Interim Report as of 30 September 2007
Contents

1. Key figures at a glance
2. Business model and selected business units
3. Presentation of the strategy
4. Market development
5. Highlights for investors
Hypoport is the strongest growing vendor of financial sales in Prime Standard

**Hypoport AG: Key figures as of 30 September 2007**

<table>
<thead>
<tr>
<th>in €'000</th>
<th>9M 2007</th>
<th>9M 2006</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>29,240</td>
<td>16,777</td>
<td>74%</td>
</tr>
<tr>
<td>Total operating performance</td>
<td>31,531</td>
<td>18,613</td>
<td>69%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>6,403</td>
<td>2,164</td>
<td>196%</td>
</tr>
<tr>
<td>EBIT</td>
<td>4,356</td>
<td>876</td>
<td>397%</td>
</tr>
<tr>
<td>Earnings after taxes</td>
<td>3,675</td>
<td>1,306</td>
<td>181%</td>
</tr>
</tbody>
</table>
## Strong growth repeated in Q3, despite slight weakening in demand

**Hypoport AG: Key figures for the 3rd quarter**

<table>
<thead>
<tr>
<th>in €'000</th>
<th>Q3 2007</th>
<th>Q3 2006</th>
<th>CAGR</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>10,218</td>
<td>6,876</td>
<td>49%</td>
</tr>
<tr>
<td>Total operating performance</td>
<td>10,984</td>
<td>7,628</td>
<td>44%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,801</td>
<td>1,340</td>
<td>34%</td>
</tr>
<tr>
<td>EBIT</td>
<td>1,106</td>
<td>883</td>
<td>25%</td>
</tr>
<tr>
<td>Earnings after taxes</td>
<td>1,384</td>
<td>618</td>
<td>124%</td>
</tr>
</tbody>
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Hypoport is the internet-based financial service provider

Two divisions, Four business units – One strategy

Financial Sales

**Financial Sales**

**B2B-Financial Marketplaces**

**Private Clients**

**Corporate Real Estate Clients**

**Financial Service Providers**

**Institutional Clients**
Private client business based on leads generated via the internet

Lead generation at Dr. Klein

Search engine optimisation

Keyword Brokering

Lead

Your request is sent to one of our external partners (insurance brokers and multichannel agents) in the vicinity.

Our partners consult with you telephonically, and in the meantime, please call us for a free and non-binding consultation. Please bear in mind that the consultation of their offer is only possible when you contact us with a contact number.
Leads are efficiently generated and processed in all distribution channels

Lead generation and cross-channelling: Private Clients
Expanded sales team
Local branch office network of Dr. Klein

<table>
<thead>
<tr>
<th>Distribution channels</th>
<th>1 Jan – 30 Sep 2007</th>
<th>1 Jan – 30 Sep 2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telephone sales staff</td>
<td>41</td>
<td>39</td>
</tr>
<tr>
<td>Advisers in branch-based sales</td>
<td>53</td>
<td>16</td>
</tr>
<tr>
<td>Branches run by franchisees</td>
<td>80</td>
<td>76</td>
</tr>
<tr>
<td>Independent financial advisers acting as agents</td>
<td>1,206</td>
<td>831</td>
</tr>
</tbody>
</table>
Ranked 1st for best interest rates and high levels of advisory quality
Selected rankings and test seal awarded to Dr. Klein
Revenue from private clients increases from € 10.4 million to € 16.6 million (9M)

Developments in the Private Clients business unit

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Number of loans brokered</td>
<td>7,622</td>
<td>6,466</td>
<td>2,285</td>
<td>2,147</td>
</tr>
<tr>
<td>Volume of loans brokered (€ million)</td>
<td>1,241</td>
<td>1,013</td>
<td>392</td>
<td>341</td>
</tr>
<tr>
<td>Revenue (€ million)</td>
<td>9.82</td>
<td>6.55</td>
<td>3.13</td>
<td>2.67</td>
</tr>
<tr>
<td>Margin (%)</td>
<td>0.79</td>
<td>0.65</td>
<td>0.85</td>
<td>0.78</td>
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</tbody>
</table>

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</thead>
<tbody>
<tr>
<td>Number of deals brokered for financial service products</td>
<td>3,875</td>
<td>1,937</td>
<td>1,705</td>
<td>781</td>
</tr>
<tr>
<td>Revenue (€ million)</td>
<td>6.82</td>
<td>3.82</td>
<td>2.94</td>
<td>1.91</td>
</tr>
</tbody>
</table>
Marketplace effect enables market penetration of the transaction platform

Europace transaction platform

Distribution organisations

Product providers

Some partners already use Europace **exclusively** for handling mortgages
Europace partners bundle high transaction volumes

Development of transaction volumes and revenue in the Financial Service Provider business unit

**Financial service providers**

**Development of transactions volumes on EUROPACE**

Transaction volumes per quarter, in € billion

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</thead>
<tbody>
<tr>
<td>Volume of transactions (€ million)</td>
<td>9,230</td>
<td>6,315</td>
<td>3,051</td>
<td>2,185</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Revenue (€ million)</td>
<td>6.17</td>
<td>3.52</td>
<td>1.66</td>
<td>1.24</td>
<td></td>
<td></td>
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Four business units on the path to growth
Development trends of the business units

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<tr>
<th>BU Private clients</th>
<th>BU Corporate real estate clients</th>
<th>BU Financial service providers</th>
<th>BU Institutional clients</th>
</tr>
</thead>
<tbody>
<tr>
<td>Leading internet-based provider of all-round financial services in Germany</td>
<td>Top 1 provider or mortgages and insurance in residential business</td>
<td>Europace as the market standard in Europe</td>
<td>Leading reporting platform for RMBS</td>
</tr>
</tbody>
</table>

- Increase in the number of visits to Dr. Klein's website → Leads
- Expansion of branch office and agency sales
- Increased business with existing clients (cross-selling)

- Supplementary special offers for housing companies
- Expansion of regional sales
- Inclusion of insurance and capital market products in the product range

- Acquisition of further sales organisations
- Provision of further financial services products
- Establishment in other European countries
- Increase in market share with existing sales partners
- Acquisition of exclusive product partners

- Extension of the value creation chain up to the capital market as an information platform (no assumption of credit risks)
- Increase in RMBS reporting market share
- All European ABS transactions are mapped in Europace
Strong broker market simplifies market entry for Europace
Case study of the largest mortgage broker market in Continental Europe: Netherlands

- The course was set to expand Europace into the Dutch market at the end of 2006 when a joint venture was agreed between Hypoport and Stater B.V. (largest servicer in the Netherlands).
- Stater provides access to independent agents and is the driving force behind the use of Europace.
- Agency market in the Netherlands is predestined for using Europace:
  - High level of acceptance of vendors of financial services among the population;
  - Clear distinction between production, sale and refinancing;
  - High level of standardisation and the associated rapid handling of financing enquiries;
  - Fiercely competitive market where product providers have rapid entry.

New business volume and broker share in Germany and the Netherlands, 2006

Sources:
Bundesbank, De Nederlandsche Bank, Mercer-Study for Broker Share, Company Information
The next few years will see expansion into other European countries

Europace’s European expansion

Evaluation reveals potential target markets:

- Benelux, Spain, Italy and the UK are attractive target markets for Hypoport. Hypoport will not venture into a country without a strong partner in order to safeguard its investments.
- Stater proved to be such a partner in the Netherlands. Over the medium term, joint activities could be expanded from here into Belgium.
- The country selection sequence will depend on the willingness of existing partners to venture jointly into a new country.
- The company expects the establishment of a Europace marketplace in a new country to take three years.
Well positioned GEC with experienced managers
Group Executive Committee (GEC) of the Hypoport Group

Prof. Dr. Thomas Kretschmar
(44)
Co-CEO
Strategy, Marketing, Communication, Legal

Ronald Slabke
(33)
Co-CEO
Business Unit: Financial Service Providers
Finance, Human Resources

Klaus Kannen
(44)
Business Unit: Private Clients
Mortgages

Stephan Gawarecki
(38)
Business Unit: Private Clients
Other Financial Service Products

Hans-Peter Trampe
(43)
Business Unit: Corporate Real Estate Clients

Martin Damaske
(39)
Business Unit: Institutional Clients

Marco Kisperth
(37)
Information Technology
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Independent financial product distributors are gaining market share

Market environment: Private Clients business unit

Market trend: Distribution channels for mortgages

- 2000: 90% Other Operations, 10% Independent Distributors
- 2005: 84% Other Operations, 16% Independent Distributors
- 2010*: 70% Other Operations, 30% Independent Distributors

Source: bbw Marketing Immobilienfinanzierung 2006

Market trend: Distribution channels for life insurance

- 2000: 74% Other Operations, 26% Independent Distributors
- 2005: 68% Other Operations, 32% Independent Distributors
- 2010*: 66% Other Operations, 34% Independent Distributors

Source: Towers Perrin Tillinghast Vertriebswege Survey 2006 *Estimate

- Independent brokers and vendors of financial services will become more important for the sale of both mortgage loans and insurance products.
- Agents have access to a more diverse product range and are therefore better able to meet client needs.
- This development will be further driven by the separation of sales and production among financial services products.
The internet is the most important medium for financial services

Internet usage for financing real estate for private clients

The internet is the most important medium for the acquisition of leads for private mortgages

However, traditional channels are in continuing use to close closing mortgage deals
The future belongs to agency platforms

Financial Service Providers business unit: Organisation of the agency market

Past
Agency growth

Future
Platform world

Agency consolidation
Emergence of pools of brokers
Integration via B2B platform

- Limited, but strongly growing number of agents.
- Many agents work exclusively with just one bank.
- No technology support.

„The recent growth of the German EUROPACE platform [...] illustrates the emergence of the „next generation’ sourcing system.“

Mercer Oliver Wyman: European Mortgage Distribution, 2007, S. 22

- All value adding services along the value creation chain are integrated into one platform.
- This is the technology platform for all market players.

Source: Mercer Oliver Wyman: European Mortgage Distribution, 2007
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Hypoport's growth is supported by numerous competitive strengths

**Highlights**

**Hypoport**
THE FINANCE INTEGRATOR

- Internet-based business model connects both business divisions
- Impressive purchasing power thanks to high agency volumes

<table>
<thead>
<tr>
<th>All-round financial services</th>
<th>B2B financial marketplaces</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multi-dimensional sales structures</td>
<td>Generation of economies of scale</td>
</tr>
<tr>
<td>Independence</td>
<td>Europace: the financial marketplace</td>
</tr>
<tr>
<td>Product diversity</td>
<td>Proprietary technology competency</td>
</tr>
<tr>
<td>Advisor specialisation</td>
<td>Marketplace effect: Strong tie-in of the sales organisation and high market entry hurdles</td>
</tr>
</tbody>
</table>