Hypoport generates growth in turbulent times
Preliminary results as of 31st December 2011
Contents

1. Overview of key performance indicators
2. Performance of the business units
3. Hypoport‘s shares
4. Outlook
Company results annual results match prognosis
Key performance indicators of the Hypoport Group as of 31st December 2011 (preliminary)

- **Revenue** (million €): 2010 - 66.9, 2011 - 84.5, +26%
- **Number of employees** (on 31st Dec.): 2010 - 455, 2011 - 489, +7%
- **EBITDA** (million €): 2010 - 11.1, 2011 - 11.1, +0%
- **EBIT** (million €): 2010 - 6.4, 2011 - 5.9, -8%
- **Group profit** (million €): 2010 - 3.3, 2011 - 3.7, +14%
Hypoport grows constantly and profitable despite difficult market environment

Long-term view on important key performance indicators as of 31st December 2011 (preliminary)

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (million €)</th>
<th>EBITDA* (million €)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2006</td>
<td>26.3</td>
<td>6.5</td>
</tr>
<tr>
<td>2007</td>
<td>41.7</td>
<td>7.3</td>
</tr>
<tr>
<td>2008</td>
<td>52.7</td>
<td>8.1</td>
</tr>
<tr>
<td>2009</td>
<td>50.5</td>
<td>4.9</td>
</tr>
<tr>
<td>2010</td>
<td>66.9</td>
<td>11.1</td>
</tr>
<tr>
<td>2011</td>
<td>84.5</td>
<td>11.1</td>
</tr>
</tbody>
</table>

*from ongoing business units
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1. Overview of key performance indicators
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Hypoport is the internet-based financial service provider

Two corporate divisions, four business units

- Financial Product Sales
  - Private Clients
  - Corporate Real Estate Clients

- B2B-Financial Marketplaces
  - Financial Service Providers
  - Institutional Clients
Dynamic growth of revenues continues
Key figures of the business unit Private Clients (preliminary)

Insurance business grows in a stagnating market.

Strong demand for mortgage financing supports the positive development of revenues. Fragmented supplier side leads to higher costs in processing.

Expansion of the sales force was pushed with the focus on the number of advisors. Professionalisation of the branches advances significantly.

The brand consolidation under the name Dr. Klein successfully completed
**Strong growth of number of advisors continues**

Development of the number of branches and advisors in branch-based sales

**Branch-based sales: Number of advisors**

![Bar chart showing the number of advisors from 2007 to 2011 with CAGR 45%](chart1)

**Branch-based sales: Number of branches**

![Bar chart showing the number of branches from 2007 to 2011](chart2)
Insurance business grows in a stagnating market
More key figures of the business unit Private Clients

Transaction volume: loan brokerage
(loan volume billion €)

<table>
<thead>
<tr>
<th>Year</th>
<th>Loan Volume</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>3.11</td>
</tr>
<tr>
<td>2011</td>
<td>3.86</td>
</tr>
</tbody>
</table>

CAGR 24%

Transaction volume insurance:
(premiums million €)

<table>
<thead>
<tr>
<th>Year</th>
<th>Life Insurance</th>
<th>General Insurance</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>1.2</td>
<td>6.9</td>
<td>8.1</td>
</tr>
<tr>
<td>2011</td>
<td>14.1</td>
<td>11.5</td>
<td>25.6</td>
</tr>
</tbody>
</table>

CAGR 88%

Online sales: Number of leads

[Graph showing online sales with peaks and troughs]

Insurance policies under management:
premiums in million €, at 31st Dec.

<table>
<thead>
<tr>
<th>Year</th>
<th>Life Insurance</th>
<th>General Insurance</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>5.0</td>
<td>11.2</td>
<td>16.3</td>
</tr>
<tr>
<td>2011</td>
<td>19.4</td>
<td>24.6</td>
<td>44.0</td>
</tr>
</tbody>
</table>

CAGR 52%
Market leadership pays off
Key figures of the business unit Corporate Real Estate Clients (preliminary)

Business unit follows up to the outstanding previous year; record result was nearly reached again.
Successful large-scale projects strengthen reputation in the industry.
Strong growth in brokered volume of narrow margined products.
Dynamic growth of revenues due to new developments and positive market environment

Key figures of the business unit Financial Service Provider (preliminary)

Positive economic environment and increasing market penetration of EUROPACE technology support growth of revenues.

Increasing expenses due to the regionalisation of the supplier side.

Revenues from the narrow margined packaging business increase.

Investments into the platform are continued on a high level.
Transaction volume increases from 15 to 21 billion Euro per year
Development of the transaction volume of EUROPACE in billion Euro
# Expansion through five major projects

Business unit carries costs of the strategic development projects of the EUROPACE market place

<table>
<thead>
<tr>
<th>Project</th>
<th>Start</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>EUROPACE2</strong></td>
<td>2008</td>
<td>EP2 Market-Engine: 85%</td>
</tr>
<tr>
<td></td>
<td></td>
<td>EP2 Frontend: before pilot operation</td>
</tr>
<tr>
<td><strong>BOXL</strong></td>
<td>Q II / 2009</td>
<td>Rollout completed successfully</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Contribute significantly to growth in revenues</td>
</tr>
<tr>
<td><strong>GENOPACE</strong></td>
<td>Q II / 2008</td>
<td>54 VR-Banken on bord</td>
</tr>
<tr>
<td></td>
<td></td>
<td>1.3 billion € transaction volume</td>
</tr>
<tr>
<td><strong>FINMAS</strong></td>
<td>Q IV / 2009</td>
<td>Supported by 4 regional federations,</td>
</tr>
<tr>
<td></td>
<td></td>
<td>32 savings bank under contract</td>
</tr>
<tr>
<td><strong>Hypoport Stater</strong></td>
<td>2007</td>
<td>Start 2nd product partner</td>
</tr>
<tr>
<td></td>
<td></td>
<td>First revenues in the start period exceed expectations</td>
</tr>
</tbody>
</table>

**Future investment**

*Increasing penetration of many market segments*

*Entry into new (sub-)markets*
Business unit holds on leading position in the market

Key figures of the business unit Institutional Clients (preliminary)

**Revenue**

(million €)

- Not in the group: 2.1, 2.3, 3.2, 3.3, 3.7

- CAGR 16%

**EBIT**

(million €)

- Not in the group: 0.5, 0.4, 0.6, 0.7, 1.0

- CAGR 19%

Continued success of business policy.

With effect from beginning of 2012 the business unit is merged with the business unit Corporate Real Estate Clients to the new business unit Institutional Clients.
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Company development is not reflected in the share prices
Share prices in 2011 and breakdown of shareholders as of 31st December 2011

Number of shares: 6,194,958

- Revenia GmbH (Ronald Slabke, CEO)
- Kretschmar Familienstiftung
- Deutsche Postbank AG
- Free float
  - Stephan Gawarecki 3.0%
  - Hans Peter Trampe 2.8%
  - other board members: 2.7%
  - other shareholders 34.1%

Basic data
ISIN: DE 000 549 3365
Symbol: HYQ
Market segment: Regulated market
Transparency Standard: Prime Standard

Designated Sponsor
Close Brother Seydler Bank AG

Activities for investors
- 21.11.2011 German Equity Forum
- 20.09.2011 Roadshow (Equinet)
- 17.06.2011 Annual Meeting
- 01.06.2011 Roadshow (Lang&Schwarz)
- 08.03.2011 Roadshow (Equinet)
- 02.02.2011 CBS Small & Midcap Conference

Research in 2011

<table>
<thead>
<tr>
<th>Analyst</th>
<th>Recomm.</th>
<th>Target price</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>CBS Research</td>
<td>Buy</td>
<td>17.00 €</td>
<td>07.11.2011</td>
</tr>
<tr>
<td>Equinet Investigator</td>
<td>Buy</td>
<td>13.00 €</td>
<td>11.08.2011</td>
</tr>
<tr>
<td>Lang &amp; Schwarz</td>
<td>Buy</td>
<td>14.40 €</td>
<td>10.08.2011</td>
</tr>
<tr>
<td>CBS Research</td>
<td>Buy</td>
<td>16.00 €</td>
<td>10.08.2011</td>
</tr>
<tr>
<td>CBS Research</td>
<td>Buy</td>
<td>16.80 €</td>
<td>09.05.2001</td>
</tr>
<tr>
<td>Lang &amp; Schwarz</td>
<td>Buy</td>
<td>16.00 €</td>
<td>09.05.2001</td>
</tr>
<tr>
<td>Equinet Investigator</td>
<td>Buy</td>
<td>17.00 €</td>
<td>18.04.2011</td>
</tr>
<tr>
<td>CBS Research</td>
<td>Buy</td>
<td>16.80 €</td>
<td>05.04.2001</td>
</tr>
<tr>
<td>Lang &amp; Schwarz</td>
<td>Buy</td>
<td>16.00 €</td>
<td>04.04.2011</td>
</tr>
<tr>
<td>CBS Research</td>
<td>Buy</td>
<td>15.00 €</td>
<td>25.01.2011</td>
</tr>
<tr>
<td>Equinet Investigator</td>
<td>Buy</td>
<td>17.00 €</td>
<td>20.01.2011</td>
</tr>
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We will continue to pursue our strategy of acquiring additional market shares.

Main focus for the B2B financial market place is an increased penetration of the market segments and the entry into product and customer segments that round up the market place.

In the Private Clients Unit we aim for a distinct expansion of the independent advisor numbers in our branch- and broker network.

Assuming that our environment remains stable, in 2012 we currently expect to see a distinct two-digit growth in revenue and earnings above previous year's level.