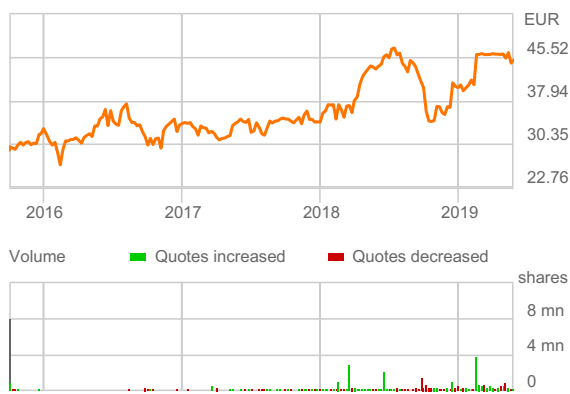


## COMPANY PROFILE

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

MEP Ord GmbH & Co. KG	0.26%
<b>Free Float</b>	<b>99.74%</b>

## MANAGEMENT BOARD

Tobias  
Hartmann

Christian Gisy

Dr. Thomas  
Schroeter

Ralf Weitz

## SUPERVISORY BOARD

&gt; Dr. Hans-Holger Albrecht

&gt; David Roche

&gt; Ciara Smyth

&gt; Dr. Liliana Solomon

&gt; Peter Schwarzenbauer

&gt; Michael Zahn

## STOCK FUNDAMENTALS

ISIN	DE000A12DM80
WKN	A12DM8
Share type	Ordinary
Reuters Code	G24n.TG
Ticker	G24
Branch	Consumer Services/Media
Index	Prime All Share, MDAX, Stoxx Europe 600
Segment	Prime Standard
Last Dividend	0.56 EUR (2017)
No. of shares	107.600.000
Market Cap	EUR 4.84 bn
52 week high	48.62 EUR
52 week low	33.22 EUR
Stock exchanges	XETRA, Frankfurt, Berlin, Düsseldorf, Hamburg, Hannover, München, Stuttgart, Tradegate

## ANNUAL FIGURES

	2018 <sup>*</sup>	2017 <sup>**</sup>	2016	2015
<b>(in EUR million)</b>				
<b>External Revenues</b>	<b>531.7</b>	<b>472.6</b>	<b>442.1</b>	<b>393.6</b>
IS24	250.0	235.9	284.6	266.7
AS24	181.5	158.7	152.0	120.7
CS <sup>†</sup>	100.1	77.6	-	-
<b>Ordinary operating EBITDA<sup>1</sup></b>	<b>291.5</b>	<b>252.8</b>	<b>224.5</b>	<b>189.6</b>
IS24	170.3	157.5	179.2	159.2
AS24	97.2	76.6	64.2	43.8
CS <sup>†</sup>	31.6	28.4	-	-
<b>Ordinary operating EBITDA margin, %<sup>1</sup></b>	<b>54.8%</b>	<b>53.5%</b>	<b>50.8%</b>	<b>48.2%</b>
IS24	68.1%	66.8%	63.0%	59.7%
AS24	53.5%	48.2%	42.2%	36.2%
CS <sup>†</sup>	31.6%	36.5%	-	-
<b>EBITDA<sup>2</sup></b>	<b>257.3</b>	<b>232.8</b>	<b>206.8</b>	<b>166.9</b>
<b>Capital expenditure (adjusted)<sup>5</sup></b>	<b>28.3</b>	<b>22.8</b>	<b>19.5</b>	<b>19.3</b>
<b>Cash contribution<sup>3</sup></b>	<b>263.1</b>	<b>230.0</b>	<b>205.0</b>	<b>170.3</b>
<b>Cash conversion<sup>4</sup></b>	<b>90.3%</b>	<b>91.0%</b>	<b>-</b>	<b>-</b>

\* The earnings of FINANZCHECK.de are included in the financial figures of Scout24 AG as of 1 September. FINANZCHECK.de is allocable to the Scout24 Consumer Services segment. The contribution to revenue for the fourth quarter amounts to EUR 9.0 million, while the contribution to ordinary operating EBITDA is negative EUR 1.7 million. The contribution to revenue for the financial year 2018 amounts to EUR 12.3 million, while the contribution to ordinary operating EBITDA is a negative EUR 2.0 million.

\*\* The following change was made compared with the figures reported for 2017: IFRS 15 was applied as of 1 January 2018 and the figures for 2017 were adjusted retrospectively.

1 Ordinary operating EBITDA refers to EBITDA adjusted for non-operating effects, which mainly include restructuring expenses, expenses in connection with the Company's capital structure and company acquisitions (realised and unrealised), costs for strategic projects as well as effects on profit or loss from share-based payment programmes. The ordinary operating EBITDA margin of a segment is defined as ordinary operating EBITDA as a percentage of external segment revenue.

2 EBITDA is defined as profit before net finance costs, income taxes, depreciation and amortisation, impairment losses and gains or losses on the sale of subsidiaries.

3 Cash contribution is defined as ordinary operating EBITDA less capital expenditure (adjusted).

4 The cash conversion rate is defined as ordinary operating EBITDA less capital expenditure divided by ordinary operating EBITDA.

5 Capital expenditure (adjusted) does not include capital expenditure made due to the application of IFRS 16 in the financial year 2018. Total additions of EUR 37.1 million were recognised in the balance sheet in the financial year 2018 due to the application of IFRS 16.

## QUARTERLY FIGURES

(in EUR million)	2019			2018		2017		
	Q1*	Q4***	Q3***	Q2	Q1**/**	Q4****	Q3****	Q2****
<b>External Revenues</b>	<b>148.8</b>	<b>145.9</b>	<b>134.6</b>	<b>127.8</b>	<b>123.4</b>	<b>125.2</b>	<b>118.5</b>	<b>117.0</b>
IS24	65.1	64.2	63.5	61.8	60.5	60.4	59.2	59.3
AS24	45.3	49.0	45.8	44.6	38.8	44.1	39.5	38.8
CS***	38.5	32.8	25.3	21.3	24.1	20.8	19.3	19.2
<b>Ordinary operating EBITDA<sup>1</sup></b>	<b>70.9</b>	<b>78.2</b>	<b>75.1</b>	<b>75.1</b>	<b>63.7</b>	<b>67.3</b>	<b>62.7</b>	<b>66.4</b>
IS24	43.2	44.4	42.4	43.6	39.9	38.7	40.5	40.2
AS24	24.8	27.9	26.1	24.2	17.4	22.0	20.1	19.7
CS***	5.1	6.2	9.5	9.0	8.4	8.2	6.4	7.5
<b>Ordinary operating EBITDA-margin, %<sup>1</sup></b>	<b>47.7%</b>	<b>53.6%</b>	<b>55.8%</b>	<b>58.8%</b>	<b>51.6%</b>	<b>53.7%</b>	<b>52.9%</b>	<b>56.8%</b>
IS24	66.3%	69.2%	66.7%	70.6%	66.0%	64.1%	68.4%	67.8%
AS24	54.8%	56.9%	57.0%	54.3%	44.9%	49.9%	50.9%	50.8%
CS***	13.3%	19.2%	37.6%	42.3%	35.0%	39.4%	33.5%	39.1%
<b>EBITDA<sup>2</sup></b>	<b>58.5</b>	<b>61.4</b>	<b>64.9</b>	<b>70.2</b>	<b>60.8</b>	<b>61.3</b>	<b>59.4</b>	<b>58.9</b>
<b>Capital expenditure (adjusted)<sup>5</sup></b>	<b>5.6</b>	<b>5.7</b>	<b>4.6</b>	<b>10.1</b>	<b>8.0</b>	<b>7.1</b>	<b>6.3</b>	<b>5.3</b>
<b>Cash contribution<sup>3</sup></b>	<b>65.3</b>	<b>72.5</b>	<b>70.6</b>	<b>65.0</b>	<b>55.8</b>	<b>60.2</b>	<b>56.3</b>	<b>61.1</b>
<b>Cash conversion<sup>4</sup></b>	<b>92%</b>	<b>93%</b>	<b>94%</b>	<b>89%</b>	<b>88%</b>	<b>90%</b>	<b>90%</b>	<b>92%</b>

\* Advertising revenue with OEM partner agencies and the corresponding ordinary operating EBITDA is no longer reported in the AutoScout24 segment as of 1 January 2019 but rather in the Scout24 Consumer Services segment due to the close structural relationship with Third-Party Display Revenue; the figures of the previous year have been restated accordingly.

\*\* The figures reported in the quarterly statement for Q1 2018 were restated on account of the first-time adoption of IFRS 16.

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<sup>4</sup> The cash conversion rate is defined as ordinary operating EBITDA less capital expenditure divided by ordinary operating EBITDA.

<sup>5</sup> Capital expenditure (adjusted) does not include capital expenditure made due to the application of IFRS 16.

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