



Moving to the next level

Barclays Conference – Group Meeting



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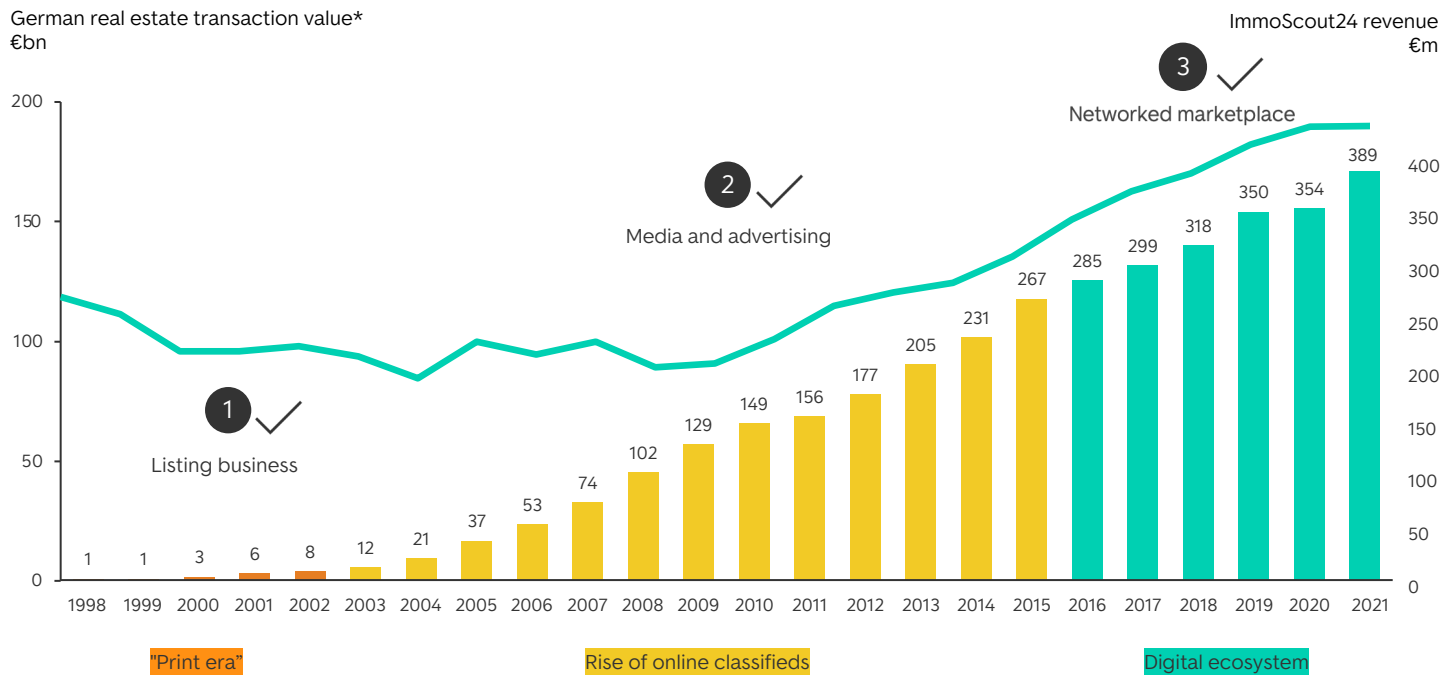
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The Q1 2022 figures contained in this document were neither audited in accordance with §317 HGB nor reviewed by an auditor.

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

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

- Ongoing **price momentum** for residential sale properties expected to continue in the next 12 months¹
- 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)
- Construction activity is uncertain in current macro environment with **supply shortage** of building material

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

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... boost 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.

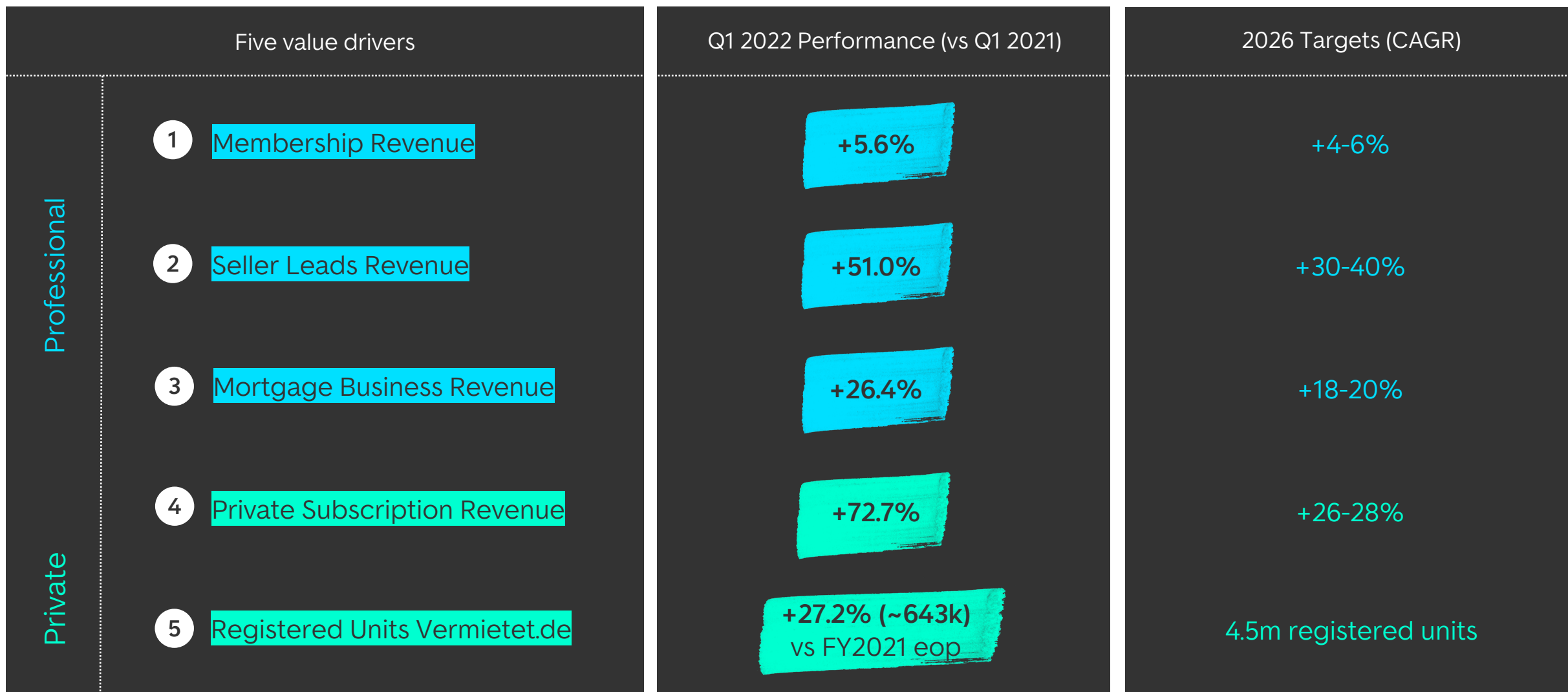
Plus products

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

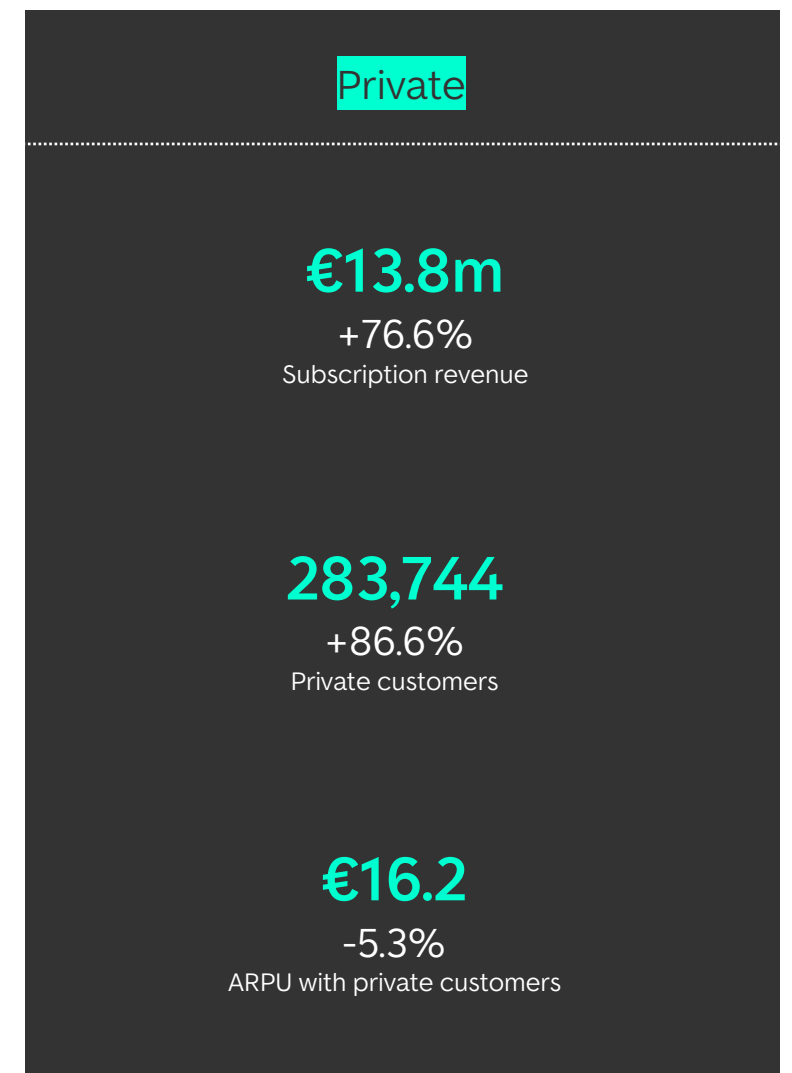
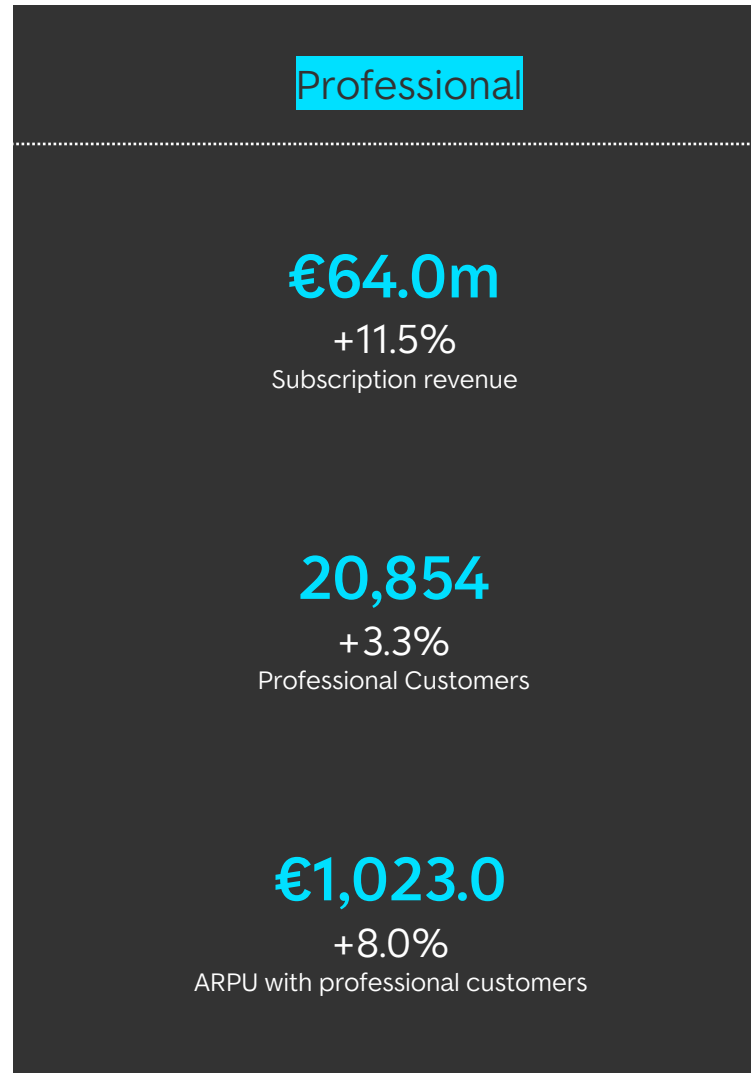
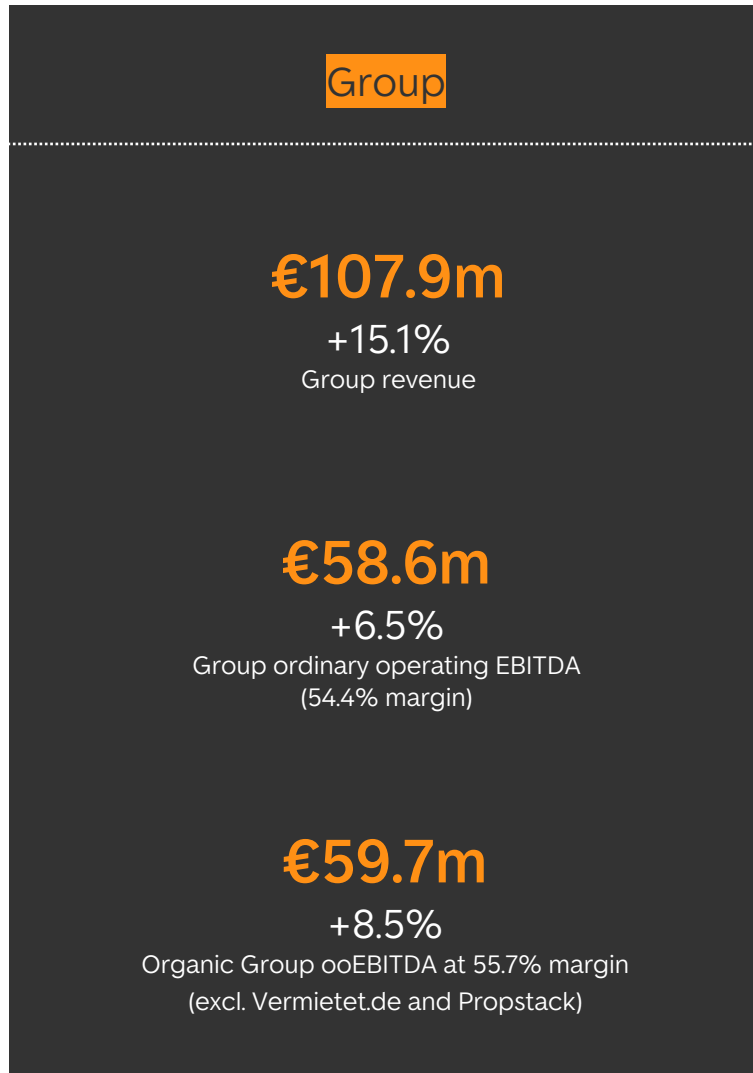
Vermietet.de

- › 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

Scout24

Next events:

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

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