


Hypoport generates profitable growth

Preliminary figures for 2014

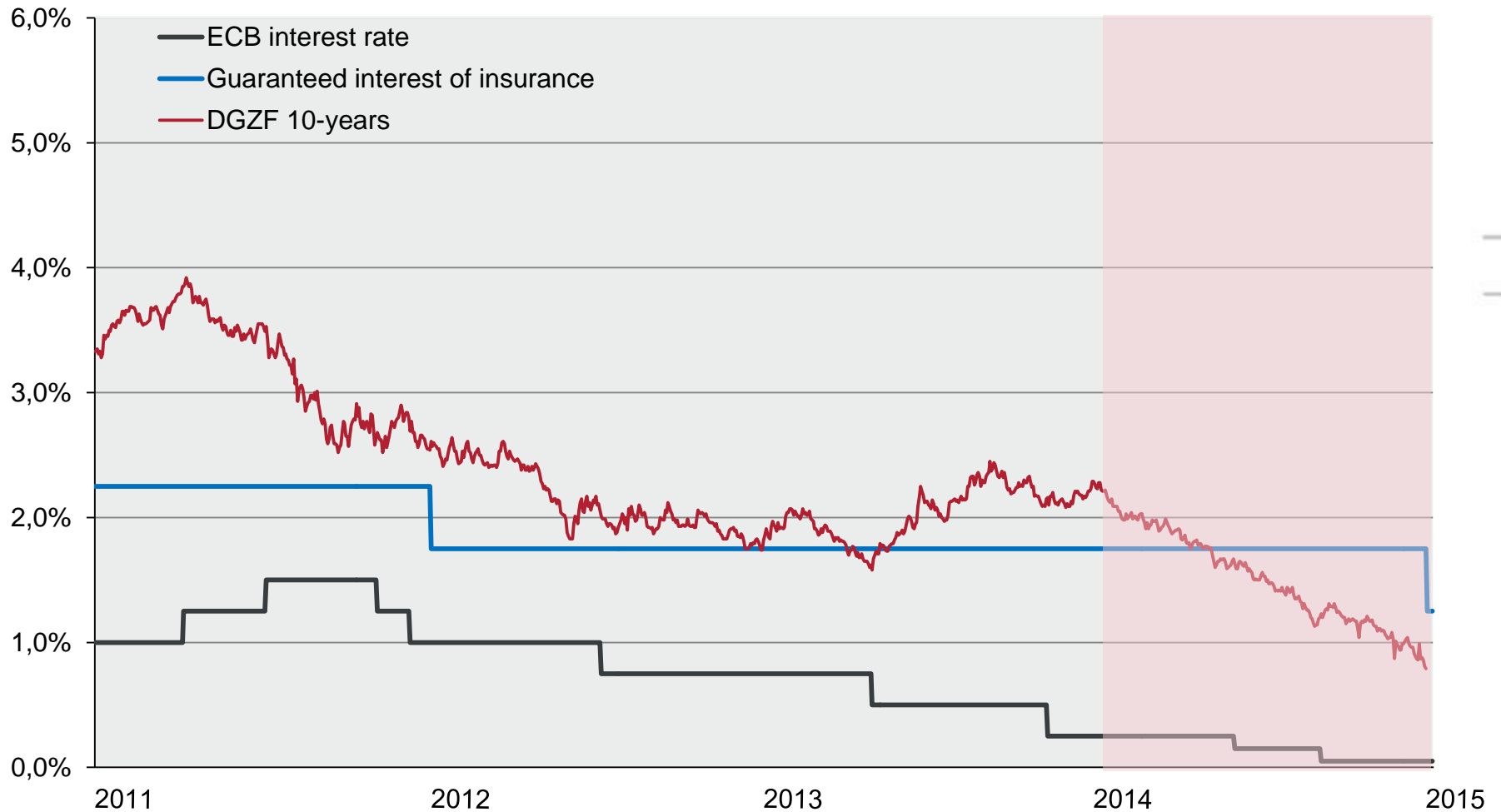


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- 1. Market environment**
 - 2. Performance of business units**
 - 3. Overview of key performance indicators**
 - 4. Hypoport's shares**
 - 5. Outlook**
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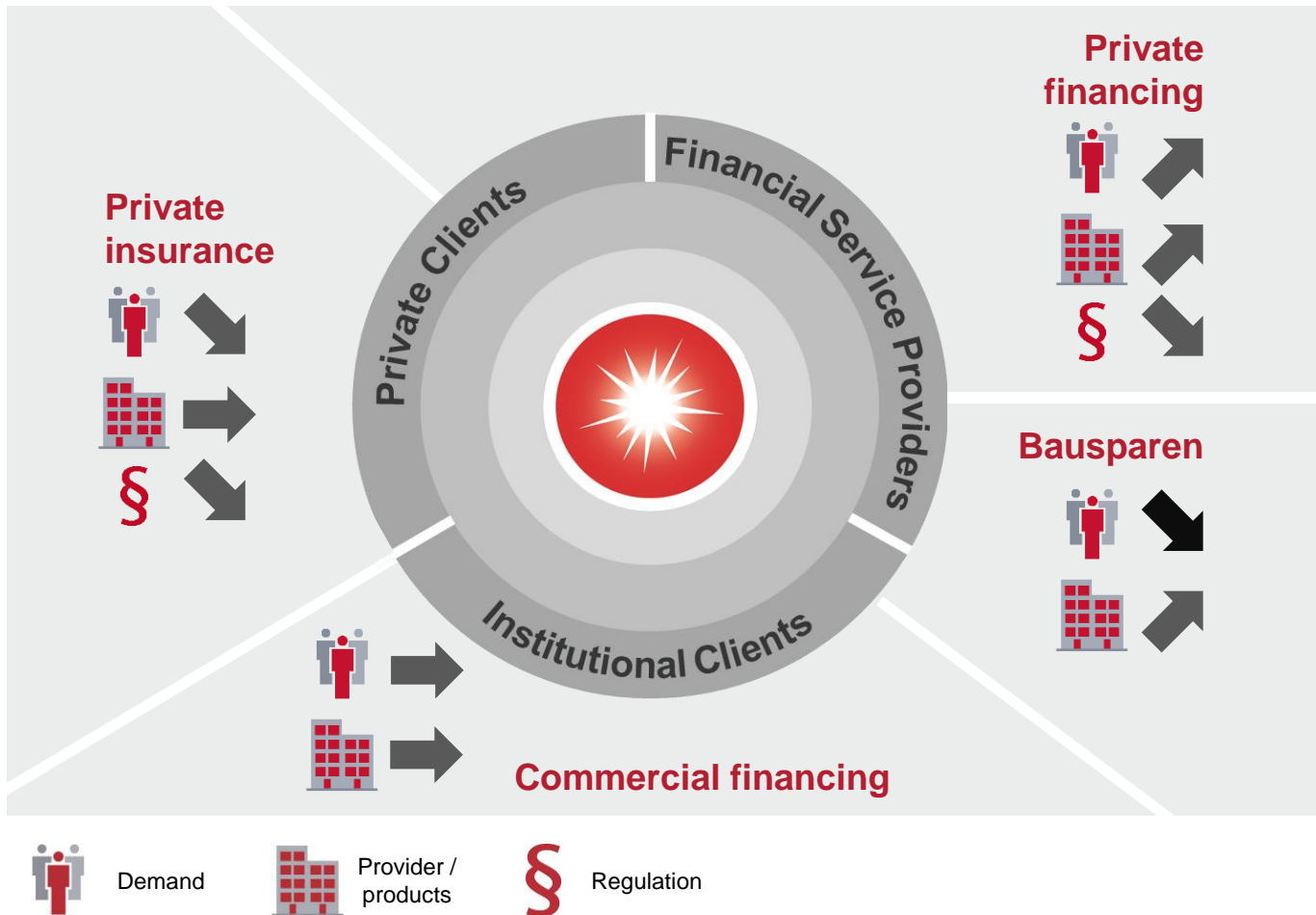
Interest rates decreased further in 2014

Development of important interest rates since 2011




Profound transformation process in market environment for financial services

Development of market environment for Hypoport's business segments in 2014





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 2. **Performance of business units**
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 5. **Outlook**
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Business unit Private Clients

Presentation of segment results



DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN

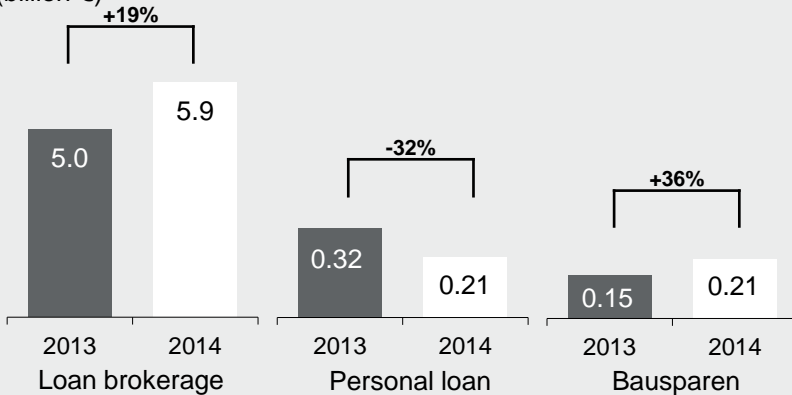
 **EUROPACE**

Expansion of market share in private financing business continues

Private Clients: Transaction volume of product segment financing and number of active advisors

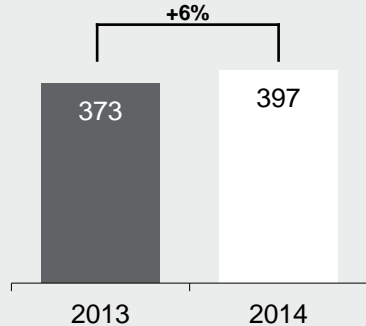
Transaction volume: Financing (Private clients)

(billion €)



Franchise: Active advisors

(number)

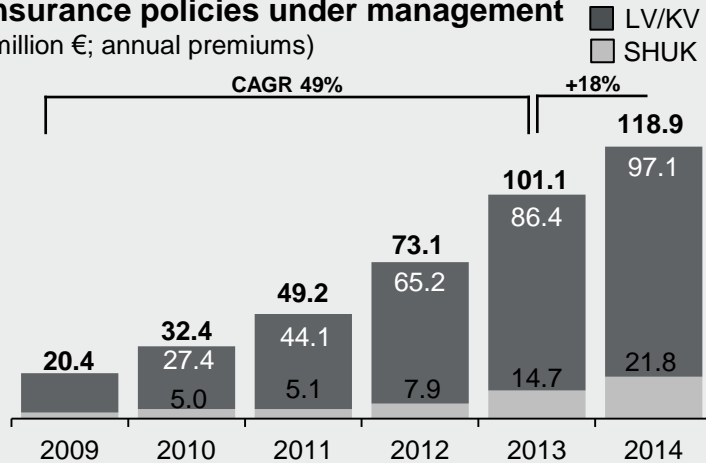


- Distinct rise in market share of loan brokerage in stagnant overall market.
- Bauspar market decreased due to permanently low interest rates and adapted Bauspar products. Nevertheless, growth in 2014 due to cross-selling to provide interest rate hedging (on-site consulting).
- Highly competitive online market for personal loans. Therefore focus on profitable on-site consulting by branch operations.
- Growth and productivity increase of active advisors.

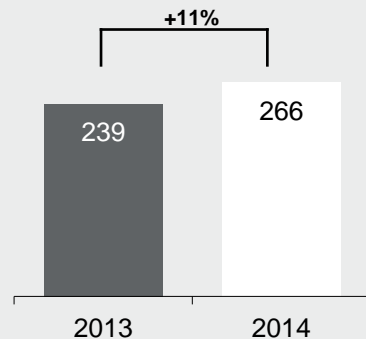
Remarkable growth for insurance policies under management

Private Clients: Insurance policies under management and recurring brokerage

Insurance policies under management (million €; annual premiums)



Number of insurance advisors (branch operations)

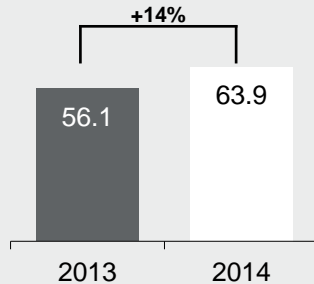


- Remarkable growth for insurance policies under management, particularly in sustainable and high-margin SHUK segment (e.g. car and liability insurance).
- New business of health and life insurance remain under pressure due to new regulation and low interest rates.
- Advancing degree of automation in sales and portfolio process of insurance business lead to considerable cost reduction.

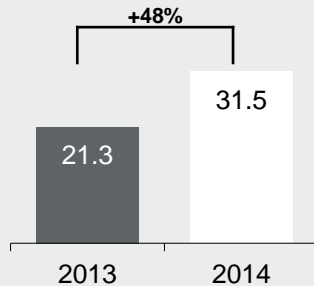
Profitable due to growth in loan brokerage and realignment of insurance business

Private Clients: Privatkunden: Revenue, gross profit & EBIT

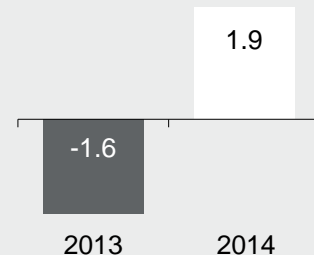
Revenue (million €)



Gross profit (million €)



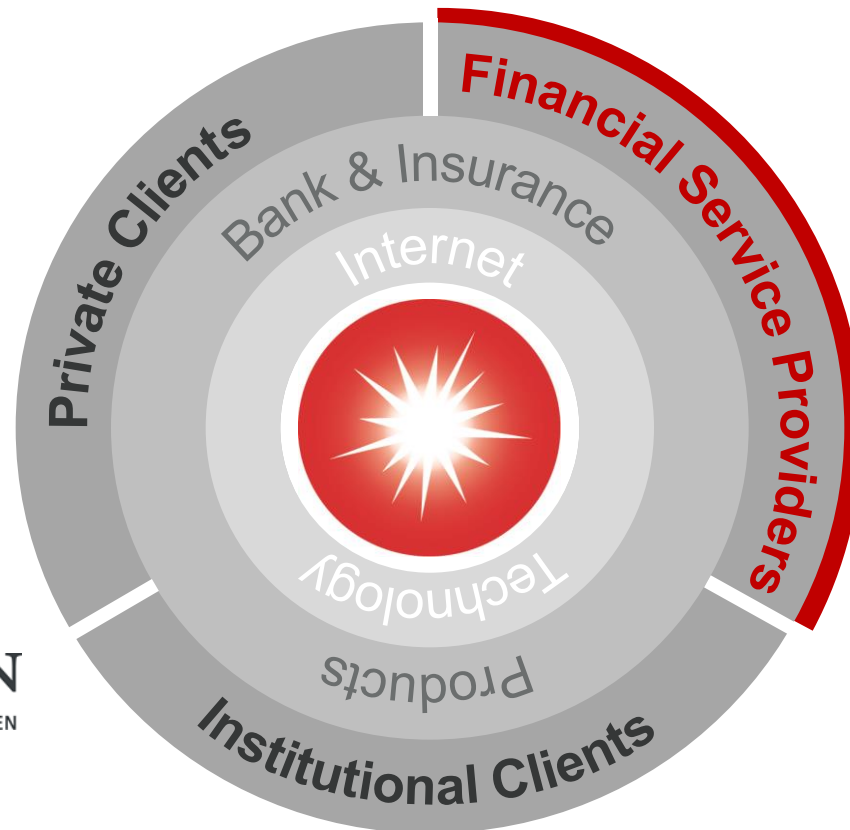
EBIT (million €)



- Expansion of market share in loan brokerage leads to double-digit revenue growth.
- Restructuring of insurance business takes effect. Ongoing decline of new business due to market disruption weighs on product segment. Portfolio growth continues.
- EBIT rises significantly because of increased sales revenue and efficiency gains in insurance business.

Business unit Financial Service Providers

Presentation of segment results



DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN

 **EUROPACE**

Transaction volume of 36,2 billion € generates best annual result in history

Financial Service Providers: Transaction volume of EUROPACE marketplace and number of partners

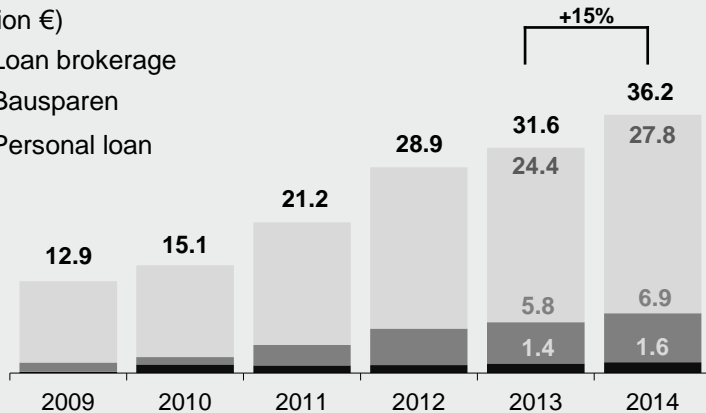
Transaction volume

(billion €)

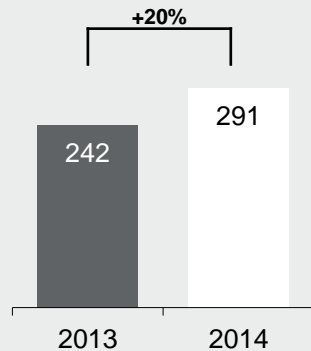
□ Loan brokerage

■ Bausparen

■ Personal loan



Number of partners

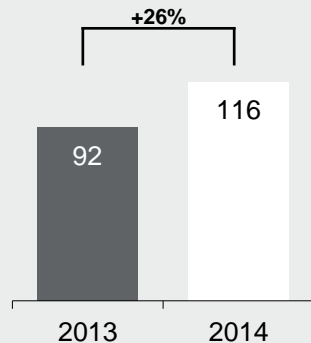


- Loan brokerage on EUROPACE captures further market share.
- Cross-selling has enabled a rise in Bauspar volume despite market trend.
- Growth in product segment personal loan due to marketplace effects.
- All relevant big banks are represented on EUROPACE. Ongoing growth of partners, primarily through FINMAS and GENOPACE.
- New sales front end has been well-received by the market. Entire migration of all partners is planned by the end of 2016.

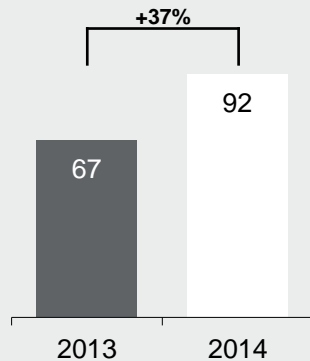
GENOPACE and FINMAS continue strong growth in 2014

Financial Service Providers: Number of partners of FINMAS and GENOPACE

GENOPACE: Number of partners



FINMAS: Number of partners

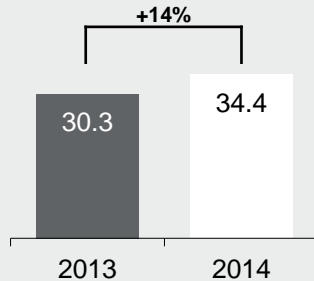


- GENOPACE: Exceeded threshold of 100 partners in 2014.
- GENOPACE: 15 of the top 25 cooperative banks are partners.
- FINMAS: Savings banks focus more on the use of multi-channel distribution.
- FINMAS: 13 of the top 25 savings banks are partners.
- High investments because of continuously long sales cycle for recruiting new partners and intensification of platform use.

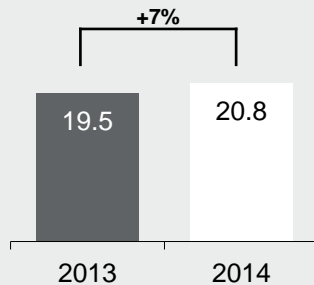
EUROPACE remains on track

Financial Service Providers: Revenue, gross profit & EBIT

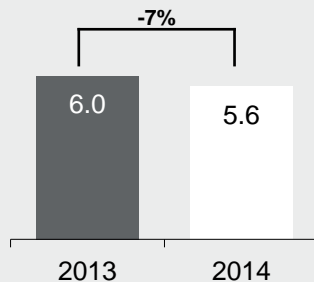
Revenue (million €)



Rohrertrag (million €)



EBIT (million €)

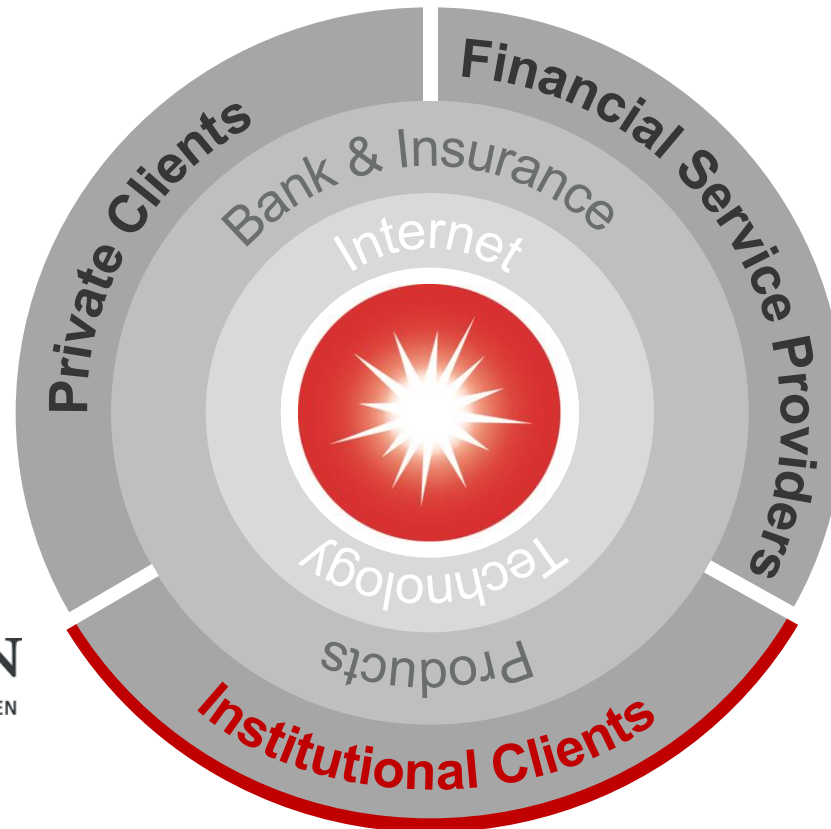


- Consistent extension of market share progresses.
- Sales-supporting Packager services should not affect earnings (Revenue \approx distribution costs). In 2013, a part of the Packager revenue (0.6 million euro) was credited to earnings; in 2014, a small loss of 0.2 million euro.
- EBITDA grew by 6 per cent to 8.6 million euro (2013: 8.1 million euro).
- EBIT contains a negative effect of 1.0 million euro due to an increasingly neutral impact on earnings from capitalization costs.
- Nevertheless pleasing EBIT margin (16 per cent).

* Value of 2013 adjusted

Business unit Institutional Clients

Presentation of segment results



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DIE PARTNER FÜR IHRE FINANZEN

 **EUROPACE**

Services relating to loan brokerage gain significance

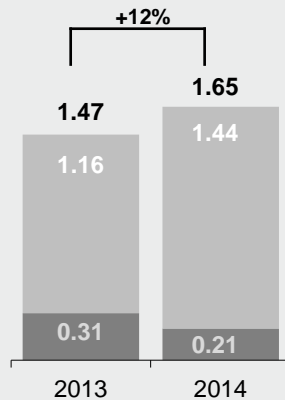
Institutional Clients: Volume of brokered loans und consulting revenue

Volume of brokered loans

(million €)

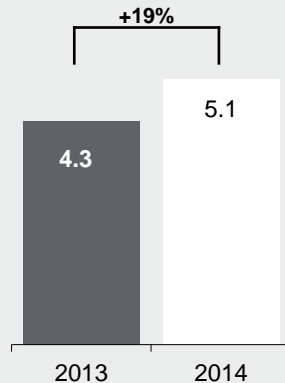
□ New business

■ Renewals



Consulting revenue

(million €)

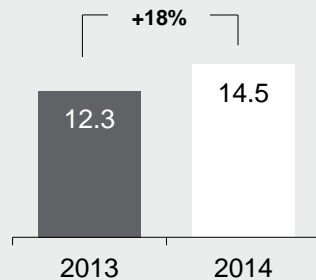


- New business volume rises significantly despite stagnant interest rate environment.
- Smaller renewal business as a result of the maturity structure of the supervised loan portfolio.
- Consulting services gain significance.

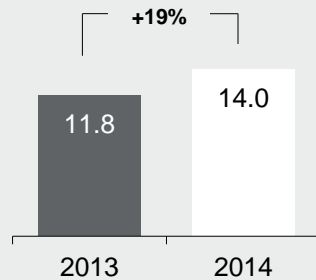
Successful year for business unit Institutional Clients

Institutional Clients: Revenue, gross profit & EBIT

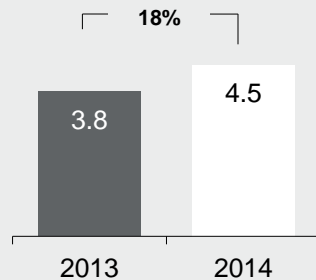
Revenue (million €)



Gross profit (million €)



EBIT (million €)



- Stronger customer loyalty and expansion of product range resulted in solid business performance during every quarter of 2014.
- Development of new product segments (foundation of KVG in new business segment real estate investment) augments cost level.
- Significant growth of revenue and EBIT.

* Value of 2013 adjusted

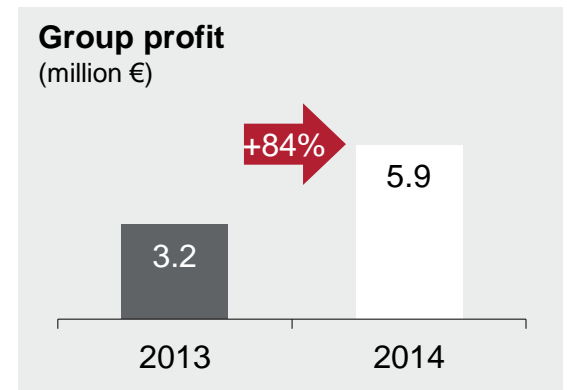
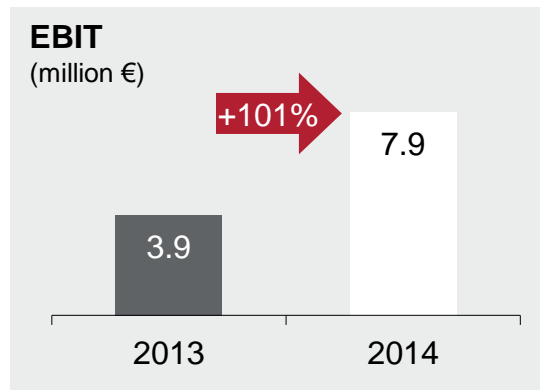
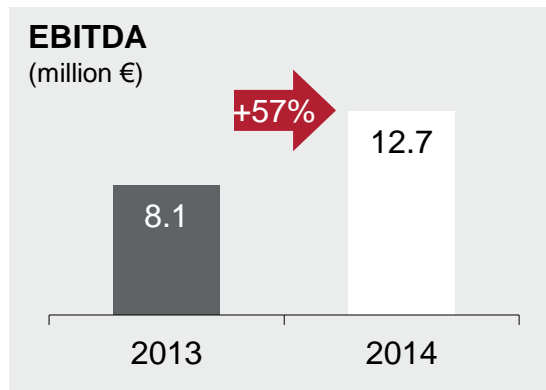
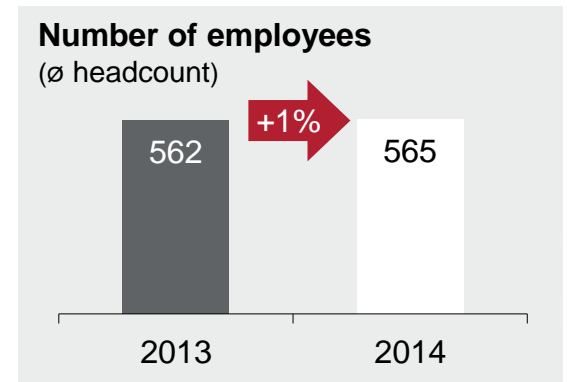
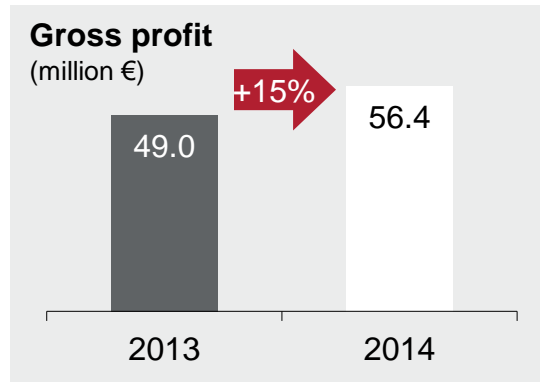
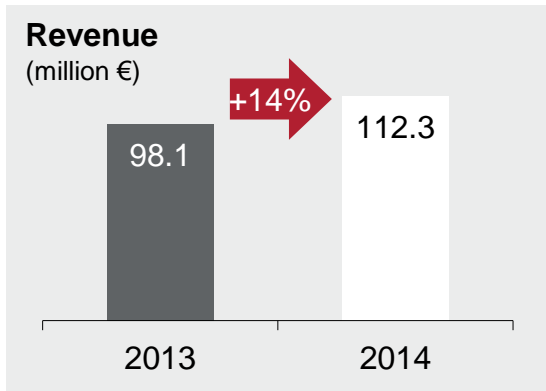


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Hypoport generates profitable growth in 2014


Summary of Hypoport's key figures



* Value of 2013 adjusted

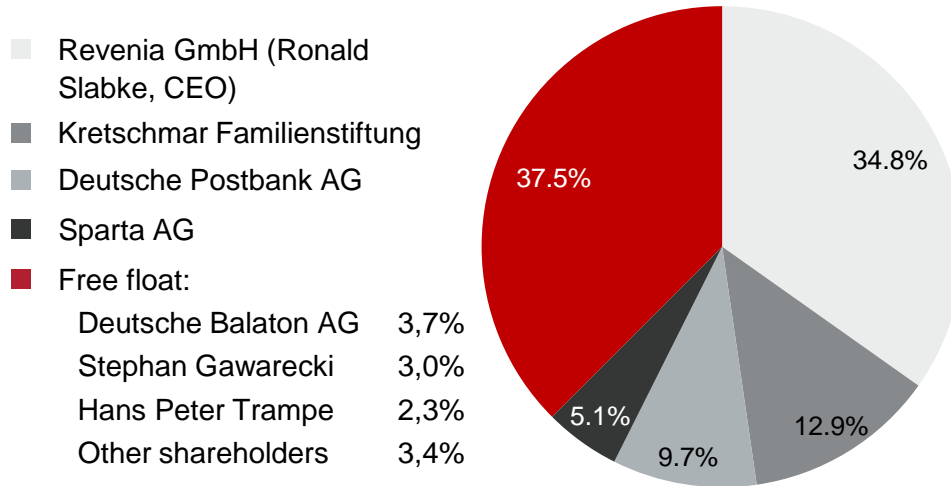


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Share price follows successful start to the year

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



Research

Analyst	Recomm.	Target price	Date
Montega	Buy	18.50 €	24.02.2015
ODDO Seydler	Buy	17.00 €	30.01.2015
CBS Research	Buy	17.00 €	04.08.2014

Share buyback programmes


Year	Purchased shares	Max. share price
2015	Ongoing	14.00 €
2014	25.271 shares	13.00 €
2012	60.000 shares	-

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





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Hypoport will continue its profitable growth

Hypoport's outlook for the year 2015ff

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

Main focus for our business unit **Financial Service Providers** is an ongoing increase of the **penetration of market segments** with our market place. In addition, the **integrational depth** of consumers shall be increased by an expansion of our product and service portfolio.

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

Our business unit **Institutional Clients** will continue its sustainable growth, benefitting from its innovation leadership in the industry sector and the **expansion of the product portfolio**.

For 2015, Hypoport expects light double-digit growth of revenue and EBIT.