




Successful start into the new year for Hypoport
Financial figures as of 31st March 2014

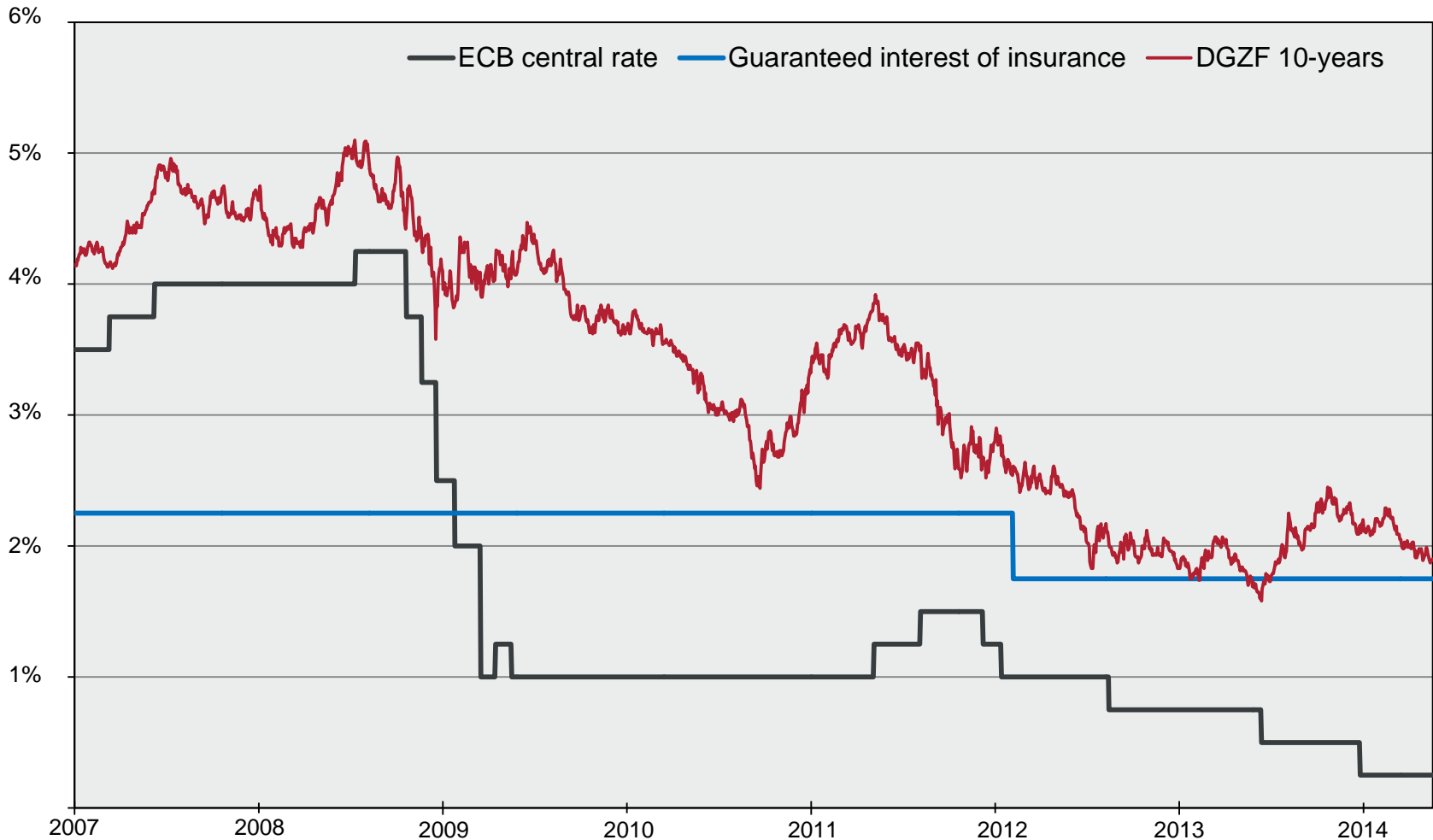


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1. **Market environment**
 2. **Performance of business units**
 3. **Overview of key performance indicators**
 4. **Hypoport's shares**
 5. **Outlook**
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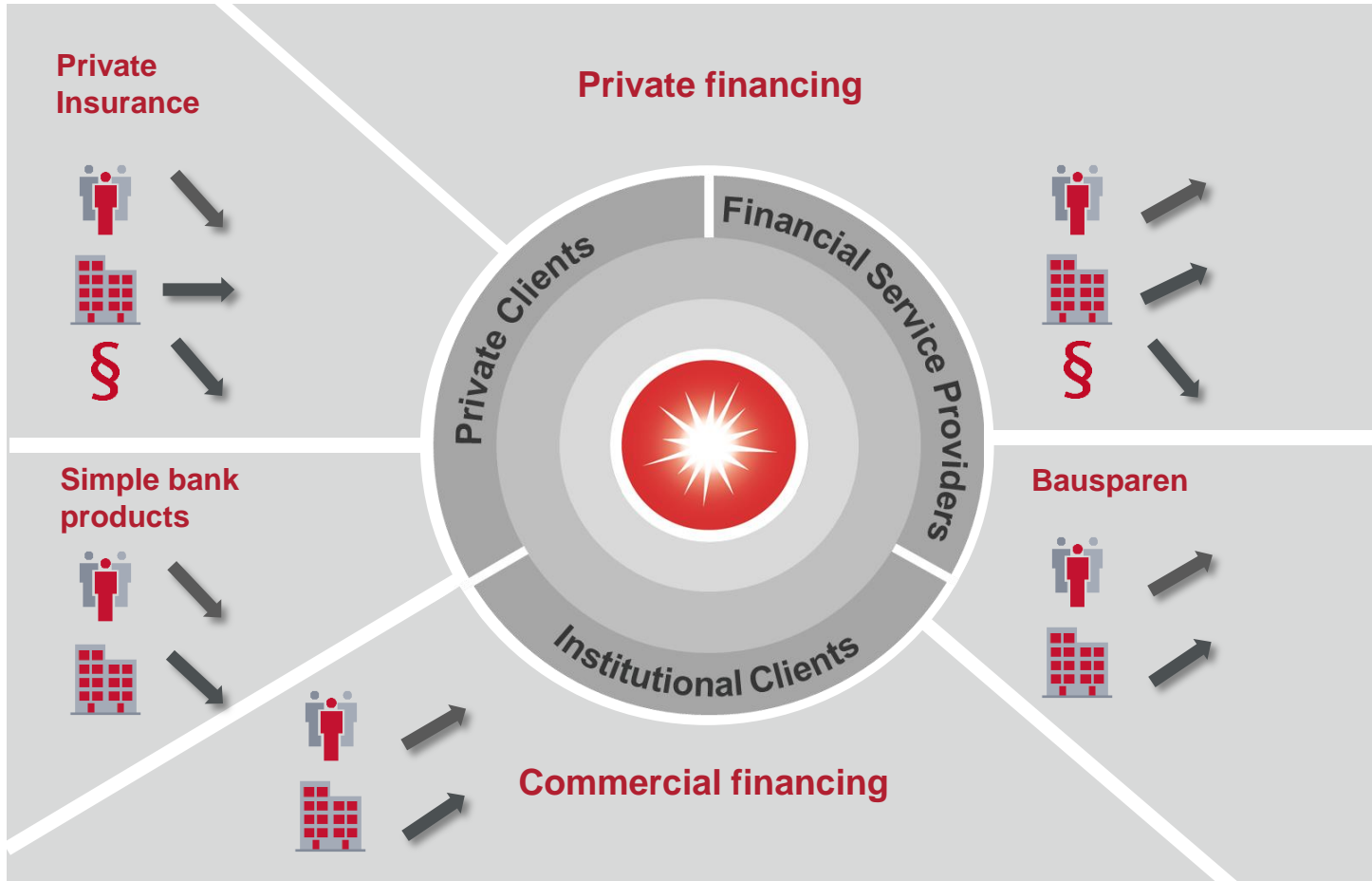
New business year started off with interest rates at similarly low level

Interest rate trends of important segments since 2007



Influence of market environment on Hypoport business units

Development of market environment for relevant financial service products



Demand




Provider/
products



Regulation



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Presentation of segment results

Business unit Private Clients

DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN



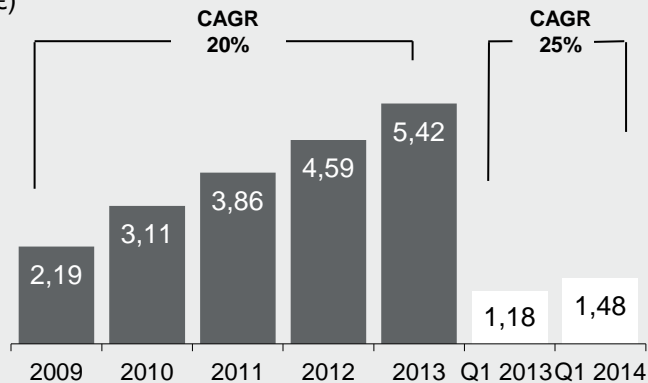
 **EUROPACE**

Early spring stimulates transaction volume of loan brokerage

Key figures of product segment loan brokerage compared to German Central Bank figures

Transaction volume: loan brokerage

(billion €)



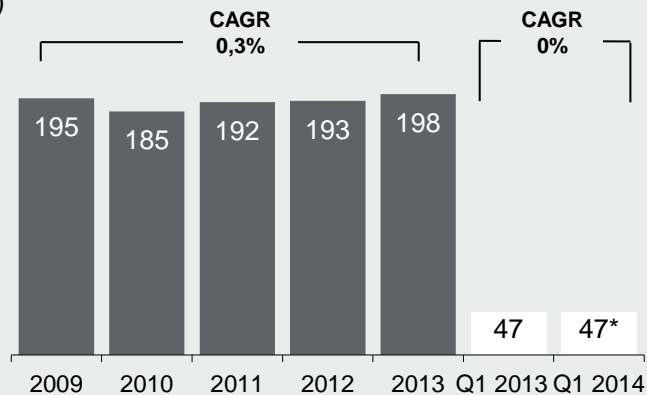
The transaction volume of loan brokerage rose by 25% during a sound market volume.

Mild winter weather led to high interest for real estate, but doesn't impact the figures of the Bundesbank yet.

The transaction volume of personal loans increased by 21% compared to Q1 2013 in a highly competitive market environment.

Development of new business: loan brokerage

(billion €)



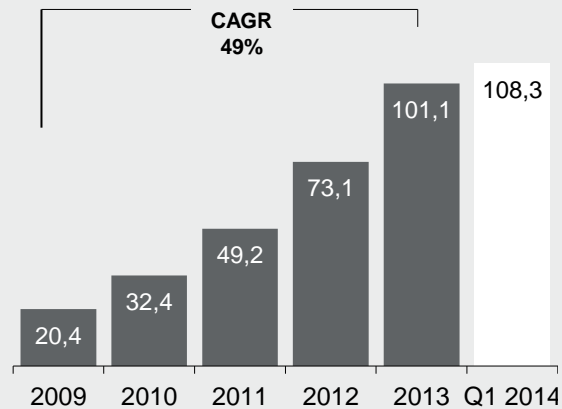
Source: Bundesbank (*March estimated)

New business for insurance remains subject to high uncertainties

Key figures of product segment insurance (business unit Private Clients)

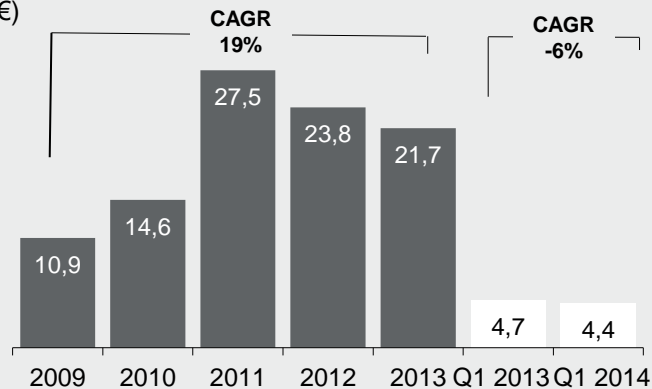
Insurance policies under management

(million €, at 31st March)



Transaction volume: insurance

(million €)



Existing insurance portfolio rose by 7% in Q1 2014 compared to previous quarter.

New insurance business declined slightly by 6%, due to the ongoing limited appeal of private health insurance and life insurance.

New business for private health insurance decreased by 17%, for life insurance by 12%. At the same time, new business in area of property insurance increased by 11%.

Although no new regulations were introduced in Q1 2014, the insurance sector remained subject to high uncertainties concerning new legal requirements from Berlin and Brussels.

Declining dependence on simple financial service products slowly becomes apparent

Key figures of product segment Simple banking and insurance products (business unit Private Clients)



Decline of lead numbers by 23% to 0,9 million (YoY).

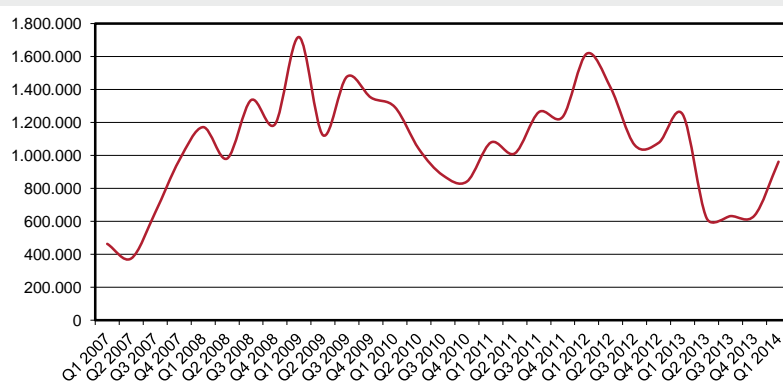
Limited business for simple financial service products (e.g. call money), because suppliers have less demand for account deposits due to ECB's "cheap money" policy.

Online distribution costs are rising because of the weak market and a more competitive environment.

Cost-intensive reduction of dependency on simple financial service products due to enhancements of business models in further product segments advances.

Increasingly intense competition in the market for personal loans.

Online sales: Number of leads



Best of both worlds: Online Leadgeneration. Offline customer-advisory.

Lead generation and cross-channelling: private clients

Online sales

Self-explanatory financial products,
e. g. current accounts, car insurances

Franchise sales

Advice-intensive sales
products, e. g. mortgages,
health insurances



Broker sales

Advice-intensive sales products,
e. g. mortgages, health insurances

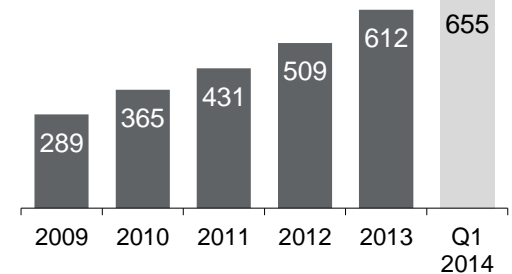
€ Lead fee

€ Commission

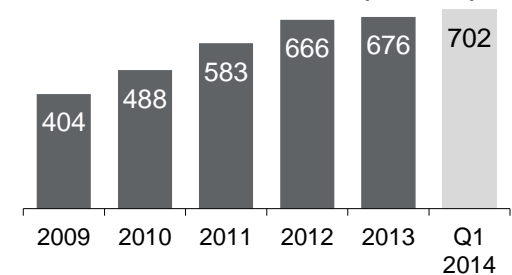
Leads



Number of active advisors (Franchise)



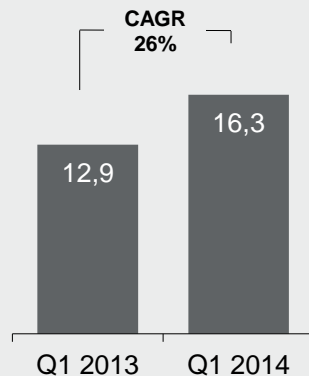
Number of active advisors (Brokers)



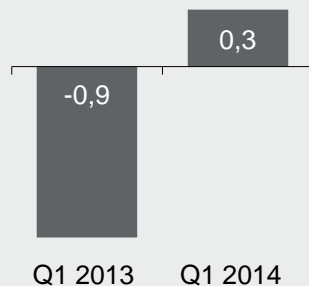
Business unit benefits from early spring and restructuring of insurance segment

Key figures of business unit Private Clients

Revenue (million €)



EBIT (million €)



High demand for mortgage finance products has positive impact of business figures.

Restructuring of the insurance business has started to bear fruit. Limited new business for personal insurance can't be cushioned by development in the business for property insurance or growth of the existing insurance portfolio.

Intense competition in the market for personal loans has put pressure on margins.

Simple financial service products are continuously unappealing due to a low interest level.

Profit zone reached on a quarterly basis is also expected to be reached on yearly basis.

Presentation of segment results

Business unit Financial Service Providers

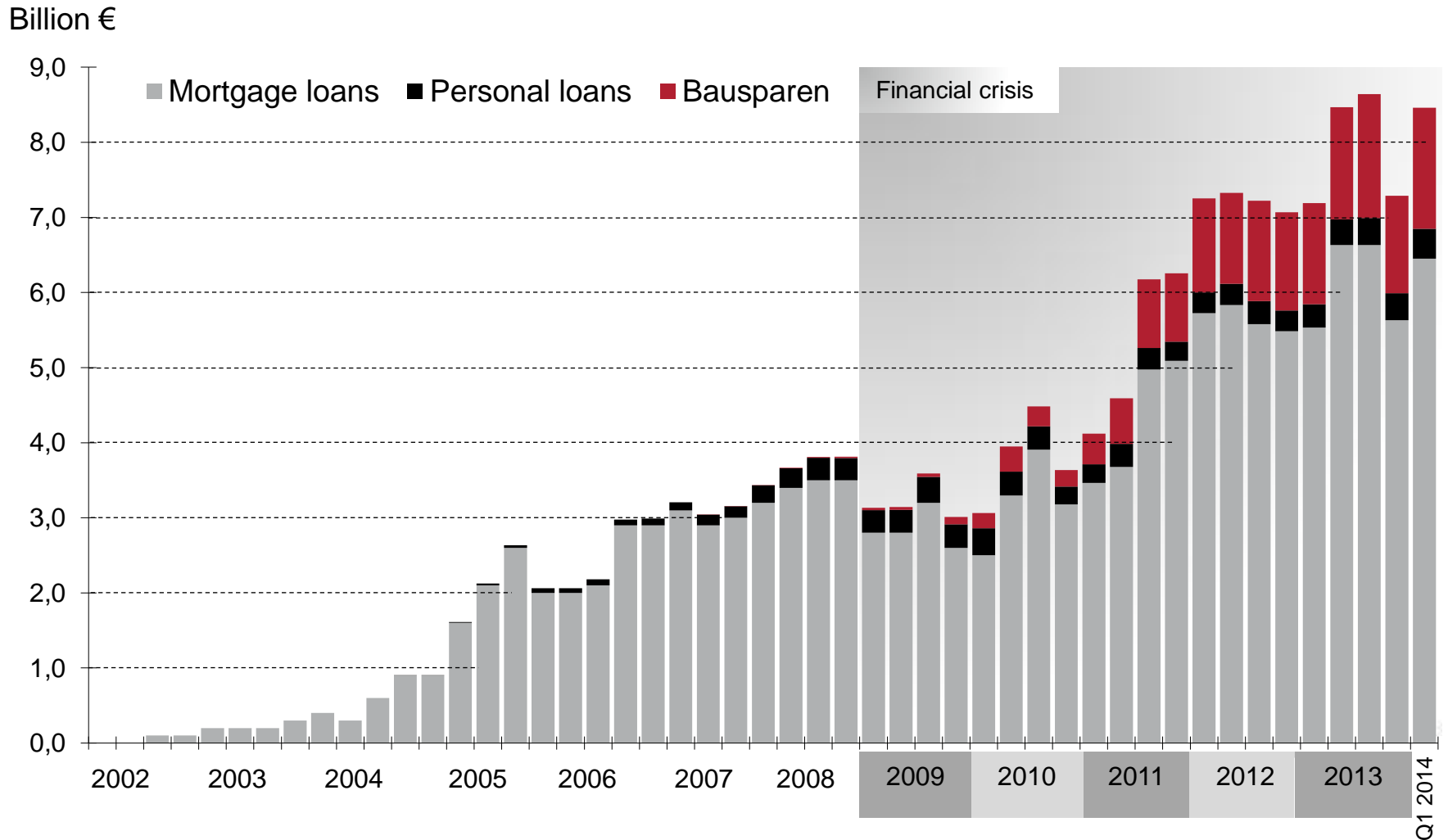
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 **EUROPACE**

Rise by 18% and quarterly transaction volume over 8 billion Euro for the third time

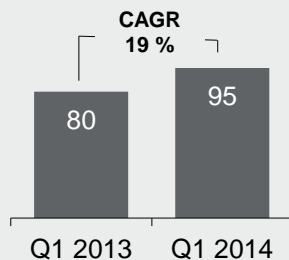
Transaction volume of EUROPACE marketplace



GENOPACE – Marketplace for the cooperative banking group

Ongoing development of partner support

Number of partners



Start: Q II / 2008

Accumulated transaction volume exceeds the mark of 3 billion Euro.

GENOPACE partner banks represent over 20% of netted total assets of the cooperative banking group.

12 of the top 25 cooperative banks are partners of GENOPACE.

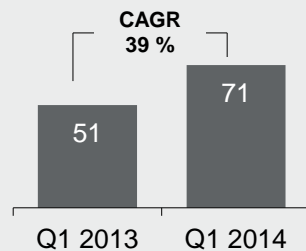
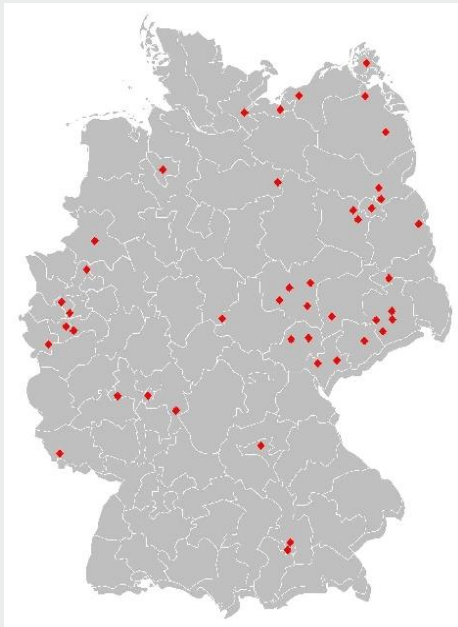
The activities of GENOPACE include ongoing high investments, a long sales cycle for recruiting new partners and the intensification of platform use for existing partners.

It also includes the successful support of B2C activities by partner banks, offerings like calculators, lead generation etc.

FINMAS – Financial marketplace for savings banks

Accelerated growth of transaction volume

Number of partners



Start: Q IV / 2009

Monthly transaction volume tops 100 million Euro for the first time.

12 of the top 25 cooperative banks are partners of FINMAS

Pressure to change, caused by Basel III, has raised the appeal for a flexible marketplace solution for an increasing number of savings banks.

Savings banks increasingly focus on use of FINMAS sales possibilities.

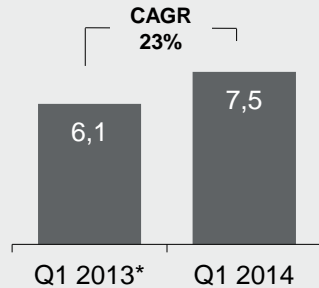
Multiple projects are launched to attain partners in regional organisations.

Interest of several Landesbausparkassen rises.

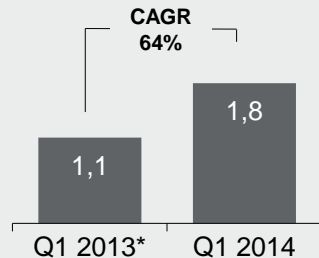
Appealing platform functionalities ensure loyalty of existing partners and attract new ones

Key figures of business unit Financial Service Providers

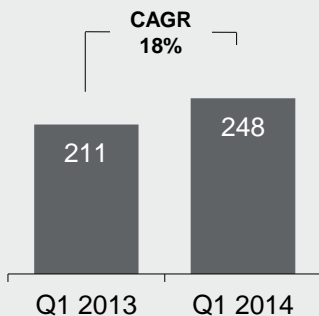
Revenue (million €)



EBIT (million €)



Number of partners



* From continued operations

Firm start of the year compared to the previous quarter. Strong growth of transaction volume leads to a remarkable rise of earnings.

Consistent substantial expansion of platform functionalities strengthens the integration depth of partners.

Due to the cooperation with Commerzbank, all of the relevant large German banks present their product portfolios on the EUROPACE marketplace.

First distributors start deflecting business to the new front end.

Presentation of segment results

Business unit Institutional Clients

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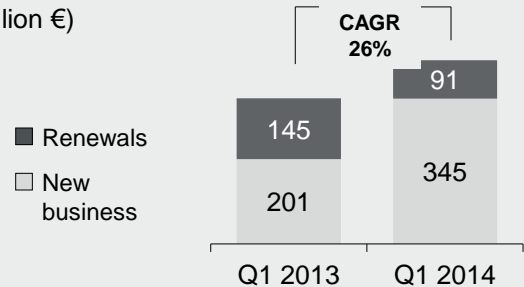
 **EUROPACE**

Sound business development in first quarter

Key figures of the business unit Institutional Clients

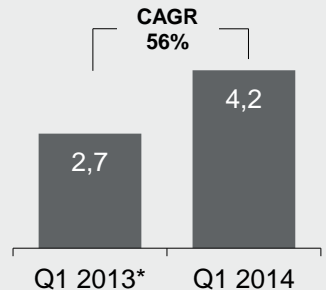
Volume of brokered loans

(Million €)



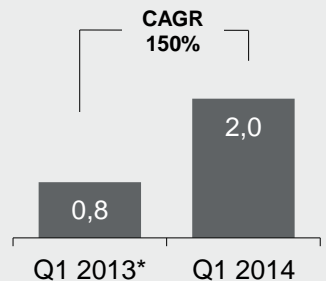
Revenue

(Million €)



EBIT

(Million €)



* Previous year's value adjusted

All in all, there has been a sound business development for brokered loans considering common volatility.

Developed big deals from the previous year could be completed. Customer diversification remains high on a daily basis. Innovative financing models secure unique selling propositions and good margins.

Insurance business repeats its strong growth. Consulting for real estate investors and emitters marks good a business development over the previous year's level.

Development of new product divisions (i.a. real estate brokering) lifts cost level.



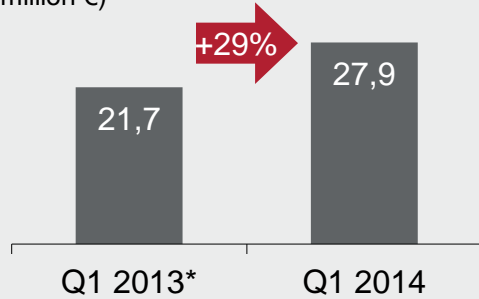
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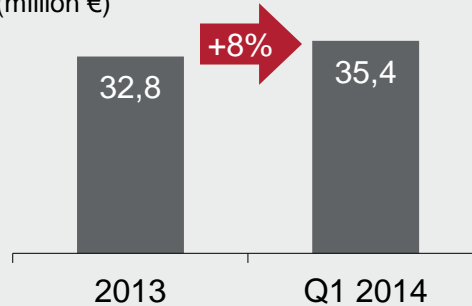
Considerable growth in revenue and earnings

Summary of Hypoport's key figures as of 31st March 2014

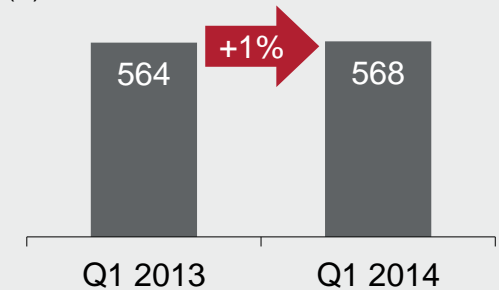
Revenue
(million €)



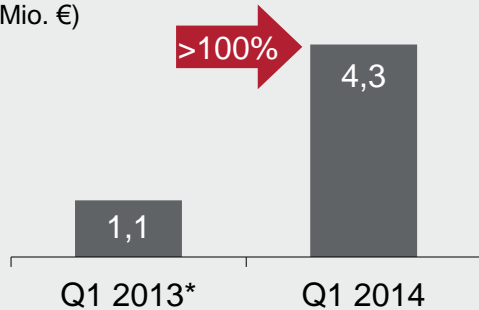
Equity
(million €)



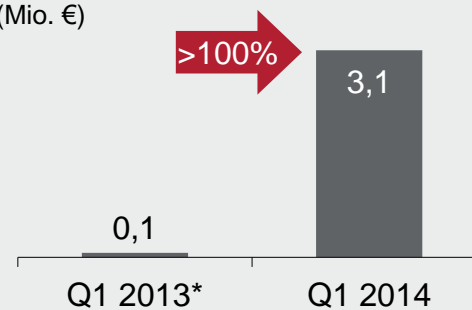
Number of employees
(ø)



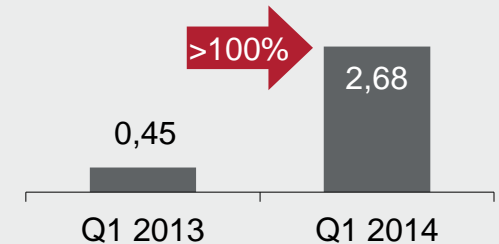
EBITDA
(Mio. €)



EBIT
(Mio. €)




Group profit
(Mio. €)



* Previous year's value adjusted



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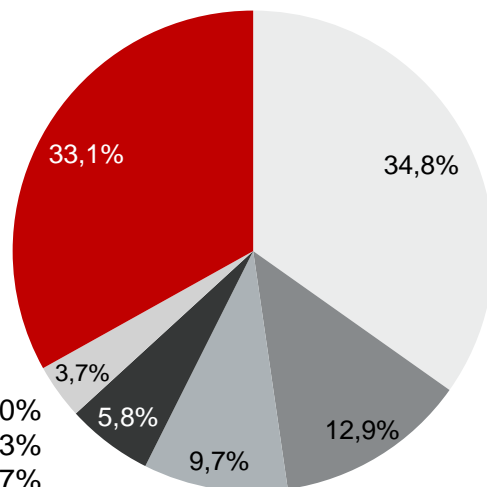
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Trading volume and share price continue on low level

Share price performance and breakdown of shareholders as of 31st March 2014

Number of shares: 6.194.958

- Revenia GmbH (Ronald Slabke, CEO)
- Kretschmar Familienstiftung
- Deutsche Postbank AG
- Sparta AG
- Deutsche Balaton AG
- Free float
 - Stephan Gawarecki: 3,0%
 - Hans Peter Trampe: 2,3%
 - Other board members: 2,7%
 - Other shareholders: 25,1%



Basic data

ISIN	DE 000 549 3365
Symbol	HYQ
Market segment	Regulated market
Transparency standard	Prime Standard

Designated Sponsor

Close Brother Seydler Bank AG

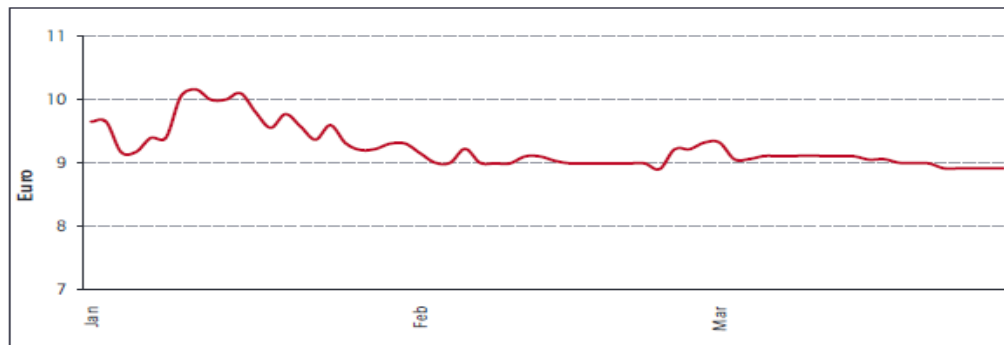
Ad-Hoc Mitteilung

14.02.2014 Hypoport generates further double-digit growth

Research in Q1 2014


Analyst	Recomm.	Target price	Date
Montega	Buy	12,00 €	05.11.2013
CBS Research	Buy	13,00 €	04.11.2013
Montega	Buy	10,50 €	06.08.2013
CBS Research	Buy	11,00 €	05.08.2013

Performance of Hypoport's share price, January to March 2014 (daily closing prices on Frankfurt Stock Exchange)





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Profitable growth

Outlook for 2014ff

We will consistently continue to pursue our strategy of acquiring additional market shares in all business units. At the same time we increasingly use the positions we gained to improve our profitability.

Main focus for the B2B financial market place is an ongoing increase of the penetration of market segments. In addition, the integrational depth of consumers shall be increased by an expansion of our product and service portfolio.

In business unit "Private Clients" we seek restructuring of the insurance business, a strong development of the loan brokerage business and methodic improvement of our margin structure.

Our business unit "Institutional Clients" will continue its sustainable growth by using leadership in innovation in the industry sector and expansion of our product portfolio..

For 2014, we expect double-digit sales growth and income above the level of the record years 2010/2011.