



Moving to the next level

Fireside Chat



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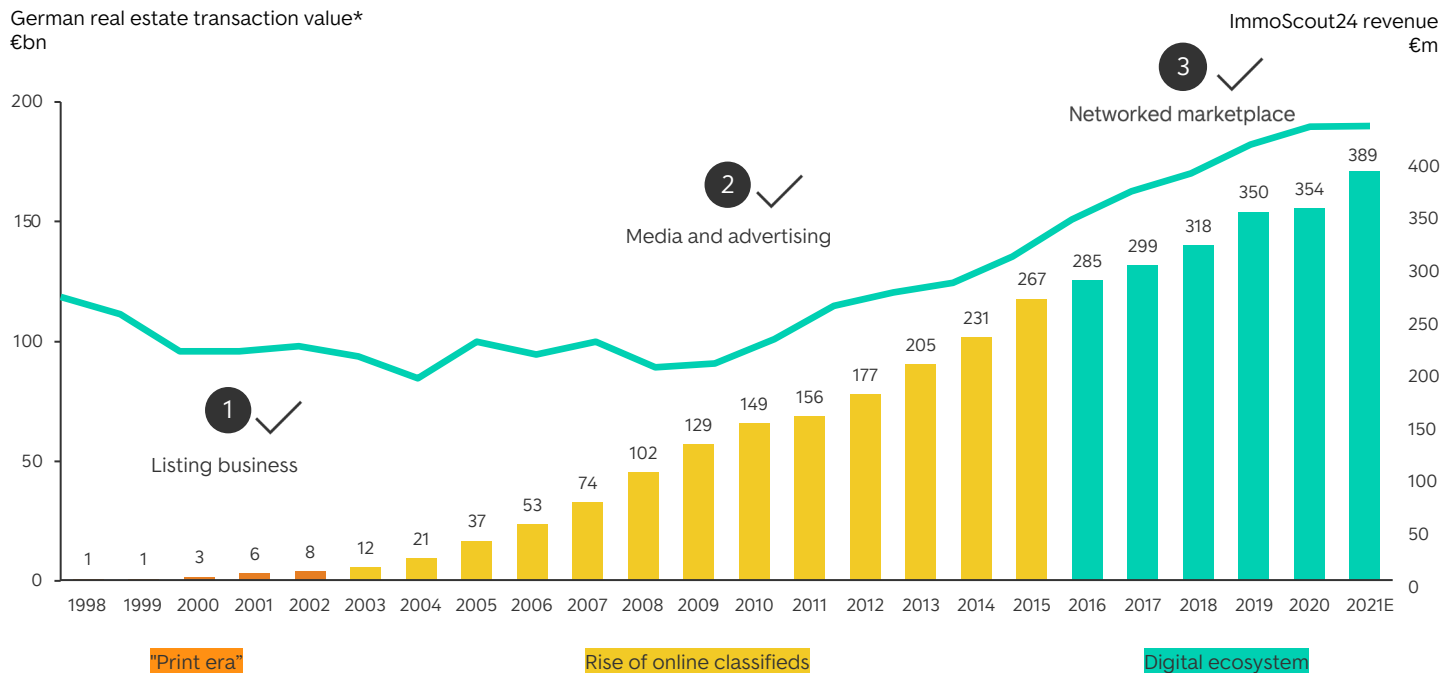
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For over two decades Scout24 has shown **resilient and attractive growth** through **value creation** for customers and shareholders

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

Based on strong market position with superior brand perception

At our CMD in December, we presented **five value drivers** for the next level of value creation ...

Main 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

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

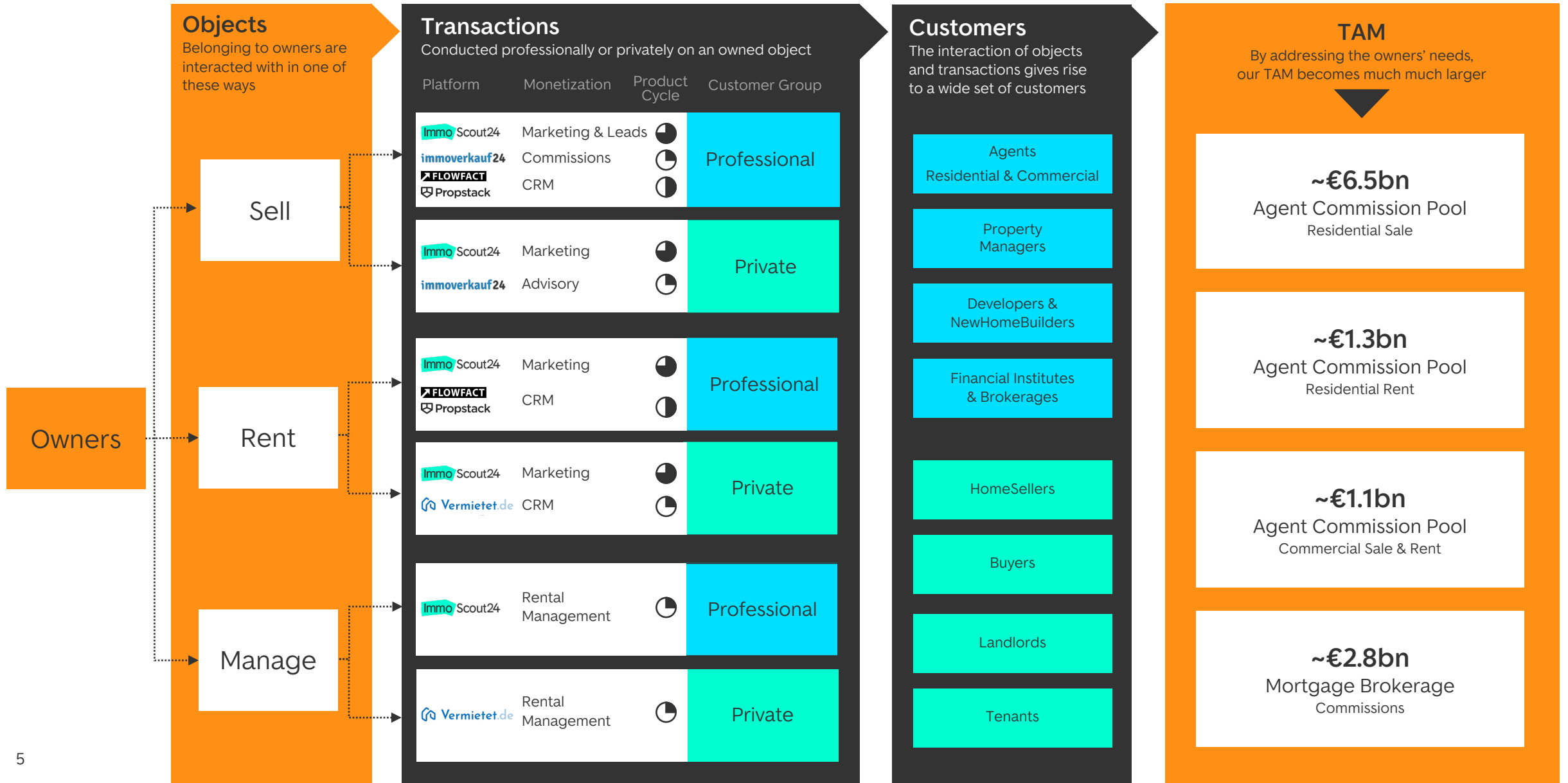
400k+
Plus-Subscribers by 2026

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

... shifting from our classifieds core into a **significantly bigger** playing field



The current challenges in the German real estate market ...

- Strong **price increases** for residential sale properties expected to continue in the next 12 months at approx. 12% to 14%¹
- Rising **interest rates** are already leading to 30%¹ higher financing costs yoy
- Ancillary costs expected to increase by 33% over the next months (02/2021 to 12/2022)¹ mainly driven by strongly rising **energy costs**
- **Supply / demand situation** still tense with government targeting 400k new building p.a. (t/o 100k subsidized)
- Delivery is uncertain in current macro environment with **supply shortage** of building material

1) ImmoScout WohnBarometer Q1 2022; ancillary costs based on a 70sqm apartment

6 JPMorgan May TMT Conference

... drive the **impact and relevance** of our products

Agent memberships

- › Agents' commission pool continues to increase
- › ... while transaction activity is expected to increase
- › ... and object marketing is gaining relevance

Seller leads

- › Largest challenge of agents is to win the next mandate
- › ... while mandate sourcing is becoming increasingly digital.

Mortgage leads

- › Financing environment requires more advisory services
- › ... and improved lead qualification.

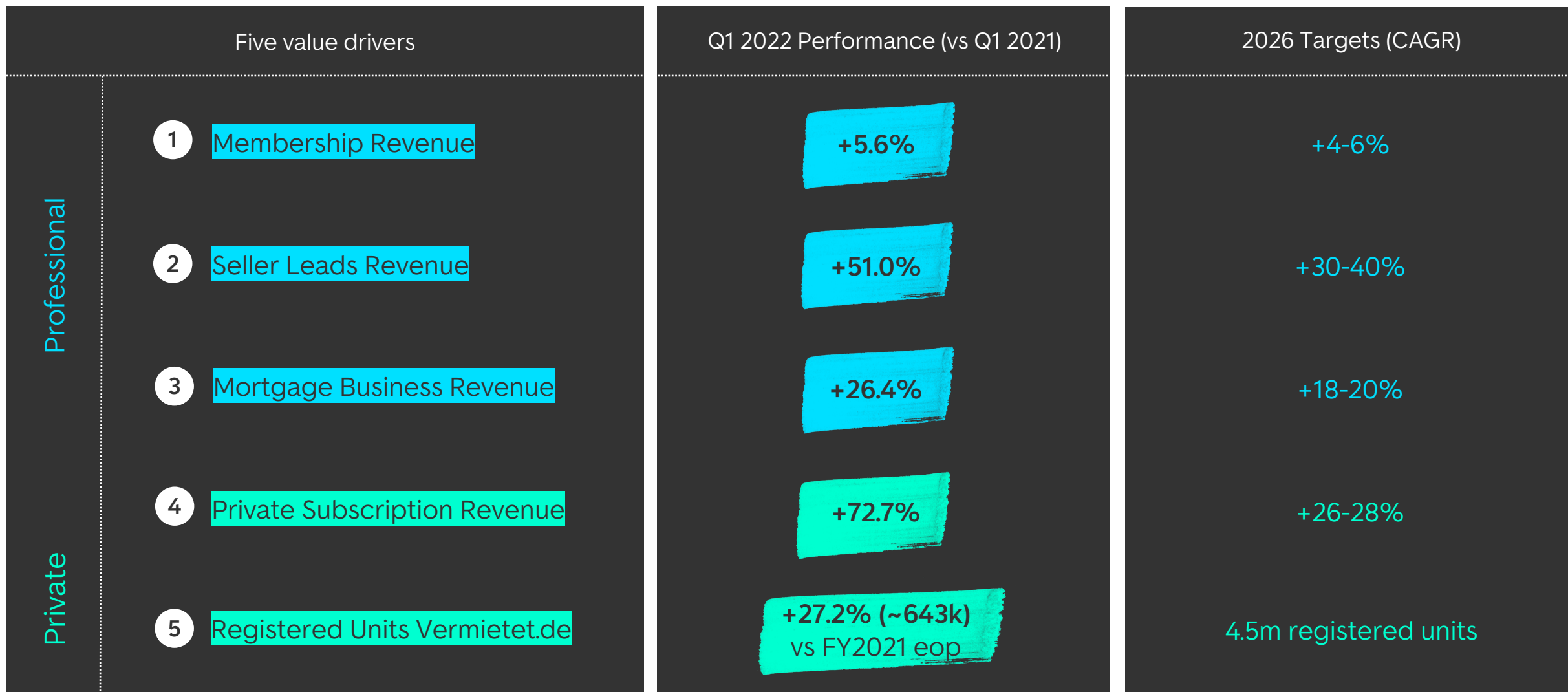
Plus products

- › Finding the dream property is highly challenging
- › ... while more digitally savvy consumers ask for fast and efficient delivery.

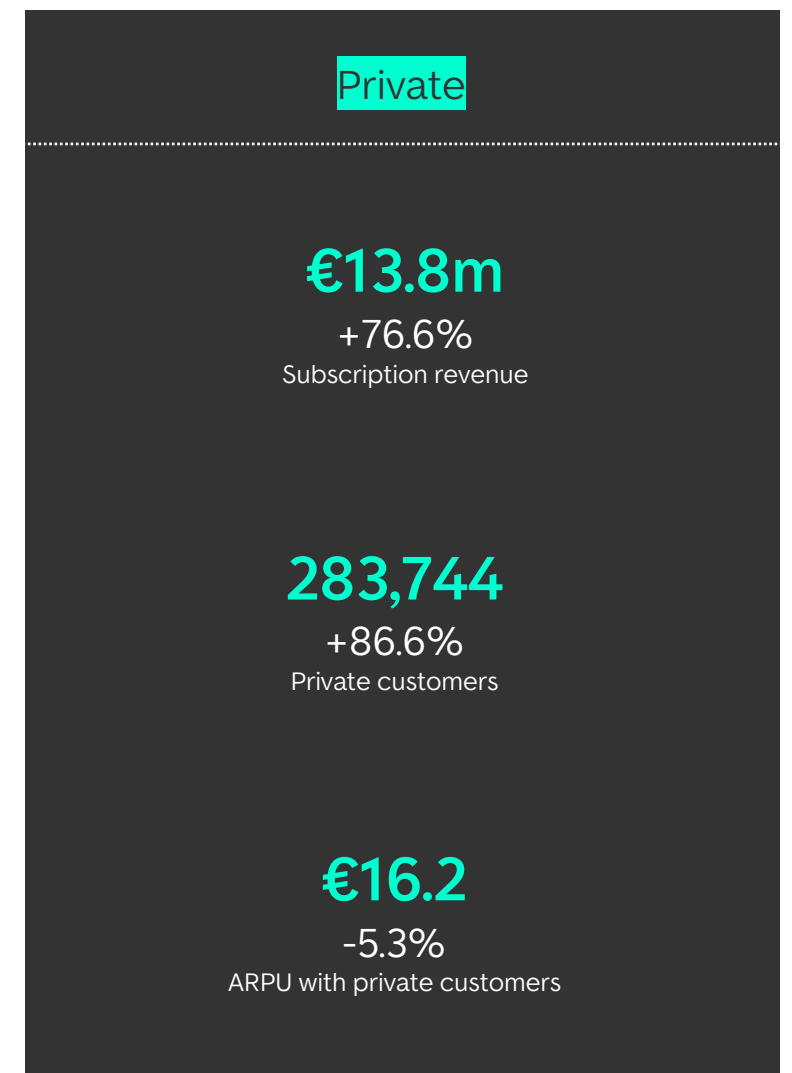
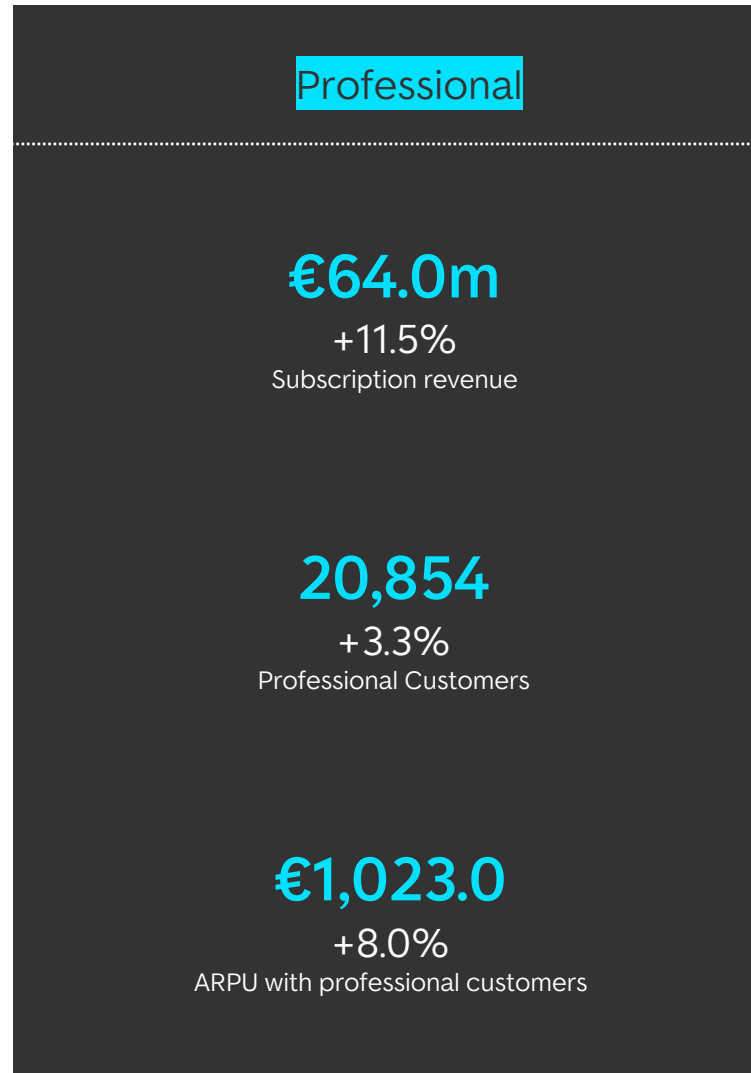
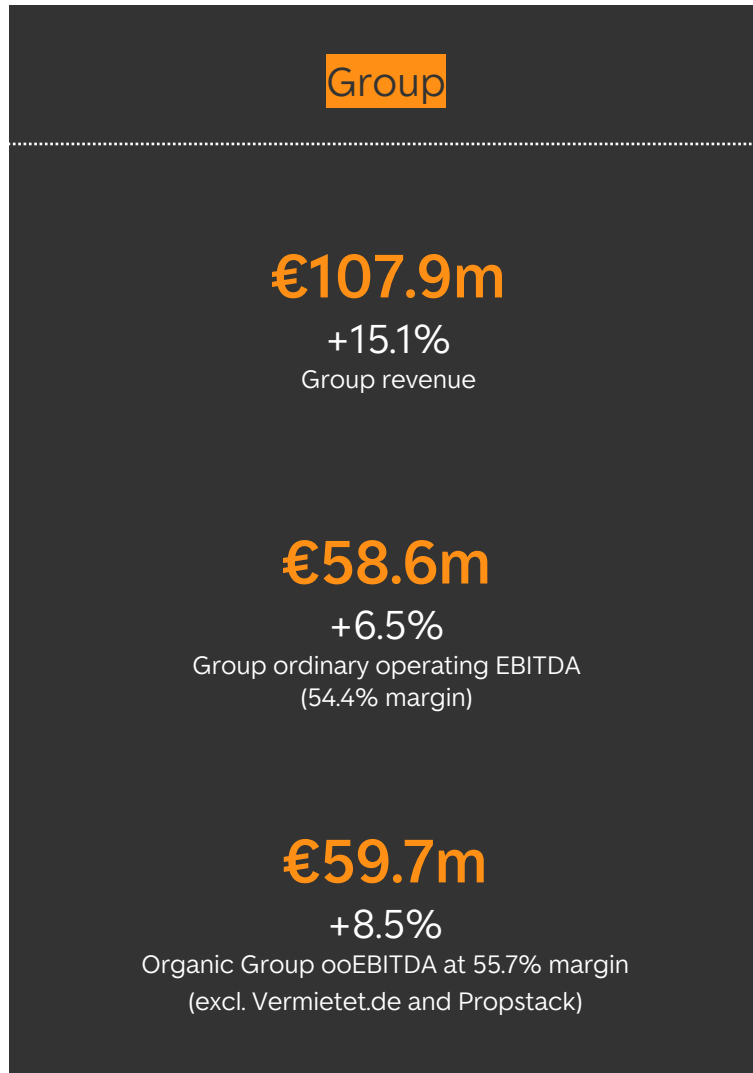
Vermietet.de

- › Tenant / landlord dialogue on ancillary costs will increase.

Our Q1 results show that **we are full steam ahead** to deliver against our five value drivers ...



... with strong KPIs across the board



Note: Q1 2022 KPIs; %age of change vs Q1 2021

We reconfirmed our 2022 guidance at the upper end of the range

		2022E
Revenue growth	Professional	10-12%
	Private	12-14%
	Media & Other	12-14%
	Scout24 Group	11-12%
Ordinary operating EBITDA	Scout 24 Group - Growth	6-8%

Scout24

Next events:

AGM 2022: 30 June 2022

Q2/H1 2022 results: 9 August 2022 3pm

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