

# Press release

## Company news

### Q2 2010: EUROPACE generates record volume of transactions

**Berlin, 16 July 2010: The volume of transactions generated by the Europace platform hit a new record in the second quarter of 2010, with all product categories contributing to this result. The customised products developed among others for Postbank also demonstrate that Europace's technology can be used for a wide variety of applications and continues to achieve widespread market penetration.**

The volume of transactions generated by the Europace financial marketplace hit a new record of €3.951 billion in the second quarter of 2010. All product categories contributed to an increase of 25.1 per cent compared with the corresponding quarter of 2009. The volume of mortgage finance, which still accounts for the largest proportion of total business, grew by 17.1 per cent year on year to €3.296 billion in Q2 2010. "The current combination of low interest rates, the greater importance attached to security, and the recently more optimistic outlook is boosting purchases of real estate", was how Thilo Wiegand, one of Hypoport AG's executive directors, explained the encouraging trend. The second quarter of 2010 was the first time that building finance – the most recent addition to Europace's product portfolio – has managed to outperform the volume of business generated by personal loans, achieving a total volume of €336 million (Q2 2009: €38 million) compared with the €319 million generated by personal loans (Q2 2009: €306 million).

Hypoport is also bullish about the outlook for its business going forward. "On top of the welcome recovery of the intermediary market in Germany we are achieving growing success with our product offerings for German savings banks (Finmas – the financial marketplace for savings banks) and local cooperative banks (Genopace)", added Wiegand. Hypoport is also pursuing new avenues in its quest to acquire established market participants as clients. The first customised web-based distribution solution for Europace will soon be completed. "Over the past 14 months we have been working exclusively with and on behalf of Postbank's financial advisory team to develop a financing module that caters to the specific needs of a building finance association's distribution network. This will enable our partners – in this case Postbank and BHW Bausparkasse AG, its building finance association – to operate even more effectively in the highly competitive mortgage finance market", added Ronald Slabke, Hypoport's CEO. "Large distribution organisations that employ several hundred advisers require customised solutions that dovetail with their specific advisory strategies, product focus and applications environment. The sort of individual solutions available in the past were not connected to a marketplace. By offering web-based distribution solutions that perfectly match our partners' needs we now aim to extend the benefits of our Europace marketplace to these established market participants", Slabke explained Hypoport's new product offering.

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Management Board:  
Professor Dr Thomas Kretschmar (co-CEO),  
Ronald Slabke (co-CEO),  
Thilo Wiegand

Supervisory Board:  
Dr Ottheinz Jung-Senssfelder (chairman),  
Jochen Althoff (deputy chairman),  
Christian Schröder

Berlin-Charlottenburg  
local court HRB 74559  
VAT reg. no.:  
DE207938067  
Website:  
[www.hypoport.com](http://www.hypoport.com)

### Information on Hypoport AG

The Berlin-based Hypoport Group is an online provider of financial products and services and employs approximately 450 people. Its shares have been listed in the Prime Standard segment of the Frankfurt Stock Exchange (Deutsche Börse) since October 2007. The business model used by Hypoport AG is based on two mutually supporting pillars: the sale of financial products (Dr. Klein & Co. AG) and the provision of a transactions platform for the brokerage of financial products over the internet.



The EUROPACE B2B financial marketplace operated by Hypoport is Germany's biggest online transactions platform for selling financial products. A fully integrated system links more than 50 product suppliers with several thousand financial advisers, thereby enabling products to be sold swiftly and directly. The highly automated processes used on this platform generate significant cost advantages. Around 400 financial transactions per day are now settled via EUROPACE. Hypoport AG publishes its monthly house price index (HPX) based on actual transaction data. A list of the banks and financial service providers represented on the online platform as well as the Company's 2009 annual report can be downloaded at [www.hypoport.com](http://www.hypoport.com).

### Contact

Hypoport AG  
Klosterstrasse 71  
10179 Berlin, Germany  
[www.hypoport.com](http://www.hypoport.com)

Michaela Reimann  
Group Communications Manager  
Tel.: +49 (0)30 42086 1936  
Email: [michaela.reimann@hypoport.de](mailto:michaela.reimann@hypoport.de)

### Key data on Hypoport's shares

ISIN DE 0005493365  
WKN 549  
Stock exchange symbol HYQ  
Stock exchanges Frankfurt, XETRA