

Record half-year results for Hypoport

Financial figures for the first half-year of 2015

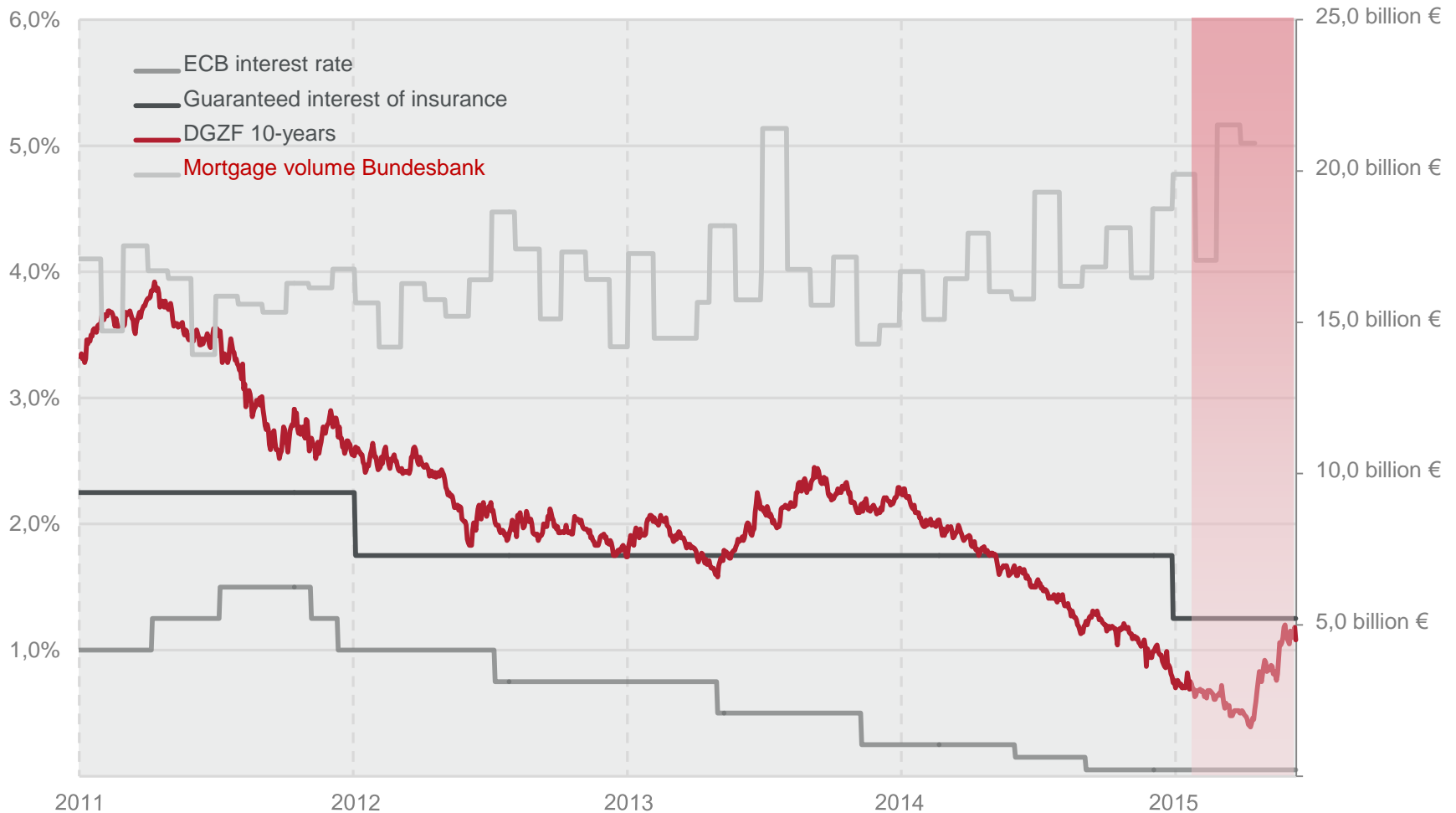


Content

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

Continuous decline in long-term interest rates broken in Q2

Development of important interest rates and mortgage finance volume in Germany




Profound transformation process in market environment for financial services

Development of market environment for relevant financial service products



Private insurance

Private Clients

-  Low-interest environment keeps life insurance / private health insurance unappealing
-  Ongoing high regulatory pressure

Commercial financing




Institutional Clients

-  Interest environment provides positive stimuli for business transactions
-  Investments in new buildings will increase





Private financing

Private Clients, Financial Service Providers

-  Positive impetus from interest environment
-  Growth of overall market (New business for mortgage finance Jan. to May 2015: +21%)
-  Residential Credit Directive occupies product providers

Bausparen

Financial Service Providers, Private Clients, Institutional Clients

-  Higher demand for interest rate hedging. Still low demand as saving product.
- 



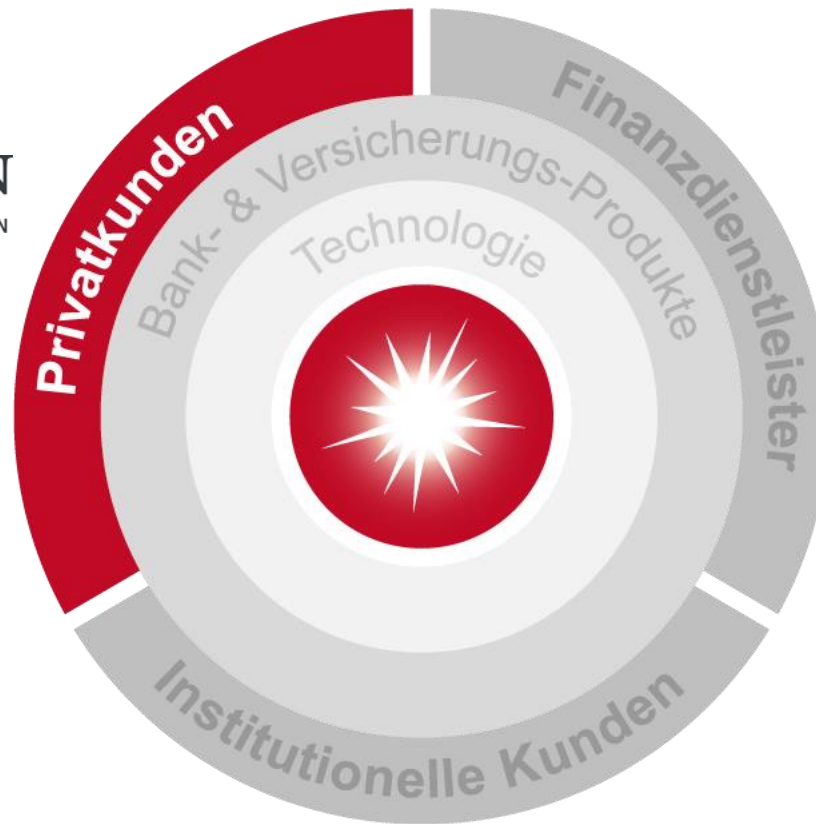
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Business unit Private Clients

Presentation of segment results

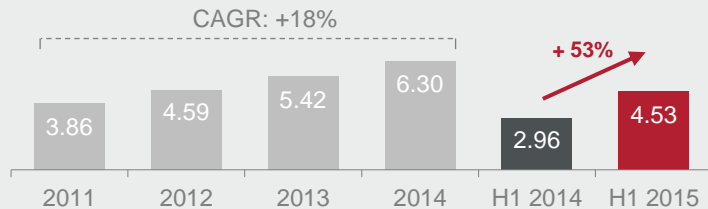
DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN



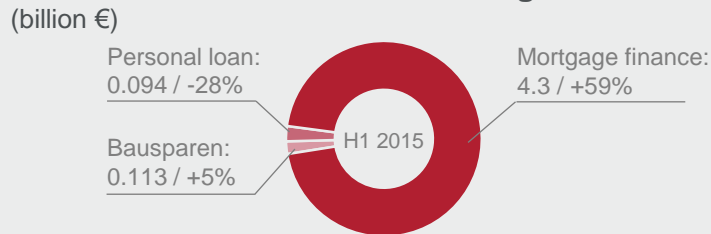
Rapid growth in mortgage finance business

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

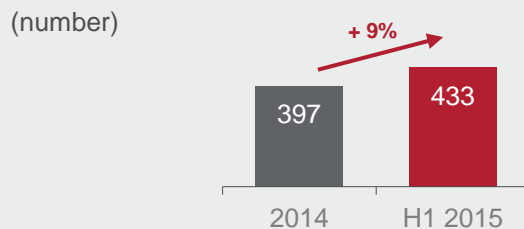
Transaction volume: Financing (billion €)



Transaction volumen: Product segments (billion €)



Franchise: Active advisors (number)

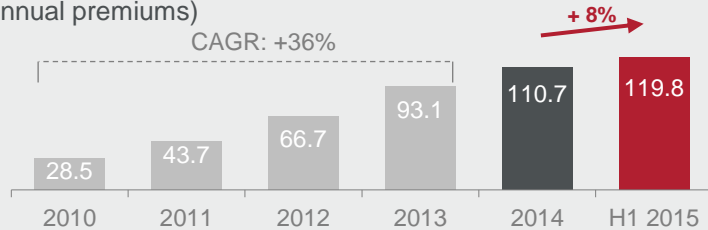


- Ongoing rise in market share of mortgage finance.
- Focus on Bausparen for interest rate hedging enables slight increase in volume.
- Highly competitive online market for personal loans. Focus on profitable on-site consulting by franchise operations.
- Customer access further extended by expansion of online marketing.
- Growth and productivity increase of active advisors.

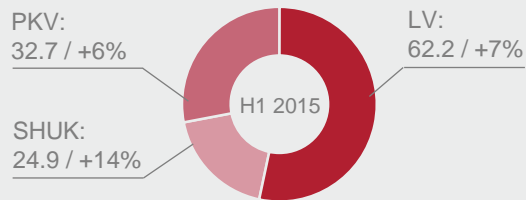
Automation leads to gain in efficiency in insurance sales

Private Clients: Insurance policies under management and number of active advisors

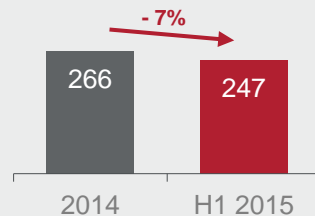
Insurance policies under management (million €, annual premiums)



Insurance policies u. m.: Product segments (million €)



Franchise: Active advisors (number)

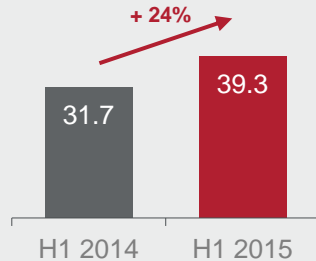


- Growth for insurance policies under management, particularly in sustainable and high-margin SHUK segment (e. g. car and liability insurance).
- New business of health (PKV) and life insurance (LV) remains under pressure due to new regulation and low interest rates.
- Focus on advisors with successful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

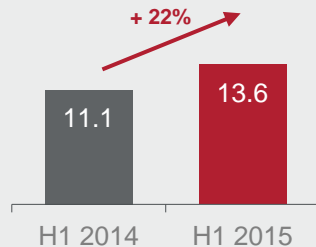
Strength of business model is manifested in revenue and EBIT

Private Clients: Revenue, gross profit & EBIT

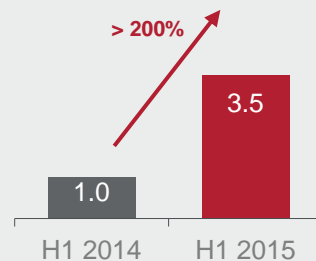
Revenue (million €)



Gross profit (million €)



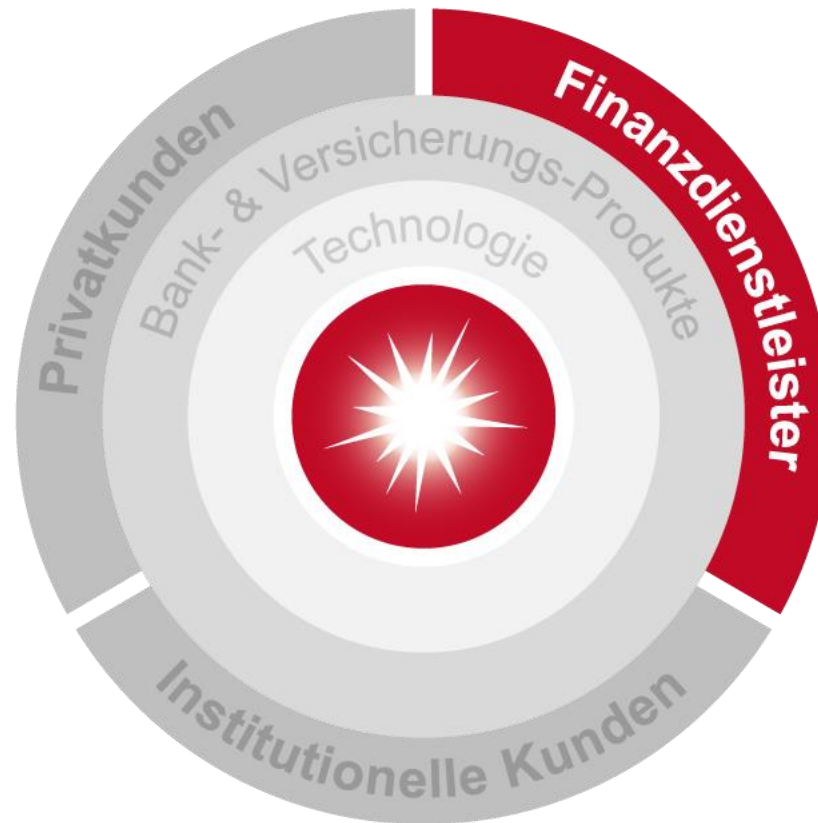
EBIT (million €)



- Expansion of market share in mortgage finance leads to double-digit revenue growth.
- Focus on productive insurance advisors leads to disproportionate gross profit growth.
- Significant EBIT boost due to rapidly growing sales performance in mortgage finance and efficiency gains in insurance segment.
- First half-year concluded with revenue and EBIT records.

Business unit Financial Service Providers

Presentation of segment results

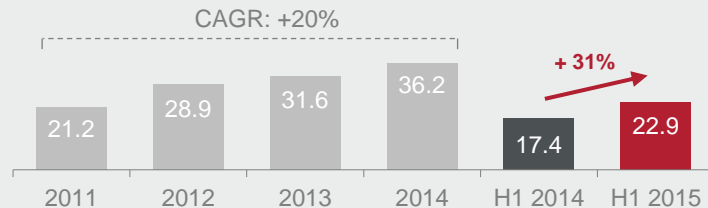


 **EUROPACE**

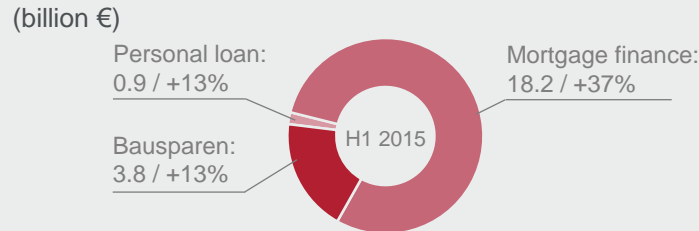
EUROPACE accomplishes new transaction record of 22,9 billion €

Financial Service Providers: Transaction volume and number of partners

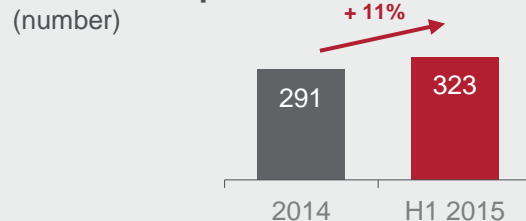
Transaction volume (billion €)



Transaction volume: Product segments (billion €)



Contractual partners (number)

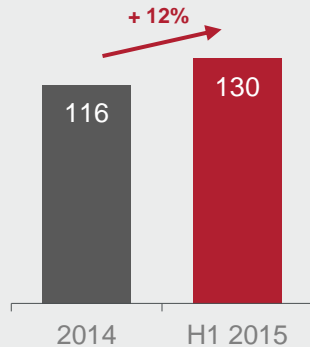


- Mortgage finance on EUROPACE captures further market share.
- Bauspar volume profits from optimised cross-selling solution on EUROPACE marketplace.
- New sales front end EUROPACE 2 is well-received by the market. Entire change of all partners is planned up to and including 2016.
- Pilot phase for new personal loan frontend based on EUROPACE 2 has been started.
- Recruiting of additional partners accelerated in Q2.

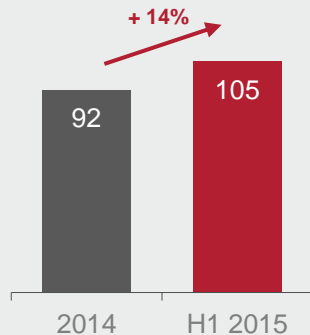
GENOPACE and FINMAS maintain growth

Financial Service Providers: Number of partners of FINMAS and GENOPACE

GENOPACE contractual partners (number)



FINMAS contractual partners (number)

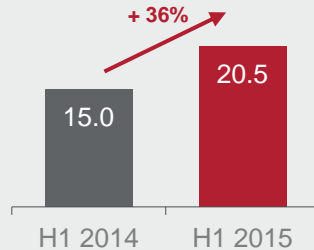


- GENOPACE: 16 of the top 25 cooperative banks are contractual partners.
- FINMAS: 15 of the top 25 savings banks are contractual partners.
- Both segments focus more strongly on the utilisation of multi-channel distribution.
- Investments in long sales cycle for recruiting new partners and intensification of platform use.
- Continuously high growth potential with both existing and new partners continues.

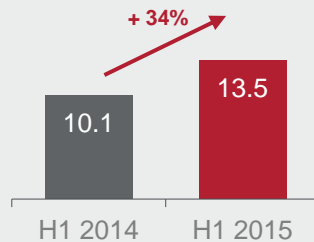
B2B marketplace shows ability to use effects of scale

Financial Service Providers: Revenue, gross profit and EBIT

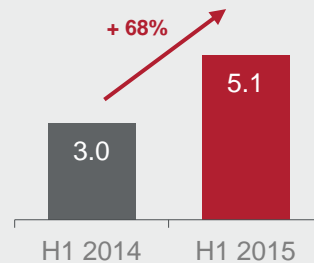
Revenue (million €)



Gross profit (million €)



EBIT (million €)



- Constant expansion of market share progresses.
- In addition, trend to long fixed-interest periods strengthens sales.
- Increasingly neutral impact on earnings from capitalization costs.
- EBIT margin reaches 25 per cent (H1 2014: 20 per cent).
- First half-year concluded with revenue and EBIT records.

Business unit Institutional Clients

Presentation of segment results

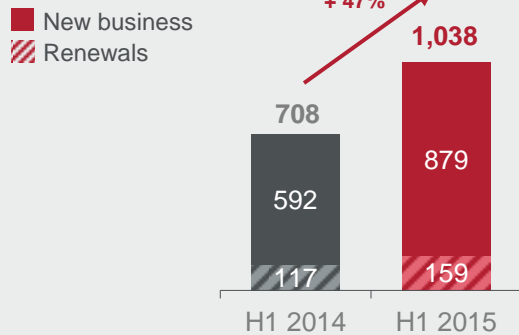


Loan volume increase due to expansion of the customer base

Institutional Clients: Volume of brokered loans and consulting revenue

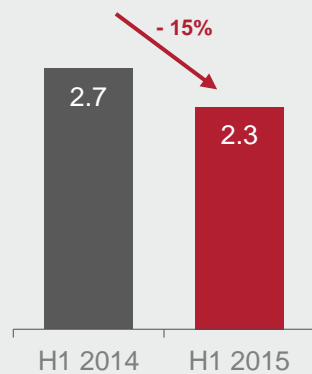
Volume of brokered loans

(million €)



Consulting revenue

(million €)

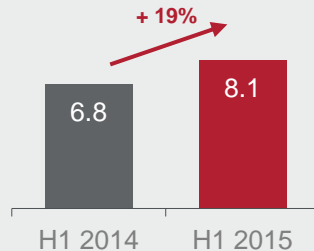


- Expansion of the customer base, conclusion of a large number of loan brokerage transactions that had been in the pipeline for a long period and stimulation by low interest rates lead to considerable rise in transaction volume.
- Decline in consulting revenue due to lower real estate transactions.

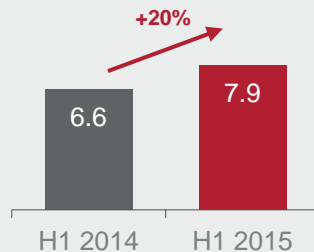
Profit boost illustrates development of business unit

Institutional Clients: Revenue, gross profit and EBIT

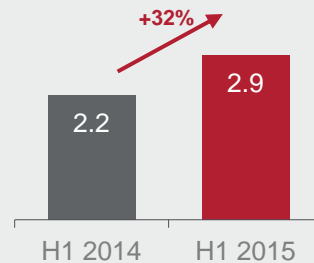
Revenue (million €)



Gross profit (million €)



EBIT (million €)



- Expansion of the financing volume leads to revenue growth and profit boost in first half-year.
- Development of new product areas (Establishment of KVG in new business segment 'Real Estate Investment') requires rise in cost level.
- Continuously high potential due to filled sales pipeline and new business segments.
- First half-year concluded with revenue and EBIT records.



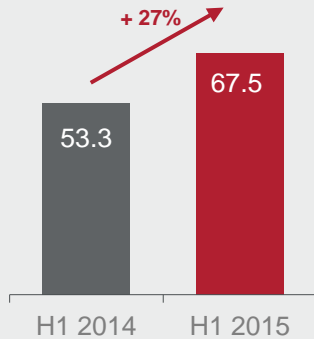
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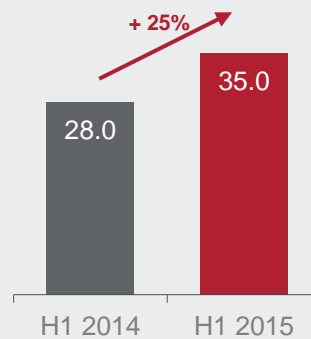
Record half-year results for Hypoport

Summary of Hypoport's key figures

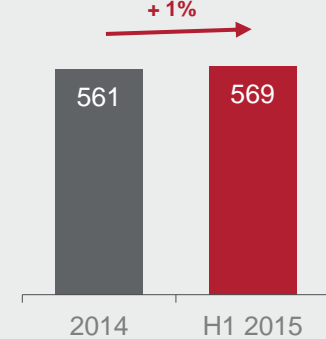
Revenue
(million €)



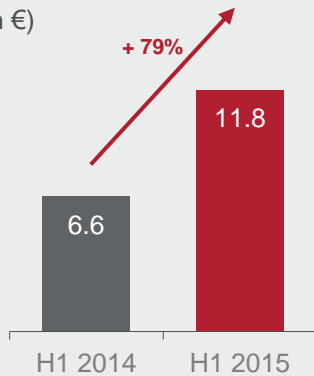
Gross profit
(million. €)



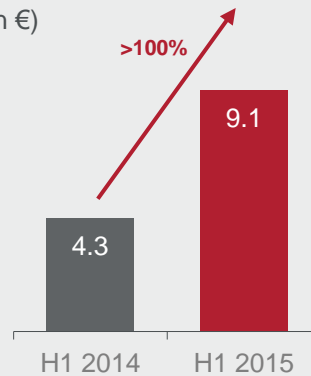
Employees
(number)



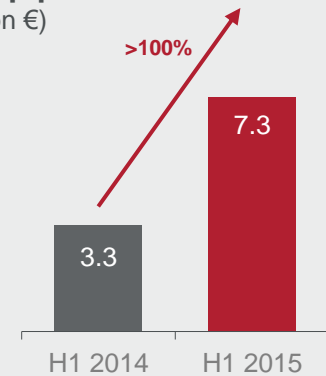
EBITDA
(million €)



EBIT
(million €)



Group profit
(million €)





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Investor relations activities have been extended

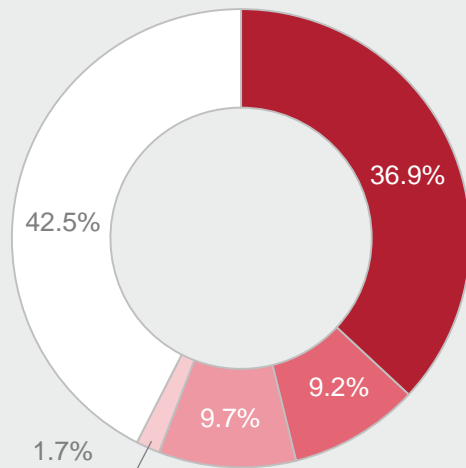
Breakdown of shareholders, share buy-back programmes and investor relations

Breakdown of shareholders as of 30 June 2015

Non-free float

- Ronald Slabke (Founder, CEO)
- Kretschmar Familienstiftung
- Deutsche Postbank AG
- Company shares

Free float



Share buy-back programmes as of 20 July 2015

Year	Purchased shares	Max. share price
2015	23,620 pieces	30.00 €
2015	33,655 pieces	19.00 €
2014	26,045 pieces	13.00 €

Investor relations

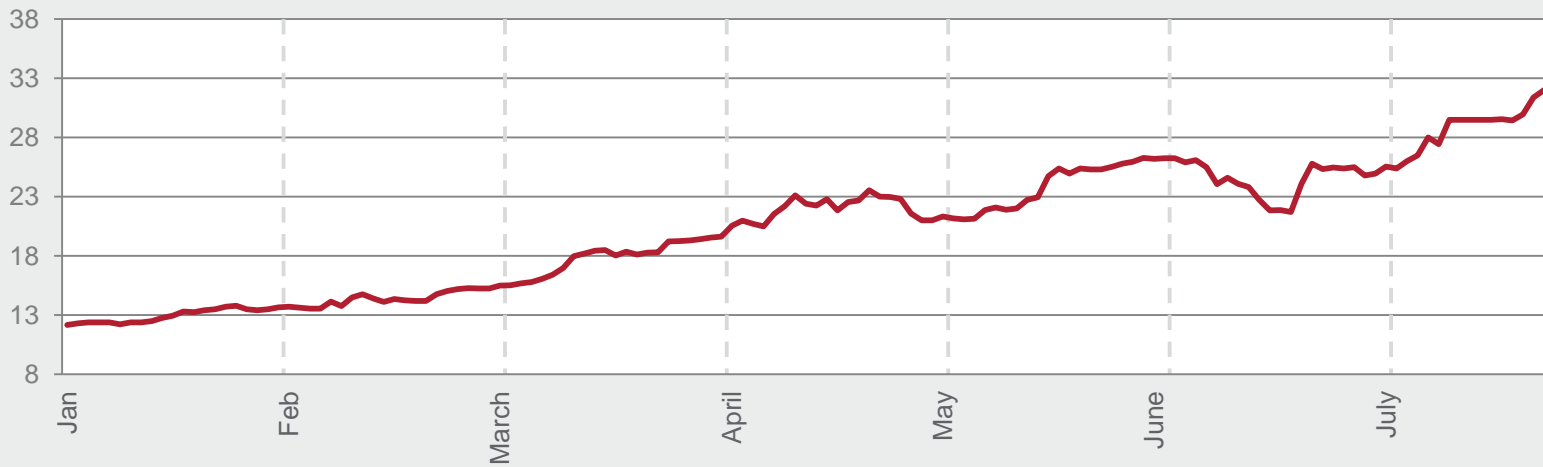
Date	Event	Location
05/2015	Roadshow	Frankfurt a.M.
05/2015	Q1/15 Conference call	Nationwide
03/2015	2014 Conference call	Nationwide
11/2014	Roadshow	Hamburg
11/2014	Eigenkapitalforum	Frankfurt a.M.
11/2014	Q3/14 Conference call	Nationwide

Additional one-on-one talks

Share price follows successful business figures

Share price performance, research and S-Dax ranking

Performance of Hypoport's shares (Daily closing prices, Xetra, Euro) as of 22 July 2015



Research

Analyst	Recommend.	Target pr.	Date
Montega	Buy	37.00 €	07/23/2015
ODDO Seydler	Buy	41.00 €	07/22/2015
Der Aktionär	Buy	40.00 €	07/13/2015

S-Dax-Ranking Hypoport

Datum	Rank Market Cap	Rank Turnover 12M
06/30/2015	120	122
03/31/2015	128	129
01/31/2015	130	138

Source: Deutsche Börse



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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. We shape markets through product innovation and expand our technological lead. At the same time, we increasingly use the positions we gained to **improve our profitability**.

For our business unit **Private Clients**, we strive for a strong development of the mortgage finance business, restructuring of the insurance business and **methodic improvement of our margin structure**.

Our business unit **Financial Service Providers** will improve the 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.

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

For 2015, Hypoport expects double-digit growth in revenue. In addition, Hypoport anticipates a rise of the EBIT margin and, as a result, disproportionate growth in earnings.