

Profit and Loss	31/12/2020	31/12/2021	31/12/2022	31/12/2023
Hosts Packages	0	99.120	236.988	435.000
Room Rentings (Guests)	14.196	105.151	1.668.993	3.425.763
Complementary services - Hosts	0	1.287	3.380	3.796
Complementary services - Guests	14.997	119.617	2.006.225	4.117.964
Total Revenues	29.193	325.174	3.915.586	7.982.523
MARKETING	31.100	165.500	1.401.000	2.692.400
Marketing	17.800	96.500	1.197.000	2.228.000
Marketing overheads	13.300	69.000	204.000	464.400
<i>as % of Net Sales</i>	<i>107%</i>	<i>51%</i>	<i>36%</i>	<i>34%</i>
Profit contribution 1	(1.907)	159.674	2.514.586	5.290.123
<i>as % of Net Sales</i>	<i>-7%</i>	<i>49%</i>	<i>64%</i>	<i>66%</i>
OPERATIONS	103.297	346.846	1.756.511	3.041.476
Customer Care	717	11.564	286.178	587.408
Local experts	8.758	97.552	978.897	1.596.505
IT	12.200	26.800	48.000	48.000
Operations, General & Admin.	81.622	210.929	443.436	809.563
<i>Operations costs as % of Revenues</i>	<i>354%</i>	<i>107%</i>	<i>45%</i>	<i>38%</i>

EBITDA [in EUR]	(105.204)	(187.171)	758.075	2.248.648
<i>as % of Net Sales</i>	<i>-360%</i>	<i>-58%</i>	<i>19%</i>	<i>28%</i>
Capex	(150.000)	(250.000)	(350.000)	(250.000)
Loan repayments		(26.000)	(40.200)	(41.400)
Received fundings - equity	300.000	400.000		
Received fundings - loans/grants	40.000	150.000		
Cash flow (+) surplus	84.796	86.829	367.875	1.957.248
Progressive Cash flow (+) surplus	84.796	171.624	539.499	2.496.747

Metrics	31/12/2020	31/12/2021	31/12/2022	31/12/2023
Room Rentings				
Total hosting packages	291	1.850	27.473	56.391
Total active hosts	400	1.320	1.700	2.780
Average stay duration (nights)	4,0	4,5	4,5	4,5
Average daily rate	90,00€	90,00€	90,00€	90,00€
Fee	15,00%	15,00%	15,00%	15,00%
Tour & Experiences				
Average expenditure / holiday	320,00€	360,00€	360,00€	360,00€
Fee	20,00%	20,00%	20,00%	20,00%
Percentage of users	70,00%	75,00%	80,00%	80,00%
Average guests/package	2,0	2,0	2,0	2,0
Average revenue (single guest)	50,18€	60,74€	66,89€	66,89€
CAC	53,46€	44,72€	25,50€	23,87€