

Press release

Volume of Private Clients loan brokerage in the first half of 2014

Private Clients: volume of loans brokered and insurance portfolio continue to grow

Lübeck, 28 July 2014: The volume of loans brokered in Hypoport AG's Private Clients division under its main brand, Dr. Klein, increased by 10.0 per cent year on year to €2.96 billion in the first six months of 2014. By contrast, the volume of new insurance business fell by a further 22.2 per cent compared with the corresponding period of 2013, reaching €8.6 million. The insurance portfolio managed by Dr. Klein delivered a better performance, growing by 8.4 per cent over the past six months to €109.7 million.

"Business in insurance remains challenging. Across the sector, market participants had to deal with further regulatory interventions by legislators and continuing low rates of return on pension products in the second quarter," said Stephan Gawarecki, chief executive officer of Dr. Klein & Co. AG.

The number of transactions relating to loan brokerage remained encouraging in the first half of 2014. There was further double-digit growth in the brokerage volume, not least due to the 49.0 per cent increase in the value of building finance products compared with the first half of 2013 (from €72.1 million to €107.5 million). However, the mortgage finance product segment continued to account for by far the largest share of the aggregate business volume, climbing by 8.6 per cent to €2.73 billion (H1 2013: €2.51 billion).

New insurance business continued to contract, falling by a further 22 per cent year on year to €8.6 million (H1 2013: €11.0 million). By contrast, the insurance portfolio managed by Dr. Klein grew by more than 8.4 per cent to €109.7 million in the first six months of this year. A 7.4 per cent decrease in the health insurance portfolio (from €30.6 million to €28.3 million) was easily offset by a 9.3 per cent rise in the far bigger life insurance & investments portfolio (from €55.8 million to €61.0 million) and by a 38.1 per cent increase in the general insurance portfolio (from €14.7 million to €20.3 million).

Note: Neither the revenue nor the earnings generated by Hypoport can be directly extrapolated from the transaction figures given above.

Information on Dr. Klein

Dr. Klein is an independent provider of financial services for private and corporate clients. It offers personalised solutions for private clients' full range of financial needs. Some 650 specialists deliver impartial and comprehensive advice over the internet and at more than 200 branches on issues such as mortgages, 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. It provides its institutional clients with a fully integrated service comprising expert advice and customised solutions in the areas of financial management, portfolio

DR. KLEIN

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management and insurance for business customers. Its client-focused advisory expertise and close, longstanding relationships with all leading banks and insurance companies ensure that its customers always have quick and easy access to the best financial services. Dr. Klein is a wholly owned subsidiary of Hypoport AG, an online financial service provider that is listed on the Frankfurt Stock Exchange.

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