


alloggio: FY'22 Full Year Results Presentation

ASX:ALO



 The Pole House, Fairhaven – **Great Ocean Road Holidays, VIC**

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Today's Presenters



Will CREEDON
Founder & Chief Executive Officer of Alloggio



Michael POTTS
Chief Financial Officer & Company Secretary



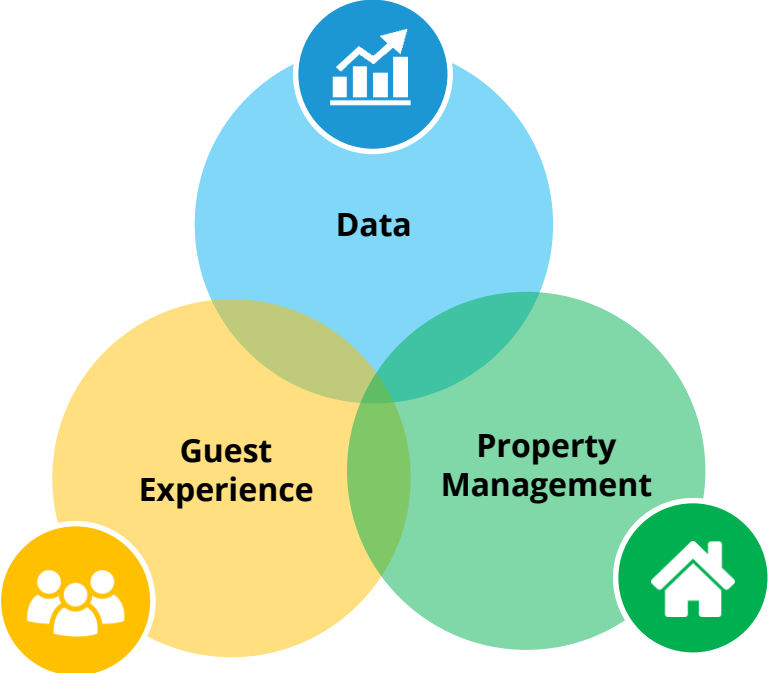
Shaun MEASDAY
Chief Operating Officer

Who is Alloggio?



Alloggio is a leading operator of short rental accommodation in Australia

Alloggio has developed its own scalable cloud-based technology platform to provide property management solutions for holiday properties and management of hotels



Holiday Properties

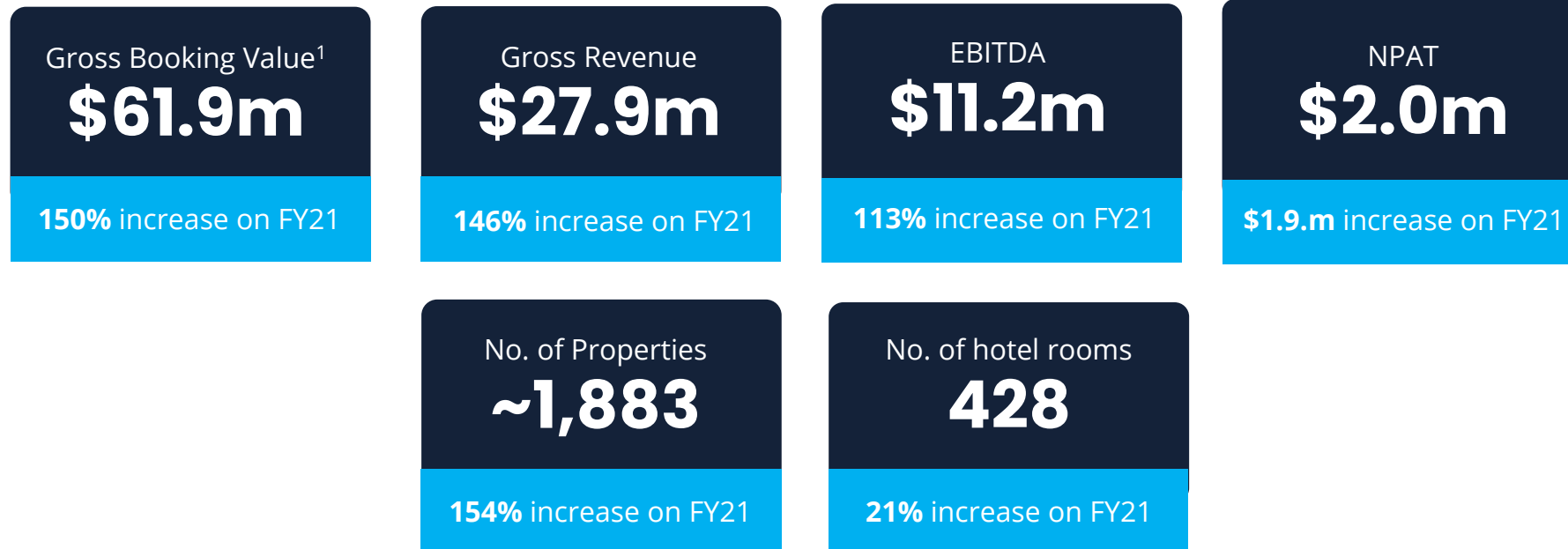
Property management solutions for holiday properties



Hotels

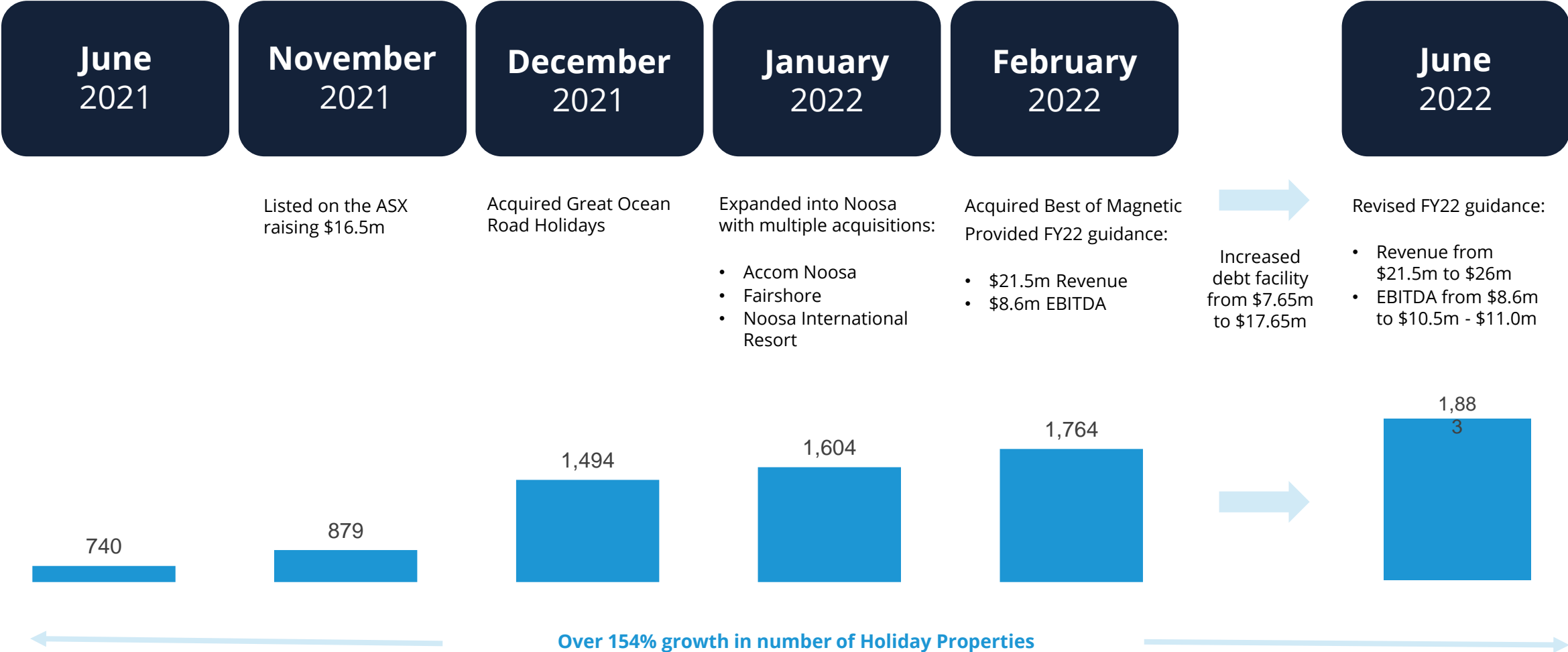
Management of hotels

Key Highlights of FY'22



¹ Gross Booking Value (GBV) is the equivalent of Total Transaction Value (TTV)

Key Highlights of FY'22



Holiday properties & Hotels

Alloggio operates in key tourist destinations across the east coast of Australia



Note: Logo's are businesses acquired since 1st July 2021

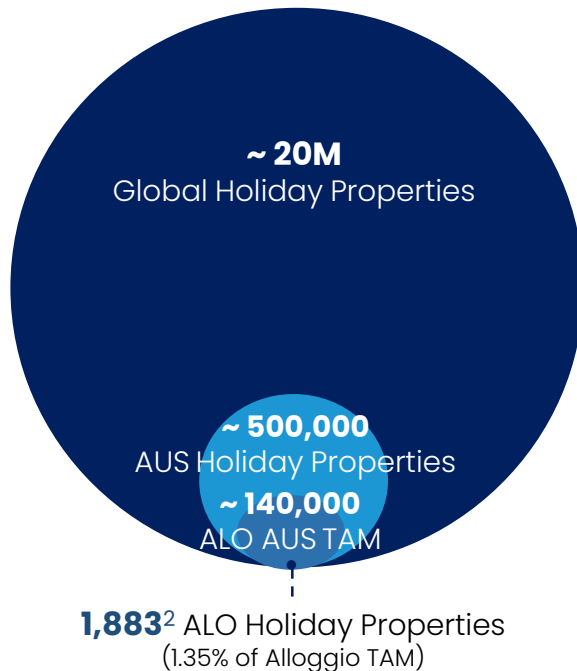
GROWTH & FUTURE

📍 Kilolo, Great Ocean Road Holidays, VIC

Highly Fragmented Industry

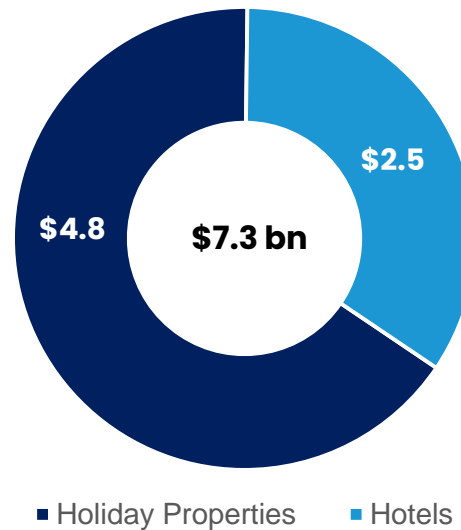
Large and growing market with an estimated TAM of ~140,000 holiday properties

The journey to unlocking the Total Addressable Market (TAM)



² Number of properties under management as of 30 June 2022

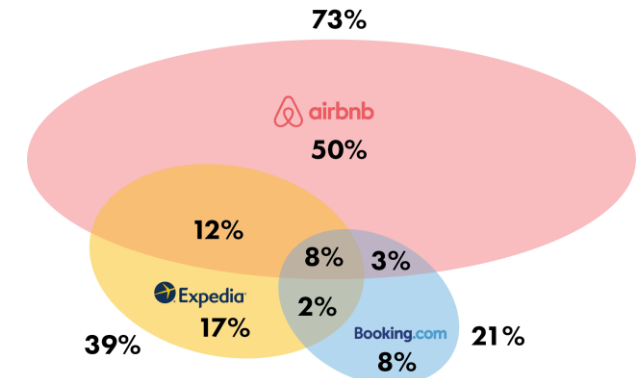
Australia's TAM (\$Billion)



Key market drivers include:

- Domestic travel
- Return of International visitors
- Australia as a strong tourist destination
- Benefits of STRA for holiday property owners
- Digital transformation

STRA supply by major Online Travel Agent (OTA), Australia 2020³



- OTAs are complementary to Alloggio's business model
- STRA listings on major booking platforms in Australia were 223,676 in January 2020 representing <50% of the total number of STRA properties
- Only 25% of Australia's STRA inventory is listed on more than one third-party OTA

³ "Growing Up Fast", report into Australia's rapidly evolving STR market, Transparent Intelligence, Feb 2021

A green and white award badge in the top left corner. It features a house icon and the text '2021 HOLIDAY HOME AWARDS'.The 'stayz' logo, which includes a house icon and the word 'stayz' in a lowercase, sans-serif font.

GOLD

The text 'COMPANY OVERVIEW' is written in large, bold, white capital letters at the bottom left of the image.

Barra Luxe Beach House, Prestige Holiday Homes, QLD

Turning Property into Valuable Accommodation

A highly scalable end-to-end property management solution



Growth and Expansion

Leveraging our technology platform to execute the Company's growth initiatives



Growing Holiday property management rights

- continuing to expand into new and existing popular tourism destinations, organically and through acquisition;
- well positioned to execute on acquisition strategy due to extensive industry expertise;
- proven management track record, strong relationships with key stakeholders.



Growing Hotel Management Agreements

- on-going procurement of standalone Hotel Management Agreements;
- providing travellers with additional accommodation options across a wide range of destinations.



Platform Investment

- driving innovation and automation;
- improving a traveller's booking experience through proprietary websites and marketplaces;
- maximising returns from marketing investment;
- extracting further operational efficiencies and benefits of scale.



Digital Marketing Strategies

- continuing to increase brand presence and awareness;
- scaling-up local content strategy reinforcing Alloggio brands;
- innovating digital advertising providing access to richer engagement and access to connected devices.

FINANCIAL INFORMATION



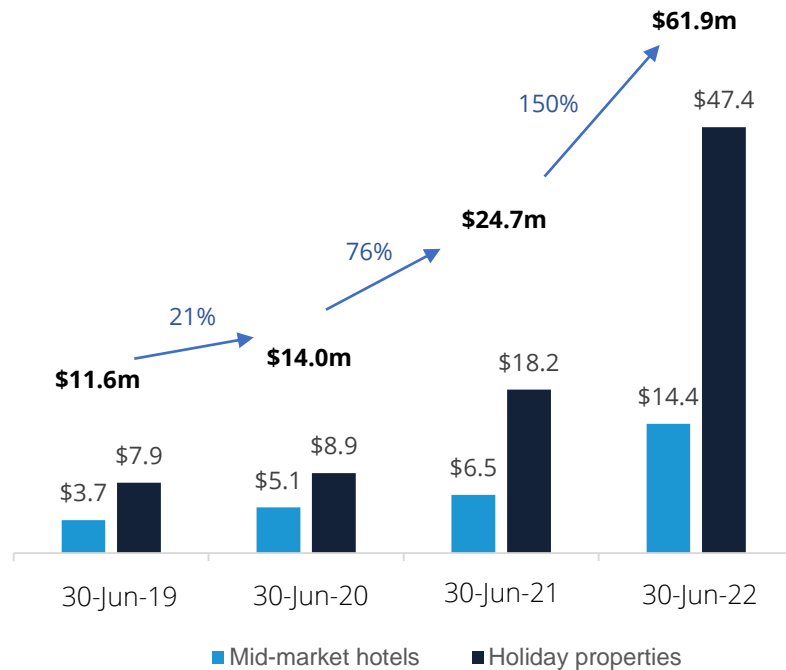
2 Five 4, Jervis Bay Rentals, NSW

Key Operating Metrics

Demonstrated track record of increasing GBV, Gross Revenue and quantum of properties/rooms

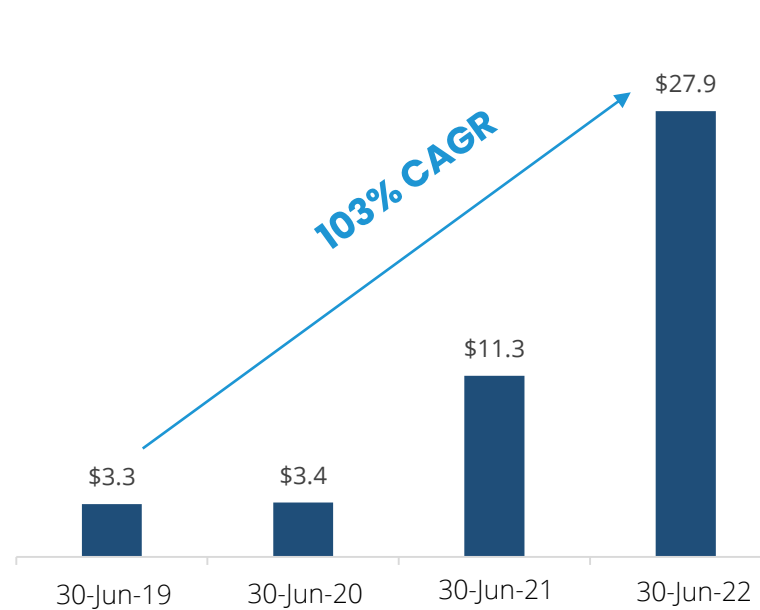
Gross Booking Value (\$m)

- Gross Booking Value (GBV) is the total amount paid by the traveller for their stay
- GBV increased 150% on FY21 to \$61.9m in FY22



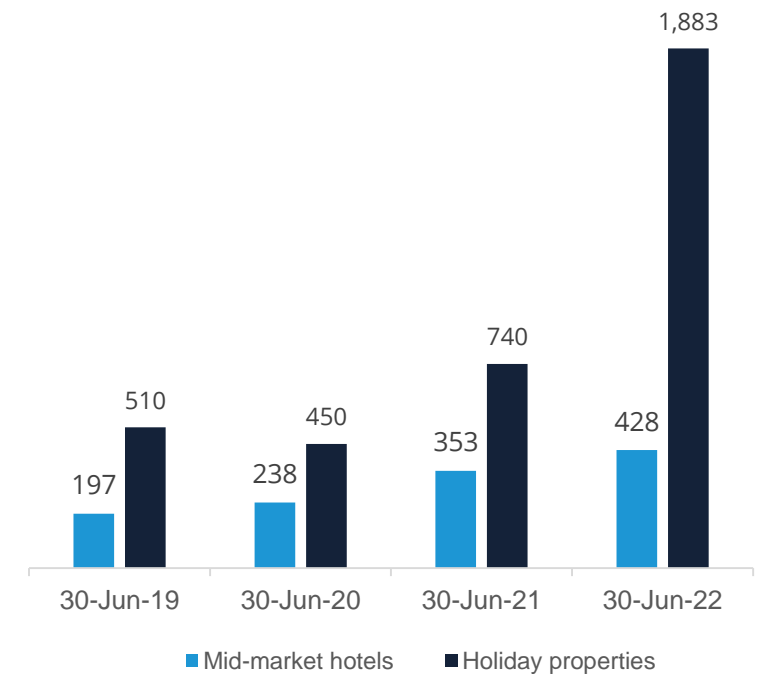
Gross Revenue (\$m)

- Gross Revenue is the total revenue generated by holiday property management, hotel management and adjacent business operations



No. of properties/rooms

- ~1,883 holiday properties, an increase of 154% on the previous year
- 428 hotel rooms, an increase of 21% on the previous year



Financial Performance

Strong earnings momentum



Revenue increased by 146% pcp

- Increased 146% on FY21 to \$27.9m, primarily due to:
 - the contribution from acquisitions in FY21 and FY22
 - technology platform
 - organic growth initiatives
- Recently commenced revenue generation from adjacent business opportunities, such as linen, housekeeping, car hire etc with expectations for further growth

Contribution Margin

- Decreased 100 bps on FY21 to 71.6%, primarily driven by the financial profile of recent acquisitions and recently commenced adjacent businesses, currently at a lower margin, enables the Company to be vertically integrated

EBITDA increased by 113% pcp

- Increased 113% on FY21, primarily due to:
 - the contribution from ~17 acquisitions in FY21 and FY22
 - synergies from increased scale and the utilisation of our technology platform

Net profit after tax

- Net profit increased from \$100k in FY21 to \$2.0m in FY22
- Net profit margin increased from 0.9% in FY21 to 7.2% in FY22

\$ million	FY22	FY21
Total Revenue	27.9	11.3
Contribution Margin	19.9	8.2
<i>Margin</i>	71.6%	72.6%
Total operating expenses	(9.3)	(4.4)
Other income/expenses	0.6	1.4
EBITDA	11.2	5.2
<i>Margin</i>	40.3%	46.0%
Depreciation and Amortisation	(5.6)	(3.4)
EBIT	5.5	1.9
Interest expense	(2.2)	(1.7)
Net Profit Before Tax	3.4	0.2
Income tax expense	(1.4)	(0.1)
Net Profit After Tax	2.0	0.1
<i>Margin</i>	7.2%	0.9%

Operating Activities

- Receipts from customers increased by 153% pcp as a result of strong organic growth, acquisitions and adjacent business opportunities

Investing Activities

- Includes acquisition of management rights (\$16.5m) and an investment property (\$0.9m)

Financing Activities

- \$16.5m raised from the IPO

\$ million	FY22	FY21
Receipts from customers (inclusive of GST)	30.0	11.8
Payments to suppliers and employees (inclusive of GST)	(19.6)	(8.1)
	10.3	3.7
Government grants and subsidies	0.3	0.5
Interest and other finance costs paid	(2.2)	(1.7)
Income taxes paid	(0.5)	(0.0)
Net cash from operating activities	8.1	2.6
Payment for investment property	(0.9)	-
Payments for property, plant and equipment	(1.2)	(0.4)
Payments for intangibles - Management rights	(16.5)	(4.8)
Payments for security deposits	(0.2)	--
Proceeds from release of security deeds	-	0.0
Net cash used in investing activities	(18.8)	(5.1)
Cash flows from financing activities		
Proceeds from issue of shares/units	16.5	2.9
Repayment of lease liabilities	(2.8)	(1.0)
Share issue transaction costs	(1.6)	(0.1)
Dividends paid	-	(0.7)
Net proceeds from/(repayment of) borrowings	2.5	0.9
Net cash from financing activities	14.5	2.0
Net increase in cash and cash equivalents	3.8	0.5
Cash and cash equivalents at the beginning of the financial half-year	0.2	0.6
Cash and cash equivalents at the end of the financial half-year	4.0	0.2
Cash Flow Conversion %	200.0%	200.0%

Strong funding position

- \$15.5m of available funding capacity, comprising;
 - \$4.0m of cash
 - \$11.5m of undrawn debt
- \$6.1m of drawn senior debt (30 June 2021; \$5.5m)
- \$2.1m of net debt⁴

Right of use assets and management rights

- Hotel leases are capitalised as a right of use asset and lease liability under AASB16
- acquisition of management rights conducted during the period

Client trust account liabilities

- Cash held in client trust account is restricted cash under Alloggio's control on behalf Holiday Property owners

\$ million	30-Jun-22	30-Jun-21
Cash and cash equivalents	4.0	0.4
Cash held in client trust account	17.4	6.1
Trade, other receivables and other current assets	2.4	1.2
Total Current Assets	23.8	7.7
Property, plant and equipment	1.0	0.5
Investment properties	0.9	-
Right of use assets	40.4	29.9
Intangible assets – management rights/goodwill	25.1	9.5
Deferred Tax	1.2	0.7
Prepayments	0.3	0.1
Total Non-Current Assets	68.9	40.7
Total Assets	92.7	48.3
Trade and other payables	1.9	1.2
Borrowings	0.1	1.2
Lease Liabilities	3.8	2.6
Income tax	1.3	0.4
Employee benefits	0.6	0.2
Client trust account liabilities	17.4	6.1
Total Current Liabilities	25.0	11.7
Borrowings	6.1	5.0
Lease liabilities	39.1	29.8
Employee benefits	0.1	0.0
Provisions	1.0	0.2
Total Non-Current Liabilities	46.4	35.1
Total Liabilities	71.4	46.8
Net Assets	21.3	1.5
Issued capital	25.0	7.7
Share-based payment reserve	(4.2)	(4.5)
Retained profits (accumulated losses)	0.4	(1.6)
Total Equity	21.2	1.5

4. Senior debt less cash and cash equivalents

Leading market position, compelling fundamentals and strong growth track record

1

Compelling fundamentals

- Increasing demand for short term rental accommodation
- Large and growing addressable market in Australia of ~140,000 holiday properties

2

Highly fragmented market

- Alloggio is a leading operator of STRA & taking advantage of significant consolidation opportunities
- Expected growth from acquisitions completed to date and other potential acquisitions in what is a highly fragmented industry

3

Scalable technology

- Established proprietary scalable cloud-based technology platform
- Enables an end-to-end solution for both traveler and holiday property owner

4

Growth


- Built the business from the ground up to a network of 15 locations comprising over 1,883 holiday properties and 428 hotel rooms
- Continued focus on leveraging its platform to make further acquisitions, implement organic growth initiatives and extract operational efficiencies and scale benefits

5

Strong financial position to support growth

- Strong funding position (\$15.5m funding capacity) to continue to fund the company's growth initiatives

THANK YOU

 The Deck House, Great Ocean Road Holidays, VIC