

Hypoport remains firmly on track

Financial figures as of 30th June 2014

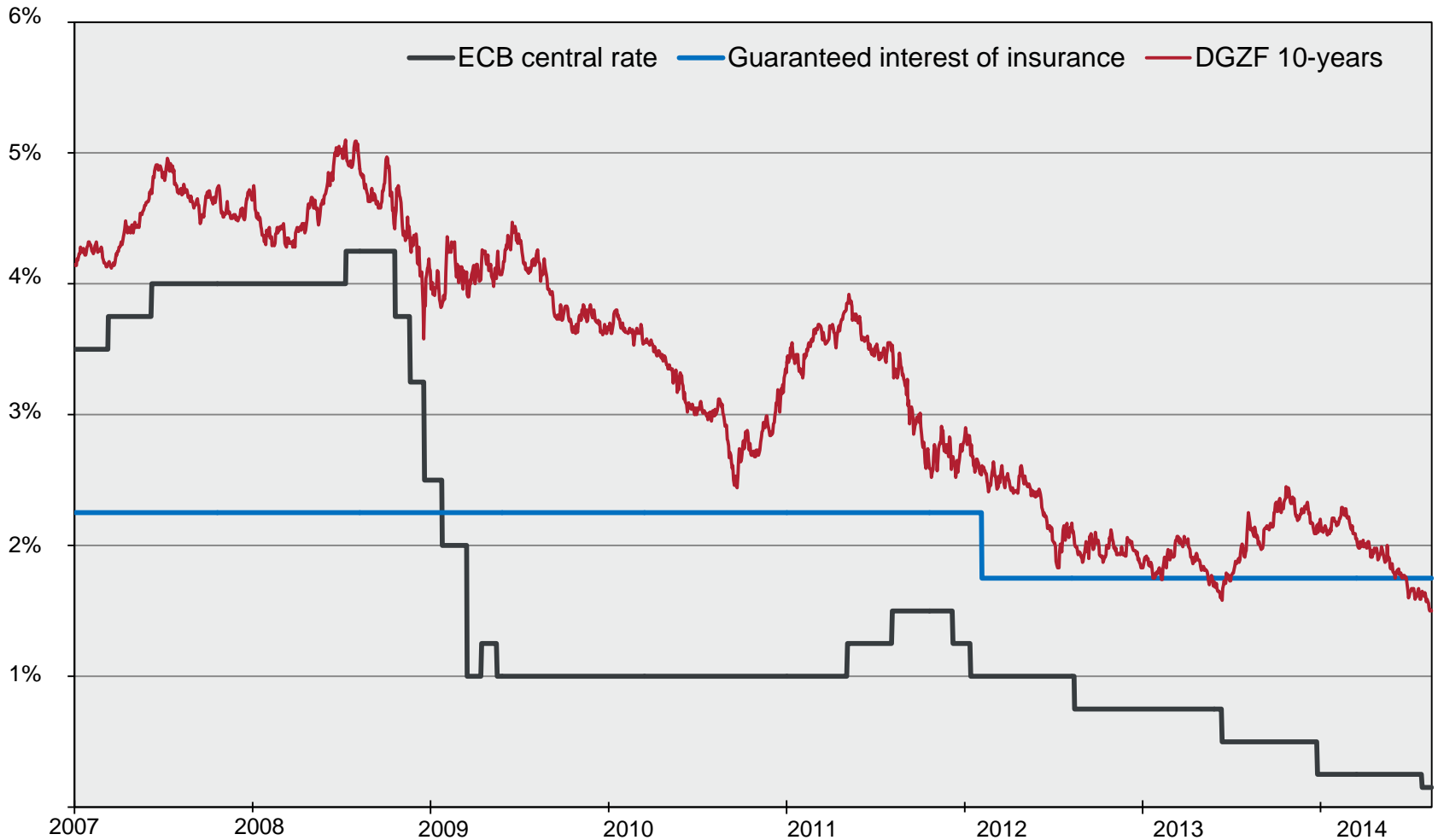


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- 1. Market environment**
- 2. Performance of business units**
- 3. Overview of key performance indicators**
- 4. Hypoport's shares**
- 5. Outlook**

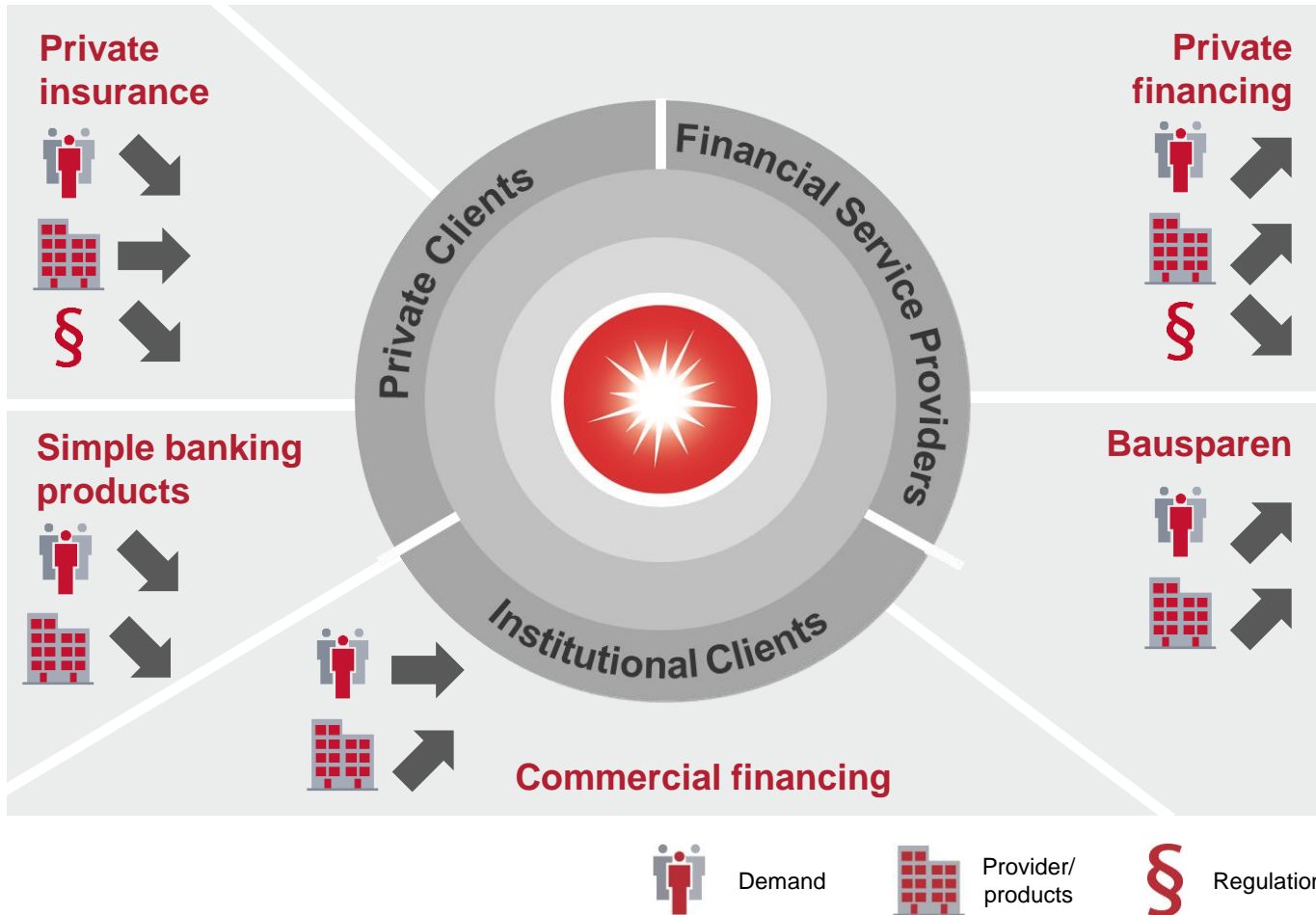
Interest rates remain on low level in 2014

Interest rate development of important segments since 2007




Influence of market environment on Hypoport's business units

Development of market environment for relevant financial service products



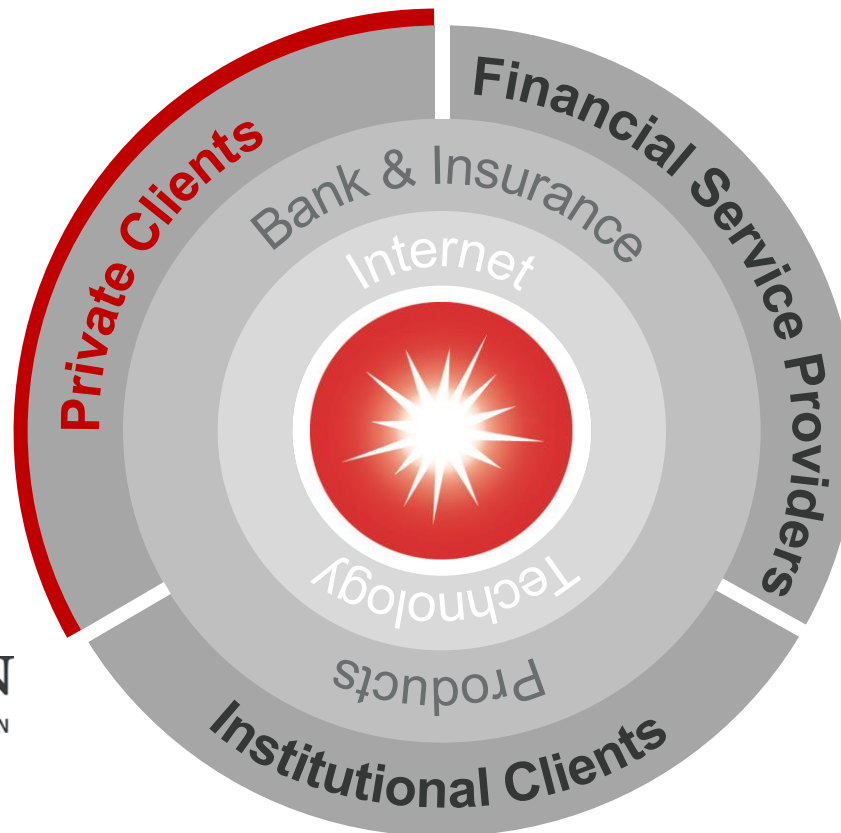


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Business unit Private Clients

Presentation of segment results



DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN

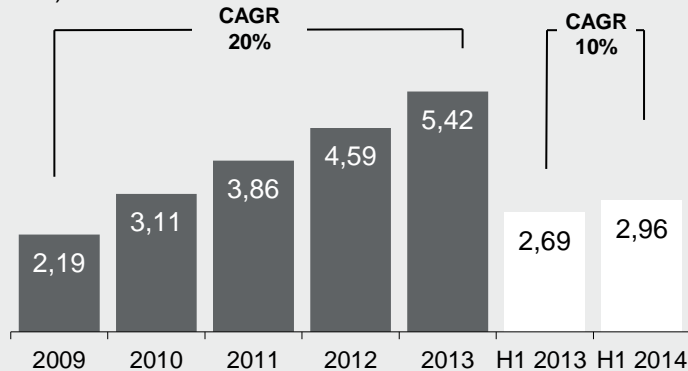
 **EUROPACE**

Persistent extension of market share in loan brokerage

Private Clients: Transaction volume of loan brokerage and German Central Bank figures

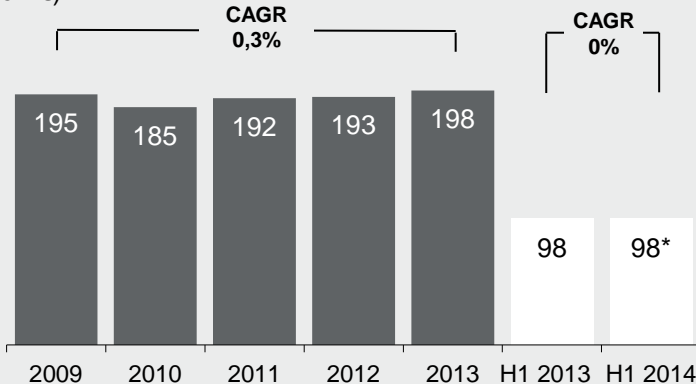
Transaction volume: loan brokerage

(billion €)



Development of new business: loan brokerage

(billion €)



Source: Bundesbank (* June 2014 estimated)

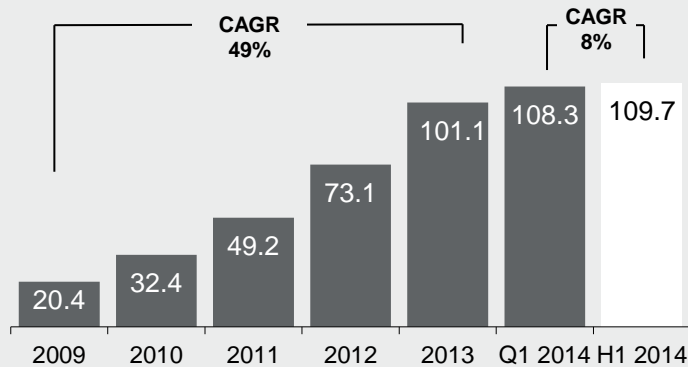
- Bausparen becomes steadily more important and Bauspar volume rises by 49 per cent (yoy).
- Increase in personal loan volume by 16 per cent (yoy) in competitive market environment.
- Volume of mortgage loan rises by 9 per cent (yoy). Increase of market share in the course of a stable market volume.
- Rise in total volume loan brokerage by 10 per cent (yoy).

Regulation and low interest rates weigh on insurance business

Private Clients: Insurance policies under management and new business

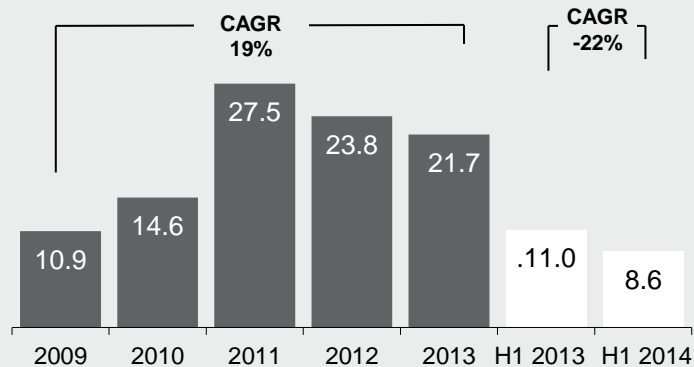
Insurance policies under management

(million €; annual premiums)



New business insurance

(million €; annual premiums)



- Insurance policies under management grow by 8 per cent (yoy). A market-related decline of new business in the context of a steady surrender rate leads to a decline in private health insurance volume by 7 percent (yoy). Volume of life insurance grows by 9 per cent (yoy) and property insurance by 38 per cent (yoy).
- New business of health and live insurance remains under pressure due to new regulations and low interest rates. Private health insurance decreases by 17 per cent (yoy) and life insurance by 21 per cent (yoy).
- Due to the new law „German Life Insurance Reform Act (LVRG)“, life insurance will become less appealing.

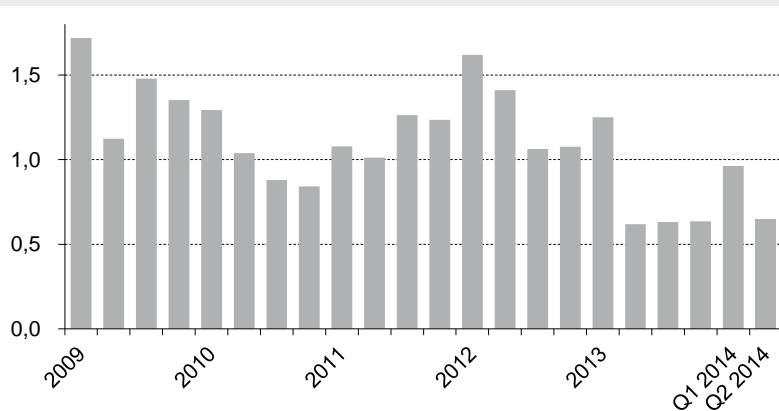
Strong competition in attractive product segments

Private Clients: Leads generated online



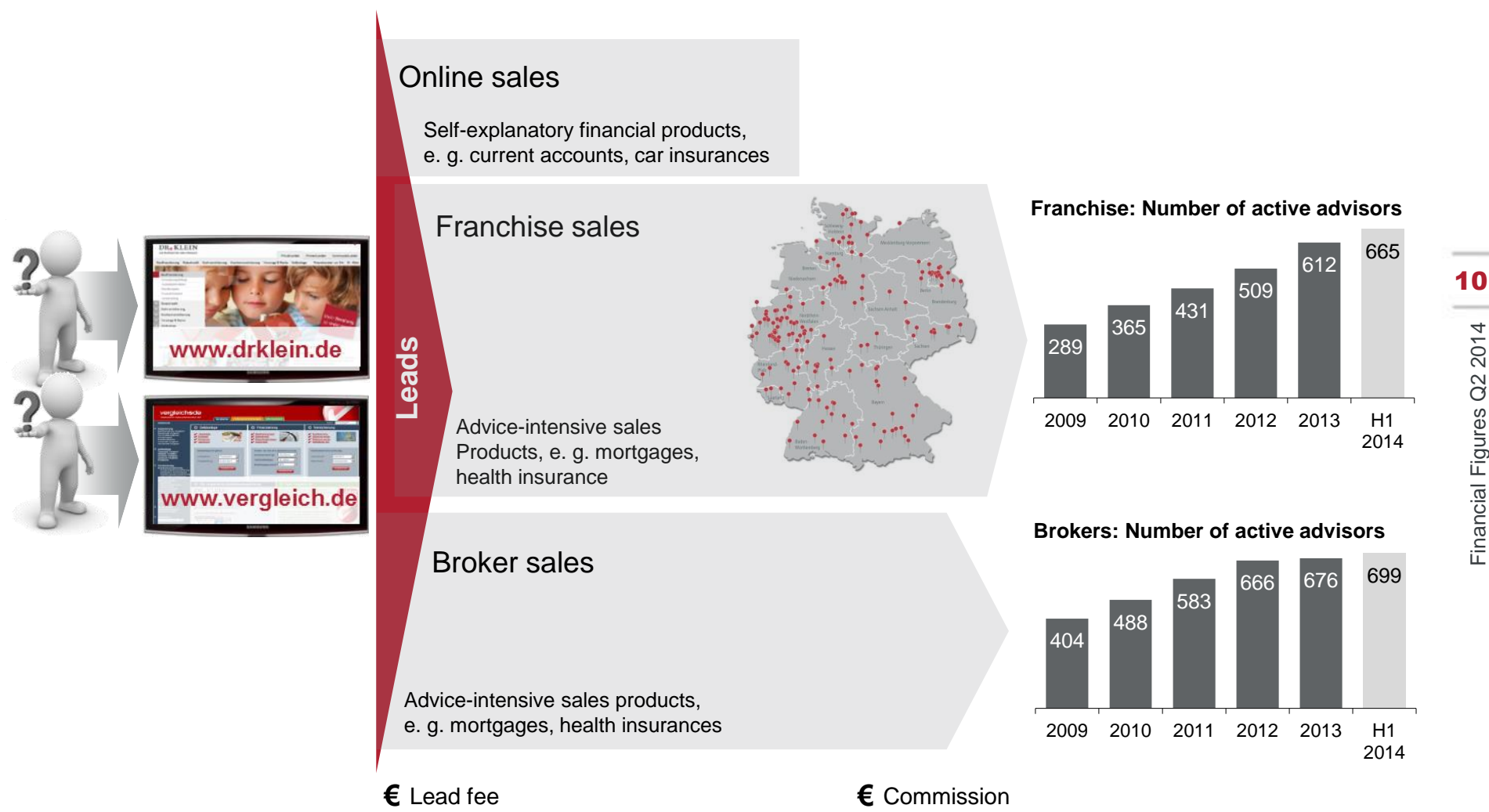
- Decline of lead number in H1 2014 by 14 per cent (yoy) to 1.6 million.
- Weak business for simple banking products (e. g. call money) because of ECB's "cheap money" policy. Banks show remarkably less demand for customer deposits.
- Rising online sales costs due to intense competition in appealing product segments (e. g. mortgage or personal loans).
- Cost-intensive reduction of dependency on simple banking products due to enhancements of business models in further product segments advances.

Online sales: Number of leads per quarter (Mio.)



Best of both worlds: Lead generation online. On-site consultancy offline.

Private Clients: Lead generation, cross-channelling and growth of advisors

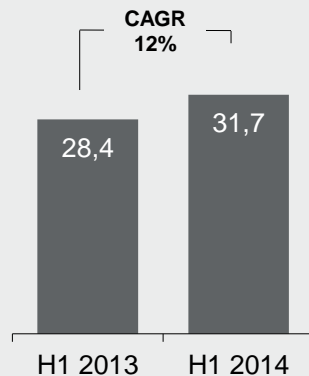


Growth in mortgage finance and restructuring of insurance lead to positive earnings

Private clients: Revenue & EBIT

Revenue private clients

(million €)



EBIT private clients

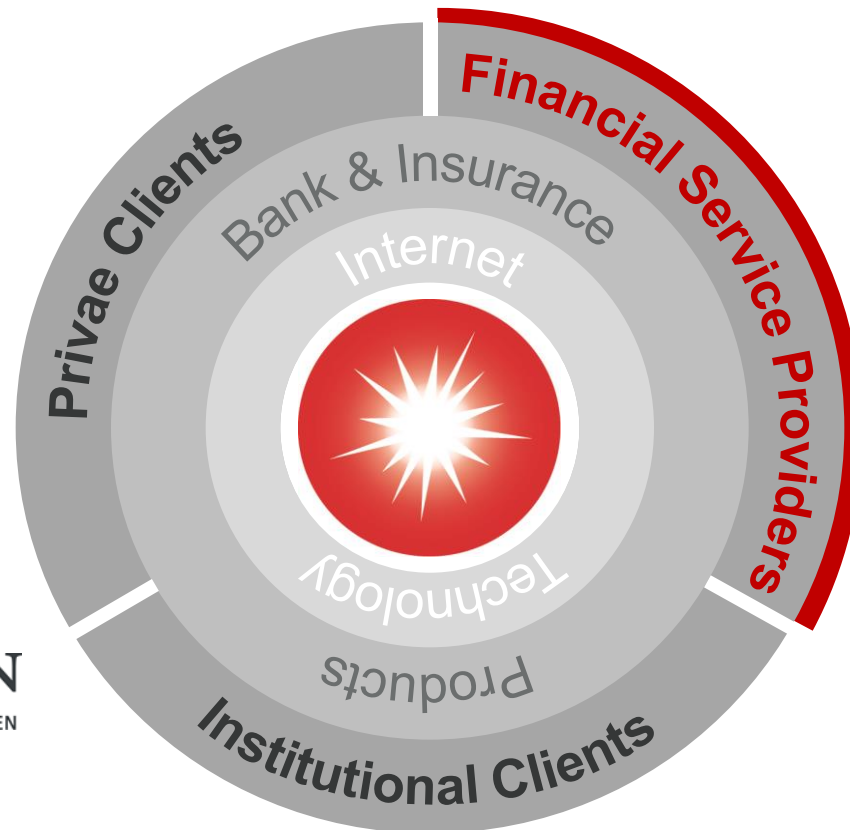
(million €)



- Expansion of market share in mortgage finance leads to 12 per cent (yoy) revenue growth..
- Restructuring of insurance business takes effect. Ongoing decline in new business for personal insurances due to market disruptions. Portfolio growth continues.
- Simple banking products are continuously unappealing due to low interest rates. Strong competition in online sales weighs on margins..
- EBIT of business segment Private Clients rises significantly because of increased sales revenue and cost reductions in product segment insurance.

Business unit Financial Service Providers

Presentation of segment results

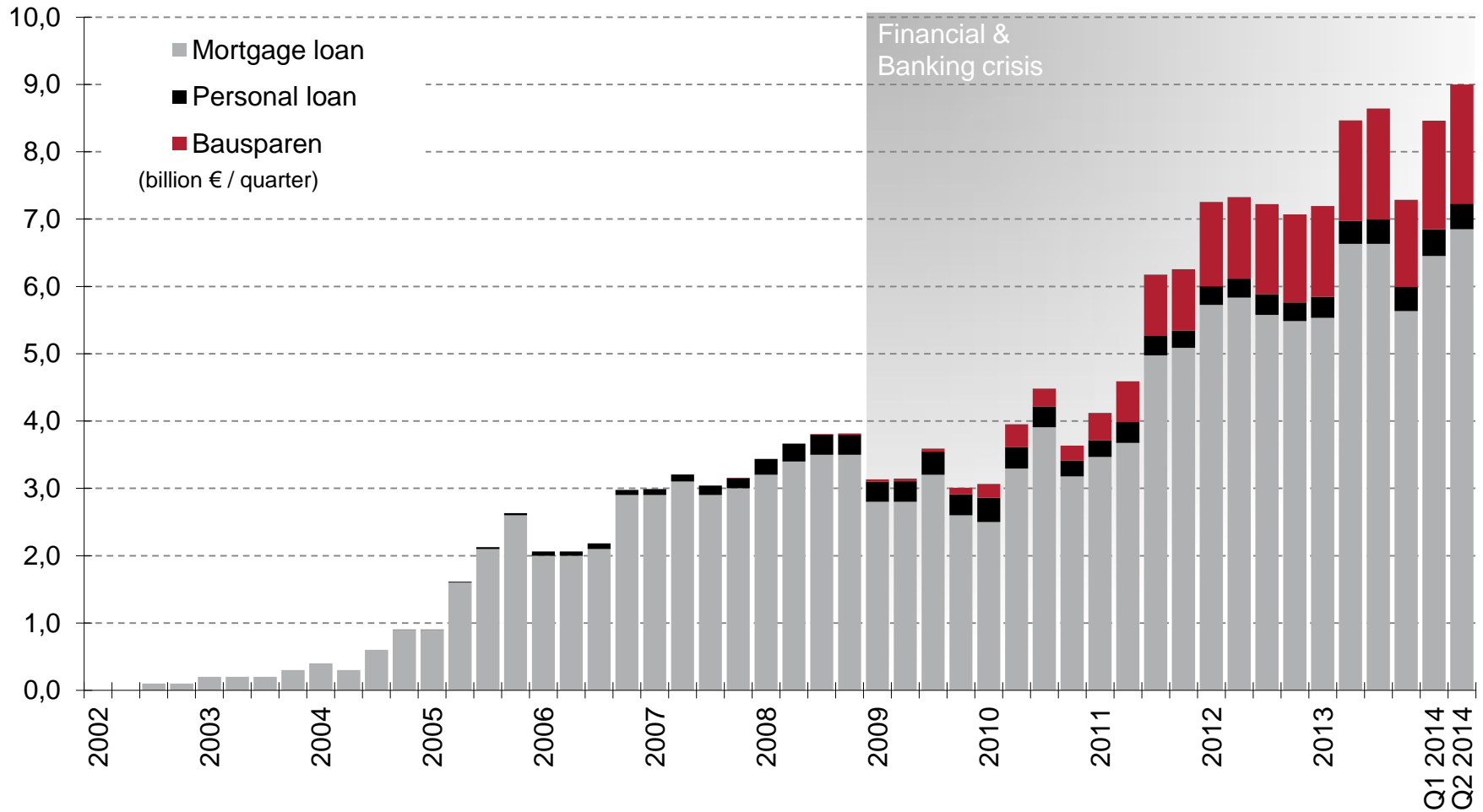


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 **EUROPACE**

Transaction volume of 9 billion € generate best quarterly result in history

Financial Service Providers: Transaction volume of EUROPACE marketplace

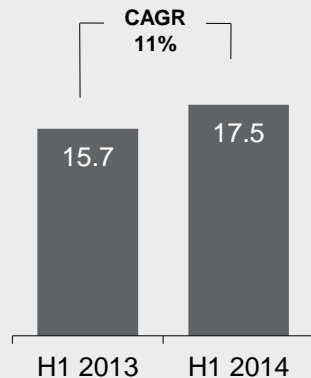


EUROPACE market place continuously gains market share

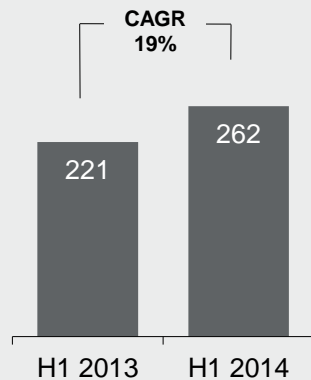
Financial Service Providers: Transaction volume and number of partners

Transaction volume

(billion €)



Number of partners

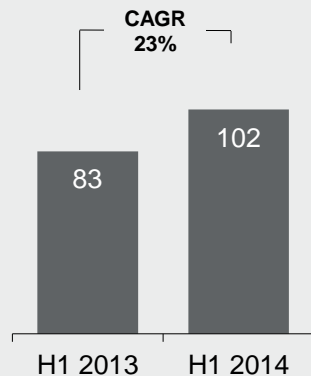


- Significant growth in transaction volume by 11.4 per cent (yoy) to 17.5 billion €.
- Mortgage loan remains product with highest volume on EUROPACE. Transaction volume rose by 9.3 per cent to 13.3 billion €.
- Generated volume of Bauspar products increased significantly by 19.1 per cent to 3.4 billion €. Bauspar products are used for interest rate hedging during low-interest phase.
- Due to cooperation with Commerzbank, all relevant big banks are represented on EUROPACE. Ongoing growth of partners, primarily through FINMAS and GENOPACE.

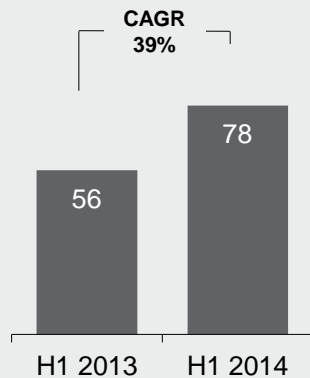
GENOPACE und FINMAS continue strong growth

Financial Service Providers: Number of partners in FINMAS and GENOPACE

GENOPACE: Number of partners



FINMAS: Number of partners



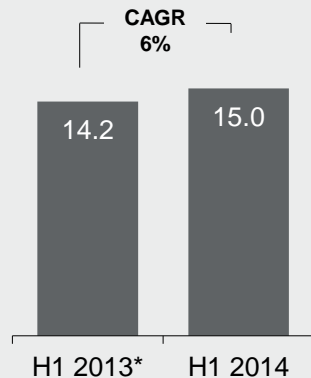
- GENOPACE: Exceeded 100 partners, showing a rise of 23 per cent (yoy).
- GENOPACE: 13 of the top 25 cooperative banks are partners..
- FINMAS: Rise by 39 per cent (yoy) to 78 savings banks in H1 2014.
- FINMAS: Savings banks increasingly focus on use of FINMAS sales possibilities.
- High investments because of continuously long sales cycle for recruiting new partners and intensification of platform use.

EUROPACE remains on track

Financial Service Providers: Revenue & EBIT

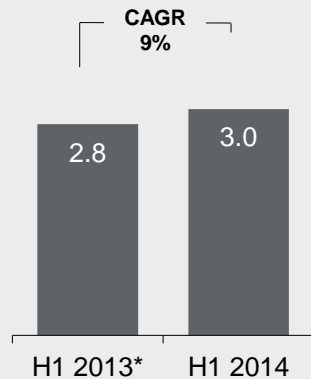
Revenue Financial Service Providers

(million €)



EBIT Financial Service Providers

(million €)



- Due to a special offer in packager business in corresponding period of the prior year, revenue declined in Q2 by 6.9 per cent (yoy) to 7.51 million €.
- Because of this one-time effect, even though transaction volume rose by 11 per cent (yoy), sales revenue increased underproportionately by 6 per cent to 15 million euro (yoy).
- EBIT was impacted, especially in Q2 2014, by higher costs for platform adaptations due to regulatory demands (e. g. EU Directive on Consumer Rights).

* Previous year's value adjusted

Business unit Institutional Clients

Presentation of segment results



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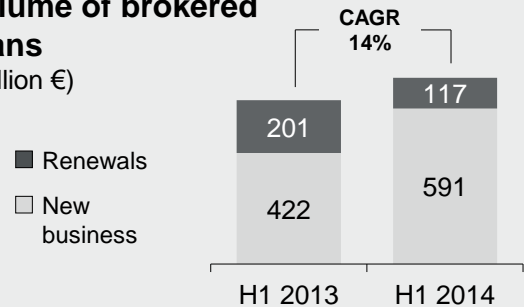
 **EUROPACE**

Double-digit growth in first half of 2014

Institutional Clients: Volume of brokered loans, revenue and EBIT

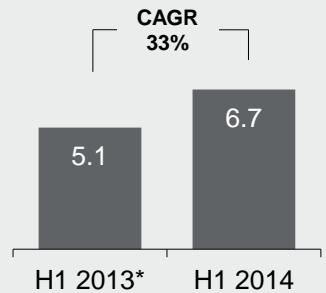
Volume of brokered loans

(million €)



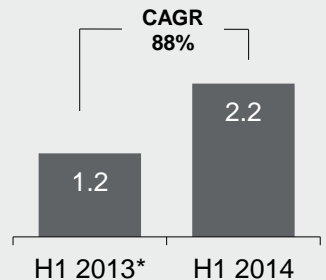
Revenue

(million €)



EBIT

(million €)



* Previous year's value adjusted

- Successful business development leads to rise in sales volume by 14 per cent (yoy).
- Revenue grows by 33 per cent (yoy), disproportionately compared to volume due to low-margin local lending business in the first half of the previous year.
- Reserved attitude of business clients because of stagnant interest environment leads to weaker revenue growth in second quarter by 10 per cent (yoy).
- Development of new product segments increases cost level.



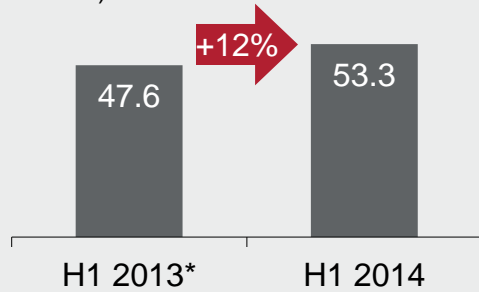
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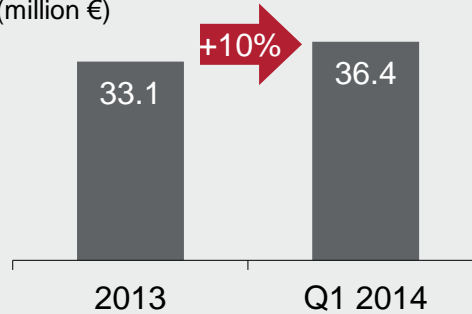
Hypoport remains on track

Summary of Hypoport's key figures as of 30th June 2014

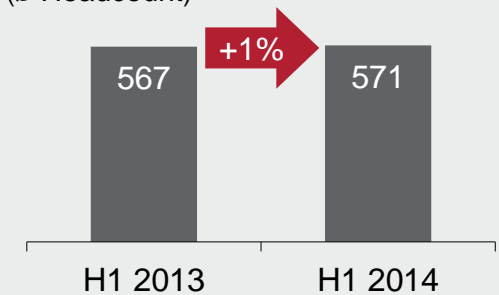
Revenue
(million €)



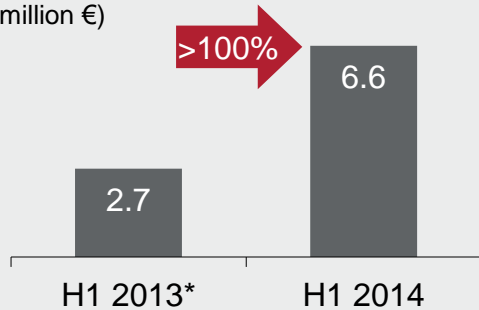
Equity
(million €)



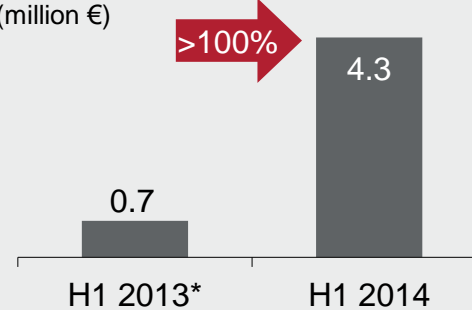
Number of employees
(ø Headcount)



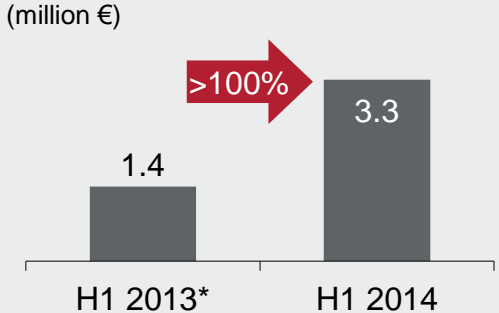
EBITDA
(million €)



EBIT
(million €)




Group profit
(million €)



* Previous year's value adjusted

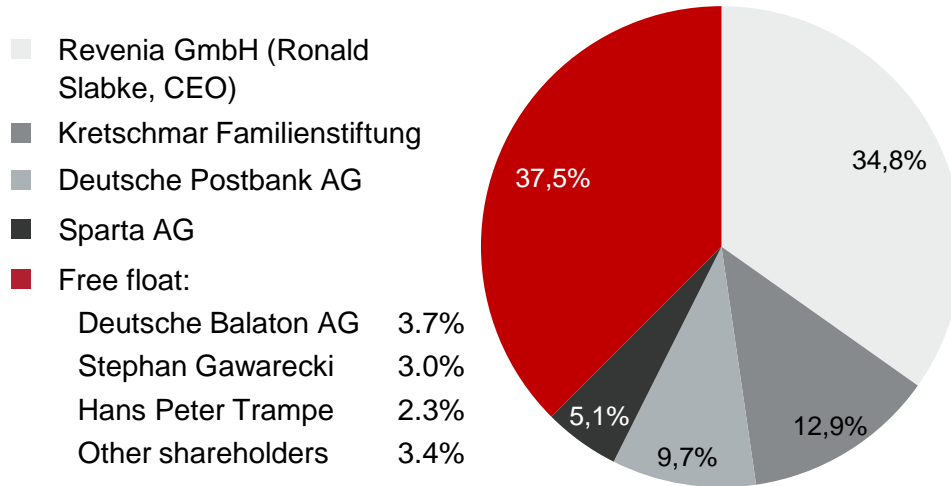


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Share price follows successful start to the year

Share price performance and breakdown of shareholders as of 30th June 2014



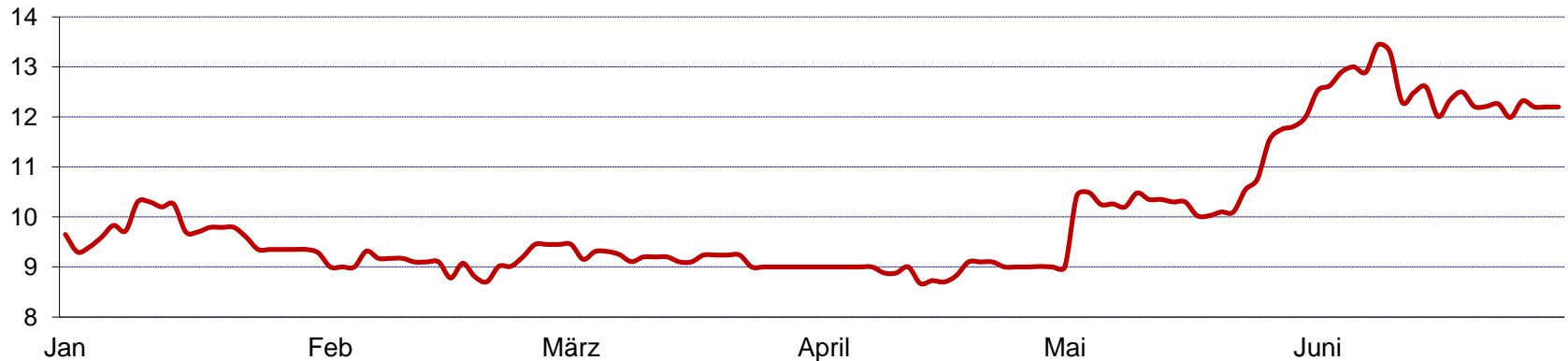
Basic data

ISIN	DE 000 549 3365
Symbol	HYQ
Market segment	Regulated market
Transparency standard	Prime Standard
Number of shares	6.194.958

Research


Analyst	Recomm.	Target price	Date
Montega	Hold	13,00 €	11.06.2014
CBS Research	Buy	17,00 €	05.05.2014

Performance of Hypoport's share price (Daily closing prices, Xetra, Euro)





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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 business unit Financial Service Providers 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.**