



QUARTERLY REPORT FOR Q1 2023

CONTENTS

NEWS

- Motel One opens in Rotterdam | 02
- Motel One voted Best Value for Money | 02
- Motel One once again Leading Employer | 02
- Market entry of The Cloud One Hotels in Germany | 03
- Pipeline report | 03

KEY FINANCIAL FIGURES

- TRevPAR 8% higher than pre-COVID level of 2019 | 04
- Revenue increases to EUR 161 million (previous year: EUR 63 million) | 04
- EBITDA of EUR 33 million achieved (previous year: EUR -17 million) | 04

OUTLOOK | 06

MOTEL ONE OPENS IN ROTTERDAM

Colourful, vibrant and urban: the first Motel One in Rotterdam is located in the pedestrian area within sight of the famous 'Markthal'. The building, which was developed by Tenstone and acquired by M&G Real Estate, boasts 180 rooms, a lobby, meeting room, lounge, rooftop bar and spacious landscaped roof terrace. Its colourful interior reflects the diversity of the city and its indoor market. The lobby, directly opposite Laurenskerk, is flooded with light and welcomes guests with a mix of colours and plants. The lounge, bar and



roof terrace on the fifth floor not only offers a fantastic view of Markthal and Rotterdam, but also serves a healthy breakfast buffet in the morning. The lounge provides a relaxed working environment in the afternoon, with its workbenches and meeting facilities, and is transformed into a bustling panoramic bar in the evening. In keeping with the Gin o'Clock theme at Motel One, the glazed back wall of the bar is printed with a drawing of the herbs used to make gin. Slips of paper on the suspended lights above the bar are a nod to the around 50 different gins on the menu. And when the weather is nice, the abundant greenery and lounge furniture make the roof terrace the perfect place to enjoy a sundowner.

MOTEL ONE VOTED BEST VALUE FOR MONEY



Motel One has been voted Best Value for Money for the sixth consecutive time. The YouGov Brand-Index ranking is carried out on behalf of Germany's Handelsblatt newspaper. Motel One triumphed in the Hotels category, with a score of 31.1 points and a decisive lead in the top five ranking (second place: 25.3 points). This representative study is based on over 900,000 online interviews conducted by YouGov in 2022. Consumers rate the extent to which a brand lives up to its performance promise.

MOTEL ONE ONCE AGAIN LEADING EMPLOYER

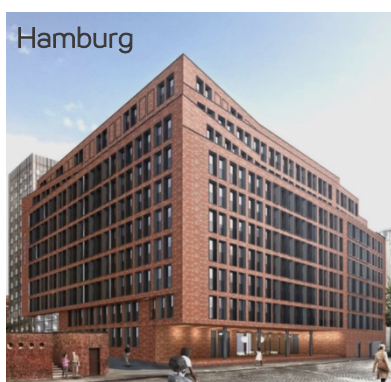


Motel One was also presented with the Leading Employer Award for the fifth time in a row in 2023, once again finishing among the top one percent of all employers in Germany. Its commitment is reflected in the numerous benefits and development programmes offered by its One University, as well as its training courses and study options. Motel One performed particularly well in terms of employee satisfaction and recruitment. The meta-study examines several million datasets and includes over 160,000 companies.

MARKET ENTRY OF THE CLOUD ONE HOTELS IN GERMANY



The Motel One Group is adding another lifestyle brand to its portfolio, namely The Cloud One Hotels. This brand builds on the successful Motel One concept. The Cloud One Hotels is all about experience, individuality and sustainability. The guest experience is also a key focus of The Cloud One Hotels. At the same time, the brand provides even greater flexibility in terms of development, especially for acquisitions, therefore opening up additional potential for growth. The Cloud One Hotels are inspiring, individually designed and place great emphasis on sustainability.



The Cloud One Hotels is coming to Germany at the end of the year, with two new hotels opening in Düsseldorf and Hamburg. Düsseldorf will open first, boasting 157 rooms, followed by Hamburg, which is being developed for our own property portfolio, and will have 457 rooms. In keeping with the lifestyle brand concept, both hotels will launch with an expanded F&B menu, including a large selection of organic wines and snacks, as well as a healthy, predominantly locally sourced organic breakfast. At sunset, DJs will perform in the rooftop bars as part of the Sounds in the Cloud event series. Individual interiors, emphasised and interpreted by local artists, promise

a very special experience.

PIPELINE REPORT

	March 31								
	2023			2022			+ / - ly		
	Hotels	Rooms	%	Hotels	Rooms	%	Hotels	Rooms	
in operation	89	24.932	78	83	23.933	79	6	999	
under development	27	6.832	22	24	6.315	21	3	517	
TOTAL	116	31.764	100	107	30.248	100	9	1.516	
- D/A/CH	82	23.113	73	77	22.270	74	5	843	
- International	34	8.651	27	30	7.978	26	4	673	
- Owned	19	5.508	17	19	5.493	18	0	15	
- Leased	11	2.461	8	11	2.461	8	0	0	
- Rented	86	23.795	75	77	22.294	74	9	1.501	

At the end of March 2023, 89 hotels (previous year: 83) with 24,932 rooms (previous year: 23,933) were in operation. The contractually secured network increased to 116 hotels (previous year: 107) with 31,764 rooms (previous year: 30,248). 73% of the network is located in the DACH region, and 27% in the rest of Europe and the US. 19 hotels with 5,508 rooms are owned and 11 hotels with 2,461 rooms are financed via a leasing structure. 86 hotels with 23,795 rooms are operated under long-term rental agreements.

KEY FINANCIAL FIGURES

INCOME STATEMENT

The rescheduling of the trade fair and event calendar, as well as generally weak demand for travel, saw another subdued start in January, but the positive momentum of the two previous quarters was regained from mid-February onwards. An occupancy rate of 61% was achieved in the first quarter of 2023, with revenue per available room of EUR 72. TRevPAR was therefore 8% higher than the pre-COVID level of 2019.

Key Performance 2023 vs. 2019	Occu- pancy	+/- Pts 2019	TRev PAR	Var. 2019	Revenue kEUR	Var. 2019	EBITDAR		Var. 2019	EBITDA	Var. 2019
							kEUR	Margin		kEUR	
January	48%	-12%	53 €	-8%	41.322	14%	14.605	35%	-16%	1.236	-84%
February	63%	-7%	73 €	11%	50.883	37%	22.156	44%	23%	8.640	5%
March	73%	-4%	88 €	19%	68.367	47%	37.786	55%	45%	23.275	49%
Q1 2023	61%	-7%	72 €	8%	160.572	34%	74.547	46%	21%	33.151	5%

Total revenue increased to EUR 161 million (previous year: EUR 63 million) and EBITDA to EUR 33 million (previous year: EUR -17 million). In addition to the turnaround compared to the previous year, this also represents a quarterly result that is 5% higher than the pre-COVID level of 2019, despite the subdued start.

Income Statement	Year-to-Date January - March			
	2023	+/- ly	2022	+/- ly
Statistics:				
No. Hotels	89	6	83	8
No. Rooms	24.932	999	23.933	2.847
Occupancy (%)	61	31	30	21
TRevPAR (EUR)	72	42	30	23
Income Statement:	kEUR	% ly	kEUR	% ly
Revenue	160.572	>100	62.897	>100
EBITDAR	74.547	>100	18.515	>100
Lease payments	-34.642	18	-29.461	14
Head Office & Pre-Opening	-6.754	13	-5.971	76
EBITDA	33.151	>100	-16.917	50
Amortisation/Depreciation	-11.845	-17	-14.310	49
EBIT	21.306	>100	-31.227	28
COVID Subsidies	151	>100	70	-96
Financial Results	-2.171	-32	-3.178	55
EBT	19.286	>100	-34.335	22
Income tax	-5.786	>100	-460	>100
NET RESULT	13.500	>100	-34.795	21

Compared to the first quarter of the previous year, which was still dominated by COVID restrictions, revenue increased by EUR 98 million and EBITDA by EUR 50 million. Following a loss of EUR 34 million in the previous year, the group achieved a quarterly pre-tax profit (EBT) of EUR 19 million.

CASH FLOW STATEMENT

The operating cash flow for the first quarter of the year was EUR 23.3 million (previous year: EUR -38.0 million), with EUR 8.1 million (previous year: EUR 3.2 million) being invested in the redesign of existing hotels.

Cash Flow Statement	Year-to-Date January - March			
	2023		2022	
	kEUR	% ly	kEUR	% ly
EBITDA reported	33.151	>100	-16.917	50
- Net Working Capital	4.044	<100	-17.418	<100
- ReDesign Capex	-8.063	>100	-3.207	>100
- Taxes	-5.786	>100	-460	>100
Operating Cash Flow	23.346	>100	-38.002	-10
- Covid Subsidies	151	>100	70	>100
- Equity Cash Flow	30	-82	166	>100
- Debt Cash Flow	-14.841	66	-8.959	<100
Cash Flow before Expansion Capex	8.686	>100	-46.725	<100
- CAPEX new Hotels PROPCO	-29.364	>100	-4.810	-22
- CAPEX new Hotels FF&E	-3.554	-13	-4.106	-26
Net Cash Flow	-24.232	56	-55.641	-68
Cash carried forward	377.742	15	328.387	>100
Cash at end of period	353.510	30	272.746	>100

Loans of EUR 15 million were repaid as planned, including EUR 10 million of the remaining KfW loan. Investment in the expansion of our own property portfolio amounted to EUR 29 million (previous year: EUR 5 million) and mainly included the successful buy-back of a previously rented property. In addition, EUR 4 million (previous year: EUR 4 million) was invested in FF&E for new hotels. Cash holdings amounted to EUR 354 million and therefore increased by EUR 81 million compared to last year.

NET BALANCE SHEET

Because of the good income situation, equity in the first quarter of 2023 rose to EUR 530 million (previous year: EUR 404 million). The equity ratio was 65% (previous year: 54%). Because of the high cash holdings and high amortisation payments, net debt dropped to EUR 111 million (previous year: EUR 247 million). The company's total debt repayment capacity, expressed as net debt/EBITDA ratio, reached 0.5x in the first quarter of the year – its lowest value since 2015.

	March 31			
	2023		2022	
	kEUR	%	kEUR	%
Net Balance Sheet:				
Equity	529.648	65	404.159	54
Net working capital	169.189	21	98.061	13
Net debt	110.691	14	246.562	33
Leverage Framework:				
EBITDA Rolling 12 months	221.046		-17.842	
Net Debt/EBITDA	0,5		n.a.	

OUTLOOK

Due to the high number of advance bookings, we expect this positive trend to continue for the year as a whole.

During the 2023 financial year, we will open four more Motel One hotels in Dublin, Mannheim, Würzburg and Karlsruhe, as well as Germany's first The Cloud One Hotels in Hamburg and Düsseldorf.

With high inflation and geopolitical tension, especially the impact of the war in Ukraine, there are further global risks that could have a negative impact on business development.

Munich, May 2023