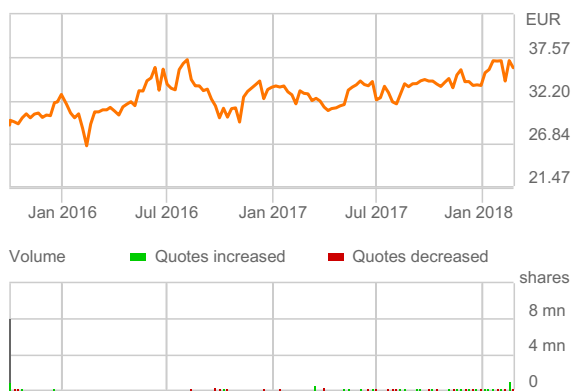


# FACT SHEET

## COMPANY PROFILE

Scout24 is a leading operator of digital marketplaces specializing in the real estate and automotive sectors in Germany and other selected European countries. The Company operates two well-known and popular brands, ImmobilienScout24 and AutoScout24. Scout24 marketplaces are far more than ad spaces. We are a digital guide for all real estate and automotive queries and decisions. We make markets more transparent and efficient. Scout24 products and services are customized to the needs of today's consumers. From the AutoScout24 YouTube channel to the ImmobilienScout24 smart phone app, Scout24 is where the users are. Scout24 customers also benefit from this arrangement by having their products bundled onto the marketplaces and targeted to specific groups with the aid of professional tools and innovative advertising. All of this makes Scout24 what it is today: a strong partner enabling people to make the best decision of their lives.

## SHARE CHART



## SHAREHOLDER STRUCTURE

Willis Lux Holdings 2 S.à r.l. in liquidation	5.24%
MEP Ord GmbH & Co. KG	1.67%
German BMEP Ord GmbH & Co. KG	0.07%
Scout Lux Management Equity Co S.à r.l.	2.77%
<b>Free Float</b>	<b>90.26%</b>

## MANAGEMENT BOARD



Greg Ellis



Christian Gisy

## SUPERVISORY BOARD

- > Michael Zahn
- > Stefan Goetz
- > Blake Kleinman
- > David Roche
- > Vicente Vento Bosch
- > Peter Schwarzenbauer
- > Patrick Healy
- > Thorsten Langheim
- > Dr. Liliana Solomon

## STOCK FUNDAMENTALS

ISIN	DE000A12DM80
WKN	A12DM8
Share type	Ordinary
Reuters Code	G24n.TG
Ticker	G24
Branch	Consumer Services/Media
Index	Prime All Share, SDAX, Stoxx Europe 600
Segment	Prime Standard
Last Dividend	0.30 EUR (2016)
No. of shares	107.600.000
Market Cap	EUR 3.90 bn
52 week high	37.84 EUR
52 week low	29.81 EUR
Stock exchanges	XETRA Frankfurt, Munich, Berlin

## FACT SHEET

## ANNUAL FIGURES

	2016	2015	2014 <sup>6</sup>	2013 <sup>7</sup>	2012
<b>(in EUR million)</b>					
<b>External Revenues</b>	<b>442.1</b>	<b>393.6</b>	<b>345.4</b>	<b>310.1</b>	<b>313.5</b>
IS24	284.6	266.7	231.5	204.9	176.6
AS24	152.0	120.7	106.9	97.5	90.5
Corporate	1.3	2.8	3.9	4.4	6.2
<b>Ordinary operating EBITDA<sup>1</sup></b>	<b>224.5</b>	<b>189.6</b>	<b>148.5</b>	<b>92.2</b>	<b>-</b>
IS24	179.2	159.2	129.3	93.1	-
AS24	64.2	43.8	31.1	14.4	-
Corporate	(7.1)	(8.7)	(8.5)	(9.5)	-
Reconciliation management fee <sup>3</sup>	(11.6)	(5.5)	(2.9)	-	-
<b>Ordinary operating EBITDA margin<sup>1</sup></b>	<b>50.8%</b>	<b>48.2%</b>	<b>43.0%</b>	<b>29.7%</b>	<b>-</b>
IS24	63.0%	59.7%	55.9%	45.4%	-
AS24	42.2%	36.2%	29.1%	14.8%	-
<b>EBITDA<sup>3</sup></b>	<b>206.8</b>	<b>166.9</b>	<b>87.4</b>	<b>94.0</b>	<b>65.7</b>
IS24	162.6	147.9	119.5	94.9	76.5
AS24	55.9	39.7	19.0	14.4	9.6
<b>Capital expenditure</b>	<b>19.5</b>	<b>19.3</b>	<b>14.2</b>	<b>14.5</b>	<b>22.7</b>
<b>Cash contribution<sup>4</sup></b>	<b>205.0</b>	<b>170.3</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Cash and cash equivalents</b>	<b>43.3</b>	<b>70.6</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net financial debt<sup>5</sup></b>	<b>633.9</b>	<b>711.3</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Equity</b>	<b>990.8</b>	<b>921.3</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Equity ratio</b>	<b>46.50%</b>	<b>42.40%</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Employees (FTEs, end of period)</b>	<b>1,135.0</b>	<b>1,120.0</b>	<b>-</b>	<b>-</b>	<b>-</b>

<sup>1</sup> Ordinary operating EBITDA represents EBITDA adjusted for non-operating and special effects, ordinary operating EBITDA margin of a segment is defined as ordinary operating EBITDA as a percentage of external segment revenues.

<sup>2</sup> Ordinary operating EBITDA of Core operations includes reconciliation of management fee charges by the Corporate segment to the IS24 and AS24 segments, as the management fee is part of the ordinary a non-operating effect and therefore excluded from ordinary operating EBITDA for IS24 and AS24. operating result of Corporate while in the IS24 and AS24 segments, it is accounted for as a non-operating effect and therefore excluded from ordinary operating EBITDA for IS24 and AS24.

<sup>3</sup> EBITDA is defined as profit before financial results, income taxes, depreciation and amortization, impairment write-downs and the result of sales of subsidiaries.

<sup>4</sup> Cash contribution is defined as ordinary operating EBITDA less capital expenditure.

<sup>5</sup> Net financial debt is defined as total debt (current and non-current liabilities) less cash and cash equivalents.

<sup>6</sup> 2014 figures represent the sum of financials from the audited consolidated financial statements of Scout24 Holding GmbH for the short financial year from January 1, 2014 until March 31, 2014 and the audited consolidated financial statements of Asa NewCo GmbH for the short financial year from April 1, 2014 until December 31, 2014.

<sup>7</sup> These figures are obtained from the comparative period information in the audited consolidated financial statements of Scout24 Holding GmbH for the short financial year from January 1, 2014 until March 31, 2014 (FriendScout24 is shown as discontinued operations and therefore eliminated in external revenues, external EBITDA and external ordinary operating EBITDA).

## FACT SHEET

## QUARTERLY FIGURES

(in EUR million)	2017				2016		2015	
	Q3	Q2	Q1	Q4	Q3	Q2 <sup>2</sup>	Q1 <sup>1</sup>	Q4
<b>External Revenues</b>	<b>120.1</b>	<b>119.6</b>	<b>113.9</b>	<b>115.8</b>	<b>110.5</b>	<b>110.1</b>	<b>105.8</b>	<b>105.2</b>
IS24	75.5	74.5	72.1	73.1	71.3	71.1	69.1	69.8
AS24	43.2	43.3	40.4	41.5	37.8	37.6	35.0	33.4
<b>Ordinary operating EBITDA<sup>3</sup></b>	<b>62.7</b>	<b>66.4</b>	<b>56.5</b>	<b>57.0</b>	<b>58.2</b>	<b>57.2</b>	<b>52.2</b>	<b>45.0</b>
IS24	47.4	46.9	44.4	45.7	45.6	45.5	42.4	40.0
AS24	22.5	22.3	17.3	16.7	17.7	15.9	13.9	8.9
<b>Ordinary operating EBITDA-margin in%<sup>3</sup></b>	<b>52.2%</b>	<b>55.5%</b>	<b>49.6%</b>	<b>49.2%</b>	<b>52.7%</b>	<b>52.0%</b>	<b>49.3%</b>	<b>42.7%</b>
IS24	62.7%	63.1%	61.6%	62.5%	64.0%	64.0%	61.3%	57.3%
AS24	52.0%	51.4%	42.8%	40.2%	46.8%	42.3%	39.7%	26.7%
<b>EBITDA<sup>4</sup></b>	<b>59.4</b>	<b>58.9</b>	<b>53.3</b>	<b>53.1</b>	<b>53.9</b>	<b>51.1</b>	<b>48.6</b>	<b>41.2</b>
IS24	44.1	43.7	41.0	42.3	40.9	40.2	39.3	35.8
AS24	20.7	19.5	15.4	14.1	15.8	13.4	12.6	8.1
<b>Capital expenditure</b>	<b>6.3</b>	<b>5.3</b>	<b>4.1</b>	<b>5.8</b>	<b>4.1</b>	<b>4.7</b>	<b>4.9</b>	<b>5.5</b>
<b>Cash contribution<sup>5</sup></b>	<b>56.3</b>	<b>61.1</b>	<b>52.4</b>	<b>54.0</b>	<b>54.0</b>	<b>52.5</b>	<b>47.3</b>	<b>39.5</b>
<b>Cash conversion<sup>6</sup></b>	<b>89.9%</b>	<b>92.0%</b>	<b>93.0%</b>	<b>92.9%</b>	<b>92.9%</b>	<b>91.3%</b>	<b>91.0%</b>	<b>89.8%</b>

1 Compared with the Q1 2016 statement, the results related to European AutoTrader B.V., Amsterdam, acquired as at 1. February 2016, were considered since acquisition date (see Q2 2016 statement).

2 Including AutoTrader.nl (European Autotrader B.V.), numbers restated with release of H1 2016 report.

3 Ordinary operating EBITDA represents EBITDA adjusted for non-operating and special effects, ordinary operating EBITDA margin of a segment is defined as ordinary operating EBITDA as a percentage of external segment revenues.

4 EBITDA is defined as profit before financial results, income taxes, depreciation and amortisation, impairment write-downs and the result of sales of subsidiaries.

5 Cash contribution is defined as ordinary operating EBITDA less capital expenditure.

6 Cash conversion is defined as ordinary operating EBITDA less capital expenditure divided by ordinary operating EBITDA.

**Scout24 AG**

Dingolfinger Str. 1 - 15  
81673 München  
Deutschland

Tel.: +49 89 44456 - 0  
Fax: +49 89 44456 - 3000  
info@scout24.com  
www.scout24.com

**Contact Investor Relations**

**Britta Schmidt**  
VP Investor Relations & Treasury  
Fon +49 89 444 56-3278  
ir@scout24.com