



Q1 FY24 Earnings Presentation

19 September 2023

Agenda



- Business Update
- Sales
- Q1 FY24 Results
- Q&A

Business Update

- **One Team:** Fully integrated our European and US businesses
 - Combining the strengths of Spotlio and Catalate
- **Streamlined focus:** Discontinuation of Liftopia.com
- **Operational Excellence:** Accelerated operational efficiencies and collaboration
- **Unified Leadership:** Consolidate Executive team
- **Innovation at its Core:** Launched Tech Hub in Spain
- **Revenue Generation:** Appointed Chief Revenue Officer

SPOTLIO

Experienced Executive Team



Christian Erlandson
Chief Executive Officer



Albert Ferrando
Chief Product Officer



Ben Faden
Chief Revenue Officer



David Huerva
Chief Technology Officer



James Price
Chief Financial Officer



Krystal Praast
Head of People Ops

Facts & Figures

Total
Employees

70

Resorts &
Attractions

#227

Annual
GMV

\$350M

Number
countries
served

14

Transactions
processed

>\$1B

Community
registered
users

1.4M

App Store
Review
Average

4.6

Guest
Experiences

>3M

Company Mission

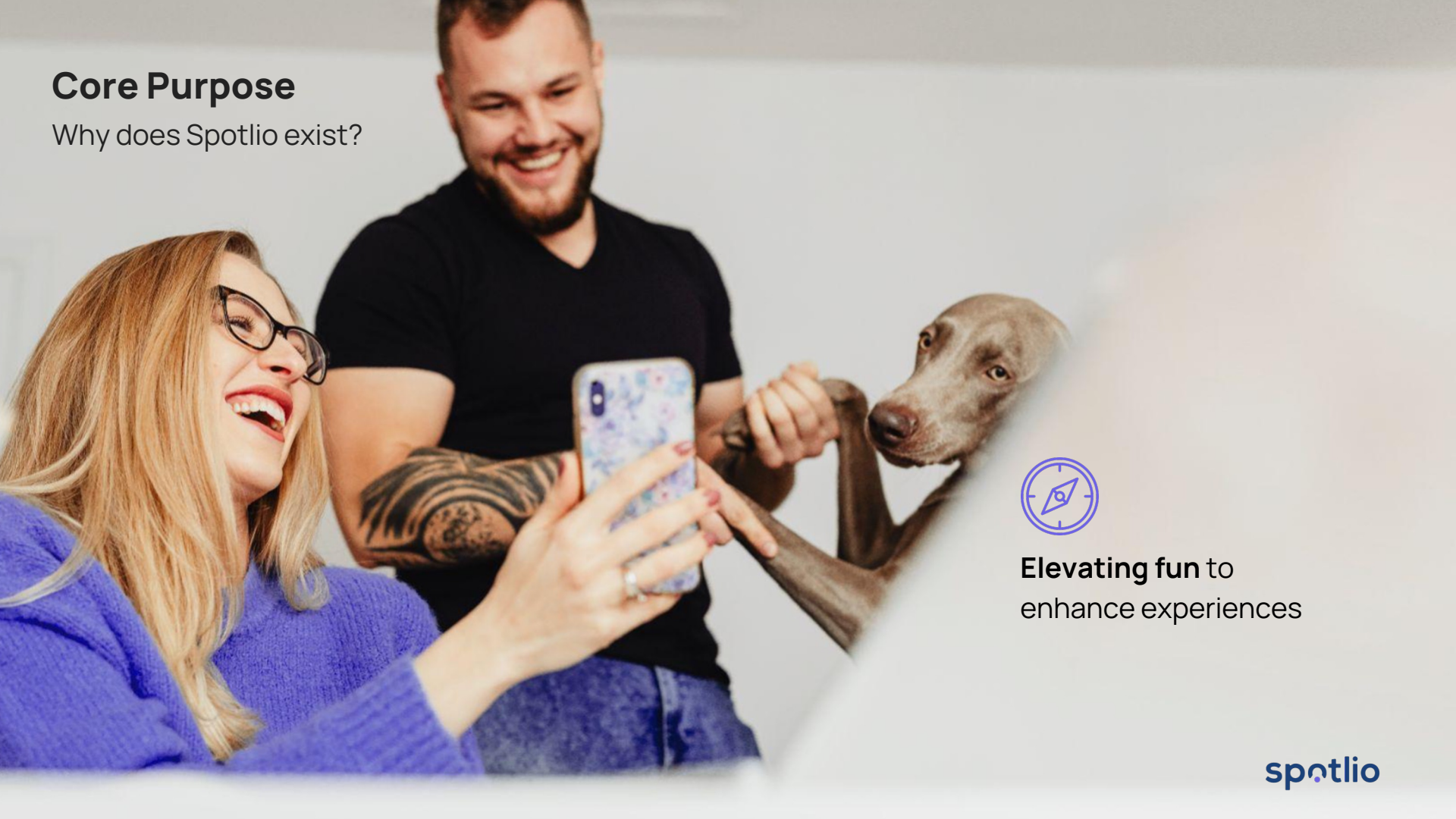
What is the promise of delivery by Spotlio?



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

Core Purpose

Why does Spotlio exist?



**Elevating fun to
enhance experiences**

Good Health and Well-Being

Sustainable Development Goals

It is proven that spending time **doing activities** you love has a **positive impact** on your **physical and mental health. We help our customers sell great experiences and activities to their guests!** Our pricing solutions make these experiences affordable for more people and our technology helps make access to attractions smoother and faster.

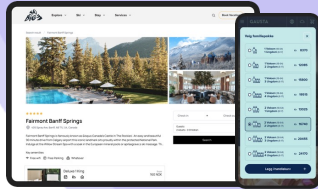




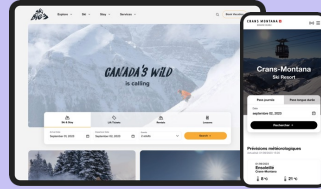
million
guest experiences

Spotlio's platform solves all digital needs for the customer journey

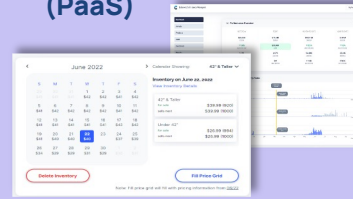
 eCommerce



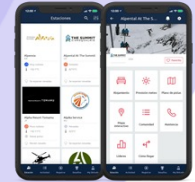
 Resort websites



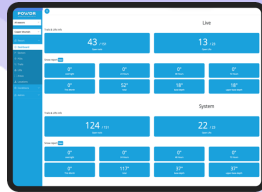
 Demand Pricing-as-a-Service (PaaS)



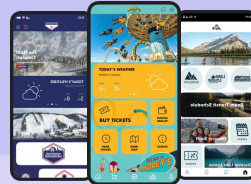
 Community



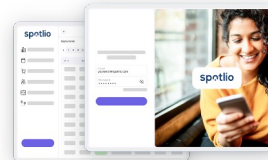
 Data communication



 Resorts & Attractions Apps



 Maps



All in one platform



MANAGEMENT



ANALYTICS



SUPPORT



FINANCIAL



SALES



MARKETING

spotlio

Sales Update

spotlio



Sales Update

Bringing Innovation to the industry via partnerships and customers



ALPES VAUDOISES 

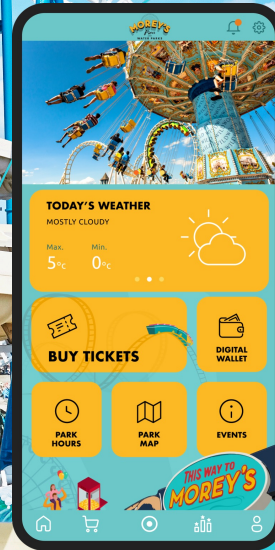
CRANS MONTANA 
Absolutely



GLACIER 3000
High level experience.



Cross Selling Apps into Parks & Attractions



MOREY'S
Piers
AND
WATER PARKS



Key Benefits & Features

- In-app ticketing & access control
- E-shops/Online Booking Services
- Park information and maps



Q1 FY24 Results

spotlio



Income Statement Q1 FY24

REVENUES

\$1.2M

+5% YoY excl. Liftopia

TOTAL OPERATING EXPENSES

\$2.4M

-11% YoY

GROSS PROFIT MARGIN

65%

EBITDA

-\$1.6M

CASH

\$3.1M

Q1 FY24

MAIN P&L HIGHLIGHTS

- Comparative revenues **up 5% YoY** (excluding Liftopia business to be discontinued) mainly driven by expansion
- Gross Margin of 65% reflecting revenue mix of additional transactional revenues
- Total **personnel and other operating expenses 11% lower YoY** despite one-off personnel severance expenses of \$0.3M.
- Cost rationalization initiatives on track with personnel and other operating expenses* **21% lower YoY** excluding effect of severance costs
- EBITDA of -\$1.6M for Q1, representing improvement from -\$1.8M for prior year

Key Financial Metrics

TOTAL ARR

\$7.5M

TOTAL LOGOS

227

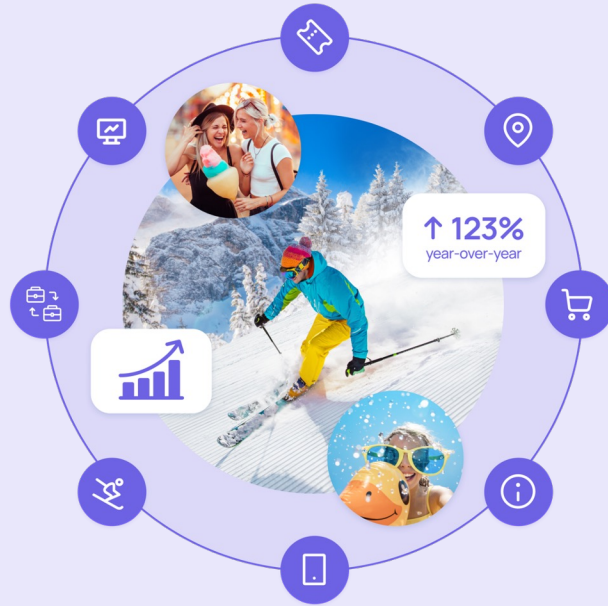
YTD CHURN

4%

RECURRING REVENUE %

97%

Focusing on growth through acquisition and retention of high ARPA multi-product customers

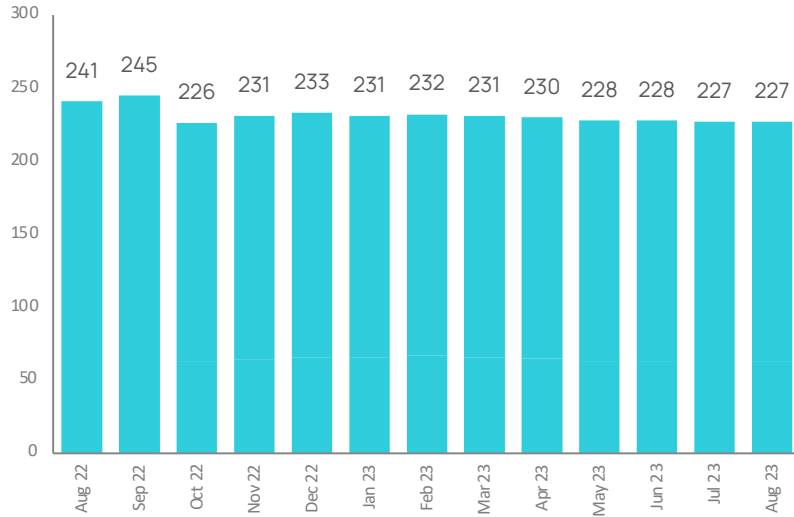


spotlio

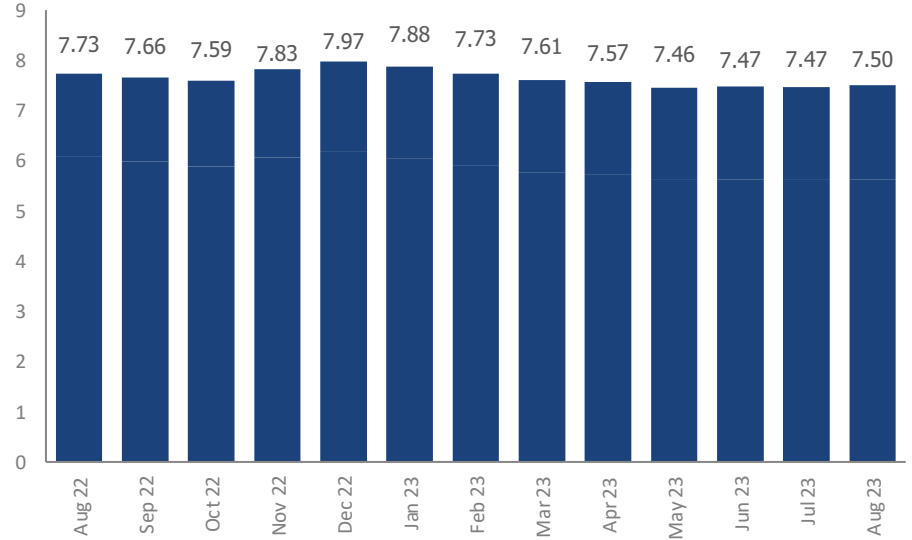
Appendix

KPI update

of B2B resorts & attractions



Growth in pro forma ARR and recurring transactional revenues*, USDm**



- B2B SaaS: No change in number of resorts in Q1 whilst growing ARR and increasing ARPA
- B2B Transactional: net decrease of 3 resorts & attractions in Q1
- Total of 227 B2B resorts & attractions as of Aug 23

- B2B SaaS 1% net ARR growth in Q1
- B2B Transactional -2% decrease in Q1
- Total ARR decrease of -1% in Q1



* Transactional net revenues is a % of total bookings so the payments for these B2B services are volume dependent and not secured up front. However, contracts are annually renewable, or multi-year renewable, hence net revenues are recurring (or reoccurring) but vary from year to year. Annual transactional recurring net revenues from existing resorts are calculated as trailing 12 months (TTM) net revenues. For the new resorts, annual transactional recurring net revenues are estimated based on an average multiplier extracted from existing similar resorts and annual visitor numbers for the new resorts.

Consolidated income statement Q1

Operating revenues and expenses	2023/24 Q1	2022/23 Q1
USD 1000	Unaudited	Unaudited
Sales revenues	1,186	1,310
Other operating revenue	31	56
Total operating revenues	1,217	1,366
Costs of goods	429	450
Employee benefits expense*	1,856	1,885
Other operating expenses	572	849
Total operating expenses	2,857	3,185
Operating profit/loss before depreciation	-1,640	-1,819
Depreciation and amortisation expenses	757	760
Operating profit/loss	-2,397	-2,579
Finance income	97	-31
Finance expense	-106	15
Net financial items	-9	-16
Profit/loss before tax	-2,407	-2,595
Tax expense	65	74
Net profit/loss for the period	-2,341	-2,521
Basic and diluted earnings per share	-0.12	-0.28
Allocations of the period's net profit/loss:		
Transferred to other equity	-2,341	-2,521
Total	-2,341	-2,521

Cash Flow Statement

ASSETS	31/07/2023	30/04/2023	31/07/2022
USD 1000	Unaudited	Unaudited	Unaudited
Non-current assets			
Research and development	4,344	4,319	4,688
Customer contracts	3,230	3,197	4,032
Brands	1,093	1,119	1,322
Goodwill	4,409	4,556	5,562
Total intangible assets	13,076	13,190	15,604
Fixtures and fittings	42	38	45
Total fixtures and fittings	42	38	45
Total non-current assets	13,118	13,228	15,650
Current assets			
Trade receivables	631	718	368
Other receivables	246	470	393
Total receivables	877	1,188	761
Bank deposits, cash and cash equivalents	3,113	802	5,309
Total current assets	3,990	1,990	6,070
Total assets	17,108	15,218	21,720

EQUITY & LIABILITIES	31/07/2023	30/04/2022	31/07/2022
USD 1000	Unaudited	Unaudited	Unaudited
Equity			
Share capital	379	192	190
Own shares	-3	-4	-5
Share premium	42,590	43,818	43,203
Other paid-in capital	372	595	625
Total paid-in capital	43,338	44,601	44,013
Other equity	-29,525	-33,481	-27,537
Total retained earnings	-29,525	-33,481	-27,537
Total equity	13,814	11,120	16,477
Liabilities			
Deferred tax liability	1,511	1,497	1,888
Total provisions for liabilities	1,511	1,497	1,888
Liabilities to financial institutions	121	122	126
Other non-current liabilities	40	739	1,489
Total other non-current debt	1,673	2,358	3,503
Current portion of long-term debt	101	141	169
Trade payable	591	642	589
Payable taxes	-43	0	0
Public duties payable	32	17	6
Deferred revenue	586	691	581
Other current liabilities	355	249	395
Total current liabilities	1,622	1,740	1,740
Total liabilities	3,294	4,098	5,243
Total equity and liabilities	17,108	15,218	21,720

Cash Flow Statement

Cash flow statement	2023/24 Q1	2022/23 Q1
USD 1000	Unaudited	Unaudited
Cash flow from operating activities		
Profit/loss before income tax payable	-2,407	-2,595
Net finance	9	16
Depreciation, amortization and impairment expenses	757	760
Share based compensation	76	142
Change in trade receivables and trade payables	-292	-72
Changes in other operating items	807	-1,070
Net cash flow from operating activities	-1,050	-2,819
Cash flow from investing activities		
Purchase of intangible and tangible non-current assets	-200	-191
Net cash flow from investing activities	-200	-191
Cash flow from financing activities		
Repayment of borrowings	-44	-29
Paid interests	-10	-4
Capital increase and related fees	3,616	0
Net cash flow from financing activities	3,561	-33
Net change in cash and cash equivalents	2,311	-3,043
Cash and cash equivalents at the beginning of the period	802	8,352
Cash and cash equivalents at the end of the period	3,113	5,309