

Pressemitteilung

Corporate News/IT

Innovation Award 2008 for EUROPACE

Berlin, 18 February 2009: Dutch magazine "Banking Review" has honoured Hypoport Stater B.V. with its "Innovation Award 2008" for the launch of the EUROPACE platform on the Dutch market. The prize is awarded each year in recognition of the most innovative concept in the financial services sector.

Hypoport Stater B.V. convinced the jury with its introduction of the first independent transaction platform "to bring together all of the players in the mortgage market, without them having to first integrate the complex software into their system architectures". Its state of the art technology increased market transparency and was, moreover, easy to operate, allowing market players to interact more efficiently. EUROPACE thus enhanced the flexibility and ensured the sustainability of the system, offering a solution that responded to market demands. The individual risk-based pricing system used by EUROPACE "offered clear advantages over the conventional evaluation of loan terms based on average risk profiles", according to the jury. The transaction-dependent business model offered platform users the opportunity to enter the market at low risk. For this reason, the jury was convinced that the pricing model developed by EUROPACE "offers an interesting and proven concept that is extremely innovative in the Netherlands".

The EUROPACE platform for the German real estate market was launched in 2002. Following its successful establishment, the concept was expanded in 2004 to include private loans. Nowadays, EUROPACE is the leading – and Germany's only independent – transaction platform for financial services vendors, banks and insurance companies. The figures prove it: Last year, transaction volume increased by more than 18 percent to its current level of EUR 14.622 billion in spite of a generally stagnating market. Some 12 percent of all financing transactions on the German real estate market are processed on EUROPACE. The share of financing deals in the growth segment of independent financial services vendors has even topped the 30 percent mark. Its flexible architecture allows the platform to modularly expand the wide range of existing financial services products on offer. In addition to incorporating new requirements for the range of EUROPACE products, the software development division at Hypoport AG is also constantly striving to offer the flexibility demanded by the market in implementing changes.

In the Netherlands, the EUROPACE platform was adapted to the specific partner and product characteristics of the Dutch market. A financing process in the Netherlands generally involves more parties than is the case in Germany. Packagers, for example, are a fixed institution, whereas they are

only slowly gaining in importance in Germany. Annuity loans play a very important role in Germany, whereas these products are virtually non-existent in the Netherlands since interest charges on mortgages are tax deductible. Its modular concept ensures the optimal implementation of such differing requirements for the process structure of the platform. EUROPACE has attracted its first sales partners for the platform in the Netherlands. Christian Fein, Managing Director of Hypoport Stater B.V.: "I am convinced that EUROPACE will occupy a similarly leading position in the Dutch market in light of this external recognition and the success it has demonstrated in Germany".

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About Hypoport Stater B.V.

Hypoport Stater B.V. was founded in January 2007 as a joint venture between Hypoport AG, a German provider of all-round financial services, and Stater, the largest Dutch mortgage servicer. The company is headquartered in Eindhoven. The vehicle was established for the purpose of launching the EUROPACE platform on the Dutch mortgage market. The B2B transaction platform offers participants an innovative, internet-based marketplace in real-time. EUROPACE provides a rapid and easy decision-making aid for banks, packagers and consultants when approving mortgage applications. In addition, the full integration of all players along the value creation chain of the Dutch mortgage market generates cost benefits while at the same time increasing transparency.

About Hypoport AG

Hypoport Group is an internet-based all-round financial services provider based in Berlin. The Group employs more than 450 people. Hypoport AG has been listed in the Prime Standard of Deutsche Börse since October 2007. Its business model consists of two reciprocally beneficial pillars – the sale of financial products and the provision of a platform for transacting financial products via the internet. Hypoport operates the EUROPACE B2B financial marketplace, which is the largest German online platform for transacting financing products. A fully integrated system links more than 30 banks with several thousand financial advisors, thus enabling the quick and direct agreement of contracts. The platform's highly automated processes generate considerable cost benefits. Nowadays, EUROPACE processes some 400 financing transactions every day. In addition, the HPX house price index, which Hypoport publishes monthly, is compiled on the basis of anonymised data collated from the EUROPACE platform.

A list of the banks and service providers that use the platform can be downloaded from www.hypoport.de, as can the Annual Report 2007.

Contact

Hypoport AG
Klosterstrasse 71
D-10179 Berlin
www.hypoport.de

Michaela Reimann
Group Communications Manager
Tel.: +49 (0) 30 / 4 20 86 1936
E-Mail: michaela.reimann@hypoport.de