



home
to go_

Q1 2025 Earnings Call

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

15 May 2025

Highlights of Q1/25

Dr. Patrick Andrae
Co-Founder & CEO



HomeToGo Group highlights in Q1/25 confirming a positive overall outlook for FY/25

Guidance for FY/25 remains fully intact

Booking Revenues ➤ €350M ➤ +35% YoY

IFRS Revenues ➤ €300M ➤ +40% YoY

Adjusted EBITDA ➤ €35M ➤ +170% YoY

Free Cash Flow **positive** New!

New all-time high Booking Revenues Backlog

€92.3M
(+20% YoY)

providing strong visibility for FY/25

Signed agreement to acquire



interhome

Our largest and most transformative deal in history is **well on track**¹

Q1/25 Free Cash Flow

+38% YoY

fueled by **strong adoption of HomeToGo Payments** as part of improved working capital management

home to go_ doppelgänger

+~170% YoY

Q1/25 Booking Revenues

2025 Easter shift

~€2M

IFRS Revenues impact

Promising growth indications in May

HomeToGo Marketplace:

+~15% YoY

May/25 Booking Revenues

Despite broad challenges impacting the industry in Q1/25, HomeToGo remains strongly positioned for continued growth in 2025



Softened travel demand

Continued macroeconomic pressure as also confirmed by peers and also relating to the German federal elections in February, impacting HomeToGo's largest market (DACH makes up **~60% of Group Revenues**)



Untapped regions of growth

Growth in larger OTA competitors primarily driven by LATAM and Asia, regions where HomeToGo has a limited presence. Q1/25 growth in Booking Revenues of 6% **better** than low- to mid-single-digit growth of peers in Europe and North America



Late Easter holidays

This year's late 2025 Easter holidays **shifts IFRS Revenues and Adjusted EBITDA** into Q2/25, vs. last year's Easter in Q1/24. **~€2M** IFRS Revenues impact for Q1/25



USD devalued over the EUR

The softening of USD vs. EUR is adversely impacting **~20%** of HomeToGo's revenues during Q1/25

HomeToGo's growth trajectory remains intact in both segments

Q1/25 competitor growth rates¹



*"Nights and experiences
up mid-single digits.
Average Daily Rate +2% YoY"*



*"Room night growth
up high-single digits"*



"B2C business grew only 1%"

**Growth in larger OTA competitors
primarily driven by LATAM and Asia**

vs.

HomeToGo Q1/25 financial highlights



Europe excl. DACH

- **Booking Revenues** **+~14% YoY**
- **Average Daily Rate** **+~17% YoY**

**After strong double-digit growth in
January, promising May growth so far**

**Marketplace:
+~15% YoY²**



+~170% YoY
Booking Revenues



+~30% YoY
Subscription ARR



+>25% YoY
Booking Revenues

Confirmed FY/25 Guidance¹ and a positive overall outlook for the year



Booking Revenues
>€350M

+>35% YoY



IFRS Revenues
>€300M

+>40% YoY



Adjusted EBITDA
>€35M

+>170% YoY



Free Cash Flow
Positive

New!

HomeToGo continues to deliver substantial progress on strategic priorities since the start of the year



Interhome acquisition

Closing well on track following successful capital raise



HomeToGo Payments

Contributing working capital for improved Free Cash Flow in Q1/25
(+38% YoY)



Launch of AI filter

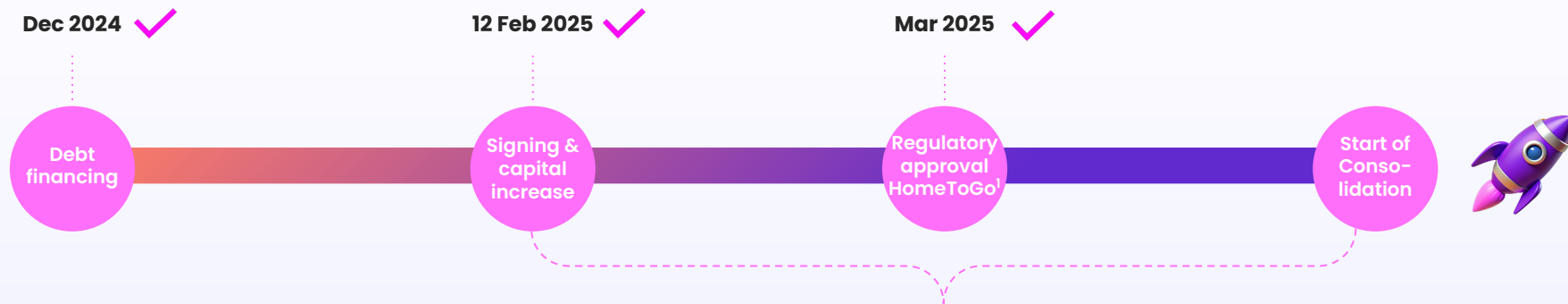
Latest in our suite of AI products to grow our AI-powered Marketplace



1. FC Union Berlin Partnership

Strategically boosting brand awareness in home turf of Germany

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

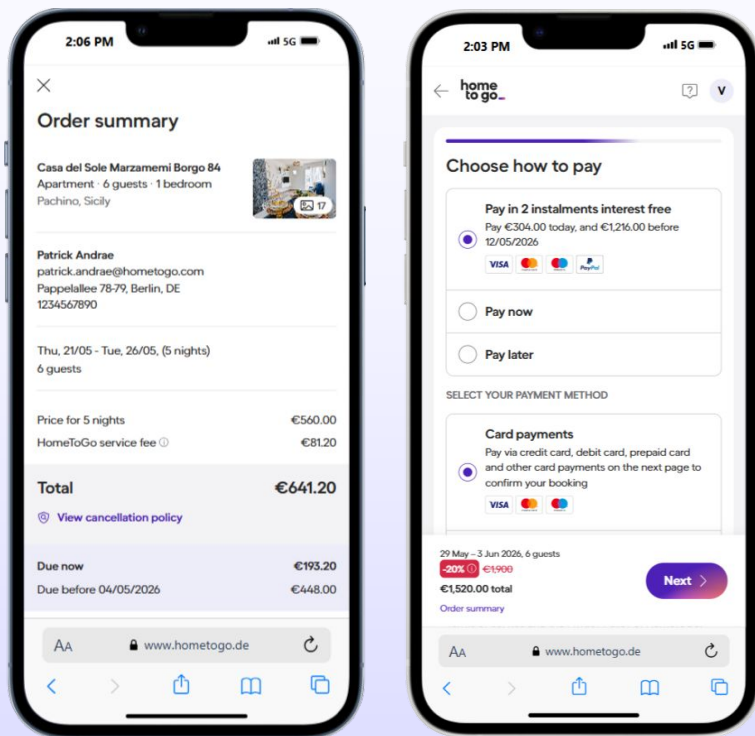
Ensure Interhome is set up to operate their business as of day 1 after closing



Carve-out

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

HomeToGo Payments product is key to unlocking growth and to improve working capital



Advantages for partners and travelers

Enhanced customer trust through secure and reliable payment methods, including mobile options

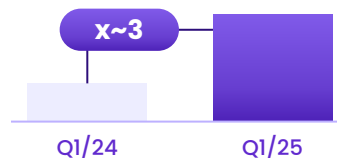
Lower cancellation rates & payment processing fees

Improved guest booking journey by enabling them to directly book and pay on HomeToGo

Fast adoption on our Marketplace

GBV processed through HomeToGo Payments

Higher average basket size¹



+12.5%

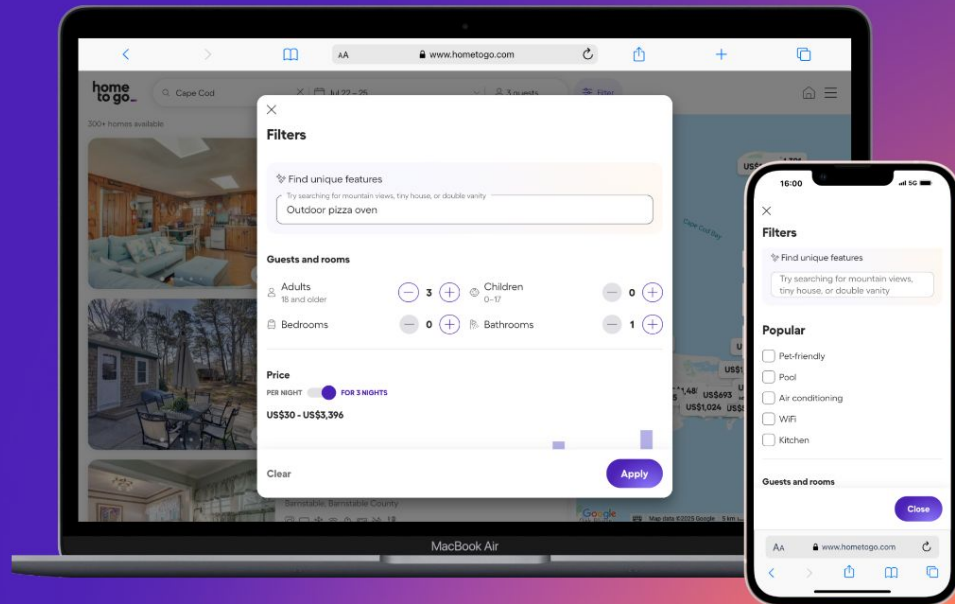


Introducing

HomeToGo AI Filter

Ultra-personalized travel starts here.

Our new AI-powered search filter understands natural language to help you instantly discover homes with the features that matter most to you.



Now in beta on web and the HomeToGo app

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



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Financial deep dive

Steffen Schneider, CFO



Q1/25 - Key financial takeaways

1

All-time quarterly high Booking Revenues and record Booking Revenues

Backlog: After a **strong double-digit start in January**, Booking Revenues rose by 5.7% YoY, reaching a **new all-time high of €88.1M** despite a temporary dip in February. The Booking Revenues Backlog reached a **record €92.3M (+20.4% YoY)**, providing strong visibility and positioning us well for a successful FY/25

2

Following a strong start in January, IFRS Revenues impacted by Easter timing and temporary softening in Germany, with positive outlook for Q2/25:

IFRS Revenues declined by (5.4)% YoY to €34.4M, primarily due to the late timing of Easter in 2025, which shifted some of the revenue recognition into Q2/25

3

Seasonal EBITDA impacted due to late Easter falling into Q2 this year and upfront marketing investments:

Adjusted EBITDA amounted to €(28.0)M, reflecting typical seasonal investments into paid marketing to drive future growth

4

Solid cash position supported by capital increase:

Cash position strengthened to **€143.4M** as of March 2025, mainly driven by proceeds from the February capital increase. Free Cash Flow improved by **38.3% YoY** to €(13.9)M, mainly driven by an improved working capital management incl. further adaptation of HomeToGo Payments

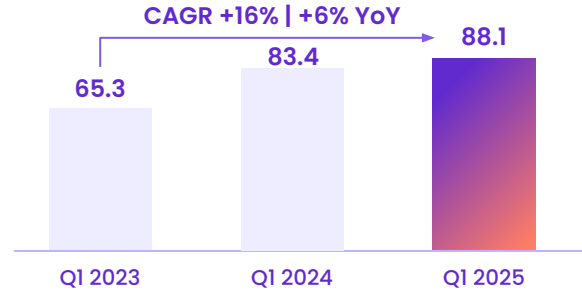


Growth in Booking Revenues impacted by weak February bookings in Germany and slight decrease in IFRS Revenues mainly due to late Easter (Q1/24 vs Q2/25) with respective impact on Adjusted EBITDA

1

Booking Revenues

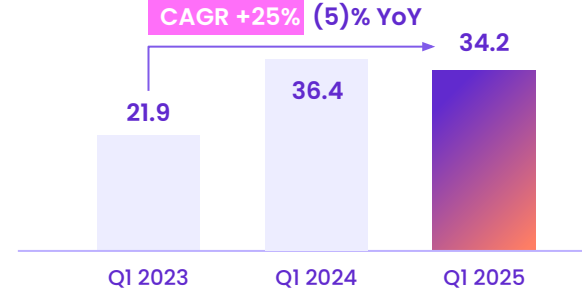
in €M



2

IFRS Revenues

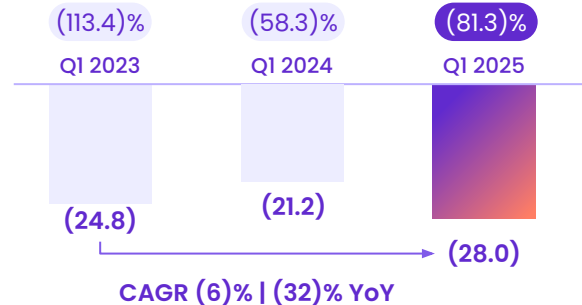
in €M



3

Adjusted EBITDA¹ (Margin²)

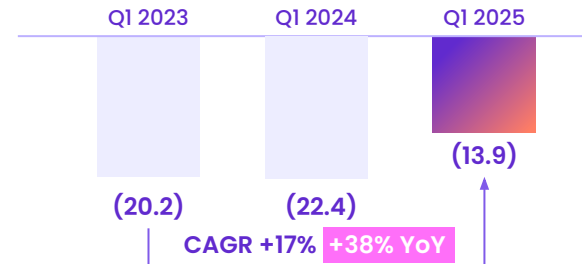
in €M



4

Free Cash Flow³

in €M

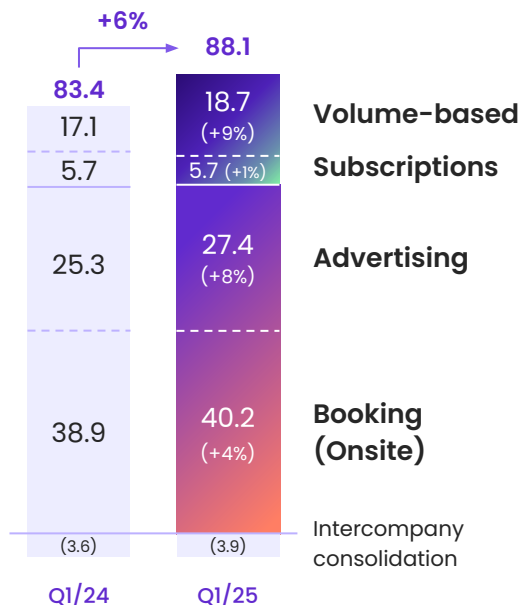


1) Net income (loss) before income taxes, finance income/finance expenses, depreciation and amortization adjusted for expenses for share-based compensation and one-off items.

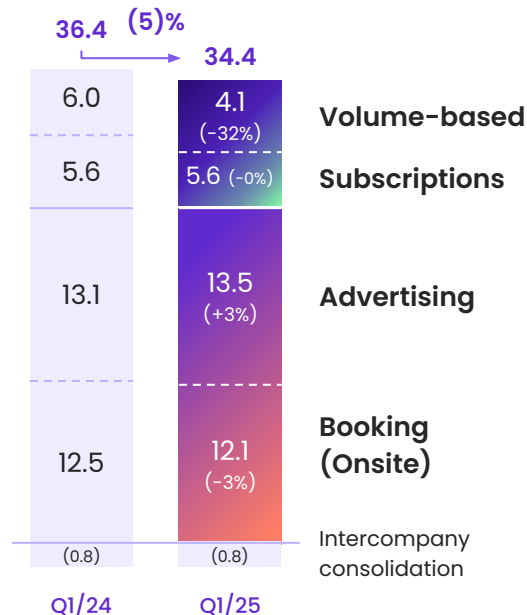
2) Margin in % of IFRS Revenues. 3 Free Cash Flow is defined as net cash from operating activities added by net interest result and deducted by capital expenditures defined as net investment into PPE as well as into intangibles and internally-generated intangible assets; please see slide 30 for a complete FCF bridge

Booking Revenues moderately up to a new all-time quarterly high, including record Backlog ahead of summer high season

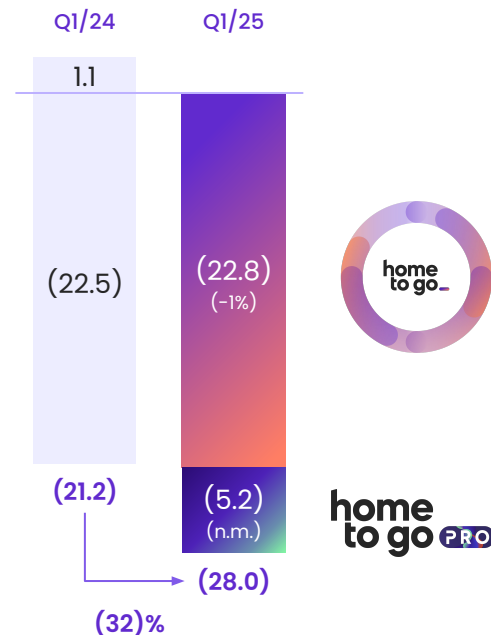
1 Booking Revenues in €M



2 IFRS Revenues in €M



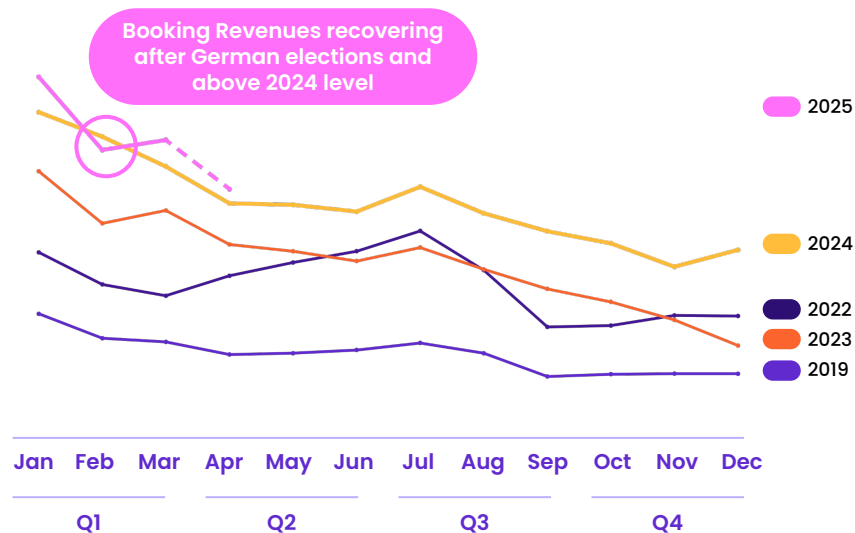
3 Adjusted EBITDA in €M



Continued growth of Booking Revenues supporting new record Booking Revenues Backlog with strong IFRS Revenues visibility for the remainder of the year

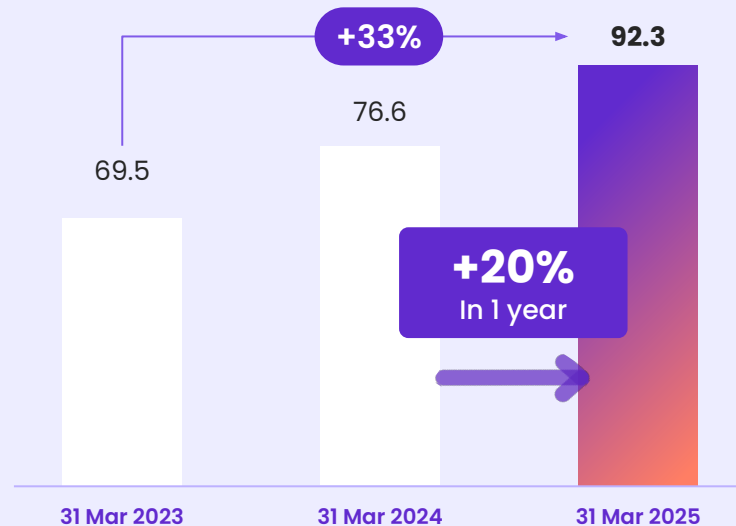
Solid start into the year

Indicative monthly Booking Revenues



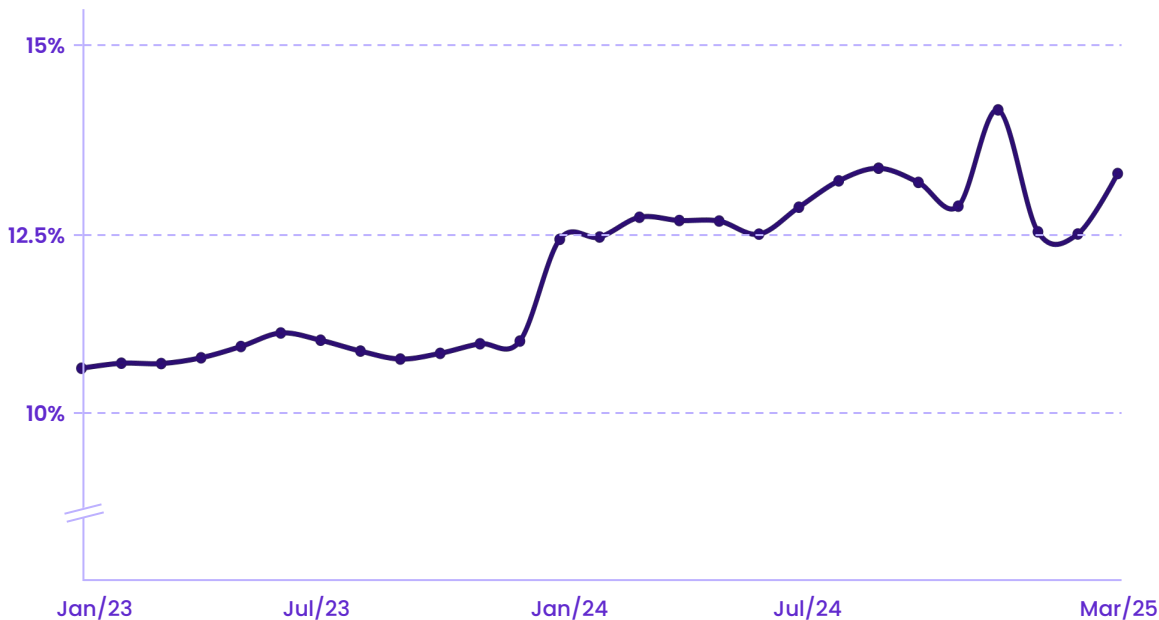
Strong visibility for the remainder of the year

Booking Revenues Backlog,¹ in €M

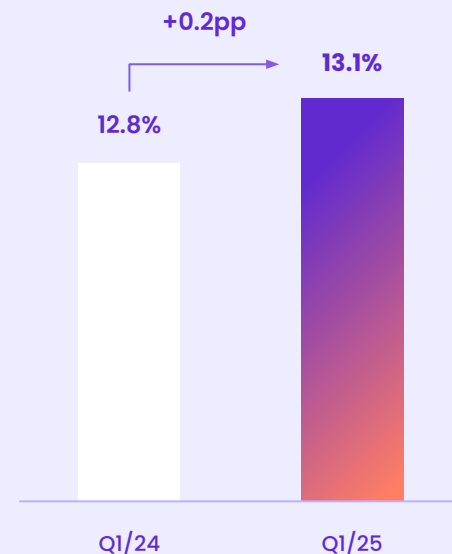


HomeToGo Marketplace maintains strong Onsite Take Rate...

Development of Onsite Take Rate¹

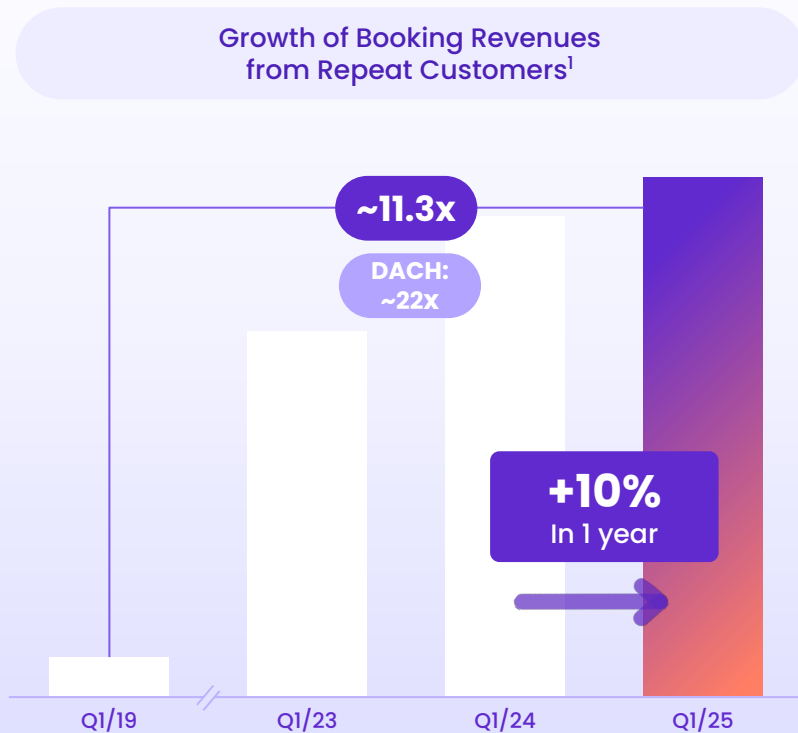


Stable Onsite Take Rate¹

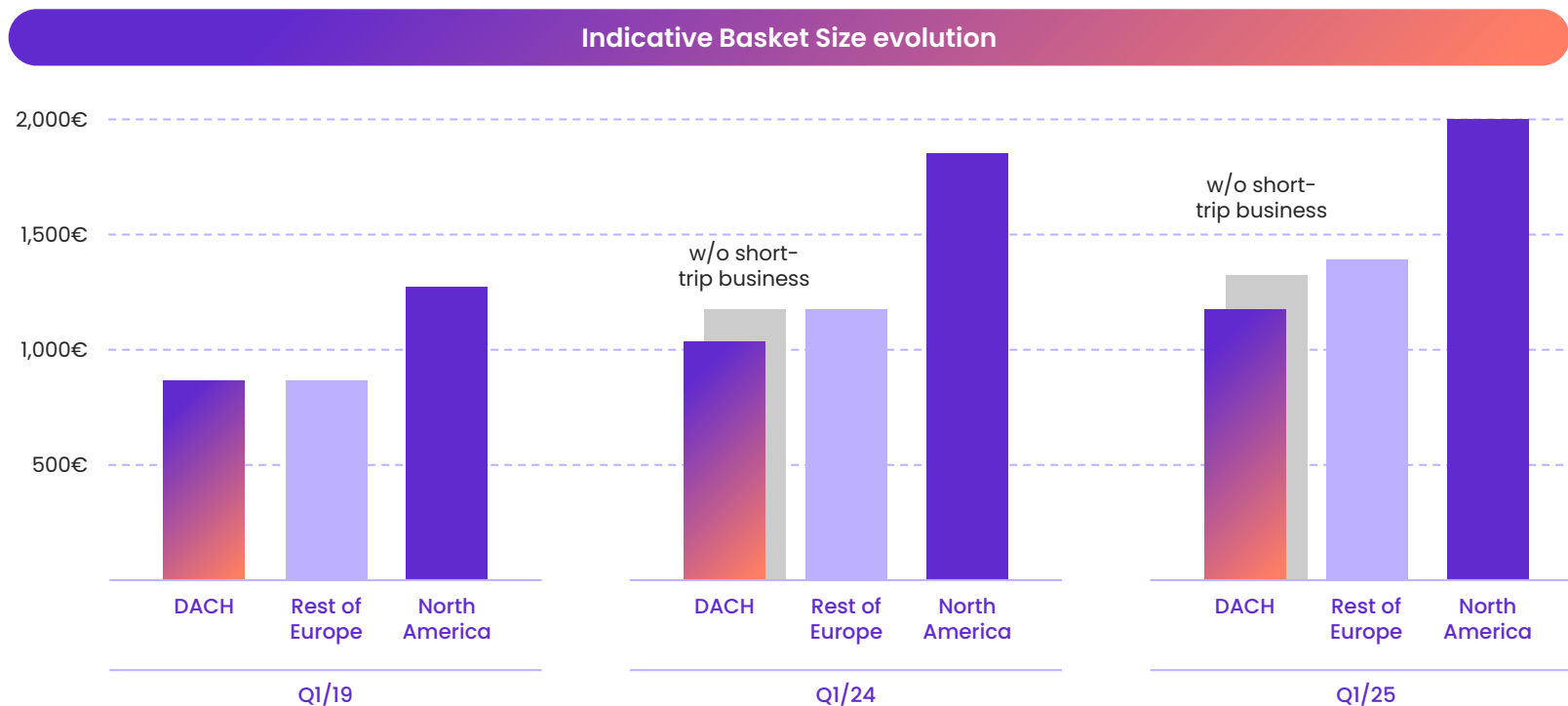


1) Onsite Take Rate is the margin realized on the gross booking amount on the Marketplace and is defined as Booking Revenues from Booking (Onsite) divided by GBV from Booking (Onsite);
2) Onsite Share is defined as the ratio of Booking Revenues from Bookings (Onsite) to Booking Revenues from the Marketplace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

... driving continued growth of Repeat Customer Booking Revenues



Growth in basket size across regions driven by higher end customer bookings



Lower IFRS Revenues due to late Easter and higher paid marketing investments to build up Booking Revenues Backlog are main drivers of P&L development

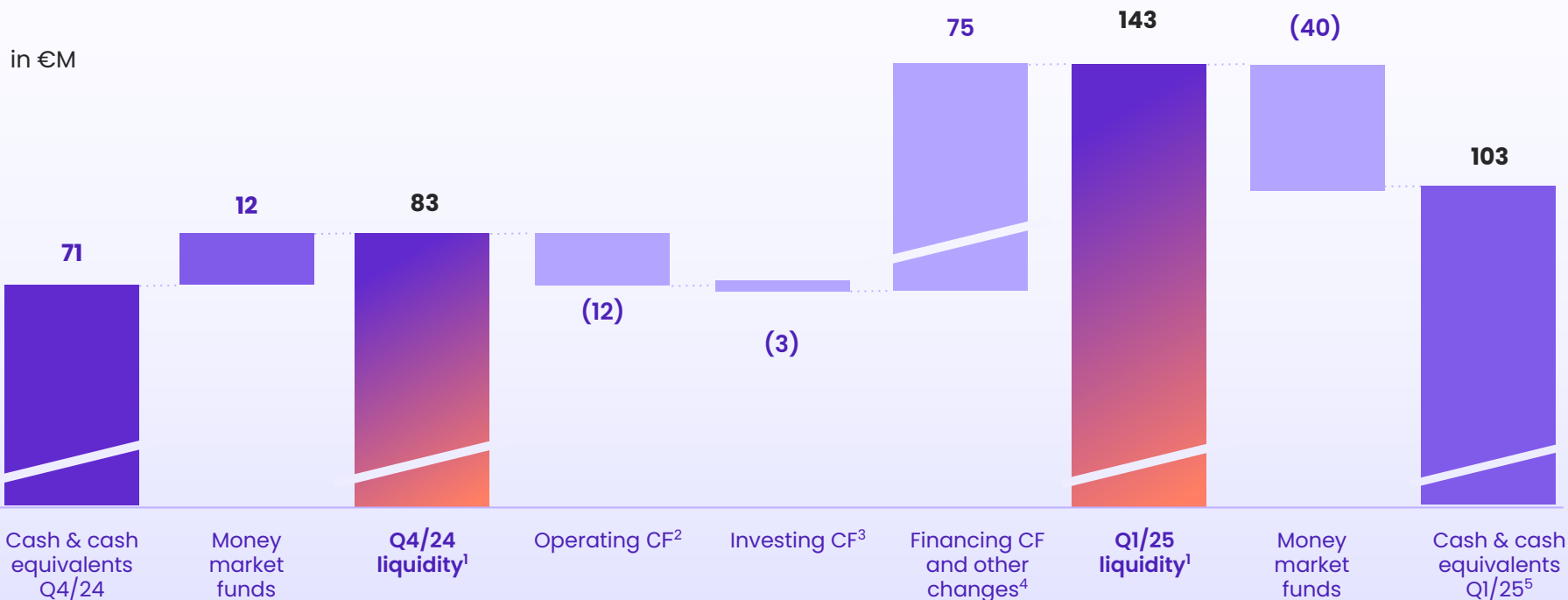
Costs and margins^{1,2} (in % of IFRS Revenues)

	Q1		
	2024	2025	Delta
Cost of revenues	(3.0)%	(3.2)%	(0.2)pp
Gross profit	97.0%	96.8%	(0.2)pp
Marketing & Sales	(114.0)%	(131.5)%	(17.5)pp
Product Development	(21.5)%	(23.2)%	(1.7)pp
Administrative expenses	(18.9)%	(26.0)%	(7.1)pp
Other income and expenses	(0.9)%	2.6%	+3.5pp
Adjusted EBITDA ¹	(58.3)%	(81.3)%	(23.0)pp

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

2) Rounding differences may occur

Strong sequential increase in cash position due to successful capital increase



1) Both Q4/24 and Q1/25 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 €17.0M at the end of Q1/25.

2) Operating cash flow includes inflows in the amount of €6.0M (Q1/24: cash inflows of €4.5M) for traveler advance payments collected as part of payment services for hosts as well as prepayments worth €16.9 as of March 31st 2025.

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) Q1/25 cash & cash equivalents include cash of €3.6M that is restricted due to statutory requirements.

Guidance 2025 confirmed

Achievements FY 2024



Booking
Revenues

€259.7M
(+37% YoY)



IFRS
Revenues

€212.3M
(+31% YoY)



Adjusted
EBITDA

€12.8M
(+>600% YoY)



Free
Cash Flow

New!

€(10.3)M
(+42% YoY)

Guidance for FY 2025¹



>€350M
(+>35% YoY)



>€300M
(+>40% YoY)



>€35M
(+>170% YoY)



Positive

2025 is the year of becoming

Europe's leading vacation rental powerhouse



Q1/25 Earnings Call

Appendix

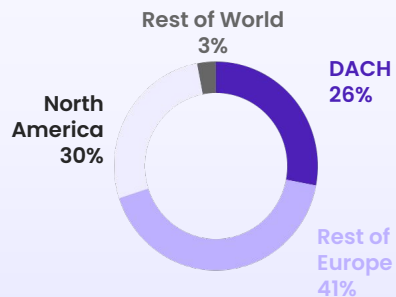


Current analyst recommendations – average price target of EUR 4.38

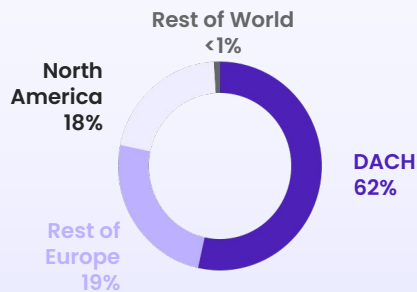
Institution	Analyst	Rating	Price Target
Cantor Fitzgerald	Bharath Nagaraj	Buy	EUR 5.10
Deutsche Bank	Silvia Cuneo	Buy	EUR 3.50
Hauck Aufhäuser	Christian Salis	Buy	EUR 5.20
Quirin Privatbank	Michael Hannig	Buy	EUR 4.00
Stifel	Benjamin Kohnke	Buy	EUR 4.10

Rest of Europe and North America increased share in Q1/25

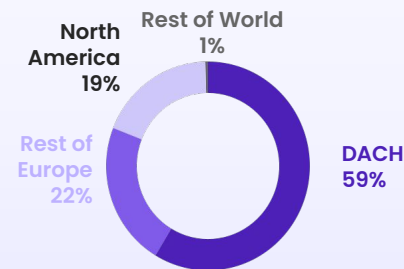
Regional Booking Revenues Share



Q1/19



Q1/24



Q1/25

Statements of Total Comprehensive Income and EBITDA reconciliation

In € thousand	Q1/25	Q1/24
IFRS Revenues	34,422	36,404
Cost of revenues	(2,637)	(1,929)
Gross profit	31,785	34,474
Product development and operations	(9,923)	(8,854)
Marketing and sales	(48,015)	(41,754)
General and administrative	(13,270)	(9,723)
Other expenses	(320)	(706)
Other income	934	396
Income (loss) from operations	(38,808)	(26,166)
Finance result, net	82	764
Income (loss) before tax	(38,726)	(25,402)
Income taxes	(4)	916
Net income (loss)	(38,730)	(26,319)
Thereof non-controlling interests	(188)	2,717
Other comprehensive income (loss)	65	764
Total comprehensive income (loss)	(38,665)	(25,554)
In € thousand	Q1/25	Q1/24
Income (loss) from operations	(38,808)	(26,166)
Depreciation and amortization	4,438	1,487
EBITDA	(34,370)	(24,679)
Share-based compensation	4,650	2,918
One-off items	1,746	541
Adjusted EBITDA	(27,975)	(21,219)
Adj. EBITDA margin	(81.3)%	(58.3)%

Statements of Financial Position

Assets (in € thousand)	Mar 31, 2025	Dec 31, 2024
Intangible assets	240,306	241,522
Property, plant and equipment	12,047	12,377
Other receivables (non-current)	17	0
Income tax receivables (non-current)	113	113
Other financial assets (non-current)	10,666	10,708
Other assets (non-current)	131	169
Deferred tax assets	200	200
Total non-current assets	263,481	265,089
Trade and other receivables (current)	13,951	18,143
Income tax receivables (current)	6,448	4,112
Other financial assets (current)	43,916	16,381
Other assets (current)	4,683	6,251
Cash and cash equivalents	103,231	70,790
Total current assets	172,230	115,677
Total assets	435,711	380,765
Equity and Liabilities (in € thousand)	Mar 31, 2025	Dec 31, 2024
Subscribed capital	3,436	2,441
Capital reserves	609,624	528,002
Foreign currency translation reserve	(572)	(637)
Share-based payments reserve	111,472	106,815
Retained Earnings	(440,792)	(402,250)
Equity attributable to the shareholders of HomeToGo	283,169	234,371
Non-controlling interests	32,664	32,852
Total Equity	315,833	267,223
Borrowings (non-current)	120	68
Other financial liabilities (non-current)	8,206	18,926
Provisions (non-current)	550	550
Other liabilities (non-current)	936	886
Income tax liabilities (non-current)	-	-
Deferred tax liabilities	18,611	19,477
Non-current liabilities	28,423	39,908
Borrowings (current)	13	109
Trade and other payables (current)	23,566	18,107
Other financial liabilities (current)	35,434	26,809
Provisions (current)	1,340	1,340
Other liabilities (current)	28,170	22,474
Income tax liabilities (current)	2,933	4,796
Current liabilities	91,455	73,635
Total liabilities	119,878	113,543
Total equity and liabilities	435,711	380,765

Statements of Cash Flows

in € thousand	Q1/25	Q1/24
Income (loss) before tax	(38,726)	(25,402)
Adjustments for:		
Depreciation and amortization	4,414	1,418
Non-cash employee benefits expense - share-based payments	4,650	2,917
VSOP - Exercise tax settlement charge	-	(637)
VSOP - Cash paid to beneficiaries	-	(20)
Gain/loss on disposal of fixed assets	(1)	-
Finance result - net	(82)	(764)
Net exchange differences	58	(286)
Change in operating assets and liabilities		
(Increase) / Decrease in trade and other receivables	6,419	(3,128)
(Increase) / Decrease in other financial assets	(1,634)	(1,927)
(Increase) / Decrease in other assets	(706)	(1,713)
Increase / (Decrease) in trade and other payables	5,475	6,488
Increase / (Decrease) in other financial liabilities	6,131	5,114
Increase / (Decrease) in other liabilities	5,749	(1,806)
Other non cash changes in receivables and liabilities	210	-
Increase / (Decrease) in provisions	-	(294)
Cash generated from operations	(8,044)	(20,040)
Interest and other finance cost (paid)/received	(834)	293
Income taxes (paid) / received	(2,754)	(560)
Net cash from operating activities	(11,632)	(20,308)
Proceeds from / (Payments for) financial assets at fair value through profit and loss	(28,110)	5,000
Payment for acquisition of subsidiary, net of cash acquired	-	(24,534)
Payments for property, plant and equipment	(171)	(73)
Payments for intangible assets	(205)	(4)
Payments for internally generated intangible assets	(2,677)	(1,768)
Proceeds from sale of property, plant and equipment	6	-
Net cash from investing activities	(31,156)	(21,379)
Proceeds from borrowings and convertible loans	58	-
Increase in shareholders' equity from parent company shareholders	82,623	-
Repayments of borrowings	(7,026)	(1,003)
Principal elements of lease payments	(310)	(236)
Proceeds / (Payments) in relation to Share Buyback	-	(462)
Net cash from financing activities	75,345	(1,701)
Net increase (decrease) in cash and cash equivalents	32,557	(43,388)
Cash and cash equivalents at the beginning of the period	70,790	108,953
Effects of exchange rate changes on cash and cash equivalents	(116)	(1,460)
Cash and cash equivalents at the end of the period	103,231	64,104

Free Cash Flow bridge

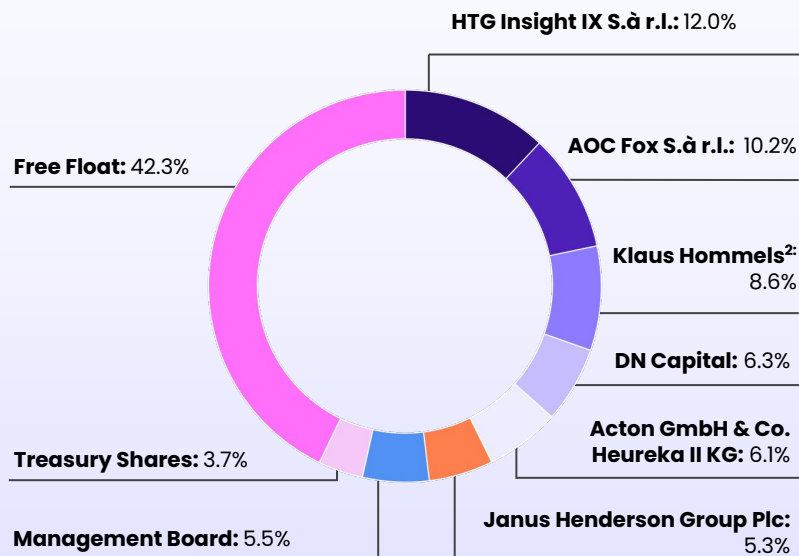
in €M, rounded	Q1/25	Q1/24
Adjusted EBITDA	(28.0)	(21.2)
Share-based compensation	(4.6)	(2.9)
One-off items	(1.7)	(0.5)
EBITDA	(34.4)	(24.7)
Depreciation and amortization	(4.4)	(1.4)
Income (loss) from operations	(38.8)	(26.2)
Finance result, net	0.1	0.8
Income (loss) before income Tax	(38.7)	(25.4)
Effects from other non-cash items		
Depreciation and amortization	4.4	1.4
Non-cash employee benefits expense – share-based payments	4.6	2.9
VSOP – Exercise tax settlement charge	-	(0.6)
VSOP – Cash paid to beneficiaries	-	-
Finance result – net	(0.1)	(0.8)
Net exchange differences	0.1	(0.3)
Change in operating assets and liabilities		
(Increase) / Decrease in trade and other receivables	6.4	(3.1)
(Increase) / Decrease in other financial assets	(1.6)	(1.9)
(Increase) / Decrease in other assets	(0.7)	(1.7)
Increase / (Decrease) in trade and other payables	5.5	6.5
Increase / (Decrease) in other financial liabilities	6.1	5.1
Increase / (Decrease) in other liabilities	5.7	(1.8)
Other non cash changes in receivables and liabilities	0.2	-
Increase / (Decrease) in provisions	-	(0.3)
Cash generated from operations	(8.0)	(20.0)
Interest and Income taxes	(3.6)	(0.3)
Net cash from operating activities	(11.6)	(20.3)
./. Net interest result	0.8	(0.3)
./. Capital Expenditures	(3.1)	(1.8)
thereof payments for PPE	(0.2)	(0.1)
thereof payments for internally generated intangible assets	(2.9)	(1.8)
Free Cash Flow	(13.9)	(22.4)

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

in €M	Q1		
	2024	2025	Delta
Marketplace GBV	574	581	1%
t/o GBV from Booking (Onsite)	303	308	2%
x Booking (Onsite) Take Rate (in %)	12.8%	13.1%	+1.8pp
= Booking Revenues Booking (Onsite)	39	40	4%
+ Booking Revenues Advertising	25	27	8%
+ Booking Revenues HomeToGo_PRO	23	24	7%
Total Booking Revenues¹	83	88	6%
- Cancellations	(13)	(14)	(13)%
- Booking with check-in in different reporting period	(34)	(40)	(15)%
Total IFRS Revenues	36	34	(5)%

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 22, 2025	Roadshow, Cologne/Duesseldorf (Germany)
May 27, 2025	Annual General Meeting, Luxembourg
June 11, 2025	Roadshow, Europe
Aug 14, 2025	Q2 2025 Financial Results and Earnings Call
Aug 27-28, 2025	Hamburg Investor Days
Nov 13, 2025	Q3 2025 Financial Results and Earnings Call
Nov 24-26, 2025	German Equity Forum

HomeToGo Investor Relations Contact

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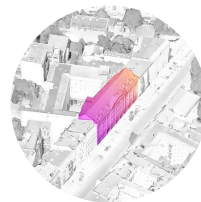
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Glossary

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.

Smooobu

All-in-one SaaS solution that connects self-service hosts more easily to partners. Smooobu 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.