

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

This Presentation contains unaudited financial information for HomeToGo, which may be subject to change.

home
to go_

February 2022

SUMMER 2021

Make your vacation legendary

Q Baltic Sea



📅 Sat., 6/5



📅 Sat., 6/12



👤 Guests



Search



The world's largest selection of vacation rentals.⁽¹⁾

Q Baltic Sea



Sat., 6/5

Sat., 6/12



Guests



Search

Your past searches



Ostsee
Sat., 3/6 - Sat., 3/13 • 2 Gäste

Your recently viewed offers



Similar offers you might be interested in



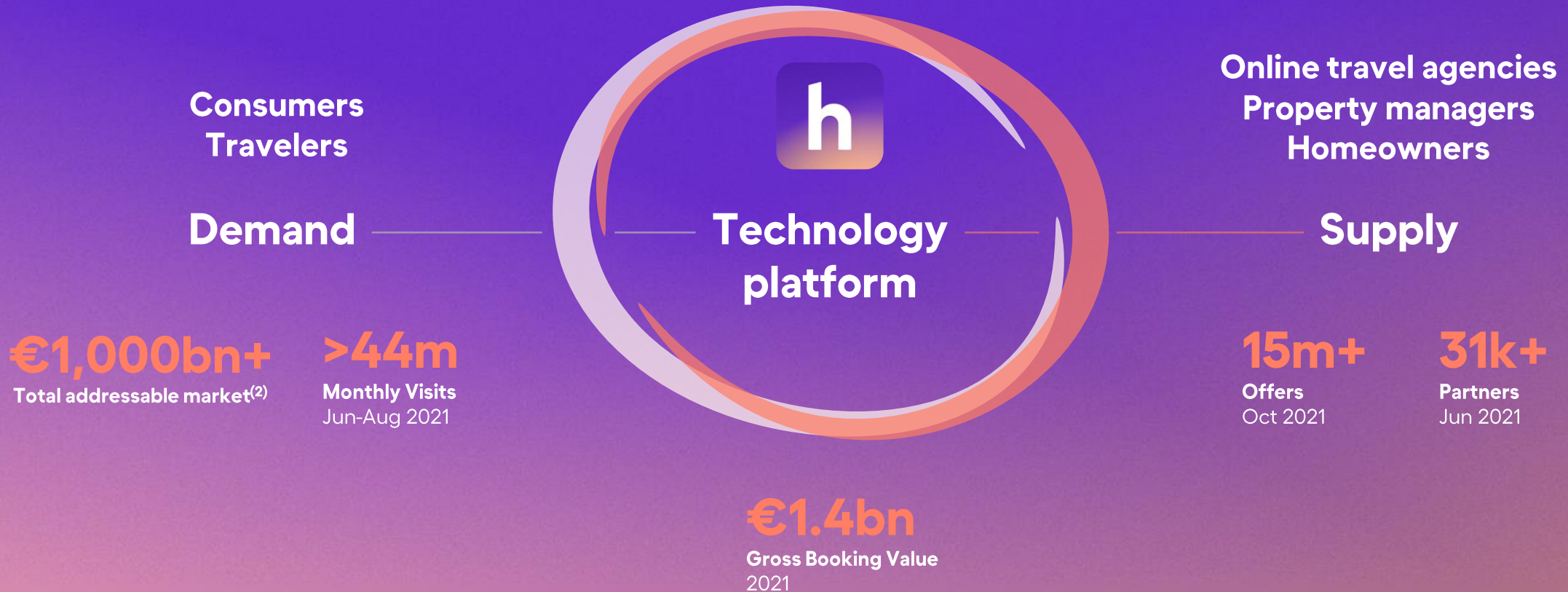
Your past searches

⁽¹⁾ Relating to the total number of aggregated alternative accommodation Offers



**making incredible homes
easily accessible to everyone**

World's #1 Marketplace for alternative accommodation⁽¹⁾, removing friction for Supply & Demand through Technology



(1) Relating to the total number of aggregated alternative accommodation Offers

An accomplished team with deep travel sector expertise and a unique culture

Management Board



Wolfgang Heigl
Founder & CSO

Steffen Schneider
CFO

Dr. Patrick Andrae
Founder & CEO

Valentin Gruber
COO



UNIQUE CULTURE



4.4 ★★★★★

home24

4.4 ★★★★★



(1) Headcount HomeToGo Group incl. dedicated teams of tech service provider NFQ, please refer to the Glossary for more details

Senior Management and Company

400+
employees

c.50% in product and technology⁽¹⁾



Audrys Kazukauskas
Technology & Engineering



Anke Fiedler
Consumer Products



Carolin Christ
SaaS Products



Mahendra Roopa
Search & Machine Learning



Dr. Thomas Krauße
Performance Marketing



Dominik Schwarz
Inbound & SEO



Dr. Benedikt von Wissel
M&A, Legal



Charlotte Hartmann
Partnerships

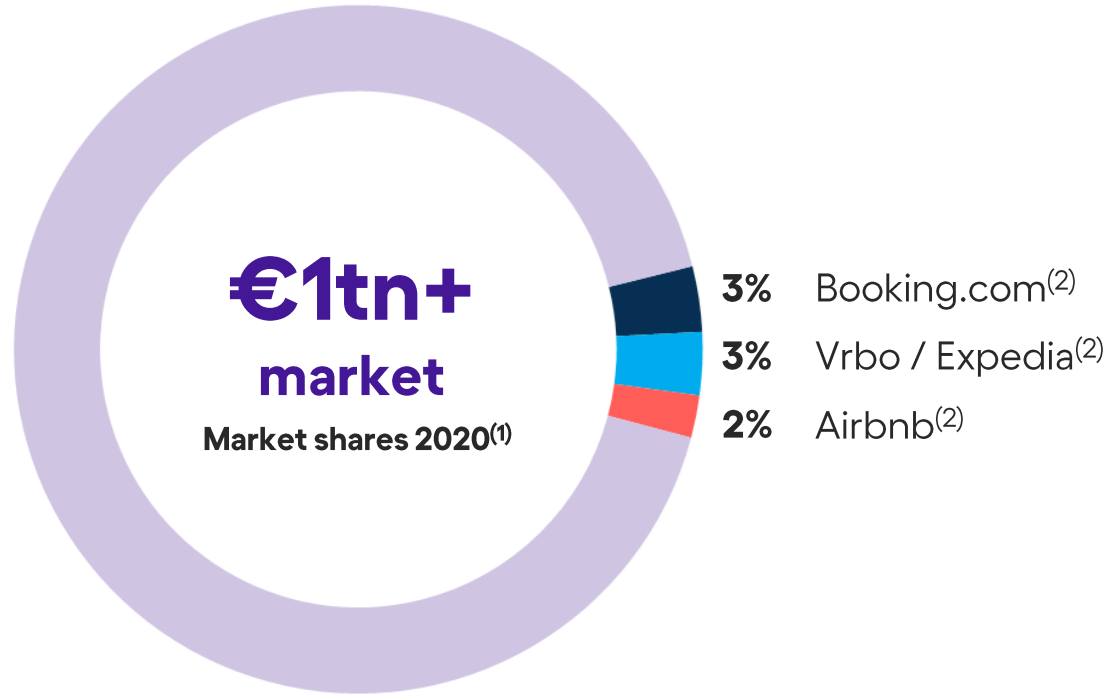


Key investment highlights

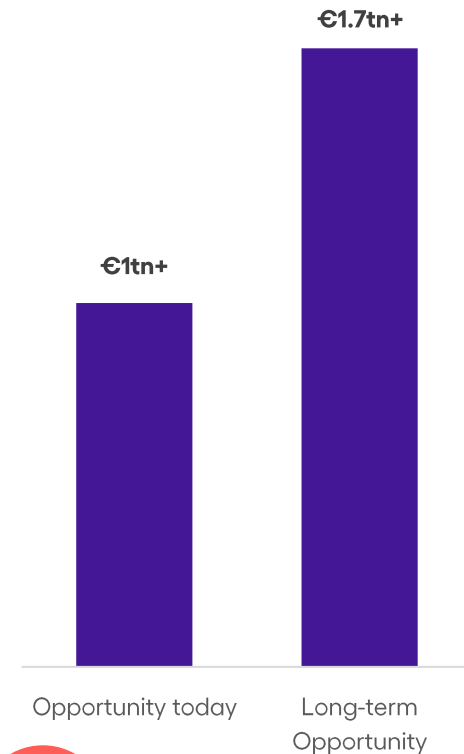
- 1 Market:** Huge, highly fragmented, non-transparent market that is underserved and growing
- 2 Brand & Marketing:** Powerful and growing brand complemented by proven marketing playbook
- 3 Supply:** Largest and most comprehensive supply of alternative accommodations fueled by direct and modular technology solutions for supply Partners at every stage
- 4 Data Driven Technology:** Superior onsite booking experience underpinned by data driven technology platform
- 5 SaaS Solutions:** Modular SaaS solutions for Partners, facilitating everyone in the alternative accommodation ecosystem to be more successful
- 6 Robust Financials:** Resilient model with attractive financial profile: growth at scale, strong unit economics, and long runways for future growth

The market for accommodation is highly fragmented – even the large online travel agencies (OTAs) cover only a fraction of it

92% Others



Global stays in accommodation⁽³⁾



⁽¹⁾ Source: Broker Research; ⁽²⁾ Based on Gross Booking Value for the financial year 2020; ⁽³⁾ Source: Broker Research; Long term estimated market size as of 2030





a new zeitgeist



Alternative accommodation – a structural trend only further accelerated by Covid-19

Safety is a new dealbreaker

Own home wins over crowded hotel

Boom in (sustainable) domestic travel

as countries encourage citizens to holiday at home – the home turf of vacation rentals

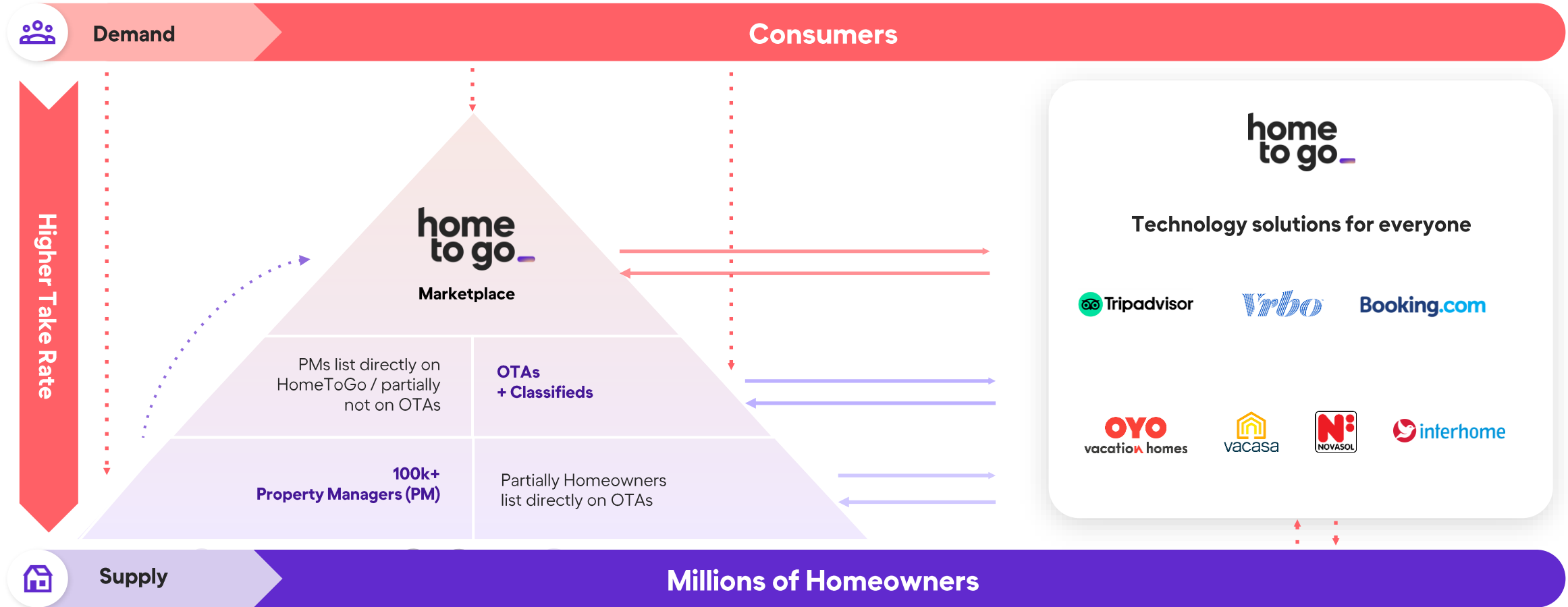
“Workation”

Home office can be anywhere

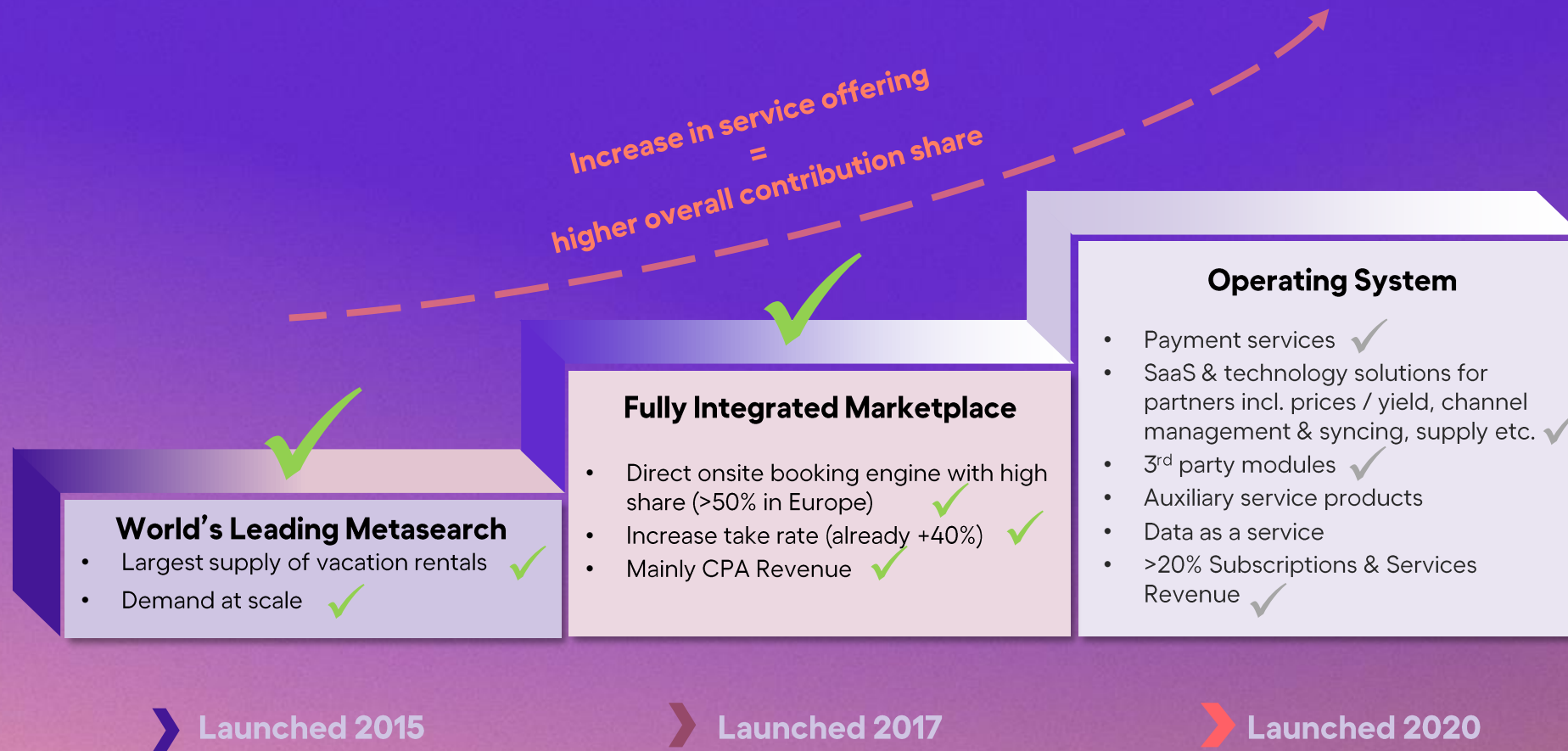
“Consumer demand for alternative accommodations”, Fogel said, “that doesn’t go back.”

Glenn Fogel, CEO Booking.com, [Skift](#), March 2021

How the market is organized



HomeToGo is enabling the market with technology by building its operating system



M&A strategy supports quick roll-out: acquire synergistic businesses in line with our strategy which we can integrate in our tech-stack, generating synergy effects as part of our flywheel

We continue to solve the key pain points of the market



Solving for Consumers

Overview & easy comparison
 most comprehensive inventory⁽¹⁾ in one place

Trust
 book safely and quickly

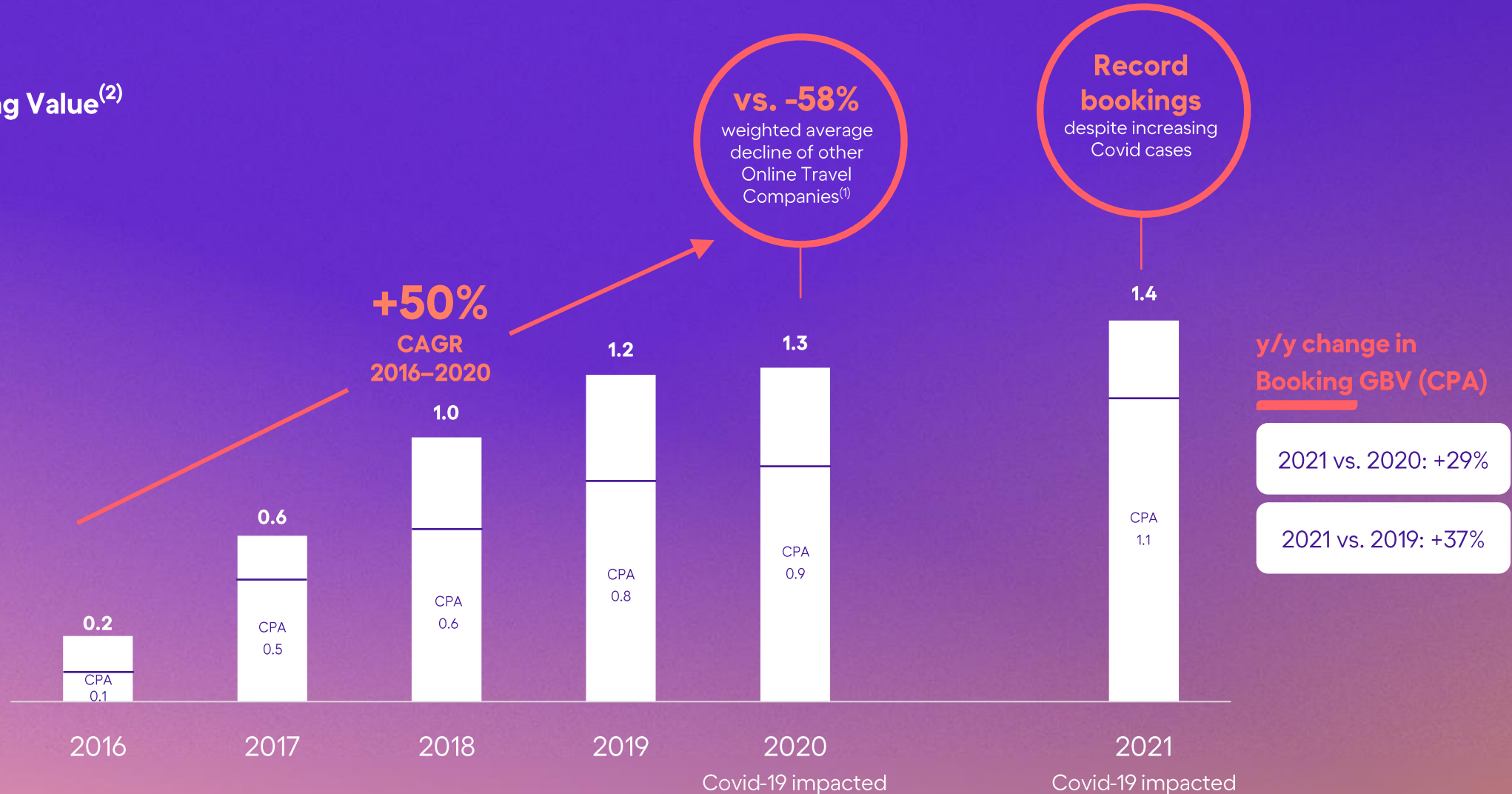
Solving for Suppliers

Qualified demand
 largely on commission for confirmed bookings

Supply, technology & data
 get quality supply leads
 enhance, manage & utilize supply better
 get data insights, e.g. for pricing

We are growing non-stop, even throughout Covid-19

Gross Booking Value⁽²⁾
€ billions



(1) Weighted average Gross Booking Value growth of online travel companies Airbnb (CY 2020), Booking Holdings (CY 2020), MakeMyTrip (FY ended March 2021), Trainline (FY ended February 2021), Trip.com (CY2020) and Expedia (CY 2020); CNYUSD exchange rate of 6.3812 and GBPUUSD exchange rate of 0.7059 as of 1st June 2020
 (2) Gross Booking Value split by GBV from Bookings (CPA; incl. Onsite and Offsite) and estimated GBV for CPC and other

Consumers trust us...

home
to go_
.com

68

Net Promoter
Score⁽¹⁾

For HomeToGo US onsite bookers
as of May 2021

Customer reviews⁽²⁾

4.7



REVIEWS.io

App store ratings⁽³⁾



4.8



4.1



“They provided a service which I was
unable to obtain elsewhere on the Internet.”

“I looked at Vrbo, Airbnb, booking.com,
TripAdvisor etc. I got the best deal in the keys! I
saved 70%. Absolutely unheard of!
I’m excited to spend my savings locally.
So glad I found this site. I will forever find my
vacation rentals here.”

★ Trustpilot



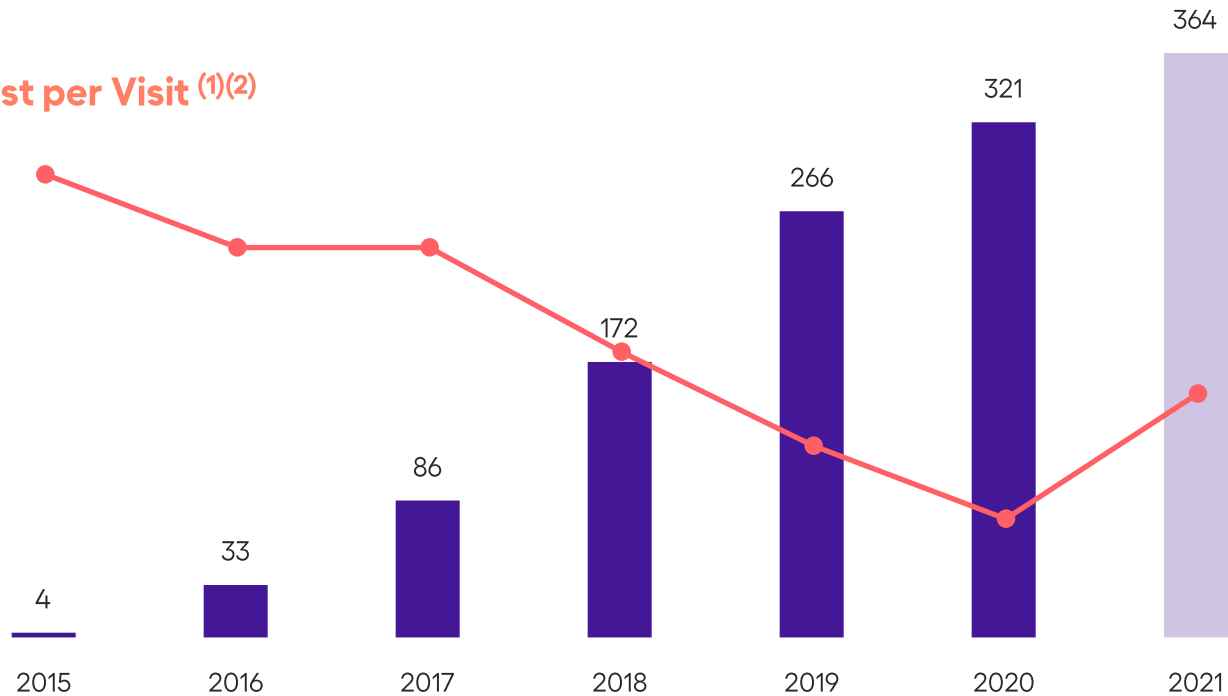
...which leads to increasing demand while decreasing cost

HomeToGo Visits⁽¹⁾
millions

>80x
Traffic increase
2015-2020

-73%
CPV reduction
2015-2020

Cost per Visit ⁽¹⁾⁽²⁾



Success factors

Excellent team with very strong digital Marketing experience

Extensive automation of all Marketing activities

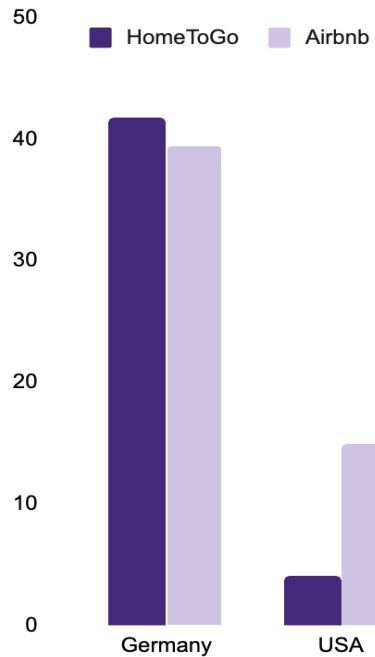
Consequent ROI based steering of all Marketing channels

(1) Data includes all Visits for HomeToGo excl. Agriturismo and Escapada Rural
(2) Cost per Visit based on Ad spend excl. TV marketing spend

Success in building a strong SEO profile has been one of the major drivers behind our increase of Brand & Organic...

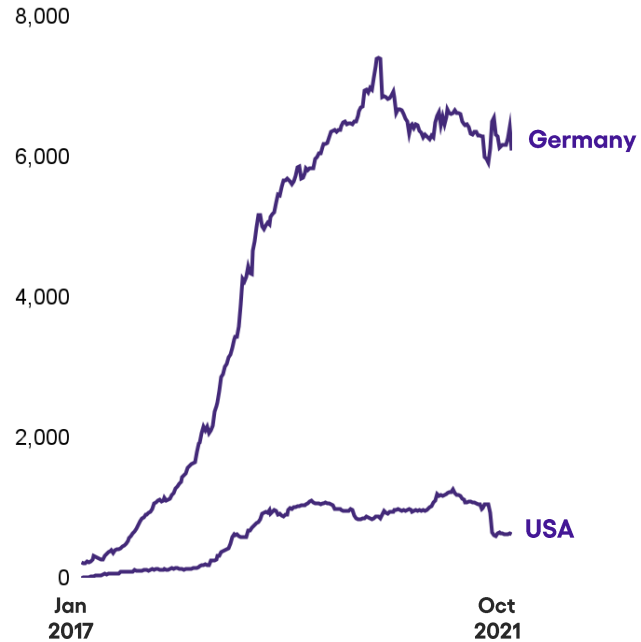
SEO visibility score

By Sistrix as of October 2021



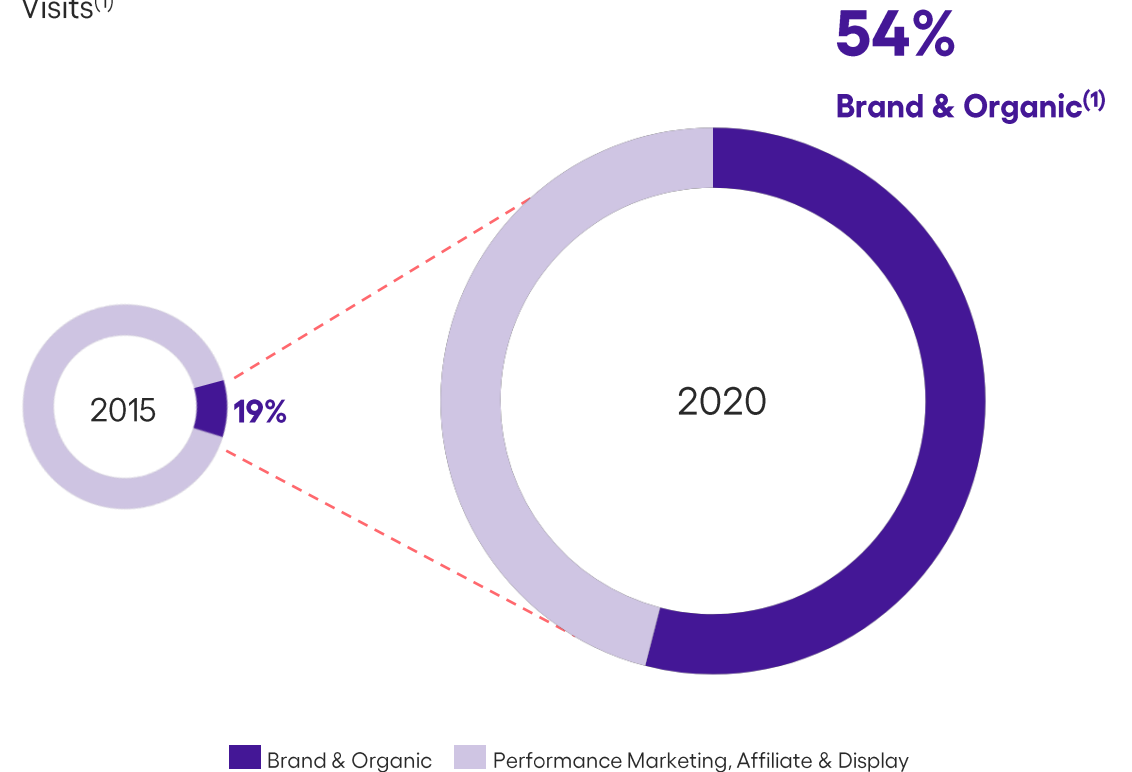
Number of page #1 keyword rankings

By Sistrix as of October 2021



Visibility

Visits⁽¹⁾



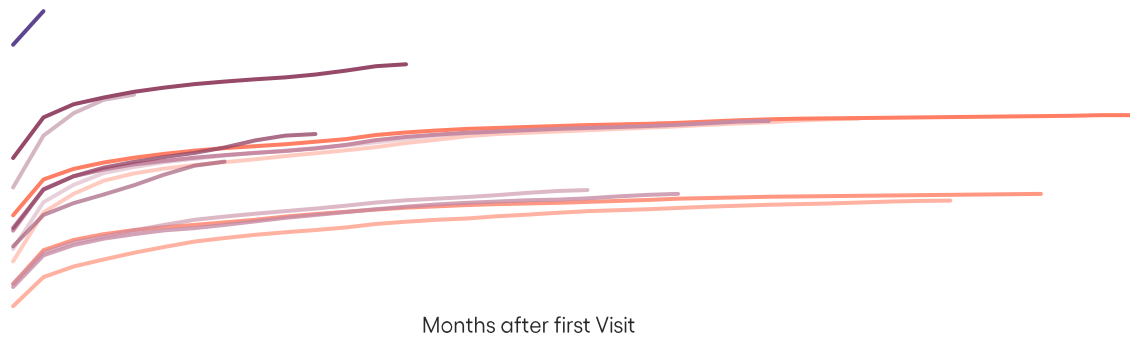
⁽¹⁾ Visits for HomeToGo, inter-company traffic included in Brand & Organic

...and leads to increasing customer lifetime values

Users who first booked offsite⁽¹⁾

Consumer lifetime value (CLV) per user⁽³⁾ by cohort

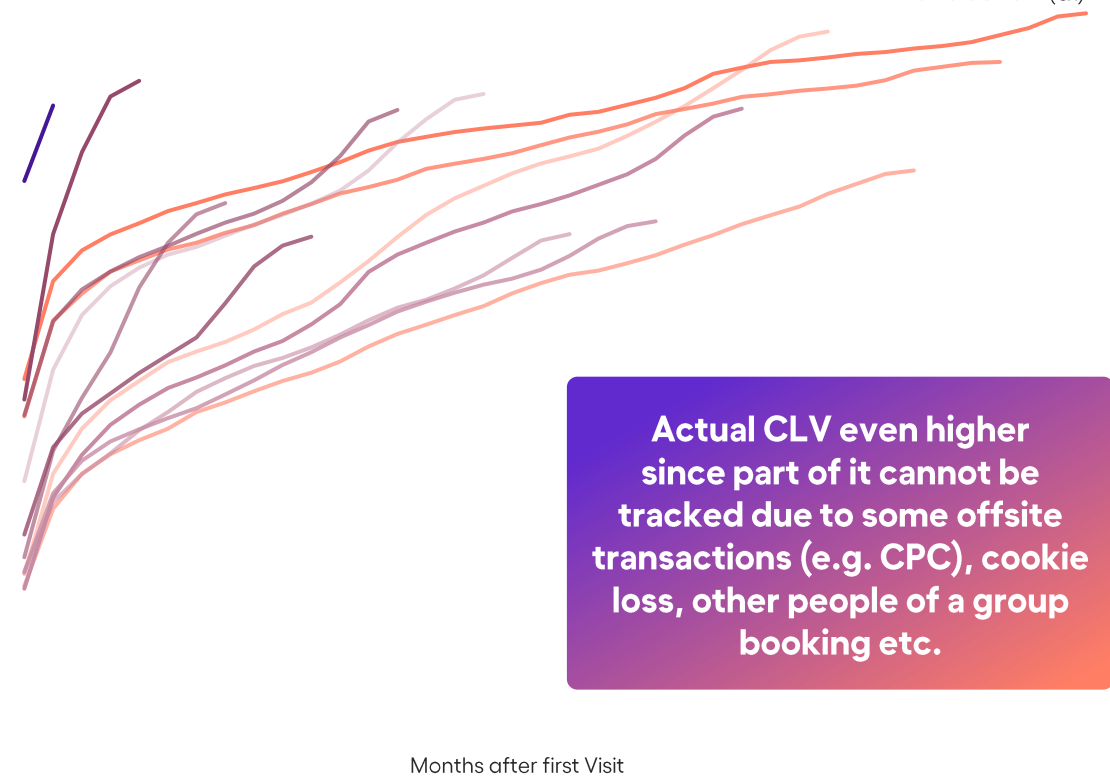
- 2017 cohort (Q1-Q4)
- 2018 cohort (Q1-Q4)
- 2019 cohort (Q1-Q4)
- 2020 cohort (Q1)



Users who first booked onsite⁽²⁾

Consumer lifetime value (CLV) per user⁽³⁾ by cohort

- 2017 cohort (Q1-Q4)
- 2018 cohort (Q1-Q4)
- 2019 cohort (Q1-Q4)
- 2020 cohort (Q1)



Actual CLV even higher since part of it cannot be tracked due to some offsite transactions (e.g. CPC), cookie loss, other people of a group booking etc.

(1) Cohorts are defined as the set of users with first Visit in given quarter of the cohort with at least one lifetime booking and where the first lifetime booking was done offsite, data excluding Escapada Rural and Ferries

(2) Cohorts are defined as the set of users with first Visit in given quarter of the cohort with at least one lifetime booking and where the first lifetime booking was done onsite, data excluding Escapada Rural and Ferries

(3) CLV defines all kind of revenues (before cancellations) of users in the cohort since the first Visit on a per user level; sessions on multiple devices are stitched as soon as a known user is identified, e.g. via login or email click

HomeToGo provides the best solution for every supplier type

Online Travel Agencies (OTA)



Providing higher quality traffic for the OTAs than traditional sources, thereby converting bookings more effectively



Incentives are aligned as most of OTAs only pay a commission for confirmed bookings (**win - win**)



Provides additional supply and data for OTAs as HomeToGo offers SaaS tools for supply partners to list on multiple OTA sites with better synced and up-to-date data



Property Managers



Access to domestic and international travelers beyond own marketing and retention activities

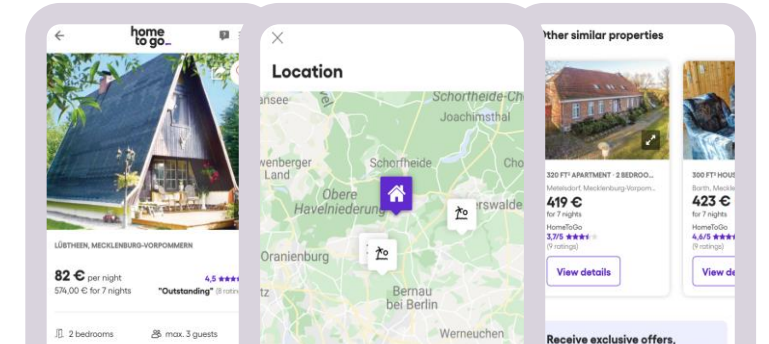


Benefit from features and infrastructure such as payment, image beautification or customer service teams



Further diversification of distribution decreases risk and dependability

Homeowners



Create one listing that automatically becomes live on multiple rental platforms **saving time and increasing the chance of filling vacancies**



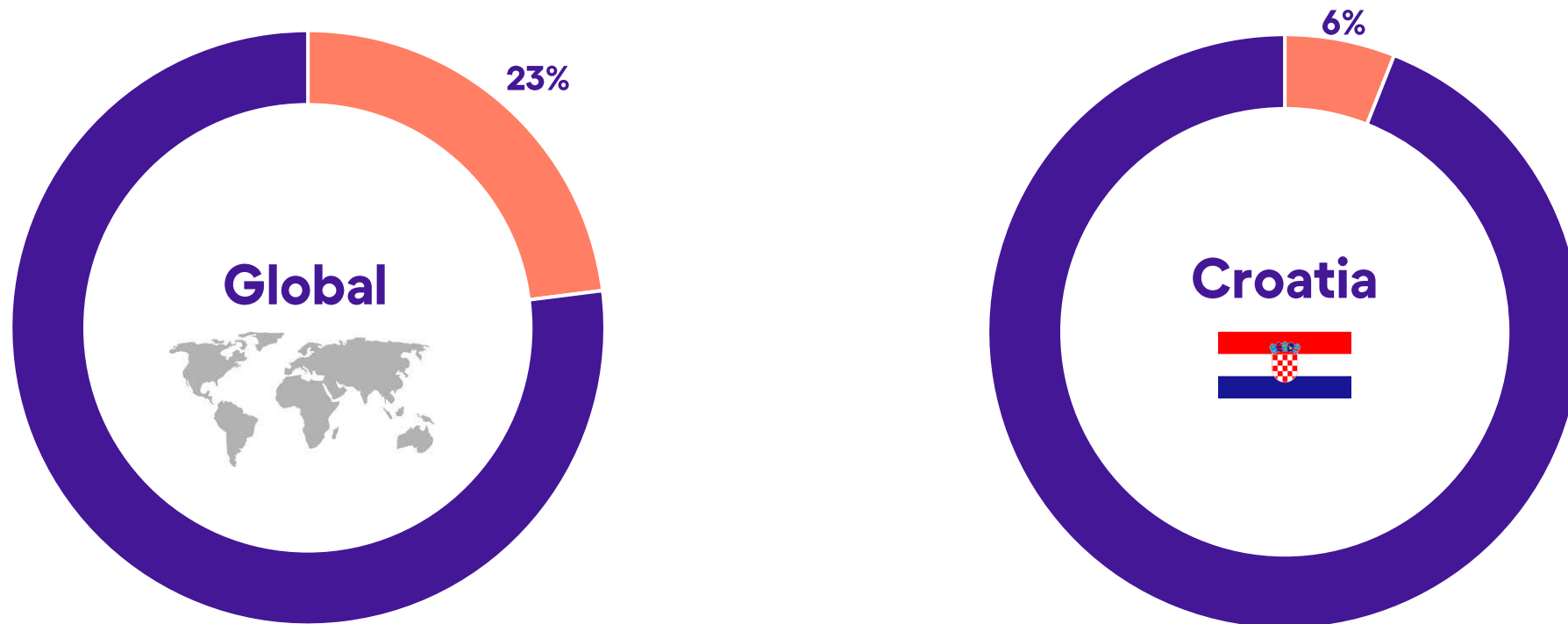
Option for instant booking that will update availabilities across the different rental platforms



Data and Market insights like dynamic pricing in the future

Well distributed sources of vacation rentals lead to low uniqueness at large partners

Share of unique inventory of our three largest Partners⁽¹⁾

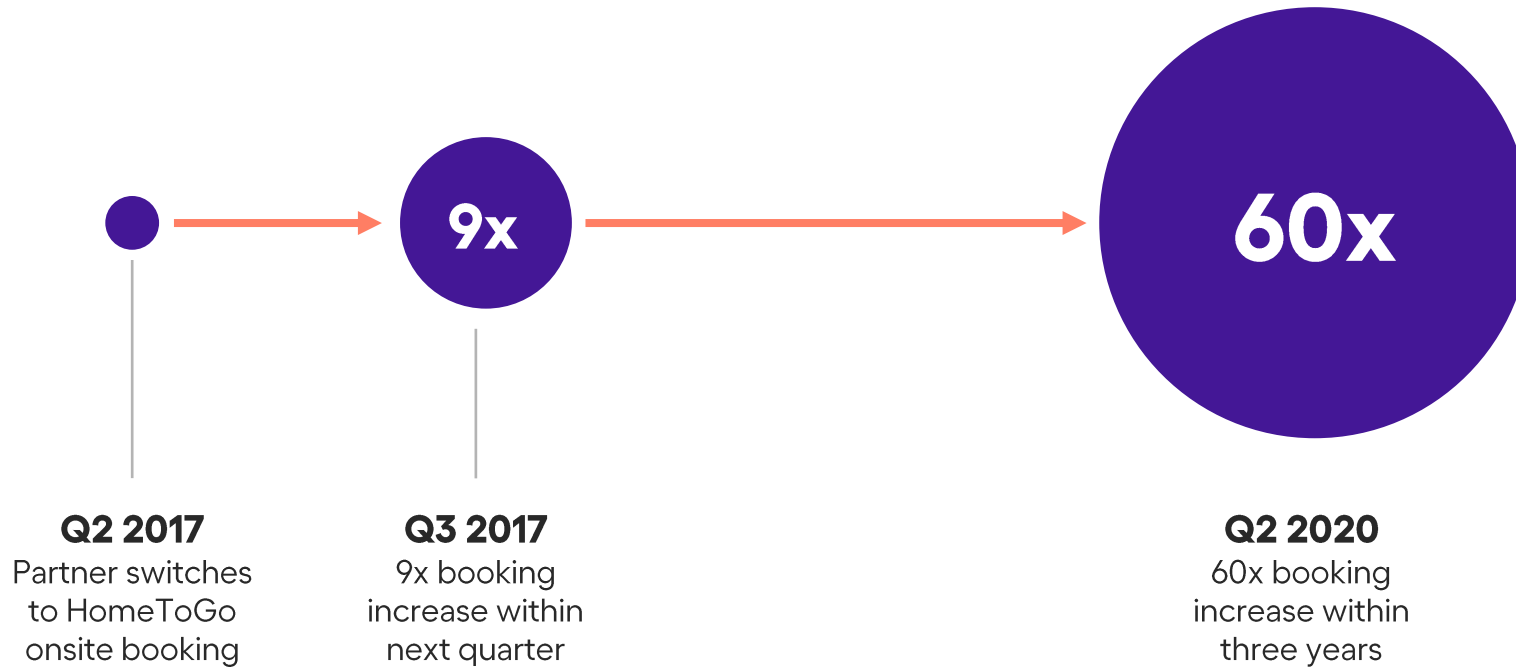


⁽¹⁾ This view of unique inventory considers the inventory of our largest three aggregators as coming from a single grouped entity and looks weighted by impressions at the uniqueness of their grouped inventory.

We can make a difference for 90+% of our Partners

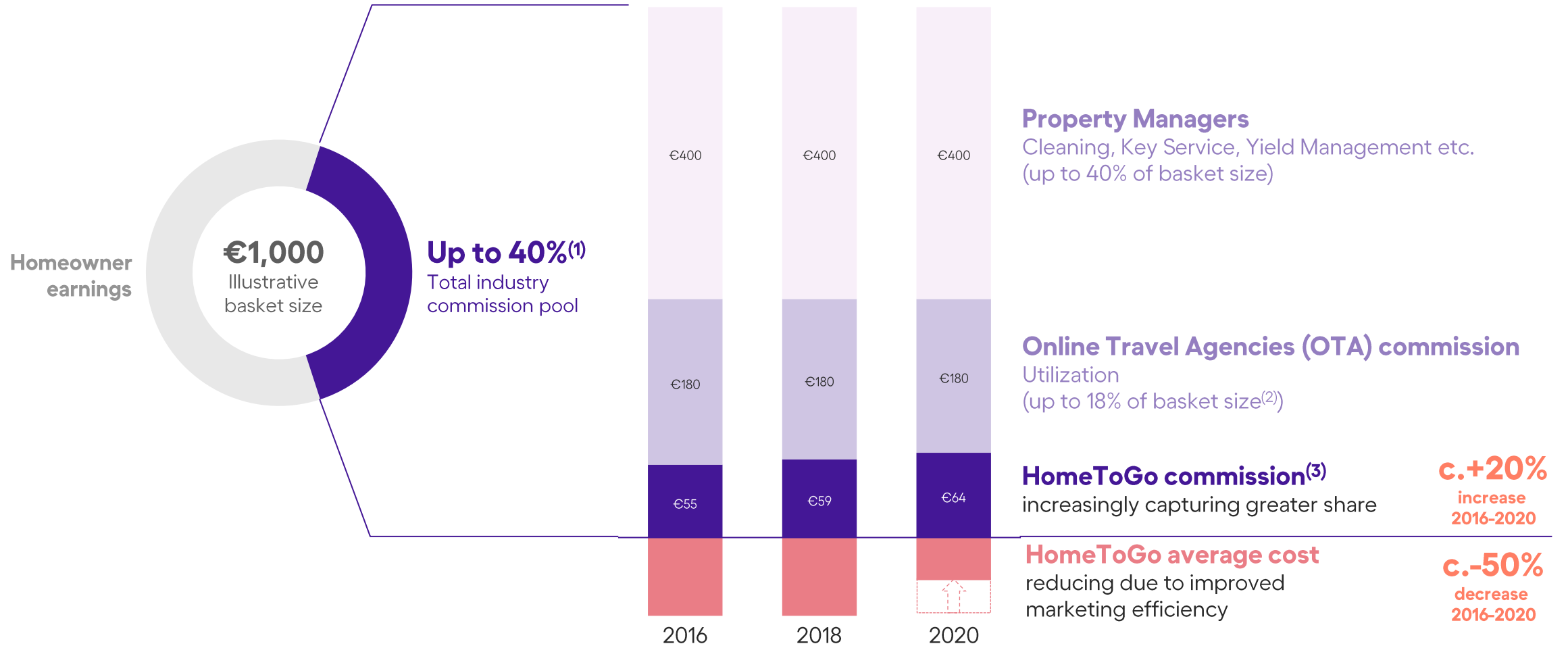
A case study

Number of bookings received by Partner⁽¹⁾



Partners have seen an uplift of bookings of up to 60x after switching

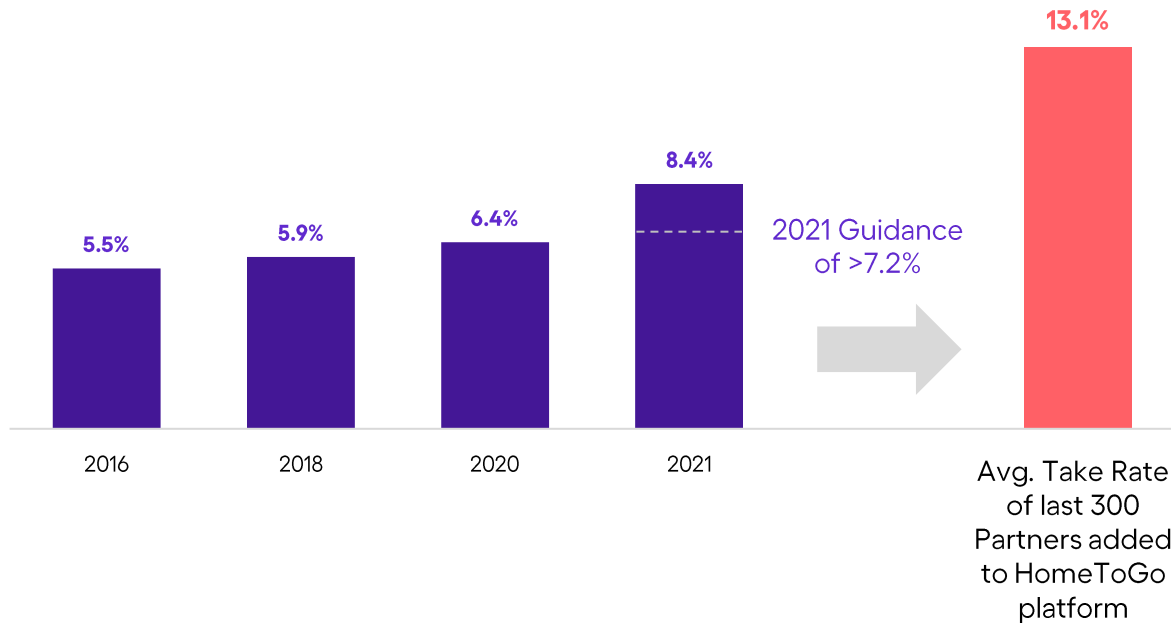
What supply Partners earn in the market and what we earn per booking



(1) Broader industry commission pool estimated
 (2) Online Travel Agencies based on filings of public listed online travel companies
 (3) HomeToGo commission on actual Take Rate based on Booking Revenue, Take Rate is defined as Booking Revenue (excl. Hotels) divided by Gross Booking Value excluding Ferries, Escapada Rural & Smoobu

Constantly growing the Take Rate, esp. through new partnerships

Avg. Take Rate per year
%



Partners see the value in HomeToGo and distribute at competitive commission rates

Overall Take Rate Guidance

- 2021: >7.2%
- 2022: 7.7%
- 2023: 8.6%

Technology sits at the core of our business



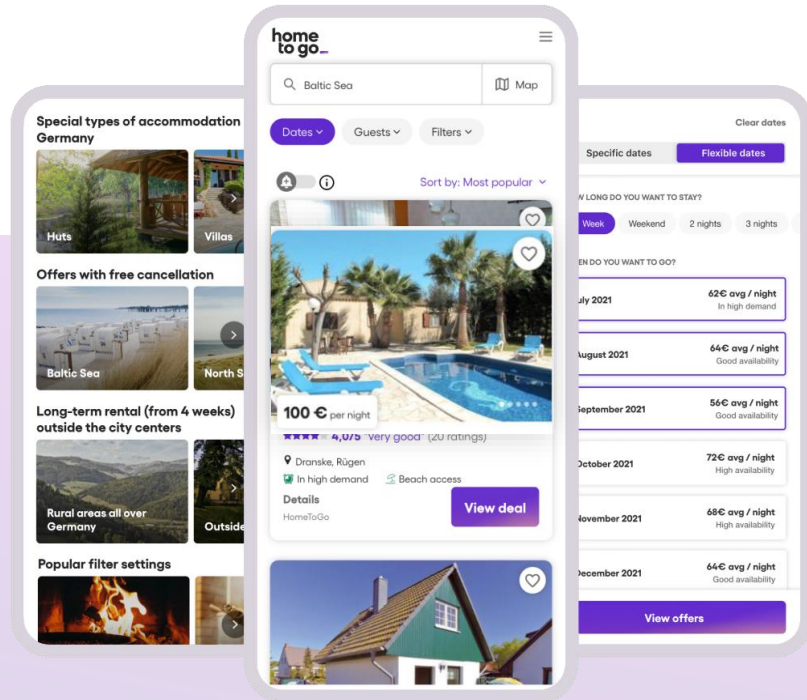
State-of-the-art consumer platform

Modular SaaS solutions for Partners
supporting everyone in the alt. accommodation
ecosystem to be more successful

Our superior consumer experience offers choice, transparency, highly relevant content and trust & safety when booking

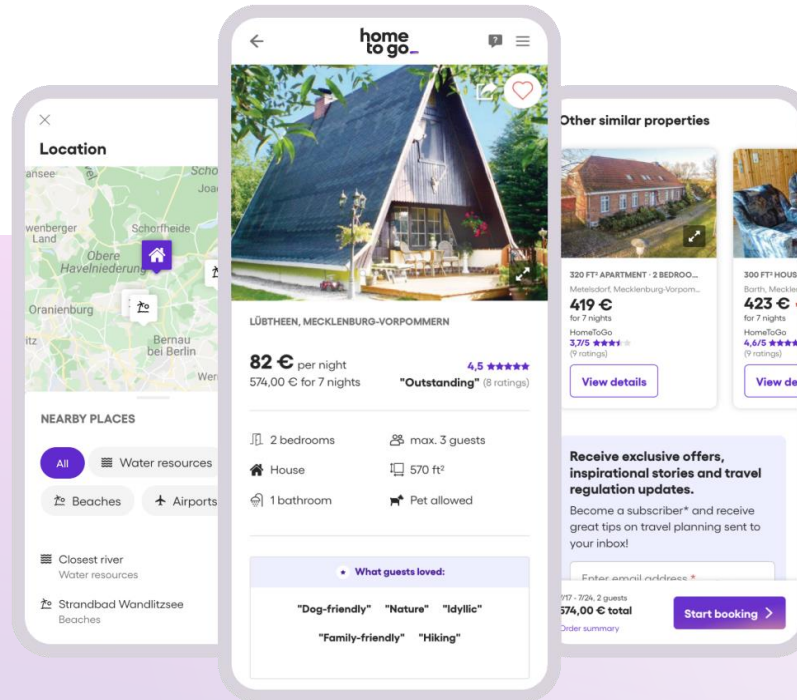
Broad choice

combined with smart tools like flexible search



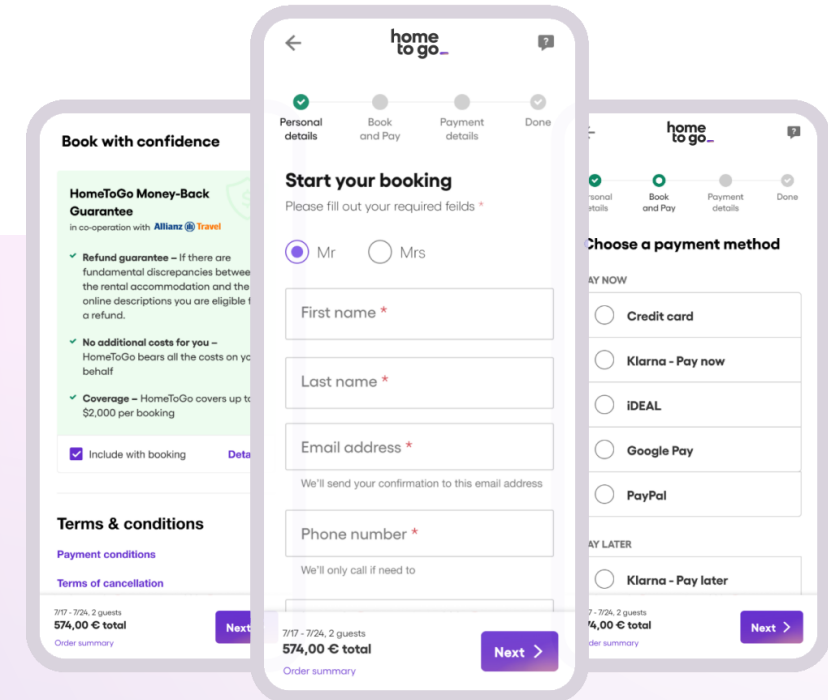
Smart and personalized

by data and machine learning



Trusted checkout & payments

generating more bookings for Partners



We leverage deep inventory knowledge to optimize inventory both for partners and customers

Proprietary AI-based images enhancement

- Image recognition
- Deduplication
- Image enhancement
- Image selection

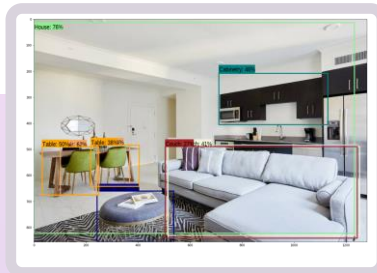


IMAGE RECOGNITION



DEDUPLICATION

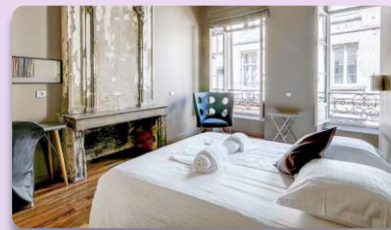
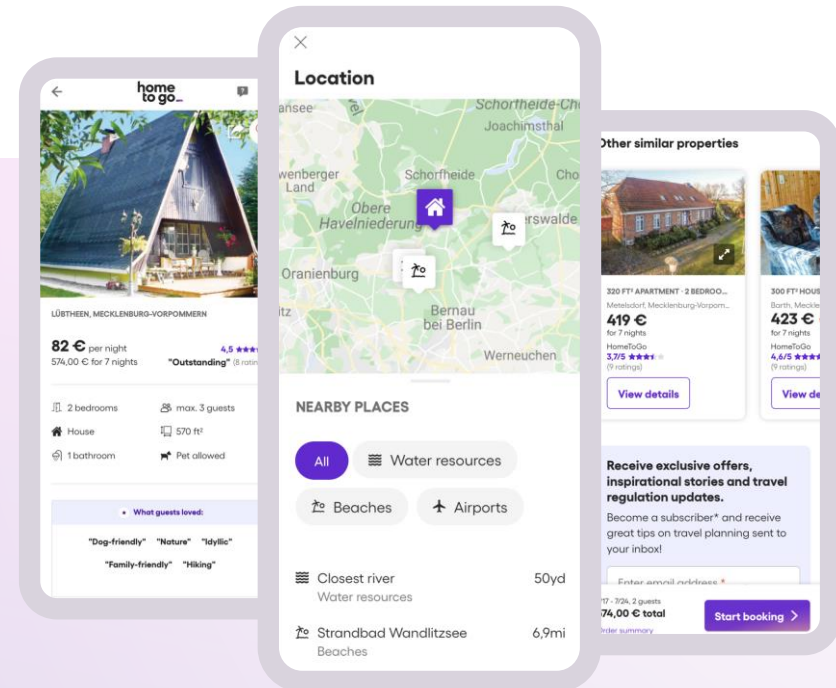


IMAGE ENHANCEMENT



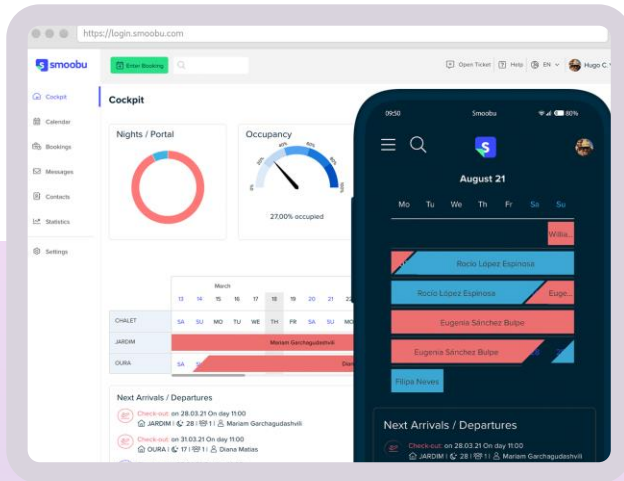
Analyze, correct and enrich supplied data

- Natural language processing (NLP) based content checks
- Auto-add meta-data like nearby Points of Interest, e.g. Airports
- Demand forecasting & trend prediction for yield management

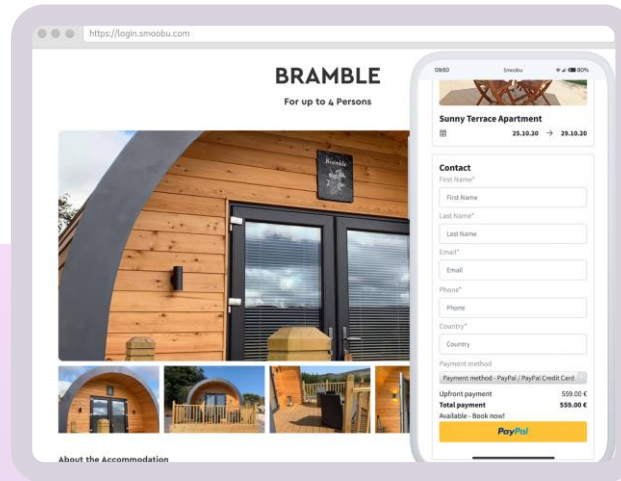


A shopify-like convenient all-in-one SaaS solution to connect homeowners more easily to our Partners – enabling the whole supply side to be more successful

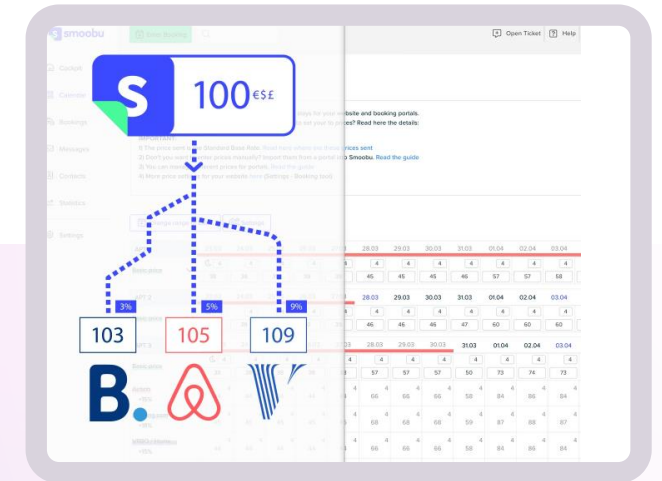
Overview via central cockpit
incl. guest communication



Click-and-Build own
website easily



Synchronise data
like prices & availabilities



Leveraging external services via open API
as well as the direct connection to HomeToGo's data intelligence
to improve inventory attractiveness, yield management etc.



★★★★★ 4.6/5

Highly rated by users

Fueling the scalable flywheel with network effects by building the tech enabler for the whole alternative accommodation ecosystem



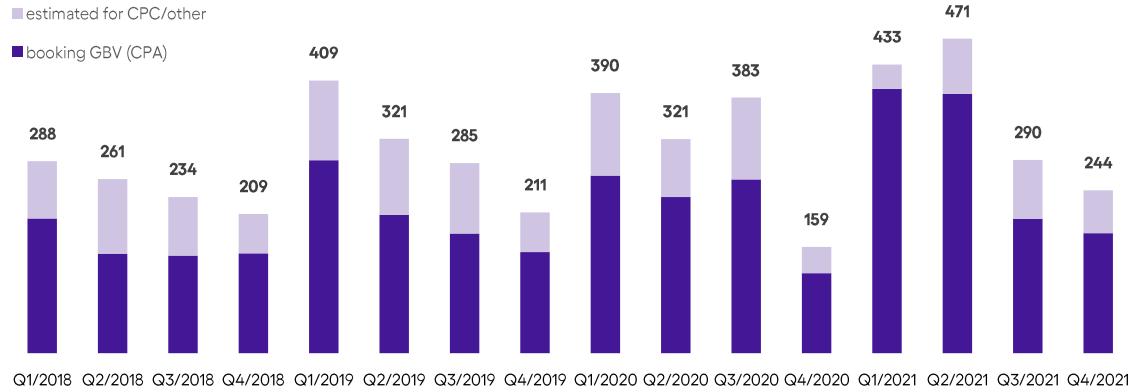
Financials

Preliminary Record FY2021 IFRS Revenue of € 95m (+44% vs. FY 2020)

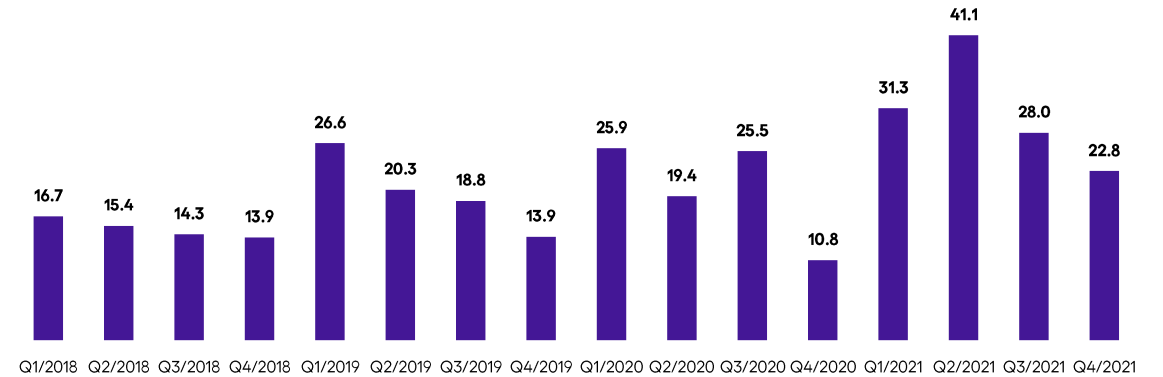
- 1 Booking Revenues:** Highest-ever Booking Revenues for both Q4/21 with €23 million (+111% vs. Q4/20) and FY/21 with €123 million
- 2 Onsite Booking Revenue:** Record onsite Booking Revenue in both Q4/21 (+244% vs. Q4/20) and FY/21 (+112% vs. FY/20); Booking Revenue share accelerates to 40% in FY/21
- 3 Take Rate:** Take Rate increases to 8.4% in FY/21 due to higher onsite share
- 4 Subscriptions & Services:** Revenues up significantly in Q4/21 to €2.6m (+56% vs. Q4/20) and FY/21 to €8.8m (+38% vs. FY/20)
- 5 IFRS Revenue:** Preliminary Q4/21 more than doubling year-on-year to € 21m (+150% vs Q4/20), FY2021 Revenue of € 95m (+44% vs. FY 2020)

Financial Summary

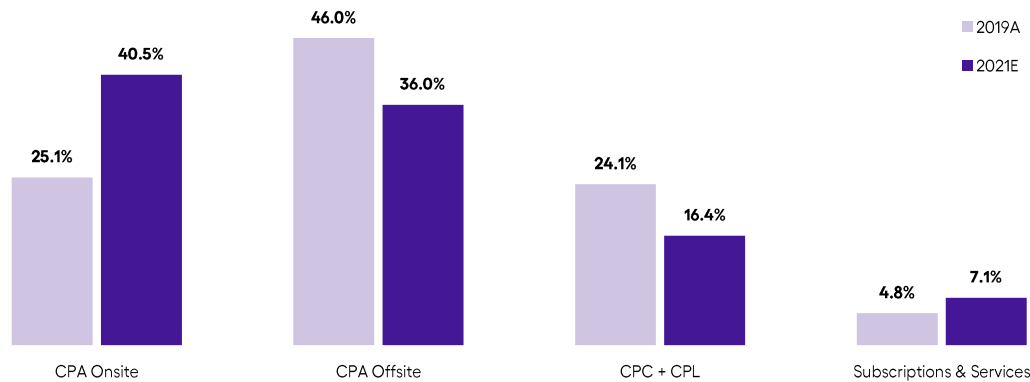
Gross Booking Value (€ million): steady progress, with COVID impacts



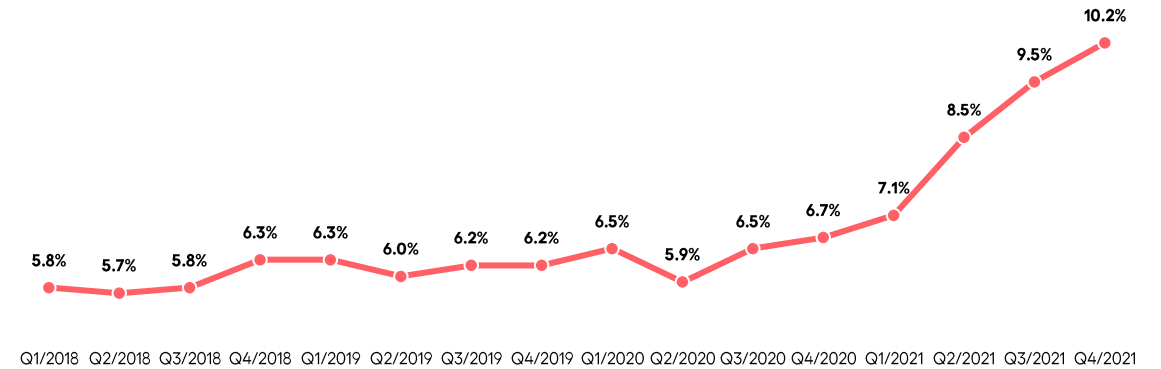
Booking Revenue⁽¹⁾ (€ million): rapid growth despite COVID



Revenue Mix (%): mix shift to onsite bookings (% of Booking Revenue)



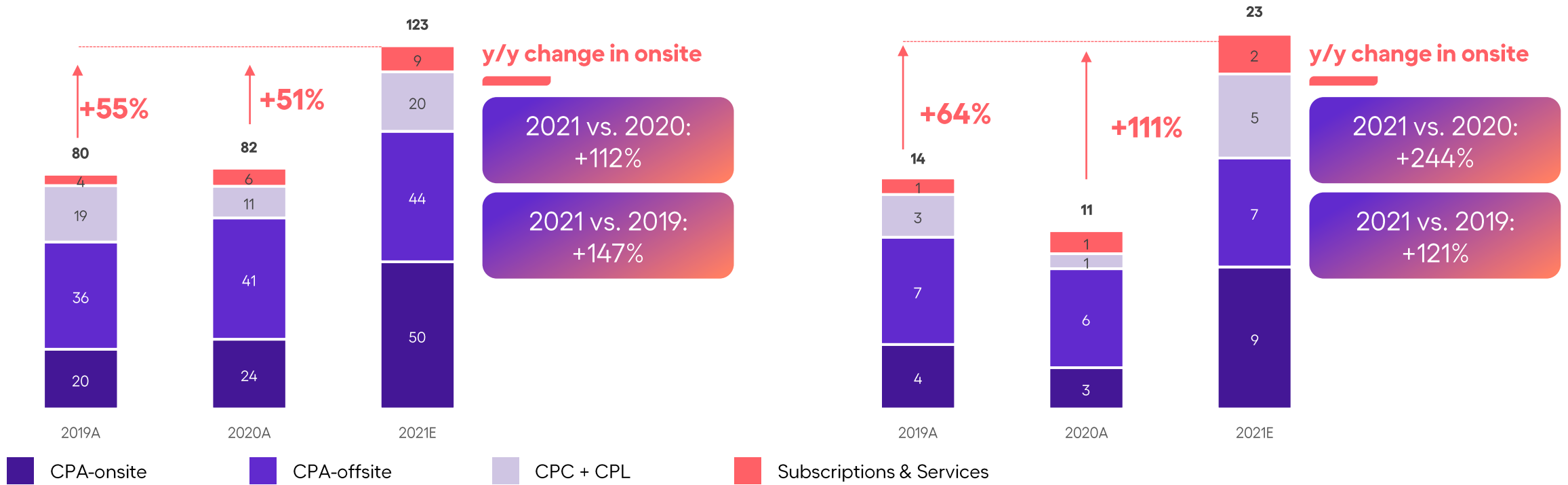
Take Rate⁽²⁾ (%): improving on better mix



Record Booking Revenue⁽¹⁾ driven by steep increase of share of onsite transactions and Subscriptions & Services

2021 Performance € million

4th Quarter Performance € million

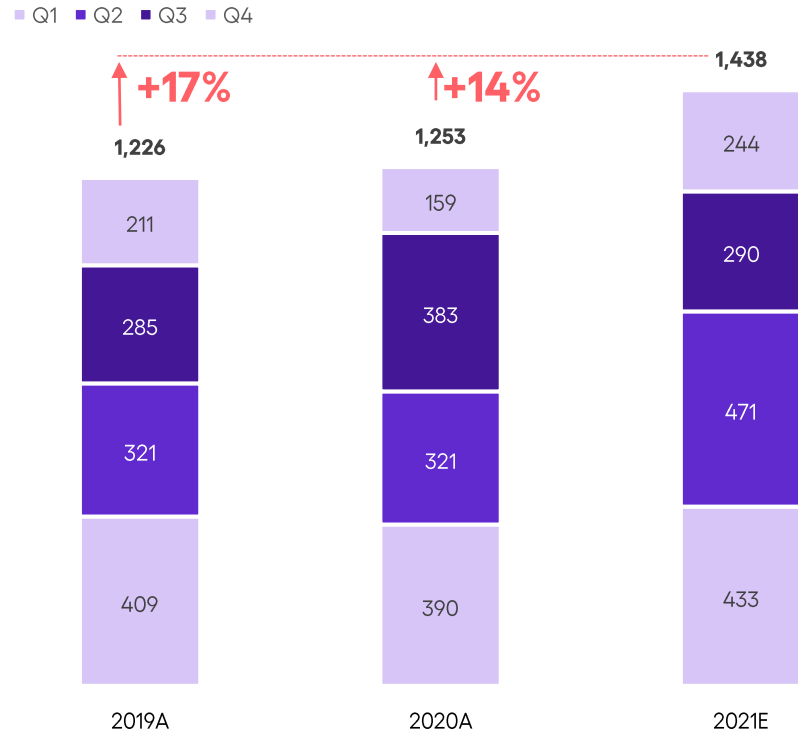


⁽¹⁾ Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation

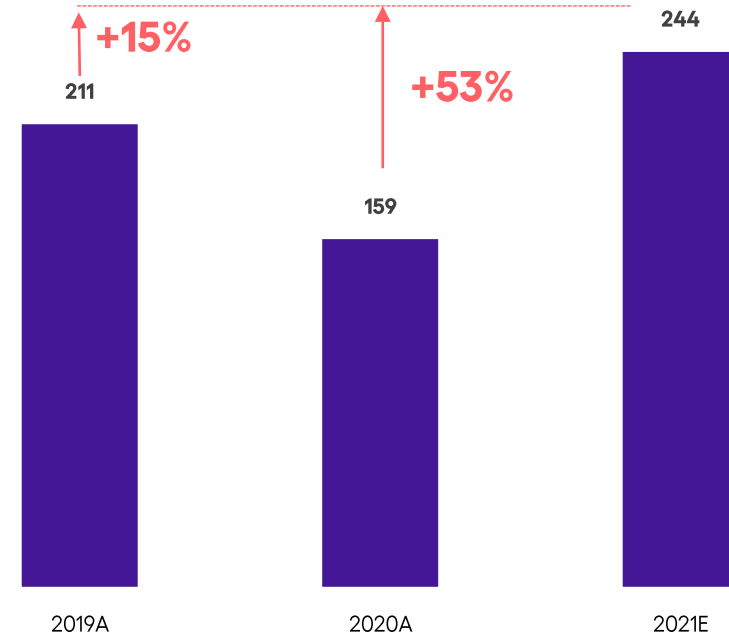
Record Gross Booking Value in 2021

Strongest Q4 Gross Booking Value in the history of HomeToGo influenced by strong onsite business; besides increasing Covid cases worldwide

2021 performance € million

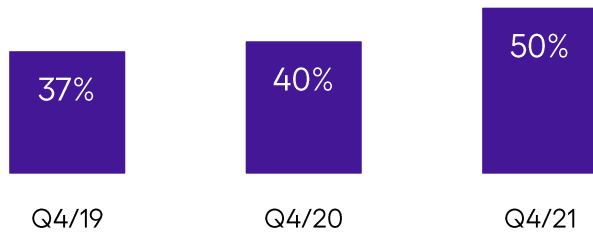
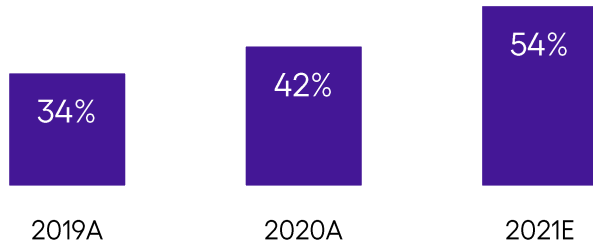


4th Quarter performance € million

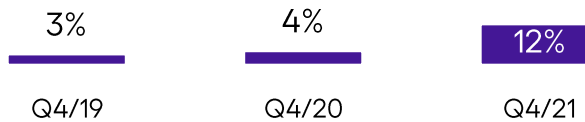
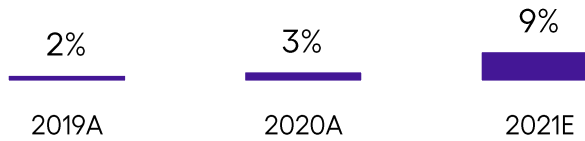


Onsite Booking Revenue⁽¹⁾ in Europe makes up more than 50%, while North America is on a steep growth trajectory

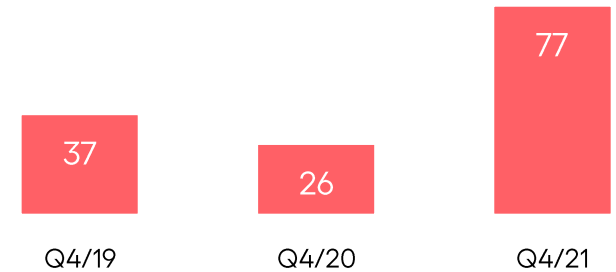
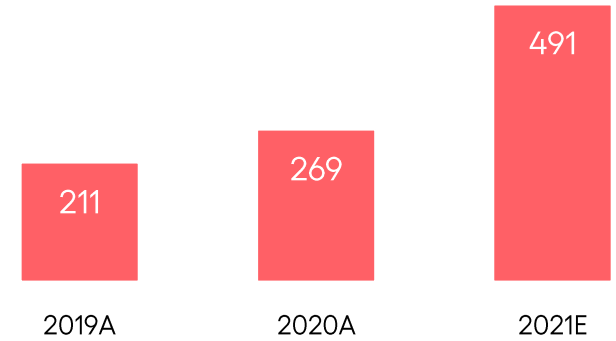
Onsite Share Europe
% of Booking Revenues



Onsite Share North America
% of Booking Revenues



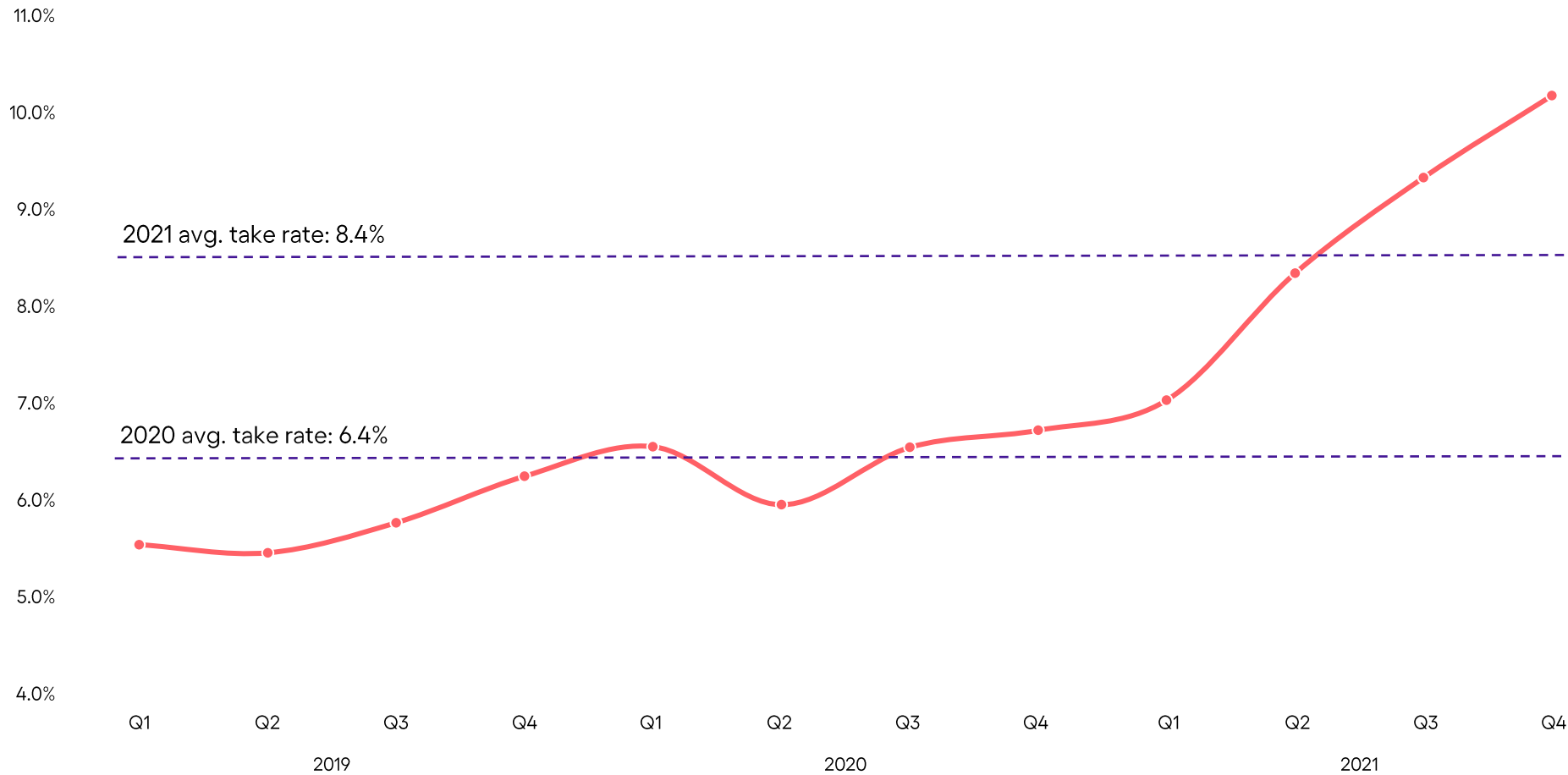
of onsite bookings
'000 of bookings



⁽¹⁾ Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation

Record Take Rate⁽¹⁾ in 2021 driven by high share of onsite

Strong Take Rate increase in Q4/21 supported by strong CPC



Overall Take Rate Guidance

2021: > 7.2%

2022: 7.7%

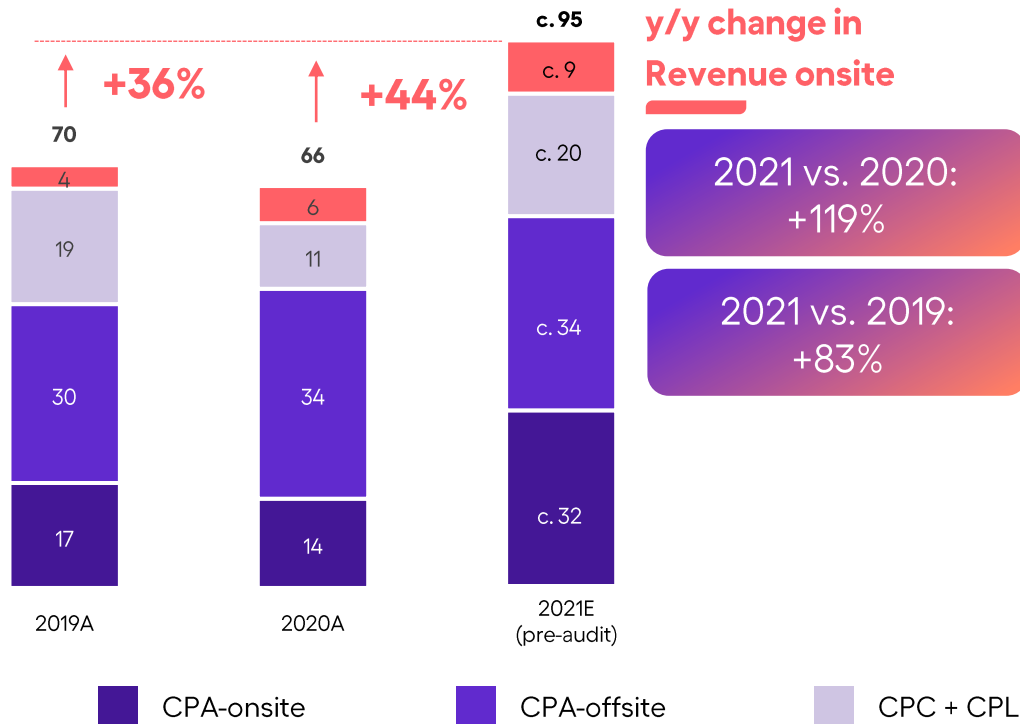
2023: 8.6%

⁽¹⁾ Take Rate is defined as Booking Revenues divided by Gross Booking Value (excl. Hotels, Ferries, Escapada Rural & Smoobu)

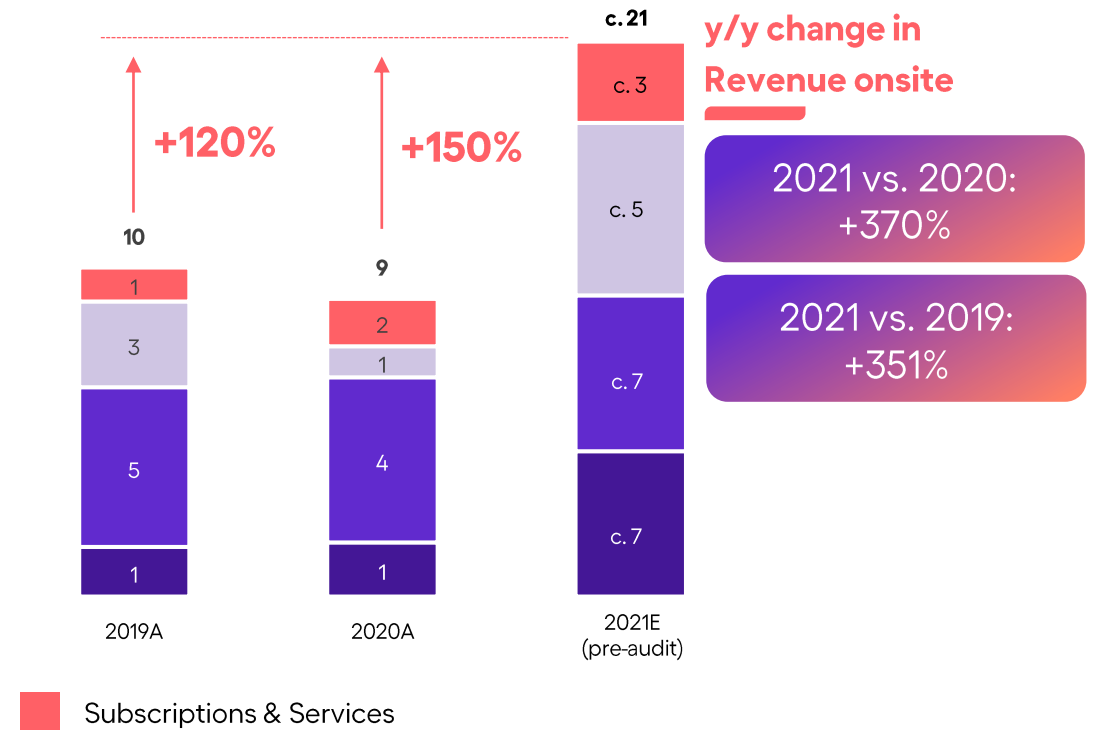
Preliminary record IFRS Revenue⁽¹⁾ of € 95m on the back of strong Onsite and Subscriptions & Services

Subscriptions & Services revenues up significantly in Q4/21 to €2.6m (+168% vs. Q4/19 and +56% vs. Q4/20) and 2021 to €8.8m (+129% vs. 2019 and +38% vs. 2020)

2021 Performance € million

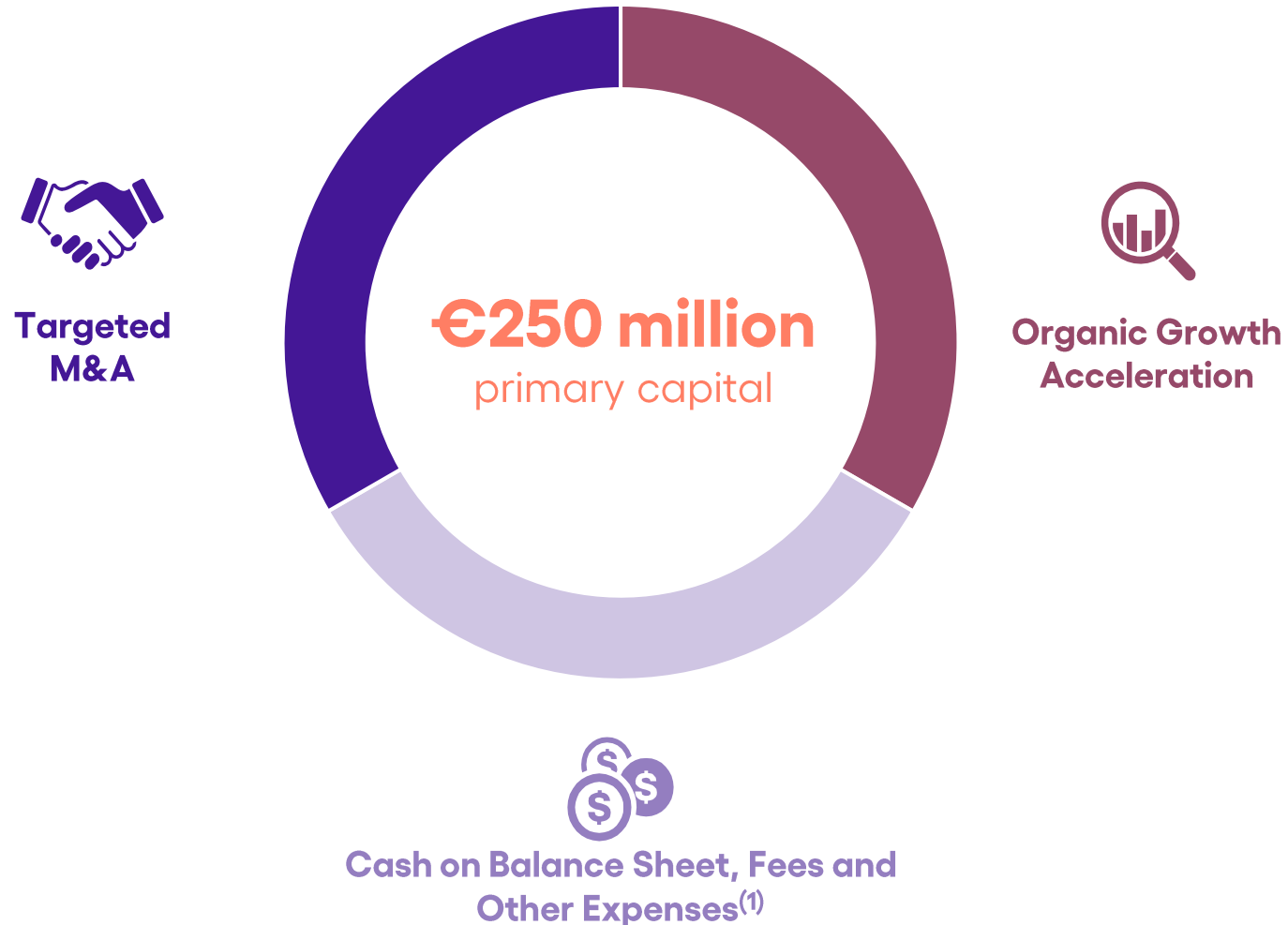


4th Quarter Performance € million



⁽¹⁾ CPA Revenue recognized on check-in date; due to rounding of numbers, charts do not always sum up to total

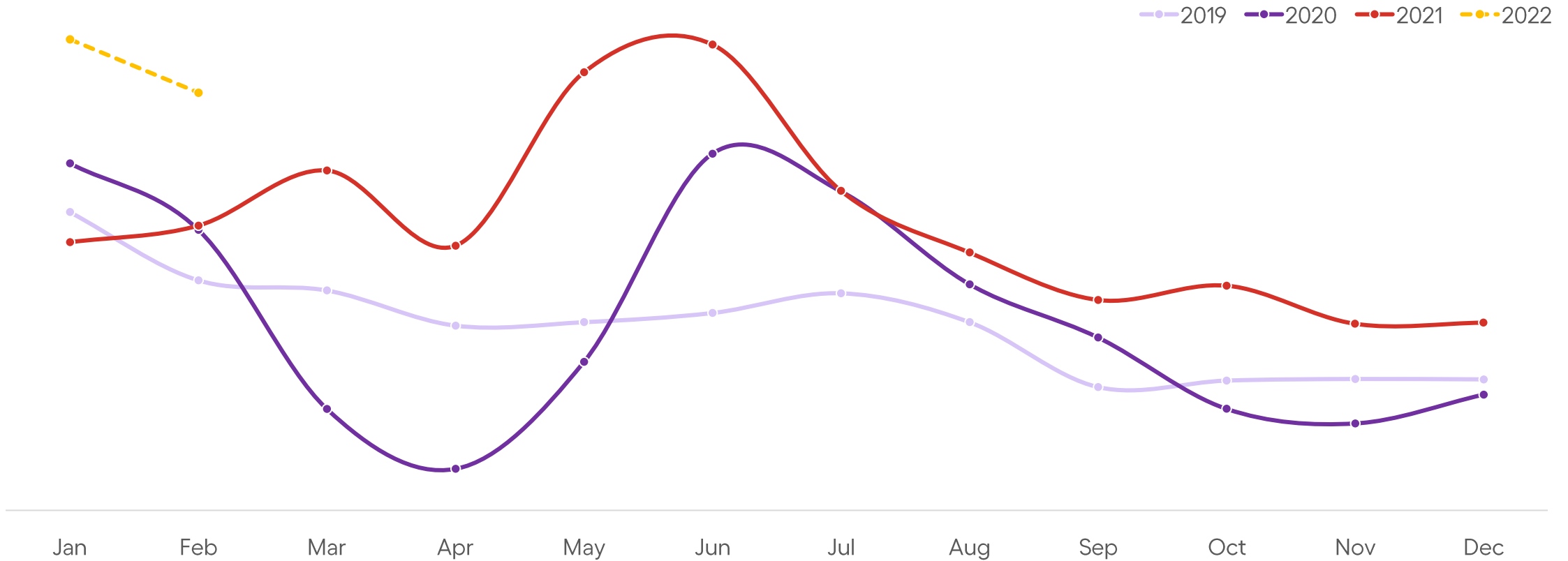
Planned use of proceeds will further accelerate growth and provide adequate liquidity for unexpected market disruptions



(1) €42m VSOPs paid in cash at closing (primarily to allow for the payment of taxes, if any, triggered for the VSOP holders in connection with the business combination)

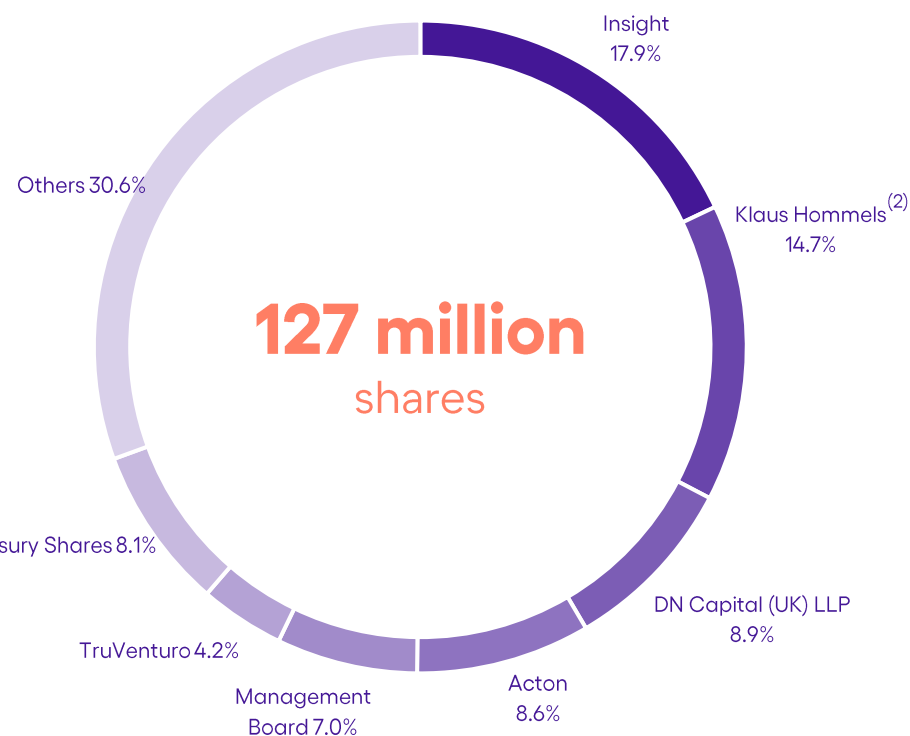
Booking Revenue⁽¹⁾ continues with record performance besides the increasing numbers of Covid

Booking Revenue⁽¹⁾⁽²⁾



(1) Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation
 (2) HomeToGo Group Booking Revenue by booking date (incl. all subsidiaries)

Well distributed shareholder structure⁽¹⁾ with founders still invested



First Day of Trading:	22 September 2021
Issuer:	HomeToGo SE
Listing Venue:	Frankfurt Stock Exchange
Market Segment:	Regulated Market (General Standard) of Frankfurt Stock Exchange
Public Shares ISIN:	LU2290523658
Public Shares WKN:	A2QM3K
Public Shares Ticker Symbol:	HTG
Total number of shares outstanding as of September 22, 2021:	116,868,948 (112,285,615 Class A Shares and 4,583,333 Class B Shares)
Total number of shares issued as of September 22, 2021:	127,138,982 (122,555,649 Class A Shares and 4,583,333 Class B Shares)
Share Capital as of September 22, 2021:	€ 2,441,068.45
Type of Shares:	Class A Shares (Public Shares) and Class B Shares (Founder Shares)
Public Warrants ISIN:	LU2290524383
Public Warrants WKN:	A3GPQR
Public Warrants Ticker Symbol:	HTGW
Paying Agent:	Banque Internationale à Luxembourg S.A.

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Appendix

Consolidated Statement of Profit or Loss – 9M/2021

in € thousands

	Jan 1, 2021 - Sep 30, 2021	Jan 1, 2020 - Sep 30, 2020
Revenue	73,633	57,361
Cost of revenues	(3,028)	(2,053)
Gross profit	70,604	55,307
Product development and operations	(15,949)	(11,306)
Marketing and sales	(80,726)	(42,742)
General and administrative	(104,637)	(8,265)
Other expenses	(479)	(365)
Other income	2,131	874
Profit (loss) from operations	(129,055)	(6,497)
Finance income	2,438	0
Finance costs	(38,212)	(4,817)
Profit (loss) before tax	(164,829)	(11,314)
Income taxes	1,756	741
Net profit (loss)	(163,073)	(10,573)
Profit (loss) from operations	(129,055)	(6,497)
Depreciation and amortization	3,200	2,553
Expenses for Share-based payments	97,937	8,521
Adjusted EBITDA	(27,918)	4,578
One-offs	11,272	-300
Adjusted EBITDA excl. one-offs	(16,646)	4,277

Consolidated Statement of Profit or Loss – Q3/2021

in € thousands

	Jul 1, 2021 - Sep 30, 2021	Jul 1, 2020 - Sep 30, 2020
Revenue	43,601	34,305
Cost of revenues	(1,197)	(762)
Gross profit	42,403	33,543
Product development and operations	(7,162)	(3,600)
Marketing and sales	(27,369)	(14,818)
General and administrative	(89,417)	(2,712)
Other expenses	(441)	(72)
Other income	990	408
Profit (loss) from operations	(80,995)	12,748
Finance income	2,437	0
Finance costs	(23,690)	(1,114)
Profit (loss) before tax	(102,248)	11,635
Income taxes	1,635	128
Net profit (loss)	(100,613)	11,763
Profit (loss) from operations	(80,995)	12,748
Depreciation and amortization	1,138	995
Expenses for Share-based payments	86,864	3,221
Adjusted EBITDA	7,006	16,965
One-offs	8,082	(313)
Adjusted EBITDA excl. one-offs	15,089	16,652

Consolidated Statement of Financial Position

Assets

in € thousands	Sep 30, 2021	Dec 31, 2020
Intangible assets	65,914	41,570
Property, plant and equipment	15,428	16,413
Trade and other receivables (non-current)	1,414	1,414
Income tax receivables (non-current)	79	34
Other financial assets (non-current)	4,774	1,485
Other assets (non-current)	197	68
Non-current assets	87,806	60,984
Trade and other receivables (current)	21,323	5,647
Income tax receivables (current)	79	139
Other financial assets (current)	1,945	549
Other assets (current)	1,345	1,246
Cash and cash equivalents	308,328	36,237
Current assets	333,020	43,819
Total assets	420,826	104,803

Equity and Liabilities

in € thousands	Sep 30, 2021	Dec 31, 2020
Equity	302,140	22,865
Subscribed capital	2,441	93
Capital reserves	510,572	113,280
Retained Earnings	(275,728)	(112,656)
Other reserves	64,856	22,148
Trade and other payables (non-current)	3	-
Convertible loans (non-current)	-	33,132
Borrowings (non-current)	10,878	3,557
Other financial liabilities (non-current)	13,544	26,139
Provisions (non-current)	441	558
Other liabilities (non-current)	839	1,105
Income tax liabilities (non-current)	0	17
Deferred tax liabilities	2,037	2,236
Non-current liabilities	27,743	66,745
Trade and other payables (current)	15,743	4,233
Convertible loans (current)	-	-
Borrowings (current)	2,576	2,114
Other financial liabilities (current)	19,742	1,574
Provisions (current)	1,260	1,100
Other liabilities (current)	51,600	6,156
Income tax liabilities (current)	23	16
Current liabilities	90,942	15,193
Total liabilities	118,685	81,938
Total equity and liabilities	420,826	104,803

Consolidated Cash Flow Statement

in € thousands

	Q3 2021 YTD	Q3 2020 YTD
Profit before income tax	(164,829)	(11,314)
Adjustments for:		
Depreciation and amortization	3,200	2,553
Non-cash employee benefits expense - share-based payments	89,403	8,521
Finance costs - net	35,774	4,817
Net exchange differences	(495)	(478)
Change in operating assets and liabilities		
(Increase) / Decrease in trade and other receivables	(15,428)	(17,949)
(Increase) / Decrease in other financial assets	(4,628)	391
(Increase) / Decrease in other assets	(72)	(568)
Increase / (Decrease) in trade and other payables	10,093	(1,673)
Increase / (Decrease) in other financial liabilities	2,185	(1,951)
Increase / (Decrease) in other liabilities	5,922	(6,088)
Increase / (Decrease) in provisions	35	120
Cash generated from operations	(38,840)	(23,619)
Interest and other finance cost paid (-)	(655)	(362)
Income taxes (paid) / received	13	(134)
Net cash (used in) provided by operating activities	(39,482)	(24,114)
Payment for acquisition of subsidiary, net of cash acquired	(13,235)	0
Payments for property, plant and equipment	(182)	(34)
Payments for (internally generated) intangible assets	(1,177)	(949)
Payments for financial assets at amortised costs	5	0
Proceeds from sale of property, plant and equipment	2	0
Net cash (used in) provided by investing activities	(14,587)	(983)
Proceeds from borrowings and convertible loans	76,175	43,512
Proceeds from recapitalization, net of redemptions	178,474	0
Proceeds from PIPE financing	75,000	0
Transaction costs	(1,818)	0
Repayments of borrowings and convertible loans	(1,613)	(1,125)
Principal elements of lease payments	(957)	(541)
Net cash (used in) provided by financing activities	325,261	41,846
Net increase (decrease) in cash and cash equivalents	271,193	16,749
Cash and cash equivalents at the beginning of the period	36,237	10,972
Effects of exchange rate changes on cash and cash equivalents	898	339
Cash and cash equivalents at end of the period	308,328	28,061

Glossary

Glossary

Agriturismo

Website for rural Italian inventory operated by Feries

Booking Revenues

Non-IFRS operating metric to measure intra-month performance view defined as net Euro value generated by transactions (CPA, CPC, CPL, Subscriptions & Services etc.) before cancellation

Brand & Organic traffic

Visits from direct traffic, branded channels, like visitors who type in keywords in search engines that include a reference to any HomeToGo Group brand, CRM (Customer Relation Management), App, SEO (Search Engine Optimization), free channels and internal traffic (between our businesses within the HomeToGo Group)

Booking Receivables

Future receivables from Booking Revenues (adjusted for estimated cancellations) which have not been recognized as revenues due to check-in in the future

CPA

Cost per action

CPC

Cost per click. Offsite CPC revenues are not affected by any cancellations retrospectively

CPL

Cost per lead

Escapada Rural

ESCAPADA RURAL SERVICIOS PARA PROPIETARIOS SL (Barcelona), an indirect (100%) subsidiary of HomeToGo GmbH

Feries

Feries S.r.l (Milan), an indirect (100%) subsidiary of HomeToGo GmbH, operating main websites agriturismo.it and casevacanza.it

Gross Booking Value (GBV)

Non-IFRS operating metric defined as the gross Euro value of bookings on our platform in a period (including all components of the booking amount except for VAT). GBV is recorded at the time of booking and is not adjusted for cancellations or any other alterations after booking. GBV includes the booking volume as reported by the Partner for CPA transactions. For CPC GBV gets estimated by multiplying the total click value with expected conversion rate. The total click value is the duration of the search multiplied with the price per night of the clicked offer. This total click value we multiply with the average conversion rate of that micro conversion source for CPA Partners we have in the respective month.

Offsite Transaction

Transactions where the end booking happens on a Partner's site (referral types could be CPA, CPC, CPL etc.)

Onsite Transaction

Onsite CPA transaction, where complete user journey (from discovery to booking to payment) happens on HomeToGo domains

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. Contracts with our more professional partners usually do not have a defined contract length, but if they do they typically auto-renew

smoobu

smoobu GmbH (Berlin), an indirect (100%) subsidiary of HomeToGo

Take Rate

Booking Revenues divided by Gross Booking Value (excl. Hotels, Feries, Escapada Rural & Smoobu)