

CREATING FUTURE NETWORKS

SCOUT24 AG | Munich/ Berlin | October 2019



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All numbers in new vertical structure unaudited and preliminary only, if not otherwise stated.

We are the most important marketplace for both our partners and consumers – and more relevant than ever

Leading Market Positions

>3 million¹
Active Listings

213 million sessions² of our core brands
(+9% vs. prior year)

171 million mobile users
(~80% total)
(H1 2018: 148 Mio.)

SCOUT 24

The strongest revenue growth³
in 1st half 2019
(+20% vs. H1 2018)

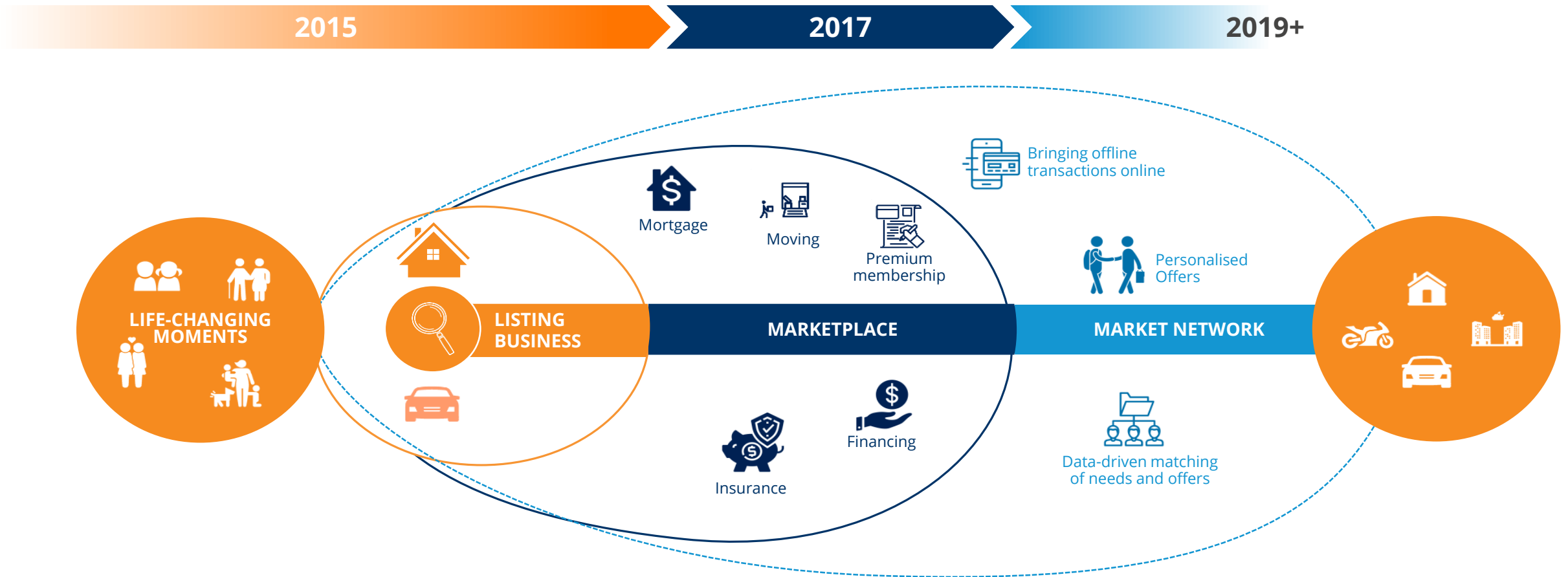
57% organic ordinary operating
EBITDA-Margin
in 1st half 2019
(+7%-pts vs. H1 2019)

1) Based on total listings.

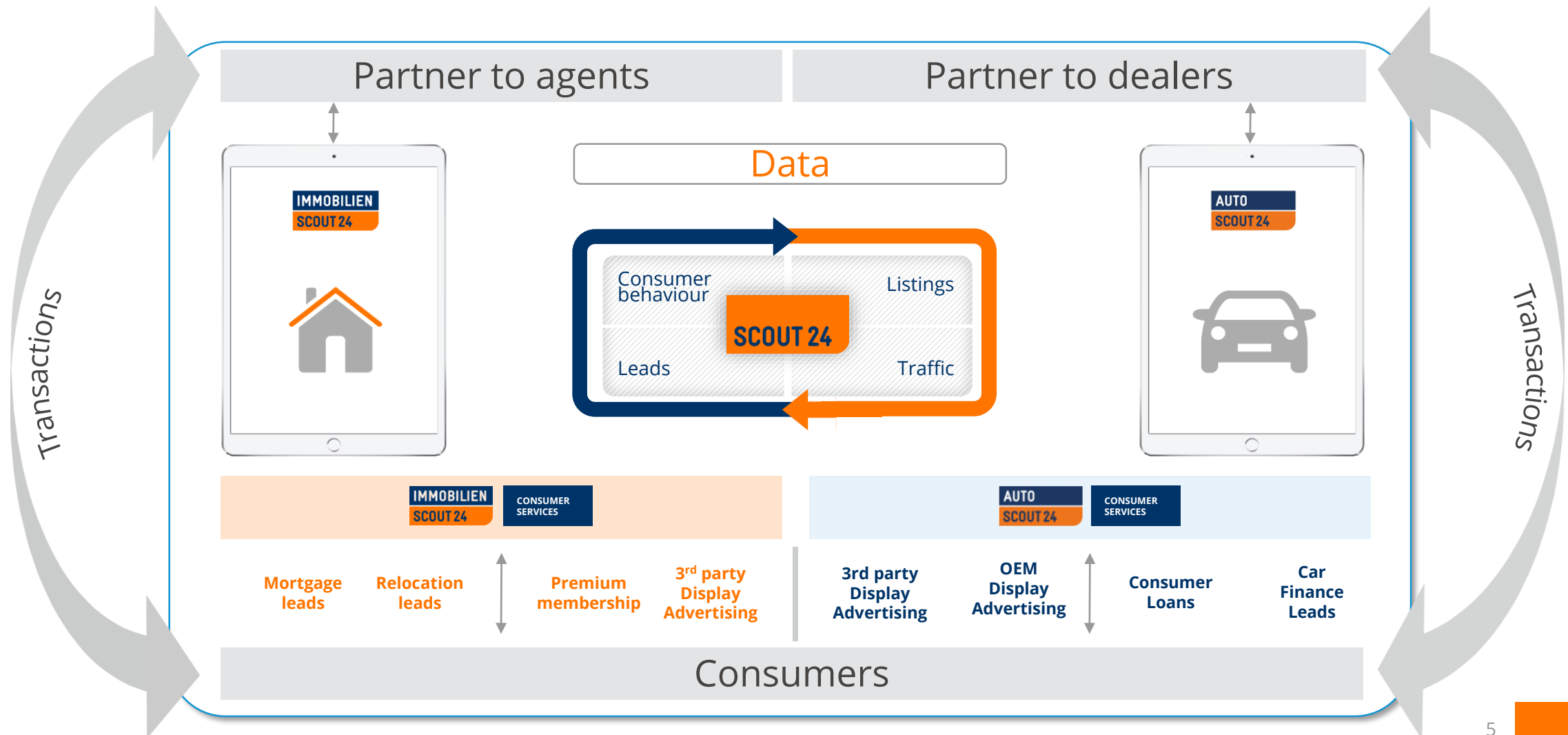
2) Management estimate, average monthly sessions, measured by internal visitor observation (Google Analytics).

3) Increase in consolidated revenues by c.20% to €300.7m., Adjusted for consolidation effects, the growth rate was c.14%.

Since the IPO, we have continuously evolved from a listing business to a market network



We have built data-driven Market Networks across both our verticals



Our strengthened management team stands for growth and value creation



Tobias Hartmann
Chief Executive Officer



Dr. Dirk Schmelzer
Chief Financial Officer



Ralf Weitz
Chief Commercial Officer



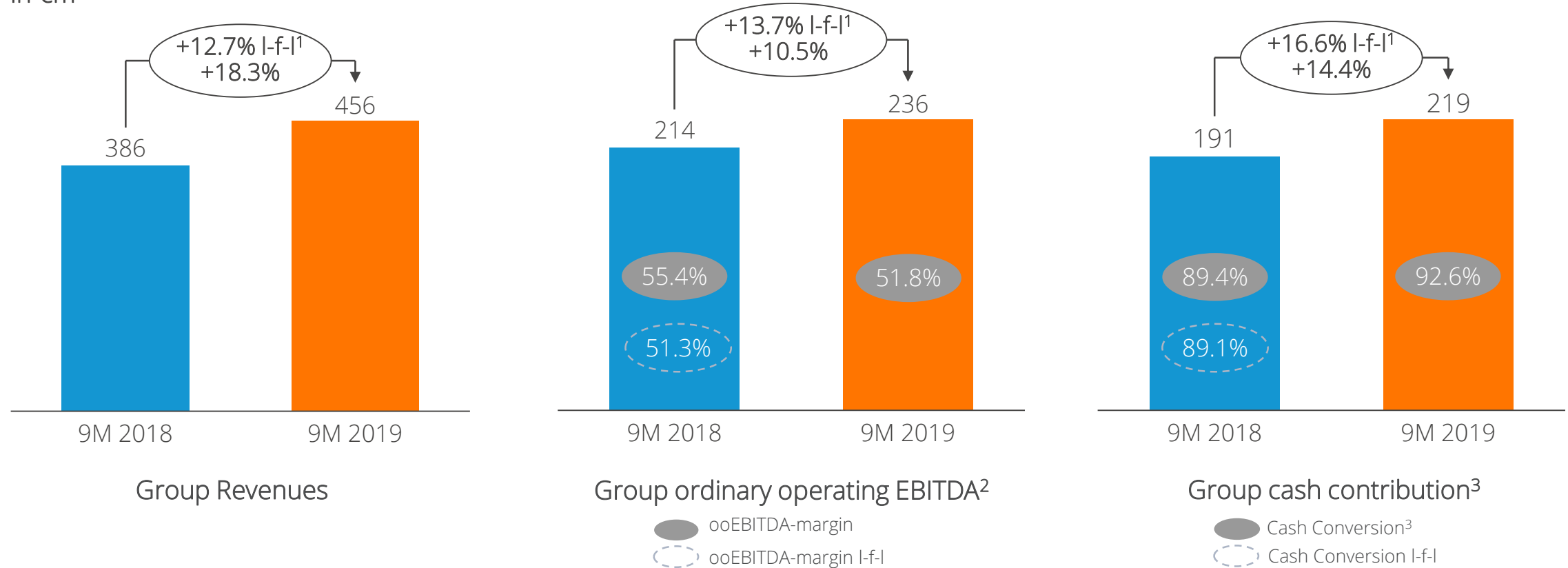
Dr. Thomas Schroeter
Chief Product Officer



We are well on track to reach Full Year Group guidance

STRONG 9M REVENUE GROWTH AND PROFITABILITY

in €m



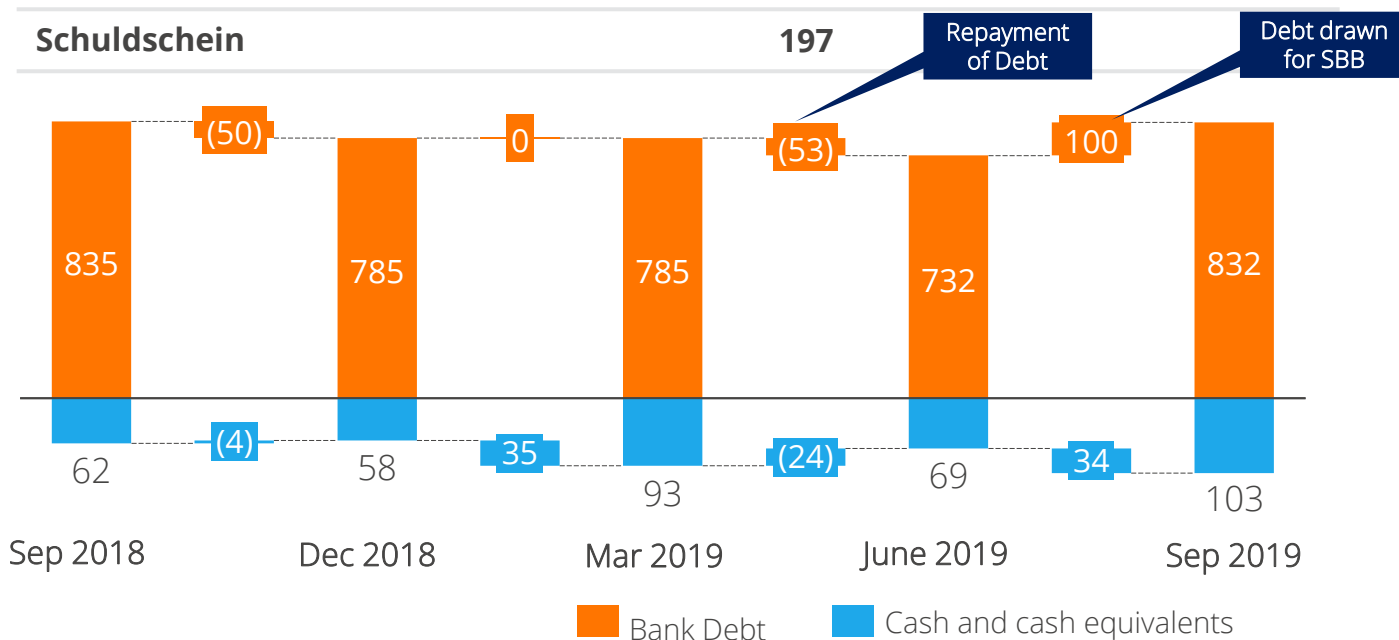
1) I-f-I (like-for-like): as if new acquisitions or divestments would have been consolidated/deconsolidated as per 1st January 2018.

2) Ordinary operating (oo) EBITDA refers to EBITDA adjusted for non-operating effects, which mainly include restructuring expenses, expenses in connection with the company's capital structure and company acquisitions (realised and unrealised), costs for strategic projects as well as effects on profit or loss from share-based payment programmes.

3) Cash contribution is defined as ooEBITDA less capital expenditures (adjusted, i.e. excluding IFRS16 effects), cash conversion as ooEBITDA / (ooEBITDA less capital expenditure (adjusted)).

We have an excellent financing structure

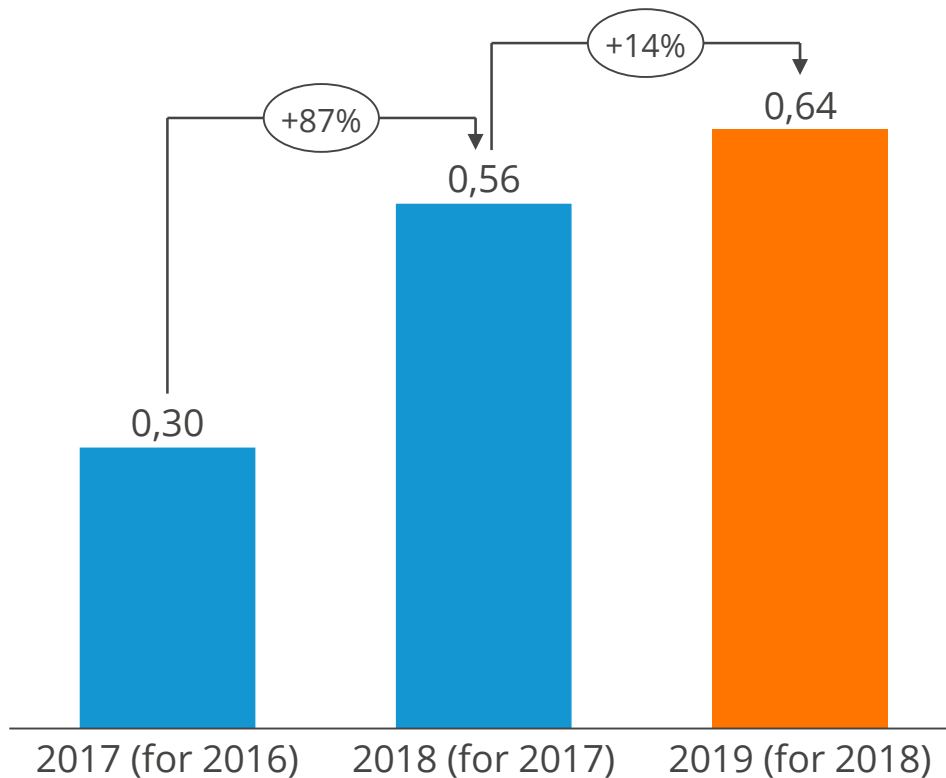
| Debt structure | Loan volume (€m) | Current margin |
|-----------------------|------------------|----------------|
| Term loan | 300 | 1.15% |
| RCF I (drawn) | 20 | 0.85% |
| RCF I (undrawn) | 180 | |
| RCF II (drawn) | 315 | 0.80% |
| RCF II (undrawn) | 185 | |



- Dividend payment of €68.9m in September 2019
- €100m drawn from RCF II to finance share buyback program
- Decrease of interest margin due to strong performance led to leverage step-down below 2.50:1 in Q1 2019
- Leverage ratio per end of September 2019 at 2.39:1

We let our shareholders take part in our success with an increased dividend of €0.64 per share

Dividend evolution in € per share



A dividend of €0.64 per share corresponds to:

- a payout of €68.9m (previous year €60.3m)
- 41% of adjusted earnings per share (previous year 40%)



ImmobilienScout24

We are further expanding our leading market position at ImmobilienScout24

User

96 million
Sessions
(+9% vs.prior year)

+16%
mobile "traffic" growth

~3x
more time spent than
with the closest
competitor

Partner

1.9x
more listings than the
closest competitor

+4%
growth in Residential Real
Estate Partners

H1 2019: 14,850
H1 2018: 14,301

+1%
growth in Commercial
Real Estate Partners

H1 2019: 2.808
H1 2018: 2.785



We are steadily enhancing our product and service offering for our three target groups



1

Users / Consumers

- Best offer through market leadership
- User experience: simple, appealing & relevant
- Decision aide
- Support along the entire user life cycle



2

Providers / Home Owners

- Support in finding the right agent
- Market property to maximize value
- Certainty and efficiency of transaction
- Success guarantee ("Erfolgsgarantie")



3

Agents / Partners

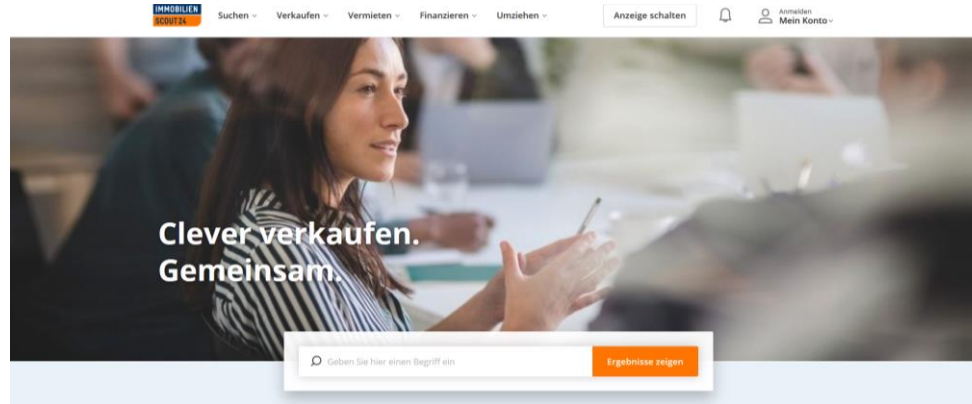
- Most efficient marketing channel
- Best products for acquisition and brand building
- Background information from the Market Navigator

Premium Membership: We help increase efficiency and opportunities for our Users



- ✓ Early access and information advantage
- ✓ Convenient applicant folder for immediate sending
- ✓ Additional advantage through immediate deposit confirmation

Home Seller Hub: We support Home Owners through their sale process



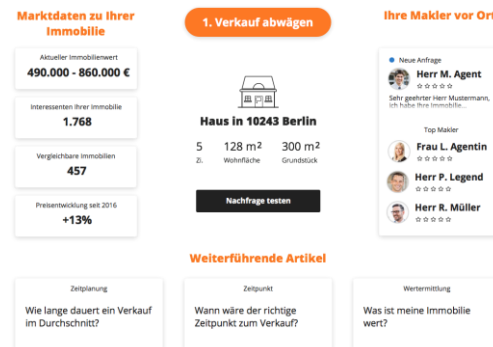
1

Activities of owners with a view to sell ...

- Valuation
- Review of demand
- Viewing listings
- Real Estate Atlas

2

... that will take them to our Home Seller Hub, which provides relevant background information...



3

... in order for the sale process to start...

- supported by a broker
- through a private listing at IS24

Top-list-All & Image Boost: We help Real Estate Agents with their branding and acquisition

Results list

The screenshot shows the Scout24 search results for properties in Perlach. It features a list of three property cards. The first card is for a house with a price of 950,000 €, 147 m², and 5 bedrooms. The second card is for a luxury property with a price of 1,290,000 €, 146.84 m², and 4 bedrooms. The third card is for a property after demolition with a price of 1,259,000 €, 120 m², and 4 bedrooms. Each card includes a photo, key details, and a 'Kostenlos anfragen' button.

Market information



Real Estate broker directory

The screenshot shows the profile of a real estate broker, Ender Gülcin, on the Scout24 platform. The profile includes a header with the broker's name and a 'Kostenlos Vermittlung starten' button. Below this, there is a section titled 'Ihre Immobilienbewertung vom Profi' (Your real estate valuation from the professional) which lists several advantages of working with the broker. The profile also includes a table of services, a section for 'Über München Immobilienverrentung GmbH' (About München Immobilienverrentung GmbH), and a 'Referenzen' (References) section. At the bottom, there is contact information for the company, including the address, phone number, and opening hours.

✓ Increased chances of sales representatives making enquiries

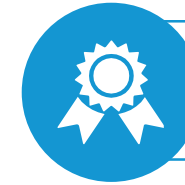
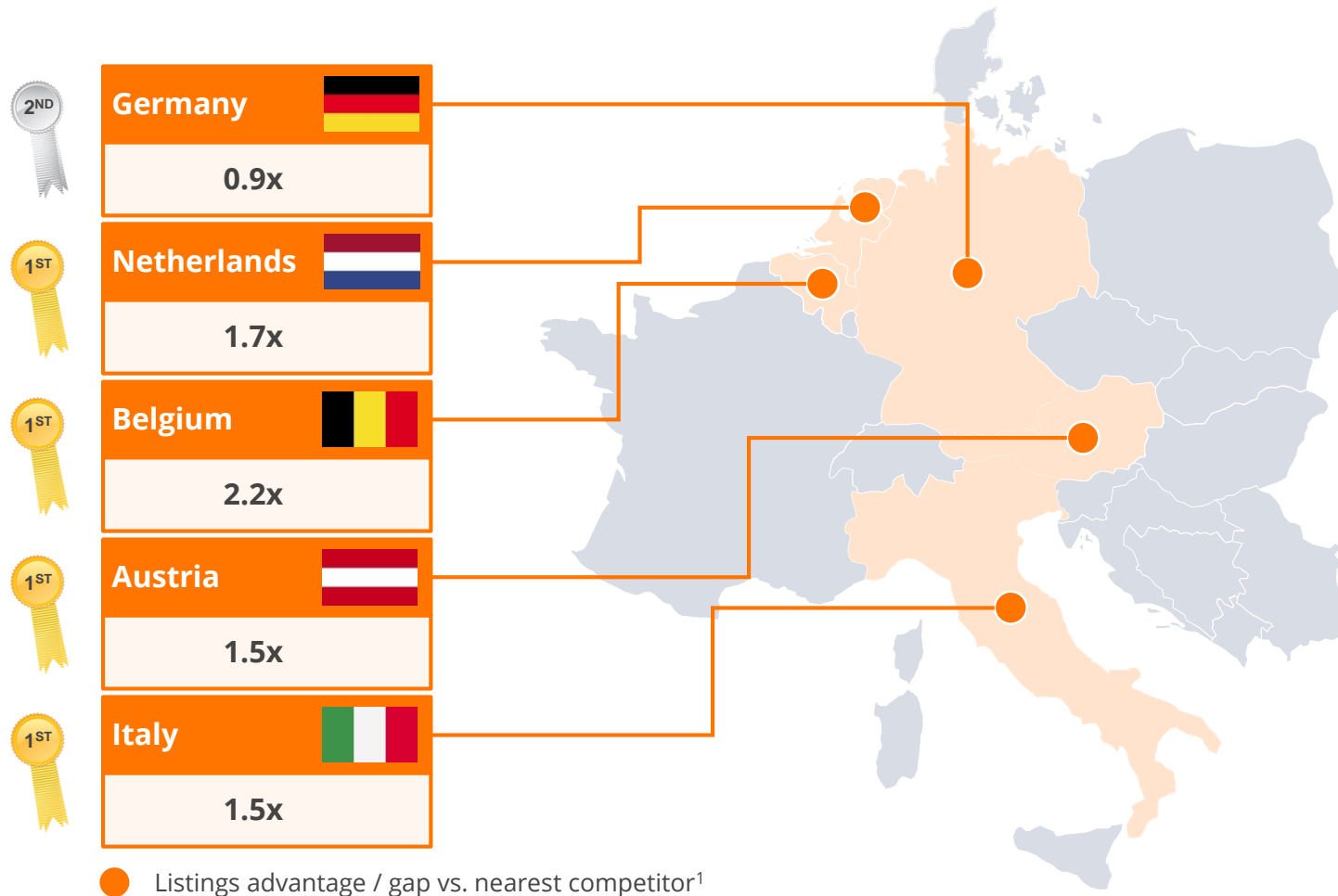
✓ Increased visibility in the local environment

✓ Presentation on desktop and mobile devices



AutoScout24

AutoScout24 is a leading European marketplace



- **Leading positions** in 5 core European Markets



- **International operations** contribute to **48% of revenues²**



- More than **2.5m of listings³**



- **Highest I-f-I YoY revenue growth of 20% in H1 2019**

1) Comparison based on listings (end of period). For AS24 based on dealer listings, de-duplicated for AutoTrader.nl and Gebrauchtwagen.at

2) Based on AS24 FY2018 revenues, including OEM Direct revenues

3) Based on all listings from H1 2019

Direct sale: The fastest way to sell your car

1. Suchen

2. Sofort Angebot erhalten für Ihren Mercedes-Benz C 220

3. Möglicher Verkaufspreis: 20.206 €

4. Ihre Kontaktdaten für den Termin

“Direct sales provide the seller with the certainty that they will transact with an honest buyer since AS24 Partners are selected and certified by AS24”

- Ali El-Dirani (El-Dirani Automobile München)

Four steps to sell your car

1

Indicative online valuation

2

Neutral car check at convenient location

3

Directly receive offers

4

Payment transfer via App

Online purchase from AS24: Maximum digitisation level

1

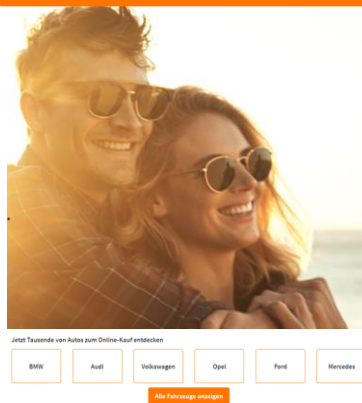
AS24 makes purchasing cars easy...

The screenshot shows the AS24 search interface. At the top, there are icons for car, motorcycle, and truck. Below these are filters for 'Neu' (New), 'Gebraucht' (Used), and 'Tageszulassung' (Daily license). There are dropdown menus for 'Marke' (Brand) and 'Modell' (Model). Below these are radio buttons for 'Verkaufspreis' (Sales price) and 'Rate' (Lease), followed by a 'Preis bis (€)' (Price up to) dropdown. There are also dropdowns for 'Erstzulassung ab' (First license from) and 'Deutschland' (Germany). At the bottom, there are input fields for 'Stadt/PLZ' (City/Postal code) and 'Umkreis' (Radius), and a checkbox for 'Grenzübergreifend' (Cross-border). A button labeled 'Weitere Suchoptionen' (More search options) is on the left, and a button labeled '1.104.690 Treffer' (1,104,690 hits) is on the right.

- New, used and rental cars
- Offerings across Germany
- Interface seamless to navigate

2

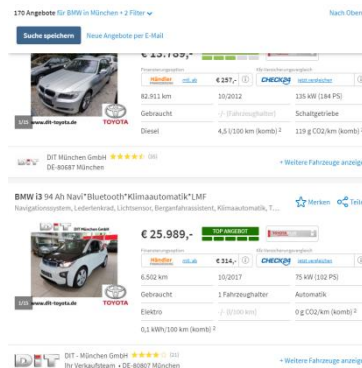
...offering a range of brands...



- Availability of top-end brands and affordable brands

3

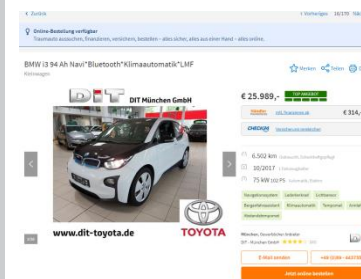
...from certified partners...



- Comparison across different vendors
- Ratings system for increased transparency

4

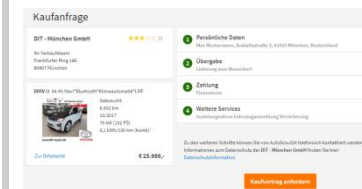
...with all relevant information at hand...



- Financing and insurance available directly from the platform

5

...through effective communication channels...



- Purchase contract can be requested easily online with minimal frictions

6

...in a secure and transparent way.

The screenshot shows a secure payment transmission form. The form includes fields for 'Kaufanfrage' (Purchase request), 'Vorname' (First name), 'Nachname' (Last name), 'Geburtsdatum' (Date of birth), 'Geburtsort' (Place of birth), 'Straße' (Street), 'Hausnummer' (House number), 'Postleitzahl' (Postal code), and 'Stadt' (City). There are also checkboxes for 'Zahlung' (Payment) and 'Weitere Services' (Further services). A button labeled 'Kaufanfrage' (Purchase request) is at the bottom.

- Payment transmission via the platform fully secured

IR Contact details

Publications and next events

Full year report
report.scout24.com

CSR Report
csrbericht.scout24.com/en

Group Interim Report H1 & Q2 2019
<https://www.scout24.com/en/Investor-Relations/Financial-Publications/Financial-Reports/Financial-reports-44.aspx>

Next event:
Capital Markets Day: November 26, 2019

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