Moving to the next level

Fireside Chat with Sarah Simon from Berenberg

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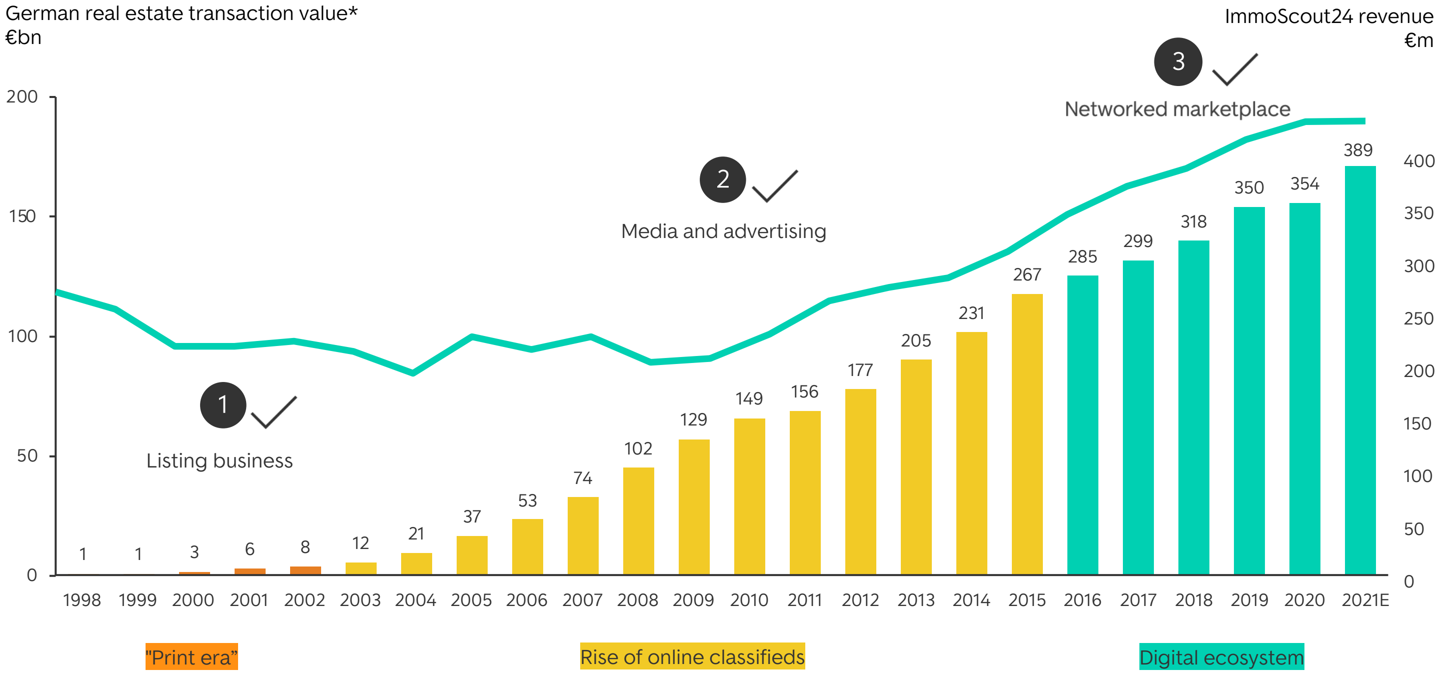
The Q1 2022 figures contained in this document were neither audited in accordance with §317 HGB nor reviewed by an auditor.

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



*Source: GEWOS (2021)

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

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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)

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

		Five value drivers	Q1 2022 Performance (vs Q1 2021)	2026 Targets (CAGR)
Professional	1	Membership Revenue	**+5.6%**	+4-6%
	2	Seller Leads Revenue	**+51.0%**	+30-40%
	3	Mortgage Business Revenue	**+26.4%**	+18-20%
Private	4	Private Subscription Revenue	**+72.7%**	+26-28%
	5	Registered Units Vermietet.de	**+27.2% (~643k)** vs FY2021 eop	4.5m registered units

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... with **strong KPIs** across the board

Group	Professional	Private
€107.9m +15.1% Group revenue	**€64.0m** +11.5% Subscription revenue	**€13.8m** +76.6% Subscription revenue
€58.6m +6.5% Group ordinary operating EBITDA (54.4% margin)	**20,854** +3.3% Professional Customers	**283,744** +86.6% Private customers
€59.7m +8.5% Organic Group ooEBITDA at 55.7% margin (excl. Vermietet.de and Propstack)	**€1,023.0** +8.0% ARPU with professional customers	**€16.2** -5.3% ARPU with private customers

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

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Next events:

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

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