

## Press release

Volume of new business brokered by Private Clients segment in 2015

### **Private Clients: Volume of new loans brokered rises by 44 per cent**

**Lübeck, 21 January 2016: The volume of new loans brokered in Hypoport AG's Private Clients division under its main brand, Dr. Klein, increased by almost 44 per cent year on year and reached a new record of €9.0 billion in 2015.**

"Demand for residential property remains strong. The fairly sharp rise in interest rates in the early summer gave the market an additional boost," explained Stephan Gawarecki, chief executive officer of Dr. Klein & Co. AG. This is also borne out by Deutsche Bundesbank statistics. Following minimal annual growth in the total volume of mortgage finance in Germany in recent years, the data so far available for 2015 suggests an increase of as much as 25 per cent. This has benefited all market participants. "But our growth rate of nearly 44 per cent means that we have significantly outperformed the market once again," comments Gawarecki with satisfaction.

#### **Details of the volumes of new business brokered**

Mortgage finance – by far the largest product segment – also generated the highest year-on-year growth rate, advancing by more than 47 per cent to €8.6 billion. The volume of *Bauspar* loans rose by 6 per cent to €222.2 million, whereas the volume of new personal loans brokered fell by nearly 16 per cent to €181.2 million. "At the moment, some of our competitors are using multi-million-euro marketing budgets to attract customers in this area," explains Gawarecki. "Instead of using up our resources doing that, we intend to bide our time until things have returned to normal." Nonetheless, the volume of new personal loans brokered was up by more than 9 per cent on the same quarter in 2014.

The insurance portfolio managed by Dr. Klein also performed well, growing by almost 11 per cent last year to another new record level of €122.6 million.

**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

# DR. KLEIN

DIE PARTNER FÜR IHRE FINANZEN

'Exemplary Financial Product Distributor' by Springer Fachmedien and the 'German Fairness Prize' by the n-tv news channel in 2014 and 2015. Dr. Klein is a wholly owned subsidiary of Hypoport AG, a technology-based service provider that is listed on the Frankfurt Stock Exchange.

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