

ASX Announcement1st December 2022**Alloggio To Acquire “A Perfect Stay”****Key Highlights**

- Alloggio has acquired A Perfect Stay Pty Ltd and Boutique Stays Pty Ltd (together “**A Perfect Stay**”) for \$11.0 million, including \$2.0 million earn-out¹ (the “**Acquisition**”)
- A Perfect Stay was founded in 2004, based in Byron Bay and Melbourne, and consists of ~270 holiday properties
- The Acquisition adds additional scale and provides Alloggio entry into the key tourism destination areas of the Gold Coast, NSW North Coast (including greater Byron Bay region) and Melbourne CBD
- The Acquisition timing provides Alloggio with peak season revenue
- The Acquisition is expected to be strongly EPS accretive before any scale benefits or synergies
- The Acquisition further establishes Alloggio as a leading operator of short-term rental accommodation in Australia with a portfolio of over 2,200 holiday properties under management
- The Acquisition consideration is to be funded from Alloggio's existing cash reserves and available debt facilities

Alloggio Group Limited (ASX:ALO, Alloggio), a leading operator of short-term rental accommodation in Australia, today announces that it has acquired 100% of A Perfect Stay Pty Ltd for a total consideration of \$11.0 million cash, subject to a \$2.0 million earn-out¹.

A Perfect Stay specialises in short-term rental accommodation with ~270 holiday properties in the key tourism destination areas of the Gold Coast, NSW North Coast (including greater Byron Bay region) and Melbourne CBD, see Figure 1 below.

A Perfect Stay is highly complementary to Alloggio's holiday property management division and further establishes Alloggio as a leading operator of short-term rental accommodation in Australia with over 2,200 holiday properties under management.

¹ The final earn-out price will be reduced if certain key milestones are not met including A Perfect Stay achieving Gross Booking Value of at least \$25.1 million on or before 1 December 2023



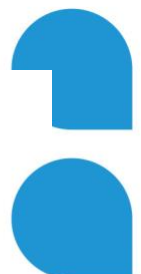
Figure 1 – Alloggio's Geographic Presence to include A Perfect Stay



The Acquisition will be integrated onto Alloggio's proprietary cloud-based technology platform to provide an end-to-end management solution for holiday property owners. The Acquisition also includes a highly experienced team with strong holiday property management expertise.

The purchase price of \$11 million will be funded by the Company's existing cash reserves and available debt facilities and structured as follows:

- \$7.2 million paid today on simultaneous exchange and completion of the sale agreement;
- \$1.8 million retention payment, payable 16 weeks post completion, subject to adjustment for net lost properties under management; and
- \$2.0 million earnout payment, payable in two tranches at 6 months and 12 months post completion, subject to reduction if certain key milestones are not met including A Perfect Stay achieving Gross Booking Value of at least \$25.1 million by 1 December 2023.



Alloggio's founder and CEO, Will Creedon stated, "We are very pleased to announce today that Alloggio has executed binding agreements to further expand into new holiday tourism destinations including the Gold Coast, NSW North Coast and Melbourne through the acquisition of A Perfect Stay, the leading holiday property management company in Byron Bay. This Acquisition occurs as we head into the key summer holiday period."

"Initially, daily operations of A Perfect Stay will continue to be overseen by the existing management team and supported by Alloggio. After the first quarter of calendar year 2023, A Perfect Stay will be integrated onto Alloggio's proprietary cloud-based technology platform that will further drive organic growth opportunities and efficiencies over time," Mr Creedon said.

"Importantly, the Acquisition powers Alloggio's further expansion into the Victorian corporate, leisure and medium-term accommodation markets and enhances Alloggio's footprint on the east coast of Australia. These latest Acquisitions are consistent with Alloggio's strategy of growing holiday property management rights in regions that attract holiday makers from Australia and abroad," Mr Creedon said."

Alloggio will fund the Acquisition from existing cash reserves and available debt facilities.

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Further enquiries

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

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 Will 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.*

The Company operates in the large and fragmented Australian STRA market.

Alloggio has a strong portfolio of recognised brands operating in popular tourism destinations such as Magnetic Island, Noosa, Coolumb, Brisbane, Gold Coast, NSW North Coast (including Greater Byron Bay region), Coffs Harbour, Port Stephens, Sydney, Jervis Bay, Mollymook / Milton, Melbourne, Great Ocean Road and Mornington Peninsula, with ambitions for continued growth on the east coast of Australia.

