



Moving to the next level

Eleventh German Corporate Conference



Tobias Hartmann (CEO)

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Please note that due to other rounding methods, growth rates can differ to the H1 report.

The H1 2022 figures have been subject to a review by the auditor.

Scout24 at a glance – we serve three stakeholder groups with leading product offerings

Stakeholder

Stakeholder Needs

Scout24 Offering

Breakdown of Revenue Streams



Agents

- *Use most efficient marketing channels*
- *Win new mandates*
- *Build local brand and stand out from competition*

- Agent Membership
- PPA Listings
- Realtor Lead Engine
- IV24
- Agent CRM (FF & PS)



Homeowners

- *Find suitable realtors and tenants/ buyers*
- *Sell quickly and at the best price*
- *Ensure efficiency and security of the transaction*

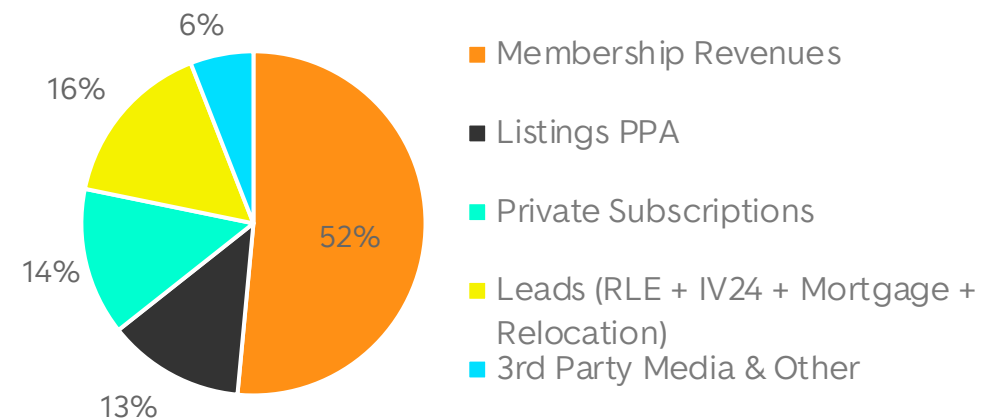
- Vermieter+
- HomeSeller Hub
- Viermietet.de
- IV24



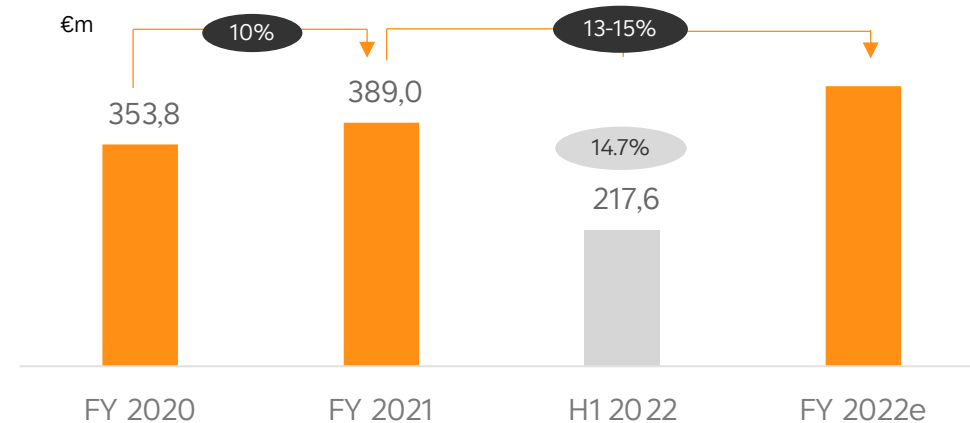
Consumers

- *Find a new residential/ commercial property*
- *Benefit from personalized property search*
- *Get maximum transparency and orientation in decision making*

- Käufer+
- Mieter+

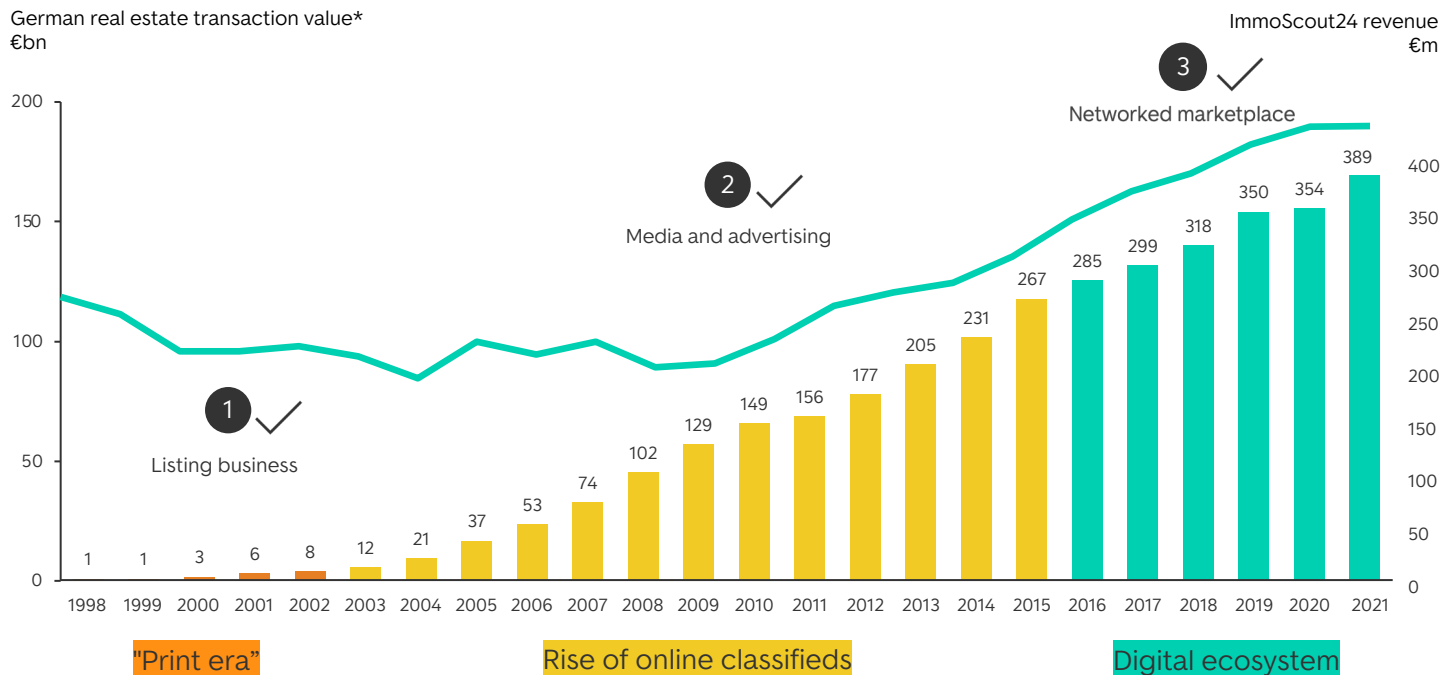


Revenue development



Innovation runs at the heart of Scout24 – for over two decades the company has defined industry trends and managed to “Re-invent” itself over time

ImmoScout24 Revenue Development in changing Real Estate Market



- ✓ Reflecting strong market position with superior brand perception
- ✓ Re-inventing the company at the right moments
- ✓ Defining industry trends in an evolving market
- ✓ Growth despite several crises, including the globally changing Covid-19 era

German real estate market dynamics are changing

Buyers are faced with ...

- Rising interest rates
- Higher mortgage scrutiny

Sellers are facing ...

- Longer time to close sale
- Less buyers

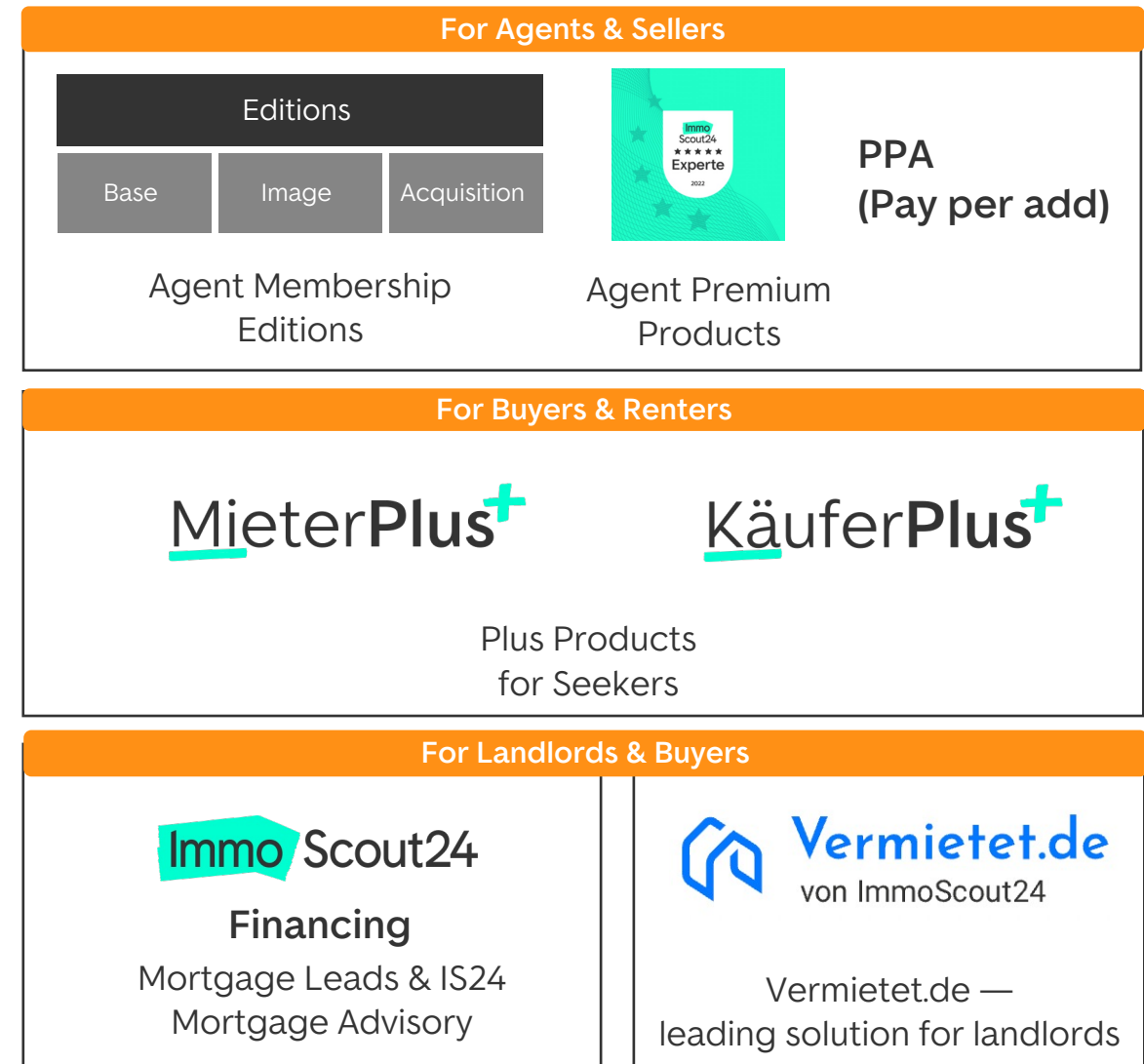
Renters are facing ...

- Scarcity of supply
- Increasing (and uncertain) ancillary energy costs

Agents need ...

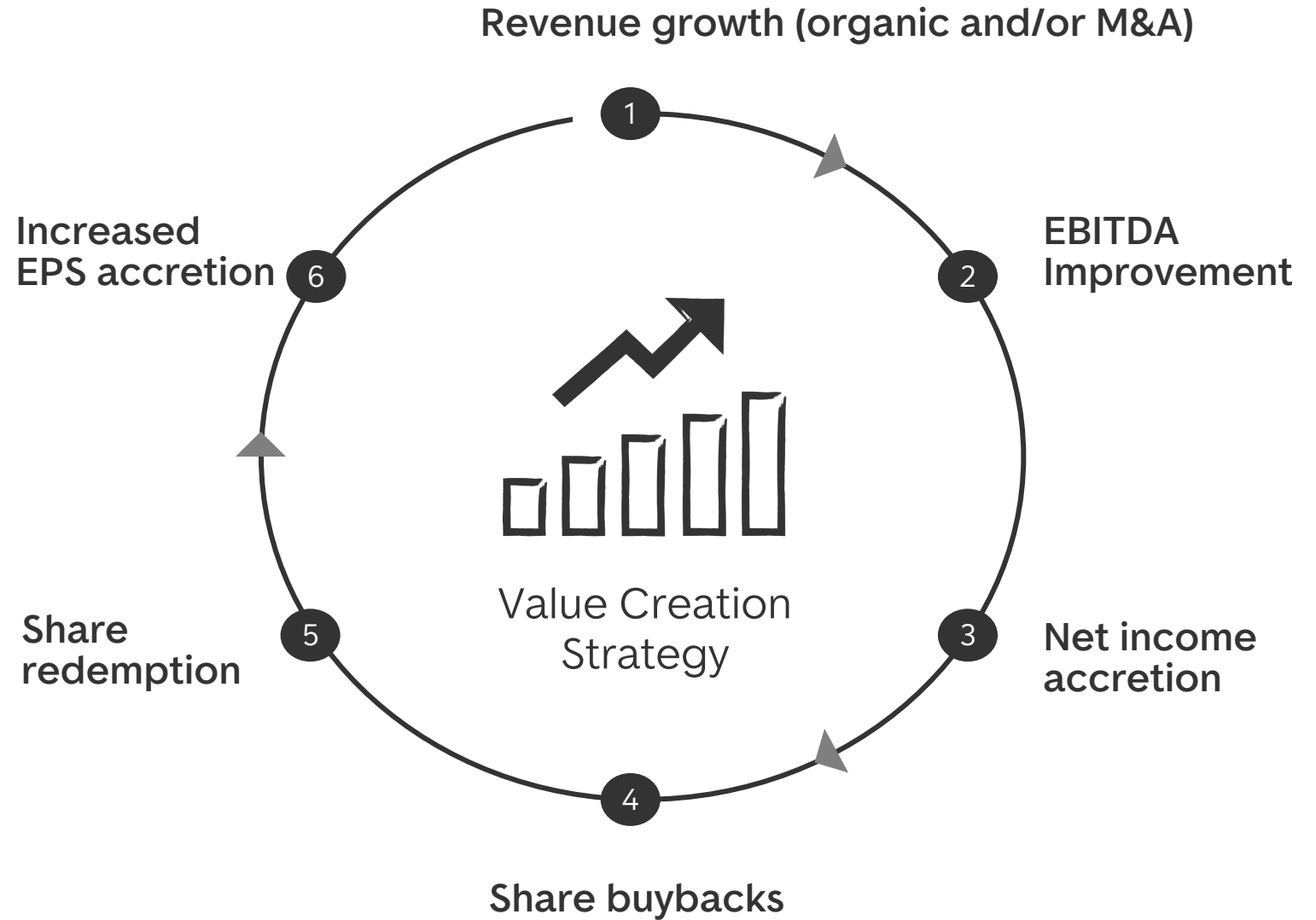
- Marketing power
- High quality leads

Scout24's value-add product suite addresses these challenges



Scout24 Value Creation Formula

We are focused on creating a fly-wheel of value creation for shareholders based on organic and in-organic growth



Q&A



Scout24

Next event:
Q3/9M 2022 results
3 November 2022 at 3pm CET

Filip Lindvall – Director Group Strategy & Investor Relations

ir@scout24.com