

Scout24

with **Growing
Impact**

Annual General Meeting
5 June 2024



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Scout24 also uses alternative performance measures, not defined by IFRS, to describe the Scout24 Group's results of operations. These should not be viewed in isolation but treated as supplementary information. The special items used to calculate some alternative performance measures arise from the integration of acquired businesses, reorganisation measures, impairment losses, gains or losses on sale resulting from divestitures and the sale of shareholdings, and other expenses and income that generally do not arise in conjunction with Scout24's ordinary business activities. The alternative performance measures used by Scout24 are each defined at the appropriate place in the Annual Report 2022, which is publicly available at www.scout24.com/investor-relations/finanzberichte-praesentationen.

Due to rounding, numbers presented throughout this document may not add up precisely to the totals indicated, and percentages may not precisely reflect the absolute figures for the same reason. Quarterly figures contained in this document have not been reviewed by an auditor and are thus preliminary.

Report of the Management Board

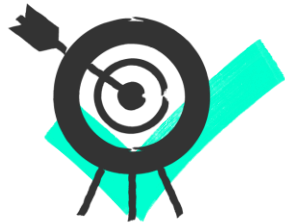


Scout24 is the number 1 for real estate in Germany

25

Jahre
ImmoScout24

Longstanding
experience and
wealth of data



Resilient business
model that works in all
market situations

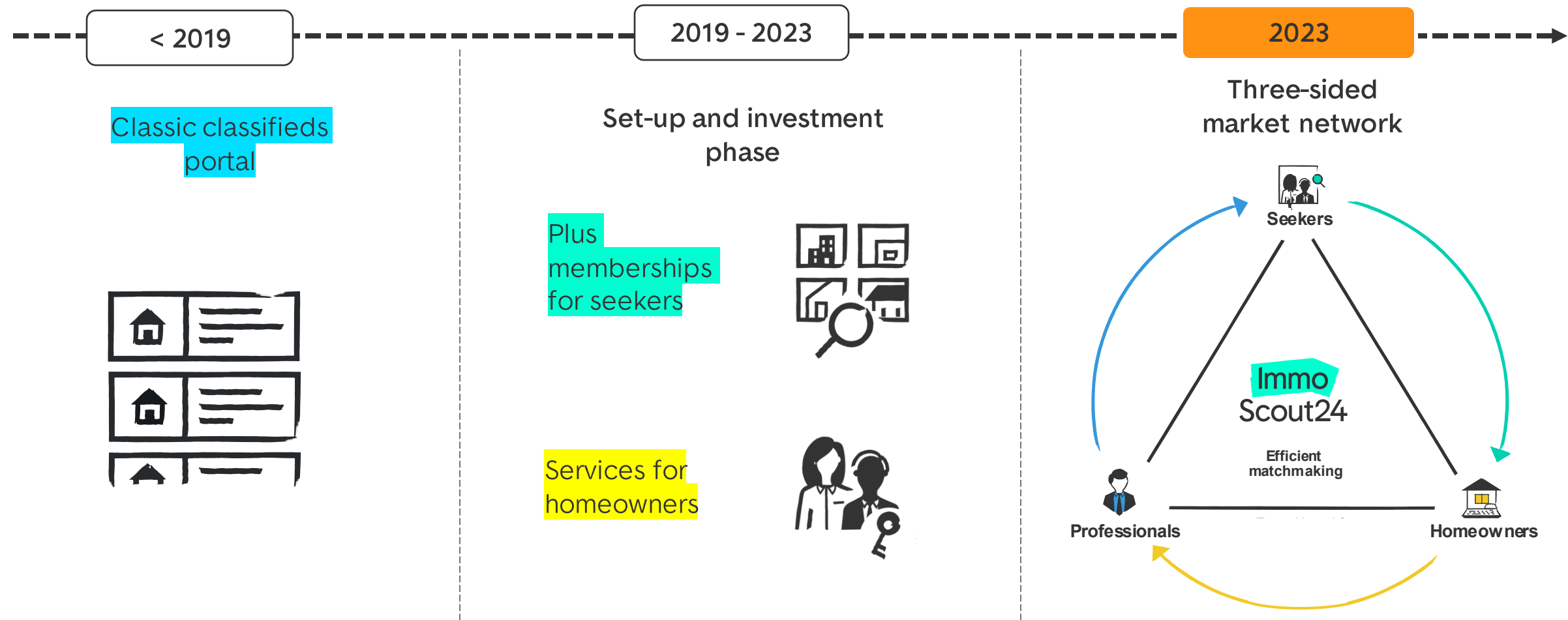


Massive investments in
product & technology



Unique growth story
with high profitability
and margin

Since 2019, we have transformed Scout24 from an classifieds portal into a unique three-sided market network



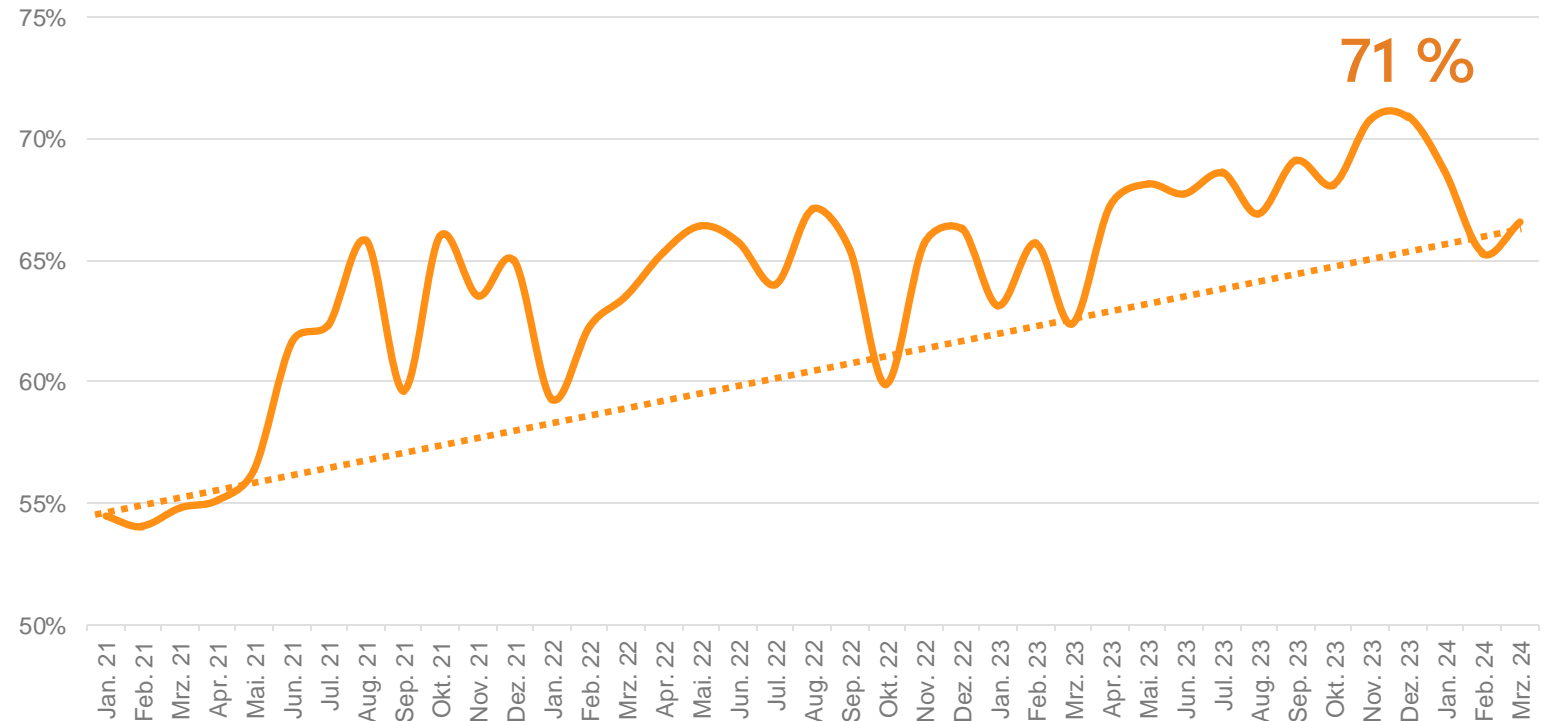
We make our
professional
customers successful.



The role of real estate agents is more important than ever

- › Homeowners are increasingly relying on experts to market their properties.
- › The real estate agent ratio has risen sharply since the beginning of 2021.
- › First quarter of 2024: Over 65 percent of all listings are offered via real estate agents.

Development of offers with real estate agent support from 55 to up to 70 percent



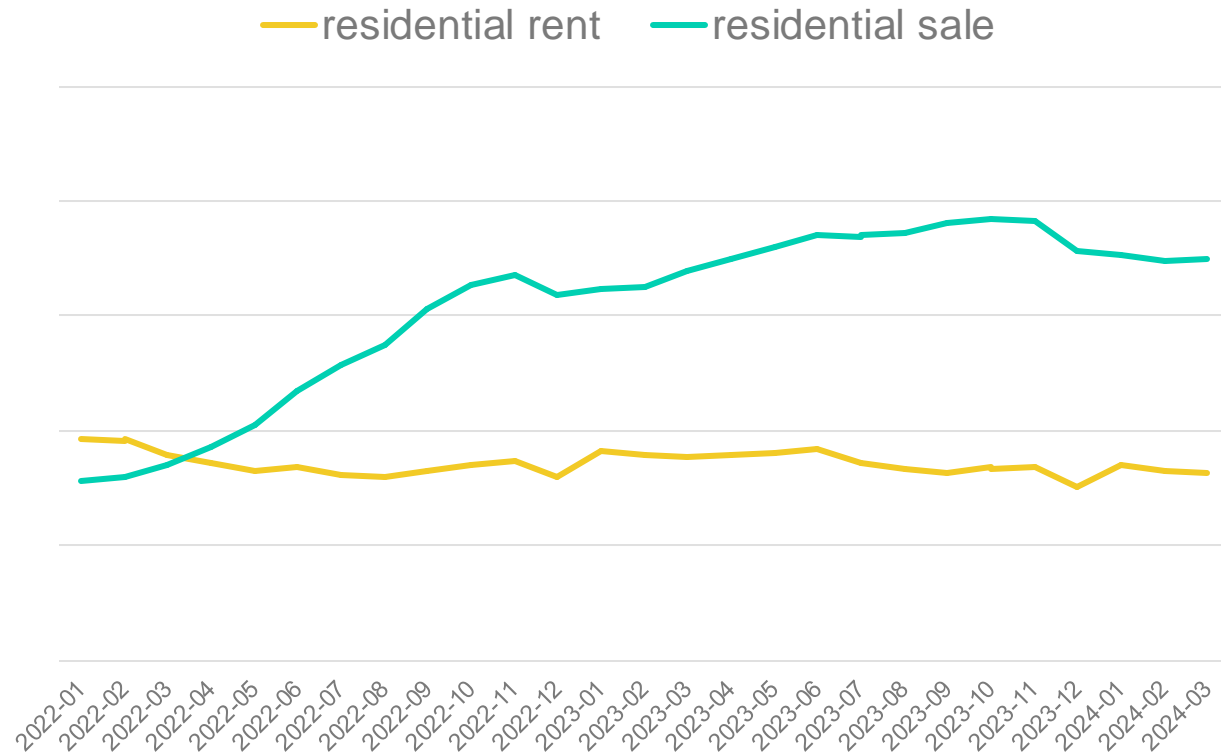
Source: Sprengnetter

Oversupply of properties on the market

The challenge no longer lies in mandate acquisition, but in finding solvent buyers

There were **twice as many for-sale listings** on ImmoScout24 at the end of 2023 than at the beginning of 2022

Number of listings at ImmoScout24



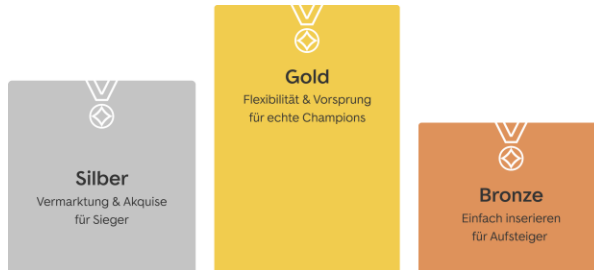
We help real estate agents to expand their business



19m

Users per month

Highest reach
to seekers and homeowners



Flat-rate subscription products
largest memberships of all time
including new top placements



FLOWFACT
Propstack

CRM-systems
for professional customer
and business management



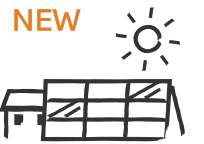
Verkäufer



Baufi



Umzug



Solarenergie

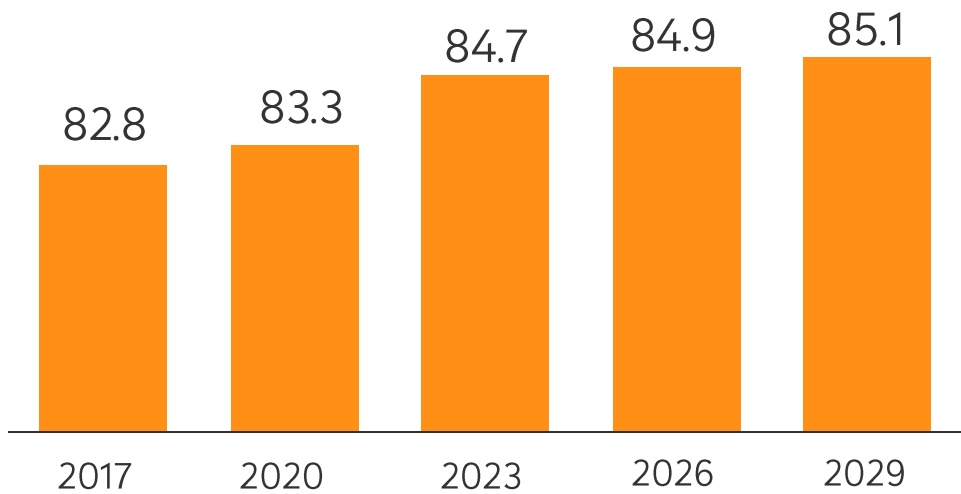
Best lead-quality
for professional customers

We help **seekers**
find their dream
home.



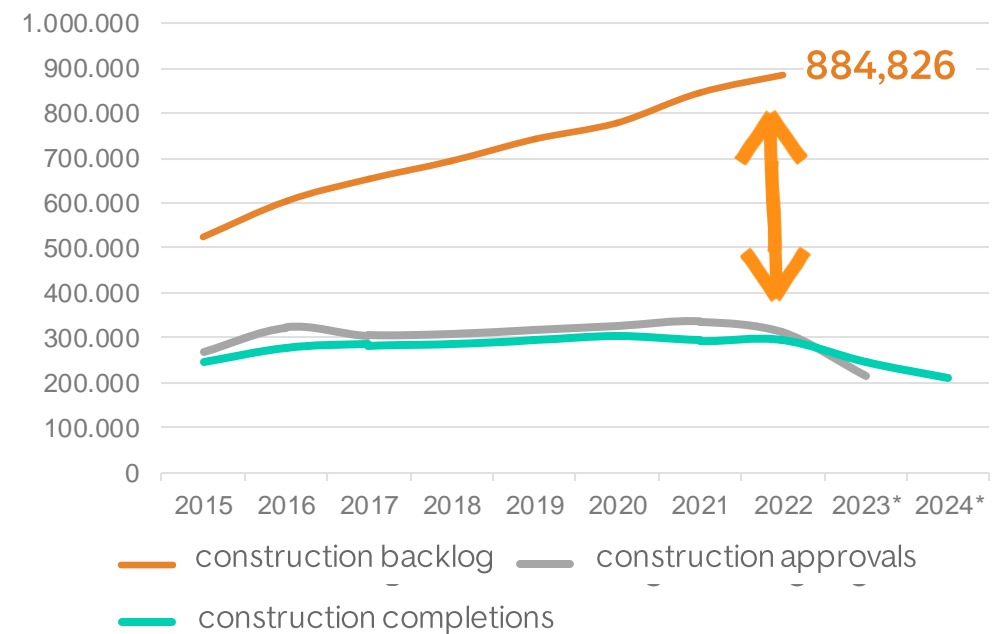
Rising demand is creating great competitive pressure

Population development in Germany (in millions)



Source: Statistisches Bundesamt Destatis

Enormous housing shortage



Source: Destatis, forecast for 2023 and 2024: Ifo-Institut

With our Plus products, we create and define new market standards and support seekers beyond the search phase.

Search

Apply

Live/Own

MieterPlus⁺
KäuferPlus⁺

MieterPlus⁺
KäuferPlus⁺

VermietenPlus⁺
WohnenPlus⁺ **NEW**

Advantages at a glance (excerpt)

- ✓ Contact exclusive listings first
- ✓ Always at the top of the inbox
- ✓ Competition analysis / Opportunity check

- ✓ High-quality application folder
- ✓ Up-to-date credit check
- ✓ Proof of rent payment / income

- ✓ Digital management of rental properties (e.g. utility bills, checking incoming rent)
- ✓ Tenancy law advice, emergency key service, service charge check

We are the first point
of contact for
homeowners.



Germany is a country
of private landlords

80.6 %

of all apartments are
owned by private
individuals

53.5 %

of all apartments in
Germany are rental
apartments

66 %

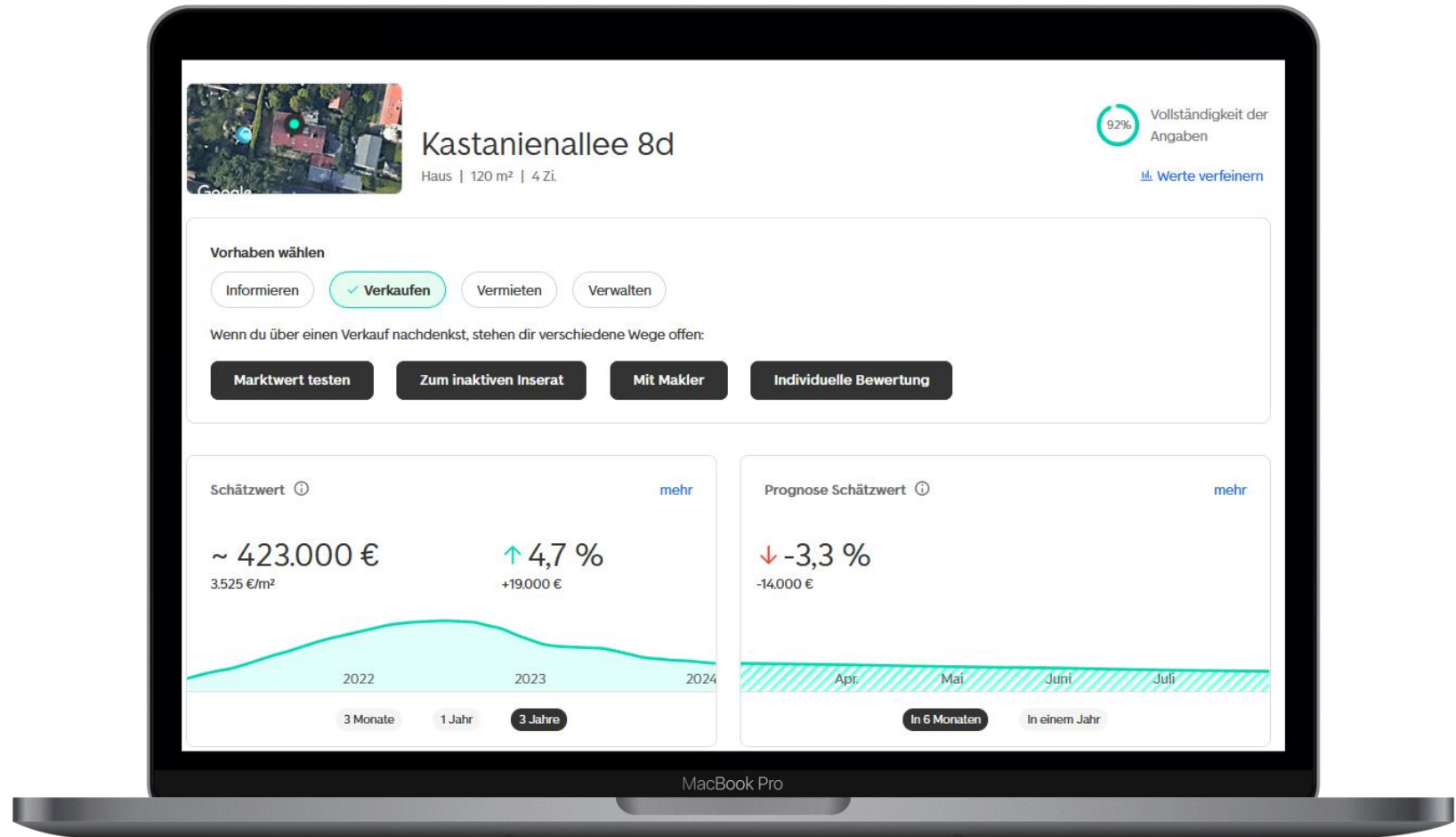
of the rented apartments are
made available by private
individuals

Source: Haufe Immobilienmanager

Homeowner hub

- **Portfolio view** of all properties
- **Value development** of the property incl. forecast
- **Potential rental income** incl. forecast + gross rental yield
- Current **demand** for comparable properties
- Regional **market comparison**
- **Refurbishment calculator** for energy-efficient modernization

Our central point of contact for the needs of private homeowners



Our next chapter: **Interconnectivity**



Sabine inherited a house
from her parents.



As Sabine can imagine selling her property, she registers in our **homeowner hub** and stores the data on her house centrally there.

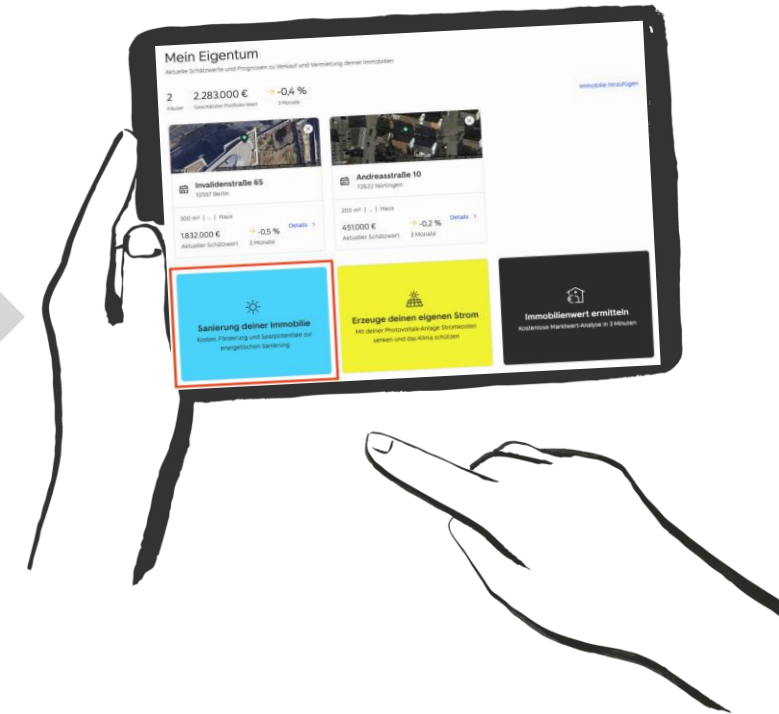
Sabine has her house valued via the **homeowner hub**. Here she can access data from our subsidiary **Sprengnetter**.

Thanks to the **Sprengnetter** data, Sabine can also find out how she can increase the value of her property in the **homeowner hub** - for example, through modernization measures.

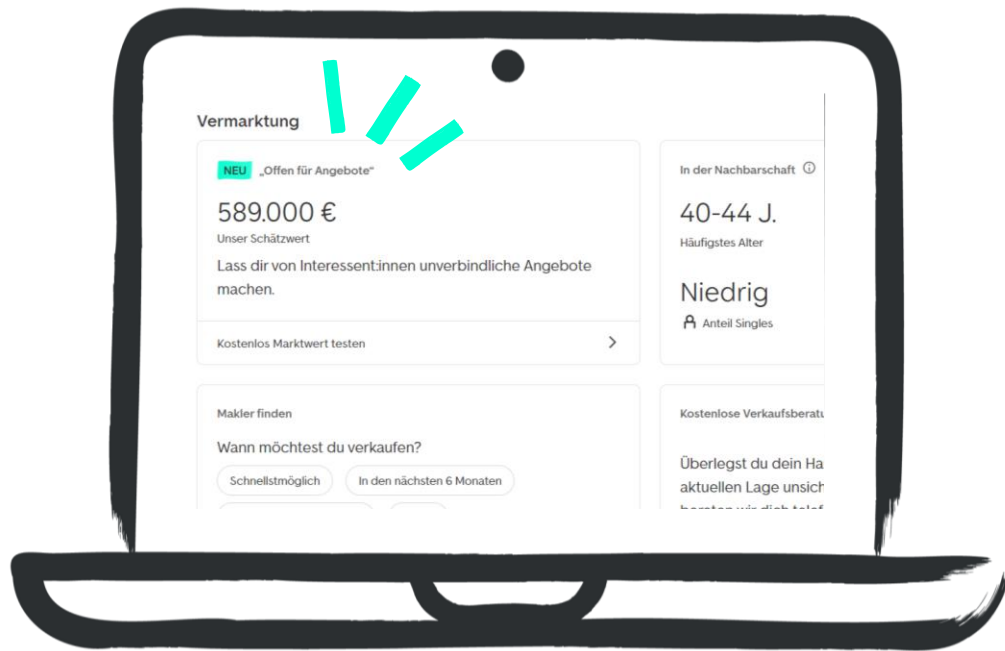


SPRENGNETTER

Immo
Scout24



At the same time, she posts her house on the **ImmoScout24 platform** via the **homeowner hub**. She uses the "**Open for offers**" function to obtain non-binding price proposals from interested parties.



Sabine wants help with the sale and, on the recommendation of ImmoScout24, decides to sell her property with a real estate agent. Using the **real estate agent comparison** in the **homeowner hub**, the right regional real estate agent is suggested to her: Bernd.



Bernd gets in touch with Sabine. He is also an ImmoSout24 customer and uses our **FLOWFACT** broker software for professional customer and business management. With just one click, Bernd creates the exposé of the house and directly inserts a 360-degree tour.



The right buyers for Sabine's property are quickly found: Britta and Flo. After the purchase, they rent out the property for the time being. They have taken out a **VermietenPlus subscription** via the **homeowner hub** and can use it to manage all processes relating to the property digitally.



VermietenPlus⁺

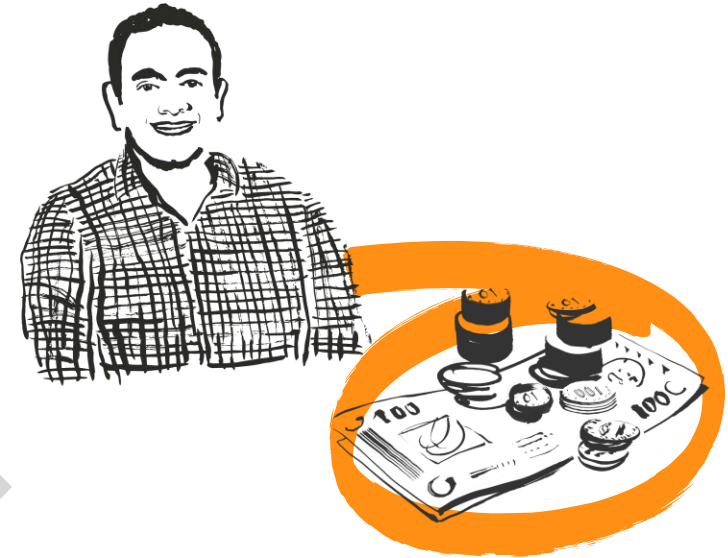
All target groups have benefited from networking via ImmoScout24



Sabine is delighted that she was able to sell her property quickly and securely through the **homeowner hub** and networking with real estate agent Bernd...



...Britta and Flo have found a good investment that they can easily manage digitally via their **VermietenPlus subscription**...

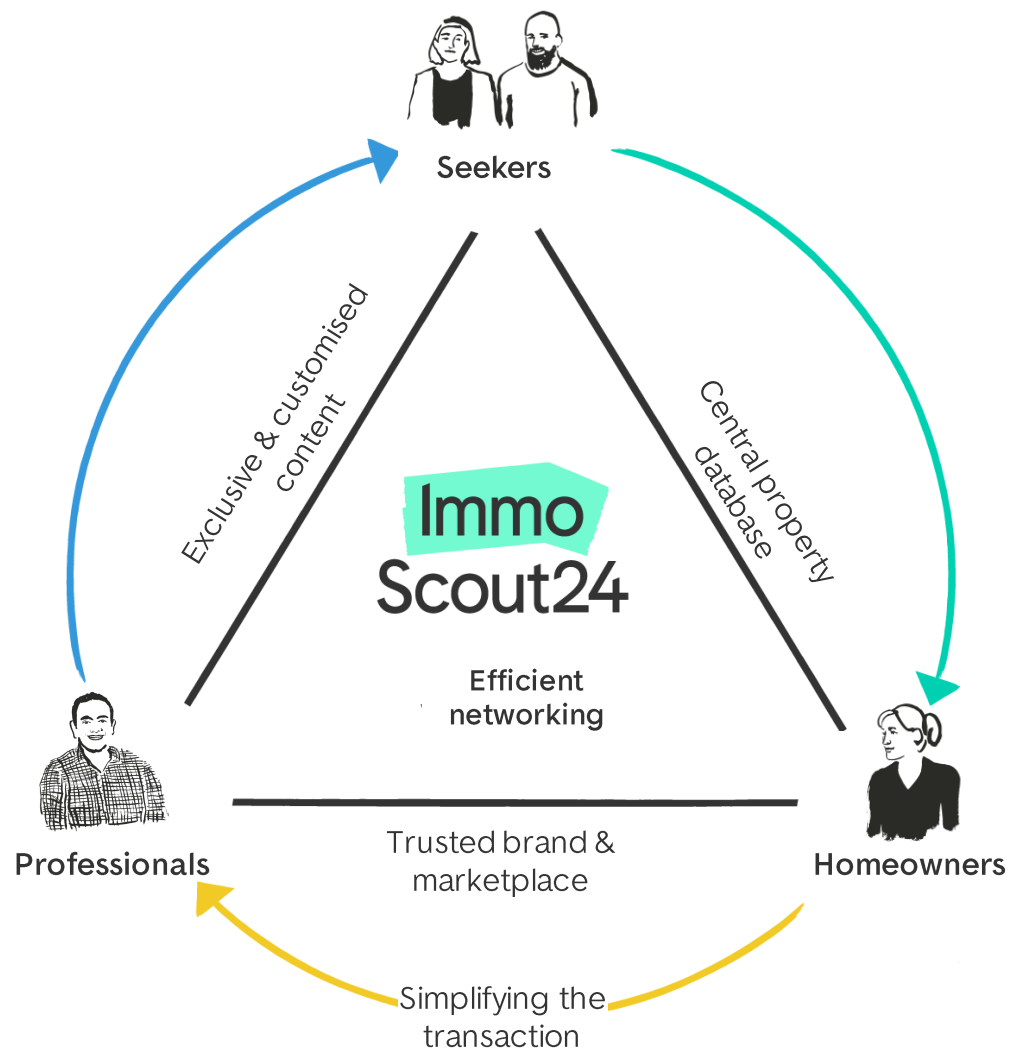


...and real estate agent Bernd was able to generate new business through ImmoScout24's **seller leads product**...

Another advantage: the property is now in our ecosystem via the entry in the **homeowner hub** - and can be enriched with data and information. Our vision: the **homeowner hub** as the starting point for every future transaction.



We connect all target groups efficiently with each other...



...so that you can execute transactions easily, securely and successfully



Expansion of the traditional classifieds business



Focus on content, data and exclusive market insights



Homeowners and properties as the starting point for every transaction



Digitalization of the transaction with the help of technology and AI

We are further expanding our offering with ImmoScout24

Market potential



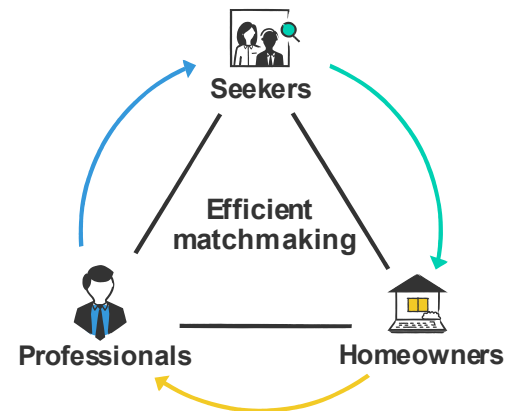
The German real estate market continues to offer growth potential.

Ecosystem



We are developing Scout24 beyond a classifieds marketplace and expanding the homeowner segment.

Interconnectivity



We combine listings and data to efficiently network our customers.

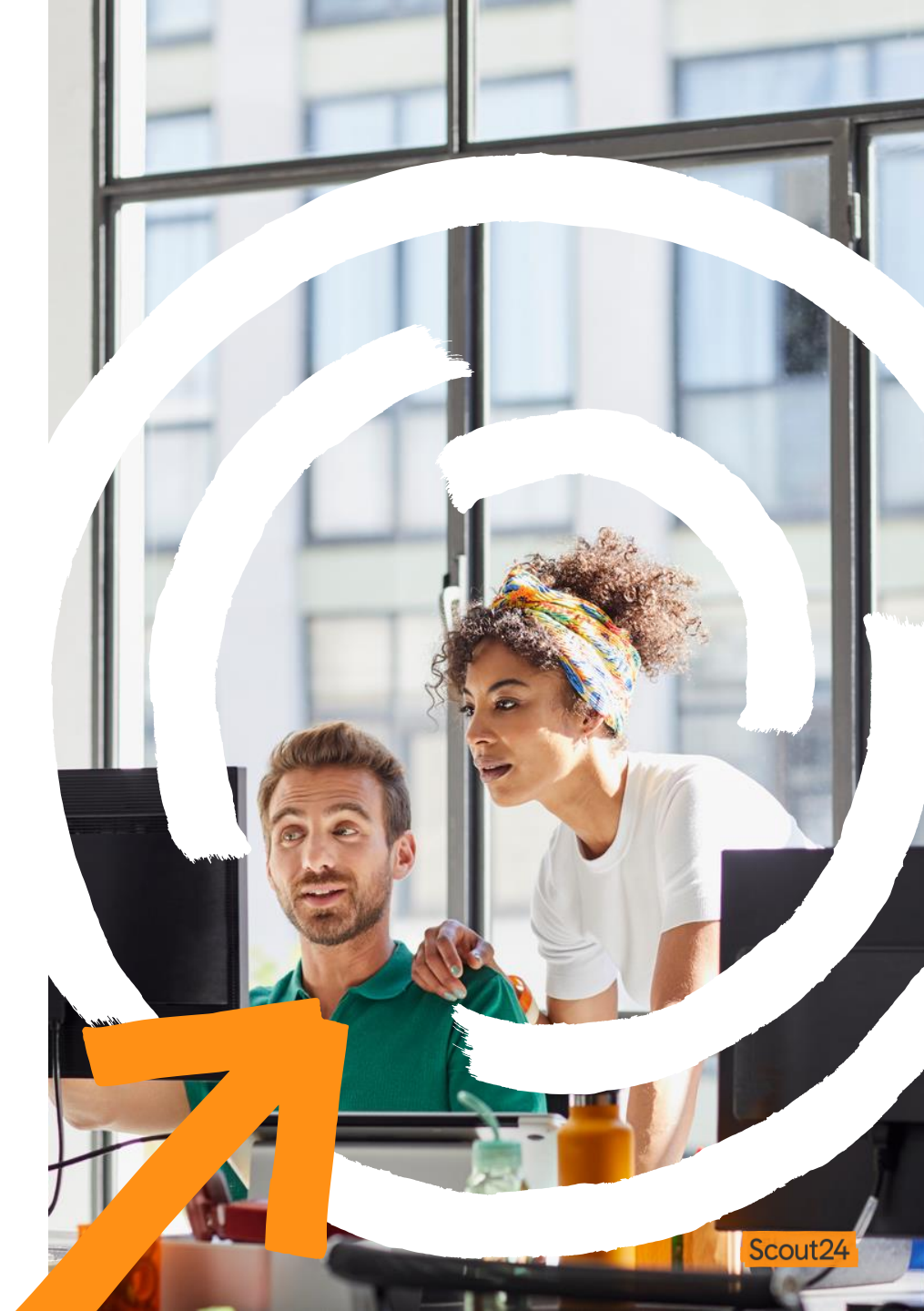
Growth path



We are increasing profitability and continuing on our growth path.

Financial results

Fiscal year 2023 and Q1 2024



We exceeded the EUR 500 million revenue mark in the 2023 financial year

All segments contributed to this growth

Group

€509.1m

+13.8%
Group revenue

€303.9m

+21.0%
Group ordinary operating EBITDA
(59.7% margin)

Professional

€292.4m

+12.4%
Subscription revenue

21,868

+3.4%
Professional customers

€1,114

+8.7%
ARPU

Private

€72.1m

+20.0%
Subscription revenue

357,850

+17.7%
Private customers

€16.8

+2.0%
ARPU

The first quarter of 2024 shows continued strong momentum in our core business

Group

€136.1m

+11.7%
Group revenue

€79.5m

+16,5 %
Group ordinary operating EBITDA
(58.4% margin)

Professional

€79.1m

+11.7%
Subscription revenue

22,091

+1.8%
Professional customers

€1,131

+4.0%
ARPU

Private

€20.4m

+19.8%
Subscription revenue

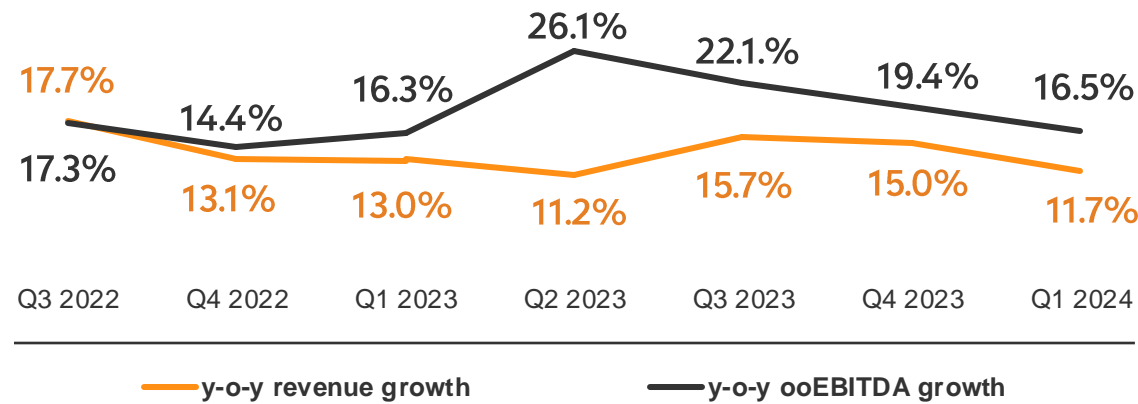
413,189

+20.8%
Private customers

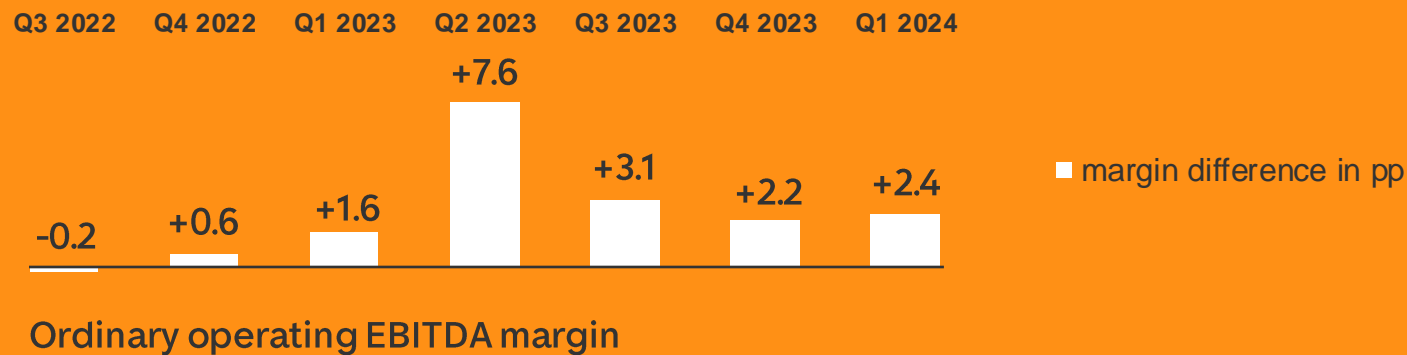
€16.5

-0.9%
ARPU

Our **operating result** is growing significantly faster than revenue



We have also maintained **continuous growth** in our **profitability** in 2023



The results for the 2023 financial year are at the upper end of our forecast

(€m)	FY 2023	FY 2022	+/-
Revenue	509.1	447.5	+13.8%
Own work capitalized	22.8	28.7	-20.7%
Personnel costs	-95.8	-92.2	-3.9%
Marketing costs	-48.4	-50.7	+4.5%
IT costs	-19.9	-21.4	+7.1%
Purchasing costs	-34.8	-28.6	-21.7%
Other operating costs	-29.0	-32.2	+10.0%
Total operating effects	-227.9	-225.1	-1.2%
Ordinary operating EBITDA	303.9	251.1	+21.0%
<i>Ordinary operating EBITDA margin</i>	<i>59.7%</i>	<i>56.1%</i>	<i>+3.6pp</i>

Capex ratio fell to 4.5% compared to 6.4% in the previous year

Slight increase in operating effects due to the consolidation of Sprengnetter's personnel and marketing costs as well as purchasing costs due to the strong demand for credit checks

Other operating costs declined due to lower expenses for external support

Adjusted and unadjusted earnings per share continue to grow strongly

(€m)	FY 2023	FY 2022	+/-
Ordinary operating EBITDA	303.9	251.1	+21.0%
Non-operating effects	-25.2	-20.5	-23.0%
EBITDA	278.7	230.6	+20.9%
Depreciation & Amortization	-36.3	-42.3	+14.1%
EBIT	242.4	188.3	+28.7%
Financial result	0.7	-14.0	+>100%
Earnings before tax	243.1	174.3	+39.5%
Tax on income	-64.4	-50.8	-26.7%
Net income	178.8	123.5	+44.7%
Earnings per share (EPS)	2.43	1.59	+52.8%
Adjusted earnings per share	2.52	1.91	+32.1%
Weighted average number of shares (million)	73.7	77.8	-5.3%
Dividend per share in €	1.20	1.00	+20%

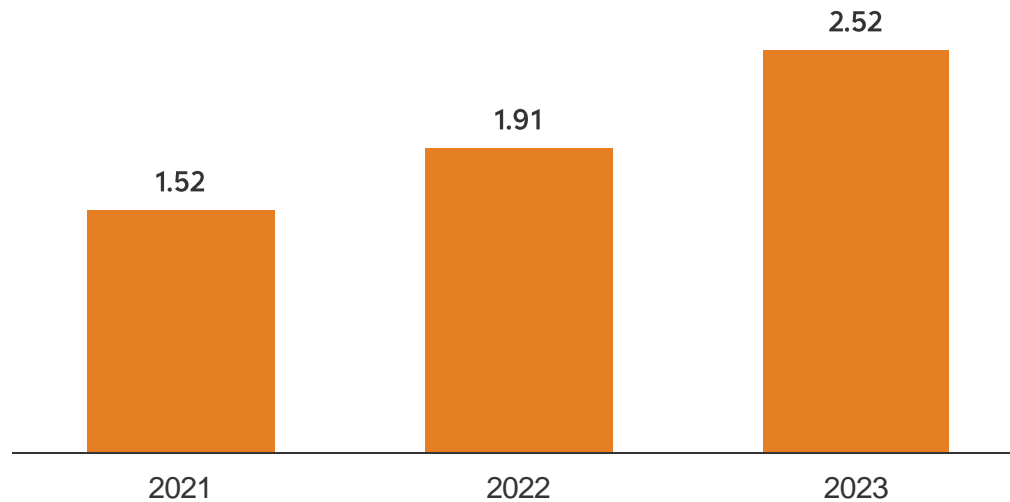
Non-operating cost effects increased due to expenses for reorganization and share-based payments

Adjusted earnings per share grew by 32% to EUR 2.52 for FY 2023, driven by above-average earnings growth and share buybacks

Proposed dividend for FY 2023 of **EUR 1.20 per share** corresponds to attractive year-on-year growth of 20%

Our strong sustainable growth in adjusted earnings per share (EPS) ...

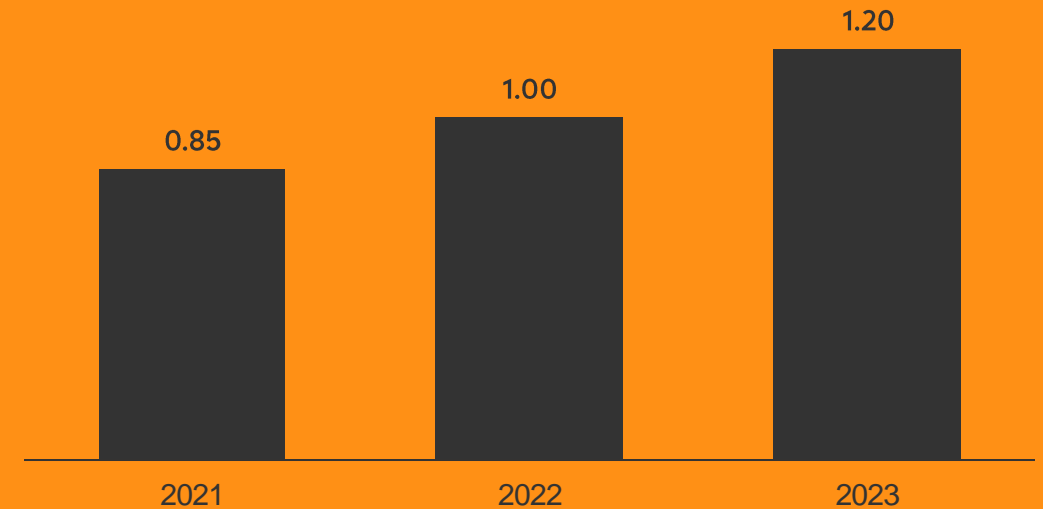
€ per share



32% adj. EPS growth
from 2022 to 2023

... allows for an attractive dividend payout
(dividend per share)

€ per share



€87.9m dividend distribution for
the 2023 financial year

TOP 2: The proposed dividend after the further share buy-backs amounts to EUR 1.20 per share

	2023	2022
Adjusted net income	€185.9m	€148.6m
Original total amount of dividend	€88.1m	€73.6m
Adjusted total amount of dividend	€87.9m	€73.4m
Payout ratio	47.3%	49.4%



- ✓ Scout24 SE's dividend policy provides for the distribution of 30% to 50% of adjusted net income
- ✓ Dividend proposal at the upper end of the range again this year

TOP 8:

Authorization to acquire
and use treasury shares

Business model with strong cash flow


€221.0m
(operating) cash flow from
operating activities
in the year 2023

Low leverage ratio

0.54
as of 31.12.2023¹

Current buyback program

€50.0m
until 4 October 2024
2.20% treasury shares
at the time of the AGM



Significant scope
for further share
buybacks

All 3 pillars of sustainability are important to us



Environment

Energy & climate protection

We live up to our climate responsibility

- › We have reduced our CO₂e emissions by around 75% compared to the base year 2018
- › Net zero strategy: long-term reduction of emissions by ~90% by 2045



Social

Social responsibility

We create an inclusive environment

- › Gender parity in our workforce by 2025
- › We promote women to management positions => 37% in 2023



Governance

Responsible corporate governance

We run our business in a value-oriented way

- › First combined report for 2023 largely implemented in accordance with CSRD standards
- › New responsibility for ESG products created in the organization

ESG ratings 2023: Scout24 SE continues to be classified as low-risk

Sustainalytics: 13.9 | MSCI: A

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