

ASX Announcement
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ALLOGGIO COMPLETES SUCCESSFUL IPO; SIGNIFICANT GROWTH PIPELINE AS AUSTRALIAN TOURISM REOPENS

Leading Australian operator of short-term rental accommodation experiencing substantial wave of traveller demand as consumer confidence returns

Highlights:

- **Alloggio lists on the ASX today at 12:30pm AEDT under the ASX code 'ALO' following a successful IPO raising \$16.5 million**
- **Founder-led travel technology business with scalable proprietary cloud-based platform to offer end-to-end management solution for holiday properties and mid-market hotels**
- **Strong track record of financial performance and growth, with 40% revenue CAGR since 2019 and robust growth in revenue and EBITDA in FY21 despite COVID-19 lockdowns**
- **IPO positions Alloggio for rapid growth, with an acquisition pipeline and long-term organic growth prospects in a large and fragmented market**
- **Riding wave of consumer demand as Australian tourism and travel reopens and consumer confidence returns, with booking numbers and pace significantly up on prior years**

Leading Australian operator of short-term rental accommodation (STRA), Alloggio Group Limited (**Alloggio** or **the Company**) lists on the ASX today under the ASX code "ALO", following a successful fully underwritten initial public offering (IPO) of its shares which raised \$16.5 million at \$0.20 per share and was well supported by institutional and retail investors.

Alloggio, Italian for accommodation, was formed in 2015 by founder and CEO William Creedon.

The Company has developed an in-house scalable cloud-based technology platform that provides an end-to-end solution for travellers and holiday property owners and managers. Alloggio operates two business divisions: Holiday Property Management and Mid-market Hotels.

Alloggio's technology platform sits between holiday property owners and managers, Alloggio's own websites and marketplaces, and third-party online travel agents (OTAs) such as Airbnb, Expedia, Stayz and Booking.com.



It automates the property management and marketing for holiday property owners and managers, whilst offering travellers a premium experience.

Alloggio CEO and Founder, William Creedon, said: "Today is a milestone day for Alloggio. When we established the business in 2015, we developed our own scalable cloud-based technology platform with the aim of streamlining holiday property management for owners and managers, while giving travellers the premium experience they rightly demand. In just six years, we have grown to now manage approximately 880 holiday properties and 13 mid-market hotel leases within our portfolio. In Australia there are ~125,000 holiday properties within our addressable market and the IPO gives us the financial flexibility to continue to leverage our scalable technology platform by executing our proven and disciplined growth strategy, which includes acquisitions, in a highly fragmented market.

"We have seen a substantial wave of booking activity resulting from pent-up demand as Australian tourism re-opens, and combined with the organic and inorganic growth opportunities this brings, we are very excited about the future. I would like to thank the investors who supported our IPO and welcome them as shareholders in Alloggio."

Large market opportunity

The Company operates in the large and fragmented Australian STRA market currently estimated at ~\$7.3 billion per annum and consisting of over 500,000 holiday properties¹. Alloggio is a market leader with a less than 1% share of the ~125,000 holiday properties in its total addressable market.

Alloggio has a strong portfolio of recognised brands operating in popular tourism destinations such as Noosa, Jervis Bay and Mornington Peninsula, with ambitions for continued growth Australia-wide.

The Company currently manages ~880 holiday properties and 13 mid-market hotels, with an acquisition pipeline and long-term organic growth opportunities as the STRA market consolidates and digitises. Alloggio is well positioned to increase its market share by leveraging its scalable technology platform.

Strong financial performance and proven growth strategy

Alloggio has a strong track record of financial performance and growth, having increased revenue at over 40% CAGR since 2019 and grown revenues and EBITDA despite the impact of COVID-19 lockdowns and restrictions on travel and tourism. In FY21, the Company's revenue increased by 51% to \$11.3 million and EBITDA by 70% to \$4.7 million. Alloggio's EBITDA margin was 41% in FY21, up from 27% in FY19.

The Company has a proven growth strategy, having grown rapidly to its current portfolio size since its first acquisition, a stand-alone hotel leasehold in Newcastle, NSW in 2015.

¹ Frost & Sullivan, The Australian Mid-Market Hotels Short-Term Rental Accommodation Market, October 2021



When expanding into new and existing tourism destinations, Alloggio uses a hub and spoke model to provide localised services such as property management and marketing, whilst providing a base for the Company to grow organically.

Alloggio's IPO provides it with access to capital and increased profile to execute its healthy acquisition pipeline of varying size, scale and geographic location.

Over the long-term, Alloggio will continue to leverage its proprietary technology platform to acquire further holiday property management rights businesses, private businesses, infrastructure and related assets in the STRA industry, in parallel with continuing to procure standalone mid-market hotel leases.

Highly leveraged to the reopening of Australian travel and tourism

Alloggio has seen strong booking demand since the reopening of Australian domestic travel and tourism following the most recent COVID-19 lockdowns, with bookings in October 2021 up 25% on 2020 and 61% on 2019.

Travellers are also spending more, with the forward average daily rate for bookings in January 2022 25% higher than January 2020. Importantly, Alloggio's booking data shows consumer confidence returning, as travellers book further ahead, less worried about the prospect of snap lockdowns. The number of days between booking date and arrival, otherwise known as 'pace', fell to 52 days in June 2020 amid the onset of COVID-19, having traditionally been around 80 days. Pace has now increased to 73 days and continues to rise, demonstrating a strong return in consumer confidence.

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About Alloggio

Alloggio (Italian for accommodation) is a leading operator of short-term rental accommodation (STRA) in Australia. Formed in 2015 by founder and CEO William Creedon, Alloggio has developed an in-house scalable cloud-based technology platform that provides an end-to-end solution for travellers and holiday property owners and managers. It has a current portfolio of ~880 holiday properties and 13 mid-market hotels and proven growth strategy, with an acquisition pipeline and long-term organic growth opportunities in the ~\$7.3 billion Australian STRA market.

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