

Make it happen!

Investor Presentation

UBS Investor Meetings
10.03.2020



Scout24

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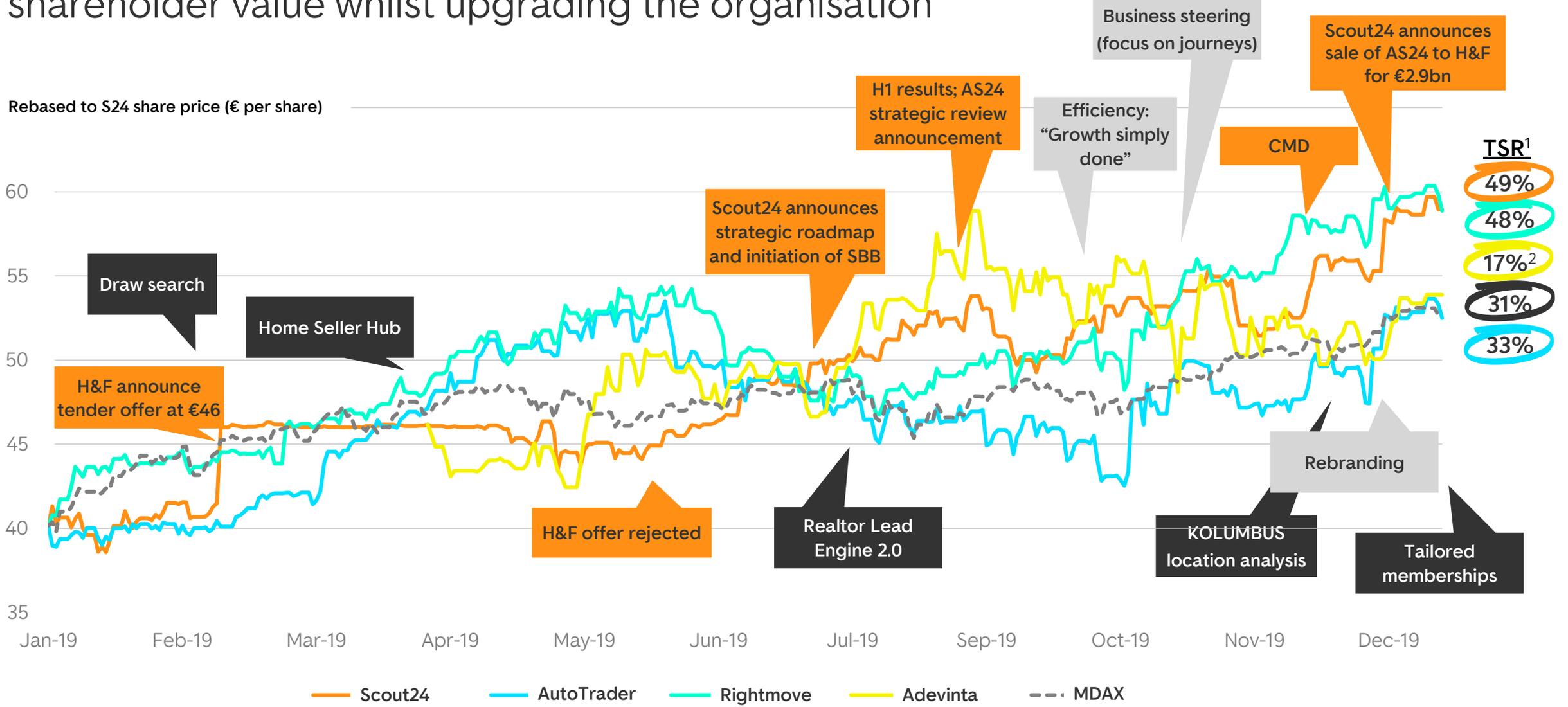
Nothing in this document constitutes tax advice. Persons should seek tax advice from their own consultants or advisors when making investment decisions.

Quarterly figures are unaudited. All numbers regarding the 2019 segment structure are unaudited and preliminary only, if not otherwise stated.

1. Recap: The new Scout24



2019 was an eventful year where we have created significant shareholder value whilst upgrading the organisation



Source: FactSet as of 14-Jan-20
 1) Total Shareholder Return = Share price performance + dividend yield
 2) Since IPO in April 2019

We have made important strategic decisions in 2019 ...



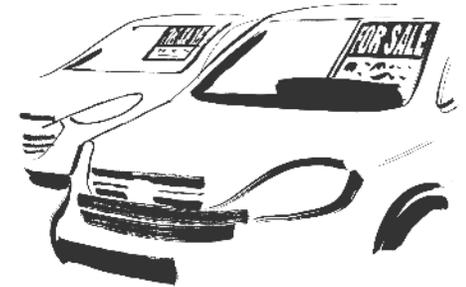
Focus on **core business areas**
AutoScout24 & ImmoScout24

Largest **product innovation**
push in the history of Scout24



Share buyback program

Strategic review of
AutoScout24 completed with
sale to Hellman & Friedman



... and delivered record results
New Scout24 – preliminary numbers

349.8 EUR million

revenue from continuing operations
(IS24 segment and immo-related CS activities)

62.2%

ordinary operating EBITDA margin
(IS24 segment and immo-related CS activities)

676 EUR

monthly ARPU with residential
real estate partners

1,782 EUR

monthly ARPU with business real
estate partners

49%

total shareholder return including dividend

425,000

listings on the ImmoScout24
marketplace at year end

13.5 million

unique monthly visitors on
ImmobilienScout24

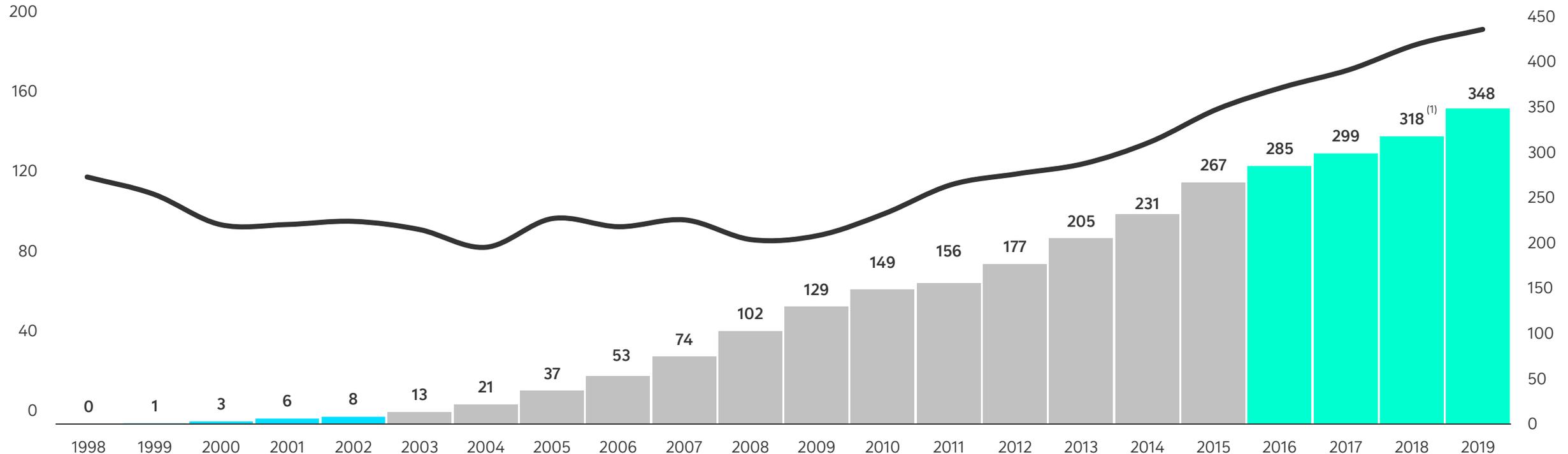
We have delivered resilient growth since our inception with evolving markets presenting huge opportunities

“Print era”

Rise of online classifieds

Networked marketplace of the future

German real estate market value
€Bn



Source: GEWOS (2019)

Notes: 1. Revenues adjusted for IFRS 15, applied as of 1 January 2018 and retrospectively adjusted for 2017; including ImmoScout24 Consumer Services and investments/divestments

We are building the ecosystem for real estate in Germany



Agents

- ✓ Acquire new mandates and lead management (digital farming)
- ✓ Use most efficient marketing channel
- ✓ Build up local brand
- ✓ Benefit from an integrated ecosystem out of one hand



Medium



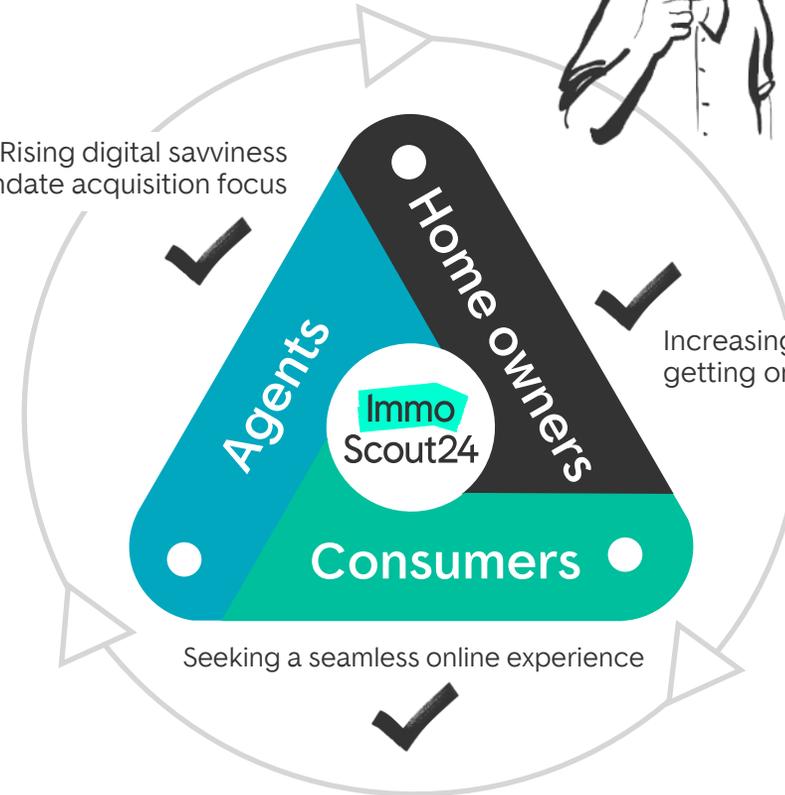
Home owners

- ✓ Find the right agent
- ✓ Maximise property value
- ✓ Ensure transaction certainty and efficiency



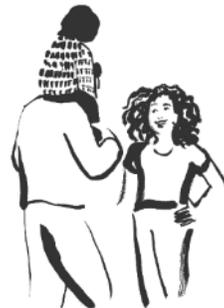
Low

Rising digital savviness
Mandate acquisition focus



Increasingly getting online

Seeking a seamless online experience



Consumers

- ✓ Benefit from a personalised home search journey
- ✓ Get the most transparent consumer experience
- ✓ Receive guidance in decision making



High

Indicative digitization levels



Our focus topics for 2020 and beyond



We expand our No. 1
market position
Germany



We develop innovative,
smart products and
expand our TAM



We collect more data,
and increase market
transparency



We build a comprehensive
ecosystem for sale and
rent



We drive ARPA through
new membership models
and our value-add
offering



We strengthen our
position in private
listings

2. Preliminary financial results 2019



We are now concentrating on the “New ImmoScout24”

From old to new segment structure

ImmoScout24

AutoScout24

Scout24 Consumer
Services

ImmoScout24
+
Immo-related CS activities

AutoScout24
+
Auto-related CS activities

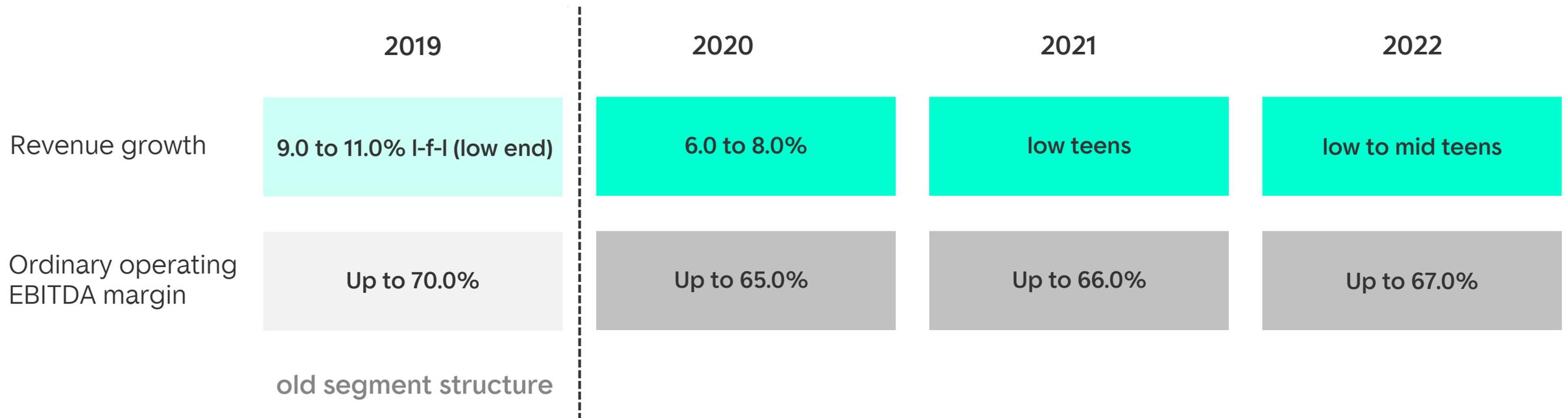
Residential Real Estate

Business Real Estate

3rd party & others

ImmoScout24 is set to continue to deliver along the financial guidelines provided at the Capital Markets Day

Guidance for the ImmoScout24 segment
Central functions not included



2019 was an eventful year with record results

Financial Highlights – continued and discontinued operations

	External Revenue			ooEBITDA			ooEBITDA Margin			Cash Contribution		
	2019	2018	+/-	2019	2018	+/-	2019	2018	+/-	2019	2018	+/-
New Scout24 Group	€349.7m	€318.2m	+9.9%	€209.3m	€188.7m	+10.9%	60%	59%	+1 Pp	€193.3m	€169.8m	+13.8%
New ImmoScout24	€349.8m	€318.1m	+9.9%	€217.6m	€197.9m	+11.7%	62%	61%	+1 Pp			
Old Scout24 Group	€613.6m	€531.7m	+15.4%	€321.9m	€291.5m	+10.4%	52%	55%	-3 Pp	€297.4m	€263.1m	+13.0%
ImmoScout24	€270.2m	€250.0m	+8.1%	€188.0m	€170.3m	+10.4%	70%	68%	+2 Pp			
AutoScout24	€186.9m	€166.3m	+12.3%	€107.1m	€88.4m	+21.1%	57%	53%	+4 Pp			
Consumer Services	€156.5m	€115.3m	+35.7%	€37.5m	€40.4m	-7.2%	24%	35%	-11 Pp			

We are currently evaluating options around method and timing of capital return to shareholders



Quantum and structural decisions have not been made yet



Several legal, procedural, accounting, tax, market issues need to be cleared

Dividend

Share buy-back
(with / without capital reduction)

Debt repayment

M&A

Make it happen!
#Scout24IR



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