

Moving to
the next level



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Quarterly figures are unaudited.



General procedure of the virtual Annual General Meeting 2022

Report of the Supervisory Board

Report on the past financial year and
review of the current year 2022

CEO Tobias Hartmann
CFO Dr Dirk Schmelzer

Answering questions

Voting

Virtual Annual General Meeting of Scout24 SE on 30 June 2022



Agenda items* TOP 1-8

TOP 1 - Presentation of the annual financial statements of Scout24 SE

TOP 2 - Resolution on the distributable profit for 2021

TOP 3 - Approval of the acts of the members of the Management Board for 2021

TOP 4 - Approval of the acts of the members of the Supervisory Board for 2021

TOP 5 - Election of the auditor

TOP 6 - Approval of the remuneration report

TOP 7 - Authorization to purchase treasury shares

TOP 8 - Amendment Section 13 of Articles of Association and remuneration of the members of the Supervisory Board



Report of the Management Board

The **topic of housing** is facing ever greater challenges*

Frankfurter Allgemeine

Even in the countryside, houses are becoming more expensive

16.05.2021

WELT

More expensive living

23.05.2021

Bild

26 percent goes on rent

WirtschaftsWoche

The questionable promise of 400,000 new apartments per year

Handelsblatt

Immobilien

Costs of the energy transition 04.06.2021

Frankfurter Allgemeine

Ways out of the housing misery

17.05.2021

Handelsblatt

Immobilienindex

Supply shortages cloud the mood 16.12.2021

Frankfurter Rundschau

Overheated residential market

Handelsblatt

Up to 13.5 percent: Significant increase in real estate prices imminent 20.07.2021

DIE ZEIT
WACHSENDE ZEITUNG FÜR POLITIK, WIRTSCHAFT, WISSEN UND KUNST

Fighting for every square meter

17.06.2021

Bild 

This is how much property you get for 400,000 euros 26.10.2021

In this environment, Scout24 achieved a successful annual result...

+10%

Group revenue
(2021: € 389.0m)

+5%

Ordinary operating EBITDA
(2021: € 222.8m)

+23%

Adjusted earnings per share
(2021: € 1.52)

...and further expanded its influence in the market

+ 3.5%

Professional customers (as of 31 Dec 2021: 20,711)

+ 76%

Private customers (as of 31 Dec 2021: 204,000)

20.1m

Monthly users¹ on the platform

101.8m

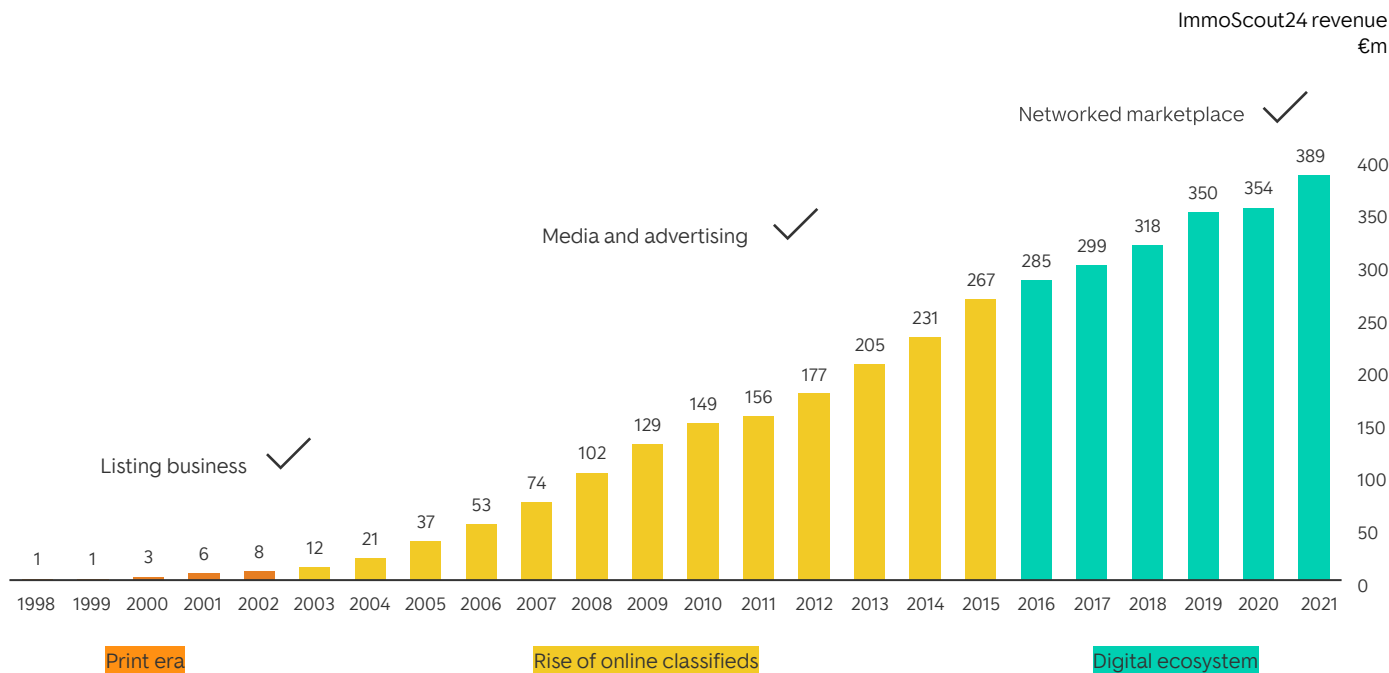
ImmoScout24.de monthly sessions²

¹ Unique monthly visitors on ImmoScout24.de (average of the individual months), irrespective of how often they visit the marketplace during the month. Since the first half of 2021, the data are no longer obtained from AGOF e.V. but rather from Google Analytics; the previous year's figures were adjusted accordingly.

² Number of all monthly visits (average of the individual months) in which individual users interact with the website or app via a device; a visit is considered completed if the user is inactive for 30 minutes or more; source: internal measurement using Google Analytics.

For over two decades, Scout24 has become a **digital champion** and created significant value for customers and shareholders

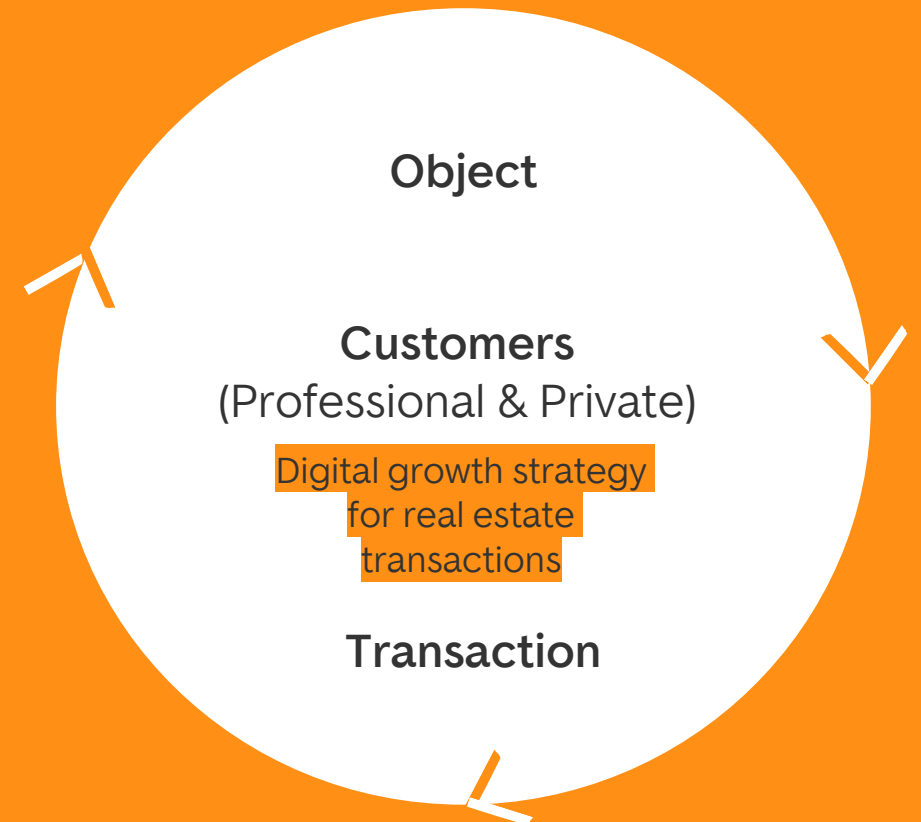
ImmoScout24 Revenue Development in changing Real Estate Market



- ✓ Reflecting **strong market position** with superior brand perception
- ✓ **Defining industry trends** in an evolving market
- ✓ **Growth despite several crises**, including the Covid-19 pandemic
- ✓ Consistent **expansion of the product suite** with a view to property transactions

Moving **closer to the transaction** will be THE key growth driver for Scout24

- **Real estate classifieds** remain an essential foundation of our **core business**, which we will continue to strengthen in the future
- At the same time, we are **investing** in our **growth products** that complement the classifieds business, thereby diversifying our business model
- We **facilitate and simplify real estate transactions** for our two core customer groups (**Professional** and **Private**)



Both customer groups are becoming increasingly digitized with more transactions initiated through **online channels such as ImmoScout24**

Younger buyers

Average age of the buyers will decrease by 4% by 2025.

>70%

Of young audience willing to sell a property through online channels.

Small Agents

The market share of smaller agents will decrease significantly in the next 10 years.

Digital Agents

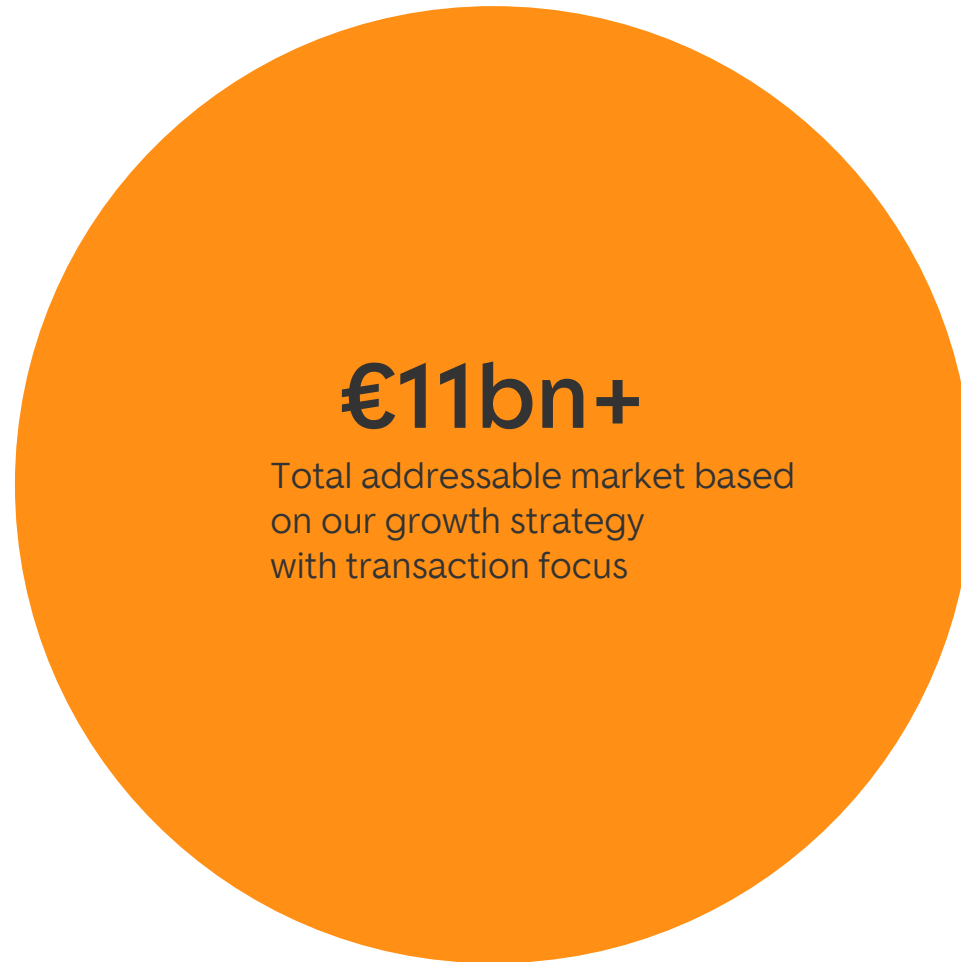
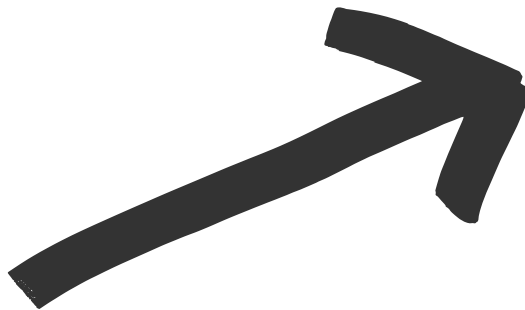
Share of transactions originated digitally will increase from 4% in 2021 up to ~10% in 2030.

NPS score

Agents originating transactions online are considerably outperforming traditional peers.

The **growth potential is enormous** in an addressable market with a volume of around 11 billion euros

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



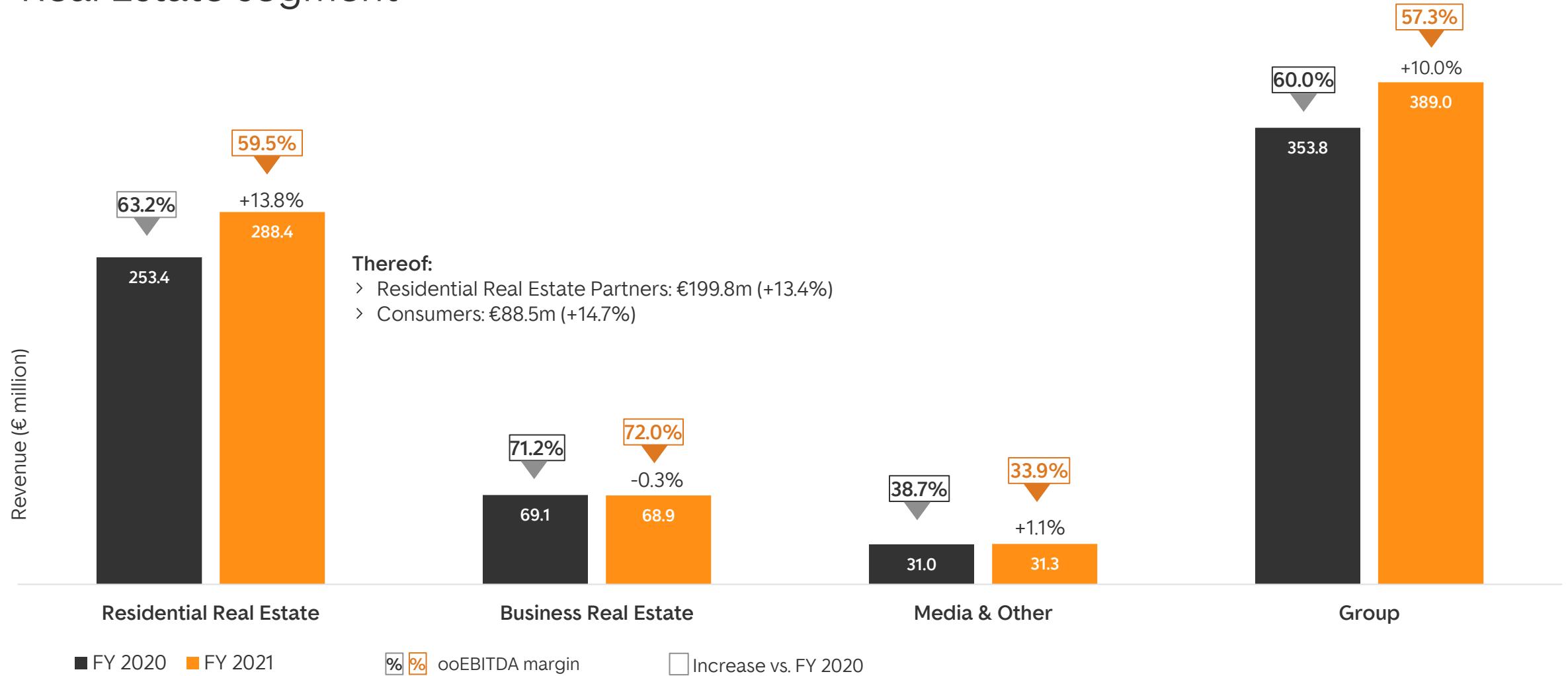
*) We assume 12% marketing spend (of total commission revenue), distributed 70/30 online/offline and 55/45 objects/mandate.



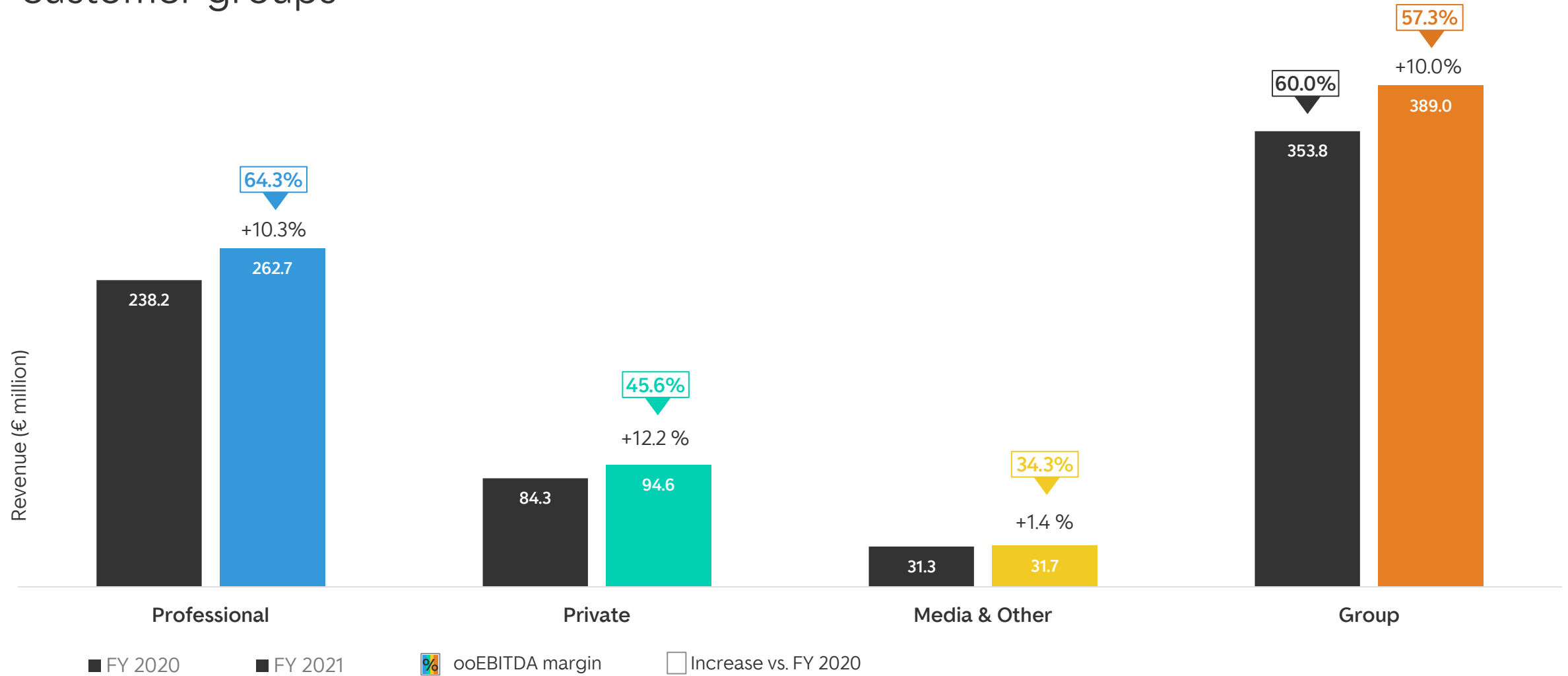
Financial results

Full year 2021 and Q1 2022

We fully met our guidance in 2021 - thanks to double-digit growth in the Residential Real Estate segment

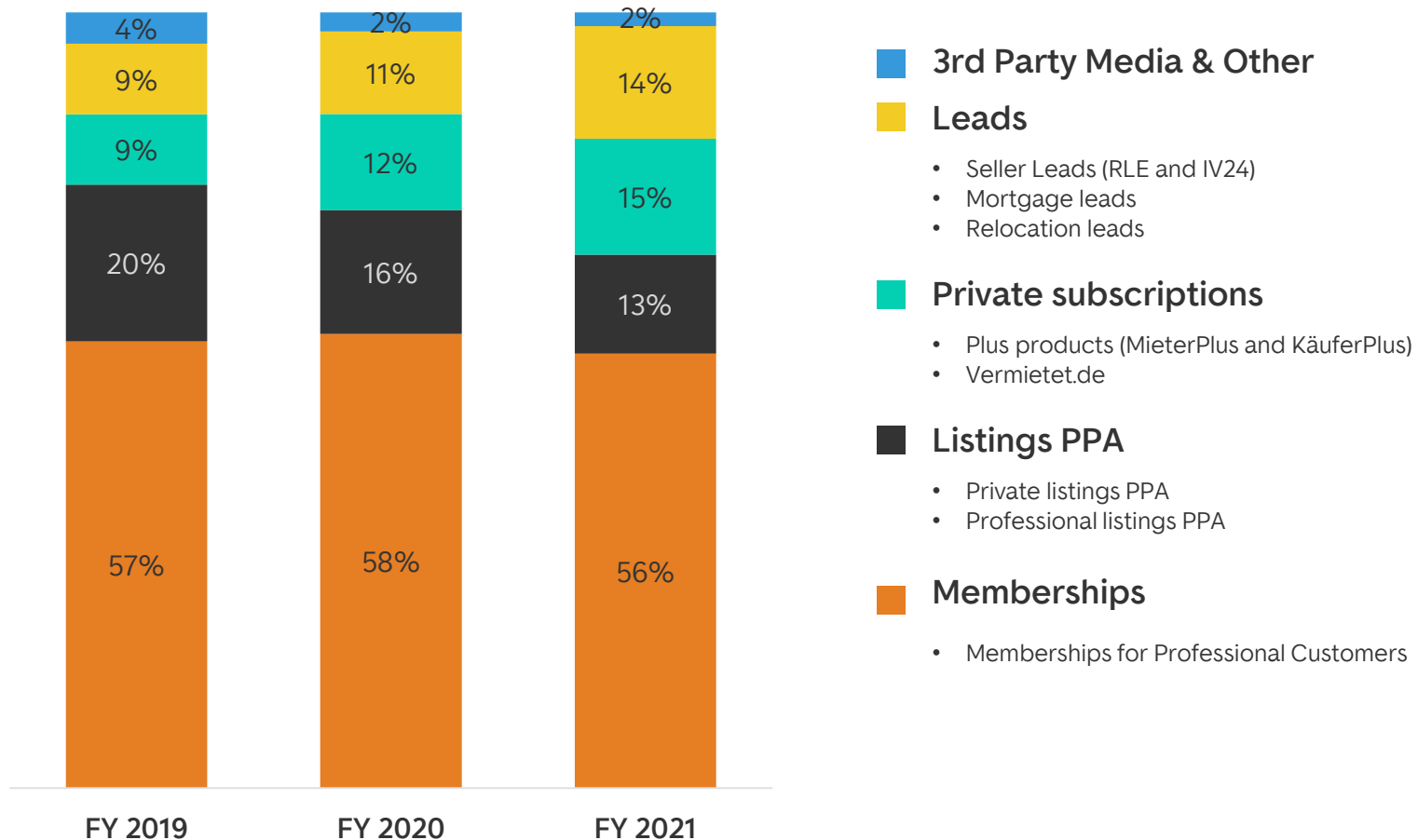


In 2021, we decided to **adjust our segment structure** with regard to our core customer groups



Our transaction-based strategy leads to a more **broadly diversified revenue structure**

Breakdown of ImmoScout24 revenue streams
(without Austria & FLOWFACT, including IV24 since H2 2020)



Our cost base for 2021 reflects this modified revenue mix

(€m)	FY 2021	FY 2020	+/-
Revenues	389.0	353.8	+10.0%
Own work capitalised	26.6	22.0	+21.1%
Personnel costs	-82.6	-71.4	+15.7%
Marketing costs	-36.3	-31.1	+16.8%
IT costs	-18.1	-17.1	+5.9%
Selling costs	-26.6	-16.2	+63.6%
Other operating costs	-29.3	-27.7	+5.6%
Total operating effects	-192.8	-163.5	+17.9%
ooEBITDA	222.8	212.3	+5.0%
<i>ooEBITDA-margin</i>	<i>57.3%</i>	<i>60.0%</i>	<i>-2.7pp</i>

- ✓ Higher capitalisation rate (own work capitalised) mainly driven by developments within Vermietet.de.
- ✓ Personnel costs increased due to integration of Vermietet.de and IV24 employees and an increased staff base at ImmoScout24.
- ✓ Marketing costs increased due to intensified marketing activities to generate homeowner contacts.
- ✓ Increased selling costs are linked to Leads and Plus-products.

Our 2021 net income is characterized by relatively high non-operating effects

(€m)	FY 2021	FY 2020	+/-
Ordinary operating EBITDA	222.8	212.3	+5.0%
Non-operating effects	22.0	14.0	+57.1%
Reported EBITDA	200.8	198.3	+1.3%
D&A	-63.1	-51.5	+22.5%
EBIT	137.7	146.8	-6.1%
Financial result	-5.0	-4.9	-2.0%
Earnings before Tax	132.7	141.9	-6.5%
Taxes on Income	-42.1	-39.5	+6.8%
Net income*	90.6	102.4	-11.6%
<i>Basic EPS in € (undiluted)</i>	1.03	1.00	+3.0%
Adjusted Net income*	133.6	126.3	+5.8%
<i>Adjusted EPS in €</i>	1.52	1.24	+22.6%
<i>Weighted av. # shares (million)</i>	<i>88.1</i>	<i>102.2</i>	<i>-13.7%</i>

- ✓ Increase in non-operating costs due to higher M&A costs and LTIP effects.
- ✓ D&A increase driven by higher depreciation of rights-of-use from leases (new Berlin office) and higher capitalized assets as well as an impairment of the FLOWFACT trademark.
- ✓ Adjusted EPS +22.6% shows accretive effect.
- ✓ Adjusted for non-operating items, D&A on PPA and AS24-related financial result (all net).

Our dividend proposal after further share buybacks amounts to € 0.85 per share

	2021	2020
Adjusted net income	€ 133.6m	€ 137.1m
Original proposal of dividend payment	€ 67.1m	€ 68.5m
Amended proposal of dividend payment	€ 66.4m	€ 68.5m
Pay-out ratio	48.2%	50.0%
Originally proposed dividend per share (# of shares as of 14/03/2022 resp. 31/12/2021) ¹⁾	€ 0.84	€ 0.70
Amended dividend per share (# of shares as of AGM)²⁾	€ 0.85	€ 0.82

79,920,015

¹⁾Shares (excl. treasury shares*) as of 14/03/22

1,812,744

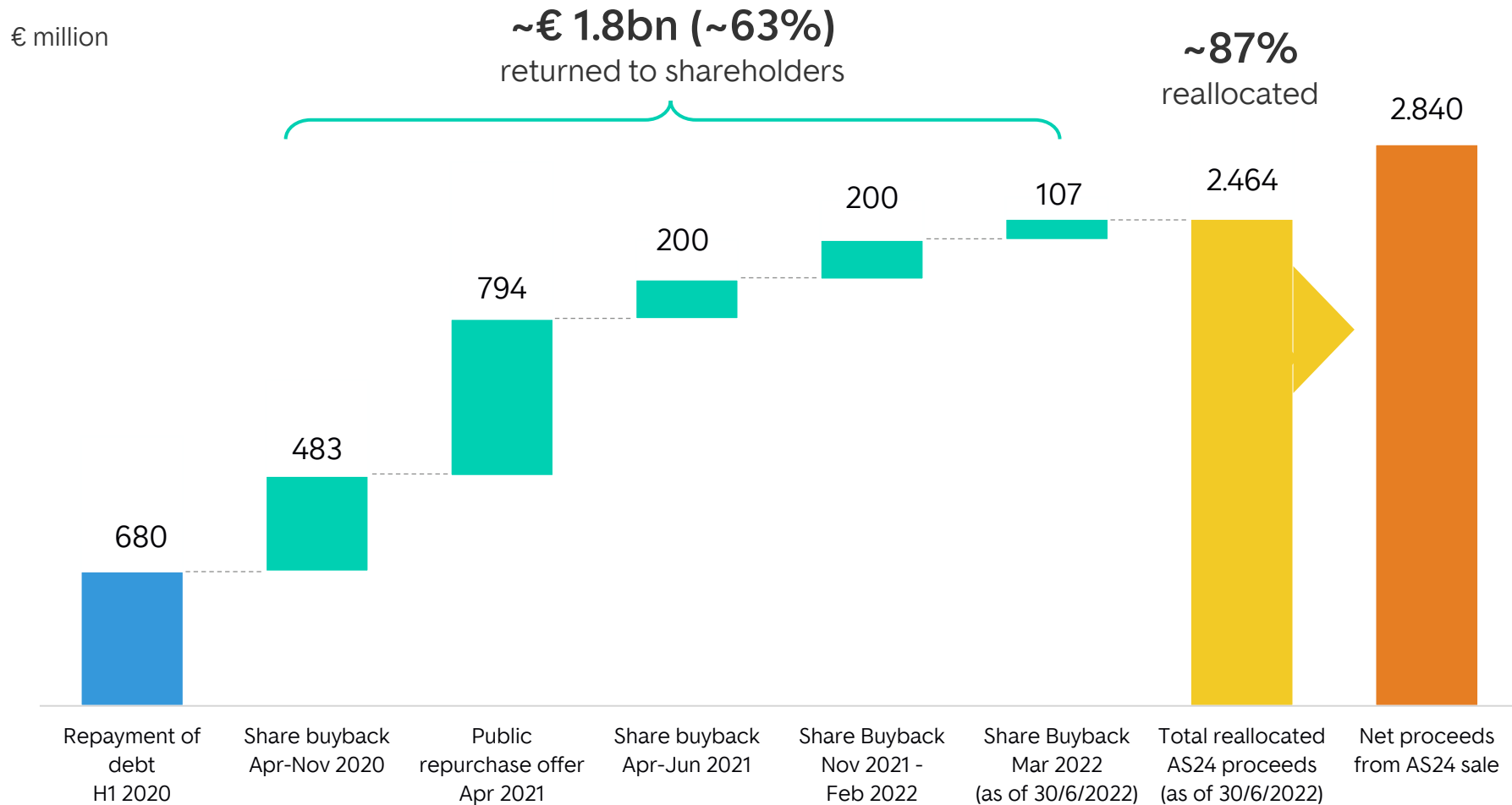
Treasury shares acquired via € 350m share buyback since 14/03/2022

78,107,271

²⁾Shares (excl. treasury shares*) as of 30/06/22

- ✓ Scout24 SE's **dividend policy** is to distribute between 30% and 50% of the adjusted net income
- ✓ The dividend proposal is at the upper end of this range
- ✓ Adjusted net profit 2020 still includes 3 months of AutoScout24.
- ✓ Due to **share buybacks**, the dividend proposal is higher than the original proposal

We distributed ~63% of the proceeds from the AutoScout24 sale to our shareholders via share buybacks

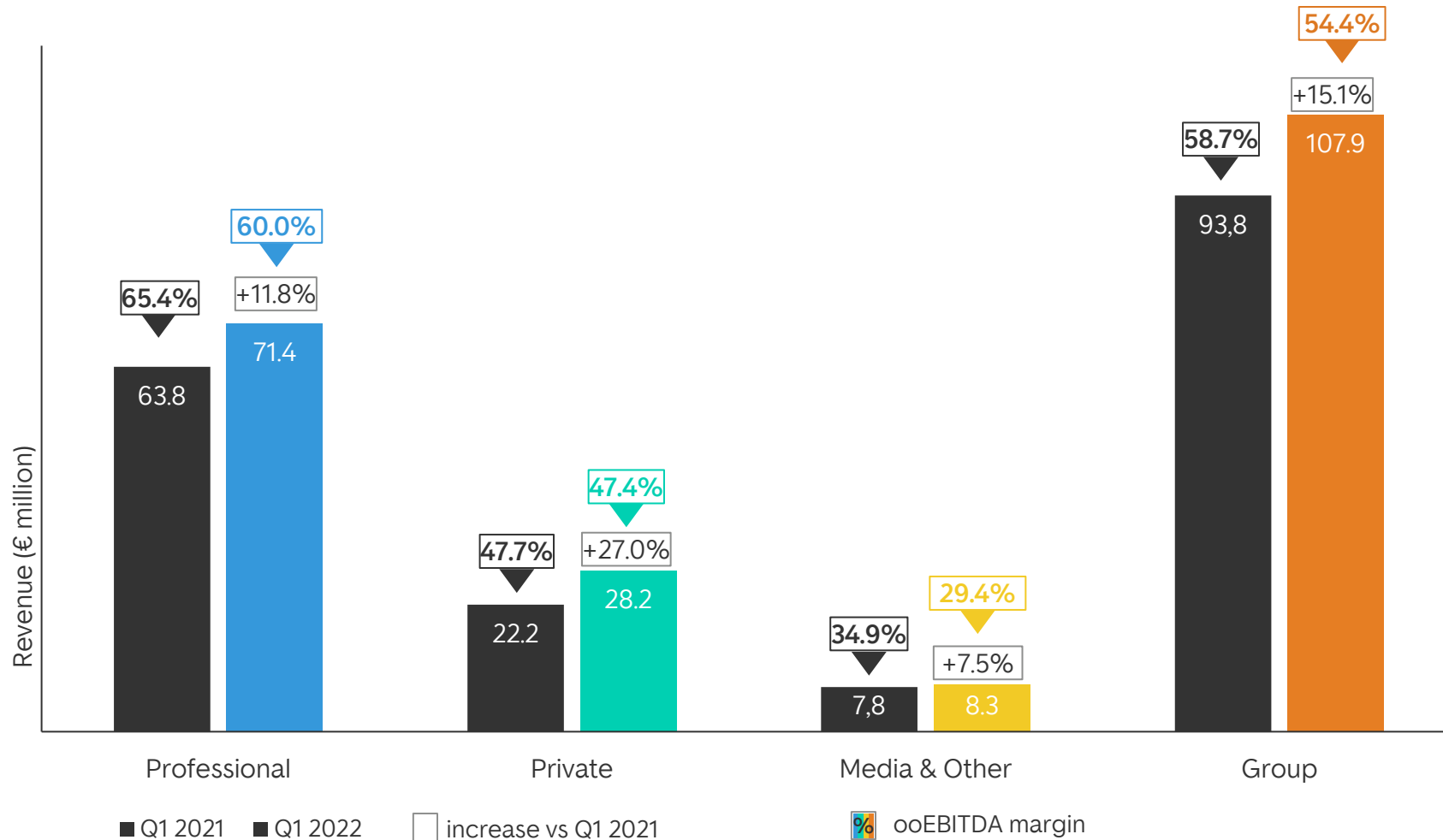


Since April 2020, Scout24 returned ~63% of the net proceeds from the AS24 sale to shareholders via share buybacks

- Buybacks of in total ~26.7 million shares
- capital reductions of in total 25.5 million shares
- **Accretive for shareholders**

Repayment of debt in order to achieve target leverage ratio in line with peers

The strong revenue momentum will continue in Q1 2022



€107.9m

+15.1%
Group revenue

€58.6m

+6.5%
Group ordinary operating EBITDA
(54.4% margin)

€59.7m

+8.5%
Organic Group ooEBITDA
at 55.7% margin
(excl. Vermietet.de and Propstack)

We are also making great progress in the area of Sustainability



Environment



Social



Governance

- **Reduce carbon footprint** to a minimum by 2024 and achieve carbon neutrality by 2025
- Targeted **climate protection measures**
- Recording of an **annual carbon footprint**

- Increasing the proportion of **women and non-binary people in management positions**
- Further development of our **recruitment process**
- Focus on **homelessness and diversity & inclusion.**

- Sustainability report in accordance with **German Commercial Code (HGB) and GRI**, now with **EU taxonomy**
- Anchoring of sustainability aspects in **Management Board compensation and financing**
- Incorporation of new suppliers to our **Code of Conduct**
- Certification of the **information**



Scout24

Moving to the next level

Scout24 SE Annual General Meeting
30 June 2022