

Press release

Preliminary financial results for 2015

Record results in 2015, with sharp year-on-year rises in revenue and earnings

Berlin, 14 March 2016: Technology-based financial service provider Hypoport posted record levels of revenue and earnings last year. Consolidated revenue rose by 24 per cent to €139 million (2014: €112.3 million). Earnings before interest and tax (EBIT) more than doubled year on year, jumping to €19.3 million (2014: €7.9 million). Moreover, earnings per share increased by 172 per cent to €2.61 (2014: €0.96).

The volume of transactions generated on the EUROPACE marketplace by the Financial Service Providers business unit went up by 25 per cent year on year to €45.2 billion (2014: €36.2 billion). Within that figure, the volume of mortgage finance brokered grew by 28 per cent, thereby easily outstripping the growth rate in the market as a whole. A total of 54 new partners were added. The expansion and activation of the partner base, which now comprises some 345 contractual partners (2014: 291), was very encouraging. This was due, in particular, to the cooperative GENOPACE marketplace and FINMAS, the marketplace for savings banks. The Financial Service Providers business unit reported revenue of €44 million, a rise of 28 per cent (2014: €34.4 million). Its EBIT almost doubled, reaching €10.1 million (2014: €5.6 million).

The volume of loans brokered by the Private Clients business unit climbed by 44 per cent to €9.05 billion (2014: €6.3 billion), which enabled the business unit to increase its market share significantly. This trend was underpinned by Europace 2 and the growth of the Dr. Klein franchise system to 437 mortgage finance specialists (2014: 397). Revenue from Hypoport's Private Clients business was up by 23 per cent to €78.6 million (2014: €63.9 million). And although earnings were depressed for the final time in connection with risk provisions for advances on insurance policies, in an amount of €1.5 million, EBIT increased almost fourfold to €7.4 million (2014: €1.9 million).

There was a rise in the volume of loans processed by the Institutional Clients business unit, which advanced by 26 per cent to €2.08 billion. The business unit set a record in terms of the brokerage of long-term loans, which generally have higher commission rates. With EBIT at €6.6 million (2014: €4.5 million) and revenue at €17.3 million (2014: €14.5 million), the 2015 financial results of the Institutional Clients business unit were its best so far.

"Looking to the current year, we can see that Hypoport AG's business models put it in an excellent position for the long term," says Ronald Slabke, Chief Executive Officer of Hypoport AG. "Demand for additional housing stock remains high. Housing will therefore continue to be a market with high potential in the years to come. The growing regulation and pressure on margins faced by banks and insurers are accelerating the digitisation of financial services. Hypoport will use its market expertise



and knowledge of technology-based financial services to gain further market share. We are therefore forecasting revenue and earnings growth for the coming financial year that is just into double figures."

Information on Hypoport AG

The Hypoport Group is a technology-based financial service provider. The business model is based on its three mutually supporting business units: Private Clients, Financial Service Providers, and Institutional Clients. All three units are engaged in the distribution of financial services, facilitated or supported by finance-technology ('fintech'). As a wholly-owned subsidiary of Hypoport, Europace AG develops and operates the web-based EUROPACE financial marketplace, which is Germany's largest platform for mortgages, building finance products and personal loans. A fully integrated system links some 350 partners – banks, insurers and financial product distributors. Several thousand users execute some 35.000 transactions worth a total of up to €4 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 retirement planning. Dr. Klein & Co. AG has been a major financial service partner to housing companies 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. At the end of 2015 Hypoport was admitted to the SDAX.

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Key data on Hypoport's shares

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