

Press release

Financial results for the first half of 2012

Hypoport considerably boosts revenue and profitability

Berlin, 6 August 2012: Despite continued challenging market conditions, web-based financial service provider Hypoport generated significant growth in all business units and thereby bucked the market trend in the first six months of 2012. Revenue rose by 17 per cent to €42 million, enabling the company to expand its market share. EBITDA increased by 34 per cent to €5.2 million.

"A company that wishes to grow in a stagnant financial services market needs the best talent available and a diversified, innovative business model," believes Ronald Slabke, Chief Executive Officer of Hypoport AG. "Our half-year figures show that we have the right 'genes' to achieve steady and profitable growth with, and for the benefit of, our customers and partners in a consolidated market environment."

Hypoport's revenue went up by 17 per cent to €42 million (HY1 2011: €35.8 million) on the back of double-digit revenue growth in all three of its business units. The Financial Service Providers business unit has benefited from benign funding conditions, the continued popularity of its consumer-friendly 'open' architecture in the distribution of financial services, and the ongoing expansion of the EUROPACE marketplace owing to its success in attracting new product suppliers and advisors. The low level of interest rates has also boosted lending business and, consequently, revenue growth in the Private Clients business unit. Forthcoming and recently introduced regulation in the insurance market in conjunction with the volatility of capital markets are proving to be highly disconcerting for product suppliers, intermediaries and consumers in this product segment, causing them to behave very cautiously. The Institutional Clients business unit has expanded its leading position as a financial and insurance advisor to German housing companies, local authorities and commercial property investors. Its success in closing several big-ticket financing deals with customers provided an additional boost to its growth.

The strong revenue growth across the three business units, which resulted in EBITDA of €5.2 million (HY1 2011: €3.9 million), also resulted in a sharp rise in profitability. Assuming that the market environment remains unchanged, Ronald Slabke still expects the Company to achieve double-digit revenue growth and a year-on-year improvement in net profit for 2012 as a whole.

Information on Hypoport AG

As an independent financial product distributor that runs a B2B financial marketplace, Hypoport operates successfully in two mutually reinforcing segments. It always provides the simplest access to the best financial services. Europace AG – a wholly owned Hypoport subsidiary – develops and

operates EUROPACE, which is an online financial marketplace and the largest German platform offering mortgages, building finance products and personal loans. A fully integrated system links roughly 180 partners – banks, insurers and financial product distributors. Several thousand users execute over 20,000 transactions worth a total of up to €3 billion on EUROPACE every month. The Hypoport subsidiary Dr. Klein & Co. AG is an independent online distributor of financial products. This firm's specialists provide private clients with a full range of advisory services around mortgage finance, insurance and investments. Dr. Klein & Co. AG has been a major financial service partner to housing companies, local authorities and commercial property investors since 1954. Hypoport AG is headquartered in Berlin, employs more than 500 people and is listed in the Prime Standard of the Frankfurt Stock Exchange.

Contact

Hypoport AG
Michaela Reimann (press spokesperson)
Tel.: +49 (0)30 420 861 936
Email: michaela.reimann@hypoport.de
www.hypoport.com

Key data on Hypoport's shares

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