

Q3 FY25

Earnings Presentation

March 6, 2024

spotlio

ELEVATING FUN TO ENHANCE EXPERIENCES



Spotlio empowers attractions, waterparks, ski areas,
and other ticketing businesses to **maximize revenue** and connect
better
with guests by **simplifying the experience** through a digital journey

Facts & Figures

Total
Employees

50

Resorts &
Attractions

#187

Annual GMV

\$350 M

Number countries
served

16

Recurring
Revenue%

> 94%

Community
registered users

> 1.5 M

App Store
Review Average

> 4.5

Guest
Experiences

> 3 M

Q3 Key Financial Figures (Nov'24 to Jan'25)

REVENUES

\$2.6 M

-5% YoY

GROSS PROFIT

\$1.6 M

62% GP Margin

TOTAL OPERATING EXPENSES

\$1.5 M

-25% YoY

EBITDA

\$0.1 M

CASH

\$0.9 M

Q3 MAIN HIGHLIGHTS

- **Revenues down -5% YoY** mainly driven by -9% decrease in transaccional revenues due to a weaker than expected winter ski season partially offset by +313% growth in PaaS (pricing-as-a-service)
- **Personnel expenses -35% lower YoY** in Q3 reflecting restructuring initiatives throughout prior year
- Results from cost rationalization initiatives clearly visible with total of **personnel and other operating expenses -25% lower YoY**
- **Gross profit margin at 62%** in line with same quarter in prior year
- **EBITDA of \$0.1M in Q3**, representing the first positive quarter for the company and significant improvement from -\$0.3M in the same quarter in prior year
- **Cash position of \$0.9M** with drawdown of all tranches of debt facility

Consolidated Income Statement Q3

Operating revenues and expenses	2024/25 Q3	2023/24 Q3
USD 1000	Unaudited	Unaudited
Sales revenues	2,445	2,689
Other operating revenue	142	40
Total operating revenues	2,587	2,729
Costs of goods	988	1,040
Employee benefits expense	1,039	1,600
Other operating expenses	477	418
Total operating expenses	2,504	3,059
Operating profit/loss before depreciation	83	-329
Depreciation and amortisation	775	798
Impairment	0	-14
Operating profit/loss	-692	-1,114
Finance income	162	174
Finance expense	-124	-175
Net financial items	37	-1
Profit/loss before tax	-655	-1,115
Tax expense	-116	-73
Net profit/loss for the period	-539	-1,042
Basic and diluted earnings per share	0.00	-0.01
Allocations of the period's net profit/loss:		
Transferred to other equity	-539	-1,042
Total	-539	-1,042

Balance Sheet Q3

ASSETS	31/01/2025	31/01/2024
USD 1000	Unaudited	Unaudited
Non-current assets		
Research and development	3,063	4,092
Customer contracts	2,520	3,200
Brands	814	1,025
Goodwill	3,089	4,045
Total intangible assets	9,486	12,363
Fixtures and fittings	29	30
Total fixtures and fittings	29	30
Total non-current assets	9,515	12,393
Current assets		
Trade receivables	736	1,395
Other receivables	509	256
Total receivables	1,246	1,650
Bank deposits, cash and cash equivalents	875	822
Total current assets	2,120	2,472
Total assets	11,635	14,865

EQUITY & LIABILITIES	31/01/2025	31/01/2024
USD 1000	Unaudited	Unaudited
Equity		
Share capital	385	385
Own shares	-4	-4
Share premium	27,020	48,162
Other paid-in capital	712	579
Total paid-in capital	28,113	49,121
Other equity	-21,371	-38,053
Total retained earnings	-21,371	-38,053
Total equity	6,742	11,068
Liabilities		
Deferred tax liability	1,177	1,497
Total provisions for liabilities	1,177	1,497
Liabilities to financial institutions	0	127
Other non-current liabilities	45	40
Total other non-current debt	1,223	1,663
Current portion of long-term debt	0	31
Trade payable	733	693
Payable taxes	8	-3
Public duties payable	83	21
Deferred revenue	816	1,267
Other current liabilities	2,032	125
Total current liabilities	3,671	2,133
Total liabilities	4,894	3,797
Total equity and liabilities	11,635	14,865

Cash Flow Statement Q3

Cash flow statement	2024/25 Q3	2023/24 Q3
USD 1000	Unaudited	Unaudited
Cash flow from operating activities		
Profit/loss before income tax payable	-658	-1,115
Net finance	-37	1
Depreciation, amortization and impairment expenses	775	784
Share based compensation	9	49
Change in trade receivables and trade payables	312	605
Changes in other operating items	-196	-149
Net cash flow from operating activities	205	174
Cash flow from investing activities		
Purchase of intangible and tangible non-current assets	-29	-74
Net cash flow from investing activities	-29	-74
Cash flow from financing activities		
Proceeds from borrowings	0	0
Repayment of borrowings	-28	-28
Paid interests	0	-6
Capital increase and related fees	0	0
Net cash flow from financing activities	-28	-34
Net change in cash and cash equivalents	148	66
Cash and cash equivalents at the beginning of the period	727	756
Cash and cash equivalents at the end of the period	875	822



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