

FY 2024 financial results & 2025 Outlook

2024
FULL YEAR

lastminute.com

Presenters



Alessandro Petazzi

Chief Executive Officer



Diego Fiorentini

Chief Financial Officer

lastminute.com

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Agenda

01  **FY 2024 results**
Diego Fiorentini

02 **Strategic direction**
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03 **Key takeaways & 2025 guidance**
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04 **Financial calendar**
Julia Weinhardt



FY 2024 performance



GTV

-14% vs. FY 2023

while
DP GTV +11%
compared to 2023



REVENUES*

-2% vs. FY 2023

Strong
double-digit
growth in Dynamic
Packages (+25%)



GROSS PROFIT

+4% vs. FY 2023

while
DP Gross Profit
+32%



Adj. EBITDA

at 41.2m

+4% vs. FY 2023



NET RESULT

More than
doubled at
**€15.7m vs. FY
2023**

(*) REVENUES MANAGERIAL, defined as the ordinary margins generated through the sale of travel services (together with ancillaries, over commissions, kickback and other indirect revenue), including the negative effects coming from the cancellation of bookings and the other income from the voucher misredemption. They are also defined as managerial revenues.

Proposed Dividend at the AGM 2025

EUR 0.41 per share representing 30% of the 2024 Net Result, in line with the Group's dividend policy.

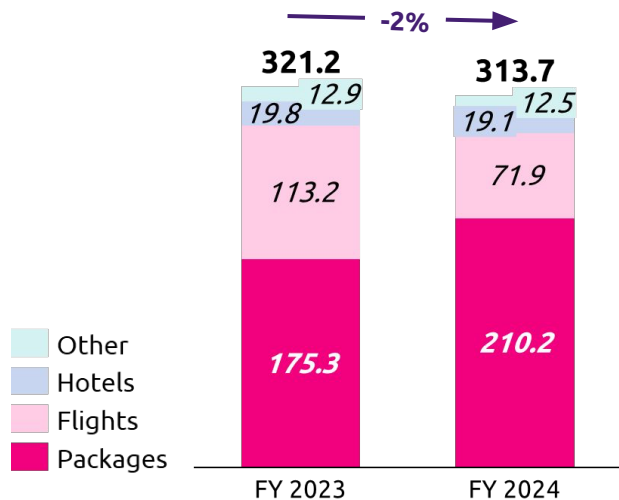
To be approved at the Annual General Meeting on June 25th, 2025.



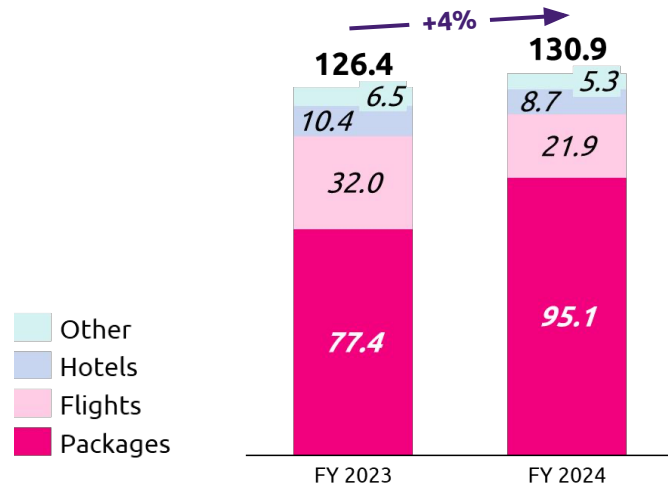
New reporting format in 2025



Revenues €m



Gross profit €m



Gross Margin

39% → +3pp → 42%

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Market context & strategic assets

MARKET CONTEXT

TRAVEL

Growing, resilient market

Younger generations

Value & Convenience

Regulatory complexity

ONLINE

“Upper funnel” impacted by Gen AI & TikTok

Mass personalisation

Need for fulfillment partners

OUR ASSETS

OUR UNIQUE STRENGTHS

DP expertise & tech

Strong brand portfolio

Regulatory & Legal setup

Assets allow a distinctive position in the market

Strategic direction: leveraging our assets to grow even stronger



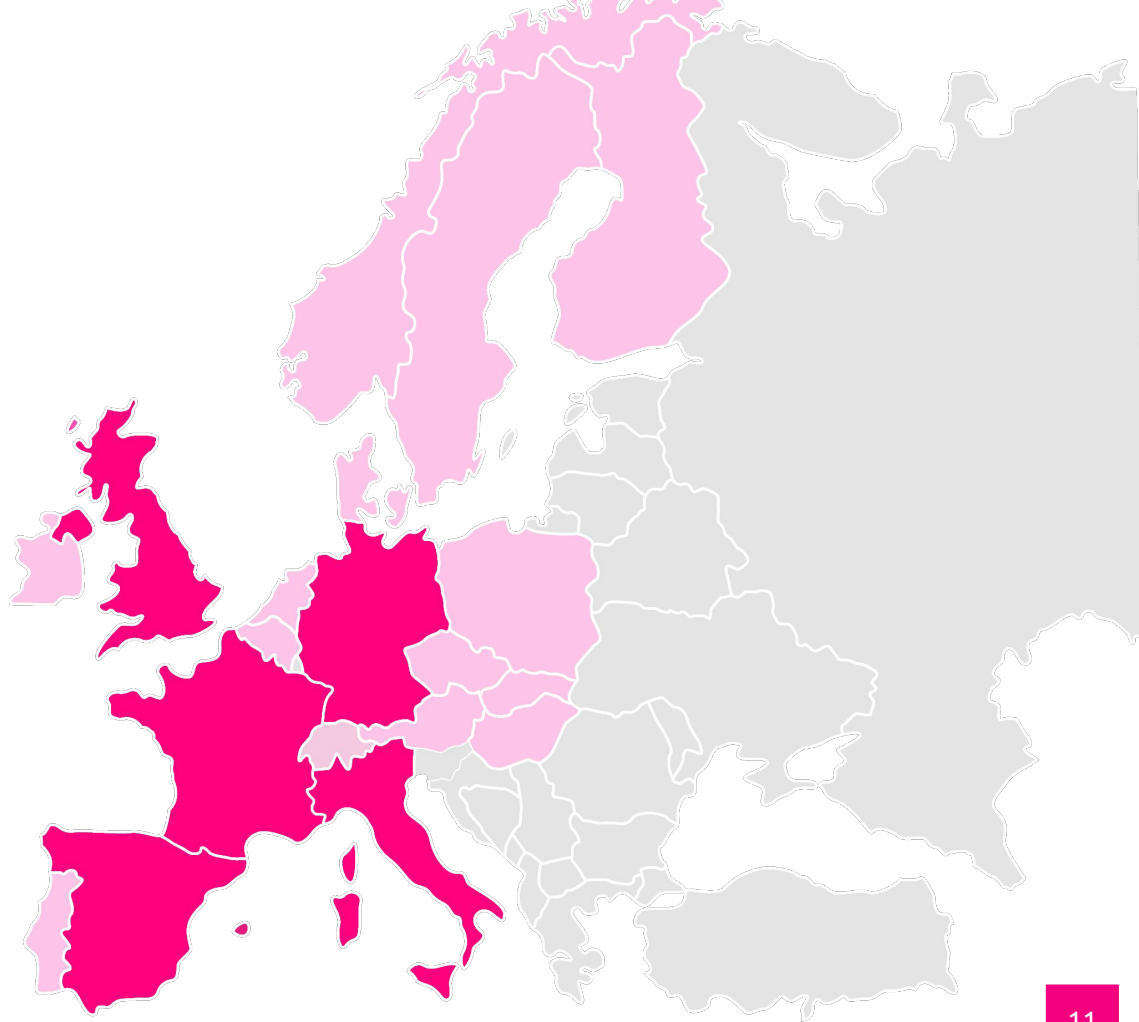


Strengthening market presence

Data-driven approach to grow in
Tier 2 European markets

Boosting marketing investment to
deliver growth

 Tier 1 markets  Tier 2 markets





Brand Portfolio Focus

Strengthening and differentiating local brands while increasing efficient marketing initiatives to deepen customer connections



Packages

lastminute.com

weg.de



Flights



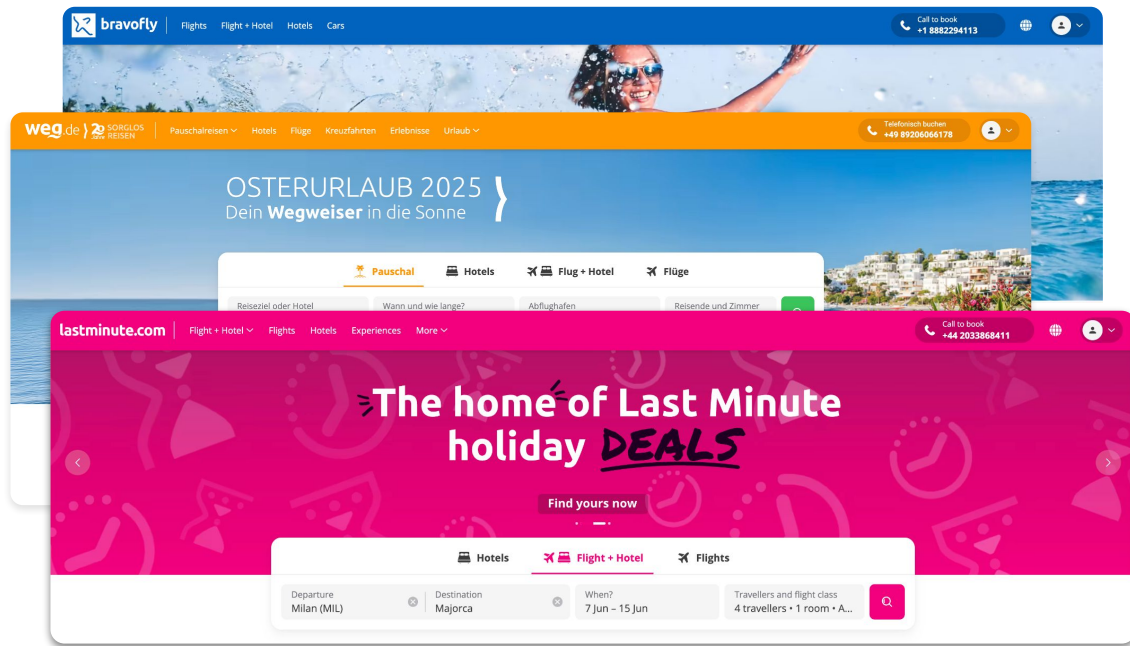
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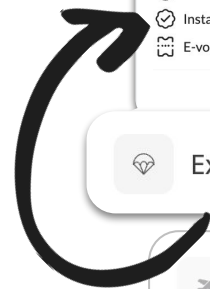




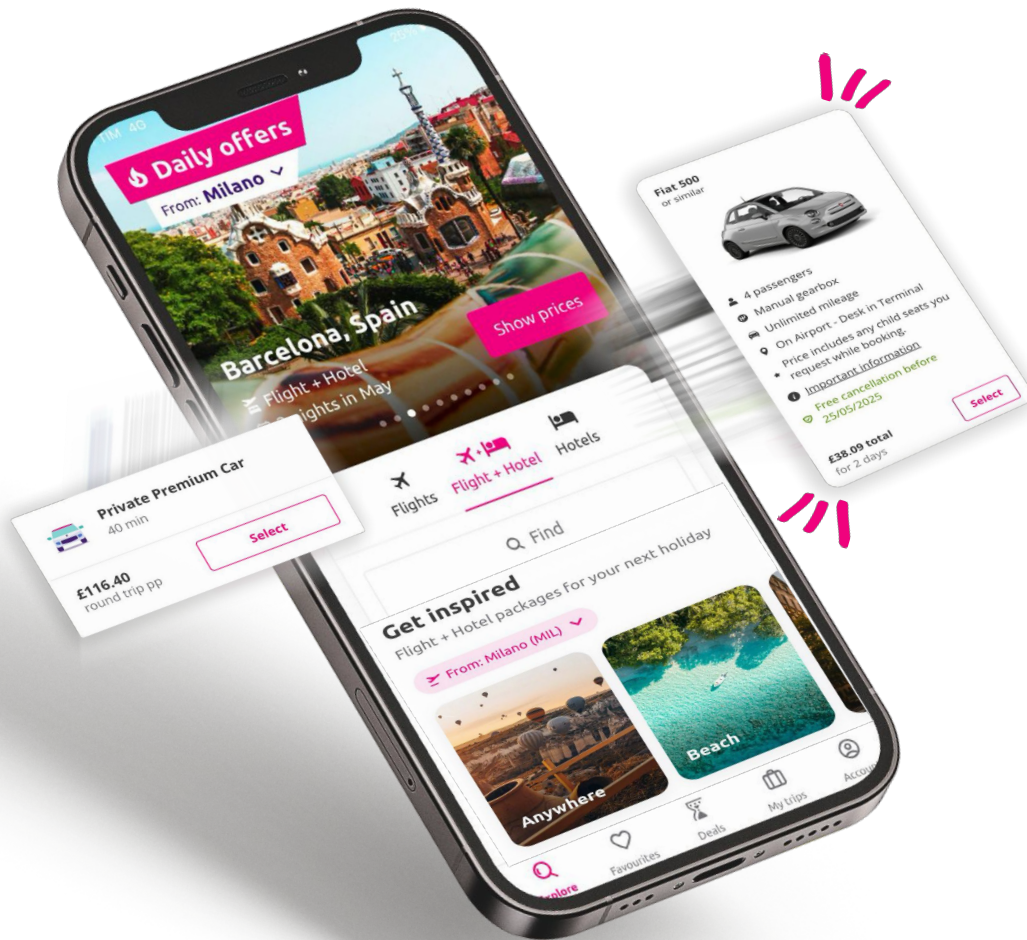
Dynamic Packages Evolution

Curating holiday components to compliment *flight + hotel* offering

Greater peace of mind
thanks to our ability
to mix-and-match
components



The more components
the better value for money



Travel Companion

Helping travelers from the moment they search and book, through departure and their time at the destination, with services and products

... and then again until their next holiday

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Key Takeaways



The full year financial 2024 results show a **rebound in H2**, delivering profits



lastminute.com
uniquely positioned in the travel tech sector
and aligned with current travel trends



4 strategic core drivers
to support scalable and profitable growth

**STRENGTHENING
MARKET PRESENCE**

BRAND PORTFOLIO FOCUS

**DYNAMIC PACKAGES
EVOLUTION**

TRAVEL COMPANION

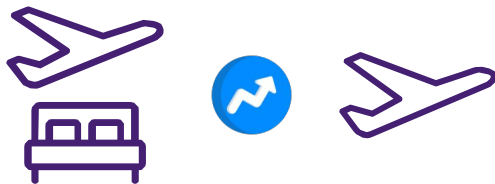


Dynamic Packages
Evolution
at the **core of our growth**

Current Trading and Guidance



Current trading



Beginning of 2025 marked by **>revenue growth** mainly in **Dynamic Packages**, combined with a positive trend in flights



Guidance FY 2025



Management expects Revenues and Adjusted EBITDA to reach **low double-digit growth** in 2025 vs. 2024

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Financial Calendar 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
ISIN: **NL0010733960**

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Thank you