

## Press release

### Volume of transactions in 2013

### **EUROPACE generated its first-ever transaction volume in excess of €30 billion in 2013.**

**Berlin, 27 January 2014:** The total volume of transactions processed on the EUROPACE financial marketplace in 2013 grew by roughly 9 per cent year on year to €31.6 billion. Personal loans, which constitute the smallest product segment, achieved the strongest growth in relative terms (22 per cent). Building finance increased by 13 per cent, underlining the substantial appeal of this product. Mortgage finance, which grew by 7 per cent year on year, once again made the largest contribution to the total volume of transactions in absolute terms. The number of EUROPACE partners rose by roughly 22 per cent over the same period.

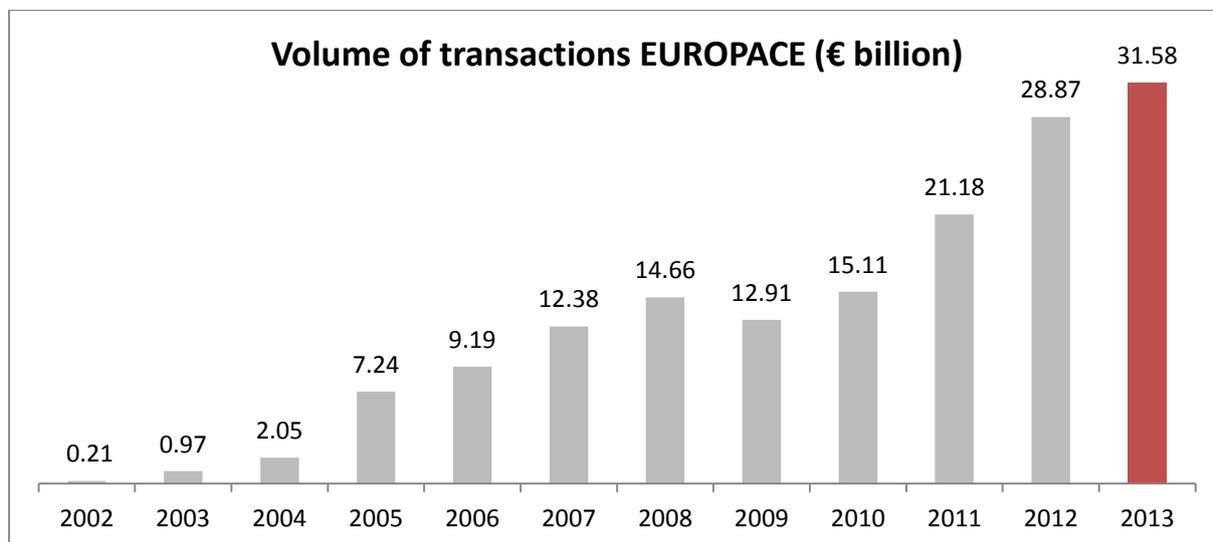
"This transaction volume of more than €30 billion demonstrates the considerable influence that the EUROPACE financial marketplace and its partners now exert over the German mortgage finance market," commented Thilo Wiegand, Chief Executive Officer of Europace AG. "The continued low level of interest rates, our optimised sales processes, and the fact that the number of our partners has risen from 200 to its current level of almost 250 contractual partners have all contributed to this result on an annualised basis." The latest figures published by the Bundesbank show that the German mortgage finance market overall grew only modestly in 2013. The rising numbers of transactions generated on EUROPACE therefore resulted from the increasing automation of business processes in Germany. The pressure for change triggered by Basel III and Solvency II is considerably enhancing the appeal of a flexible marketplace solution for more and more banks and financial institutions.

Tougher market conditions in the fourth quarter of 2013 meant that EUROPACE's strong performance for the year as a whole was slightly dented in the final three months. Following impressive results in the second and third quarters, the marketplace's growth in mortgage finance products was weaker than in previous quarters owing to persistently sluggish interest rates.

### **The product segments in detail**

The total volume of transactions generated across all product segments grew by 9 per cent year on year to €31.6 billion (2012: €28.9 billion). Mortgage finance transactions amounted to €24.4 billion, which constituted a year-on-year rise of more than €1.7 billion (2012: €22.7 billion) and meant that this product segment accounted for 77.0 per cent of the total volume of transactions. Building finance and personal loans – the two smaller product segments on EUROPACE – both grew much more sharply

than mortgage finance in percentage terms. Building finance helped boost the marketplace's growth by generating transactions worth €5.8 billion in 2013 (2012: €5.1 billion). The personal loans product segment increased from €1.1 billion in 2012 to €1.4 billion in 2013.



**N.B.:** Owing to specific market-related factors and the accounting treatment applied, neither the revenue generated by the Group as a whole nor the revenue earned by individual units can be directly extrapolated from the transaction figures shown above.

#### **About EUROPACE**

EUROPACE is an online financial marketplace that is run by Europace AG and its sister companies. It is the largest German transaction platform offering mortgages, building finance products and personal loans. A fully integrated system links 250 partners – banks, insurers and financial product distributors. Several thousand users execute more than 20,000 transactions per month on this platform, generating an annual volume in excess of €30 billion. EUROPACE has been certified as meeting the requirements of the TÜV data protection assessment. Europace AG is a wholly owned subsidiary of Hypoport AG, which is listed in the Prime Standard of the Frankfurt Stock Exchange.

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