

Q4 2024 & FY24 Preliminary unaudited results

Q4 2024

FINANCIAL REPORT

lastminute.com

The Presenters



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Chief Financial Officer

lastminute.com

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01  **Intro**
A. Petazzi

02 **Q4 2024 & Preliminary unaudited FY24 results**
D. Fiorentini

03 **Financial Calendar 2025**

Q4 2024 & Preliminary unaudited FY24 results

Q4
2024
UNAUDITED



Meet Our New CEO

A proven leader in Tech-Driven growth

Alessandro Petazzi

lastminute.com CEO



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Q4 2024 and preliminary FY 2024 performance

Strong Dynamic Package growth drives profitability



GTV

-1% vs. Q4 2023

while
DP GTV +19%
vs. Q4 2023

-14% vs. FY 2023

DP GTV +11%
compared to 2023



REVENUE

+4% vs. Q4 2023

Strong
double-digit
growth in Dynamic
Packages (+34%)

-2% vs. FY 2023

Take rate at 9.7%
+1.4pp yoy



GROSS PROFIT

+6% vs. Q4 2023

while
DP Gross Profit
+44%

+4% vs. FY 2023

DP Gross Profit +32%



Adj. EBITDA

at €5.4m
+135% vs. Q4 2023

Adj. EBITDA at €41.2m
+4%
vs. FY 2023



NET RESULT

at break-even
compared to a
loss of €3.2m in
Q4 2023

Net Result more than
doubled at €15.7m vs.
FY 2023

Profit and Loss

€m	Q4 2024	Q4 2023	Delta %	FY 2024	FY 2023	Delta %
GTV	537	540	(1%)	2,902	3,391	(14%)
Revenue	62.5	59.8	4%	313.7	321.3	(2%)
<i>o/w DP Revenue</i>	35.7	26.6	34%	189.0	151.4	25%
<i>o/w Other business segments</i>	26.8	33.2	(19%)	124.7	169.8	(27%)
Gross Profit	26.1	24.7	6%	130.9	126.4	4%
<i>% on Revenue</i>	42%	41%	0.4pp	42%	39%	2pp
Adj Ebitda	5.4	2.3	135%	41.2	39.7	4%
<i>% on Revenue</i>	9%	4%	5pp	13%	12%	1pp
EBITDA	5.8	0.7	729%	43.3	31.7	37%
EBIT	0.9	(4.3)	n.a.	25.2	13.7	84%
Net result	(0.1)	(3.2)	n.a.	15.7	7.0	124%
Earnings /(loss) per share	(0.01)	(0.30)	n.a.	1.47	0.65	126%

Revenue in Q4 saw a +4% increase vs. Q4 '23, reflecting an improvement in the last quarter. For the full year, revenue reached €313.7m, slightly below the same period in '23. Dynamic packages grew strongly, achieving +25% YoY revenue growth.

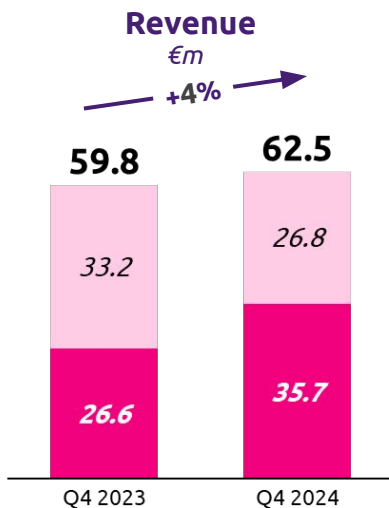
Gross Profit showed a notable positive increase of +6% in Q4. For the full year **Gross Profit** reached €130.9m above the same period in '23 (+4%).

Q4 Adjusted EBITDA contributed to achieving the guidance, bringing the full-year result to €41.2m (+4% vs. 2023), in line with expectations.

Net Result was break-even for the last quarter of the year and substantially improving versus the same period of last year (+€3.1m).

Back to growth

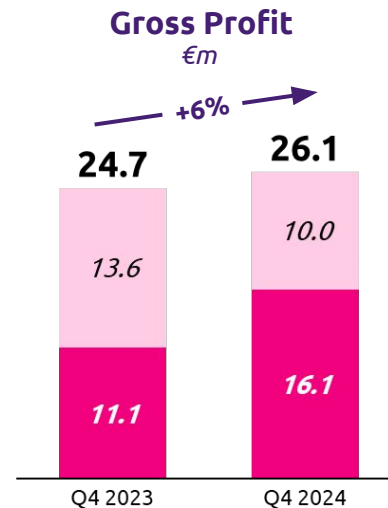
Strategic focus on Dynamic Package ("DP") drives revenue growth and profitability



**Dynamic Package
Take Rate**

12.2% → 13.8%

Revenue reached €62.5 million, a 4% increase compared to the same period in 2023, driven by strong double-digit growth in Dynamic Packages (+34% YoY) and an improved take rate.



**Dynamic Package
Gross Margin**

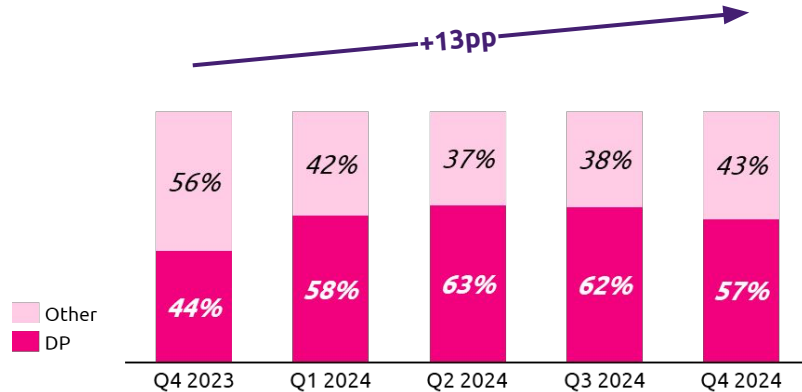
42% → 45%

Gross Profit at €26.1 million, a 6% increase compared to the same period in 2023. DP was the biggest contributor with a 45% increase.

Increased contribution from Dynamic Packages

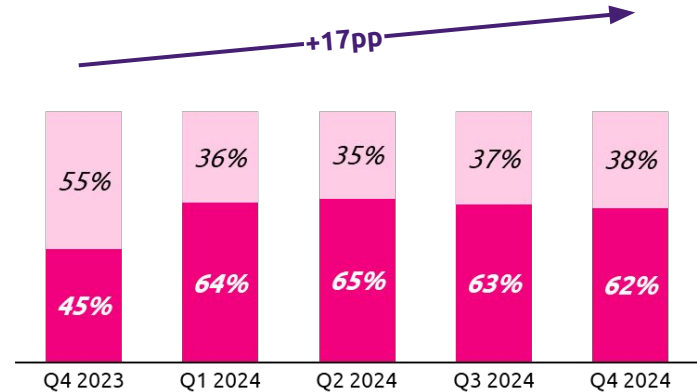
DP's contribution to both total revenue and total gross profit has continued to grow throughout the year.

DP Revenue Share Trend



DP now accounts for 57% of total Group revenue, reflecting a QoQ 13pp increase in share. Q4 is typically a softer quarter for DP due to the seasonality.

DP Gross Profit Share Trend



DP is now contributing 62% of the Group's gross profit. The higher share compared to revenues is due to the higher profitability of DP compared to the other products.

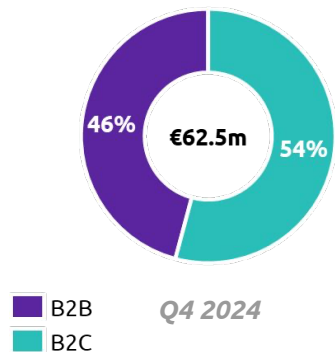
Revenue and Gross Profit by segment

Revenue

€m

	Q4 2024	Q4 2023	Delta %	FY 2024	FY 2023	Delta %
Revenue	62.5	59.8	4%	313.7	321.3	(2%)
B2B	28.6	23.9	20%	145.6	130.0	12%
B2C	33.8	35.9	(6%)	168.1	191.3	(12%)

% on Total Revenue

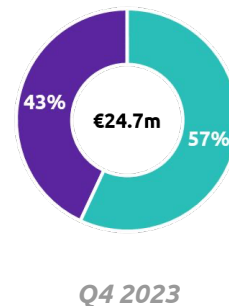
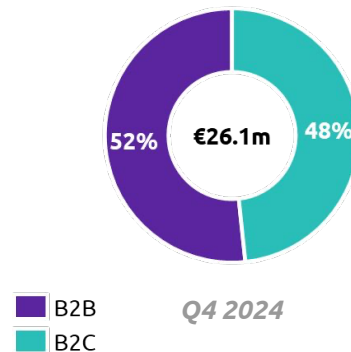


Gross Profit

€m

	Q4 2024	Q4 2023	Delta %	FY 2024	FY 2023	Delta %
Gross Profit	26.1	24.7	6%	130.9	126.4	4%
B2B	13.5	10.6	27%	63.3	53.8	17%
B2C	12.6	14.1	(10%)	67.7	72.5	(7%)

% on Gross Profit

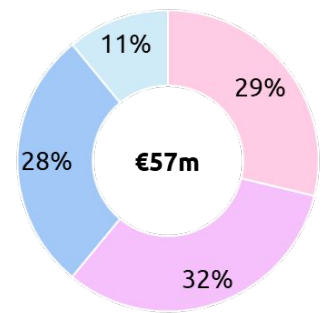


Cost Structure

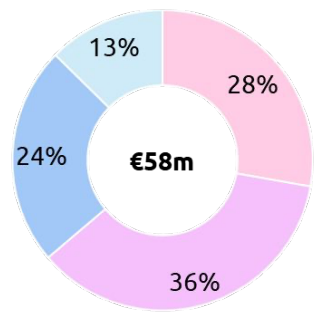
Maintaining cost discipline while making strategic investments

€m	Q4 2024	Q4 2023	Delta %	FY 2024	FY 2023	Delta %
Total Costs	(57.0)	(57.5)	(1%)	(272.6)	(281.6)	(3%)
Marketing Spend	(15.8)	(16.5)	(4%)	(79.0)	(88.6)	(11%)
Other variable costs	(20.5)	(18.5)	11%	(103.8)	(106.4)	(2%)
HR Costs	(13.4)	(16.1)	(17%)	(59.1)	(59.7)	(1%)
Operating Costs	(7.2)	(6.3)	14%	(30.7)	(26.9)	14%

- Marketing Spend
- Other Variable Costs
- HR Costs
- Operating Costs



Q4 2024

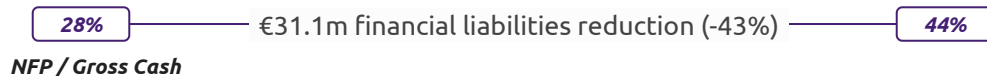
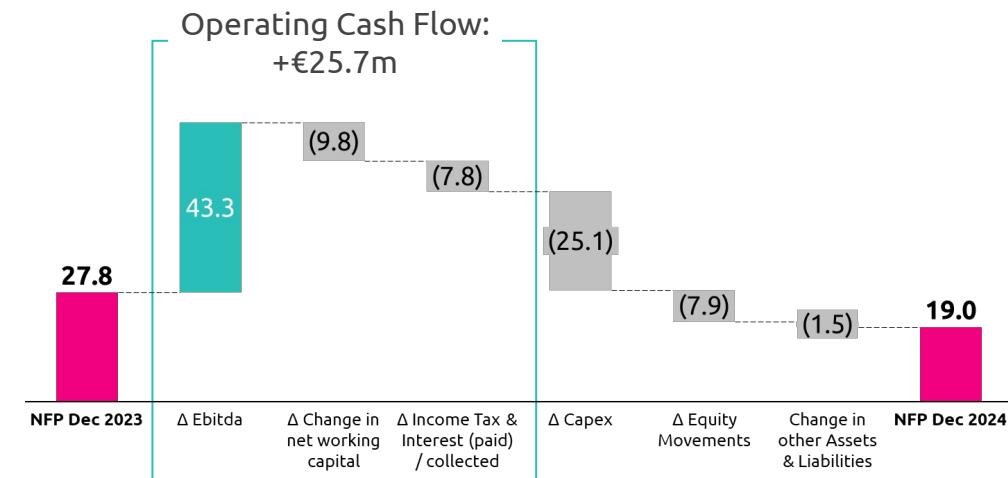


Q4 2023



NFP Bridge 12 months rolling

Decrease driven by investing activities and shareholders remuneration



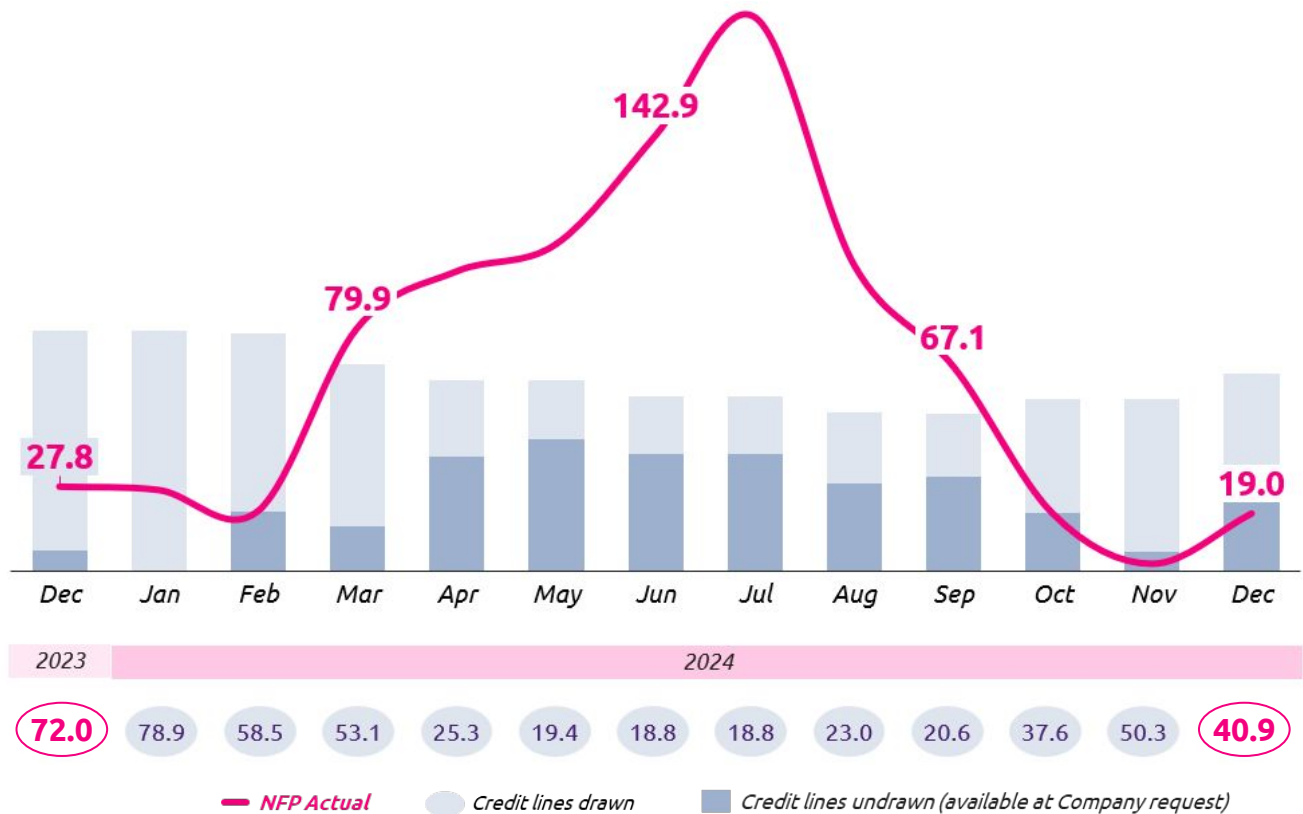
NFP Bridge
€m


Positive cash generation from operating activities, fully driven by positive EBITDA.

Capex: is mainly linked to capitalised HR costs and other tech assets.

Equity movements: include dividend payments €6.6 million, cash outflows for acquiring additional minority interests €0.8 million and share buybacks €0.5 million.

Net Financial Position (NFP) from December 2023 to December 2024





Q4
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THANKS FOR JOINING US

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Financial Calendar 2025

9-10 January 2025

Swiss Equities Baader Conference 2025

13 February 2025

Announcement of preliminary unaudited FY2024 results

27 March 2025

Publication of the Annual Report 2024

15 May 2025

Publication of Q1 2025 Trading Update

25 June 2025

Annual General Meeting

7 August 2025

Publication of H1 2025 Report

6 November 2025

Publication of Q3 2025 Trading Update

Investor information: lastminute.com N.V.
Listing: Swiss Stock Exchange
Trading currency: CHF
Ticker symbol: LMN
ISN: **NL0010733960**

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Thank you

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