



Moving to the next level

Fireside Chat with Sarah Simon from Berenberg



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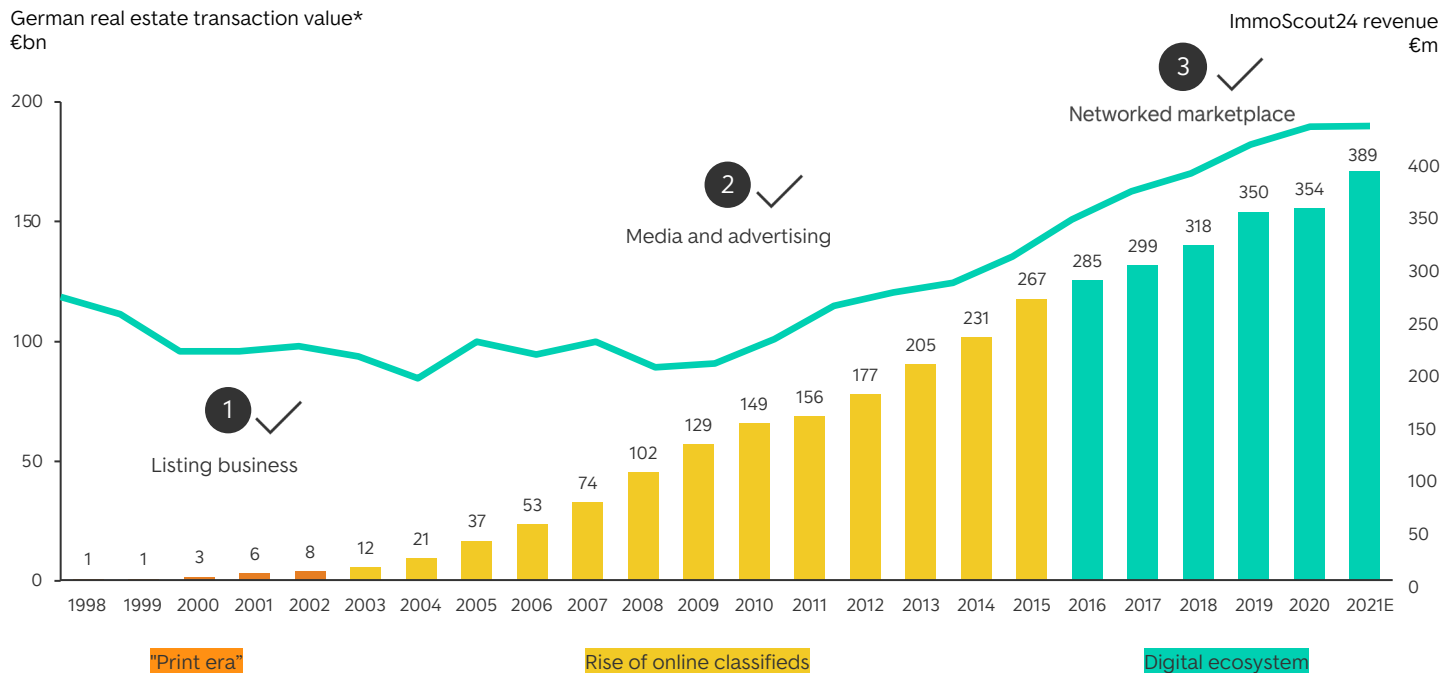
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The Q1 2022 figures contained in this document were neither audited in accordance with §317 HGB nor reviewed by an auditor.

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

Our business model addresses the unique situation of the German real estate market

1.6%

Of living units sold within a year compared to **5.2% in the US**.
(Gewos, US Census, 2019 data)

52%

Home ownership rate in Germany compared to **65% in the US**.
(Eurostat, US Census)

26%

Of German owner-occupied homes carry a mortgage / loan (we assume a higher percentage in the US).

10-15%

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

ca. 5%

Effective agent commission in Germany split 50/50 between buyer and seller.

8.2%

Growth CAGR house prices in Germany from 2017 to 2021.

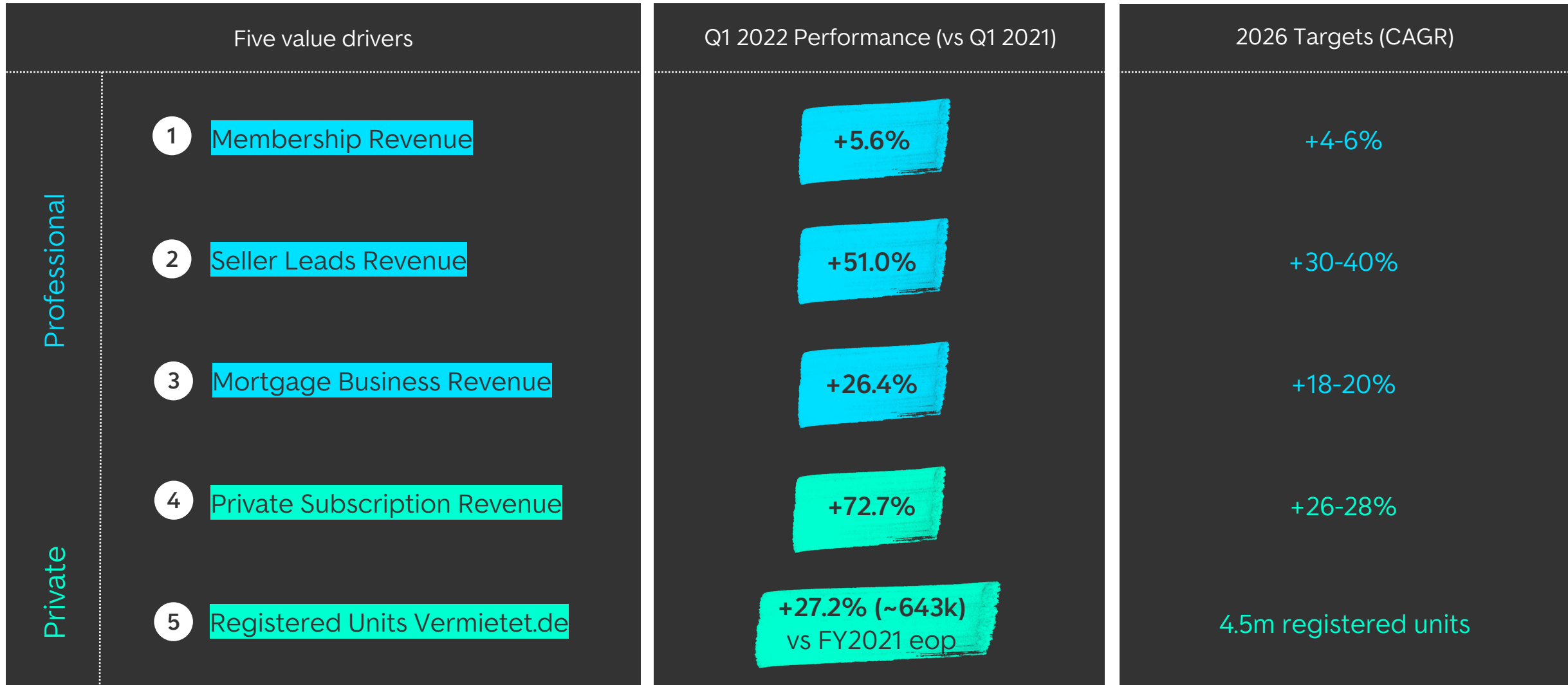
44

Applicants per rental listing in German Top 7 cities within one week on average in 2021.

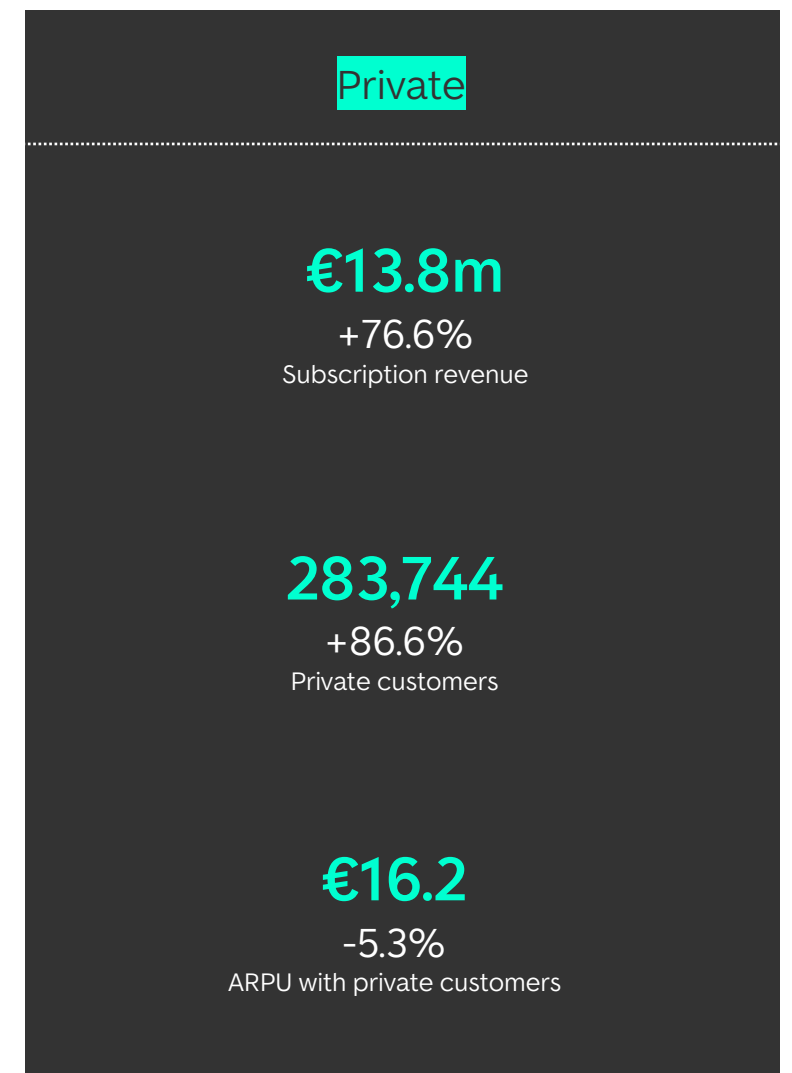
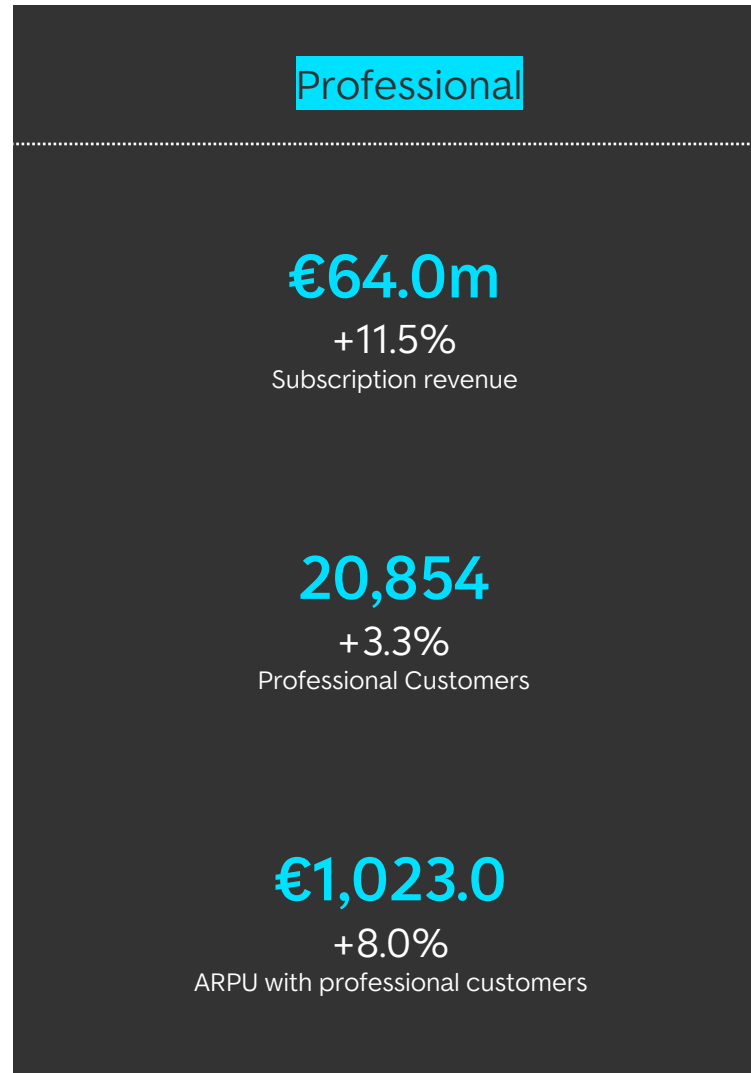
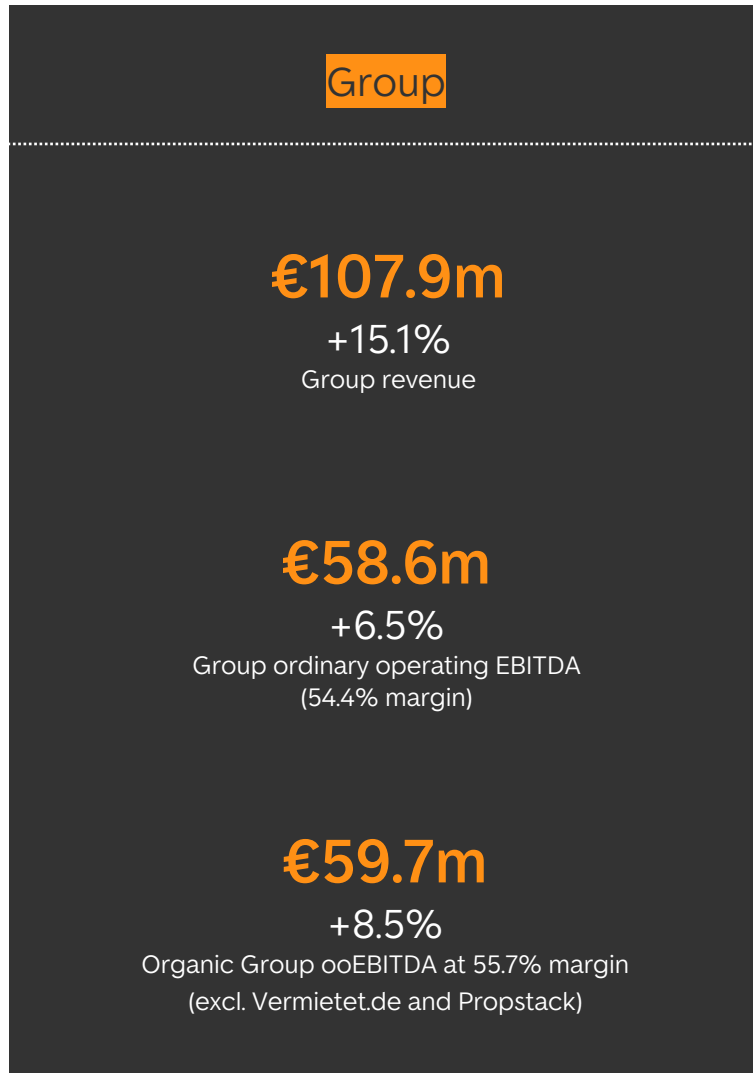
35,000

Real estate agents in Germany (thereof 20,800 contracted IS24 agents).
(ivd, 2018 data)

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

Scout24

Next events:

AGM 2022: 30 June 2022
Q2/H1 2022 results: 9 August 2022 3pm

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