDA reconciliation

in € thousand	Q4/24	Q4/23	FY/24	FY/23
IFRS Revenues	35,562	23,504	212,278	162,033
Cost of revenues	(7,266)	(2,221)	(13,062)	(9,105)
Gross profit	28,296	21,283	199,215	152,928
Product development and operations	(9,546)	(9,655)	(40,723)	(35,546)
Marketing and sales	(29,184)	(14,519)	(142,121)	(113,392)
General and administrative	(12,788)	(9,049)	(46,285)	(36,344)
Other expenses	(454)	642	(1,284)	(1,050)
Other income	(67)	989	1,506	2,062
Income (loss) from operations	(23,744)	(10,310)	(29,692)	(31,342)
Finance result, net	1,173	1,776	2,278	3,267
Income (loss) before tax	(22,571)	(8,534)	(27,414)	(28,075)
Income taxes	1,633	(1,027)	(665)	(206)
Net income (loss)	(20,938)	(9,561)	(28,080)	(28,281)
Thereof non-controlling interests	1,658	-	2,717	-
Other comprehensive income (loss)	115	(467)	379	(775)
Total comprehensive income (loss)	(20,823)	(10,028)	(27,700)	(29,056)
in € thousand	Q4/24	Q4/23	FY/24	FY/23
Income (loss) from operations	(23,744)	(10,310)	(29,692)	(31,342)
Depreciation and amortization	12,166	2,759	19,896	12,013
EBITDA	(11,577)	(7,551)	(9,796)	(19,329)
Share-based compensation	2,193	2,710	12,013	16,439
One-off items	5,388	1,945	10,604	4,681
Adjusted EBITDA	(3,996)	(2,896)	12,821	1,791
Adj. EBITDA margin	(11.5)%	(12.1)%	6.0%	1.1%

Statements of Financial Position

Assets (in € thousand)	Dec 31, 2024	Dec 31, 2023
Intangible assets	241,522	140,283
Property, plant and equipment	12,377	13,777
Income tax receivables (non-current)	113	108
Other financial assets (non-current)	10,708	5,467
Other assets (non-current)	169	228
Deferred tax assets	200	-
Total non-current assets	265,089	159,862
Trade and other receivables (current)	18,143	13,515
Income tax receivables (current)	4,112	1,767
Other financial assets (current)	16,381	33,567
Other assets (current)	6,251	6,290
Cash and cash equivalents	70,790	108,953
Total current assets	115,677	164,091
Total assets	380,765	323,953
Equity and Liabilities (in € thousand)	Dec 31, 2024	Dec 31, 2023
Subscribed capital	2,441	2,441
Capital reserves	528,002	523,991
Foreign currency translation reserve	(637)	(1,015)
Share-based payments reserve	106,815	96,159
Retained Earnings	(402,250)	(371,456)
Equity attributable to the shareholders of HomeToGo	234,371	250,121
Non-controlling interests	32,852	-
Total Equity	267,223	250,121
Borrowings (non-current)	68	1,730
Other financial liabilities (non-current)	18,926	12,194
Provisions (non-current)	550	539
Other liabilities (non-current)	886	1,016
Income tax liabilities (non-current)	-	106
Deferred tax liabilities	19,477	6,761
Non-current liabilities	39,908	22,346
Borrowings (current)	109	2,783
Trade and other payables (current)	18,107	8,875
Other financial liabilities (current)	26,809	13,550
Provisions (current)	1,340	2,338
Other liabilities (current)	22,474	20,903
Income tax liabilities (current)	4,796	3,037
Current liabilities	73,635	51,486
Total liabilities	113,543	73,833
Total equity and liabilities	380,765	323,953

Statements of Cash Flows

in € thousand	Q4/24	Q4/23	FY/24	FY/23
Income (loss) before tax	(22,571)	(8,534)	(27,414)	(28,075)
Adjustments for:				
Depreciation and amortization	12,166	2,759	19,896	12,013
Non-cash employee benefits expense – share-based payments	2,193	4,258	12,013	17,988
VSOP – Exercise tax settlement charge	-	-	(637)	(384)
VSOP – Cash paid to beneficiaries	-	-	(20)	(55)
Finance result – net	(1,173)	(1,776)	(2,278)	(3,267)
Net exchange differences	87	(309)	(242)	(7)
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	24,632	21,915	(486)	714
(Increase) / Decrease in other financial assets	4,848	472	2,202	57
(Increase) / Decrease in other assets	(4,076)	(4,734)	3,092	(2,513)
Increase / (Decrease) in trade and other payables	(3,467)	(5,695)	7,183	(3,789)
Increase / (Decrease) in other financial liabilities	(6,548)	836	1,115	(3,056)
Increase / (Decrease) in other liabilities	2,610	(388)	(6,440)	718
Increase / (Decrease) in provisions	(1,480)	(303)	(2,462)	697
Cash generated from operations	7,221	8,502	5,522	(8,960)
Interest and other finance cost (paid)/received	76	1,104	773	532
Income taxes (paid) / received	(2,474)	(1,027)	(5,355)	(1,687)
Net cash from operating activities	4,823	8,580	939	(10,115)
Proceeds from / (Payments for) financial assets at fair value through profit and loss	-	20,000	20,000	20,000
Payment for acquisition of subsidiary, net of cash acquired	(6,317)	(193)	(37,573)	114
Sale/(Purchase) of Investments	-	-	(558)	-
Payments for property, plant and equipment	(249)	(42)	(502)	(250)
Payments for intangible assets	(449)	(248)	(1,215)	(425)
Payments for internally generated intangible assets	(3,361)	(2,566)	(8,990)	(6,576)
Proceeds from sale of property, plant and equipment	254	-	257	(2)
Net cash from investing activities	(10,122)	16,951	(28,580)	12,861
Repayments of borrowings	(2,545)	(1,119)	(4,887)	(4,260)
Principal elements of lease payments	(25)	(291)	(1,031)	(1,103)
Proceeds / (Payments) in relation to Share Buyback	(416)	(279)	(4,648)	(279)
Net cash from financing activities	(2,986)	(1,689)	(10,566)	(5,642)
Net increase (decrease) in cash and cash equivalents	(8,285)	23,842	(38,207)	(2,896)
Cash and cash equivalents at the beginning of the period	77,850	85,022	108,953	112,050
Effects of exchange rate changes on cash and cash equivalents	1,225	89	45	(202)
Cash and cash equivalents at the end of the period	70,790	108,953	70,790	108,953

Free Cash Flow bridge

in €M, rounded	Q4/24	Q4/23	FY/24	FY/23
Adjusted EBITDA	(4.0)	(2.9)	12.8	1.8
Share-based compensation	(2.2)	(2.7)	(12.0)	(16.4)
One-off items	(5.4)	(1.9)	(10.6)	(4.7)
EBITDA	(11.6)	(7.6)	(9.8)	(19.3)
Depreciation and amortization	(12.2)	(2.8)	(19.9)	(12.0)
Income (loss) from operations	(23.7)	(10.3)	(29.7)	(31.3)
Finance result, net	1.2	1.8	2.3	3.3
Income (loss) before income Tax	(22.6)	(8.5)	(27.4)	(28.1)
Effects from other non-cash items				
Depreciation and amortization	12.2	2.8	19.9	12.0
Non-cash employee benefits expense - share-based payments	2.2	4.3	12.0	18.0
VSOP - Exercise tax settlement charge	-	-	(0.6)	(0.4)
VSOP - Cash paid to beneficiaries	-	-	<(0.1)	(0.1)
Finance result - net	(1.2)	(1.8)	(2.3)	(3.3)
Net exchange differences	0.1	(0.3)	(0.2)	<(0.1)
Change in operating assets and liabilities				
(Increase) / Decrease in trade and other receivables	24.6	21.9	(0.5)	0.7
(Increase) / Decrease in other financial assets	4.8	0.5	2.2	0.1
(Increase) / Decrease in other assets	(4.1)	(4.7)	3.1	(2.5)
Increase / (Decrease) in trade and other payables	(3.5)	(5.7)	7.2	(3.8)
Increase / (Decrease) in other financial liabilities	(6.5)	0.8	1.1	(3.1)
Increase / (Decrease) in other liabilities	2.6	(0.4)	(6.4)	0.7
Increase / (Decrease) in provisions	(1.5)	(0.3)	(2.5)	0.7
Cash generated from operations	7.2	8.5	5.5	(9.0)
Interest and Income taxes	(2.4)	0.1	(4.6)	(1.2)
Net cash from operating activities	4.8	8.6	0.9	(10.1)
./. Net interest result	(0.1)	(1.1)	(0.8)	(0.5)
./. Capital Expenditures	(3.8)	(2.8)	(10.4)	(7.3)
thereof payments for PPE	-	-	(0.2)	(0.3)
thereof payments for internally generated intangible assets	(3.8)	(2.8)	(10.2)	(7.0)
Free Cash Flow	0.9	4.6	(10.3)	(17.9)

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

in €M	Q4			FY		
	2023	2024	Delta	2023	2024	Delta
Marketplace GBV	190	301	58%	1,430	1,726	21%
t/o GBV from Booking (Onsite)	85	174	103%	626	913	46%
x Booking (Onsite) Take Rate (in %)	9.8%	12.5%	+2.8pp	11.2%	12.7%	+1.5pp
= Booking Revenues Booking (Onsite)	8	22	161%	70	116	66%
+ Booking Revenues Advertising	9	11	18%	70	74	5%
+ Booking Revenues HomeToGo_PRO	13	19	46%	58	79	36%
Total Booking Revenues¹	29	50	70%	190	260	37%
- Cancellations	(3)	(6)	(124)%	(27)	(38)	(41)%
- Booking with check-in in different reporting period	(3)	(9)	(237)%	(1)	(10)	(705)%
Total IFRS Revenues	24	35	45%	162	212	48%

Comparative presentation of FY/24 results in previous reporting scheme

in €M

	FY		
	2023	2024	Delta
Gross Booking Value	1,683.7	2,135.5	26.8%
CPA Take Rate	11.8%	13.3%	+1.5pp
Booking Revenues	190.1	259.7	35.6%
CPA Onsite	81.2	127.3	52.8%
CPA Offsite	48.0	50.3	3.9%
CPC + CPL	21.9	23.4	8.2%
Subscriptions & Services	39.0	58.6	50.0%
Booking Revenues Onsite share	45%	49%	+6pp

	FY		
	2023	2024	Delta
IFRS Revenues	162.0	212.3	30.8%
CPA Onsite	67.8	99.0	46.0%
CPA Offsite	37.2	38.9	4.5%
CPC + CPL	21.9	23.4	6.8%
Subscriptions & Services	35.1	50.9	45.0%

Comparative presentation of Q4/24 results in previous reporting scheme

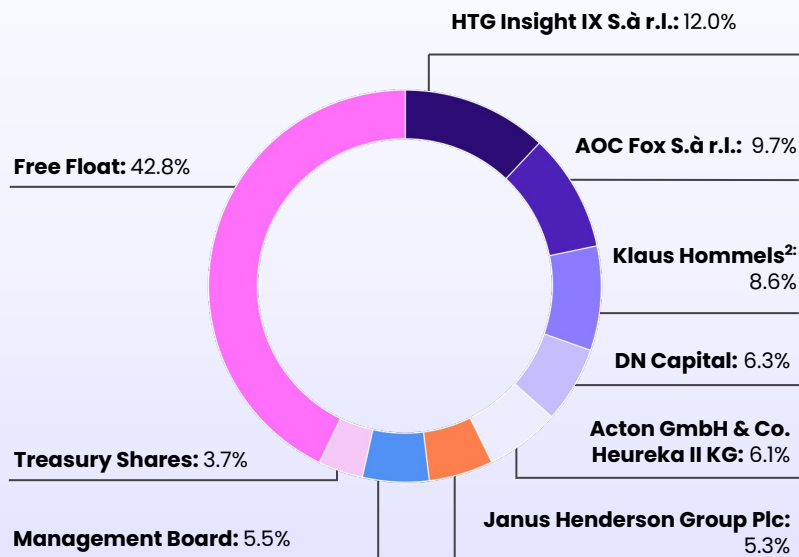
in €M

	Q4		
	2023	2024	Delta
Gross Booking Value	238.3	401.1	68.3%
CPA Take Rate	11.8%	13.3%	+1.5pp
Booking Revenues	29.3	49.9	70.4%
CPA Onsite	10.4	25.1	141.2%
CPA Offsite	6.8	7.3	7.3%
CPC + CPL	2.4	3.3	37.5%
Subscriptions & Services	9.6	13.9	44.8%
Booking Revenues Onsite share	35%	50%	+6pp

	Q4		
	2023	2024	Delta
IFRS Revenues	23.5	35.6	47.7%
CPA Onsite	6.8	19.0	178.0%
CPA Offsite	6.1	5.3	(13.0%)
CPC + CPL	2.5	3.5	40.0%
Subscriptions & Services	8.1	7.7	(4.9%)

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 **173,641,858**
(169,058,525 Class A Shares and 4,583,333 Class B Shares)

Total Number of Issued Shares **180,263,982**
(175,680,649 Class A Shares and 4,583,333 Class B Shares)

Issued Share Capital **€ 3,461,068.45**

Upcoming events in 2025 – Join us!

Date	Event
May 16, 2025	Q1 2025 Financial Results and Earnings Call
May 16, 2025	Hauck Aufhäuser Stock Picker Summit, Hamburg
May 22, 2025	Roadshow, Germany
May 27, 2025	Annual General Meeting

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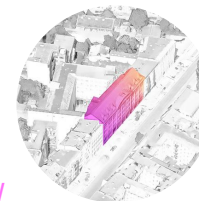
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Glossary

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.