Insurance market slows business operations
Financial figures as of 30th September 2012
Contents

1. Overview of key performance indicators
2. Performance of the business units
3. Hypoport’s shares
4. Outlook
### Results below expectations

Key performance indicators of the Hypoport Group as of 30th September 2012

<table>
<thead>
<tr>
<th>Indicator</th>
<th>9M 2011</th>
<th>9M 2012</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue (Million €)</td>
<td>58.8</td>
<td>62.9</td>
<td>+7%</td>
</tr>
<tr>
<td>Equity (Million €)</td>
<td>31.3</td>
<td>32.2</td>
<td>+3%</td>
</tr>
<tr>
<td>Number of employees (on 30th Sept.)</td>
<td>485</td>
<td>543</td>
<td>+12%</td>
</tr>
<tr>
<td>EBITDA (Mio. €)</td>
<td>7.8</td>
<td>6.9</td>
<td>-11%</td>
</tr>
<tr>
<td>EBIT (Mio. €)</td>
<td>3.9</td>
<td>3.0</td>
<td>-23%</td>
</tr>
<tr>
<td>Group profit (Million €)</td>
<td>2.3</td>
<td>1.5</td>
<td>-34%</td>
</tr>
</tbody>
</table>
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Three business units – one group

Business unit Private Clients
Weak insurance performance weighs on business unit results

Key figures of the business unit Private Clients

Positive trend in mortgage finance continues. Very difficult conditions in the insurance because retirement provision products suffer from low interest level and the current state of private health insurance. So far no noticeable stimulatory impulses through gender neutral tariffs.

Legal regulations for commission cap and extended cancellation liability time for private health insurance business reduce EBIT.

Weak sector increases growth of franchise organisation because of more competitive business model.

Weak development with basic money investment products because financial providers have less need of customers deposit due to ECB monetary policy following „cheap money“. 
Again more advisors and branches boost nationwide presence
Development of the number of branches and advisors in branch-based sale

Branch-based sales: Number of Advisors

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<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>CAGR</td>
<td>27%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

|       | 283     | 437     | 505     | 597     | 744     |

Branch-based sales: Number of branches

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>CAGR</td>
<td>15%</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

|       | 116     | 173     | 173     | 177     | 205     |

Financial figures 9M 2012
Very light transaction volume for insurances
More key figures of the business unit Private Clients

Transaction volume: loan brokerage
(Billion €)

Transaction volume: insurance premiums
(Million €)

Online sales: Number of leads

Insurance policies under management:
premiums in million €, at 30th Sept.

CAGR
71%
CAGR
20%
CAGR
-25%
CAGR
20%
CAGR
-25%
Three business units – one group

Business unit Financial Service Providers
Respectable trend of earnings in a continuing positive market

Key figures of business unit Financial Service Providers

Quarterly profits benefit from continuing favorable market conditions.

Transaction volume already reaches results of previous year at end of QIII.

Longer average fixed interest rates because of low interest level compensate for declining conversion quotes.

Low-margin packaging sales increase.

Consistent continuation of platform investments.
Transaction volume steadily tops 7 billion € per quarter in 2012
Development of the transaction volume of EUROPACE

Financial crisis

Billion €

Mortgage financing ■ Personal loans ■ Bausparen

Financial figures 9M 2012
Important investments provide a basis for future growth

Development projects of the EUROPACE market place

**GENOPACE**
(Number of partners)

<table>
<thead>
<tr>
<th>CAGR</th>
<th>Q II / 2008</th>
</tr>
</thead>
<tbody>
<tr>
<td>33%</td>
<td>1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>9M 2011</th>
<th>9M 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>52</td>
<td>69</td>
</tr>
</tbody>
</table>

High investments and a long sales cycle for recruiting new partners continue.
Numerous new collaborations are initiated.
Implementation of Bauspar-offering is scheduled.

**FINMAS**
(Number of partners)

<table>
<thead>
<tr>
<th>CAGR</th>
<th>Q IV / 2009</th>
</tr>
</thead>
<tbody>
<tr>
<td>25%</td>
<td>1</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>9M 2011</th>
<th>9M 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>32</td>
<td>40</td>
</tr>
</tbody>
</table>

Pleasing development of transaction volume.
Prolonged high investments and a long sales cycle for recruiting new partners continue.
First prominent institute serves only as a distributional Sparkasse.

**EUROPACE2**
New development of EUROPACE based on a new technology

2008

EP2 Market-Engine migration is supposed to be finished at the end of the year.
Then EP2 Frontend can be used by a broader user group.

**Hypoport Stater**
EUROPACE in the Netherlands

2007

2 product suppliers
Very difficult market environment continues.
Three business units – one group
Business unit Institutional Clients
Respectable business trend at less-volumed transactions
Key figures of the business unit Institutional Clients

Decent business trend in a normally volatile environment.

Prolongations compensate for weaker new business. Pipeline well-filled for the upcoming months.

Increased offering for high-volume business by insurance industry.

New product ideas assure unique selling proposition in commercial housing industry for Dr. Klein.

Consulting for real estate investors and emitters has respectable business trend on the previous year's level.
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Increasing interest in information regarding Hypoport's shares by institutional investors
Share prices in the first nine months of 2012 und breakdown of shareholders as of 30th September 2012

Number of shares: 6,194,958
- Revenia GmbH (Ronald Slabke, CEO)
- Kretschmar Familienstiftung
- Deutsche Postbank AG
- Sparta AG
- Free float
  - Stephan Gawarecki: 3.0%
  - Hans Peter Trampe: 2.9%
  - other board members: 2.8%
  - other shareholders: 28.1%

Directors’ Dealings-Information
In Q3 no Director’s Dealings announcements were published.

Designated Sponsor
Close Brother Seydler Bank AG

Activities for Investors 2012
- 15.10.2012: Roadshow (Montega)
- 01.06.2012: Hauptversammlung
- 23.03.2012: Roadshow (Equinet)

Research in Q3 2012

<table>
<thead>
<tr>
<th>Analyst</th>
<th>Recomm.</th>
<th>Target price</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Montega</td>
<td>Buy</td>
<td>16.00 €</td>
<td>13.09.2012</td>
</tr>
<tr>
<td>Equinet</td>
<td>Buy</td>
<td>11.50 €</td>
<td>23.08.2012</td>
</tr>
<tr>
<td>CBS Research</td>
<td>Buy</td>
<td>15.00 €</td>
<td>06.08.2012</td>
</tr>
<tr>
<td>Equinet</td>
<td>Hold</td>
<td>11.50 €</td>
<td>06.08.2012</td>
</tr>
</tbody>
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Weak insurance business lowers expectations

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 which round up the market place.

In the Private Clients Unit we aim for a distinct expansion in the number of independent advisors 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.

Due to the current market environment we reduce our prognosis for the financial year 2012 an expect to see revenues above and earnings below previous year’s level.