

Press release

Volume of new business with private clients in the first quarter of 2015

Private Clients: value of new loans brokered and insurance portfolio continue to achieve significant double-digit growth

Lübeck, 20 April 2015: The volume of new loans brokered in Hypoport AG's Private Clients division under its main brand, Dr. Klein, in the first quarter of 2015 increased by 31 per cent compared with the corresponding period of last year to €1.94 billion. The insurance portfolio managed by Dr. Klein also performed well, growing by just under 16 per cent over the past twelve months to €116.1 million*.

"If the situation weren't quite so encouraging for us, you could almost describe it as boring: interest rates remain low, property prices nationwide continue to edge up and – according to the Bundesbank – the total volume of mortgage finance provided in Germany is growing only modestly. Despite this stagnant market environment we have once again managed to generate significant double-digit growth in the volume of new loans brokered," enthused Stephan Gawarecki, the chief executive officer of Dr. Klein & Co. AG. "This achievement can especially be attributed to the expertly qualified and highly motivated advisors working at our more than 200 branches across Germany. What's more, the fact that our impartial advice adds value for our customers is demonstrated by the excellent marks awarded to us in the April and May 2015 editions of the *Finanztest* consumer finance magazine."

Details of the volumes of new business brokered

Mortgage finance – by far the largest product segment – grew by 21 per cent compared with the previous quarter to €1.8 billion. This represented an increase of more than 36 per cent on the first three months of last year. The value of *Bausparen* products rose by more than 14 per cent in the first quarter of 2015 to €54.1 million, while the volume of personal loans brokered – which had recently contracted – jumped by almost 29 per cent to €46.7 million. "We are particularly pleased with this result because it shows that we were right to realign our strategy on personal loans during the course of 2014 and that this approach is already starting to reap rewards," stressed Gawarecki.

The insurance portfolio managed by Dr. Klein continued to expand across all product segments. Whereas the health insurance segment and the life insurance business – which is roughly twice as large – grew at similar rates in the first quarter of 2015 (advancing by 4.4 per cent to €32.2 million and by 3.5 per cent to €60.1 million* respectively), general insurance increased by an impressive 8.8 per cent to €23.8 million. The total insurance portfolio* continued to achieve significant double-digit growth, expanding by just under 16 per cent over the past twelve months.

*) excluding investments

DR. KLEIN

DIE PARTNER FÜR IHRE FINANZEN

Note: Neither the revenue nor the earnings generated by Dr. Klein can be extrapolated from the 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 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. It is for these achievements that the Company has been awarded accolades such as 'Exemplary Financial Product Distributor' by Springer Fachmedien and the 'German Fairness Prize' by the n-tv news channel. 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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