

Make it happen!  
Investor Presentation  
Post Q1 2020  
Pre AGM



May | June 2020

Scout24

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1. Strong start  
into 2020 with  
solid Q1 results



# How we made it happen in Q1 2020



## Growth & Resilience



### Strong start into 2020

- ✓ Successful growth strategy
- ✓ Resilience in turbulent market environment



### Comprehensive Covid-19 action programme

- ✓ Supporting our real estate partners
- ✓ Strengthening our market position
- ✓ Cost efficiency measures



### Successful closing of AS24 sale on 31 March 2020

- ✓ €2.84 billion net cash proceeds
- ✓ Started debt repayment and share buyback programme



### Reconfirming cash return to shareholders

- ✓ €0.90 2019 dividend per share
- ✓ €1.69 billion cash distribution to shareholders in 2020/21 via share buybacks

# We delivered strong Q1 performance across all metrics

## Q1 2020 highlights for continuing operations

€89.1m

+5.6%

revenue from continuing operations  
(Group and IS24)

64.6%

+5.2pp

ordinary operating EBITDA margin  
(IS24)

€729

+9.6%

monthly ARPU with residential real estate partners (including agents, property managers and finance customers)

€1,811

+6.8%

monthly ARPU with business real estate partners

19,428

+2.2%

customers (residential and business real estate partners)

14.7m

+11.4%

unique monthly visitors (multiplatform) on IS24

103.6m

+5.0%

sessions per month (Germany)

340,000

+55%

registered homeowners (growth rate since CMD)



And we are using our strong position to support our partners

### 3-pillar Covid-19 action programme:

- Liquidity plus
- Listings plus
- Leads plus



Agents

- Increasing relaxation on contact restrictions
- Increasing supply: professional listings +3.0% vs. pre-Covid levels



Homeowners

- Increasing supply: for-sale listings back to pre-Covid levels
- Increasing demand: residential sale enquiries +9% vs. pre-Covid levels
- Free homeowner leads to agents in Q2 (“leads plus”)



Consumers

- Increasing search activity: sessions +7%; exposé impressions +12% vs. pre-Covid levels
- Increasing demand for moving services
- Premium membership revenues in recovery mode in May
- Private listings up >20% vs. pre-Covid levels (mainly due to “listings plus”)

# Germany takes the current crisis with relatively high resilience

**696,000**

Sales transaction in the residential real estate sector in Germany in 2019 compared to **1.2 million in the UK**  
(Gewos, Statista)

**10-15%**

Transaction cost for buyers (tax, notary and land register cost, compared to **2-5% in the UK**)

**>10%**

Equity needed for mortgage in Germany (on top of transaction cost) compared to **>5% in the UK**

**52%**

Home ownership rate in Germany compared to **65% in the UK**  
(Eurostat)

**€6bn+**

Agent commission pool in Germany, with agents' commissions ranging between 3.56% and 7.14% incl. VAT (compared to **1-3% in the UK**)

**26%**

German homes are owner-occupied with mortgage or loan (**38% in the UK**)

A German citizen buys a home every 118 years, a UK citizen every 55 years

**35,000**

Real estate agents in Germany in 2018 (thereof 17,741 contracted IS24 agents) compared to 21,000 in the UK  
(ivd, propdex.co.uk)

**5x**

Multiple of new unit (70 sq m) price in relation to gross annual salary in Germany (compared to **9.8x in UK**)

# ImmoScout24 delivered a strong EBITDA margin increase in Q1 2020

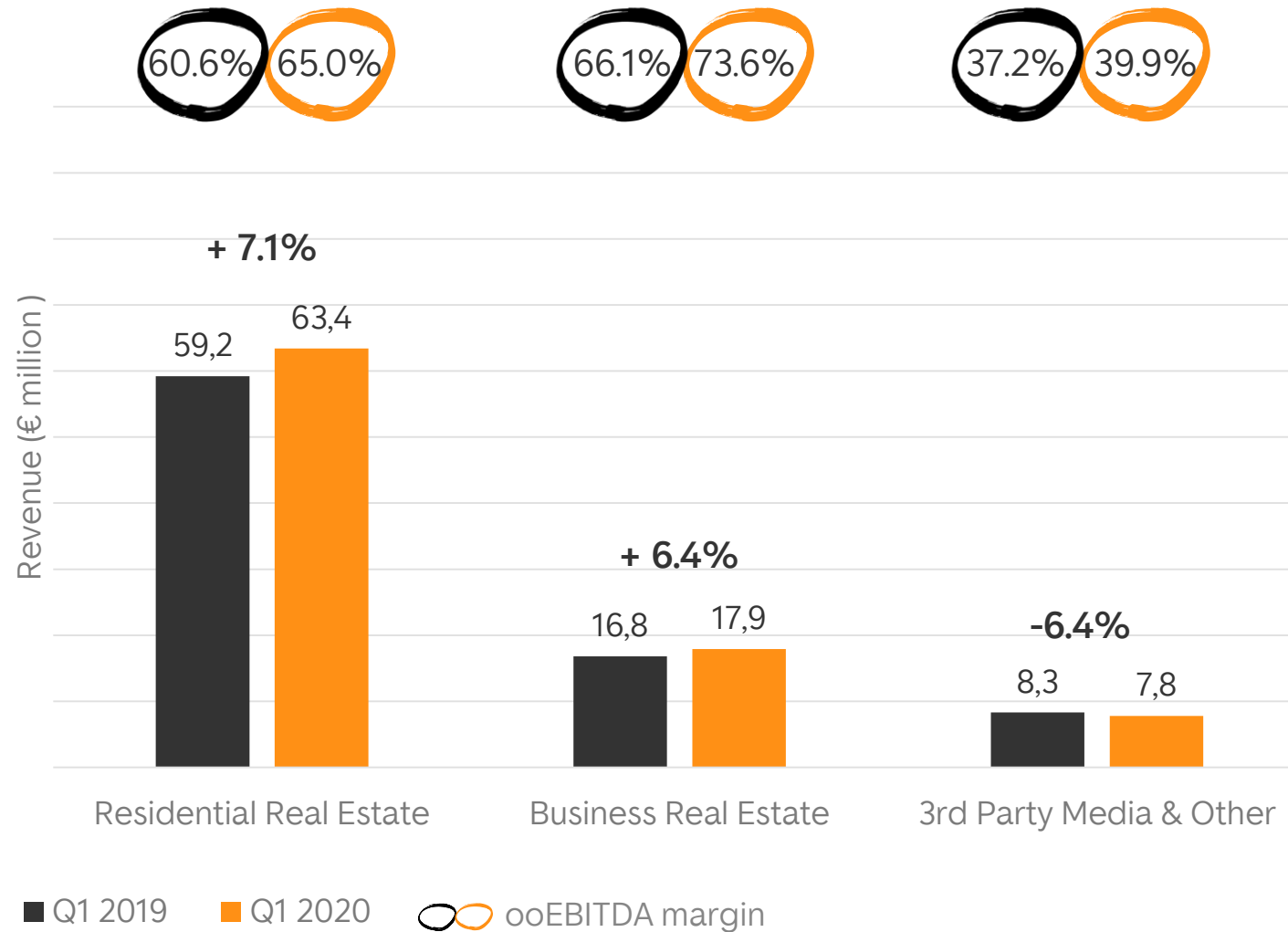
## Performance cockpit

(€m)	External Revenue			ooEBITDA			ooEBITDA margin		
	Q1 2020	Q1 2019	+/-	Q1 2020	Q1 2019	+/-	Q1 2020	Q1 2019	+/-
New Scout24 Group (continuing)	89.1	84.4	+5.6%	55.1	48.2	14.4 %	61.8 %	57.1 %	+4.7 Pp
ImmoScout24 (continuing)	89.1	84.3	+5.6%	57.5	50.1	+14.8%	64.6%	59.4%	+5.2 pp
AutoScout24 (discontinued)	56.7	64.4	-11.9%	15.8	23.1	-31.5%	27.7%	35.7%	-8.0 pp
Old Scout24 Group	145.9	148.8	-2.0%	70.9	70.9	-0.1%	48.6%	47.7%	+0.9 pp



# All three segments contributed to the increase in EBITDA margin

## Segment performance cockpit



**64.6%**  
 Q1 2020  
 IS24  
 ooEBITDA margin

**59.4%**  
 Q1 2019  
 IS24  
 ooEBITDA margin

# We delivered strong ARPU growth

## Adjusted residential real estate ARPU calculation



	Q1 2020	Q1 2019	Change
Residential real estate partners (# of core-customers <sup>1</sup> end of period)	16,680	16,201	+3.0%
- thereof residential agents and property managers	15,289	14,841	+3.0%
- thereof finance partners	1,391	1,360	+2.3%
Residential real estate partner ARPU <sup>2</sup> (€/month)	729	666	+9.5%
- Residential agent and property manager ARPU <sup>2</sup> (€/month)	707	649	+8.9%
- Finance partner ARPU <sup>2</sup> (€/month)	974	914	+6.6%
Business real estate partners (commercial agents, project developers, new home builders) (# of core-customers <sup>1</sup> end of period)	2,748	2,809	-2.2%
Business real estate partner ARPU <sup>2</sup> (€/month)	1,811	1,695	+6.8%

<sup>1</sup> Customers with a running contract containing an obligation for payment which entitles the customer to publish more than one object within the runtime of the contract

<sup>2</sup> Average revenue per user per month, calculated by dividing the revenue generated with the respective core customer in the reported period by the average number of core customers in this period (calculated from the opening and closing balance) further divided by the number of months in the corresponding period

# We achieved a 62% Group ooEBITDA margin

## Efficient cost savings

(€m)	Q1 2020	Q1 2019	+/-
Revenues	89.1	84.4	+5.6%
Own work capitalised	5.4	3.0	+79.7%
Personnel	-20.7	-22.9	-9.7%
Marketing	-8.2	-8.0	+2.5%
IT	-4.0	-3.0	+31.8%
Other operating costs	-6.4	-5.2	23.8%
<b>Total operating cost</b>	<b>-39.4</b>	<b>-39.2</b>	<b>+0.5%</b>
Ordinary operating EBITDA	55.1	48.2	+14.4%
Ordinary operating EBITDA-margin	61.8%	57.1%	+4.7pp

- ✓ Strong revenue development
- ✓ Comparatively higher own work capitalised (project developments)
- ✓ **Cost efficiency measures** (decreasing operating personnel and almost flat marketing expenses) more than compensating for the increased IT-costs
- ✓ Group functions contributed €2.4 million to the costs

And we are  
delivering on our  
announced cost  
base optimisation ...



### “GSD” cost base optimisation

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€14m cost savings  
projected for 2020 at the  
Capital Markets Day 2019

60% related to IS24 = €8m

✓ €2m cost savings realised  
in Q1 = €8m for the full  
year

### Further measures in Covid-19 context

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€10m additional cost  
savings identified

✓ Implementation  
started

### “Memo items”

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✗ €4m dis-synergies  
from sale of AS24  
in 2020

✗ Negative margin  
impact from  
“listings plus”  
initiative

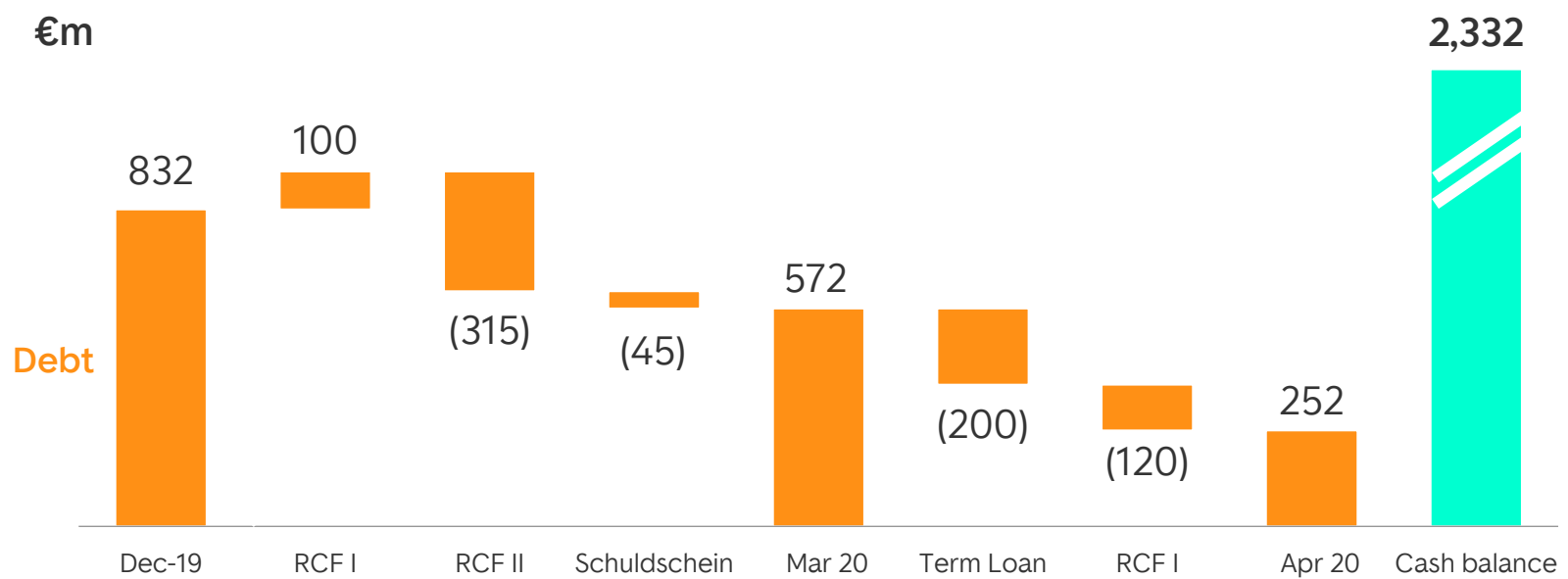
## ... which drops through to “reported” earnings Below EBITDA items

(€m)	Q1 2020	Q1 2019	+/-
<b>Ordinary operating EBITDA</b>	<b>55.1</b>	<b>48.2</b>	+14.4%
Non-operating items	-2.5	-10.2	-75.2%
<b>Reported EBITDA</b>	<b>52.6</b>	<b>38.0</b>	+38.4%
D&A	-12.8	-13.6	-5.9%
EBIT	39.8	24.4	+63.1%
Financial result	-6.4	-4.2	+54.1%
Earnings before Tax	33.4	20.2	+64.9%
Taxes on Income	-6.8	-2.7	+150.6%
<b>Net income (continuing operations)</b>	<b>26.6</b>	<b>17.5</b>	<b>+51,8%</b>
<i>Basic earnings per share (continuing operations)</i>	<i>0.25</i>	<i>0.16</i>	<i>+56.3%</i>
<i>Weighted av. number of shares (million)</i>	<i>104.9</i>	<i>107.6</i>	<i>-2.5%</i>
Net income (discontinued operations)	0.6	7.8	-91.9%
Net income (continuing + discontinued)	27.3	25.3	+7.7%

- ✓ Lower non-operating items of €2.5m mainly consisting of reorganisation costs; higher share-based compensation in Q1 2019
- ✓ Strong increase in EBITDA from continuing operations by 38.4%
- ✓ Slight decline in depreciation / amortisation / impairment (e.g., lower depreciation of IT equipment due to cloud migration, expiring PPA amortisation)
- ✓ Net income of continuing operations increased by +51.8% to €26.6m
- ✓ Basic earnings per share from continuing operations at €0.25

# We have a fortress balance sheet with excess cash

**€2,080m**  
**Net Cash**  
 as of 1 April 2020



Debt structure	Loan volume 31/03/2020* (€m)	Loan volume 01/04/2020 (€m)
Term Loan	300	100
RCF I (drawn)	120	0
RCF I (undrawn)	80	200
RCF II (drawn)	0	0
RCF II (undrawn)	500	500
Schuldschein	152	152

\* Including cash in transit (Term Loan €200m; RCF I €120m)



# Our long-term strategy is clear: we will further drive the real estate ecosystem in Germany



We expand our No. 1 market position in 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 ARPU through new membership models and our value-add offering



We strengthen our position in private listings

## 2. AGM 2020 with several proposals pertaining to the AS24 transaction



# We will hold our first virtual AGM

18 June 2020



## 10 Agenda Topics

1. Presentation of the adopted ANNUAL FINANCIAL STATEMENTS of Scout24 AG
2. **Resolution on the DISTRIBUTABLE PROFIT of Scout24 AG**
3. Approval of the acts (ENTLASTUNG) of the members of the Management Board
4. Approval of the acts (ENTLASTUNG) of the members of the Supervisory Board
5. Election of the AUDITOR
6. **Election of NEW MEMBERS TO THE SUPERVISORY BOARD**
7. **Reduction of the registered share capital through REDEMPTION OF SHARES**
8. **Authorization to PURCHASE TREASURY SHARES**
9. AUTHORIZED CAPITAL 2020 against cash contribution / contribution in kind
10. **PROFIT AND LOSS TRANSFER AGREEMENT with Scout24 Beteiligungs SE**

# Three agenda points refer to our capital return plan ...

## Return AS24 sale proceeds to our shareholders

Agenda  
Point **2**

### **Resolution on the distributable profit of Scout24 AG**

- Distribution of a dividend of total amount of € 94,325,514.30 for the expired financial year 2019, ...
- Equalling a dividend of at least € 0.90 per no-par value share entitled to dividends.

Agenda  
Point **7**

### **Reduction of the registered share capital through redemption of shares**

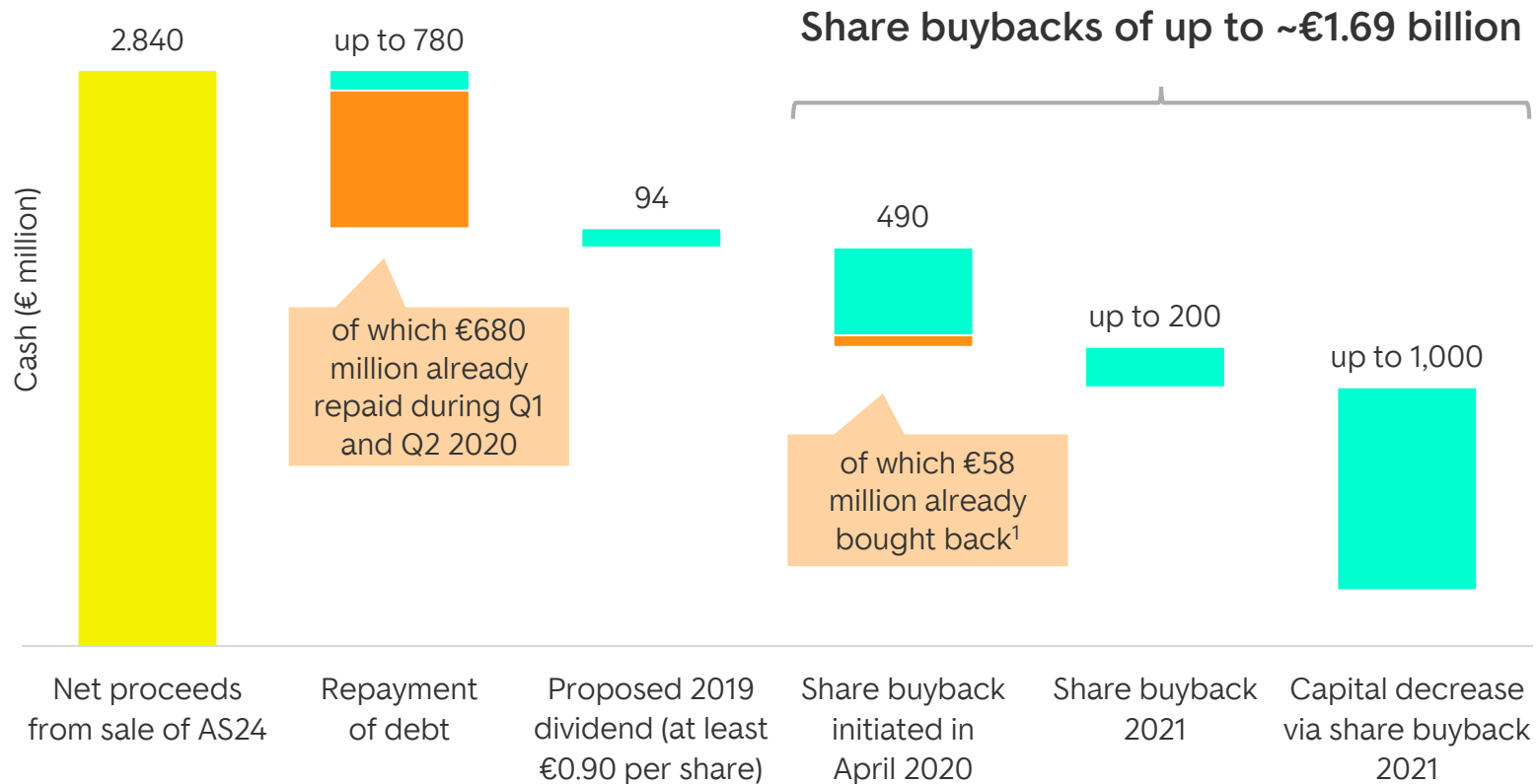
- Pay-out volume available in total for the purchase of treasury shares (without incidental purchase costs) amounts to up to € 1bn.
- Purchase shall take place by way of a public purchase offer addressed to all shareholders; shares to be purchased and redeemed between 1 February 2021 at the earliest and the end of 30 June 2021 at the latest.

Agenda  
Point **8**

### **Authorisation to purchase treasury shares**

- Scout24 AG to be authorised until 17 June 2025 to purchase treasury shares up to a total of 10% of the existing share capital.
- Authorisation may be exercised in whole or in installments, once or several times.

... which consists of a combination of share buyback, dividend and capital reduction



- ✓ Reconfirming debt repayments of up to €780 million
  - €680 million already repaid
- ✓ Reconfirming 2019 dividend payout proposal of €94.3 million
- ✓ Reconfirming capital distribution to shareholders via share buybacks in 2020-2021 of up to €1.69 billion

<sup>1</sup> Buyback volume as of 23 April 2020

# Agenda Item 6

refers to the election of new members to the Supervisory Board

- Terms of office of **all Supervisory Board** members will **expire** at the end of the Annual General Meeting on 18 June 2020.
- **New elections** for **all positions** on the Supervisory Board.
- Shortened terms of **four years** for all newly elected members.
- **Five** of the Supervisory Board **members** currently in office are to be **re-elected**

Dr Hans-Holger Albrecht  
Mr Christoph Brand  
Mr Frank H. Lutz  
Mr Peter Schwarzenbauer  
Mr André Schwämmlein

- Ms Ciara Smyth is **not available** for re-election
- **Dr Elke Frank** is to be **newly elected** to the Supervisory Board



# Six candidates for the Supervisory Board representing a wide and well spread pool of expertise

## Dr Hans-Holger Albrecht Chairman

Born 1963, German  
Member since 2018  
To be appointed until AGM 2024

**CEO and Member of the Board of  
Deezer S.A. (not listed)**

Other Board memberships:  
Chairman of the Board of Directors  
of Ice Group ASA (listed)



## Frank H. Lutz Deputy Chairman

Born 1968, German  
Member since 2019  
To be appointed until AGM 2024

**CEO CRX Markets AG (not listed)**

Other Board memberships:  
Supervisory Board member  
Bilfinger SE (listed)



## Christoph Brand

Born 1969, Swiss  
Member since 2019  
To be appointed until AGM 2024

**CEO of Axpo Holding AG  
(not listed)**

Other Board memberships:  
Member of the Board of Directors  
of Centralschweizerische  
Kraftwerke AG (non-listed)



## Peter Schwarzenbauer

Born 1959, German  
Member since 2017  
To be appointed until AGM 2024

**Former member of the  
management board of BMW AG**

Other Board memberships:  
Supervisory Board member of  
UnternehmerTUM GmbH (non-  
listed)



## André Schwämmlein

Born 1981, German  
Member since 2019  
To be appointed until AGM 2024

**MD of FlixMobility GmbH  
(not listed)**

No other Board memberships



## Dr Elke Frank

Born 1971, German  
Member since: **NEW CANDIDATE**  
To be appointed until AGM 2024

**Member of the Executive Board  
of Software AG (listed)**

Other Board memberships:  
Kuratorium of the Fraunhofer  
Institute for Industrial Engineering  
IAO (pro bono, non-listed).

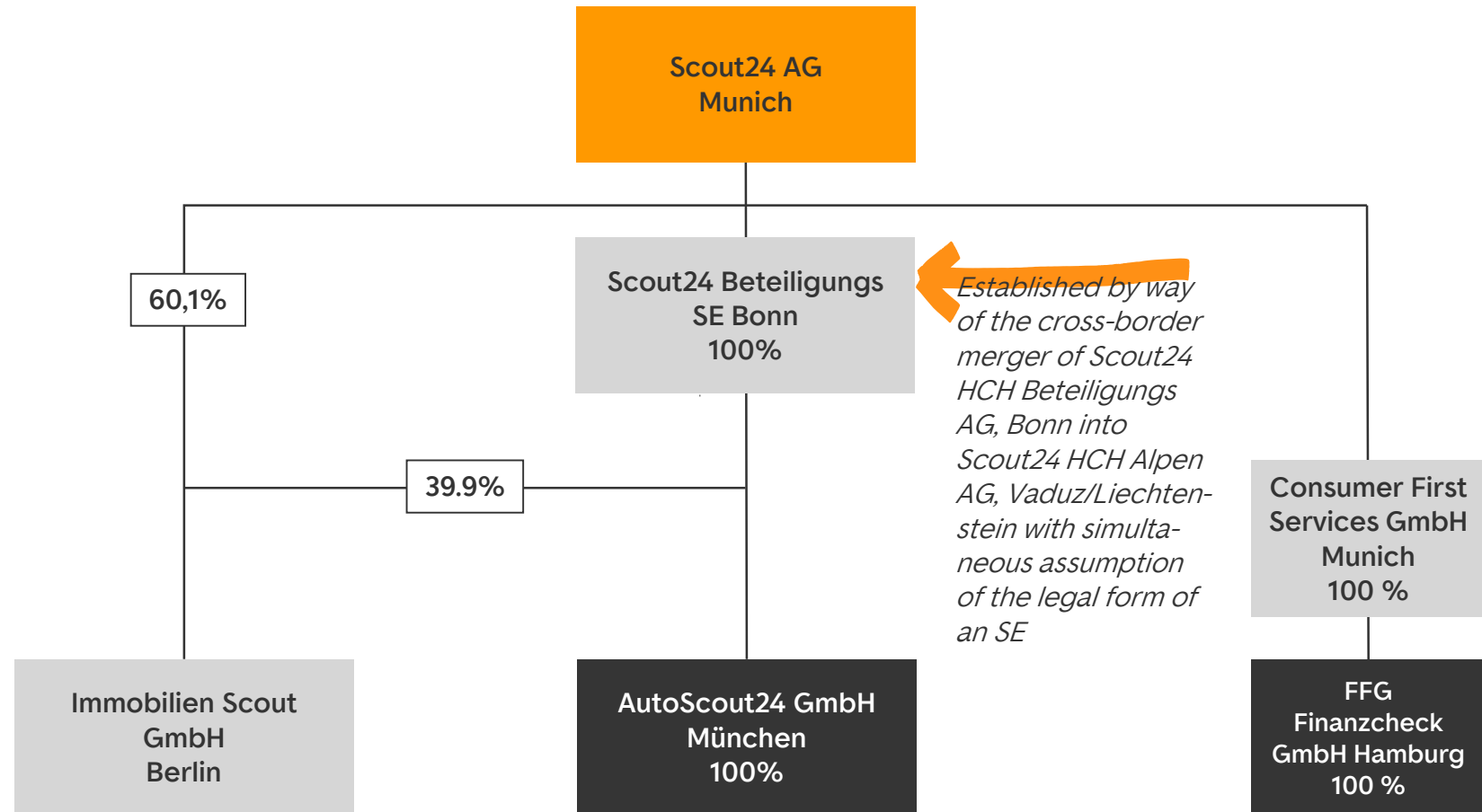


## Agenda Item 10

# refers to the profit and loss transfer agreement with Scout24 Beteiligungs SE

- Profit and loss transfer agreement with Scout24 Beteiligungs SE was concluded on 28 April 2020 ...
- ... subject to the approval of the AGM of Scout24 AG (AGM of Scout24 Beteiligungs SE approved already).
- Agreement applies with retroactive effect as of 1 January 2020.
- Agreement may be terminated for the first time to the end of 31 December 2024.

Organisation Chart as of 31 December 2019  
(AutoScout24, FINANZCHECK = discontinued operations)



# Make it happen!

## Next dates

18 June 2020: Virtual AGM 2020 (Shareholders who have duly registered can follow the AGM in full in audio and video on the Internet.)

13 August 2020: Publication of H1 2020 results

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