Strong start to the year

Financial results for the first quarter of 2016
Mission: financial services supported by technology

Investment highlights of Q1 2016

- Earnings: up by 42 per cent to €5.4 million
- Revenue: up by 7 per cent to €35.7 million
- Private Clients business unit reports most successful quarter in the Company's history
- Successful completion of full migration to EUROPACE BaufiSmart
- Very successful quarter, despite the introduction of the Mortgage Credit Directive putting the market under stress
- Hypoport forecasts light double digit revenue and earnings growth for 2016
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1. Market environment
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5. Outlook
Mortgage finance market volume at start of 2016 on a par with last year

Changes in interest rates and in the volume of mortgage finance in Germany

Source: Bundesbank
Demand pressure for housing remains high

Changes in the number of housing approvals and forecast for future housing demand

Sources: Statistisches Bundesamt; Bundesinstitut für Bau-, Stadt- und Raumforschung; pestel Institut Hannover
Mortgage finance: regulation thwarts positive market conditions in first quarter

Performance of the relevant financial products and how they are influenced by market conditions

**Private finance**  
Private Clients, Financial Service Providers

- Structural market growth from increase in new builds
- Growth from rise in construction prices and purchase prices
- Implementing the Mortgage Credit Directive is tying up product suppliers' and distributors' resources
- Product suppliers focused on working through the enquiries pipeline, not on canvassing for new business

**Commercial finance**  
Institutional Clients

- The housing sector is supposed to create affordable housing; marked increase in planned projects
- Regulation is making it difficult to build low-cost housing
- Backlog in modernising existing stock continues to grow
Financial Service Providers business unit

Segment results
Migration to EUROPACE BaufiSmart completed

Financial Service Providers: volume of transactions and number of partners

- All distribution partners have been fully transferred to EUROPACE BaufiSmart.
- Implementation of the Mortgage Credit Directive on EUROPACE is tying up resources.
- Small decline in the volume of mortgage finance transactions due to product suppliers focusing on the Mortgage Credit Directive and on elimination of the processing backlog.
- In addition, better support for enquiries made to different product suppliers about the same lending transaction is reducing the volume of transactions and, at the same time, lowering the proportion of transactions that are cancelled.
- Focus on B2B regarding personal loans is having a positive impact.
EUROPACE growth held back by expenditure for regulation

Financial Service Providers: volume of transactions and number of partners

- Extraordinary expenses resulting from implementation of the Mortgage Credit Directive
- Rise in costs caused by the planned expansion of key account resources for EUROPACE, FinMaS and Genopace
- Q1 represented a solid start to the year with second-highest quarterly revenue ever
- Q2 will also be adversely affected by fallout from the Mortgage Credit Directive
Private Clients business unit

Segment results
Mortgage Credit Directive does not slow down
Dr. Klein

Private Clients: volume of loans brokered and number of advisors

• Focusing on product suppliers that were less affected by the Mortgage Credit Directive means we can continue to expand our share of the mortgage finance market.

• Number of advisors at franchisees and flagship stores has continued, providing foundations for further systematic growth

• The full migration to EUROPACE BaufiSmart is further enhancing efficiency.

• Impact of the Mortgage Credit Directive in Q2 is expected to be low
Dr. Klein franchise system remains scalable

Private Clients: revenue, gross profit and earnings

- Business unit's most successful quarter in the company's history.
- Expansion of market share in loan brokerage has led to revenue growth.
- EBIT has been pushed up by increased productivity among advisors and a fall in insurance losses.
Institutional Clients business unit

Segment results
Consulting paves the way for brokering new loans

Institutional Clients: volume of loans brokered and consulting revenue

Volume of transactions (€ billion)

- 25%

Q1 2015: 0.49
Q1 2016: 0.37

Consulting revenue (€ million)

+ 5%

Q1 2015: 1.2
Q1 2016: 1.3

- The decline in the volume of loans brokered is in line with the level of volatility during the year.
- Growing consulting business is adding to the sales pipeline.
- The housing industry's brief to create social housing is broadening customer access.
- Project pipeline is busy.
Solid growth in revenue and earnings
Institutional Clients: revenue, gross profit and earnings

- Complex, one-off lending transactions have generated a high level of commission.
- Long-term expansion in customer-relationship resources is bringing about a steady increase in client relationships and broad-based growth in all German regions.
- WIKR is not relevant.
New business-models
## New members of the Hypoport family of companies

### Growing business models

<table>
<thead>
<tr>
<th>Business Modell</th>
<th>BU</th>
<th>Status</th>
<th>Maturity level</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finmas</td>
<td>FSP</td>
<td>used by 124 Sparkassen (+9% ytd). 18 of the top 25 are partners.</td>
<td>Expansion Stage</td>
</tr>
<tr>
<td>Genopace</td>
<td>FSP</td>
<td>used by 146 Volks-/Raiffeisenbanken (+4% ytd). 18 of the top 25 are partners.</td>
<td>Expansion Stage</td>
</tr>
<tr>
<td>Hypoport InsureTech</td>
<td>PC</td>
<td>Managed insurance portfolio: annual premiums of €133.1 million (+8% ytd)</td>
<td>Early Stage</td>
</tr>
<tr>
<td>Europace for Issuer</td>
<td>IC</td>
<td>Market leader in the Netherlands. First customers signed up in Africa and Asia.</td>
<td>Expansion Stage</td>
</tr>
<tr>
<td>Hypoport Invest</td>
<td>IC</td>
<td>First portfolio is in assessment.</td>
<td>Early Stage</td>
</tr>
</tbody>
</table>
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4. Hypoport's shares
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Strong start to the year
Overview of Hypoport's key performance indicators

<table>
<thead>
<tr>
<th>Revenue (€ million)</th>
<th>Q1 2015</th>
<th>Q1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>33.3</td>
<td>35.7</td>
</tr>
</tbody>
</table>

+ 7%

<table>
<thead>
<tr>
<th>Gross profit (€ million)</th>
<th>Q1 2015</th>
<th>Q1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>17.2</td>
<td>18.6</td>
</tr>
</tbody>
</table>

+ 8%

<table>
<thead>
<tr>
<th>Employees (number)</th>
<th>Q1 2015</th>
<th>Q1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>575</td>
<td>606</td>
</tr>
</tbody>
</table>

+ 5%

<table>
<thead>
<tr>
<th>EBITDA (€ million)</th>
<th>Q1 2015</th>
<th>Q1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>5.1</td>
<td>6.6</td>
</tr>
</tbody>
</table>

+ 29%

<table>
<thead>
<tr>
<th>EBIT (€ million)</th>
<th>Q1 2015</th>
<th>Q1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.8</td>
<td>5.4</td>
</tr>
</tbody>
</table>

+ 42%

<table>
<thead>
<tr>
<th>Net profit for the year (€ million)</th>
<th>Q1 2015</th>
<th>Q1 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>3.0</td>
<td>4.3</td>
</tr>
</tbody>
</table>

+ 40%
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Investor relations activities stepped up
Shareholder structure, share repurchase programmes and investor relations activities

Breakdown of shareholders as at 31 March 2016

- Fixed ownership
  - Ronald Slabke (Founder, CEO)
  - Treasury shares
  - Free float (< 5%)

Share repurchase programmes as at 22 April 2016

<table>
<thead>
<tr>
<th>YEAR</th>
<th>SHARES PURCHASED</th>
<th>MAX. PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>30,672 shares</td>
<td>65.00 €</td>
</tr>
<tr>
<td>2015</td>
<td>52,467 shares</td>
<td>40.00 €</td>
</tr>
<tr>
<td>2015</td>
<td>33,655 shares</td>
<td>19.00 €</td>
</tr>
</tbody>
</table>

Investor relations activities

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>11/2016</td>
<td>Deutsches Eigenkapitalforum</td>
<td>Frankfurt a. M.</td>
</tr>
<tr>
<td>06/2016</td>
<td>Berenberg Pan-European</td>
<td>Portugal</td>
</tr>
<tr>
<td>05/2016</td>
<td>Roadshow</td>
<td>Frankfurt a. M.</td>
</tr>
<tr>
<td>05/2016</td>
<td>Roadshow</td>
<td>London</td>
</tr>
<tr>
<td>05/2016</td>
<td>Q1/2016 Conference Call</td>
<td>Global</td>
</tr>
</tbody>
</table>

Plus various one-on-one meetings
Turbulent start of 2016 at German stock-exchanges
Share performance, research and KPIs

Performance of Hypoport shares (daily closing prices, Xetra, €) up to 31 March 2016

Research & Indices

<table>
<thead>
<tr>
<th>ANALYST</th>
<th>RECOMMENDATION</th>
<th>TARGET</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warburg</td>
<td>Buy</td>
<td>92.00 €</td>
<td>26.04.2016</td>
</tr>
<tr>
<td>Montega</td>
<td>Buy</td>
<td>78.00 €</td>
<td>19.04.2016</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>74.00 €</td>
<td>18.04.2016</td>
</tr>
<tr>
<td>Indices</td>
<td></td>
<td>S-Dax, GEX, DAX Int. Mid 100</td>
<td></td>
</tr>
</tbody>
</table>

KPIs

<table>
<thead>
<tr>
<th>EPS</th>
<th>Earnings per share Q1/2016</th>
<th>0.70 €</th>
</tr>
</thead>
<tbody>
<tr>
<td>Marktet Cap</td>
<td>Marktet capitalisation 31.03.</td>
<td>381.9 Mio. €</td>
</tr>
<tr>
<td>Highest price</td>
<td>Highest closing price 12 M.</td>
<td>80.50 €</td>
</tr>
<tr>
<td>Lowest price</td>
<td>Lowest closing price 12 M.</td>
<td>20.55 €</td>
</tr>
</tbody>
</table>
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Hypoport will continue generating profitable growth

Investment highlights

- Hypoport's domain is technology-based financial services
- Hypoport will continue to support and expand its family of subsidiaries.
- Growth in the housing market is supporting success of business models.
- Regulation and pressure on margins are accelerating the digitisation of financial services.
- Hypoport is using its expertise in technology-based financial services to gain further market share.
- Hypoport expects light double-digit growth of revenue and earnings for 2016.
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