



Strong start to the year for Hypoport

Financial figures for the first quarter of 2015



Content

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

Profound transformation process in market environment for financial services

Impact of market environment on Hypoport's business segments

Private insurance

Private Clients



- Life insurance / private health insurance continuously



- unappealing due to low interest rates



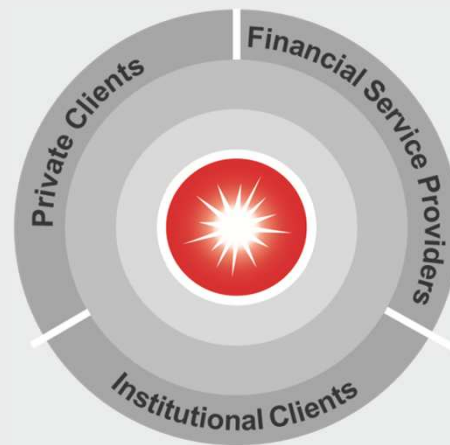
- Ongoing high regulatory pressure

Commercial financing

Institutional Clients



- Stagnant interest rates provide sluggish market



Private financing

Private Clients, Financial Service Providers



- Stable market volume in spite of low interest rates (2014: +3 per cent)



- Early construction activity in Q1



- Product providers expect growth

Bausparen

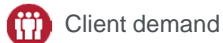
Financial Service Providers, Private Clients, Institutional Clients



- Low interest rates unappealing during accumulation phase



- Low demand for interest rate hedging



Client demand



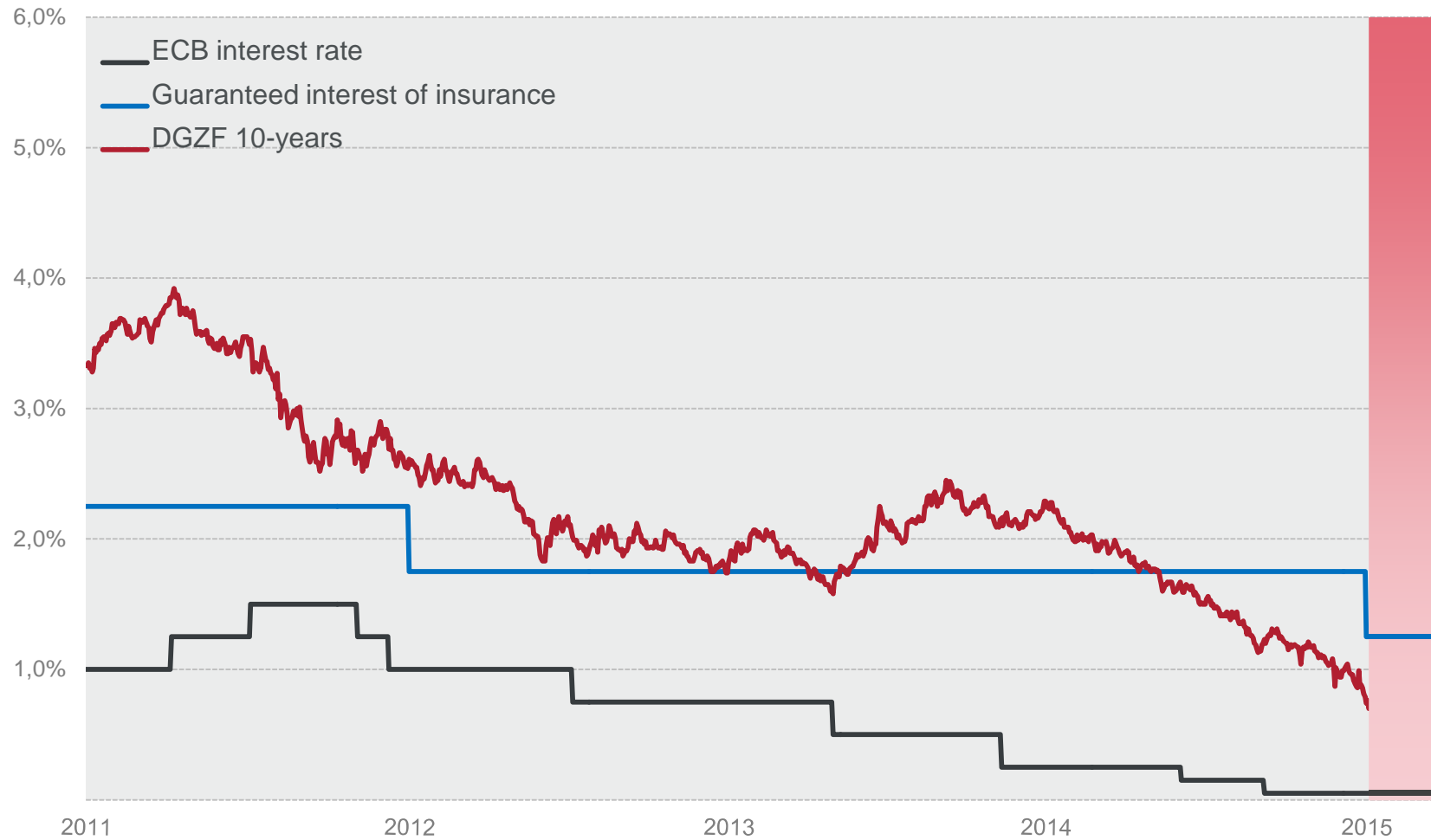
Providers/products



Regulation

Interest rates decreased further at the beginning of 2015

Development of important interest rates since 2011





Content

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

Business unit Private Clients

Presentation of segment results

DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN



 **EUROPACE**

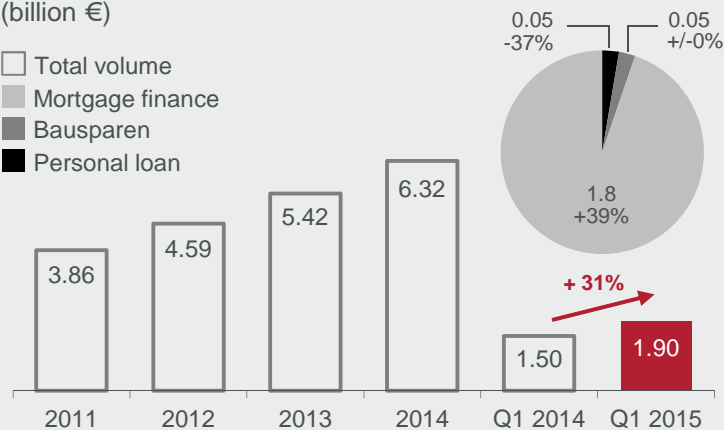
Expansion of market share in mortgage finance business continues

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

Transaction volume: Financing (Private Clients)

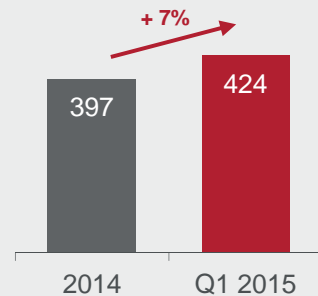
(billion €)

- Total volume
- Mortgage finance
- Bausparen
- Personal loan



Franchise: Active advisors

(number)



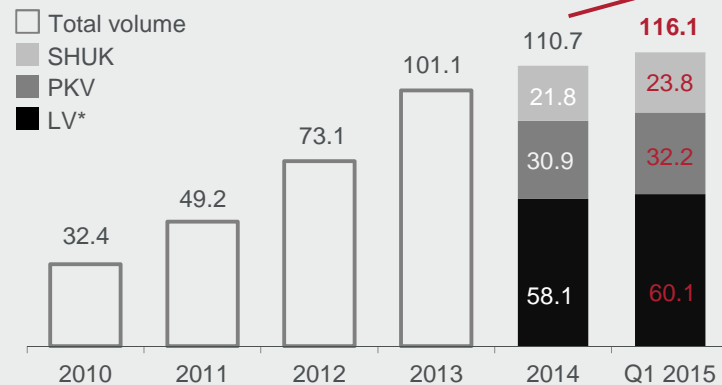
- Distinct rise in market share of mortgage finance
- Highly competitive online market for personal loans. Focus on profitable on-site consulting by branch operations.
- Bauspar market on the decline. Nevertheless stable transactions.
- Dr. Klein branch-based sales strengthen customer access through test victories and press releases.
- Growth and productivity increase of active advisors.

Further expansion of insurance policies under management

Private Clients: Insurance policies under management and recurring brokerage

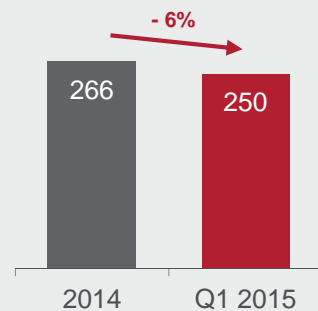
Insurance policies under management

(million €, annual premiums)



Insurance advisors (branch-based sales)

(Number)



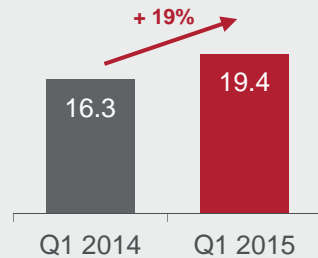
* LV adjusted

- Growth for insurance policies under management, particularly in sustainable and high-margin SHUK segment (e.g. car and liability insurance).
- New business of health (PKV) and life insurance (LV) remains under pressure due to new regulation and low interest rates.
- Focus on advisors with successful sustainable portfolio management.
- Advancing degree of automation in sales and portfolio process of insurance business leads to considerable cost reduction.

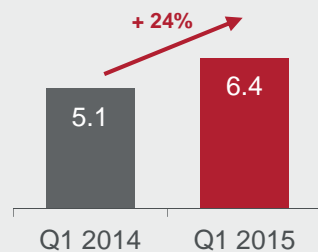
Growth in revenue and earnings illustrate sustained turnaround

Private Clients: Privatkunden: Revenue, gross profit & EBIT

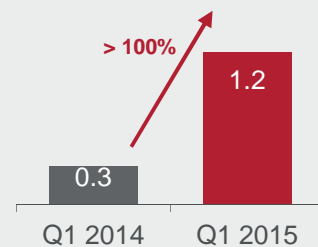
Revenue
(million €)



Gross profit
(million €)



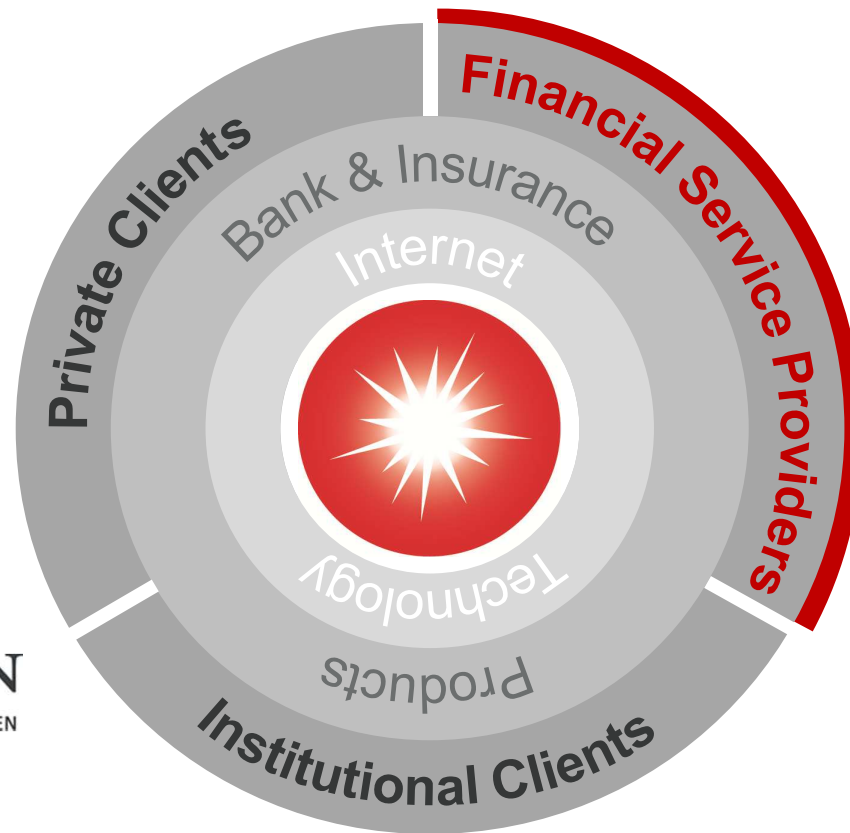
EBIT
(million €)



- Expansion of market share in mortgage finance leads to double-digit revenue growth.
- Restructuring of insurance business takes effect. Growth of insurance policies under management continues.
- Highly pleasing EBIT due to increasing sales performance of product segment financing and efficiency gains of insurance.

Business unit Financial Service

Presentation of segment results



DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN

 **EUROPACE**

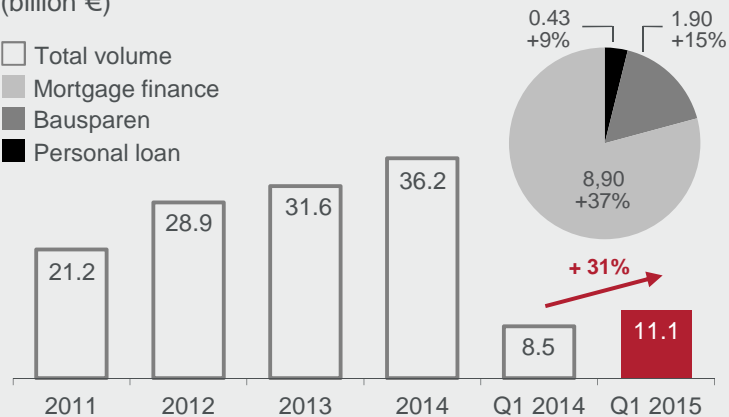
EUROPACE posts new transactions record of 11.1 billion Euro

Financial Service Providers: Transaction volume and number of partners

Transaction volume

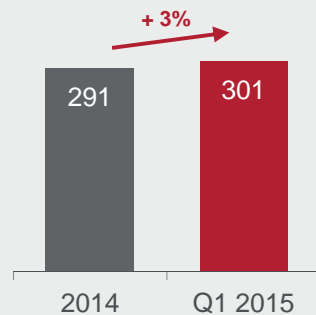
(billion €)

- Total volume
- Mortgage finance
- Bausparen
- Personal loan



Partners

(Number)

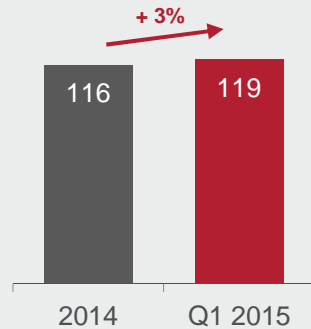


- Mortgage finance on EUROPACE captures further market share.
- Bauspar volume profits from optimised cross-selling solution on EUROPACE marketplace.
- New sales front end has been well-received by the market. Entire migration of all partners is planned up to and including 2016.

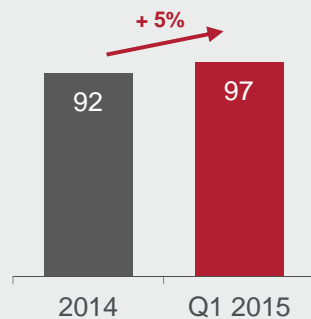
GENOPACE and FINMAS maintain growth

Financial Service Providers: Number of partners of FINMAS and GENOPACE

GENOPACE contractual partners (Number)



FINMAS contractual partners (Number)

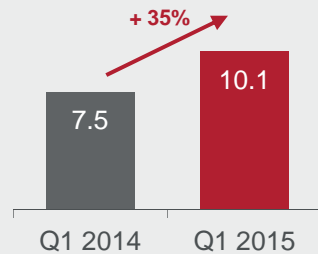


- GENOPACE: 15 of the top 25 cooperative banks are contractual partners.
- FINMAS: 13 of the top 25 savings banks are contractual partners.
- FINMAS: Savings banks focus more on the use of multi-channel distribution.
- Investments in long sales cycle for recruiting new partners and intensification of platform use
- High growth potential with existing and new partners continues.

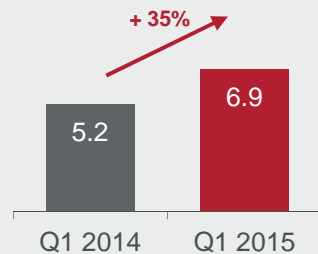
B2B marketplace further increases profitability

Institutional Clients: Revenue, gross profit & EBIT

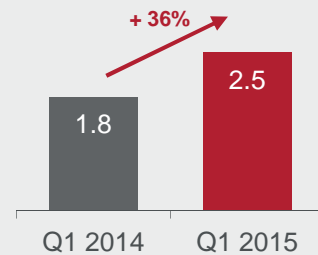
Revenue (million €)



Gross profit (million €)



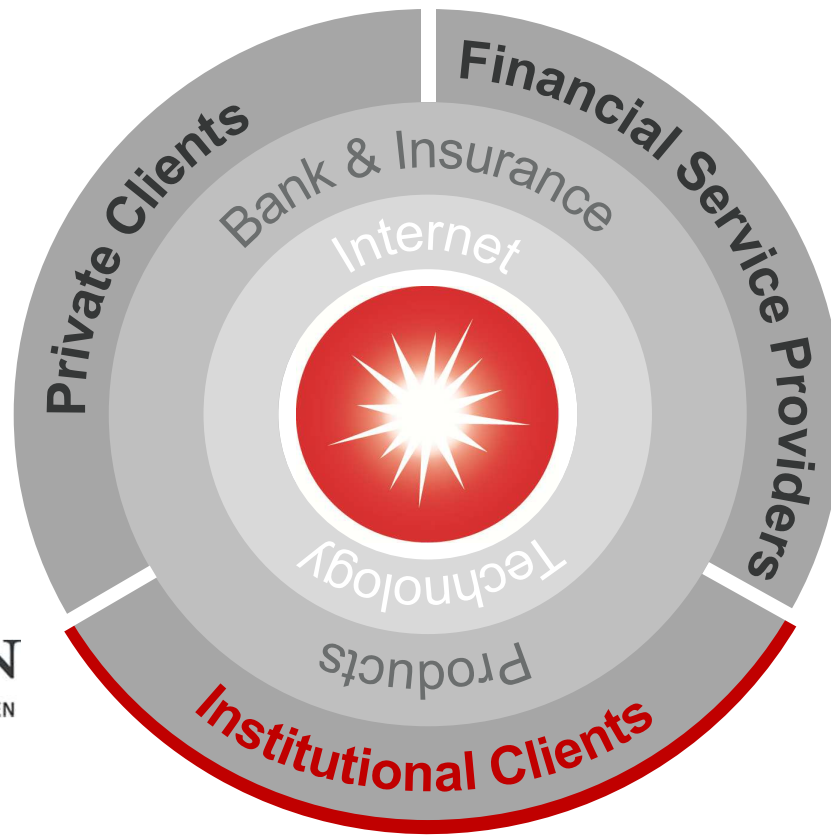
EBIT (million €)



- Consistent extension of market share progresses.
- Trend to long fixed-interest periods also strengthens sales.
- Increasingly neutral impact on earnings from capitalization costs.
- New quarterly earnings record achieved. EBIT margin rises to 24 per cent.

Business unit Institutional Clients

Presentation of segment results



DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN

 **EUROPACE**

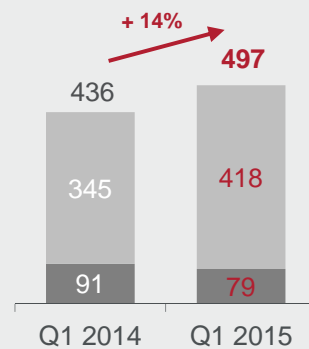
Services relating to mortgage finance gain significance

Institutional Clients: Volume of brokered loans und consulting revenue

Volume of brokered loans

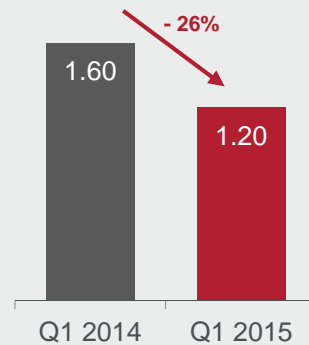
(million €)

■ New business
■ Renewals



Consulting revenue

(million €)

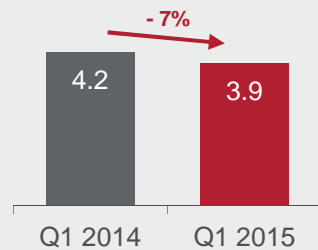


- New business volume rises solidly despite stagnant interest rate environment.
- Smaller renewal business as a result of the maturity structure of the supervised loan portfolio.
- Consulting services gain significance for cross-selling of mortgage finance products.

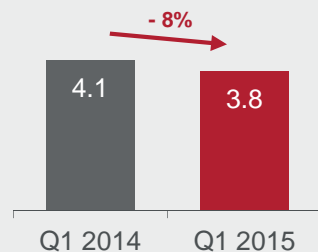
Sound development in all business segments

Institutional Clients: Revenue, gross profit & EBIT

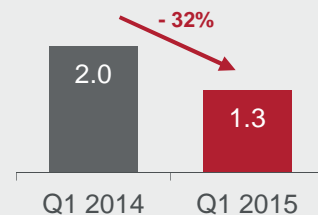
Revenue
(million €)



Gross profit
(million €)



EBIT
(million €)



- Stronger customer loyalty and expansion of product range result in solid business at the beginning of 2015.
- Development of new product segments (foundation of KVG in new business segment real estate investment) augments cost level.
- Decline in revenue and earnings due to diminished „big deals“ compared to strong prior-year quarter – within the framework of the highly volatile business model.
- Sales pipeline is well-supplied.

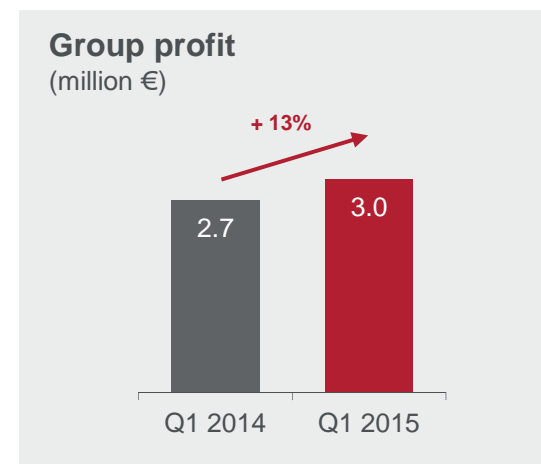
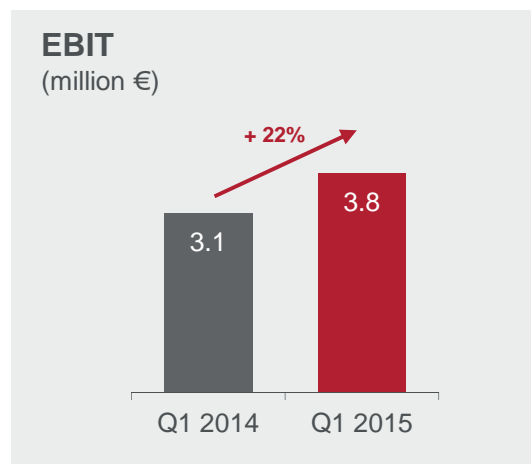
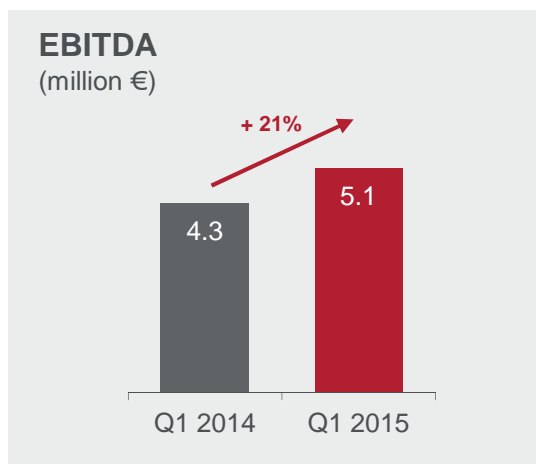
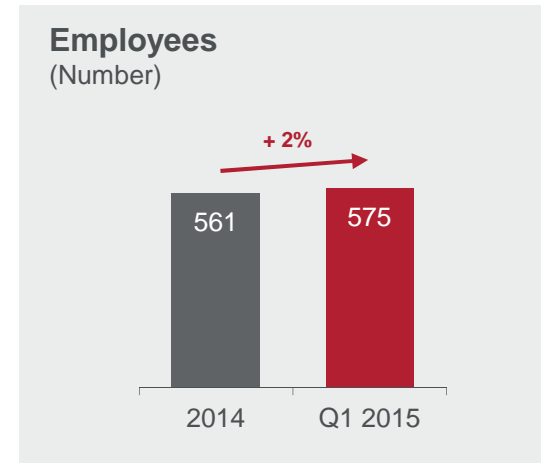
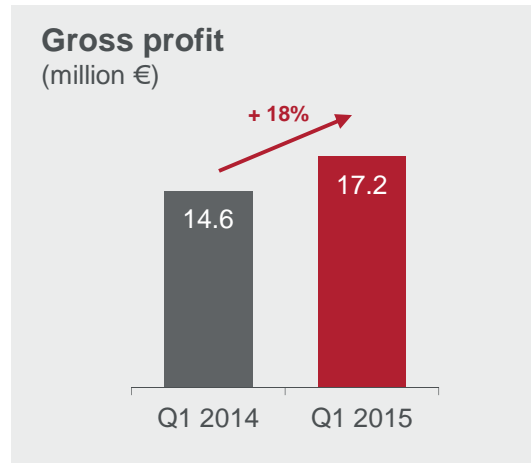
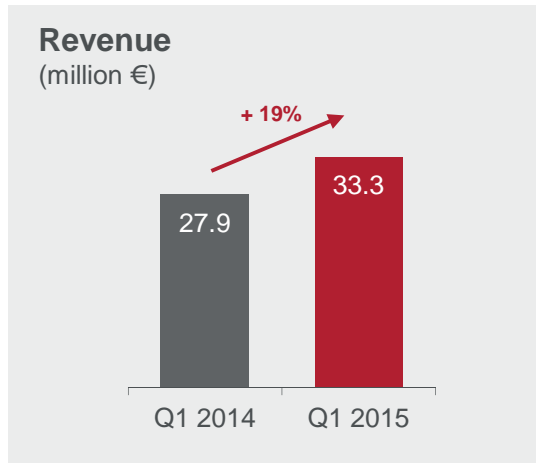


Content

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

Strong start to the year for Hypoport

Summary of Hypoport's key figures



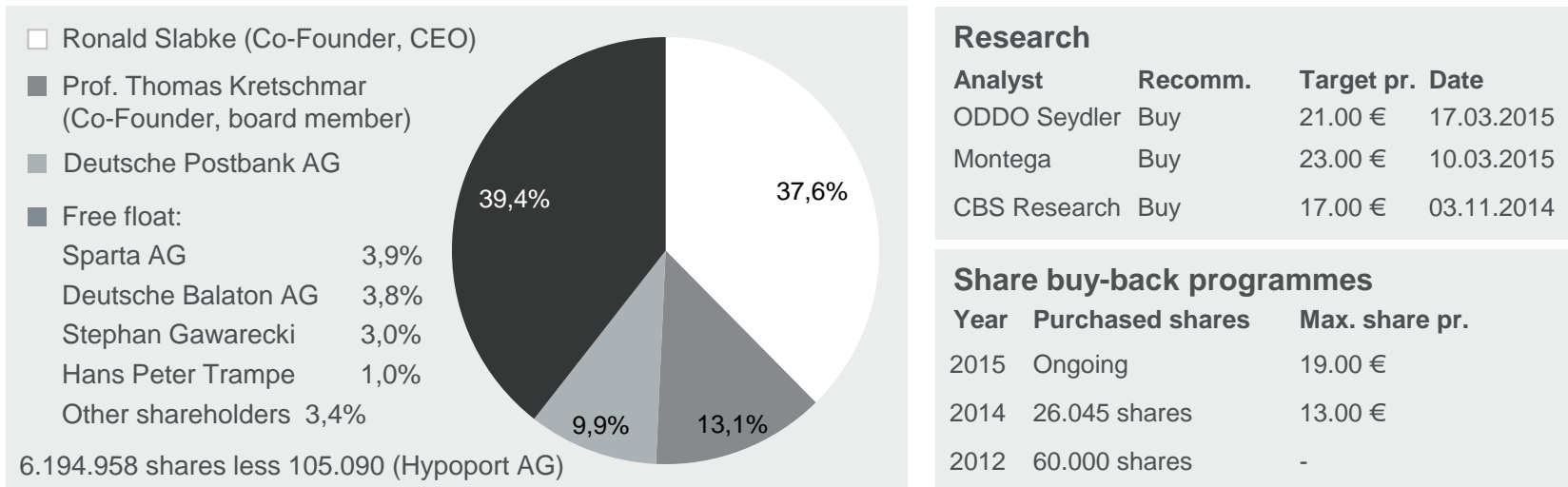


Content

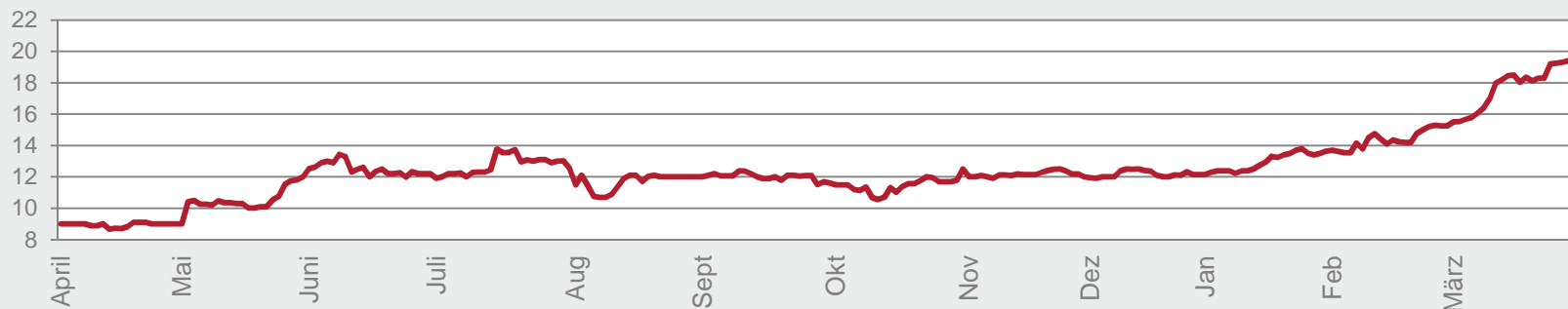
1. Market environment
2. Performance of business units
3. Overview of key performance indicators
- 4. Hypoport's shares**
5. Outlook

Share price shows success of 2014

Breakdown of shareholders, share price performance, research & share buy-back programmes as of 31st März 2015



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





Content

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

Hypoport will continue its profitable growth

Hypoport's outlook for the year 2015

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 mortgage finance 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. In addition, Hypoport anticipates a rise of the EBIT margin and, as a result, disproportionate growth of earnings.