

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	1,902	7,339	2,232	7,310
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	-292	-1,016	-464	-3,914
Depreciation and amortisation	747	3,187	1,073	3,463
Impairment	0	0	1	4
Operating profit/loss	-1,035	-4,204	-1,535	-7,382
Finance income	53	674	193	666
Finance expense	-169	-919	-229	-701
Net financial items	-116	-246	-36	-35
Profit/loss before tax	-1,151	-4,449	-1,574	-7,417
Tax expense	-24	-269	-80	-300
Net profit/loss for the period	-1,127	-4,180	-1,494	-7,117
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	-1,127	-4,180	-1,494	-7,117

Balance Sheet Q4

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

EQUITY & LIABILITIES	30/04/2025	30/04/2024
USD 1000	Unaudited	Unaudited
Equity		
Share capital	385	385
Own shares	-4	-4
Share premium	27,020	27,020
Other paid-in capital	732	623
Total paid-in capital	28,133	28,024
Other equity	-22,796	-18,160
Total retained earnings/losses	-22,796	-18,160
Total equity	5,337	9,865
Liabilities		
Deferred tax liability	1,121	1,417
Total provisions for liabilities	1,121	1,417
Liabilities to financial institutions	0	18
Other non-current liabilities	27	107
Total other non-current debt	1,148	1,543
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	4,179	2,037
Total liabilities	5,328	3,579
Total equity and liabilities	10,665	13,444

Cash Flow Statement Q4

Cash flow statement	2024/25 Q4	2023/24 Q4
USD 1000	Unaudited	Unaudited
Cash flow from operating activities		
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	240	-323
Cash flow from investing activities		
Purchase of intangible and tangible non-current assets	-197	-427
Net cash flow from investing activities	-197	-427
Cash flow from financing activities		
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	29	567
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	947	639



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