RNS Number : 3494I
On the Beach Group PLC
13 May 2025

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On the Beach Group plc

("On the Beach", "OTB", the "Company" or the "Group")

INTERIM RESULTS FOR THE SIX MONTHS ENDED 31 MARCH 2025 ("H1 FY25")

Booked TTV up 13%, with strong volume growth of 11%, significantly ahead of the market

Adjusted profit before tax up 23%

Expanded addressable market with 130 Cities now live and brand established in Republic of Ireland

Group Financial & Operational Highlights

	H1 25 Unaudited	H1 24[5] Unaudited	H1 25 vs H1 24 Unaudited
	£'m	£'m	%
Booked TTV [1]	£640.7m	£568.7	13%
Revenue [2]	£64.2m	£59.9m	7%
Adjusted revenue [3]	£64.1m	£57.1m	12%
Adjusted EBITDA [4]	£12.0m	£10.1m	19%
Adjusted profit before tax [3]	£7.6m	£6.2m	23%
Profit before tax	£3.3m	£2.8m	18%
Net Debt [3]	(£29.5m)	(£47.3m)	
Cash in Trust	£224.2m	£195.9m	
Dividends per share (interim)	1.0p	0.9p	11%

(1) Booked TTV ('TTV') is the Group total transaction value of holidays booked in the period before cancellations and adjustments.
(2) Revenue in the prior year is stated inclusive of £2.8m of exceptional income relating to the settlement of refunds for flights cancelled during COVID-19.
(3) See glossary for reconciliation to nearest GAAP measure.
(4) EBITDA is profit before tax, exceptional items, share based payments, depreciation and amortisation, see glossary for reconciliation to nearest GAAP measure.
(5) The prior period is restated for the effect of operations that were discontinued in the prior financial year.

Financial headlines

- TTV was +13%, demonstrating holidays from On the Beach are resonating strongly with the UK consumer.
- The increase was driven by booking volumes of +11%, growing significantly ahead of the package holiday market.[6]
- Adjusted EBITDA was +19%, reflecting continuing improvement in margins and operational leverage.
- Adjusted profit before tax was +23% to £7.6m, (H1 24: £6.2m) after net investment of £1.5m into marketing in the Republic of Ireland.
- Net debt reduced by £18m year on year, having also returned c.£30m to shareholders via share buyback and dividends.
- Interim dividend of 1.0p per share declared in line with capital allocation policy (+11% vs H1 24).

Strategic highlights

- Overall market seat supply remains strong heading into the summer with over 70m seats from UK departure points to European destinations, including an additional 5% airline capacity to beach leisure destinations YOY and a further 3% to all European destinations.

- With H1 volumes +11%, On the Beach continues to grow significantly ahead of the increase in market seat supply.

- The upgraded technology platform is enabling enhanced differentiation of the product, with personalised perks now embedded in the mobile app, enhancing engagement and stickiness.

- 130 Short Haul and Long Haul Cities are currently live and a brand presence has been established in the Republic of Ireland, enabled through transformational development in the technology platform, which has more than doubled the size of the addressable market

- Results demonstrate further progress in the execution of strategy to help people holiday better and more often.

Current trading and outlook

- H1 PBT growth of +23% is in line with expectations and stated after the net £1.5m investment into the Republic of Ireland.

- Quarterly YTD booking momentum has been building, with volumes +7% in Q1, +15% in Q2, and currently +18% in Q3 to date.

- Summer '25 forward order TTV is currently +14%, and on an upward trajectory since the last trading update (+10% as at 25 Feb).

- Early-stage access to the two new expansion markets will contribute to further growth in H2.

- As a result of these factors, and the continued execution of strategy, another record year is expected.

- Board is confident in delivering FY25 profit in line with current consensus expectations (Adjusted PBT £38.2m).

- On track to deliver medium term ambition of £2.5bn TTV, £100m EBITDA and £85m PBT.

(6) ATOL data from the latest CAA renewal cycle in March 2025 reports a 3% YOY increase in total licensed forecast passenger volumes across the market for the next 12 months.

Shaun Morton, Chief Executive of On the Beach Group plc, commented:

"I am very pleased to report another strong first half, in which the Group achieved TTV growth of 13% and revenue growth of 12% year on year. This record interim performance was driven by increased passenger bookings and reflects the strength of the On the Beach holiday proposition.

"Ongoing investment in our proprietary technology platform has supported our ambition to improve our customers' booking experience, enhance operational efficiency and to build scale. Embedding perks into our app has resonated well with customers, while transformational development to our platform have facilitated our successful expansion into Ireland and City break packages, offers which are scaling rapidly and being enjoyed by both new and existing customers.

"Demand for holidays remains strong as our customers continue to prioritise travel, and we are proud to have increased the breadth and quality of our offer so that they can holiday better and more often. This trend is reflected in our Summer '25 forward order TTV which is currently 14% ahead of last year. Our trading momentum, coupled with the continued execution of our strategy, means we are well placed to deliver our biggest summer to date and remain on track with our medium term ambition."

Analyst & investor webinar

A webinar for sell-side analysts and investors will be held today at 10.30am, the details of which can be obtained through FTI Consulting via onthebeach@fticonsulting.com.

For further information:

On the Beach Group plc Shaun Morton, Chief Executive Officer Jon Wormald, Chief Financial Officer	**via FTI Consulting**
FTI Consulting Alex Beagley Harriet Jackson Hannah Butler Lia Bevan	**Tel: +44 (0)20 3727 1000** onthebeach@fticonsulting.com

About On the Beach

On the Beach Group plc is one of the UK's largest online package holiday specialists, with significant opportunities for growth. Its innovative technology, low-cost base and strong customer-value proposition provides a structural challenge to legacy tour operators and online travel agents, as it continues disrupting the online retail of beach holidays. Its model is customer-centric, asset light, profitable and cash generative.

Cautionary statement

This announcement may contain certain forward-looking statements with respect to the financial condition, results, operations and businesses of the Company. Forward looking statements are sometimes, but not always, identified by their use of a date in the future or such words as 'anticipates', 'aims', 'due', 'will', 'could', 'may', 'should', 'expects', 'believes', 'intends', 'plans', 'targets', 'goal' or 'estimates'. These forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that may or may not occur in the future. There are a number of factors that could cause actual results or developments to differ materially from those expressed or implied by these forward-looking statements, including factors outside the Company's control. The forward-looking statements reflect the knowledge and information available at the date of preparation of this announcement and will not be updated during the year. Nothing in this announcement should be construed as a profit forecast.

This statement together with the interim financial statements and investor presentation is available on **www.onthebeachgroupplc.com**.

Chief Executive's Review

Summary

Following another record year in FY24, momentum has continued into the first half of FY25 and has further strengthened since our AGM trading update at the end of February, demonstrating that customer demand for holidays from On the Beach continues to buck wider UK consumer trends.

The Group has delivered TTV growth of +13% in the first half, including strong volume growth of +11%, reflecting the strength of the On the Beach holiday proposition.

Trading momentum has continued since the half year, with Q3 to date TTV growth currently +18%. As a result of these factors and the continued execution of our strategy, we expect On the Beach to deliver another record year, and the Board is confident in delivering FY25 profit in line with current consensus expectations.

Business model

On the Beach's asset light and low fixed cost operating model, with no committed inventory to fill, naturally mitigates wider macro pressures experienced across the broader sector, while allowing for competitive pricing to capture share in a growing market.

Our well-invested technology enables us to serve billions of holiday combinations to our customers every day.

Being asset light, we are independent of airlines and hotels, which means that we have more capacity and flexibility than any standalone tour operator, airline or hotel chain and can pivot or expand quickly dependent on demand and opportunity.

Overall market seat supply remains strong heading into the summer with over 70m seats from UK departure points to European destinations, including an additional 5% airline capacity to beach leisure destinations and a further 3% to all European destinations compared to last summer.

ATOL data from the latest CAA renewal cycle in March 2025 reports a 3% YOY increase in total licensed forecast passenger volumes across the market for the next 12 months.

With OTB H1 volumes +11% and the summer forward order book +14%, On the Beach continues to grow significantly ahead of both the growth in market seat supply and the package holiday market.

Strategic progress

Our half year results demonstrate further progress in the execution of our strategy to help people holiday better and more often.

We continue to develop our technology platform with the key objectives being to improve our customers' booking experience, enhance operational efficiency and significantly scale.

We are proactively implementing transformational change within our Technology and Product teams to support with delivery against these key objectives. Following on from the significant upgrades to our platform last year, H1 25 highlights include a new inventory data store optimised for accuracy and performance, faster search technology with smarter filtering and discovery, new customer-centric technology to drive repeat bookings, ongoing investment in native app capabilities driving growing app engagement, and increased usage of AI to drive business efficiency and productivity.

Ongoing development to our platform underpins everything we do strategically, enabling growth in our core and expansion areas through delivery of the four design principles of our strategy; Stickiness, Choice, Peace of mind, and Scale and automation.

Stickiness

Consumers are shopping around as much as ever, so we are having to reacquire them. Our strategy is therefore designed for stickiness: providing reasons for more of our customers to engage with our brand all year round and not just when booking their holiday.

We achieve this by offering value; providing flexible payment options, compelling perks and by using our mobile app as an essential utility. Customers who book via the app are generally more satisfied and are more likely to rebook with us. The rebook rate is significantly higher in app than web.

Our technology enables us to continue to differentiate from others through our perks (fast track, lounge and mobile data), which give us a unique value proposition and a communicable point of difference, helping strengthen our brand, and broaden our appeal to new customers seeking premium holidays.

Perks are now available in the app, which is used to promote our perks and vice versa, promoting further stickiness. Our perks, combined with the successful partnership with Paddy McGuiness, have enabled us to effectively maintain record levels of brand awareness and consideration. In H1 25, we achieved our highest ever Top 3 Consideration and perk awareness score.

Choice

Our beach proposition competes for a small share of our customers' holiday wallet, therefore we are designing for choice, increasing the share of holiday wallet we compete for by adding other holiday options.

Investment in our technology has enabled us to expand into City break packages from Q4 of our last financial year, with the offering scaling rapidly.

Existing customers indicated to us that they would book City breaks with us if we sold them and this reflects our experience to date, with approximately 60% of City bookings being existing customers. We are also attracting new customers to the brand that haven't booked an OTB holiday previously, with 40% of City bookings being new customers, with the potential to repeat with a beach or City holiday in the future.

Whilst still early stage, key indicators are progressing well and we currently have 130 Short Haul and Long Haul cities live.

Peace of mind

We are aware that consumers want choice, value and protection when booking a package holiday, but they also want hiccup-free holidays. We are therefore using our technology to design package holidays for peace of mind.

In H1 25 we launched Price Drop Protection (PDP). If the price of a customer's holiday drops between booking and up to 60 days before departure, they can claim the difference back as a credit towards their next holiday.

PDP gives our customers the peace of mind that they are getting the best possible deal on their holiday, whilst encouraging them to keep visiting our app, also promoting engagement and stickiness.

OTB customer satisfaction scores are continuing to improve as we leverage the benefits of our upgraded technology and Ryanair partnership agreement. Our customer service is increasingly automated and efficient, which is resulting in fewer inbounds to the contact centre and increasing NPS.

Scale and automation

Finally, we have significant opportunities to expand our customer base, therefore we are designing for scale.

Upgrades to our technology platform enable expansion into new markets. International expansion commenced in H2 24 through the sale of package holidays from the Republic of Ireland (ROI). We have now established a brand presence in the ROI. Our offline campaign in H1 25 has been supported by Paddy McGuiness, doubling spontaneous awareness of OTB as a package beach holiday firm.

Ongoing investment in the ROI is progressing to plan, with c.£3m net cost expected in FY25 and our experience has laid the foundations for potential further international expansion.

Medium term outlook

Upgrades to our technology platform have enabled us to increase the size of our addressable market. Building on our expansion into premium and long-haul markets, adding Ireland and Cities more than doubles our addressable market once more, with the opportunity to expand into new markets remaining open to us, but not critical to achieving our medium-term ambition of doubling sales. Our strategic progress and results in H1 25 represent another step on our journey to achieving that ambition.

Segmental performance

Following the reorganisation of the B2B segment in the prior year, the Group now organises its operations into two principal financial reporting segments, being OTB (onthebeach.co.uk, onthebeach.ie and sunshine.co.uk) and B2B (Classic Collection).

OTB Segment performance

	H1 2025	**H1 2024**	**vs**
Bookings '000s	303.6	276.4	10%
Booked TTV £m	**611.7**	**551.4**	11%

	H1 2025	**H1 2024**	**vs**
	£m	**£m**	**%**
Revenue [(1)]	59.4	56.3	6%
Adjusted Revenue*	59.3	53.6	11%
Adjusted gross profit*	57.4	52.6	9%
Online Marketing costs	(16.3)	(15.4)	
Offline Marketing costs	(9.8)	(10.5)	
Gross profit after marketing costs*	31.3	26.7	17%
Overheads	(18.5)	(17.0)	
Depreciation and amortization	(6.5)	(5.8)	
Adjusted operating profit*	6.3	3.9	62%
Exceptional items	(0.9)	(0.5)	
Share based payments	(1.9)	(1.6)	
Amortisation of acquired intangibles	(1.1)	(1.1)	
Operating profit	2.4	0.7	
Adjusted EBITDA*	12.8	9.7	32%
Adjusted EBITDA %	21.6%	18.0%	

*see glossary for reconciliation to nearest GAAP measure

[(1)] Revenue in the prior year is stated inclusive of £2.7m of exceptional income relating to the settlement of refunds for flights cancelled during COVID-19.

Adjusted Revenue increased by 11% to £59.3m (H1 24: £53.6m). The increase in revenue was due to volume growth of 10%, with ABV's up 1% reflecting low single digit inflation and the mix impact of our growth into City breaks.

Growth has been achieved across all hotel star ratings, reflecting the broad appeal of OTB's brand.

Total marketing costs at £26.1m represent 44% of adjusted revenue (H1 24: 48%). This increased effectiveness has been enabled by tech development in H1. Offline marketing costs at £9.8m (H1 24 £10.5m) reflect a strategic intent to retain a presence for longer, whilst online costs were £16.3m (H1 24: £15.4m).

Following the launch of onthebeach.ie in Q4 FY24 we have invested to build a brand presence and test online penetration.

Adjusted gross profit after marketing costs increased by 17% to £31.3m (H1 24: £26.7m).

Operating leverage and overheads

	H1 2025	H1 2024
Overheads % adjusted revenue*	31.2%	31.7%
Overheads % booked TTV*	3.0%	3.1%

*see glossary for reconciliation to nearest GAAP measure

Overheads have increased by £1.5m to £18.5m representing 31.2% of adjusted revenue (H1 24: 31.7%) and 3.0% of TTV (H1 24: 3.1%).

The absolute increase in overheads within the B2C segment is due to continued investment into colleague pay, with OTB continuing to pay the real living wage.

Overall growth in overheads remains well behind the rate of bookings growth, demonstrating management's commitment to improved operational efficiency alongside our investment into talent, both of which will support the delivery of our medium term targets.

Adjusted EBITDA for the period was £12.8m (H1 24: £9.7m), up 32%.

B2B segment performance

	H1 2025	H1 2024	Vs
Bookings '000s	10.1	7.4	36%
Booked TTV £'m	29.0	17.3	68%

	H1 2025 £'m	H1 2024 £'m
Revenue	4.8	3.6
Adjusted revenue*	4.8	3.5
Adjusted gross profit*	1.5	1.4
Gross Profit after marketing costs*	0.9	1.3
Overheads	(1.7)	(0.9)
Depreciation and amortization	(0.1)	-
Adjusted operating (loss)/profit*	(0.9)	0.4
Exceptional items	-	0.1
Share based payments	(0.1)	-
Amortisation of acquired intangibles	(0.3)	(0.3)
Operating (loss)/profit	(1.3)	0.2
Adjusted EBITDA*	(0.8)	0.4

*see glossary for reconciliation to nearest GAAP measure

Following the restructure in the prior year, the B2B segment represents the operations of Classic Collection. The prior year results have been restated to exclude the discontinued operations.

Despite a challenging high street market, Classic Collection has made solid progress with growth in bookings of 36% in H1. Overheads have increased YoY as a result of the transfer of activity following the restructure. Management remain focused on operational efficiency in H2.

Further strategic developments at the end of H1, including improved customer access to Ryanair flight inventory and the launch of Classic Collection in Ireland, give us confidence that the segment can return to profitability in H2.

Exceptional items

Exceptional items on a Group basis include £1.0m of costs offset by £0.1m of income in respect of refunds received from airlines. Costs of £1.0m relate to restructuring costs (£0.6m), legal and professional costs (£0.2m) and commission and stamp duty arising on the repurchase of shares (£0.2m).

Financing

In December 2023 an option was exercised to extend the expiry date of the revolving credit facility to December 2026. This was further extended until December 2027 in December 2024.

In January 2024, an option was exercised to extend the facility by £25m in order to provide additional working capital headroom for continued growth, effective until July 2025. In May 2025 this additional facility was made permanent with the total facility of £85m now being in place until December 2027.

The cash draw down on this facility at 31 March 2025 was £40m (31 March 2024: £55m).

Details of the current facility limits and maturity dates with are as follows:

Facilities	£m	Issued	Expiry	Drawn at 31 March 2025
RCF - Lloyds Bank	£42.5m	Dec 2022	Dec 2027	£20m
RCF - NatWest	£42.5m	Dec 2022	Dec 2027	£20m
Total facility	**£85m**			**£40m**

Share based payments

The Group has a number of Long-Term Incentive Plan ('LTIP') schemes in place which vest subject to continued employment and in some cases performance targets. In accordance with IFRS 2, the Group has recognised a non-cash charge of £2.0m (H1 24: £1.6m).

The share-based payment charge represents a non-cash charge for the expected cost of shares vesting under the Group's Long-Term Incentive Plan.

Taxation

The Group tax charge of £0.7m (H1 24: £0.1m) represents an effective rate of 24% (H1 24: 25%) which is less than the standard UK rate of 25% (H1 24: in line with the standard UK rate of 25%).

During the period, a Corporation Tax payment of £1.9m was made in respect of the current year and a payment of £0.9m was made in respect of the prior year.

Cash flow

£m	H1 2025	H1 2024	FY24
Profit before tax from continuing operations	**3.3**	**2.8**	**26.5**
Loss before tax from discontinued operations	**0.4**	**(2.2)**	**(7.2)**
Depreciation and amortization	8.0	7.3	15.1
Net finance income	(2.2)	(2.1)	(5.3)
(Profit)/loss on disposal of property, plant & equipment	(0.7)	-	0.6
Net loss on disposal of intangible assets	-	-	0.2
Loss on discontinued operations	-	-	4.6
Share based payments	2.0	1.6	2.3
Movement in working capital	(104.1)	(124.2)	(4.3)
Corporation tax paid	(2.8)	(2.1)	(3.9)
Net cash (outflow) / inflow from operating activities	**(96.1)**	**(118.9)**	**28.6**
Other cash flows			
Proceeds from disposal of assets	2.6	-	-
Purchase of property, plant & equipment	(0.1)	-	-
Capitalised development expenditure	(5.2)	(5.5)	(10.2)
Capitalised intangible assets	-	-	(0.1)
Net finance income	2.3	2.2	5.4
Payment of lease liabilities	(0.9)	(0.9)	(1.8)
Equity dividends paid	(3.3)	-	(1.5)
Share buyback	(25.0)	-	-
RCF drawdowns	40.0	55.0	-
Total net cash flows	**(85.7)**	**(68.1)**	**20.4**
Opening cash balance	96.2	75.8	75.8
Closing cash at bank	**10.5**	**7.7**	96.2
Closing trust balance	224.2	195.9	139.5

Operating cash outflows of £96.1m represent investments made by the Group into online and offline marketing as well as the working capital required to fund our low deposit proposition. The reduction in working capital required YoY is due to one off benefits arising from the Ryanair partnership agreement.

Cash at bank less RCF drawdowns has improved by £17.8m YoY, highlighting the cash generative nature of OTB's business model, despite the return to shareholders of approximately £30m through share buyback and dividends paid.

During the period, the Trust account balance has increased from £195.9m to £224.2m, which will unwind as customers travel over the summer months.

Dividend

In view of the current full year outlook and the Board's continued confidence in the Group's prospects, it has decided to declare an interim dividend of 1.0p per share, up 11% on the prior year (H1 24: 0.9p per share). The dividend will be paid on 27 June 2025 to shareholders on the register at 30 May 2025. The full year payout ratio is expected to be 25% of FY25 profit after tax, in line with the Group's capital allocation policy.

Shaun Morton	**Jon Wormald**
CEO	**CFO**
13 May 2025	13 May 2025

PRINCIPAL RISKS AND UNCERTAINTIES

There are a number of potential risks and uncertainties which could have a material impact on the Group's performance over the remainder of the financial year and may cause actual results to differ materially from expectations.

The Board continues to monitor all principal risks, which remain broadly unchanged since the 2024 Annual Report. Key areas include demand volatility, reputational risk, regulatory change, and operational scalability.
Recent geopolitical and fiscal developments have introduced additional macroeconomic uncertainty but holidays continue to be viewed by many consumers as essential. Recent high-profile cyber incidents affecting some UK retailers have highlighted the growing importance of cyber resilience across the sector. The Group maintains robust cybersecurity protocols and continues to invest in risk mitigation.

Save for the matters outlined above, the directors confirm there have been no material changes to the Group's principal risks and uncertainties since the publication of the 2024 Annual Report. Further detail can be found on pages 55 to 58 of the report, available at www.onthebeachgroupplc.com.

On the Beach Group Plc

INTERIM RESULTS FOR THE 6 MONTHS ENDED 31 MARCH 2025

CONDENSED CONSOLIDATED INCOME STATEMENT AND STATEMENT OF COMPREHENSIVE INCOME

For the 6 months ended 31 March 2025

	Note	6 months ended 31 March 2025 £'m unaudited	*Restated** 6 months ended 31 March 2024 £'m unaudited	Year ended 30 September 2024 £'m audited
Revenue	3,4	64.2	59.9	128.2
Cost of sales		(3.3)	(2.2)	(4.8)
Expected credit losses	12	(1.9)	(1.0)	(1.7)
Gross profit		**59.0**	**56.7**	**121.7**
Administrative expenses	5	(57.9)	(55.8)	(100.5)
Group operating profit	4	**1.1**	**0.9**	**21.2**
Finance costs		(0.8)	(0.4)	(2.4)
Finance income		3.0	2.3	7.7
Net finance income		**2.2**	**1.9**	**5.3**
Profit before taxation		**3.3**	**2.8**	**26.5**
Taxation	6	(0.7)	(0.1)	(6.3)
Profit for the period from continuing operations		**2.6**	**2.7**	**20.2**
Profit/(loss) from discontinued operations		**0.4**	(2.2)	(7.2)
Profit for the period		**3.0**	**0.5**	**13.0**
Other comprehensive income:				
Net gain/(loss) on fair value hedges		1.2	(0.2)	0.4
Total comprehensive income for the period		**4.2**	**0.3**	**13.4**
Attributable to equity holders of the parent				
Profit from continuing operations		2.6	2.7	20.2
Profit/(loss) from discontinued operations		0.4	(2.2)	(7.2)
Other comprehensive income/(loss)		1.2	(0.2)	0.4
Total comprehensive income for the period		**4.2**	**0.3**	**13.4**
Basic and diluted earnings per share from continuing operations attributable to the equity shareholders of the Company:				
Basic earnings per share	8	1.6p	1.6p	12.1p

Diluted earnings per share	8	1.6p	1.6p	11.9p
Adjusted basic earnings per share **	8	3.7p	3.1p	14.1p
Adjusted diluted earnings per share **	8	3.6p	3.1p	13.9p
Basic and diluted earnings per share from total operations attributable to the equity shareholders of the Company:				
Basic earnings per share	8	1.8p	0.3p	7.8p
Diluted earnings per share	8	1.8p	0.3p	7.7p
Adjusted profit measure **				
Adjusted profit before tax (before amortisation of acquired intangibles, exceptional items and share based payments) **	5	7.6	6.2	31.0

* The period ending 31 March 2024 is restated for the effects of the discontinued operations (see note 7).

**This is a non GAAP measure, refer to notes.

CONDENSED CONSOLIDATED STATEMENT OF FINANCIAL POSITION

As at 31 March 2025

			*Restated**	
		At 31 March 2025	**At 31 March 2024**	**At 30 September 2024**
		£'m	**£'m**	**£'m**
Assets	**Note**	unaudited	unaudited	audited
Non-current assets				
Intangible assets	9	64.4	73.2	66.2
Property, plant and equipment	10	2.7	7.0	3.6
Deferred tax	11	-	2.7	-
Trust Account	14	0.4	-	0.4
Total non-current assets		**67.5**	**82.9**	**70.2**
Current assets				
Trade and other receivables	12	357.1	333.9	188.4
Derivative financial instruments	15	-	0.1	-
Trust account	14	223.8	195.9	139.1
Corporation tax receivable		1.1	0.5	-
Cash at bank		10.5	7.7	96.2
Total current assets		**592.5**	**538.1**	**423.7**
Assets held for sale		**-**	**-**	2.0
Total assets		**660.0**	**621.0**	**495.9**
Equity				
Share capital		1.6	1.7	1.7
Share premium		64.7	89.6	89.6
Retained earnings		222.8	207.9	220.2
Capital contribution reserve		0.5	0.5	0.5
Merger reserve		(129.5)	(129.5)	(129.5)
Treasury shares		-	-	-
Total equity		**160.1**	**170.2**	**182.5**
Non-current liabilities				
Loans and overdrafts	15	40.0	55.0	-
Trade and other payables	13	1.4	1.4	2.1
Deferred tax	11	0.3	-	0.4
Total non-current liabilities		**41.7**	**56.4**	**2.5**
Current liabilities				
Corporation tax payable		-	-	0.9
Trade and other payables	13	455.5	389.1	304.3
Provisions	13	0.7	1.9	0.4
Derivative financial instruments	15	2.0	3.4	5.3
Total current liabilities		**458.2**	**394.4**	**310.9**
Total liabilities		**499.9**	**450.8**	**313.4**
Total equity and liabilities		**660.0**	**621.0**	**495.9**

* The period ending 31 March 2024 is restated for the amendments made to IAS 1 (see note 2.6).

Jon Wormald
Chief Financial Officer
13 May 2025
On the Beach Group plc. Reg no 09736592

CONDENSED CONSOLIDATED STATEMENT OF CASH FLOWS

For the 6 months ended 31 March 2025

			*Restated**	
		6 months ended 31 March 2025	**6 months ended 31 March 2024**	**Year ended 30 September 2024**
		unaudited	unaudited	audited
	Note	**£'m**	**£'m**	**£'m**
Profit/(Loss) before taxation				
From continuing operations		3.3	2.8	26.5
From discontinued operations		0.4	(2.2)	(7.2)
Adjustments for:				
Depreciation	10	1.0	1.3	2.1
Amortisation of intangible assets	9	7.0	6.0	13.0

Finance costs		0.8	0.4	2.4
Finance income		(3.0)	(2.5)	(7.7)
Loss on goodwill for discontinued operations		-	-	4.6
Loss on disposal of intangible assets		-	-	0.2
(Profit)/loss on disposal of property, plant and equipment		(0.7)	-	0.6
Share-based payments		2.0	1.6	2.3
Impact of unrealised foreign exchange differences		-	-	(1.7)
		10.8	**7.4**	**35.1**
Changes in working capital:				
(Increase)/decrease in trade and other receivables	12	(168.7)	(168.2)	(22.3)
Increase in trade and other payables	13	149.2	131.3	48.9
(Increase) in trust account		(84.6)	(87.3)	(30.9)
		(104.1)	**(124.2)**	**(4.3)**
Cash flows from operating activities				
Cash generated from operating activities		(93.3)	(116.8)	30.8
Tax paid		(2.8)	(2.1)	(3.9)
Net cash (outflow)/inflow from operating activities		**(96.1)**	**(118.9)**	**26.9**
Cash flows from investing activities				
Purchase of property, plant and equipment	10	(0.1)	-	-
Proceeds from disposal of assets		2.6	-	-
Purchase of intangible assets	9	-	-	(0.1)
Development expenditure	9	(5.2)	(5.5)	(10.2)
Interest received		3.0	2.5	7.7
Net cash inflow/(outflow) from investing activities		**0.3**	**(3.0)**	**(2.6)**
Cash flows from financing activities				
Proceeds from borrowings	15	40.0	55.0	-
Equity dividends paid		(3.3)	-	(1.5)
Interest paid on borrowings		(0.7)	(0.3)	(2.3)
Payment of lease liabilities		(0.9)	(0.9)	(1.8)
Share buyback		(25.0)	-	-
Net cash inflow/(outflow) from financing activities		**10.1**	**53.8**	**(5.6)**
Impact of unrealised foreign exchange gains		-	-	1.7
Net (decrease)/increase in cash at bank and in hand		(85.7)	(68.1)	18.7
Cash at bank and in hand at beginning of period		96.2	75.8	75.8
Cash at bank and in hand at end of period		**10.5**	**7.7**	**96.2**

* The period ending 31 March 2024 is restated for the effects of the discontinued operations (see note 7).

CONDENSED CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

For the 6 months ended 31 March 2025

	Treasury shares	Share capital	Share premium	Merger reserve	Capital contribution reserve	Retained earnings	Total
For the 6 months ended 31 March 2025	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**
Balance at 30 September 2024	**-**	**1.7**	**89.6**	**(129.5)**	**0.5**	**220.2**	**182.5**
Share based payment charges including tax	-	-	-	-	-	1.7	1.7
Dividends	-	-	-	-	-	(3.3)	(3.3)
Buyback of shares	(25.0)	-	-	-	-	-	(25.0)
Cancellation of treasury shares	25.0	(0.1)	(24.9)	-	-	-	-
Other comprehensive income for the period	-	-	-	-	-	4.2	4.2
Balance at 31 March 2025 (unaudited)	**-**	**1.6**	**64.7**	**(129.5)**	**0.5**	**222.8**	**160.1**

	Treasury shares	Share capital	Share premium	Merger reserve	Capital contribution reserve	Retained earnings	Total
For the 6 months ended 31 March 2024	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**
Balance at 30 September 2023	**-**	**1.7**	**89.6**	**(129.5)**	**0.5**	**205.9**	**168.2**
Share based payment charges including tax	-	-	-	-	-	1.7	1.7
Net loss on fair value hedges	-	-	-	-	-	(0.2)	(0.2)
Total comprehensive loss for the period	-	-	-	-	-	0.5	0.5
Balance at 31 March 2024 (unaudited)	**-**	**1.7**	**89.6**	**(129.5)**	**0.5**	**207.9**	**170.2**

	Treasury shares	Share Capital	Share premium	Merger reserve	Capital contribution reserve	Retained earnings	Total
For the year ended 30 September 2024	£'m	£'m	£'m	£'m	£'m	£'m	£'m
Balance at 30 September 2023	-	1.7	89.6	(129.5)	0.5	205.9	168.2
Share based payment charges including tax	-	-	-	-	-	2.4	2.4
Dividends	-	-	-	-	-	(1.5)	(1.5)
Total comprehensive income for the year	-	-	-	-	-	13.4	13.4
Balance at 30 September 2024	-	1.7	89.6	(129.5)	0.5	220.2	182.5

NOTES TO THE CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the 6 months ended 31 March 2025

1 General Information

The interim condensed consolidated financial statements of On the Beach Group plc and its subsidiaries (collectively, the Group) for the six months ended 31 March 2025 were authorised for issue in accordance with a resolution of the directors on 12 May 2025.

On the Beach Group plc is a public limited company, incorporated and domiciled in the United Kingdom, whose shares are listed on the London Stock Exchange. The registered office is located at Aeroworks, 5 Adair Street, Manchester, M1 2NQ.

2 Basis of preparation and changes to the Group's accounting policies

2.1 Basis of preparation

The interim condensed consolidated financial statements for the six months ended 31 March 2025 have been prepared in accordance with UK adopted IAS 34 Interim Financial Reporting. The interim condensed consolidated financial statements do not constitute statutory financial statements as defined in section 435 of the Companies Act 2006 and therefore do not include all the information and disclosures required in the annual financial statements, and should be read in conjunction with the Group's annual financial statements as at 30 September 2024. No audit or review opinion has been provided by a statutory auditor on these interim statements.

The financial information for the preceding year is based on the statutory financial statements for the year ended 30 September 2024. These financial statements, upon which the auditors issued an unqualified opinion, have been delivered to the Registrar of Companies. These financial statements did not require a statement under either section 498(2) or section 498(3) of the Companies Act 2006.

2.2 Accounting policies

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual financial statements for the year ended 30 September 2024.

2.3 Going concern

The Group covers its daily working capital requirements by means of cash and Revolving Credit Facility ('RCF'). Currently, the Group has access to an £85m facility, which is set to expire in December 2027 following extensions to the expiry date. The Group extended the original £60m facility by £25m, initially until July 2025, but in May 2025 agreed that the increased facility would run until the expiry date in December 2027. The RCF has financial covenants in place which are tested quarterly.

As at 31 March 2025 Group cash (excluding cash held in trust which is ringfenced and not factored into the going concern assessment) was £10.5m (31 March 2024: £7.7m, 30 September 2024: £96.2m). As at 31 March 2025, the current value withdrawn from the RCF is £40.0m (31 March 2024: £55.0m, 30 September 2024: £nil)

Cash received from customers for bookings that have not yet travelled is held in a ring-fenced trust account and is not withdrawn until the customer returns from their holiday, or the booking is cancelled or refunded. All withdrawals from the Trust account are approved by our Trustees and the Civil Aviation Authority. Cash held in trust at 31 March 2025 was £224.2m (31 March 2024: £195.9m, 30 September 2024: £139.5m).

The Directors have assessed a going concern period through to 30 September 2026 and have modelled a number of scenarios considering factors such as airline resilience, cost of living, inflation, interest rates and customer behaviour/ demand. The Group has performed and assessment of the impact of climate risk, as part of the Director's assessment of the Group's ability to continue as a going concern. Detail of the Group's assessment of the impact of climate risk is provided within the 'Here for the planet' section of the Group's Annual Report for the year ended 30 September 2024.

The Directors have modelled a reasonably possible downside scenario to sensitise the base case as a result of major airline failure. In this scenario the Directors have assessed the impact to cash and revenue in an environment where bookings are 100% lower than forecasted for 3 months followed by a 50% reduction for the remaining going concern period, although profitability would be affected, the Group would be able to continue operating.

In addition, the Directors have modelled sensitivity analysis on a reverse stress test that models an increase in bookings, to assess the potential impact on bank facilities. They have also performed a stress test with a remote possibility. Although in each of these scenarios profitability would be affected, through mitigating actions, the Group would be able to continue operating.

Given the assumptions above, the mitigating actions available and within the Group's control, the Directors remain confident that the Group continue to operate in an agile way adapting to any continued travel disruption. Therefore, it is considered appropriate to continue to adopt the going concern basis in preparing these financial statements.

2.4 Critical Accounting estimates and judgements

The Group's accounting policies have been set by management. The application of these accounting policies to specific scenarios requires reasonable estimates and assumptions to be made concerning the future. These are continually evaluated based on historical experience and expectations of future events. The resulting accounting estimates will, by definition, seldom equal the related actual results. Under IFRS estimates or judgements are considered critical where they involve a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities from period to period. This may be because the estimate or judgement involves matters which are highly uncertain or because different estimation methods or assumptions could reasonably have been used.

Critical Accounting judgements

Capitalised website development costs

Determining the amounts to be capitalised involves judgement and is dependent upon the nature of the related development; namely whether it is capital (as relating to the enhancement of the website) or expenditure (as relating to the ongoing maintenance of the website) in nature. In order to capitalise a project, the key judgement management have made is in determining the project's ability to produce future economic benefits. For the period ending 31 March 2025, the proportion of development costs that have been capitalised is in line with prior year as the development team are focusing on key strategic development objectives. Management have assessed each project to determine whether the project is technically feasible, intended to be completed and used, whether there is available resources to complete it and whether there is probable economic benefits from each project.

Revenue from contracts with customers

The Group applied the following key judgements on the agent vs principal status of each segment as well as the number of performance obligations in each.

Performance obligations

Revenue in the OTB and Classic Collection segments is recognised based on there being a single performance obligation as at the point of booking. This is to arrange and facilitate the customer entering into individual contracts with principal suppliers providing holiday related services including flights, hotels and transfers. For the OTB and Classic Collection segments, there is not a significant integration service and responsibility for providing the services remains with the principal suppliers.

The Group has concluded that under IFRS 15 for revenue in the former CCH segment, a package holiday constitutes the delivery of one distinct performance obligation which includes flights, accommodation, transfers and other holiday-related services. In formulating this conclusion, management has assessed that it provides a significant integration service to collate all of the elements within a customer's specification to produce one integrated package holiday. Management has further analysed the recognition profile and concluded that under IFRS 15, revenue and corresponding cost of sales should be recognised over the period a customer is on holiday.

Following the cessation of operations for Classic Collection Holidays on 30 September 2024, all principal revenue for the year is recognised within discontinued operations, see note 7 for more details.

Agent vs Principal

Determining whether an entity is acting as a principal or as an agent requires judgement and has a significant effect on the timing and amount (gross or net basis) of revenue by the Group. As an agent, revenue is recognised at the point of booking on a net basis. As a principal, revenue is recognised on a gross basis over the duration of the holiday.

In accordance with IFRS 15, revenue for the OTB and Classic Collection segments is recognised as an agent on the basis that the performance obligation is to arrange for another entity to provide the goods or services. This assessment has given consideration that there is no inventory risk and limited discretion in establishing prices.

Discontinued operations

On 11 March 2024, the Board made the decision to cease the Classic Collection Holidays operation and to not attempt to sell the business. Management determined that on abandonment of Classic Collection Holidays on 30 September 2024, the operation has been presented as a discontinued operation due to the different nature of cash flows expected to arise and revenue expected to be recognised from the cessation of the Classic Collection Holidays operation. By presenting Classic Collection Holidays as a discontinued operation, Management believes that the presentation of the Income Statement is more aligned to the ongoing and anticipated recurring cash flows and revenue recognised by the business in the restructured operating model.

The following factors were considered to classify the operation as discontinued:

- Key dates of decisions and actions taken in relation to abandoning the operation including the redundancy of staff, vacating the property from which the operation was ran and subsequently putting the property up for sale.

- The distinction between the two Classic Package and Classic Collection CGU's in terms of location, operating teams and expected cashflows.

As noted above Classic Collection Holidays was classified as discontinued operations as there was no future expected cashflows, the goodwill of £4.6m was written off in the year ending 30 September 2024.

Critical accounting estimates

Expected Credit Losses

The Group's estimation of credit risk relating to customer repayments of debt is inherently uncertain and subject to a degree of judgement.

The ECL provision is calculated using historical default rates from the last year which is compared to forecasted revenue projections to calculate an expected liability. Prior year is considered to be a suitable period to use for estimation as this more accurately reflects current events. These results are adjusted for the expected effect of cost of living, as well as inflation. The calculation is updated at each reporting date. The origination, measurement and release of material judgmental adjustments are subject to further analysis and challenge through the Group's accounting judgement review process before ultimate being presented to the Group's Audit Committee.

Estimation uncertainty arises on the forecasted bookings, effects of the cost of living and inflation adjustments. These estimations are subject to challenge by the Board of Directors, as well as the audit committee to ensure that they most accurately reflect the available information.

2.5 New standards, amendments and interpretations

The accounting policies adopted in the preparation of the interim condensed consolidated financial statements are consistent with those followed in the preparation of the Group's annual consolidated financial statements for the year ended 30 September 2024. The Group has not early adopted any other standard, interpretation or amendment that has been issued but is not yet effective.

There is one new amended standard or interpretation that became effective for periods beginning after 1 January 2024 which had a material impact upon the values or disclosures in the condensed consolidated interim financial information. This relates to the classification of liabilities as current or non-current (IAS 1) as a result of the amendments issued in IAS 1 which has led to a prior year adjustment for the period ended 30 March 2024. See note 2.6 for further details.

A number of new standards and amendments to standards are effective for annual periods beginning after 1 January 2024; the following amended standards have been implemented, however, they have not had a significant impact on the Group's consolidated financial statements:

- Amendment to IFRS 16 - Leases on sale and leaseback
- Amendment to IAS 7 and IFRS 7 - Supplier finance

Standards issued but not yet effective

Certain new financial reporting standards, amendments and interpretations have been published that are not mandatory for the 30 September 2025 reporting period, and have not been early adopted by the Group. The Group is currently assessing the impact of the following standards, amendments and interpretations:

- Amendments to IAS 21 - Lack of Exchangeability
- Amendments to IFRS 9 and IFRS 7 - Classification and Measurement of Financial Instruments
- Annual Improvements to IFRS Accounting Standards-Volume 11
- IFRS 18 - Presentation and Disclosure in Financial Statements
- IFRS 19 - Subsidiaries without Public Accountability: Disclosures
- Contracts referencing Nature-dependent Electricity: Amendments to IFRS 9 and IFRS 7

2.6 Prior period restatement

These consolidated interim financial statements include a prior half year period restatement in relation to the presentation and classification of the RCF facility in accordance with IAS 1 amendments (effective for periods beginning after 1 January 2024). This saw the RCF facility reclassified from current liabilities to non-current. The adjustment reduces current liabilities by £55.0m and increases non- current liabilities by £55.0m as at 31 March 2024. This has had no impact on the income statement or statement of cash flows. Please see note 15 for more details.

The prior half year period is also restated for the discontinuation of Classic Collection Holidays Limited, which was effective from 30 September 2024. This has impacted the income statement and statement of cash flows, please see note 7 for more details. This has had no impact on the statement of financial position.

3 **Revenue**

Set out below is the disaggregation of the Group's revenue from contracts with customers:

	6 months ended 31 March 2025		
	OTB	**Classic Collection**	**Total**
	£'m	**£'m**	**£'m**
Booked TTV*	611.7	29.0	640.7
Total Revenue before exceptional items	59.3	4.8	64.1
Exceptional recoveries**	0.1	-	0.1
Total Revenue	**59.4**	**4.8**	**64.2**

	6 months ended 31 March 2024***		
	OTB	**Classic Collection**	**Total**
	£'m	**£'m**	**£'m**
Booked TTV*	551.4	17.3	568.7
Total Revenue before exceptional items	53.6	3.5	57.1
Exceptional recoveries**	2.7	0.1	2.8
Total Revenue	**56.3**	**3.6**	**59.9**

	For the year ended 30 September 2024		
	OTB	**Classic Collection**	**Total**
	£'m	**£'m**	**£'m**
Booked TTV*	1,124.2	40.6	1,164.8
Total Revenue before exceptional items	114.6	8.8	123.4
Exceptional recoveries**	4.6	0.2	4.8
Total Revenue	**119.2**	**9.0**	**128.2**

*The total transaction value of holidays booked during the period, before cancellations and amendments. See the glossary for the reconciliation to GAAP measure.

**Exceptional recoveries for the period ended 31 March 2025 relate to refunds from airlines for cancelled flights during COVID-19. Previously, exceptional cancellations related to these flights were provided for, which have now been released.

*** The results for the period ended 31 March 2024 has been restated to exclude the results of the discontinued operation included in that period (note 7).

Details of receivables arising from contracts with customers are set out in note 12.

4 **Segmental report**

The management team considers the reportable segments to be ''OTB'' and "Classic Collection". All segment revenue, operating profit, assets and liabilities are attributable to the Group from its principal activities.

OTB and Classic Collection recognise revenue as agent on a net basis.

The Group's Chief Operating Decision Maker ("CODM") is its executive board and they monitor the performance of these operating segments as well as deciding on the allocation of resources to them based on divisional level financial reports. Segmental performance is monitored using adjusted segment operating results.

In the year ending 30 September 2024, Classic Collection Holidays Limited discontinued its website, vacated the property used for operations, and made a number of redundancies, transferring all remaining assets to Classic Package Holidays Limited. Classic Package Holidays Limited was considered to be a single operating segment following this transfer. Classic Package Holidays Limited has since been renamed Classic Collection Holdings Limited, and is referred to throughout as "Classic Collection". For further details on the discontinued operations see note 7.

	6 months ended 31 March 2025		
	OTB	Classic Collection	Total
	£'m	£'m	£'m
Revenue	59.4	4.8	64.2
Exceptional recoveries*	(0.1)	-	(0.1)
Adjusted Revenue	**59.3**	**4.8**	**64.1**
Expected credit losses	(1.9)	-	(1.9)
Cost of sales	-	(3.3)	(3.3)
Adjusted gross profit	**57.4**	**1.5**	**58.9**
Marketing	(24.9)	(0.5)	(25.4)
Staff costs	(11.4)	(1.1)	(12.5)
Other administrative expenses	(8.3)	(0.7)	(9.0)
Adjusted EBITDA	**12.8**	**(0.8)**	**12.0**
Share based payment charge	(1.9)	(0.1)	(2.0)
Exceptional items	(0.9)	-	(0.9)
EBITDA	**10.0**	**(0.9)**	**9.1**
Depreciation and amortisation	(7.6)	(0.4)	(8.0)
Group operating profit/(loss)	**2.4**	**(1.3)**	**1.1**
Finance costs			(0.8)
Finance income			3.0
Profit before taxation			**3.3**
Non-current assets			
Goodwill***	31.6	4.0	**35.6**
Other intangible assets	23.8	4.9	**28.7**
Property, plant and equipment	2.7	-	**2.7**

	6 months ended 31 March 2024**		
	OTB	Classic Collection	Total
	£'m	£'m	£'m
Revenue	56.3	3.6	59.9
Exceptional recoveries*	(2.7)	(0.1)	(2.8)
Adjusted Revenue	**53.6**	**3.5**	**57.1**
Cost of sales	-	(2.2)	(2.2)
Expected Credit losses	(1.0)	-	(1.0)
Adjusted Gross Profit	**52.6**	**1.3**	**53.9**
Marketing	(24.6)	(0.2)	(24.8)
Staff costs (excluding share based payments)	(11.3)	(0.3)	(11.6)
Other administrative expenses	(7.0)	(0.4)	(7.4)
Adjusted EBITDA	**9.7**	**0.4**	**10.1**
Share based payment charge	(1.6)	-	(1.6)
Exceptional items	(0.5)	0.1	(0.4)
EBITDA	**7.6**	**0.5**	**8.1**
Depreciation and amortisation	(6.9)	(0.3)	(7.2)
Group operating profit	**0.7**	**0.2**	**0.9**
Finance costs			(0.4)
Finance income			2.3
Profit before taxation			**2.8**
Non-current assets			
Goodwill***	31.6	4.0	**35.6**
Other intangible assets***	27.5	5.5	**33.0**
Property, plant and equipment****	4.6	-	**7.0**

	For the year ended 30 September 2024		
	OTB	Classic Collection	Total
	£'m	£'m	£'m
Revenue	119.2	9.0	128.2
Exceptional recoveries*	(4.6)	(0.2)	(4.8)
Adjusted Revenue	**114.6**	**8.8**	**123.4**
Cost of sales	-	(4.8)	(4.8)
Expected Credit losses	(1.7)	-	(1.7)
Adjusted Gross Profit	**112.9**	**4.0**	**116.9**
Marketing	(40.0)	(0.1)	(40.1)
Staff costs (excluding share based payments)	(20.9)	(0.7)	(21.6)
Other administrative expenses	(15.7)	(1.5)	(17.2)
Adjusted EBITDA	**36.3**	**1.7**	**38.0**
Share based charge	(2.2)	(0.1)	(2.3)
Exceptional items	0.4	0.2	0.6
EBITDA	**34.5**	**1.8**	**36.3**
Depreciation and amortisation	(14.4)	(0.7)	(15.1)
Group operating profit	**20.1**	**1.1**	**21.2**
Finance costs			(2.4)
Finance income			7.7
Profit before taxation			**26.5**
Non-current assets			
Goodwill***	31.6	4.0	**35.6**
Other intangible assets***	25.5	5.1	**30.5**
Property, plant and equipment	3.6	-	**3.6**

*Exceptional recoveries relate to refunds from airlines for cancelled flights during COVID-19. Previously, exceptional cancellations related to these flights were provided for against, which have now been released.

** The period ending 31 March 2024 is restated for the effects of the discontinued operations (see note 7).

*** Classic Collection Holidays (CCH) ceased operations on 30 September 2024, and as a result the acquired goodwill of £4.6m was impaired, see note 7 for further details. Acquired other intangible assets previously recognised in under the discontinued operations have been recognised in Classic Collection, as these relate to continuing operations, see note 9 for details.

**** Classic Collection Holidays (CCH) ceased operations on 30 September 2024, transferring all remaining assets to Classic Collection Holdings Limited. Included within this was the freehold property owned by CCH, which was made available for sale following the transfer of assets and has since been sold. See note 7 for further details.

5 Operating profit

a) *Operating expenses*

Expenses by nature including exceptional items and impairment charges:

Operating expenses Expenses by nature including exceptional items and impairment charges	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
	unaudited	unaudited	audited
	£'m	£'m	£'m
Marketing	25.4	24.8	40.1
Depreciation	1.0	1.1	2.1
Staff costs (including share based payments)	14.6	13.2	23.9
IT hosting, licences & support	3.4	3.3	5.8
Office expenses	0.4	0.3	0.6
Credit/ debit card charges	2.2	1.7	4.8
Insurance	1.1	0.9	1.9
Professional Services	0.4	0.3	0.9
Other	1.5	1.0	3.5
Administrative expenses before exceptional items & amortisation of intangible assets	**50.0**	**46.6**	**83.3**
Exceptional items	1.0	3.2	4.2
Amortisation of intangible assets	6.9	6.0	13.0
Exceptional items and amorisation of intangible assets	**7.9**	**9.2**	**17.2**
Administrative expenses	**57.9**	**55.8**	**100.5**

b) *Exceptional items*

Total exceptional items in the 6 months ended 31 March 2025 of £0.9m, consists of exceptional income of £0.1m for refunds received from airlines that had previously been provided for and exceptional operating costs of £1.0m. Exceptional operating costs include £0.2m legal and professional fees relating to litigation during the period, £0.6m of restructuring costs and £0.2m of commission and stamp duty arising on the repurchase of shares (see note 17 for further details).

Total exceptional items in the 6 months ended 31 March 2024 of £0.4m, consists of exceptional income of £2.8m for refunds received from airlines that had previously been provided for and exceptional operating costs of £3.2m. Exceptional operating costs include £2.9m legal and professional fees relating to litigation during the period and £0.3m of restructuring costs.

Exceptional items in the year ended 30 September 2024 of £4.2m represents £3.9m of non-trade legal and professional fees relating to litigation and £0.3m of restructuring costs which derive from events or transactions that fall outside of the normal activities of the Group.

c) *Adjusted profit before tax*

Management measures the overall performance of the Group by reference to Adjusted profit before tax, a non-GAAP measure as it gives a meaningful year on year comparison of the Group's performance:

	6 months ended 31 March 2025	*Restated** 6 months ended 31 March 2024	Year ended 30 September 2024
	unaudited	unaudited	audited
	£'m	£'m	£'m
Profit before taxation	3.3	2.8	26.5
Exceptional income	(0.1)	(2.8)	(4.8)
Other exceptional operating costs	1.0	3.2	4.2
Amortisation of acquired intangibles**	1.4	1.4	2.8
Share based payments charge***	2.0	1.6	2.3
Adjusted profit before tax	**7.6**	**6.2**	**31.0**

* The period ending 31 March 2024 is restated for the effects of the discontinued operations (see note 7).

**These charges relate to amortisation of brand, website technology and customer relationships recognised on the acquisition of subsidiaries and are added back as they are inherently linked to historical acquisitions of businesses.
***The share based payment charge represents the expected cost of shares vesting under the Group's Long Term Incentive Plan. The share based payment charge has increased to £2.0m (31 March 2024: £1.6m, 30 September 2024: £2.3m).

6 Taxation

	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
	unaudited	unaudited	audited
	£m	£m	£m
Current tax on profit for the period	0.8	0.2	3.3
Adjustments in respect of prior period	-	-	(0.1)
Total current tax	**0.8**	**0.2**	**3.2**
Deferred tax on losses for the period			
Origination and reversal of temporary differences	(0.1)	(0.1)	3.3
Adjustments in respect of prior period	-	-	(0.2)
Total deferred tax	**(0.1)**	**(0.1)**	**3.1**
Total tax charge	**0.7**	**0.1**	**6.3**

The differences between the total taxation shown above and the amount calculated by applying the standard UK corporation taxation rate to the profit before taxation on continuing operations are as follows.

	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
	unaudited	unaudited	audited
	£m	£m	£m
Profit on ordinary activities before tax	3.3	2.8	26.5

Profit on ordinary activities multiplied by the rate of corporation tax in the UK of 25% (31 March 2024: 25%, 30 September 24: 25%)	0.8	0.7	6.6
Effects of:			
Impact of difference in effective rate and standard rate of corporation tax	0.2	(0.1)	-
Utilisation of losses from discontinued operations	-	(0.5)	-
Adjustments in respect of prior years	-	-	(0.3)
Expenses not deductible	(0.3)	-	-
Total tax charge	**0.7**	**0.1**	**6.3**

The effective rate of tax of 23.9% has been calculated using the full year projections and has been applied to profit before exceptional items for the period ending 31 March 2025. The standard rate of corporation tax of 25% (31 March 2024: 25%, 30 September 2024: 25%) for the full year has been applied to the exceptional items in the period ending 31 March 2025.

Deferred tax assets are recognised for tax losses carried forward only to the extent that realisation of the related tax benefit is probable, deferred tax assets are reviewed at each reporting date to assess the probability that sufficient taxable profit will be available to allow all or part of deferred tax asset to be utilised. All available evidence was considered including approved budgets, forecasts and analysis of historical operating results. These forecasts are consistent with those prepared and used internally for business planning and impairment purposes. The Group determined that there would be sufficient taxable income generated to realise the benefit of the deferred tax assets and no reasonably possible change to key assumptions would result in a material reduction in forecast headroom of tax profits.

7 Discontinued operations

On 11 March 2024, the Board made the decision to cease the Classic Collection Holidays operation and to not attempt to sell the business. In that year, Classic Collection Holidays Limited discontinued its website, vacated the property used for operations, and made a number of redundancies, transferring all remaining assets to Classic Package Holidays. Upon transfer, operations have been streamlined for Classic Collection Holidays and Classic Package Holidays to operate under a single CGU, "Classic Collection". The comparative figures have been restated to show separately the results of the discontinued operation included in that period. The "CCH" segment is no longer presented in the segment note.
After a review of IFRS 5 (Non-current Assets Held for Sale and Discontinued Operations) management believe that the discontinuation of Classic Collection Holidays operations merits disclosure for the following reasons:

- The Classic Collection Holidays operation represented a separate major line of business, treated by management as an operating segment and was reported separately within the CFO report and segmental reporting. Classic Collection Holidays provided personalised holiday packages on a principal basis with dedicated teams responsible for the fulfilment, sales and marketing. Classic Collection Holidays was treated by management as a separate operating segment to Classic Package Holidays due to the terms that bookings are made under and operational differences in fulfilling the bookings.

- The property used for the CGU's operation was vacated on 13 May 2024 and was put up for sale on 22 July 2024. The majority of the contact centre team were made redundant on the 13 May 2024, with the remaining 57 members of staff transferred to Classic Package Holidays from 1st July 2024. The property was sold in December 2024.

- The Classic Collection Holidays website was switched off on 11 June 2024, no new bookings were made under Classic Collection Holidays' terms or on the Classic Collection Holidays booking system after this date, and the Contact Centre responsible for fulfilling the bookings for the Classic Collection Holidays CGU was closed on 30 June 2024.

- On sale to Classic Package Holidays, all forward order bookings were transferred and followed a re-booking process under Classic Package Holidays' terms, as such Classic Collection Holidays will no longer be an identifiable CGU or operating segment and a single CGU will be in place for Classic Package Holidays.

- Whilst the re-booking process commenced, any bookings that remained on a principal basis were fulfilled by Classic Package Holidays and its contact centre, due to the bookings being on a principal basis and originally booked under the Classic Collection Holidays terms, these bookings have been included within the discontinued operations. The re-book process was completed by the 30 September 2024 and at this point the Classic Collection Holidays operation was classified as discontinued.

	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
	unaudited	unaudited	audited
	£'m	£'m	£'m
Profit/(loss) for the year from discontinued operations			
Revenue	0.4	20.9	46.6
Cost of sales	(0.3)	(18.8)	(41.4)
Gross profit	**0.1**	**2.1**	**5.2**
Administrative expenses	(0.3)	(4.1)	(7.8)
Disposal of property held for sale	0.6	-	-
Impairment of Goodwill	-	-	(4.6)
Profit/(loss) before tax	0.4	(2.2)	(7.2)
Tax	-	-	-
Profit/(loss) from discontinued operations	**0.4**	**(2.2)**	**(7.2)**
Earnings per share			
Basic EPS	0.2p	(1.3p)	(4.3p)
Diluted EPS	0.2p	(1.3p)	(4.3p)
Cash flows from discontinued operations			
Net cash flows from operating activities	(0.2)	(0.3)	(2.4)
Net cash flows from investing activities	2.6	0.1	0.2
Net cash flows from discontinued operations	**2.4**	**(0.2)**	**(2.2)**

No impact on cash flows from financing activities.

Disposal of discontinued operations

There was no loss on disposal, there are no assets relating to discontinued operations held for sale at 31 March 2025 or thereafter. Saxon House was a property held for sale at 30 September 2024, which has since been disposed. The profit on disposal has been recognised through discontinued operations.

8 **Earnings per share**

Basic earnings per share are calculated by dividing the profit attributable to equity holders of On the Beach Group plc by the weighted average number of ordinary shares issued during the year.

Adjusted earnings per share figures are calculated by dividing adjusted earnings after tax for the year by the weighted average number of shares.

	6 months ended 31 March 2025 unaudited	*Restated** 6 months ended 31 March 2024 unaudited	Year ended 30 September 2024 audited
Basic EPS for continuing operations			
Profit after tax for the period (£'m)	2.6	2.7	20.2
Basic weighted average number of Ordinary Shares (m)	163.8	166.8	166.9
Earnings per share (in pence per share)	1.6p	1.6p	12.1p
Basic EPS for total operations			
Profit after tax for the period (£'m)	3.0	0.5	13.0
Basic weighted average number of Ordinary Shares (m)	163.8	166.8	166.9
Earnings per share (in pence per share)	1.8p	0.3p	7.8p
Diluted EPS for continuing operations			
Profit after tax for the period (£'m)	2.6	2.7	20.2
Weighted average number of Ordinary Shares (m)	168.6	168.9	169.8
Earnings per share (in pence per share)	1.6p	1.6p	11.9p
Diluted EPS for total operations			
Profit after tax for the period (£'m)	3.0	0.5	13.0
Weighted average number of Ordinary Shares (m)	168.6	168.9	169.8
Earnings per share (in pence per share)	1.8p	0.3p	7.7p

* The period ending 31 March 2024 is restated for the effects of the discontinued operations (see note 7).

	6 months ended 31 March 2025 unaudited	6 months ended 31 March 2024 unaudited	Year ended 30 September 2024 audited
Adjusted basic earnings per share			
Adjusted earnings after tax (£'m)	6.1	5.2	23.6
Weighted average number of Ordinary Shares (m)	163.8	166.8	166.9
Earnings per share (in pence per share)	3.7p	3.1p	14.1p
Adjusted diluted earnings per share			
Adjusted earnings after tax (£'m)	6.1	5.2	23.6
Weighted average number of Ordinary Shares (m)	168.6	168.9	169.8
Earnings per share (in pence per share)	3.6p	3.1p	13.9p

* The period ending 31 March 2024 is restated for the effects of the discontinued operations (see note 7).

Adjusted earnings after tax is calculated using the tax rate of 25% (31 March 24: 25%, 30 September 24: 25%) on the basis that this is the Group's effective tax rate:

	6 months ended 31 March 2025 unaudited £'m	*Restated** 6 months ended 31 March 2024 unaudited £'m	Year ended 30 September 2024 audited £'m
Profit for the year after taxation	3.0	2.7	20.2
Adjustments net of tax of 25% (31 March 2024: 25%, 30 September 2024: 25%)			
Exceptional recoveries	(0.1)	(2.1)	(3.6)
Other exceptional costs	0.8	2.4	3.2
Amortisation of acquired intangibles	1.0	1.0	2.1
Share based payment charges*	1.4	1.2	1.7
Adjusted earnings after tax	**6.1**	**5.2**	**23.6**

* The share based payment charges are in relation to options which are not yet exercisable.
** The period ending 31 March 2024 is restated for the effects of the discontinued operations (see note 7).

9 **Intangible assets**

	Brand £'m	Goodwill £'m	Website & development Costs £'m	Website technology £'m	Customer relationships £'m	Agent relationships £'m	Total £'m
Cost							
At 1 October 2024	35.9	35.6	52.6	22.8	2.1	4.4	153.4
Additions	-	-	5.2	-	-	-	5.2
At 31 March 2025	**35.9**	**35.6**	**57.8**	**22.8**	**2.1**	**4.4**	**158.6**
Accumulated amortisation							
At 1 October 2024	24.9	-	35.5	22.8	2.1	1.9	87.2
Charge for the year	1.3	-	5.6	-	-	0.1	7.0
At 31 March 2025	**26.2**	**-**	**41.1**	**22.8**	**2.1**	**2.0**	**94.2**
Net book amount							
At 31 March 2025 (unaudited)	**9.7**	**35.6**	**16.7**	**-**	**-**	**2.4**	**64.4**

	Brand	Goodwill	Website & development Costs	Website technology	Customer relationships	Agent relationships	Total
	£'m	£'m	£'m	£'m	£'m	£'m	£'m
Cost							
At 1 October 2023	35.9	40.2	42.7	22.8	2.1	4.4	148.1
Additions	-	-	5.5	-	-	-	5.5
At 31 March 2024	**35.9**	**40.2**	**48.2**	**22.8**	**2.1**	**4.4**	**153.6**
Accumulated amortisation							
At 1 October 2023	22.4	-	25.5	22.8	2.1	1.6	74.4
Charge for the year	1.2	-	4.7	-	-	0.1	6.0
At 31 March 2024	**23.6**	**-**	**30.2**	**22.8**	**2.1**	**1.7**	**80.4**
Net book amount							
At 31 March 2024 (unaudited)	**12.3**	**40.2**	**18.0**	**-**	**-**	**2.7**	**73.2**

	Brand	Goodwill	Website & development Costs	Website technology	Customer relationships	Agent relationships	Total
	£'m	£'m	£'m	£'m	£'m	£'m	£'m
Cost							
At 1 October 2023	35.9	40.2	42.7	22.8	2.1	4.4	148.1
Additions	-	-	10.3	-	-	-	10.3
Disposals	-	-	(0.4)	-	-	-	(0.4)
Impairment (note 7)	-	(4.6)	-	-	-	-	(4.6)
At 30 September 2024	**35.9**	**35.6**	**52.6**	**22.8**	**2.1**	**4.4**	**153.4**
Accumulated amortisation							
At 1 October 2023	22.4	-	25.5	22.8	2.1	1.6	74.4
Charge for the year	2.5	-	10.2	-	-	0.3	13.0
Disposals	-	-	(0.2)	-	-	-	(0.2)
At 30 September 2024	**24.9**	**-**	**35.5**	**22.8**	**2.1**	**1.9**	**87.2**
Net book amount							
At 30 September 2024 (audited)	**11.0**	**35.6**	**17.1**	**-**	**-**	**2.5**	**66.2**

The Group capitalise development projects where they satisfy the requirements for capitalisation in accordance with the accounting standard and expense projects that relate to the operations and ongoing maintenance.

Brand

The brand intangibles assets consist of three brands which were separately identified as intangibles on the acquisition of the respective businesses. The carrying amount of the brand intangible assets are as follows:

Brand Brand	Remaining useful economic life	Acquisition	At 31 March 2025 unaudited	At 31 March 2024 unaudited	At 30 September 2024 audited
			£'m	£'m	£'m
On the Beach	3.5	On the Beach Travel Limited	6.9	9.0	7.9
Sunshine.co.uk	3.5	Sunshine.co.uk Limited	0.4	0.5	0.5
Classic Collection	8.5	Classic Collection Limited	2.4	2.8	2.6
			9.7	**12.3**	**11.0**

10 Tangible assets

	Right of use asset				£'m
	Head Office	IT equipment	Freehold Property	Total	
Cost	£'m	£'m	£'m	£'m	
At 1 October 2024	**4.5**	**2.5**	**-**	**5.3**	**12.3**
Additions	**-**	**-**	**-**	**0.1**	**0.1**
At 31 March 2025	**4.5**	**2.5**	**-**	**5.4**	**12.4**
Accumulated Depreciation	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**
At 1 October 2024	**2.5**	**2.0**	**-**	**4.2**	**8.7**
Charge for the Year	0.3	0.4	-	0.3	1.0
At 31 March 2025	**2.8**	**2.4**	**-**	**4.5**	**9.7**
Net book amount					
At 31 March 2025 (unaudited)	**1.7**	**0.1**	**-**	**0.9**	**2.7**

Right of use asset

	Head Office	IT equipment	Freehold Property	Fixtures, fittings and equipment	Total
Cost	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**
At 1 October 2023	**4.5**	**2.5**	**2.3**	**6.1**	**15.4**
Disposals	-	-	-	(0.1)	(0.1)
At 31 March 2024	**4.5**	**2.5**	**2.3**	**6.0**	**15.3**
Accumulated Depreciation	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**
At 1 October 2023	**2.0**	**1.1**	**0.3**	**3.7**	**7.1**
Charge for the Year	0.3	0.5	-	0.5	1.3
Disposals	-	-	-	(0.1)	(0.1)
At 31 March 2024	**2.3**	**1.6**	**0.3**	**4.1**	**8.3**
Net book amount					
At 31 March 2024 (unaudited)	**2.2**	**0.9**	**2.0**	**1.9**	**7.0**

	Head Office	IT equipment	Freehold Property	Fixtures, fittings and equipment	Total
Cost	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**
At 1 October 2023	**4.5**	**2.5**	**2.3**	**6.1**	**15.4**
Additions	-	-	-	-	-
Disposals	-	-	-	(0.8)	(0.8)
Assets held for sale	-	-	(2.3)	-	(2.3)
At 30 September 2024	**4.5**	**2.5**	**-**	**5.3**	**12.3**
Accumulated Depreciation	**£'m**	**£'m**	**£'m**	**£'m**	**£'m**
At 1 October 2023	**2.0**	**1.1**	**0.3**	**3.7**	**7.1**
Charge for the Year	0.5	0.9	-	0.7	2.1
Disposals	-	-	-	(0.2)	(0.2)
Assets held for sale	-	-	(0.3)	-	(0.3)
At 30 September 2024	**2.5**	**2.0**	**-**	**4.2**	**8.7**
Net book amount					
At 30 September 2024 (audited)	**2.0**	**0.5**	**-**	**1.1**	**3.6**

The depreciation expense of £1.0m for the period ended 31 March 2025 (31 March 2024: £1.3m, 30 September 2024: £2.1m) has been recognised within administrative expenses.

* During the year ended 30 September 2024, Classic Collection Holdings Limited discontinued its website, vacated the property used for operations, and made a number of redundancies, transferring all remaining assets to Classic Package Holidays Limited. Included within this is the freehold property owned by CCH, which was made available for sale following the transfer of assets. The property has since been sold, with the gain on sale recognised through the income statement. There is no impairment recognised to date.

11 Deferred tax

Deferred tax assets and liabilities are attributable to the following:

	At 31 March 2025 unaudited	At 31 March 2024 unaudited	At 30 September 2024 audited
	£'m	**£'m**	**£'m**
Intangible assets	(3.1)	(3.7)	(3.3)
Property, plant and equipment	0.2	(0.1)	0.2
Share based payments	1.4	0.9	0.8
Losses and unused tax relief	1.2	5.6	1.9
Total deferred tax (liabilities)/assets	**(0.3)**	**2.7**	**(0.4)**

The deferred tax asset includes an amount of £1.2m (31 March 2024: £5.6m, 30 September 2024: £1.9m) which relates to carried forward tax losses. Deferred tax assets are recognised for tax losses carried forward only to the extent that realisation of the related tax benefit is probable, deferred tax assets are reviewed at each reporting date to assess the availability of sufficient taxable temporary differences and the probability that sufficient taxable profit will be available to allow all or part of deferred tax asset to be utilised. The Group determined that there would be sufficient taxable income generated to realise the benefit of the deferred tax assets and no reasonably possible change to key assumptions would result in a material reduction in forecast headroom of tax profits.

12 Trade and other receivables

At 30 September

Amounts falling due within one year:	At 31 March 2025 unaudited £'m	At 31 March 2024 unaudited £'m	2024 audited £'m
Trade receivables - net	314.6	293.6	162.8
Other receivables and prepayments	39.4	37.3	23.1
Other taxes and social security	3.1	3.0	2.5
Total trade and other receivables	**357.1**	**333.9**	**188.4**

For the 6 months ending 31 March 2025, other receivables includes £4.9m receivable in respect of amounts due from airlines as a result of supplier cancellations (31 March 2024: £1.8m, 30 September 2024: £1.2m). Other receivables and prepayments includes £21.5m of advanced payments to suppliers (31 March 2024: £20.5m, 30 September 2024: £4.2m) and £3.6m of rebates due from suppliers (31 March 2024: £8.0m, 30 September 2024: £4.5m).

Expected credit losses for trade receivables

Set out below is the movement in the allowance for expected credit losses of trade receivables:

	At 31 March 2025 unaudited £'m	At 31 March 2024 unaudited £'m	At 30 September 2024 audited £'m
At October	1.2	1.0	1.0
Expected credit losses	1.9	1.0	1.7
Utilised in year	(1.1)	(0.7)	(1.5)
Total allowance for expected credit losses	**2.0**	**1.3**	**1.2**

13 **Trade, other payables and provisions**

	At 31 March 2025 unaudited £'m	At 31 March 2024 unaudited £'m	At 30 September 2024 audited £'m
Non-current liabilities			
Lease liabilities	1.4	1.4	2.1
Current liabilities			
Trade payables	431.7	361.5	281.0
Accruals and other payables	23.2	18.8	22.3
Contract liabilities	-	6.5	0.3
Lease liabilities	0.6	2.3	0.7
Provisions	0.7	1.9	0.4
Total trade, other payables and provisions	**457.6**	**392.4**	**306.8**

Contract balances

The Group acts as principal when it is the primary party responsible for providing the components that make up the customer's booking and it controls the components before transferring to the customer. Revenue represents amounts received or receivable for the sale of package holidays and other services supplied to the customers. Revenue is recognised when the performance obligation of delivering an integrated package holiday is satisfied, usually over the duration of the holiday. Revenue is stated net of discounts, rebates, refunds and value added tax.

A contract liability is recognised if a payment is received from a customer before the Group delivers its performance obligations. Contract liabilities are recognised as revenue when the Group delivers its performance obligations.

Provisions

For the period ended 31 March 2025 a provision of £0.7m has been recognised in respect of expected future cancellations for supplier and customer cancellations on the forward order book for future departures (31 March 2024: £0.4m, 30 September 2024: £0.4m). The Group expect this provision to be utilised over the next year. The provision is based on trends and best estimate of future expectation, there is inherent uncertainty in terms of the level and timing of future cancellations which will depend on various factors including potential further supplier disruption.

There are no additional provisions for legal costs associated with ongoing litigation (31 March 2024: £1.5m, 30 September 2024: £nil)

14 **Trust Account**

Trust accounts are restricted cash held separately and only accessible once the Trust rules are met as approved by our Trustees and the Civil Aviation Authority, this is at the point the customer has travelled or the booking is cancelled and refunded.

15 **Financial instruments**

At the balance sheet date the Group held the following:

Financial assets	FV Level	At 31 March 2025 £'m	At 31 March 2024 £'m	At 30 September 2024 £'m
Derivative financial assets designated as hedging instruments				
Forward exchange contracts	2	-	0.1	-
Financial assets at amortised cost				
Trade and other receivables		335.6	313.4	184.3
Cash at bank		10.5	7.7	96.2
Trust account		224.2	195.9	139.5
Total financial assets		**570.3**	**517.1**	**420.0**
Financial liabilities				
Derivatives designated as hedging instruments				
Forward exchange contracts	2	(1.9)	(3.4)	(5.2)
Interest rate swaps		(0.1)	-	(0.1)
Financial liabilities at amortised cost				
Trade payables		(431.7)	(361.5)	(281.0)
Accruals and other payables		(23.2)	(18.8)	(22.3)
Contract liabilities		-	(6.5)	(0.3)

Lease liabilities	(2.0)	(3.7)	(2.8)
Provisions	(0.7)	(1.9)	(0.4)
Revolving credit facility	(40.0)	(55.0)	-
Total financial liabilities	**(499.6)**	**(450.8)**	**(312.1)**

a) Measurement of fair values

The table below analyses financial instruments carried at fair value, by valuation method. The different levels have been defined as follows:

(i) Level 1: quoted prices (unadjusted) in active markets for identical assets or liabilities

(ii) Level 2: inputs other than quoted prices included within Level 1 that are observable for the asset or liability, either directly (i.e., as prices) or indirectly (i.e., derived from prices)

(iii) Level 3: inputs for the asset or liability that are not based on observable market data (unobservable inputs)

	FV Level	At 31 March 2024 £'m	At 31 March 2023 £'m	At 30 September 2023 £'m
Forward contracts	2	(1.9)	(3.3)	(5.2)
Interest rate swaps	2	(0.1)	-	(0.1)

The forward contracts have been fair valued at 31 March 2025 with reference to forward exchange rates that are quoted in an active market, with the resulting value discounted back to present value.

b) Financial risk management

The Group's principal financial liabilities, other than derivatives, comprise revolving credit facility, provisions and trade and other payables. The main purpose of these financial liabilities is to finance the Group's operations. The Group's principal financial assets include trade receivables, cash at bank and trust account that derive directly from its operations.

In the course of its business the Group is exposed to market risk (including foreign exchange risk and interest rate risk), credit risk, liquidity risk and technology risk. The Group's overall risk management strategy is to minimise potential adverse effects on the financial performance and net assets of the Group. These policies are set and reviewed by senior finance management and all significant financing transactions are authorised by the Board of Directors.

The Group's key financial market risks are in relation to foreign currency rates. The majority of the Group's purchases are sourced from outside the United Kingdom and as such the Group is exposed to the fluctuation in exchange rates (currencies are principally Sterling, US Dollar and Euro). The Group places forward cover on the foreign currency exposure of its purchases.

Derivatives are valued using present value calculations. The valuation methods incorporate various inputs including the foreign exchange spot and forward rates, yield curves of the respective currencies and currency basis spreads between the respective currencies.

Revolving credit facility

The Group entered into a £60m facility, which is set to expire in December 2027 following extensions to the expiry date. The Group also extended the facility by £25m (£12.5m for each party, initially expiring July 2025). A request was submitted in March 2025 to extend the expiry date of the £25m accordion to December 2027, which was accepted on 1 May 2025. The RCF has financial covenants in place which are tested quarterly.

The total facility is now £85m and has two elements as follows:

- £42.5m facility with Lloyds
- £42.5m facility with Natwest

The interest rate payable is equal to SONIA plus a margin. The margin contained within the facility is dependent on net leverage ratio and the rate per annum ranges from 2.00% to 2.75% for the facility or any unpaid sum.

The terms of the facility include the following covenants:

(i) the ratio of adjusted EBITDA to net finance charges in respect of any relevant period shall not be less than 5:1; and

(ii) the ratio of total net debt to adjusted EBITDA shall not exceed 2.5:1.

The Group did not breach the covenants during the period and period end.

The RCF is available for other credit uses including currency hedging liabilities and corporate credit cards. At 31 March 2025, the liabilities recognised in trade and other payables for the other credit uses was £12.0m, leaving £73.0m of the facility available for use. Card facilities with other providers remain available for use. The amount drawn down in cash at 31 March 2025 was £40m.

Due to amendments in the classifications of current and non-current liabilities under IAS 1, which came into effect for accounting periods starting after 1 January 2024, the RCF is now classified as a non-current liability, and the prior year has been restated to reflect this. The RCF currently meets all criteria under IAS 1 to be classified as a current liability, as current drawdowns will be repaid in less than 12 months. However, the amendment to IAS 1 has meant that all liabilities with covenant dates of greater than 1 year after the end of the reporting period must be presented as a non-current liability.

16 Related party transactions

During the year, the company provided a standard indemnity for lost share certificate to its registrar received a corresponding indemnity from Simon Cooper, a Non-Executive Director, in relation to the loss of a share certificate. The transaction was not significant in the context of the company's financial position and performance. No outstanding balances were due at the end of the reporting period.

17 Share buyback and cancellation

During the period ended 31 March 2025, the Group repurchased and cancelled 10,906,616 shares with a nominal value of £0.01, for a total consideration of £25.0m. The nominal value of £0.1m was deducted from share capital, with £24.9m being deducted from share premium. No treasury shares remain within equity at the period end.

18 Dividends paid

On 4 March 2025, the Group paid a dividend of 2.1p per share, totaling £3.3m to shareholders. This dividend was declared on 3 December 2024 in respect of the year ended 30 September 2024 and was paid from retained earnings.

On 13 May 2025, the Group declared an interim dividend of 1.0p per share (FY24: 0.9p), totaling £1.5m to shareholders (FY24: £1.5m) in respect of the period ended 31 March 2025. This dividend was not recognised as a liability at the reporting date as it was declared after the end of the reporting period.

STATEMENT OF DIRECTORS' RESPONSIBILITIES

The Directors are responsible for preparing the interim report in accordance with applicable law and regulations. The Directors confirm that the condensed consolidated interim financial information has been prepared in accordance with International Accounting Standard 34 ('Interim Financial Reporting') as adopted by the United Kingdom.

The interim management report includes a fair review of the information required by the Disclosure Guidance and Transparency Rules paragraphs 4.2.7 R and 4.2.8 R, namely:

- an indication of important events that have occurred during the six months ended 31 March 2025 and their impact on the condensed set of financial information, and a description of the principal risks and uncertainties for the remaining six months of the financial year; and
- material related-party transactions during the six months ended 31 March 2025 and any material changes in the related-party transactions described in the Annual report and Accounts 2024. The Directors of the Company are listed in the Annual Report and Accounts 2024.

A list of current Directors is also maintained on the Company's website: http://onthebeachgroupplc.com.

The interim report was approved by the Board of Directors and authorised for issue on 13 May 2025 and signed on its behalf by:

Jon Wormald
- CFO 13 May
2025

GLOSSARY

APM	Definition	Reconciliation to closest GAAP measure
Adjusted EBITDA	Adjusted EBITDA is based on Group operating profit before depreciation, amortisation, impact of exceptional items and the non-cash cost of the share based payment schemes. Amortisation of acquired intangibles are linked to the historical acquisitions of businesses. Share-based payments represents the non-cash costs, which fluctuates year on year. Exceptional items derive from events or transactions that fall outside of the normal activities of the Group. See glossary explanation for exceptional items for further details.	See table below
Adjusted EPS	Adjusted basic EPS is calculated on the weighted average number of ordinary shares in issue, using the adjusted profit after tax. Adjusted earnings after tax is based on profit after tax adjusted for amortisation of acquired intangibles, share-based payments and exceptional items. Amortisation of acquired intangibles are linked to the historical acquisitions of businesses. Share-based payments represents the non-cash costs, which fluctuates year on year. Exceptional items derive from events or transactions that fall outside of the normal activities of the Group. See glossary explanation for exceptional items for further details. These costs / income are excluded by virtue of their size and in order to reflect management's view of the performance of the Group and allow comparability to prior years.	See table below

Adjusted EBITDA (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Group operating profit	**1.1**	**0.9**	**21.2**
Depreciation and amortisation	8.0	7.2	15.1
EBITDA	**9.1**	**8.1**	**36.3**
Exceptional items	0.9	0.4	(0.6)
Share based payments	2.0	1.6	2.3
Adjusted Group EBITDA	**12.0**	**10.1**	**38.0**

Adjusted profit after tax (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Profit for the period	**3.0**	**2.7**	**20.2**
Share based payments (net of tax)	1.4	1.2	1.7
Exceptionals items (net of tax)	0.7	0.3	(0.4)
Amortisation of acquired intangibles (net of tax)	1.0	1.0	2.1
Adjusted profit after tax	**6.1**	**5.2**	**23.6**
Basic weighted average number of Ordinary Shares (m)	**163.8**	**166.8**	**166.9**
Adjusted EPS (p)	**3.7**	**3.1**	**14.1**

[illegible]

normal activities of the Group. See glossary explanation for exceptional items for further details.
These costs/income are excluded by virtue of their size and in order to reflect management's view of the performance of the segment and allow comparability to prior years.

Exceptional items	0.9	0.4	(0.6)
Adjusted profit before tax	[illegible]	[illegible]	[illegible]

Adjusted revenue

Adjusted revenue is based on Group revenue, net of exceptional refunds received from airlines that had previously been provided for.

Adjusted revenue (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Revenue	**64.2**	**59.9**	**128.2**
Exceptional recoveries	(0.1)	(2.8)	(4.8)
Adjusted revenue	64.1	57.1	123.4

Classic Collection booked TTV

Classic Collection TTV is a non-GAAP measure representing the cumulative total transaction value of sales booked each month before cancellations and adjustments.

* Costs relate to the gross costs for bookings made on an agent basis.

Classic Collection booked TTV (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Classic Collection revenue	**4.8**	**3.6**	**9.0**
Costs* and amendments	24.2	13.7	31.6
Classic Collection booked TTV	**29.0**	**17.3**	**40.6**

Classic Collection adjusted EBITDA

Classic Collection adjusted EBITDA is based on Classic Collection operating loss before Depreciation, amortisation share based payment charges and exceptional items

Classic Collection EBITDA (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Classic Collection operating (loss)/profit	**(1.3)**	**0.2**	**1.1**
Depreciation and amortisation	0.4	0.3	0.7
Classic Collection EBITDA	**(0.9)**	**0.5**	**1.8**
Share based payment charges	0.1	-	0.1
Exceptional items	-	(0.1)	(0.2)
Classic Collection adjusted EBITDA	**(0.8)**	**0.4**	**1.7**

Classic Collection adjusted gross profit

Classic Collection adjusted gross profit is based on Classic Collection gross profit before the impact of exceptional items. Exceptional items consists of restructuring and recoveries from airlines which derive from events or transactions that fall outside of the normal activities of the segment. These costs/income are excluded by virtue of their size and in order to reflect management's view of the performance of the segment and allow comparability to prior years.

Classic Collection adjusted gross profit (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Revenue	4.8	3.6	9.0
Cost of sales	(3.3)	(2.2)	(4.8)
Classic Collection gross profit	**1.5**	**1.4**	**4.2**
Exceptional items	-	(0.1)	(0.2)
Classic Collection adjusted gross profit	**1.5**	**1.3**	**4.0**

Classic Collection adjusted operating (loss)/profit

Classic Collection adjusted operating profit is based on Classic Collection operating profit before the impact of exceptional items, amortisation of acquired intangibles and the non- cash cost of the share based payment schemes.

Classic Collection adjusted operating (loss)/profit (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Classic Collection operating (loss)/profit	**(1.3)**	**0.2**	**1.1**
Share based payments	0.1	-	0.1
Amortisation of acquired intangibles	0.3	0.3	0.6
Exceptional items	-	(0.1)	(0.2)
Classic Collection adjusted operating (loss)/profit	**(0.9)**	**0.4**	**1.6**

Classic Collection gross profit after marketing costs

Classic Collection gross profit after marketing cost is revenue adjusted for exceptional items and expected credit losses after Classic Collection cost of sales and marketing costs.

Classic Collection gross profit after marketing costs (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Classic Collection adjusted gross profit	**1.5**	**1.4**	**4.0**
Marketing costs	(0.6)	(0.1)	(0.2)
Classic Collection gross profit after marketing costs	**0.9**	**1.3**	**3.8**

Exceptional items

Total exceptional items in the 6 months ended 31 March 2025 of £0.9m, consists of exceptional income of £0.1m for refunds received from airlines that had previously been provided for and exceptional operating costs of £1.0m.

Exceptional operating costs include £0.2m legal and professional fees relating to litigation during the period, £0.6m of restructuring costs and £0.2m of commission and stamp duty arising on the repurchase of shares.
Total exceptional items in the 6 months ended 31 March 2024 of £0.4m, consists of exceptional income of £2.8m for refunds received from airlines that had previously been provided for and exceptional operating costs of £3.2m.
Exceptional operating costs include £2.9m legal and professional fees and £0.3m

Exceptional items (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Exceptional recoveries	(0.1)	(2.8)	(4.8)
Exceptional costs	1.0	3.2	4.2
Exceptional items	**0.9**	**0.4**	**(0.6)**

Exceptional operating costs include £2.9m legal and professional fees and £0.3m of restructuring costs.
Exceptional items in the year ended 30 September 2024 of £4.2m represents £3.9m of non-trade legal and professional fees relating to litigation and £0.3m of restructuring costs which derive from events or transactions that fall outside of the normal activities of the Group.

Group booked TTV

These costs / income are excluded from various performance measures by virtue of their size and in order to better reflect management's view of the performance of the Group.
Group TTV is a non-GAAP measure representing the cumulative total transaction value of sales booked each month before cancellations and adjustments.

* Costs relate to the gross costs for bookings made on an agent basis.

Group booked TTV (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Group revenue	64.2	59.9	128.2
Costs* and amendments	576.5	508.8	1,036.7
Group booked TTV	**640.7**	**568.7**	**1,164.9**

Net Debt

Net debt is the total amount of debt that exceeds the amount of total cash at bank.

Net debt (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
Cash at bank	10.5	7.7	96.2
Borrowings	(40.0)	(55.0)	–
Net debt	**(29.5)**	**(47.3)**	**96.2**

OTB adjusted EBITDA

Adjusted OTB EBITDA is based on OTB operating profit before depreciation, amortisation, impact of exceptional items and the non-cash cost of the share based payment schemes.
Total exceptional items in the 6 months ended 31 March 2025 of £0.9m, consists of exceptional income of £0.1m for refunds received from airlines that had previously been provided for and exceptional operating costs of £1.0m.

Exceptional operating costs include £0.2m legal and professional fees relating to litigation during the period, £0.6m of restructuring costs and £0.2m of commission and stamp duty arising on the repurchase of shares.
Exceptional items derive from events or transactions that fall outside of the normal activities of the Group. See glossary explanation for OTB exceptional items for further details.

Adjusted OTB EBITDA (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
OTB operating profit	**2.4**	**0.7**	**20.1**
Depreciation and amortisation	6.5	5.8	12.2
Amortisation of acquired intangibles	1.1	1.1	2.2
OTB EBITDA	**10.0**	**7.6**	**34.5**
Exceptional items	0.9	0.5	(0.4)
Share based payments	1.9	1.6	2.2
Adjusted OTB EBITDA	**12.8**	**9.7**	**36.3**

OTB adjusted operating profit

Adjusted OTB Operating profit is based on OTB operating profit before the impact of exceptional items, amortisation of acquired intangibles and the non- cash cost of the share based payment schemes.
Exceptional items derive from events or transactions that fall outside of the normal activities of the Group. See glossary explanation for OTB exceptional items for further details
These costs / income are excluded by virtue of their size and in order to reflect management's view of the performance of the Segment.

Adjusted OTB operating profit (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
OTB operating profit	**2.4**	**0.7**	**20.1**
Exceptional items	0.9	0.5	(0.4)
Share-based payments	1.9	1.6	2.2
Amortisation of acquired intangibles	1.1	1.1	2.2
Adjusted OTB operating profit	**6.3**	**3.9**	**24.1**

OTB adjusted revenue

Adjusted revenue is based on Group revenue, net of exceptional refunds received from airlines that had previously been provided for.

~~OTB adjusted revenue (£'m)~~	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
OTB revenue	**59.4**	**56.3**	**119.2**
Exceptional recoveries	(0.1)	(2.7)	(4.6)
OTB adjusted revenue	**59.3**	**53.6**	**114.6**

OTB booked TTV

OTB TTV is a non-GAAP measure representing the cumulative total transaction value of sales booked each month before cancellations and adjustments.

*Costs relate to the gross costs for bookings made on an agent basis

OTB booked TTV (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
OTB revenue	59.4	56.3	119.2
Costs* and amendments	552.3	495.1	1,005.0
OTB booked TTV	**611.7**	**551.4**	**1,124.2**

OTB EBITDA

OTB EBITDA is based on OTB operating profit before depreciation and amortisation.

OTB EBITDA (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
OTB operating profit	**2.4**	**0.7**	**20.1**
Depreciation and amortisation	7.6	6.9	14.4
OTB EBITDA	**10.0**	**7.6**	**34.5**

OTB gross profit after marketing costs

OTB gross profit after marketing cost is revenue adjusted for exceptional items and expected credit losses after OTB cost of sales and marketing costs.

Adjusted OTB gross profit after marketing cost (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
OTB revenue	**59.4**	**56.3**	**119.2**
Expected credit losses	(1.9)	(1.0)	(1.7)
Exceptional items	(0.1)	(2.7)	(4.6)
Adjusted OTB gross profit	**57.4**	**52.6**	**112.9**
OTB online marketing costs	(16.3)	(15.4)	(30.2)
OTB off-line marketing costs	(9.8)	(10.5)	(12.2)
Total OTB marketing	(26.1)	(25.9)	(42.4)
OTB gross profit after marketing costs	**31.3**	**26.7**	**70.5**

Overheads % revenue (£'m)

Overheads as a percentage of revenue is based on the OTB adjusted revenue divided by the overheads for OTB. OTB overheads is the administrative expenses excluding depreciation and amortization.

Overheads % revenue (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
OTB adjusted revenue	**59.3**	**53.6**	**114.6**
Overheads	(18.5)	(17.0)	(34.2)
OTB overheads % revenue	**31.2%**	**31.7%**	**29.8%**

OTB overheads % booked TTV

Overheads as a percentage of TTV is based on the OTB booked TTV divided by the overheads for OTB. OTB overheads is the administrative expenses excluding marketing costs, depreciation and amortisation.

Overheads % revenue (£'m)	6 months ended 31 March 2025	6 months ended 31 March 2024	Year ended 30 September 2024
OTB booked TTV	**611.7**	**551.4**	**1,124.2**
Overheads	(18.5)	(17.0)	(34.2)
OTB overheads % revenue	**3%**	**3%**	**3%**

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