

# Q4 FY25

## Earnings Presentation

June 19, 2025

**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

#185

Annual GMV

\$350 M

Number countries  
served

12

Recurring  
Revenue%

> 94%

Community  
registered users

> 1.5 M

App Store  
Review Average

> 4.5

Guest  
Experiences

> 3 M

## Q4 Key Financial Figures (Feb'25 to Apr'25)

### REVENUES

**\$1.9M**

-15% YoY

### GROSS PROFIT

**\$1.1M**

58% GP Margin

### TOTAL OPERATING EXPENSES

**\$2.2M**

-19% YoY

### EBITDA

**\$-0.3M**

### CASH

**\$0.9M**

## Q4 MAIN HIGHLIGHTS

- **Revenues down -15% YoY** (down -3% YoY excluding other revenues related to gift card adjustment in prior year) with +3% increase in transactional business offset by misses in SaaS (-11% YoY) and PaaS (-49%)
- **Personnel expenses -4% lower YoY** in Q4 in reflecting continual restructuring initiatives in both current year and timing in prior year
- Results from cost rationalization initiatives clearly visible with total of **personnel and other operating expenses -19% lower YoY**
- **EBITDA of -\$0.3M in Q4**, representing a significant improvement from -\$0.5M in the same quarter in prior year
- **Cash position of \$0.9M** with drawdown during FY25 of all tranches of the senior debt facility which has been renewed for FY26

## FY25 Key Financial Figures (May'24 to Apr'25)

### REVENUES

**\$7.3M**

0% YoY

### GROSS PROFIT

**\$4.8M**

65% GP Margin

### TOTAL OPERATING EXPENSES

**\$8.4M**

-26% YoY

### EBITDA

**\$-1M**

### CASH

**\$0.9M**

## FY25 MAIN HIGHLIGHTS

- **Revenues flat YoY** although up by +4% when excluding other revenue (gift card adjustment in prior year) led by a +364% growth in PaaS (pricing-as-a-service) and +5% in SaaS whilst the transactional business remained flat.
- **Personnel expenses -28% lower YoY** in FY25 reflecting continual restructuring initiatives throughout both prior and current year
- Results from cost rationalization initiatives clearly visible with total of **personnel and other operating expenses -26% lower YoY**
- **Gross profit margin at 65%** slightly higher than prior year (63%) due to revenue mix
- **EBITDA of -\$1M in FY25**, representing a significant improvement from -\$3.9M in the same quarter in prior year
- **Cash position of \$0.9M** with drawdown during FY25 of all tranches of the senior debt facility which has been renewed for FY26

# Consolidated Income Statement Q4

Operating revenues and expenses	2024/25 Q4	2024/2025 Year	2023/24 Q4	2023/2024 Year
USD 1000	Unaudited		Unaudited	
Sales revenues	1,869	6,955	2,169	7,154
Other operating revenue	33	384	62	156
Total operating revenues	<b>1,902</b>	<b>7,339</b>	<b>2,232</b>	<b>7,310</b>
Costs of goods	799	2,584	826	2,671
Employee benefits expense	1,089	4,170	1,135	5,879
Other operating expenses	306	1,601	734	2,675
Total operating expenses	2,194	8,355	2,695	11,225
Operating profit/loss before depreciation	<b>-292</b>	<b>-1,016</b>	<b>-464</b>	<b>-3,914</b>
Depreciation and amortisation	747	3,187	1,073	3,463
Impairment	0	0	1	4
Operating profit/loss	<b>-1,035</b>	<b>-4,204</b>	<b>-1,535</b>	<b>-7,382</b>
Finance income	53	674	193	666
Finance expense	-169	-919	-229	-701
Net financial items	-116	-246	-36	-35
Profit/loss before tax	<b>-1,151</b>	<b>-4,449</b>	<b>-1,574</b>	<b>-7,417</b>
Tax expense	-24	-269	-80	-300
Net profit/loss for the period	<b>-1,127</b>	<b>-4,180</b>	<b>-1,494</b>	<b>-7,117</b>
Basic and diluted earnings per share	-0.01	-0.02	-0.01	-0.04
Allocations of the period's net profit/loss:				
Transferred to other equity	-1,127	-4,180	-1,494	-7,117
Total	<b>-1,127</b>	<b>-4,180</b>	<b>-1,494</b>	<b>-7,117</b>

# Balance Sheet Q4

ASSETS	30/04/2025	30/04/2024
USD 1000	Unaudited	Unaudited
<b>Non-current assets</b>		
Research and development	2,933	3,884
Customer contracts	2,350	3,030
Brands	761	972
Goodwill	2,890	3,772
Total intangible assets	<b>8,934</b>	<b>11,658</b>
Fixtures and fittings	31	61
Total fixtures and fittings	<b>31</b>	<b>61</b>
Total non-current assets	<b>8,965</b>	<b>11,720</b>
<b>Current assets</b>		
Trade receivables	400	577
Other receivables	354	509
Total receivables	<b>753</b>	<b>1,086</b>
Bank deposits, cash and cash equivalents	947	639
Total current assets	<b>1,700</b>	<b>1,725</b>
Total assets	<b>10,665</b>	<b>13,444</b>

EQUITY & LIABILITIES	30/04/2025	30/04/2024
USD 1000	Unaudited	Unaudited
<b>Equity</b>		
Share capital	385	385
Own shares	-4	-4
Share premium	27,020	27,020
Other paid-in capital	732	623
Total paid-in capital	<b>28,133</b>	<b>28,024</b>
Other equity	-22,796	-18,160
Total retained earnings/losses	<b>-22,796</b>	<b>-18,160</b>
Total equity	<b>5,337</b>	<b>9,865</b>
<b>Liabilities</b>		
Deferred tax liability	1,121	1,417
Total provisions for liabilities	<b>1,121</b>	<b>1,417</b>
Liabilities to financial institutions	0	18
Other non-current liabilities	27	107
Total other non-current debt	<b>1,148</b>	<b>1,543</b>
Current portion of long-term debt	18	33
Trade payable	907	533
Payable taxes	37	0
Public duties payable	110	0
Deferred revenue	854	693
Other current liabilities	2,253	778
Total current liabilities	<b>4,179</b>	<b>2,037</b>
Total liabilities	<b>5,328</b>	<b>3,579</b>
Total equity and liabilities	<b>10,665</b>	<b>13,444</b>

# Cash Flow Statement Q4

Cash flow statement	2024/25 Q4	2023/24 Q4
USD 1000	Unaudited	Unaudited
<b>Cash flow from operating activities</b>		
Profit/loss before income tax payable	-1,151	-1,574
Net finance	116	36
Depreciation, amortization and impairment expenses	747	1,091
Share based compensation	9	45
Change in trade receivables and trade payables	511	660
Changes in other operating items	9	-581
Net cash flow from operating activities	<b>240</b>	<b>-323</b>
<b>Cash flow from investing activities</b>		
Purchase of intangible and tangible non-current assets	-197	-427
Net cash flow from investing activities	<b>-197</b>	<b>-427</b>
<b>Cash flow from financing activities</b>		
Proceeds from borrowings	0	559
Repayment of borrowings	18	8
Paid interests	0	0
Capital increase and related fees	12	0
Net cash flow from financing activities	<b>29</b>	<b>567</b>
Net change in cash and cash equivalents	72	-183
Cash and cash equivalents at the beginning of the period	875	822
Cash and cash equivalents at the end of the period	<b>947</b>	<b>639</b>





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