

# Press release

## Financial results for 2014

### Hypoport AG generates profitable growth in 2014

**Berlin, 9 March 2015: Last year saw Hypoport, an online financial service provider, achieve by far its best-ever financial results. Revenue grew by 14 per cent to €112.3 million (2013: €98.1 million). Earnings before interest and tax (EBIT) more than doubled year on year to €7.9 million (2013: €3.9 million). The Hypoport Group once again demonstrated that its focus on technology-based financial services is paying off and, consequently, that it can continue to deliver an exceptionally strong performance in what is a challenging interest-rate and market environment.**

"We hit our revenue and EBIT targets for last year despite the fact that the financial services industry continues to undergo a process of radical change," commented Ronald Slabke, Chief Executive Officer, on the Company's performance. "We only managed to achieve these outstanding results because we were an early adopter of the possibilities offered by the internet for the distribution of financial services in conjunction with electronic business processes. While some market participants are now hailing 'fintech' – the combination of finance and technology – as the future of financial services, Hypoport has already been using this for the past 15 years to successfully develop its business organically."

The Private Clients business unit was one of the main beneficiaries of the Hypoport Group's strong technology base last year. It expanded its insurance portfolio by 18 per cent in this perpetually challenging business line, while at the same time cutting its costs by increasing the level of software-based automation. It also continued to grow its share of the stagnating mortgage finance market by expanding the volume of new loans that it brokered by 18 per cent. Both of these trends played a key role in enabling the Private Clients business unit to raise its revenue to €63.9 million (2013: €56.1 million) while returning to profitability with an impressive EBIT of €1.9 million (2013: loss of €1.6 million).

The total volume of transactions processed in the Financial Service Providers business unit reached a new all-time high of €36.2 billion in 2014. Despite the fact that a one-off effect on the Company's sales-supporting Packager services no longer applied and an increasingly neutral impact on earnings from capitalisation costs, the revenue of €34.4 million generated by this business unit during the reporting year (2013: €30.3 million) yielded EBIT of €5.6 million (2013: €6.0 million) and an encouraging EBIT margin of 16 per cent.

Management Board:  
Ronald Slabke (CEO),  
Stephan Gawarecki,  
Hans Peter Trampe, Thilo Wiegand

Supervisory Board:  
Dr Ottheinz Jung-Senssfelder (chairman),  
Professor Dr Thomas Kretschmar (deputy chairman),  
Christian Schröder

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The Institutional Clients unit benefited from above-average growth in new lending business in 2014. By raising both its revenue and its EBIT by 18 per cent to €14.5 million (2013: €12.3 million) and €4.5 million EBIT (2013: €3.8 million) respectively, this business line remains one of the growth drivers in the Hypoport Group.

Given the uncertain future facing the eurozone and the radical changes taking place in the financial services industry, Hypoport expects to achieve light double-digit growth in its revenue and EBIT for the 2015 financial year.

#### **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 250 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 investment products. 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.

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#### **Key data on Hypoport's shares**

ISIN	DE 0005493365
WKN	549336
Stock exchange symbol	HYQ