

ASX announcement and media release:

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Alloggio exceeds growth forecasts in maiden year

Leading Australian short term rental accommodation provider Alloggio Group Limited (ASX:ALO) has exceeded forecasts for revenue and earnings as the Company executed its growth strategy amidst growing consumer confidence in FY22.

In announcing the Company's maiden full year results as a listed company, Founder and CEO Will Creedon said Alloggio had achieved record performances in key areas of the business, testament to a strong cash position, well executed acquisitions in an improving market and an experienced management team.

Highlights FY22

1. **Gross Bookings Value increased 150% on FY21 to \$61.9m**
2. **Gross Revenue increased 146% to \$27.9m**
3. **EBITDA increased 113% to \$11.2m**
4. **Exceeded upgraded FY22 guidance for Revenue and EBITDA**
5. **NPAT increased to \$2m, a \$1.9m increase on FY21**
6. **Number of properties grew to 1883 in Australia's favourite holiday locations, a 154% increase on FY21**
7. **Number of Hotels Rooms increased 27% to 428**

"On behalf of the Board we are pleased to report very solid gains in our first year as a listed company as we continued to grow our overall revenue and EBITDA through strategic acquisitions across the East Coast of Australia," Mr Creedon said.

"Strong organic growth combined with benefits from previous acquisitions, plus our rigorous cost management focus during lockdown periods saw operating EBITDA increase 113% to \$11.2m, ahead of our June upgraded guidance range of \$10.5m to \$11m.

"Gross revenue also exceeded our upgraded guidance figure of \$26m, increasing 146% to \$27.9m with the gross bookings value increased 92% on FY21 to \$61.9m.

"We reported a net profit after tax (NPAT) of \$2m, an increase of \$1.9m on FY21," he said.

The Company also commenced adjacent businesses enabling vertical integration over time.

Mr Creedon said Alloggio had positioned itself well to further capitalise on the improved outlook for the travel industry, with its growing portfolio strategically positioned in the most popular tourism destinations on Australia's East Coast.

"Demand quickly rebounded following the lockdowns which impacted the first half of the reporting period, and this is reflected in strong bookings and revenue growth," Mr Creedon said.

Alloggio invested more than \$18 million in management acquisitions across Australia's favourite holiday hotspots in a comprehensive 12-month expansion program.

The Company enhanced its position as one of Australia's largest short-term rental accommodation (STRA) managers through the strategic acquisition of Great Ocean Road Holidays, multiple Noosa acquisitions, Magnetic Island's top holiday provider, Best of Magnetic, Prestige Holiday Homes in Coolumb, First National Magnetic Holiday Rent Roll and The Edge Holiday Rent Roll at Coffs Harbour.

Alloggio also gained its own channel manager with the addition of Australian-owned accommodation platform Aabode.com to its platform, linking it with key travel retailers and tapping into the Asia and Pacific markets for the first time

"Our first year as a listed company has seen Alloggio very active in pursuing its planned acquisitions-led growth strategy, utilising our strong cash position following the November 2021 IPO and the positive rebound in domestic travel," Mr Creedon said.

"We look forward to leveraging our current platform to make further strategic acquisitions, implement organic growth initiatives and extract operational efficiencies well into the future," he said.

"We continue to experience momentum in domestic travel and we can see, over time, the return of international visitors."

"Pace remains strong as we witness a return to pre-pandemic domestic travel habits and patterns however with stronger Average Daily Rate (ADV) and booking basket."

“Australians are still wishing to travel domestically rather than risk an overseas trip into the medium future. It was also very pleasing to see the continued improvement in the corporate segment via our hotels,” Mr Creedon said.

Alloggio’s Independent Non-Executive Chairman, John Murphy, said the Company was well poised to build on its leading market position and strong growth track record.

“There are compelling fundamentals that paint a positive outlook for Alloggio, such as increasing demand for short term rental accommodation and a large and growing addressable market in Australia worth an estimated \$7.3 billion,” Mr Murphy said.

“With a funding capacity of \$15.8 million, the Company is in a strong financial position to continue our acquisition strategy which will only improve over time through strong earnings.

“Our pipeline of acquisitions, both capital and non-capital, are stronger today that they have ever been since inception in December 2015.

“We are very pleased to be delivering these highly encouraging FY22 results, and feel this is just the beginning,” Mr Murphy said.

ABOUT ALLOGGIO: Alloggio is a leading operator of Australian short-term rental accommodation (STRA) and one of the largest STRA managers. Launched in 2015 by Founder and CEO William Creedon, Alloggio’s portfolio of properties are located in popular tourism destinations across Australia. These destinations continue to enjoy strong ongoing demand for travel, including Magnetic Island, Noosa, Coolumb, Brisbane, Coffs Harbour, Maitland, Port Stephens, Newcastle, Bathurst, Bega, Jervis Bay, Mollymook / Milton, Mornington Peninsula and the Great Ocean Road. Alloggio plans to continue expanding the portfolio on the east coast of Australia.

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This announcement was authorised for release by the Board of Alloggio Group Limited