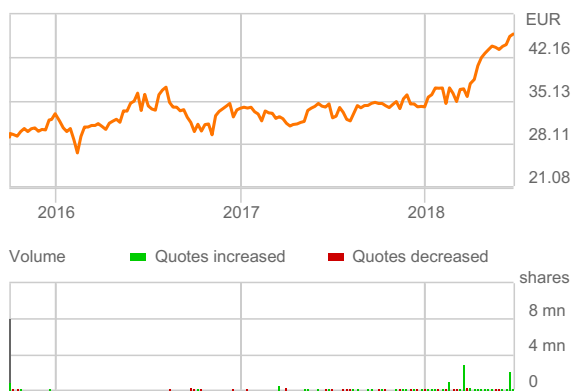


# FACT SHEET

## 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

MEP Ord GmbH & Co. KG	1.14%
<b>Free Float</b>	<b>98.86%</b>

## MANAGEMENT BOARD



Greg Ellis



Christian Gisy

## SUPERVISORY BOARD

- > Dr. Hans-Holger Albrecht
- > David Roche
- > Ciara Smyth
- > Dr. Liliana Solomon
- > Peter Schwarzenbauer
- > 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	0.30 EUR (2016)
No. of shares	107.600.000
Market Cap	EUR 4.90 bn
52 week high	46.74 EUR
52 week low	29.89 EUR
Stock exchanges	XETRA Frankfurt, Munich, Berlin

## ANNUAL FIGURES

	2017	2016	2015	2014 <sup>6</sup>	2013 <sup>7</sup>
<b>(in EUR million)</b>					
<b>External Revenues</b>	<b>479.8</b>	<b>442.1</b>	<b>393.6</b>	<b>345.4</b>	<b>310.1</b>
IS24	298.8	284.6	266.7	231.5	204.9
AS24	175.1	152.0	120.7	106.9	97.5
Corporate	0.6	1.3	2.8	3.9	4.4
<b>Ordinary operating EBITDA<sup>1</sup></b>	<b>252.8</b>	<b>224.5</b>	<b>189.6</b>	<b>148.5</b>	<b>92.2</b>
IS24	185.7	179.2	159.2	129.3	93.1
AS24	85.9	64.2	43.8	31.1	14.4
Corporate	(9.0)	(7.1)	(8.7)	(8.5)	(9.5)
Reconciliation management fee <sup>3</sup>	(10.6)	(11.6)	(5.5)	(2.9)	-
<b>Ordinary operating EBITDA margin<sup>1</sup></b>	<b>52.7%</b>	<b>50.8%</b>	<b>48.2%</b>	<b>43.0%</b>	<b>29.7%</b>
IS24	62.2%	63.0%	59.7%	55.9%	45.4%
AS24	49.1%	42.2%	36.2%	29.1%	14.8%
<b>EBITDA<sup>3</sup></b>	<b>232.8</b>	<b>206.8</b>	<b>166.9</b>	<b>87.4</b>	<b>94.0</b>
IS24	172.3	162.6	147.9	119.5	94.9
AS24	76.1	55.9	39.7	19.0	14.4
<b>Capital expenditure</b>	<b>22.8</b>	<b>19.5</b>	<b>19.3</b>	<b>14.2</b>	<b>14.5</b>
<b>Cash contribution<sup>4</sup></b>	<b>230.0</b>	<b>205.0</b>	<b>170.3</b>	-	-
<b>Cash and cash equivalents</b>	<b>56.7</b>	<b>43.3</b>	<b>70.6</b>	-	-
<b>Net financial debt<sup>5</sup></b>	<b>560.9</b>	<b>633.9</b>	<b>711.3</b>	-	-
<b>Equity</b>	<b>1,065.5</b>	<b>990.8</b>	<b>921.3</b>	-	-
<b>Equity ratio</b>	<b>49.8%</b>	<b>46.50%</b>	<b>42.40%</b>	-	-
<b>Employees (FTEs, end of period)</b>	<b>1,244</b>	<b>1,135</b>	<b>1,120</b>	-	-

<sup>1</sup> Ordinary operating EBITDA represents EBITDA adjusted for non-operating and special effects; These include primarily expenses for reorganisation, expenses in connection with the capital structure of the Company and company acquisitions (realised and unrealised), as well as parts of the effects. The 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 contains a reconciliation effect for the management fee that the Corporate segment invoices to IS24 and AS24. This forms part of the ordinary operating profit in the Corporate segment, but not in the IS24 and AS24 segments, where it is shown as a non-operating effect and is consequently not included in ordinary operating EBITDA.

<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).

## QUARTERLY FIGURES

(in EUR million)	2018		2017			2016	
	Q1	Q4	Q3	Q2	Q1*	Q4	Q3
<b>External Revenues</b>	<b>123.4</b>	<b>126.3</b>	<b>120.1</b>	<b>119.6</b>	<b>111.9</b>	<b>115.8</b>	<b>110.5</b>
IS24	60.5	76.7	75.5	74.5	57.1	73.1	71.3
AS24	42.2	48.2	43.2	43.3	36.3	41.5	37.8
CS	20.7	-	-	-	18.4	-	-
<b>Ordinary operating EBITDA<sup>1</sup></b>	<b>63.7</b>	<b>67.3</b>	<b>62.7</b>	<b>66.4</b>	<b>56.5</b>	<b>57.0</b>	<b>58.2</b>
IS24	39.6	46.9	47.4	46.9	38.1	45.7	45.6
AS24	18.9	23.9	22.5	22.3	14.8	16.7	17.7
CS	6.7	-	-	-	6.2	-	-
<b>Ordinary operating EBITDA-margin in%<sup>1</sup></b>	<b>51.6%</b>	<b>53.3%</b>	<b>52.2%</b>	<b>55.5%</b>	<b>50.5%</b>	<b>49.2%</b>	<b>52.7%</b>
IS24	65.4%	61.2%	62.7%	63.1%	66.8%	62.5%	64.0%
AS24	44.9%	49.5%	52.0%	51.4%	40.7%	40.2%	46.8%
CS	32.3%	-	-	-	33.8%	-	-
<b>EBITDA<sup>2</sup></b>	<b>60.8</b>	<b>61.3</b>	<b>59.4</b>	<b>58.9</b>	<b>53.3</b>	<b>53.1</b>	<b>53.9</b>
<b>Capital expenditure (adjusted)<sup>5</sup></b>	<b>8.0</b>	<b>7.1</b>	<b>6.3</b>	<b>5.3</b>	<b>4.1</b>	<b>5.8</b>	<b>4.1</b>
<b>Cash contribution<sup>3</sup></b>	<b>55,7<sup>5</sup></b>	<b>60.2</b>	<b>56.3</b>	<b>61.1</b>	<b>52.4</b>	<b>54.0</b>	<b>54.0</b>
<b>Cash conversion<sup>4</sup></b>	<b>88%<sup>5</sup></b>	<b>91.0%</b>	<b>89.9%</b>	<b>92.0%</b>	<b>93%</b>	<b>91.3%</b>	<b>92.9%</b>

\* The following change has been implemented compared to the reported 2017 financials: IFRS 15 was applied as of 1 January 2018 and 2017 financials have been restated retrospectively.

<sup>1</sup> Ordinary operating EBITDA represents EBITDA adjusted for non-operating and special effects; These include primarily expenses for reorganisation, expenses in connection with the capital structure of the Company and company acquisitions (realised and unrealised) as well as effects from share-based compensation programs recognized in income. The ordinary operating EBITDA-margin of a segment is defined as ordinary operating EBITDA as a percentage of external segment revenues.

<sup>2</sup> EBITDA is defined as profit before financial results, income taxes, depreciation and amortisation, impairment write-downs and the result of sales of subsidiaries.

<sup>3</sup> Cash contribution is defined as ordinary operating EBITDA less capital expenditure (adjusted)

<sup>4</sup> Cash conversion is defined as ordinary operating EBITDA less capital expenditure (adjusted) divided by ordinary operating EBITDA.

<sup>5</sup> Capital expenditure (adjusted) does not include capital expenditure incurred due to the first-time application of IFRS 16 in the financial year 2018. Capital expenditure incurred due to the first-time application of IFRS 16 amounts to EUR 41.0 million in Q1 2018.

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