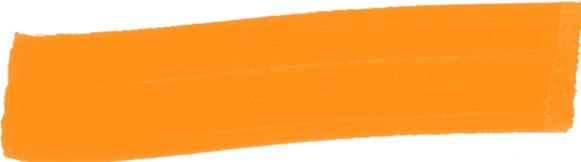




Moving to the next level



Goldman Sachs European European Digital Economy Conference



Dirk Schmelzer (CFO)

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The figures mentioned in this document are preliminary and can be subject to changes until the publication of the Annual Report 2021.

2021 clearly proves the potential of our “next level” growth roadmap

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

Sustainable growth in core memberships ...

- > Membership revenue +5.0% to €51.8m in Q4 2021.
- > Membership revenue +4.8% to €203.0m in FY 2021.
- > Successful year-end business with accelerated pricing & upselling measures.

... complemented by strongly growing OTP business

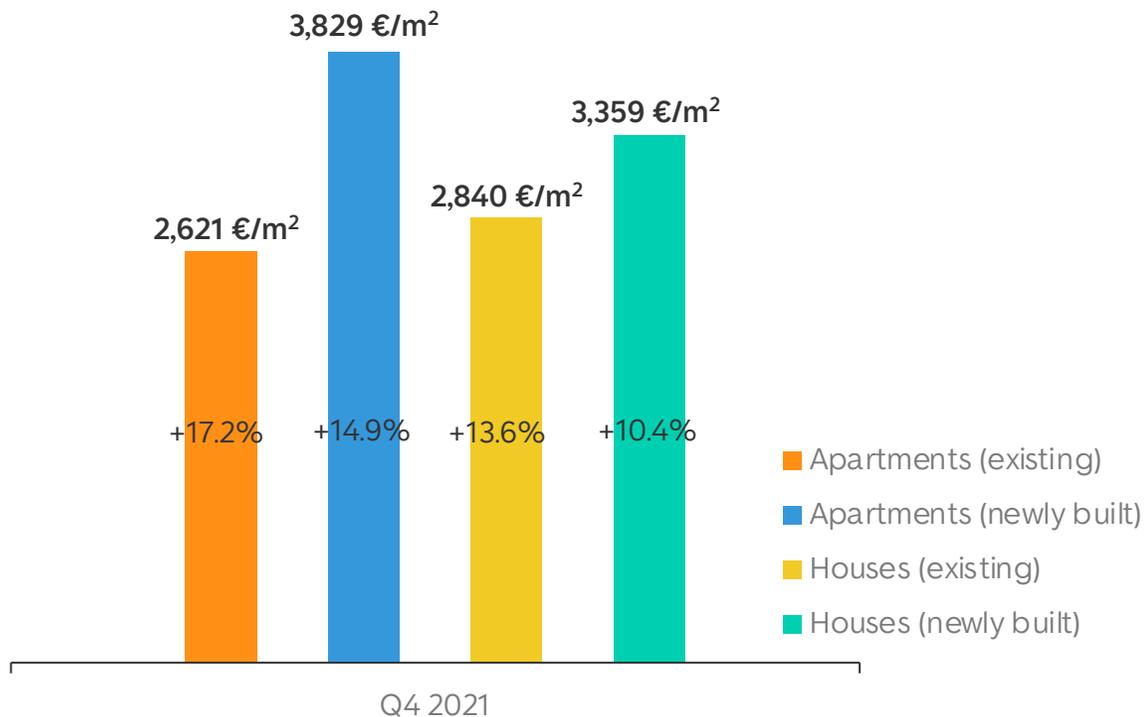
- > Seller leads revenue +45.7% to €9.0m in Q4 2021.
- > Seller leads revenue +88.0% to €32.9m in FY 2021.
- > ~105k RLE leads at ~€210 ARPL and ~1,500 IV24 transactions at ~€7,200 ARPT.

Private Customers love our Plus-products

- > Plus subscription revenue +69.7% in Q4 2021 (+76.0% to € 12.6m incl. V.de).
- > Plus subscription revenue +52.2% in FY 2021 (+54.6% to €39.4m incl. V.de).
- > Plus subscribers up by 101% yoy to 246k (eop).

After strong price increases in the real estate market in 2021, we expect this trend to continue in 2022

Offer price development on ImmoSocout24 for residential properties 2020-2021



Increasing demand faces shortage of supply

- > Demand for single-family houses increased by 31% from January 2020 to January 2022
- > Demand for apartments increased by 20% from January 2020 to January 2022

Numbers of sale transactions have increased again in 2021¹

Residential

638,900 transactions in 2021 (+8,000 yoy)

Commercial

53,300 transactions in 2021 (+300 yoy)

1) Source: GEWOS; without landplots

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
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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

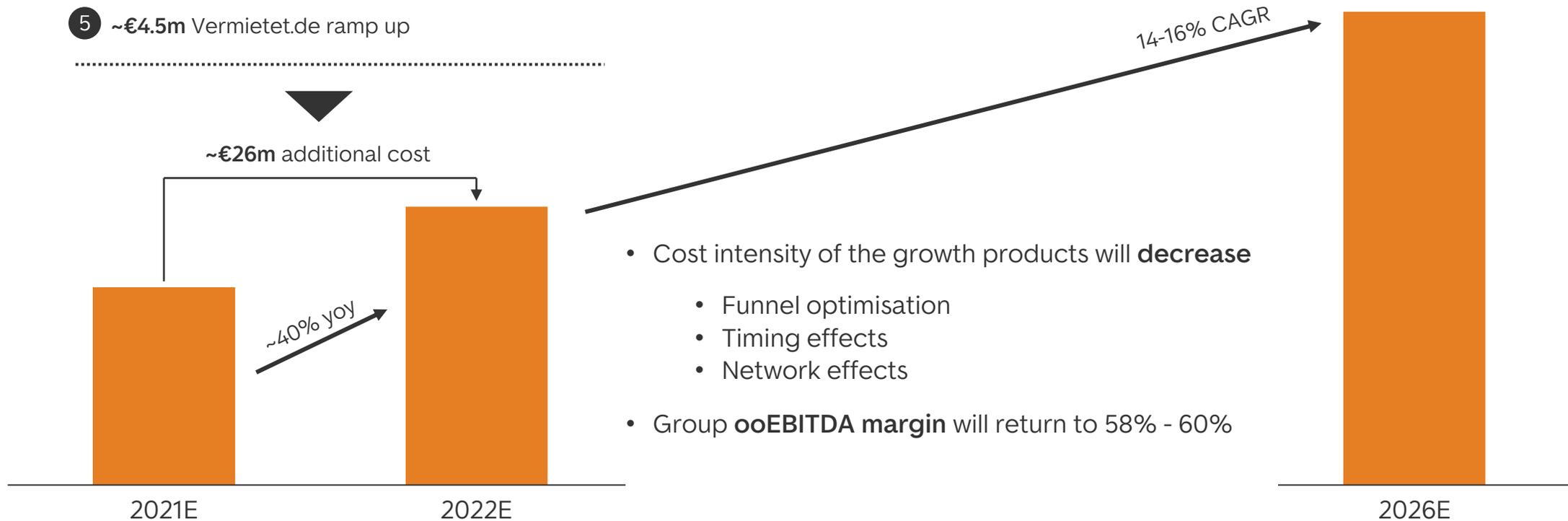
4.5 million Registered Units by 2026

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

Additional investments into the growth products (Value Drivers 2-5) in 2022

- ② ~€10m OTP / Seller Lead marketing / acquisition cost
- ② ~€7m Investment into IV24 agent network
- ③ ~€0.5m Mortgage Lead acquisition cost
- ④ ~€4m Consumer subscription selling cost
- ⑤ ~€4.5m Vermietet.de ramp up



After completion of a €200m share buyback in February, we launched a new up to €350m program in March

Context:

As of 31/12/2021:
Scout24 Group net cash¹: **€306m**
resulting in **-1.4x** leverage ratio²

Objective:

Leverage ratio of **minimum 0x**
in line with key peers

Share buyback plans:

- > **New up to €350m** buyback program³
 - Start: 8th March 2022
 - Completion at the latest by: AGM 2023
- > Going forward: Recurring buyback volume of **average €150m p.a.** possible
- > Subject to value-accretive M&A opportunities

1) Cash and cash equivalents (including financial assets = special funds) less total financial liabilities (including lease liabilities)

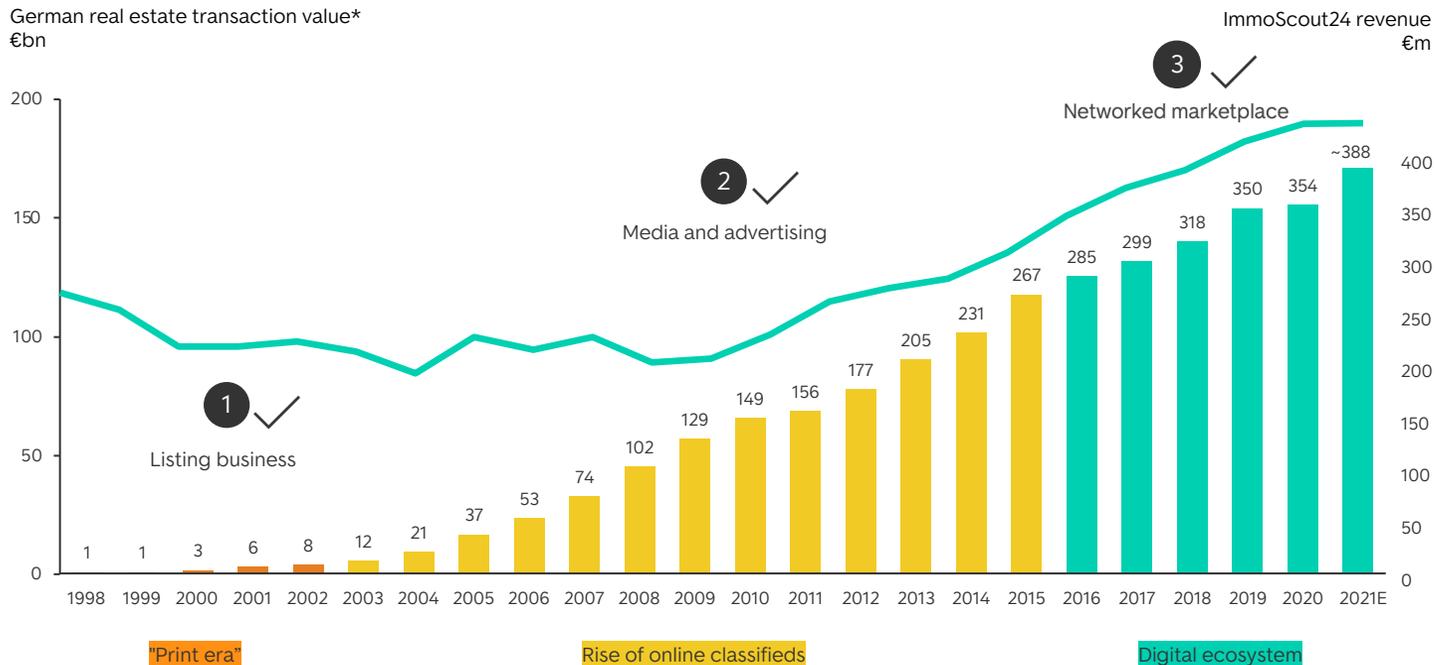
2) Ratio of net debt to ordinary operating EBITDA for the last twelve months

3) Subject to AGM 2022 approval

Backup

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

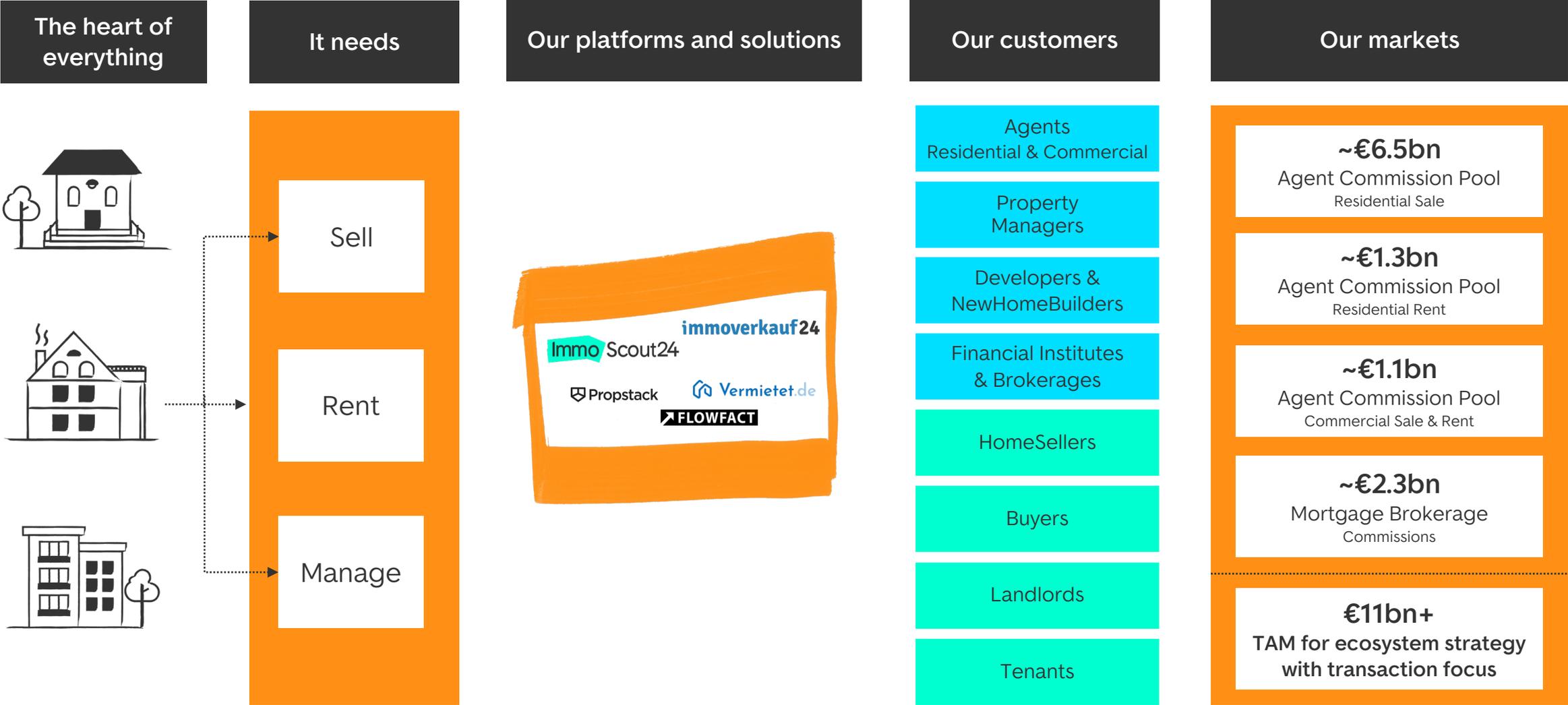
ImmoScout24 Revenue Development in changing Real Estate Market



Continuous product innovation

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

With our new operational paradigm we are moving **closer to the transaction** and address a significantly **bigger market**



Strong FY 2021 KPIs

€389.0m
+10.0%

Group revenue
(growth driven by
13.8% increase in
Residential Real Estate)

€222.8m
+5.0%

Group ordinary
operating
EBITDA
(57.3% margin)

€226.0m
+6.4%

Organic Group ooEBITDA
at 59.0% margin
(excl. H1 2021 IV24, Vermietet.de
and Propstack)

€757 / €1,757
+5.8% / +0.2%

ARPU with
residential / business
real estate partners

20,711
+3.5%

Professional customers
(residential + business
real estate partners)

366,077
-12.2%

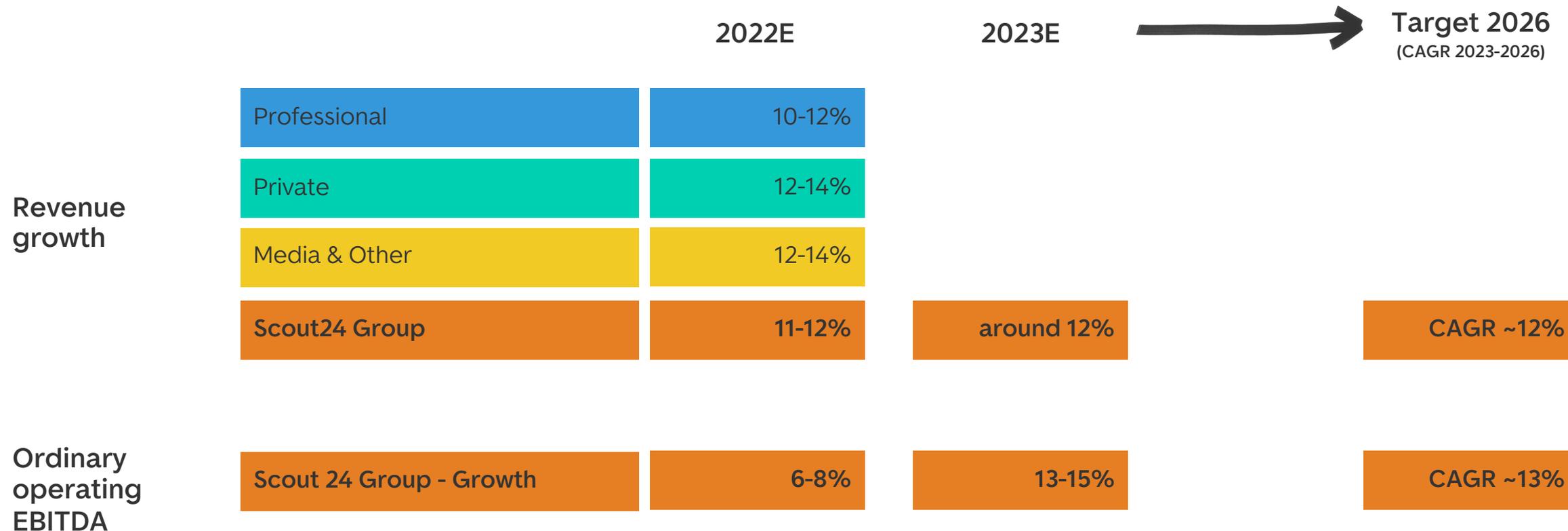
Listings
decline reflecting
shortage of supply

4.5m
+26.6%

Monthly app users²
partly compensating for
declining **desktop traffic**
(-15.6%) due to changed cookie
consent

Scout24

Based on the **solid 2021 results**
 we **continue to deliver** on our “next level” strategy



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

Environment

Reduce our Carbon Footprint

- › Reduce CO₂ emissions to the minimum possible by 2024 (2020¹: -42.5%)
- › To reach climate neutrality by 2025, compensate unavoidable emissions with CO₂ reduction projects.
- › From 2025 onwards, retain carbon intensity despite growing business.

1) The comparative data are collected with a delay of one year, as the energy consumption statements are not available until almost eleven months after the reporting period.

Social

Increase Women in Leadership

- › Improve the ratio of women in leadership positions to 43% by the end of 2026 (37% as of Dec-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 by 2026.
- › Implementation of the defined milestones to certify 80% of existing suppliers and 95% of new suppliers by the end of 2025.

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.

Q&A



Scout24

Ursula Querette Head of Investor Relations & Treasury

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