

# Q2 FY25

## Earnings Presentation

December 5, 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

**51**

Resorts &  
Attractions

**#190**

Annual GMV

**\$350 M**

Number countries  
served

**14**

Recurring  
Revenue%

**> 95%**

Community  
registered users

**> 1.4 M**

App Store  
Review Average

**> 4.5**

Guest  
Experiences

**> 3 M**

## Q2 Key Financial Figures (Aug'24 to Oct'24)

### REVENUES

**\$1.4M**

+24% YoY

### GROSS PROFIT

**\$1M**

75% GP Margin

### TOTAL OPERATING EXPENSES

**\$1.5M**

-34% YoY

### EBITDA

**-\$0.5M**

### CASH

**\$0.7M**

## Q2 MAIN HIGHLIGHTS

- **Revenues up 24% YoY** mainly driven by 27% increase in SaaS revenues and to a lesser extent transactional revenues which were up 11% with early traction in the European market.
- **Personnel expenses 28% lower YoY** in Q2 reflecting restructuring initiatives throughout prior year.
- Results from cost rationalization initiatives clearly visible with total of **personnel and other operating expenses 34% lower YoY**.
- **Gross profit margin at 75%** reflecting higher growth of SaaS revenue (> 90% margin) than transactional revenue (< 60% margin)
- **EBITDA of -\$0.5M in Q2**, representing a significant improvement from -\$1.5M in the same quarter in prior year
- Cash position reflecting the drawdown of all tranches of debt facility.

# Consolidated Income Statement Q2

Operating revenues and expenses	2024/25 Q2	2023/24 Q2
USD 1000	Unaudited	
Sales revenues	1,265	1,111
Other operating revenue	136	22
<b>Total operating revenues</b>	<b>1,401</b>	<b>1,133</b>
Costs of goods	357	386
Employee benefits expense	1,017	1,419
Other operating expenses	476	827
<b>Total operating expenses</b>	<b>1,851</b>	<b>2,632</b>
<b>Operating profit/loss before depreciation</b>	<b>-450</b>	<b>-1,499</b>
Depreciation and amortisation	808	833
Impairment	0	17
<b>Operating profit/loss</b>	<b>-1,258</b>	<b>-2,349</b>
Finance income	282	171
Finance expense	-368	-160
Net financial items	-86	11
<b>Profit/loss before tax</b>	<b>-1,344</b>	<b>-2,339</b>
Tax expense	-67	82
<b>Net profit/loss for the period</b>	<b>-1,276</b>	<b>-2,257</b>
Basic and diluted earnings per share	-0.01	-0.01
Allocations of the period's net profit/loss:		
Transferred to other equity	-1,276	-2,257
<b>Total</b>	<b>-1,276</b>	<b>-2,257</b>

# Balance Sheet Q2

ASSETS	31/10/2024	31/10/2023
USD 1000	Unaudited	
<b>Non-current assets</b>		
Research and development	3,388	4,258
Customer contracts	2,690	3,370
Brands	867	1,077
Goodwill	3,288	4,318
Total intangible assets	<b>10,234</b>	<b>13,023</b>
Fixtures and fittings	27	39
Total fixtures and fittings	<b>27</b>	<b>39</b>
Total non-current assets	<b>10,261</b>	<b>13,062</b>
<b>Current assets</b>		
Trade receivables	814	1,577
Other receivables	468	258
Total receivables	<b>1,283</b>	<b>1,834</b>
Bank deposits, cash and cash equivalents	727	758
Total current assets	<b>2,010</b>	<b>2,592</b>
Total assets	<b>12,271</b>	<b>15,654</b>

EQUITY & LIABILITIES	31/10/2024	31/10/2023
USD 1000	Unaudited	
<b>Equity</b>		
Share capital	385	385
Own shares	-4	-4
Share premium	27,021	48,112
Other paid-in capital	703	530
Total paid-in capital	<b>27,402</b>	<b>49,023</b>
Other equity	-20,782	-36,970
Total retained earnings	<b>-20,782</b>	<b>-36,970</b>
Total equity	<b>7,323</b>	<b>12,054</b>
<b>Liabilities</b>		
Deferred tax liability	1,257	1,577
Total provisions for liabilities	<b>1,257</b>	<b>1,577</b>
Liabilities to financial institutions	19	112
Other non-current liabilities	48	39
Total other non-current debt	<b>1,324</b>	<b>1,728</b>
Current portion of long-term debt	10	66
Trade payable	499	270
Payable taxes	0	2
Public duties payable	0	24
Deferred revenue	964	1,327
Other current liabilities	2,151	185
Total current liabilities	<b>3,624</b>	<b>1,872</b>
Total liabilities	<b>4,948</b>	<b>3,601</b>
Total equity and liabilities	<b>12,271</b>	<b>15,654</b>

# Cash Flow Statement Q2

Cash flow statement	2024/25 Q2	2023/24 Q2
USD 1000	Unaudited	
<b>Cash flow from operating activities</b>		
Profit/loss before income tax payable	-1,344	-2,339
Net finance	86	-11
Depreciation, amortization and impairment expenses	808	833
Share based compensation	45	62
Change in trade receivables and trade payables	-91	-939
Changes in other operating items	145	189
Net cash flow from operating activities	<b>-352</b>	<b>-2,203</b>
<b>Cash flow from investing activities</b>		
Purchase of intangible and tangible non-current assets	-121	-94
Net cash flow from investing activities	<b>-121</b>	<b>-94</b>
<b>Cash flow from financing activities</b>		
Proceeds from borrowings	515	0
Repayment of borrowings	-12	-56
Paid interests	0	-1
Capital increase and related fees	0	0
Net cash flow from financing activities	<b>503</b>	<b>-57</b>
Net change in cash and cash equivalents	31	-2,355
Cash and cash equivalents at the beginning of the period	696	3,113
Cash and cash equivalents at the end of the period	<b>727</b>	<b>758</b>



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