

Press release

Hypoport AG and Ostdeutscher Sparkassenverband are jointly establishing FINMAS, a new financial marketplace for savings banks

Berlin, 26 October 2009: Hypoport AG and the Ostdeutscher Sparkassenverband (OSV) association of savings banks are to cooperate more closely in the areas of mortgage finance in future. The newly established FINMAS GmbH will offer members of the finance group of savings banks access to an exclusive financial marketplace. Members will not only gain additional distribution channels but will also benefit from Hypoport AG's leading technological infrastructure and expertise in process optimisation.

Hypoport AG and Ostdeutscher Sparkassenverband founded the new company on 26 October this year. The savings banks are already Germany's largest mortgage finance providers and intend to strengthen their leading position with this new joint venture. By turning to mortgage brokers and internet finance they will also widen previously less exploited distribution channels. In EUROPACE, Hypoport already operates Germany's largest B2B financial marketplace for mortgage brokers and banks. Last year, mortgages and personal loans totalling €14.6 billion were transacted over the EUROPACE platform.

Wolfgang Zender, Managing Director of OSV, stressed that: "As market leaders we continually have try out new ways of offering our products to customers. We want to be flexible in responding to customer preferences, and FINMAS allows us to reach people who wish to inform themselves about our mortgage products from outside our branches."

The online marketplace brings together a large number of product suppliers and distributors, while increasing the efficiency of property finance brokerage. FINMAS will operate using the leading-edge technology of the already well-established EUROPACE online B2B transaction platform. "We look forward to establishing the financial marketplace for savings banks jointly with OSV. This will lay the foundation for a successful partnership", commented Thomas Kretschmar, co-Chief Executive Officer and Chairman of the Management Board at Hypoport AG.

The new business model allows the savings banks to offer their products via third-party distributors. Apart from providing access to its platform, the joint venture will also serve as an interface for the individual savings banks to coordinate their use of the new system and to liaise with the large number of partners involved. This link to the platform will automate and optimise existing processes and will enable distributors to quickly gain an overview of the available loan products even while they are advising customers.

FINMAS will enable the 49 individual OSV savings banks to access strategically important finance markets. In addition to existing distribution channels the new business model will also open up new sales opportunities in the rapidly growing internet-based financial brokerage sector.

Additional information on Hypoport (including its 2008 annual report) and the list of banks and financial service providers represented on the online platform can be found at www.hypoport.de.

For further information on Ostdeutscher Sparkassenverband (OSV) please see www.osv-online.de.

Contact persons:

Hypoport

Michaela Reimann
Group Communications Manager
Klosterstrasse 71
10179 Berlin
Tel.:+49 (0)30 420 861 936
Fax:+49 (0)30 420 861 999
Mobile:+49 (0)151 5804 1936
Email: michaela.reimann@hypoport.de
Website: www.hypoport.de

OSV

Cosima Ningelgen
Press spokesperson
Leipziger Strasse 51
10117 Berlin
Tel.:+49 (0)30 2069 1818
Fax:+49 (0)30 2069 2818
Mobile: +49 (0)171 142 3792
Email: cosima.ningelgen@osv-online.de
Website: www.osv-online.de