

# CREATING FUTURE NETWORKS

SCOUT24 AG | Munich/ Berlin | October 2019



# Disclaimer

This document has been issued by Scout24 AG (the "Company" and, together with its direct and indirect subsidiaries, the "Group") and does not constitute or form part of and should not be construed as any offer or invitation to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company, nor shall any part of it nor the fact of its distribution form part of or be relied on in connection with any contract or investment decision, nor does it constitute a recommendation regarding the securities of the Company or any present or future member of the Group.

All information contained herein has been carefully prepared. However, no reliance may be placed for any purposes whatsoever on the information contained in this document or on its completeness. No representation or warranty, express or implied, is given by or on behalf of the Company or any of its directors, officers or employees or any other person as to the accuracy or completeness of the information or opinions contained in this document and no liability whatsoever is accepted by the Company or any of its directors, officers or employees nor any other person for any loss howsoever arising, directly or indirectly, from any use of such information or opinions or otherwise arising in connection therewith.

The information contained in this presentation is subject to amendment, revision and updating. Certain statements, beliefs and opinions in this document are forward-looking, which reflect the Company's or, as appropriate, senior management's current expectations and projections about future events. By their nature, forward-looking statements involve a number of risks, uncertainties and assumptions that could cause actual results or events to differ materially from those expressed or implied by the forward-looking statements. These risks, uncertainties and assumptions could adversely affect the outcome and financial effects of the plans and events described herein. Statements contained in this document regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. The Company does not undertake any obligation to update or revise any information contained in this presentation (including forward-looking statements), whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this document.

This document is not an offer of securities for sale in the United States of America. Securities may not be offered or sold in the United States of America absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended. Neither this document nor any copy of it may be taken or transmitted into the United States of America, its territories or possessions or distributed, directly or indirectly, in the United States of America, its territories or possessions or to any US person.

By attending, reviewing or consulting the presentation to which this document relates or by accepting this document you will be taken to have represented, warranted and undertaken that you have read and agree to comply with the contents of this notice.

Nothing in this document constitutes tax advice. Persons should seek tax advice from their own consultants or advisors when making investment decisions.

All numbers in new vertical structure unaudited and preliminary only, if not otherwise stated.

We are the most important marketplace for both our partners and consumers – and more relevant than ever

**Leading Market Positions**

**>3 million<sup>1</sup>**  
Active Listings

**213 million sessions<sup>2</sup>** of our core brands  
(+9% vs. prior year)

**171 million mobile users (~80% total)**  
(H1 2018: 148 Mio.)

**SCOUT 24**

The strongest revenue growth<sup>3</sup> in 1<sup>st</sup> half 2019  
(+20% vs. H1 2018)

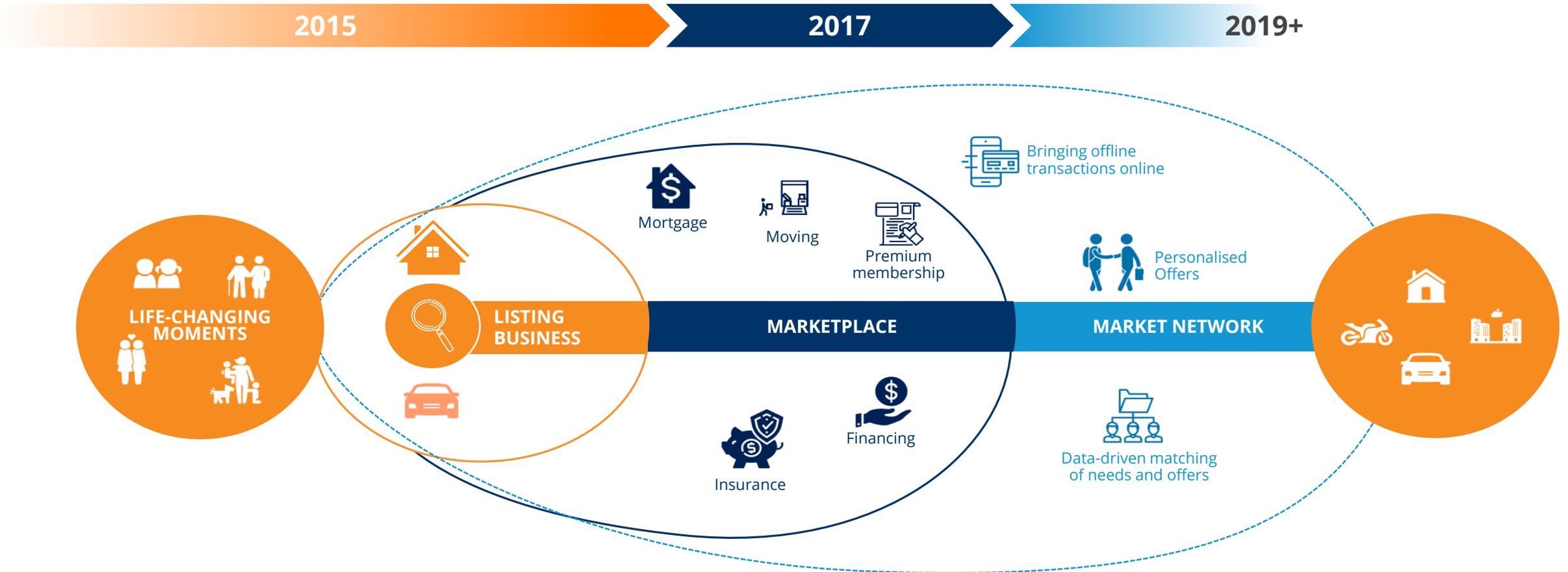
**57%** organic ordinary operating **EBITDA-Margin** in 1<sup>st</sup> half 2019  
(+7%-pts vs. H1 2019)

1) Based on total listings.

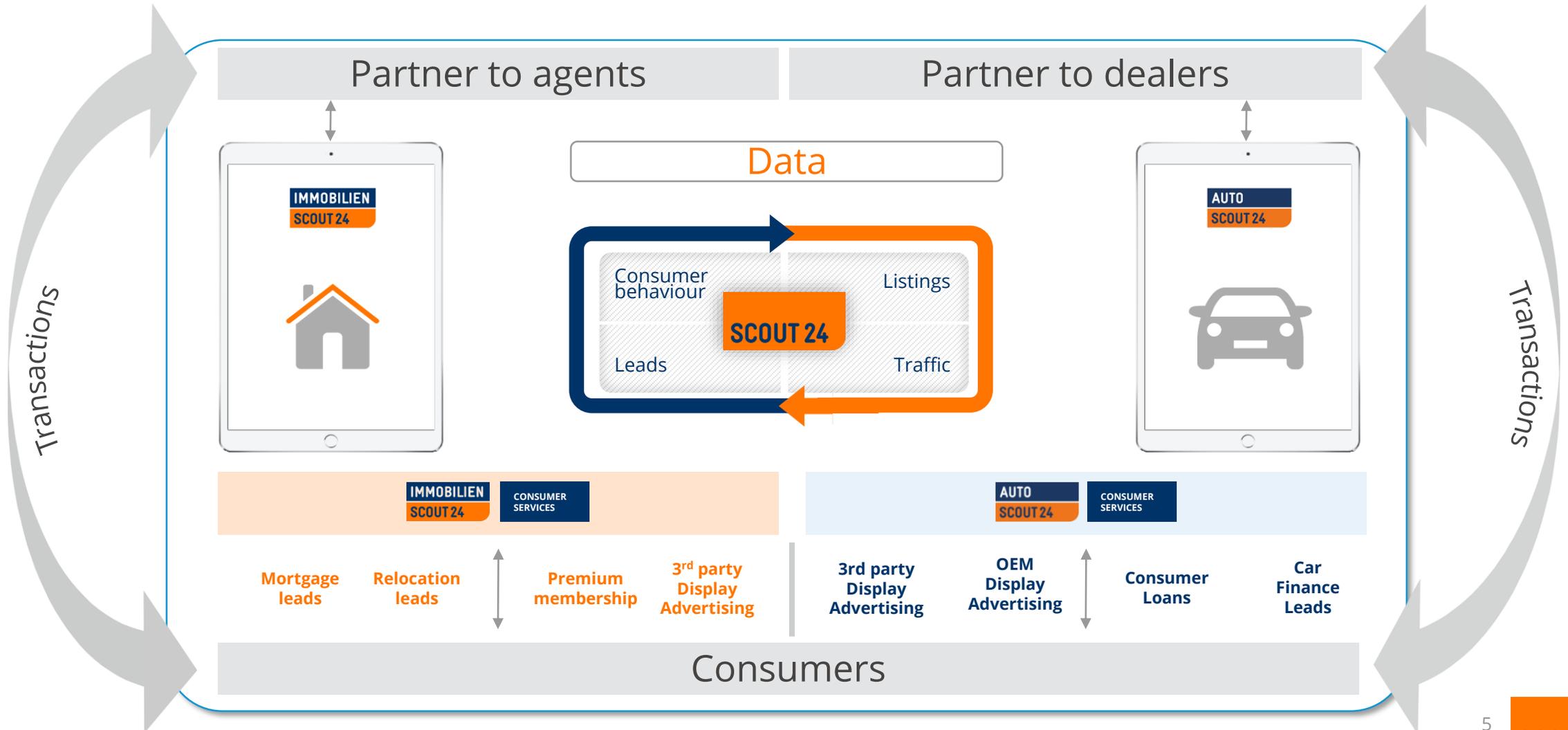
2) Management estimate, average monthly sessions, measured by internal visitor observation (Google Analytics).

3) Increase in consolidated revenues by c.20% to €300.7m., Adjusted for consolidation effects, the growth rate was c.14%.

# Since the IPO, we have continuously evolved from a listing business to a market network



# We have built data-driven Market Networks across both our verticals



# Our strengthened management team stands for growth and value creation



**Tobias Hartmann**  
Chief Executive Officer



**Dr. Dirk Schmelzer**  
Chief Financial Officer



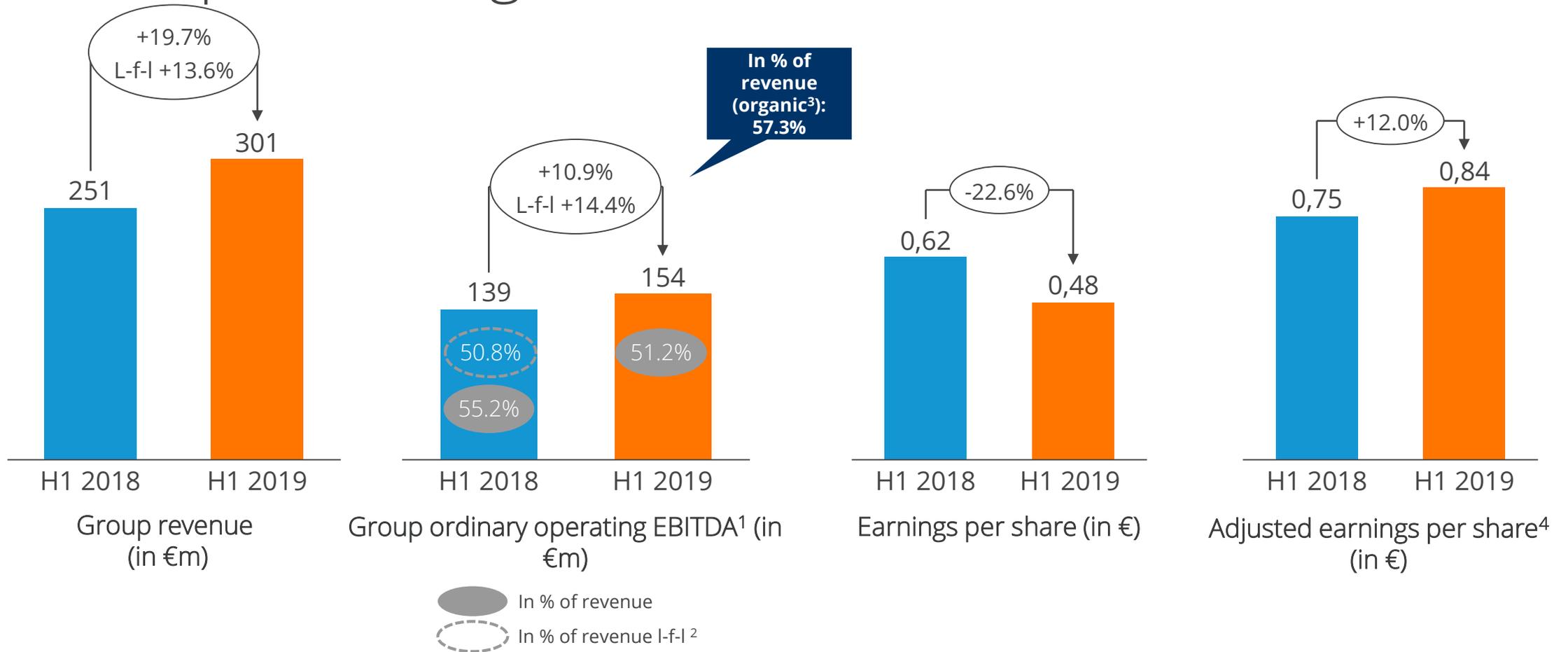
**Ralf Weitz**  
Chief Commercial Officer



**Dr. Thomas Schroeter**  
Chief Product Officer



# In the first half of 2019, we continued to grow strongly and improve margins



1) Ordinary operating EBITDA corresponds to EBITDA adjusted for non-operating and special effects

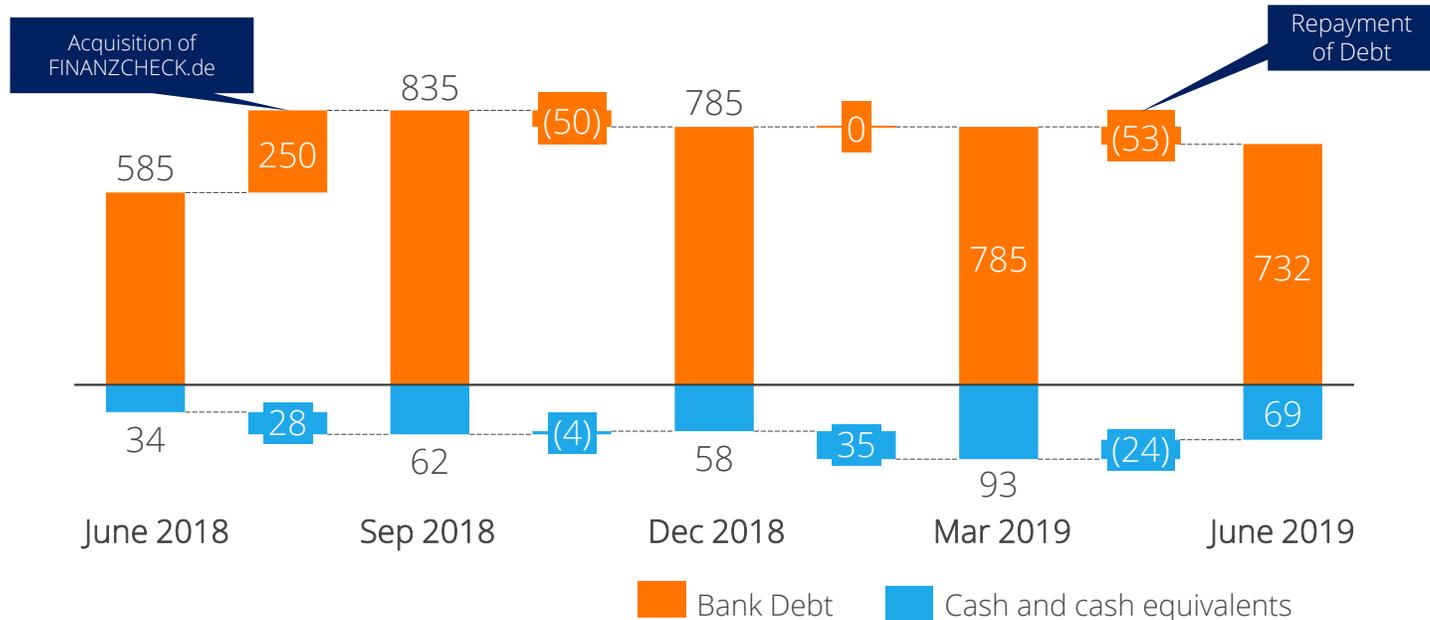
2) L-f-I (like for like): i.e. considering FINANZCHECK.de contribution for full year 2018 and not considering the contributions of deconsolidated companies AS24 Spain and classmarkets in 2018

3) Organic: Excluding new acquisitions and divestments in 2018

4) Excluding non-operating and special effects, excluding amortisation of intangibles identified as part of purchase price allocations, and based on a normalised effective tax rate

# We have an excellent financing structure

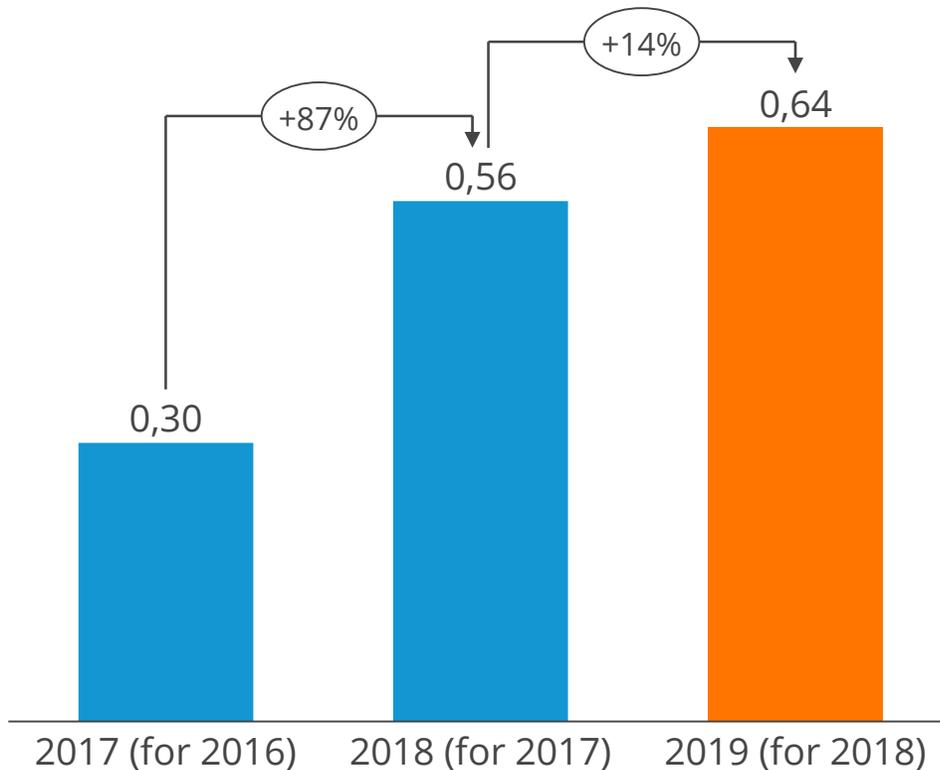
Debt portfolio	Loan volume (€m)	Current margin
<b>Term loan</b>	<b>300</b>	<b>1.15%</b>
<b>RCF I (drawn)</b>	<b>20</b>	<b>0.85%</b>
RCF I (undrawn)	180	
<b>RCF II (drawn)</b>	<b>215</b>	<b>0.80%</b>
RCF II (undrawn)	285	
<b>Schuldschein</b>	<b>197</b>	



- Flexible debt portfolio
- Low interest margins
- Leverage ratio in June 2019 at 2.24:1
- Ability to repay debt AND to pay a dividend AND to execute our share buyback
- Financial headroom for M&A opportunities

# We let our shareholders take part in our success with an increased dividend of €0.64 per share

Dividend evolution in € per share

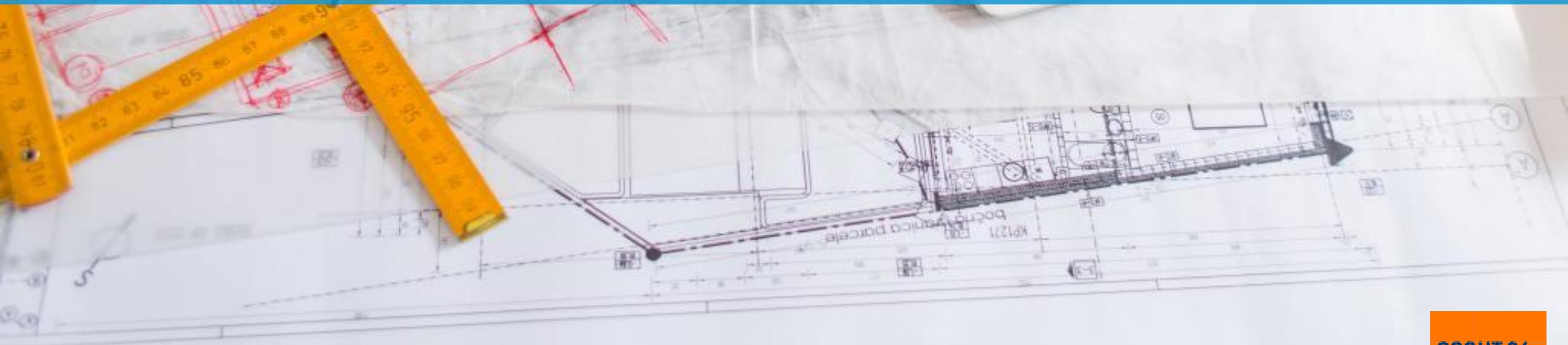


A dividend of €0.64 per share corresponds to:

- a payout of €68.9m (previous year €60.3m)
- 41% of adjusted earnings per share (previous year 40%)



ImmobilienScout24



# We are further expanding our leading market position at ImmobilienScout24

## User

**96 million**  
Sessions  
(+9% vs. prior year)

**+16%**  
mobile "traffic" growth

**~3x**  
more time spent than  
with the closest  
competitor

## Partner

**1.9x**  
more listings than the  
closest competitor

**+4%**  
growth in Residential Real  
Estate Partners

H1 2019: 14,850  
H1 2018: 14,301

**+1%**  
growth in Commercial  
Real Estate Partners

H1 2019: 2.808  
H1 2018: 2.785



# We are steadily enhancing our product and service offering for our three target groups



1

## Users / Consumers

- Best offer through market leadership
- User experience: simple, appealing & relevant
- Decision aide
- Support along the entire user life cycle



2

## Providers / Home Owners

- Support in finding the right agent
- Market property to maximize value
- Certainty and efficiency of transaction
- Success guarantee ("Erfolgsgarantie")



3

## Agents / Partners

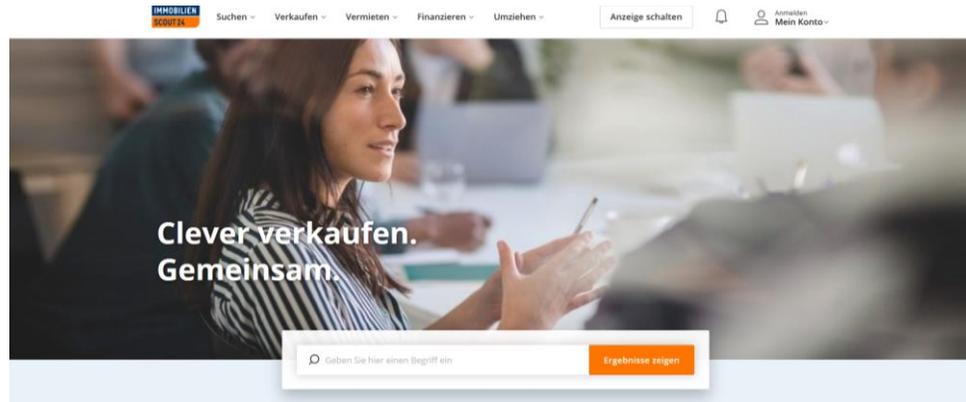
- Most efficient marketing channel
- Best products for acquisition and brand building
- Background information from the Market Navigator

# Premium Membership: We help increase efficiency and opportunities for our Users



- ✓ Early access and information advantage
- ✓ Convenient applicant folder for immediate sending
- ✓ Additional advantage through immediate deposit confirmation

# Home Seller Hub: We support Home Owners through their sale process



1

Activities of owners with a view to sell ...

- Valuation
- Review of demand
- Viewing listings
- Real Estate Atlas

2

... that will take them to our Home Seller Hub, which provides relevant background information...

**Marktdaten zu Ihrer Immobilie**

Aktueller Immobilienwert	490.000 - 860.000 €
Interessenten Ihrer Immobilie	1.768
Vergleichbare Immobilien	457
Preisentwicklung seit 2016	+13%

**1. Verkauf abwägen**

**Haus in 10243 Berlin**

5 128 m<sup>2</sup> 300 m<sup>2</sup>  
Z. Wohnfläche Grundstück

**Nachfrage testen**

**Ihre Makler vor Ort**

Neue Anfrage  
**Herr M. Agent**  
Sehr geehrter Herr Mustermann, ich habe Ihre Immobilie...

Top Makler  
**Frau L. Agentin**  
**Herr P. Legend**  
**Herr R. Müller**

**Weiterführende Artikel**

<b>Zeitplanung</b> Wie lange dauert ein Verkauf im Durchschnitt?	<b>Zeitpunkt</b> Wann wäre der richtige Zeitpunkt zum Verkauf?	<b>Wertermittlung</b> Was ist meine Immobilie wert?
---	---	--

3

... in order for the sale process to start...

- supported by a broker
- through a private listing at IS24

# Top-list-All & Image Boost: We help Real Estate Agents with their branding and acquisition

## Results list

## Market information



## Real Estate broker directory

Sie überlegen zu ...

verkaufen

vermieten

selbst kaufen

selbst mieten

✓ Increased chances of sales representatives making enquiries

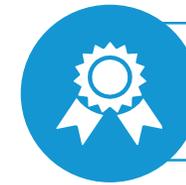
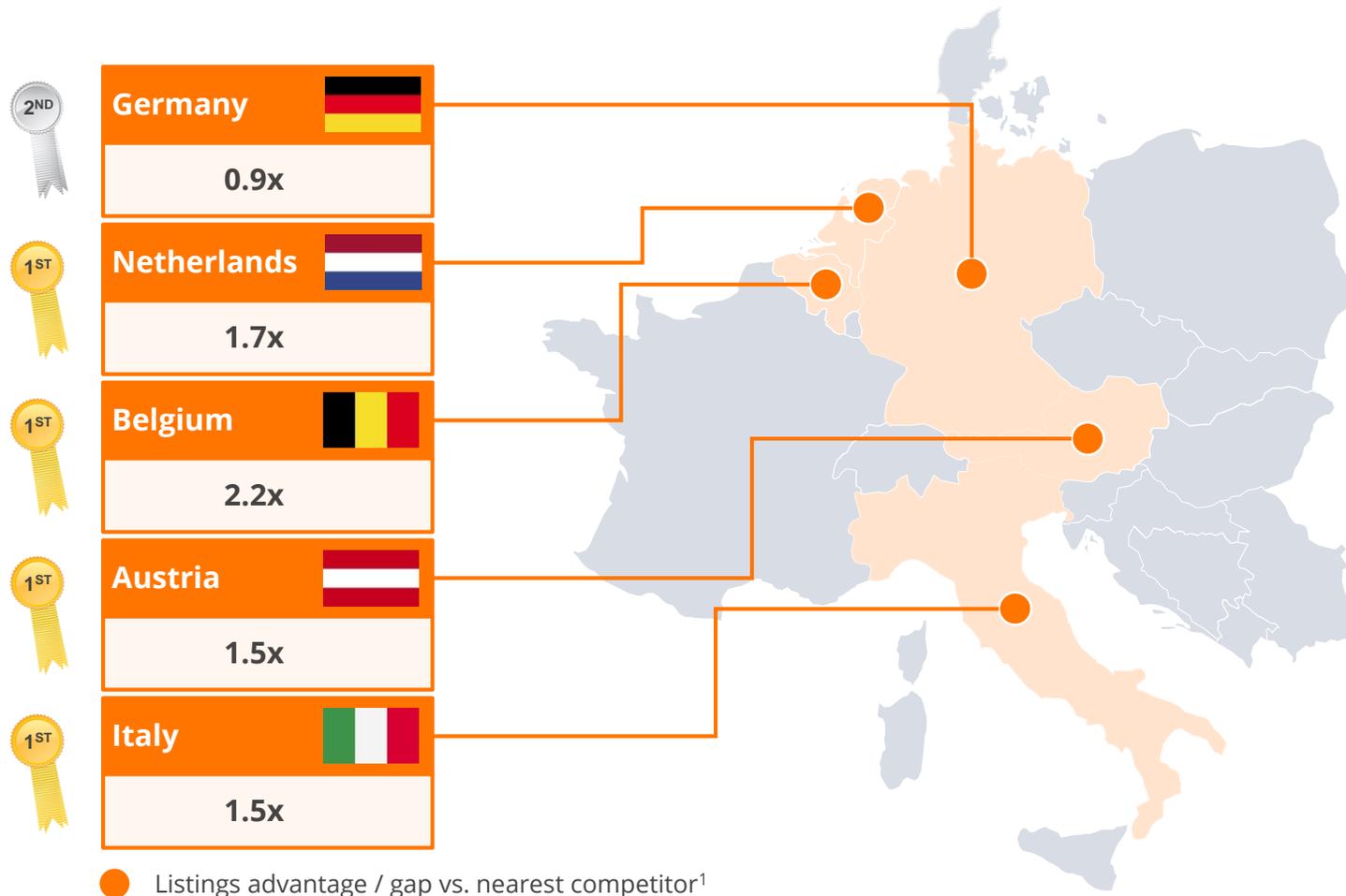
✓ Increased visibility in the local environment

✓ Presentation on desktop and mobile devices



AutoScout24

# AutoScout24 is a leading European marketplace



• **Leading positions** in 5 core European Markets



• **International operations** contribute to **48% of revenues**<sup>2</sup>



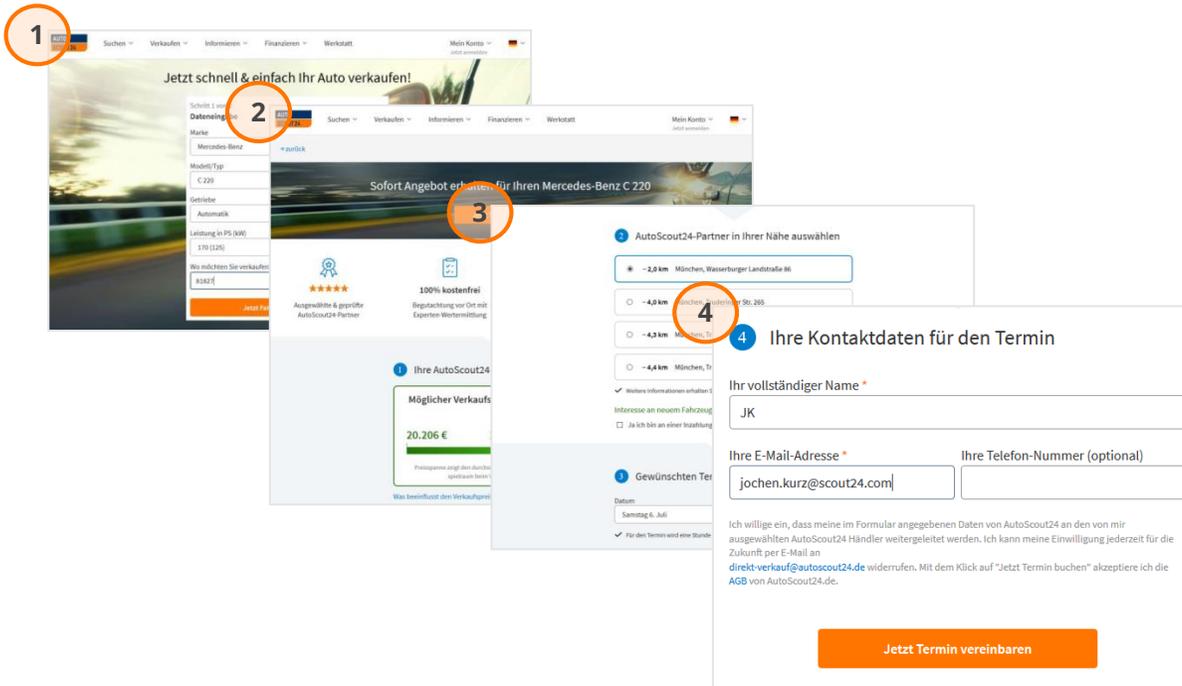
• More than **2.5m of listings**<sup>3</sup>



• **Highest I-f-I YoY revenue growth** of **20%** in H1 2019

1) Comparison based on listings (end of period). For AS24 based on dealer listings, de-duplicated for AutoTrader.nl and Gebrauchtwagen.at  
2) Based on AS24 FY2018 revenues, including OEM Direct revenues  
3) Based on all listings from H1 2019

# Direct sale: The fastest way to sell your car



“Direct sales provide the seller with the certainty that they will transact with an honest buyer since AS24 Partners are selected and certified by AS24”

- Ali El-Dirani (El-Dirani Automobile München)

## Four steps to sell your car

1

Indicative online valuation

2

Neutral car check at convenient location

3

Directly receive offers

4

Payment transfer via App



## Publications and next events

Full year report  
[report.scout24.com](https://report.scout24.com)

CSR Report  
[csrbericht.scout24.com/en](https://csrbericht.scout24.com/en)

Group Interim Report H1 & Q2 2019  
<https://www.scout24.com/en/Investor-Relations/Financial-Publications/Financial-Reports/Financial-reports-44.aspx>

Next event:  
Q3 2019: November 7, 2019

MacBook

# IR Contact details

## Getting in touch:

Tel : +49 89 444 56 3278

Fax : +49 89 444 56 193278

Email : [ir@scout24.com](mailto:ir@scout24.com)

## Ursula Querette

Head of Investor Relations

## Kai Knitter

Director Investor Relations

## Ender Gülcan

Junior Manager Investor Relations