



Moving to the next level

Kepler Cheuvreux German Corporate Conference

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Quarterly figures are unaudited. All numbers regarding the new segment structure are unaudited and preliminary only.

Scout24

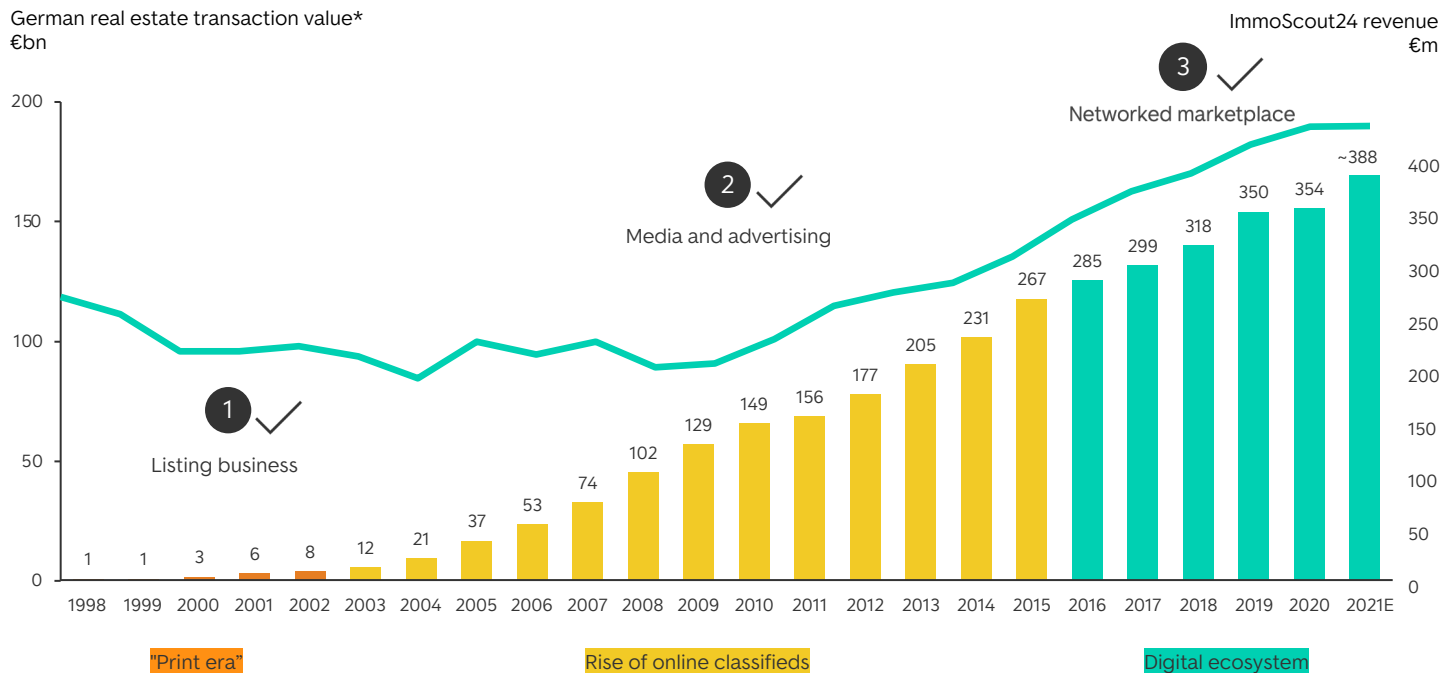
We make **hard decisions easy**

- We are an **innovative digital company** and operate ImmoScout24, the **leading online platform** for residential and commercial real estate in Germany.
- With our digital solutions, we create clear direction and **successfully bring owners, agents, tenants and buyers together**.
- Every month, ImmoScout24 supports **over 20 million users** on its online marketplace or through its app to find a new home or suitable commercial property.
- Our goal is to develop ImmoScout24 into a **networked marketplace** that efficiently covers all the needs of our user groups.



For over two decades Scout24 has shown **resilient and attractive growth** through **value creation** for customers and shareholders

ImmoScout24 Revenue Development in changing Real Estate Market



Continuous product innovation

- ✓ Digitize agent's processes to **focus on transacting**
- ✓ Help **more consumers** finding their dream home
- ✓ More **convenience & ease** to digitally sell, rent or manage properties

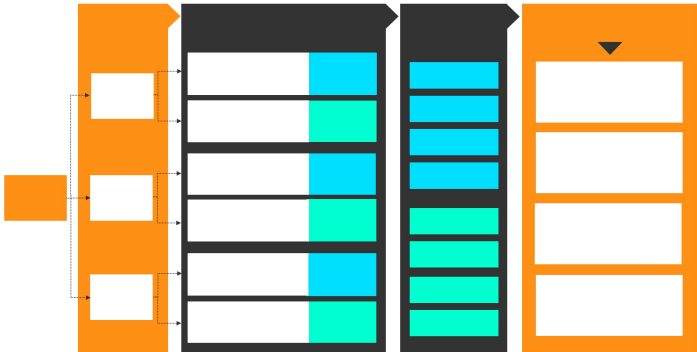
With our next level operating model, we are getting serious in **expanding** from our classifieds core ...

Online Classified's TAM:
Based completely on
Agent Marketing*

€1bn



TAM Opportunity in Perspective

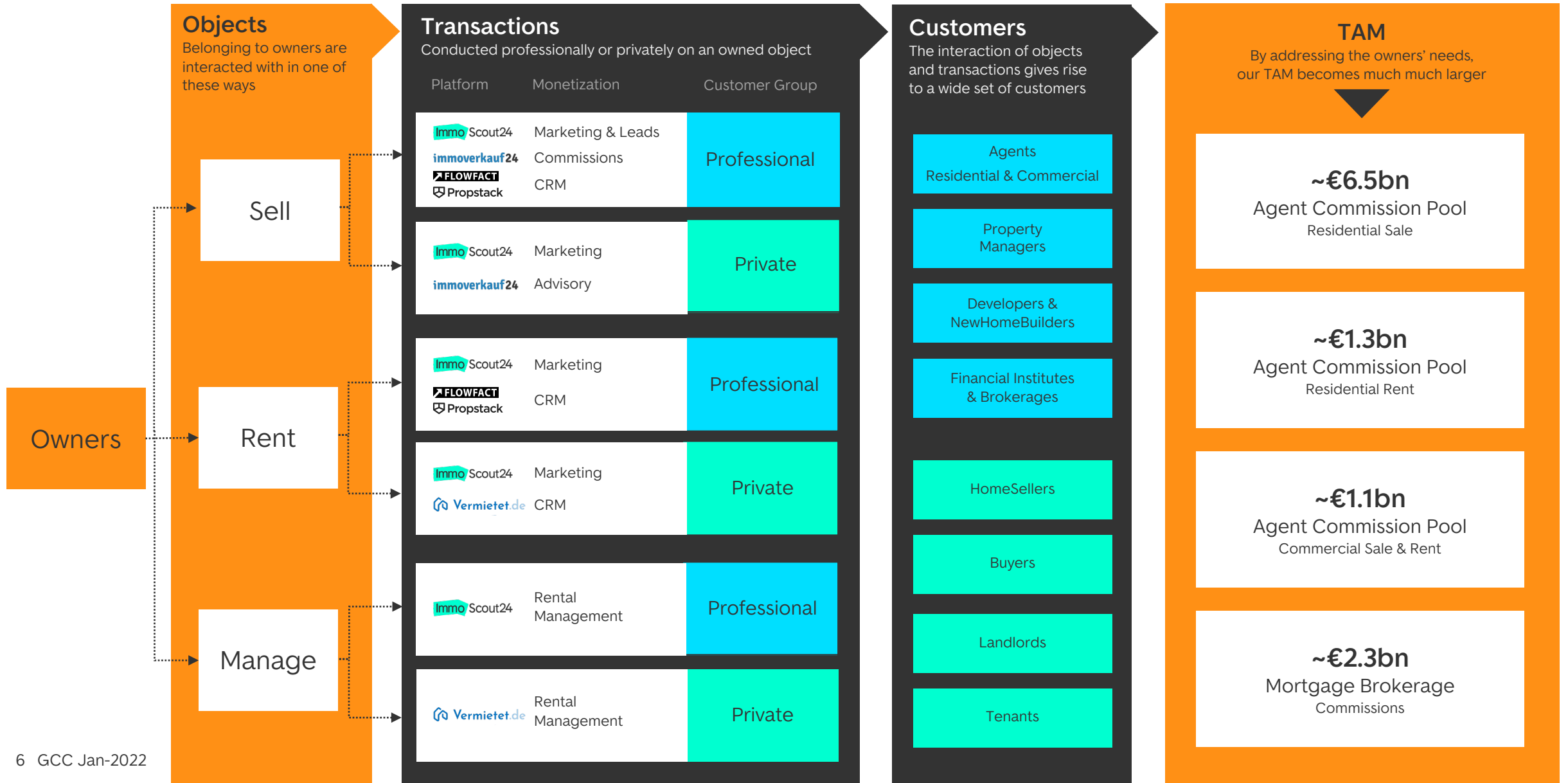


€11bn+

TAM based on our ecosystem strategy
with transaction focus

*) We assume 12% marketing spend (of total commission revenue), distributed 70/30 online/offline and 55/45 objects/mandate.

... to a significantly bigger playing field



We will deliver **sustainable** growth of Memberships while **accelerating** proven revenue potential of Growth Products ...

Main Value Drivers

- 1 Membership Upgrades & Pricing
- 2 More OTP: Seller Leads (RLE & IV24)
- 3 Enhance Mortgage Business
- 4 Increase #Plus-Subscribers
- 5 Increase # Vermietet.de Units / Landlords

Growth Targets by 2026

+4-6% CAGR
Membership Revenue

+30-40% CAGR
OTP Revenue

+18-20% CAGR
Mortgage Business Revenue

+26-28% CAGR
Private Subscription Revenue

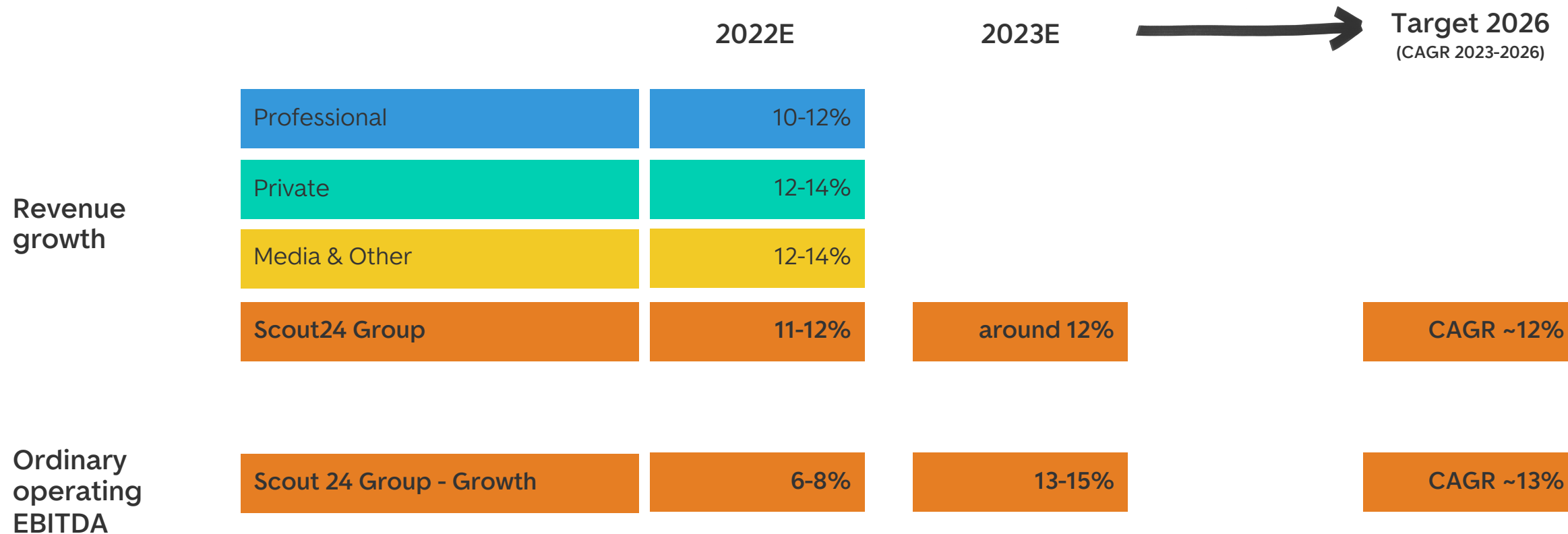
400k+
Plus-Subscribers by 2026

4.5 million
Registered Units by 2026

Investment areas to win

- 1 Product- & sales-driven: Automate and upgrade
- 2 Marketing-driven: Win the home seller
- 3 Product-driven: Win the home buyer
- 4 Product & marketing-driven: Land-grab mode for paying consumers
- 5 Product-driven: Land-grab mode for private landlords

With our **new operational paradigm** and the goal to **accelerate the transaction focus**, we are targeting double-digit revenue growth in the next years



We will also drive our sustainability agenda delivering on **ESG goals**

Environment

Reduce our Carbon Footprint

- › Reduce yearly CO₂ emissions to the minimum possible by 2024.
- › To reach climate neutrality by 2025, compensate unavoidable emissions with CO₂ reduction projects.
- › From 2025 onwards, retain carbon intensity despite growing business.

Social

Increase Women in Leadership

- › Improve the ratio of women in leadership positions by 1 pp per year (38% as of Sep-2021).
- › Compare with and aim to outperform Tech peers.

Governance

Align suppliers with our culture

- › Have all suppliers comply with the Scout24 Code of Conduct for suppliers.
- › Define milestones to certify all suppliers by the end of 2026.

Bring Information Security to the next level

- › Certify the information security management system according to ISO 27001 until end of 2025 and enhance data protection.

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Ursula Querette Head of Investor Relations & Treasury

Tel +49 89 262 02 4939 | ir@scout24.com