

## **Hypoport records rapid growth**

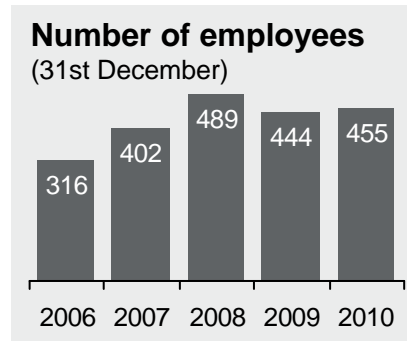
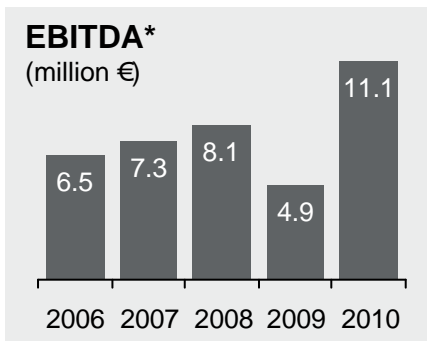
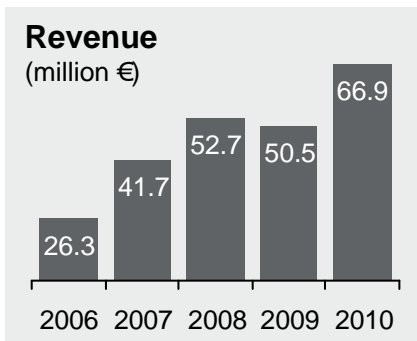
**Preliminary Financial Figures on the Year ended 31 December 2010**

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## Significant growth in all important key performance indicators

Key performance indicators of the Hypoport Group on the year ended 31 December 2010 (preliminary)



in T€	2010	2009	Change
<b>Revenue</b>	66,912	50,474	32.5 %
<b>Gross profit</b>	40,278	30,024	25.8 %
<b>EBITDA</b>	11,147	4,902	127.4 %
<b>EBIT</b>	6,426	1,220	426.7 %
<b>Number of employees</b>	455	444	2.5 %

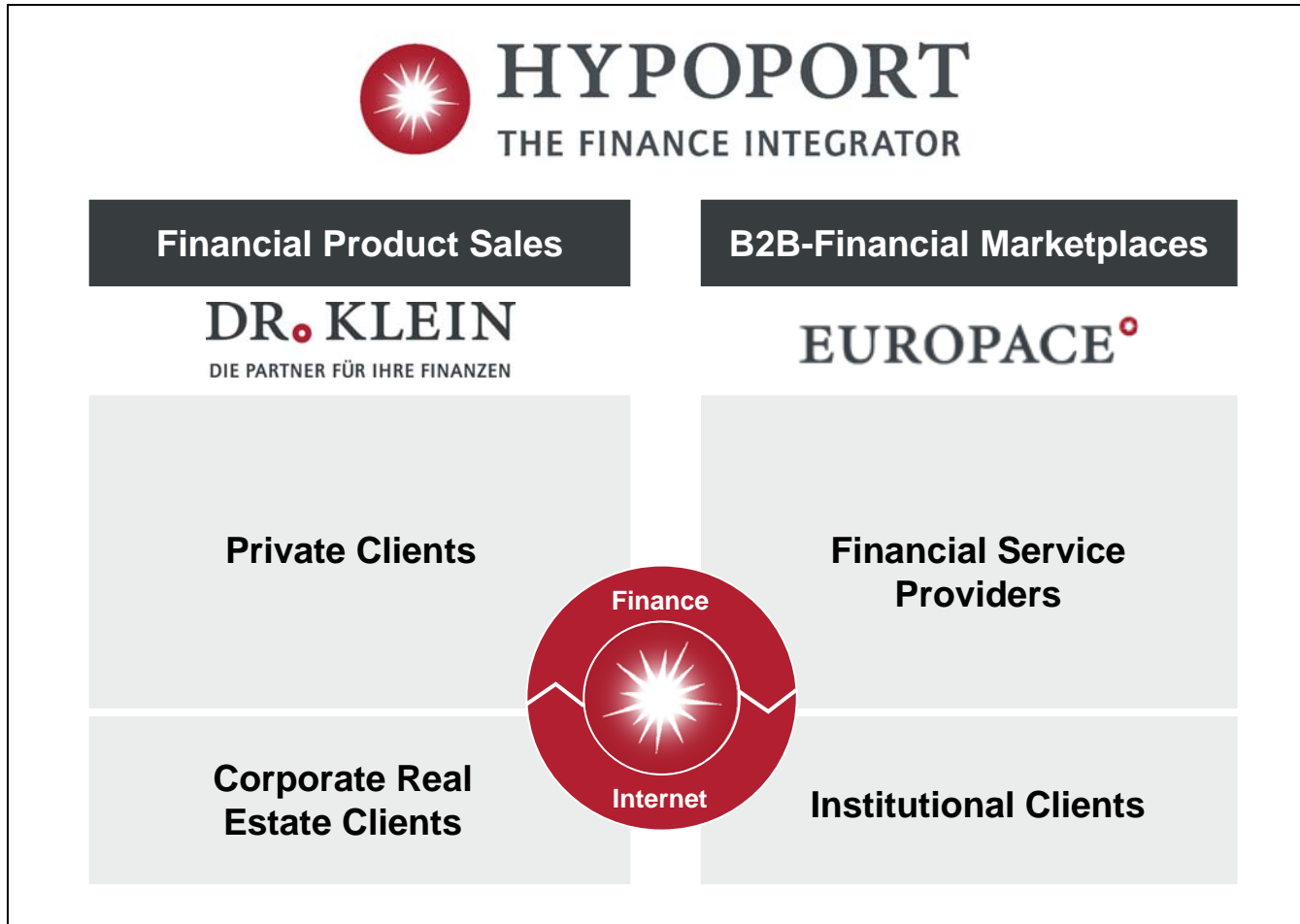
\*from business fields to be continued

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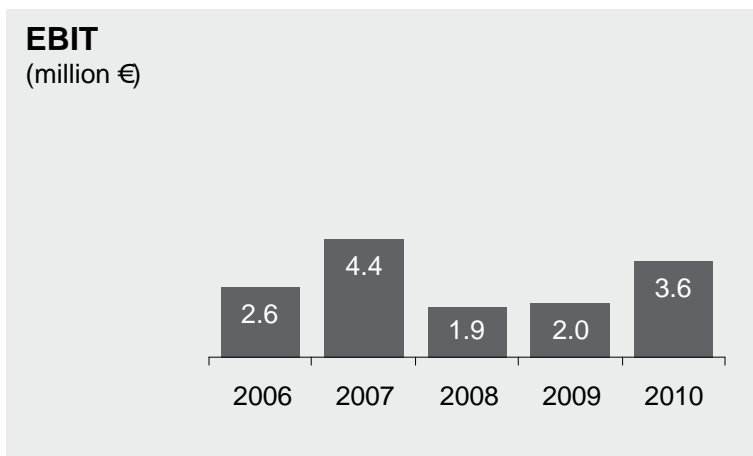
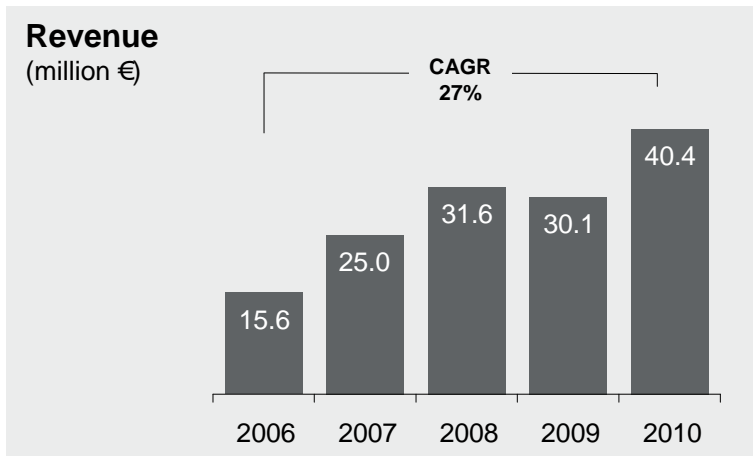
**Hypoport is the internet-based financial service provider**

Two corporate divisions, four business units



## Focused sales power leads to dynamic growth in revenue

Key figures of the business unit Private Clients



Especially the mortgage financing segment benefits from the positive market environment

Further expansion of the regional sales network

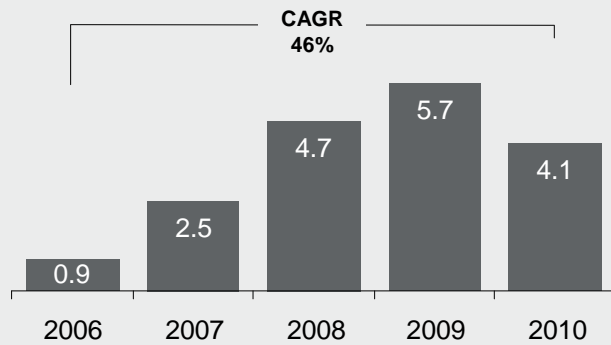
Merger of brands strengthens the Dr. Klein brand and creates the largest franchise organisation in the financial services industry in Germany

Start of affiliate network „Finanzpartnernetz“ strengthens independence from other market players in the internet

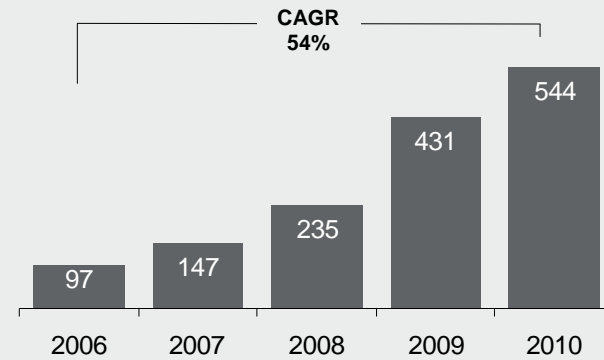
## More clout through increase of advisors in the branches

Sales power of Dr. Klein

Online sales: Number of Leads (million)

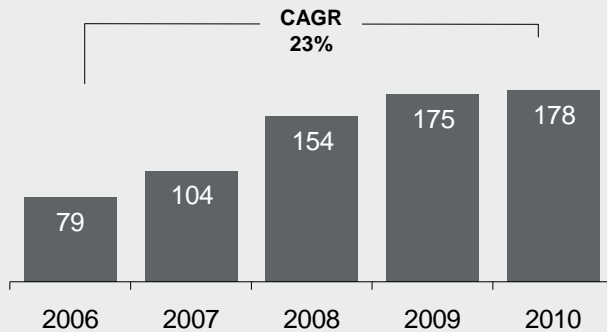


Branch-based sales: Numer of Advisors

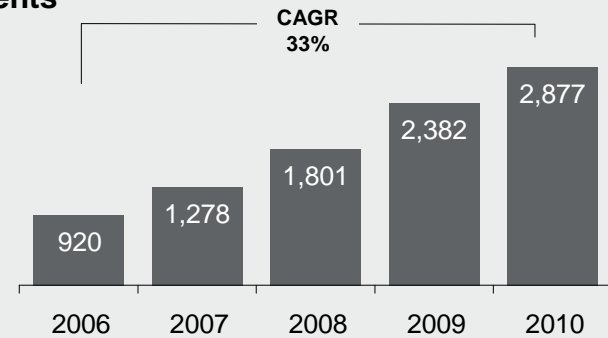


\*2008 Integration of telephone sales into branches

Branch-based sales: Number of branches

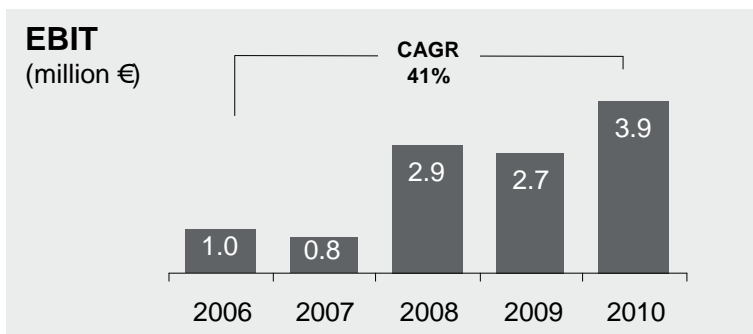
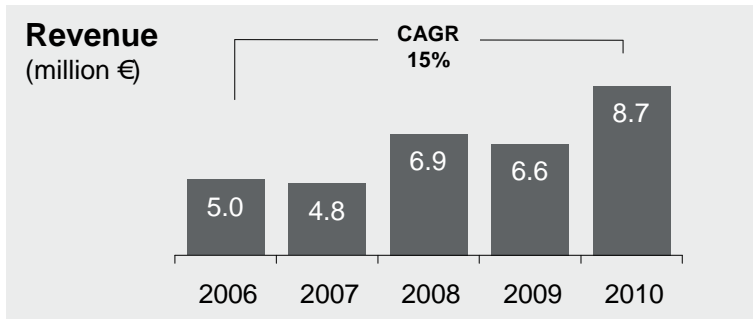
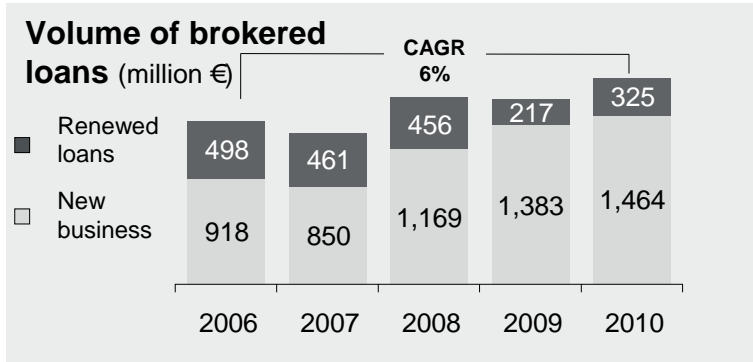


Independent financial advisers acting as agents



## Manifold new business and several Big Deals lead to record earnings

Key figures of the business unit Corporate Real Estate Clients



Positive growth of clients due to excellent regional contact network

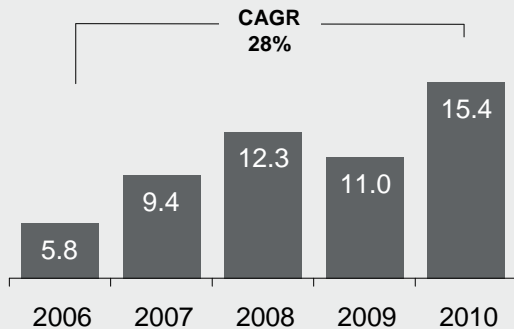
Verticale (corporate real estate investors, municipality) and horizontal (additional products and consulting services) diversification of supply range strengthens profitability of the business unit



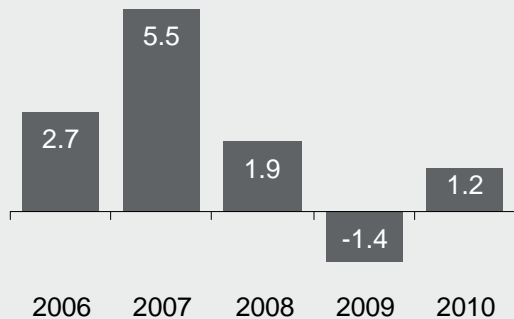
## Deep process integration and 140 partners make EUROPACE unique and successful

Key figures of the business unit Financial Service Provider

**Revenue**  
(million €)



**EBIT**  
(million €)



EBIT is in the profit zone again while revenue reaches a record high

More the 140 partners on the EUROPACE platform

Further increase of platform acceptance in the co-operative and public banking sector

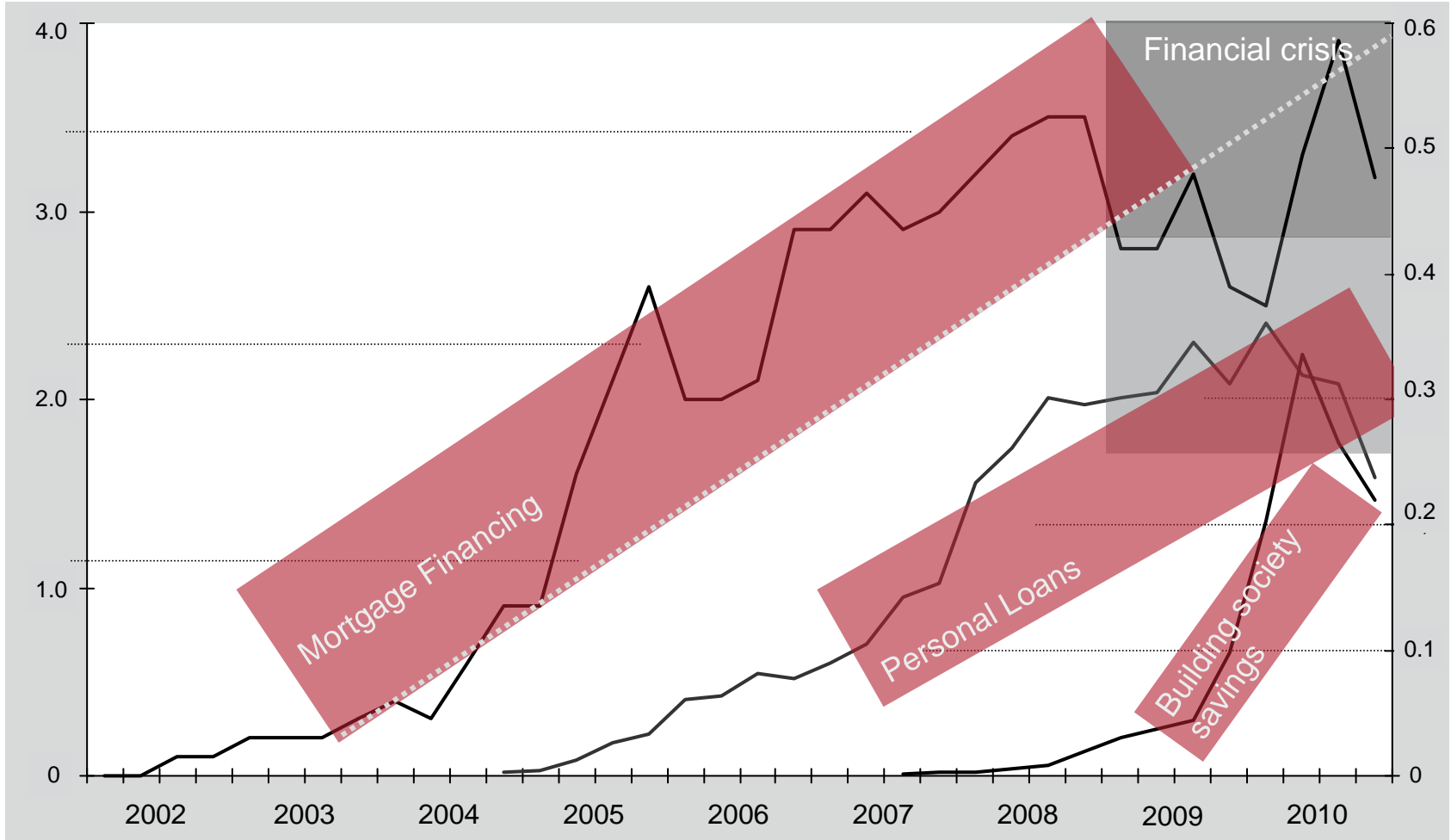
More than 40 Co-operative and Raiffeisen banks on GENOPACE and 19 Savings banks on FINMAS

The development status of EUROPACE2 receives very positive feedback from our partners

Integration of new partners to the platform leads to an increase in consulting regarding optimization of mortgage financing processes

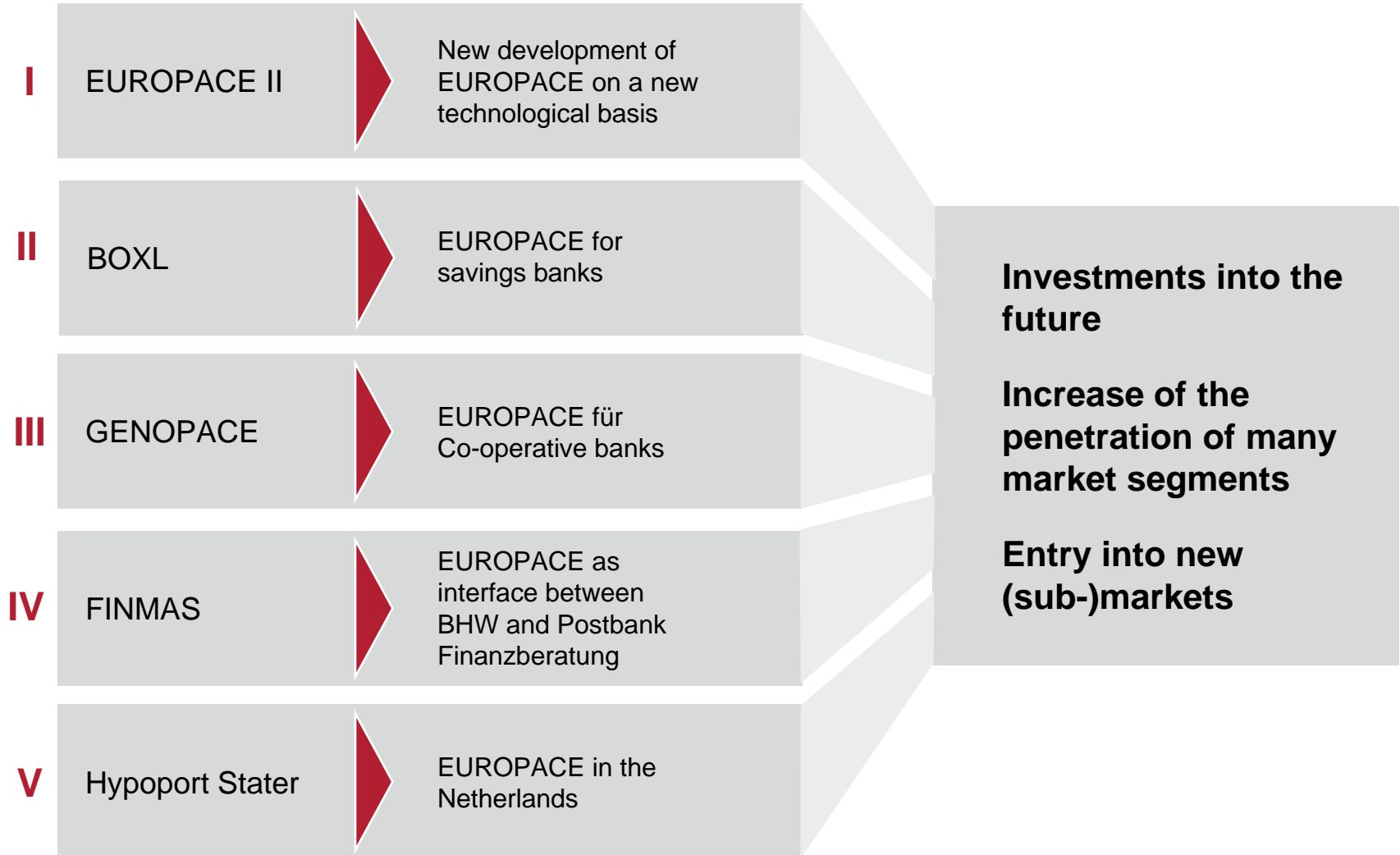
## 75 billion Euro cumulative transaction volume since platform start

Development of the transaction volume of EUROPACE (in billion Euro)



## Market penetration increases by five large expansion projects

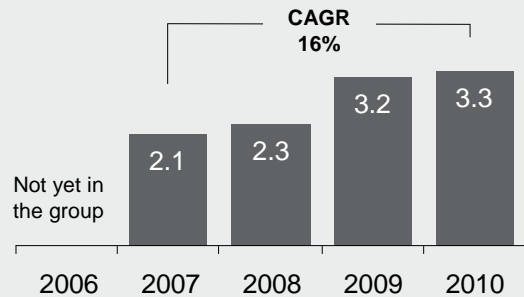
Business unit carries costs of the strategic development projects of the EUROPACE marketplace



## Professionalism and market power in the Netherlands radiates to Europe

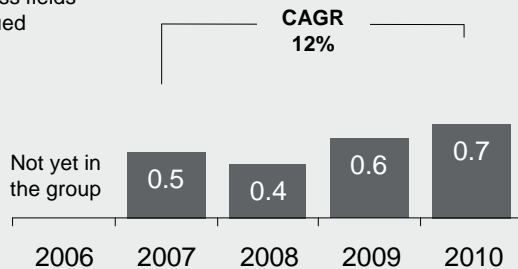
Key figures of the business unit Institutional Clients

### Revenue (million €)



### EBIT\* (million €)

\*from business fields to be continued



Stable customer relationships enable continuously positive development of revenues and earnings

Possibilities of internationalisation are examined in selected projects

Possible cooperations for the compliance of requirements of the European Central Bank regarding the reporting of banks are examined

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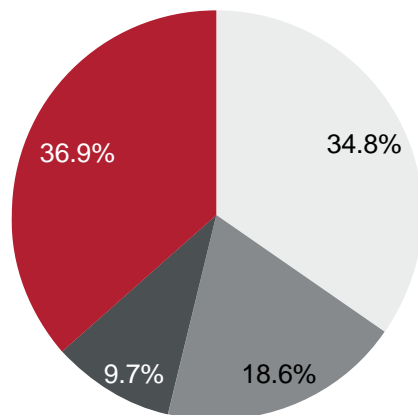
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## The Free Float in Hypoport's Shares Amounts to 37 per cent

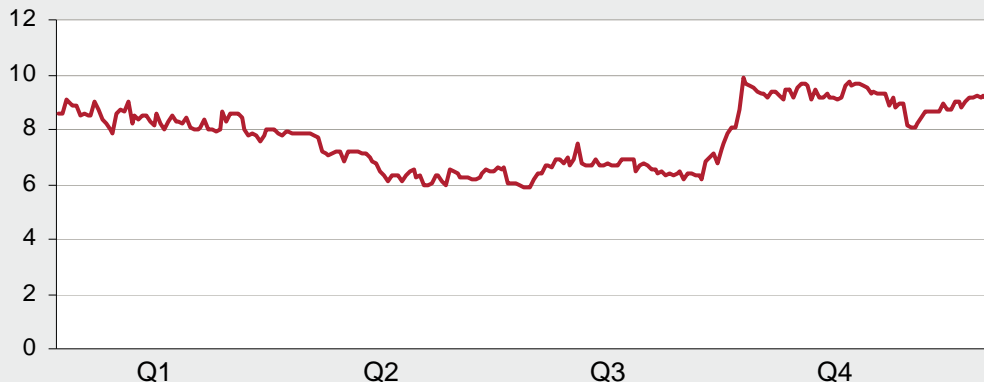
Share prices in the first three quarters of 2010 and breakdown of Shareholders as of 31 December 2010

**Number of shares: 6,194,958**

- Revenia GmbH (Ronald Slabke, CEO)
- Kretschmar Familienstiftung
- Deutsche Postbank AG
- Free Float  
Thereof other board members: 13,7%



— Daily closing prices Frankfurt Stock Exchange(1st January – 31st December 2010)



### Basic data

WKN	549 336
ISIN	DE 000 549 3365
Symbol	HYQ
Type	no-par shares
Calculative Value	1.00 €
Number of Shares	6,194,958.00 €
Stock exchange	Frankfurt XETRA
Market Segment	Regulated Market
Transparency Standard	Prime Standard
Indexmembership	CDAX Classic All Share DAXsector All Financial Services GEX Prime All Share

### Research

Close Brothers Seydlers Research AG  
Lang & Schwarz Broker GmbH  
Landesbank Baden-Württemberg  
(until 31 December 2010)

### Designated Sponsoring


Landesbank Baden-Württemberg, Stuttgart  
(until 31 December 2010)  
Close Brother Seydlers Bank AG, Frankfurt  
(since 1 October 2010).

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## Another challenging year to be mastered with strength


Outlook for 2011



We will continue to pursue our strategy of acquiring additional market shares. In both, financial product sales and the B2B financial marketplace, we will focus on insurances, financial investments and building society savings.



We aim for a distinct expansion of the branch and independent advisor network in 2011 to further increase regional presence.



Assuming that our environment further stabilises, in 2011 we currently expect to see a distinct two-digit growth in revenue and earnings on previous year's level.