Sound start!
Financial figures as of 31st March 2012
Contents

1. Overview of key performance indicators
2. Performance of the business units
3. Hypoport’s shares
4. Outlook
**Strategically successful start of the year**

Key performance indicators of the Hypoport Group as of 31 March 2012

<table>
<thead>
<tr>
<th>Indicator</th>
<th>Q1 2011 (million €)</th>
<th>Q1 2012 (million €)</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>17.7</td>
<td>20.6</td>
<td>+16%</td>
</tr>
<tr>
<td>Equity</td>
<td>31.2</td>
<td>31.8</td>
<td>+2%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>2.2</td>
<td>2.0</td>
<td>-12%</td>
</tr>
<tr>
<td>EBIT</td>
<td>1.0</td>
<td>0.7</td>
<td>-30%</td>
</tr>
<tr>
<td>Number of employees</td>
<td>463</td>
<td>505</td>
<td>+9%</td>
</tr>
<tr>
<td>Group profit</td>
<td>0.6</td>
<td>0.5</td>
<td>-12%</td>
</tr>
</tbody>
</table>
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Sound start into the year with calm beginning in the insurance business

Business unit Private Clients
Sound start into the year with calm beginning in the insurance business

Key figures of the business unit Private Clients

Further strong increase in the number of advisors, additionally increasing number of branches

Very positive development in the areas „Simple financial service products“ and „mortgage financing“ bear the positive development of revenues

Very calm market environment leads to a weak start of the insurance business

Changes in the regulatory environment lead to insecurities in the health and life insurance area
Strong growth of the number of advisors and more branches

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

Branch-based sales: Number of Advisors

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>162</td>
<td>312</td>
<td>457</td>
<td>569</td>
<td>687</td>
</tr>
</tbody>
</table>

CAGR 44%

Branch-based sales: Number of branches

<table>
<thead>
<tr>
<th>Quarter</th>
<th>2008</th>
<th>2009</th>
<th>2010</th>
<th>2011</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1</td>
<td>128</td>
<td>163</td>
<td>174</td>
<td>176</td>
<td>186</td>
</tr>
</tbody>
</table>

CAGR 10%
Insurance business affected by calm market environment
More key figures of the business unit Private Clients

**Online sales: Number of leads**

**Transaction volume: loan brokerage**
(billion €)

- Q1 2011: 0.89
- Q1 2012: 1.01

**CAGR 13%**

**Transaction volume: insurance premiums**
(million €)

- Q1 2011:
  - General insurance: 2.2
  - Private health insurance: 3.0
  - Life insurance: 0.4

- Q1 2012:
  - General insurance: 2.3
  - Private health insurance: 1.6
  - Life insurance: 0.6

**CAGR -19%**

**Insurance policies under management**

<table>
<thead>
<tr>
<th>Premiums in million €, at 31st March</th>
<th>Q1 2011</th>
<th>Q1 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>General insurance</td>
<td>5.3</td>
<td>20.4</td>
</tr>
<tr>
<td>Private health insurance</td>
<td>12.4</td>
<td>27.4</td>
</tr>
<tr>
<td>Life insurance</td>
<td>17.2</td>
<td></td>
</tr>
</tbody>
</table>
Increase in transaction volume clearly „beats“ market development

Business unit Financial Service Providers
Investments of previous years pay off

Key figures of the business unit Financial Service Provider

Revenue (million €)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2011</th>
<th>Q1 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.5</td>
<td>6.0</td>
</tr>
</tbody>
</table>

CAGR 71%

EBIT (million €)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2011</th>
<th>Q1 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>0.03</td>
<td>0.9</td>
</tr>
</tbody>
</table>

CAGR 15%

Number of partners

<table>
<thead>
<tr>
<th></th>
<th>Q1 2011</th>
<th>Q1 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>152</td>
<td>175</td>
</tr>
</tbody>
</table>

CAGR 15%

Strong growth of transaction volume was supported by the implementation of further strategic partners

Low level of interest rates still provide for a positive market environment for mortgage financing

Increasing technical depth of integration of sales and product partners

Product partners increasingly act as brokers for third party sales organisations

Transaction volume of Hypoport Stater starts to develop in an extremely difficult market environment in the Netherlands

Offer of close-to-financing insurances started with Credit Life
Increase in transaction volume clearly „beats“ market development

Development of the transaction volume of EUROPACE

Billion €

Mortgage financing • Personal loans • Bausparen

Financial crisis

Q1 2012
Still high investments in the acquisition of new partners
Development of GENOPACE and FINMAS

**GENOPACE**
(Number of partners)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2011</th>
<th>Q1 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAGR 26%</td>
<td>50</td>
<td>63</td>
</tr>
</tbody>
</table>

Trend-setting investment of Bausparkasse Schwäbisch Hall in the company
Due to that expansion of product range of GENOPACE to Bauspar-products in preparation
Penetration in the area of the OSV increases; pilote projects in other areas of association are on a good way

**FINMAS**
(Number of partners)

<table>
<thead>
<tr>
<th></th>
<th>Q1 2011</th>
<th>Q1 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>CAGR 31%</td>
<td>26</td>
<td>34</td>
</tr>
</tbody>
</table>

Long implementation cycles
Penetration in the area of the OSV increases; pilote projects in other areas of association are on a good way
Prolonged high investment in the acquisition and training of new partners
New and large business unit Institutional Clients

New business unit Institutional Clients Kunden comprises „Corporate Real Estate Clients“ and „Institutional Clients (old)“
Weak first quarter due to the lack of big financing deals

Key figures of the business unit Institutional Clients

New business unit Institutional Clients emerged from the fusion of the business units Corporate Real Estate Clients and Institutional Clients (old)

Goal: Utilization of organisational synergies and the creation of three equally large business units

Weak first quarter due to volatility of large financing deals (especially in comparison to the exceptional strong first quarter 2011)

Due to special single transactions calculatory decrease of average commission

Pipeline of financial requests (also for big deals) well-stocked, applies equally for consulting of corporate clients and banks.
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Increasing interest in information regarding Hypoport’s shares by institutional investors
Share prices in the first Quarter 2012 und Breakdown of Shareholders as of 31 March 2012

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: 2.8%
  - other share holders: 34.0%

Directors’ Dealings

<table>
<thead>
<tr>
<th>Transaction date</th>
<th>Notifying person/ entity</th>
<th>Transaction</th>
<th>Stock exchange</th>
<th>Number of shares</th>
<th>Execution price</th>
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</thead>
<tbody>
<tr>
<td>30.03.2012</td>
<td>Thilo Wiegand</td>
<td>purchase</td>
<td>XETRA</td>
<td>267</td>
<td>8.241</td>
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<tr>
<td>30.03.2012</td>
<td>Thilo Wiegand</td>
<td>purchase</td>
<td>XETRA</td>
<td>60</td>
<td>8.27</td>
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<tr>
<td>30.03.2012</td>
<td>Thilo Wiegand</td>
<td>purchase</td>
<td>XETRA</td>
<td>470</td>
<td>8.25</td>
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<tr>
<td>30.03.2012</td>
<td>Thilo Wiegand</td>
<td>purchase</td>
<td>XETRA</td>
<td>2,000</td>
<td>8.20</td>
</tr>
<tr>
<td>30.03.2012</td>
<td>Thilo Wiegand</td>
<td>purchase</td>
<td>XETRA</td>
<td>470</td>
<td>8.28</td>
</tr>
<tr>
<td>28.03.2012</td>
<td>Ronald Slabke</td>
<td>purchase</td>
<td>XETRA</td>
<td>500</td>
<td>8.25</td>
</tr>
<tr>
<td>23.03.2012</td>
<td>Ronald Slabke</td>
<td>purchase</td>
<td>XETRA</td>
<td>480</td>
<td>8.20</td>
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<tr>
<td>22.03.2012</td>
<td>Inge Trampe</td>
<td>purchase</td>
<td>XETRA</td>
<td>5,290</td>
<td>8.25</td>
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<tr>
<td>22.03.2012</td>
<td>Ronald Slabke</td>
<td>purchase</td>
<td>XETRA</td>
<td>2,600</td>
<td>8.25</td>
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<tr>
<td>22.03.2012</td>
<td>Ronald Slabke</td>
<td>purchase</td>
<td>XETRA</td>
<td>410</td>
<td>8.20</td>
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<td>21.03.2012</td>
<td>Inge Trampe</td>
<td>purchase</td>
<td>XETRA</td>
<td>710</td>
<td>8.15</td>
</tr>
</tbody>
</table>

Activities for Investors 2012
- 01.06.2012     Annual Meeting
- 23.03.2012     Roadshow (Equinet)

Research in Q1 2012

<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>20.03.2012</td>
</tr>
<tr>
<td>CBS Research</td>
<td>Buy</td>
<td>17.00 €</td>
<td>05.03.2012</td>
</tr>
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Sound basis for a successful year
Outlook for 2012

We will continue to pursue our strategy of acquiring additional market shares in all business units.

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 in order to systematically improve our purchasing conditions and to prepare the basis for the enlargement of EUROPACE with new products.

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.