

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

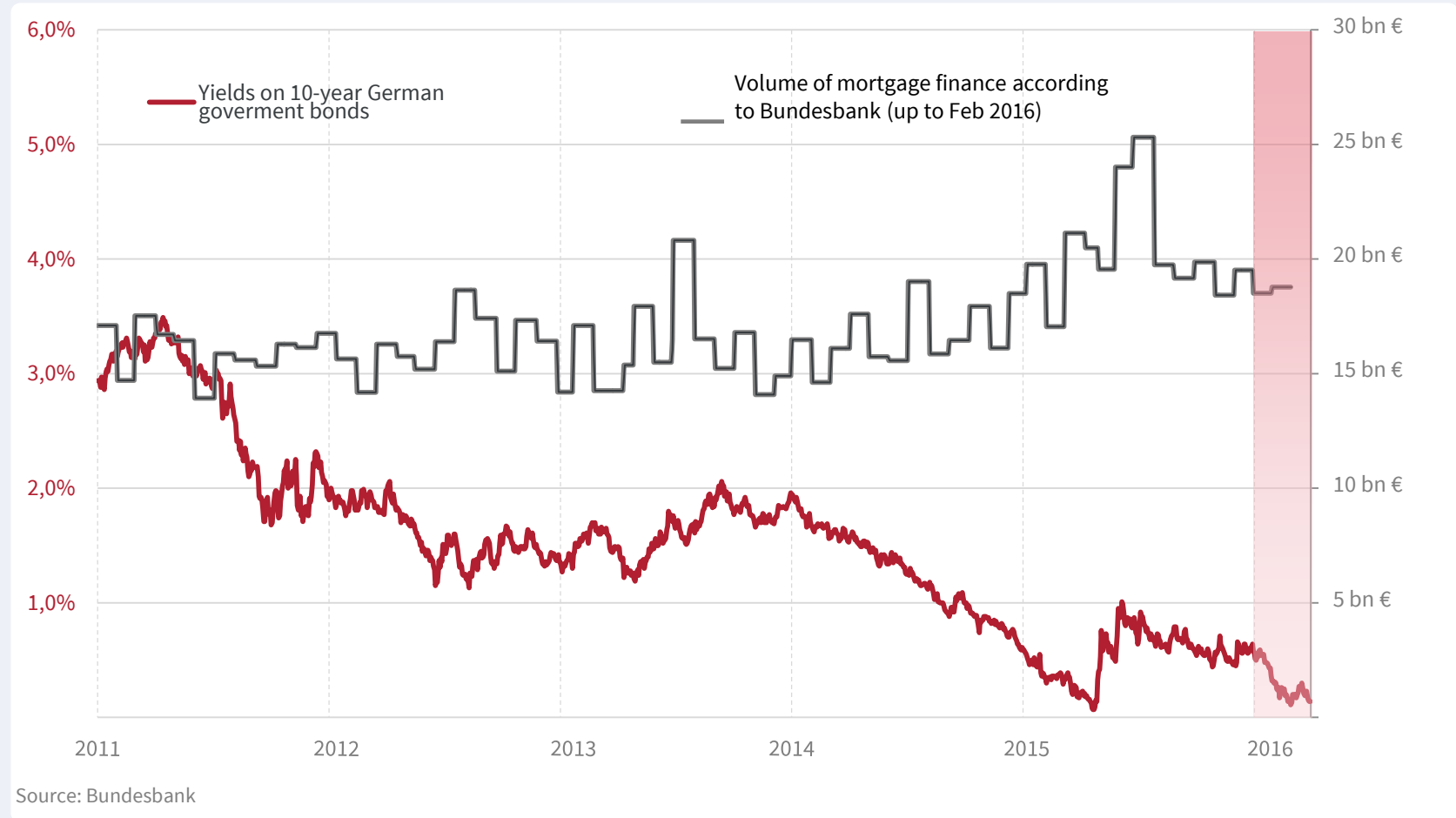
Contents

1. Market environment

2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Outlook

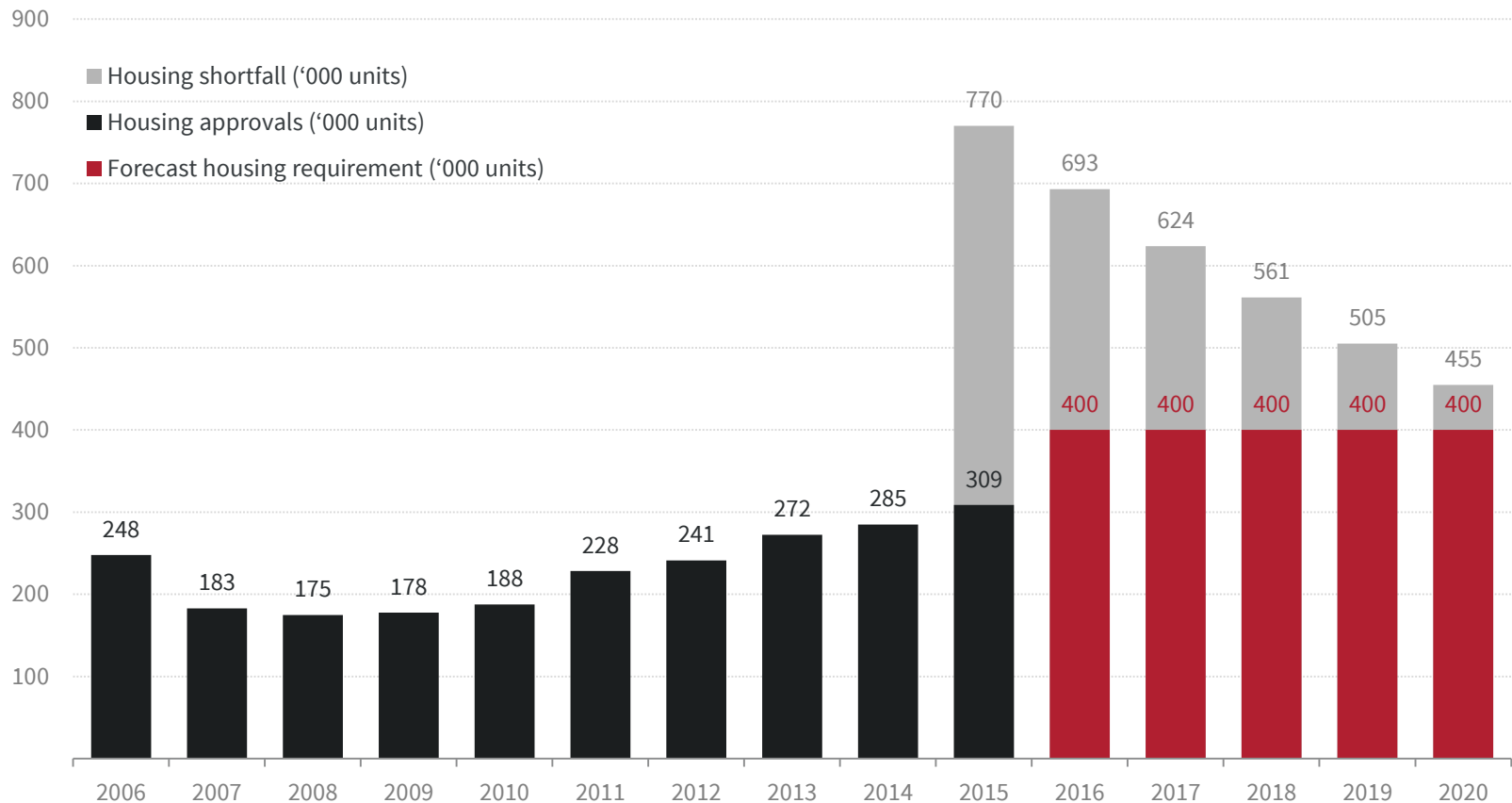
Mortgage finance market volume at start of 2016 on a par with last year

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



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

Contents

1. Market environment
- 2. Business units**
3. Overview of key performance indicators
4. Hypoport's shares
5. Outlook

Financial Service Providers business unit

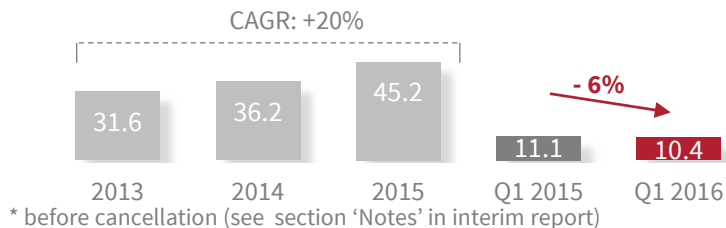
Segment results



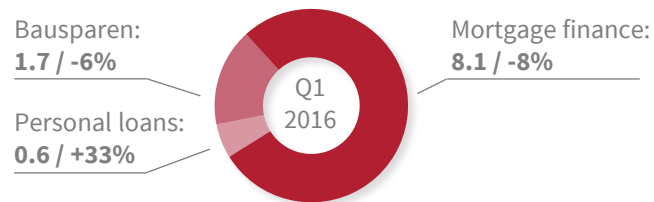
Migration to EUROPACE BaufiSmart completed

Financial Service Providers: volume of transactions and number of partners

Volume of transactions (€ billion)



Volume of transactions by product segment (€ billion)



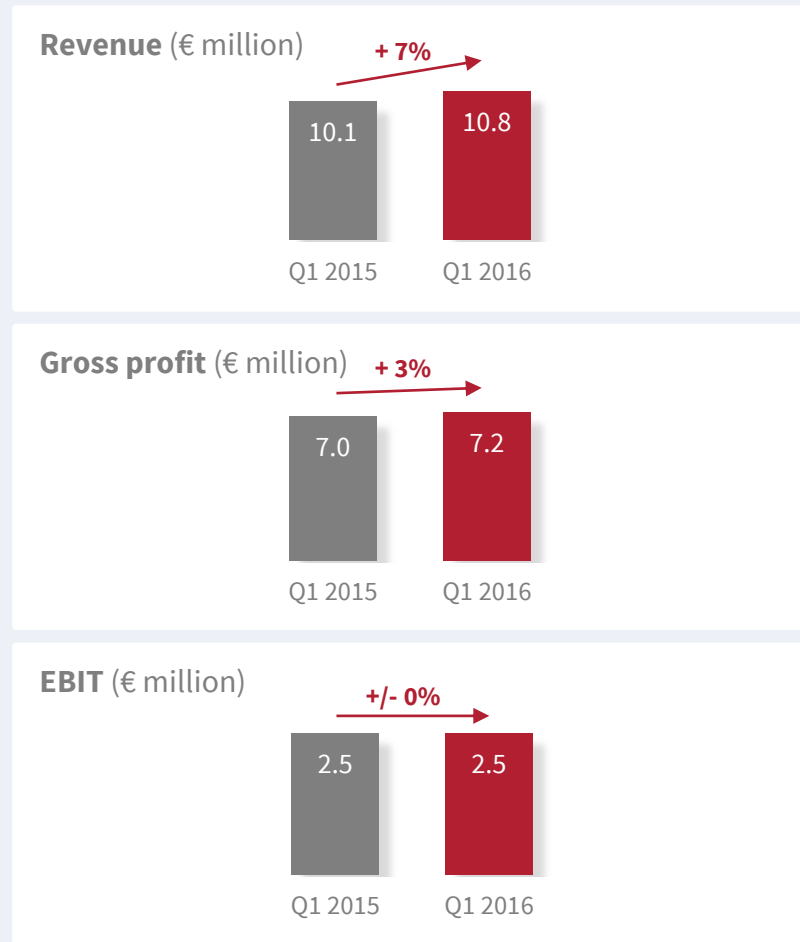
Contractual partners (number*)



- 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

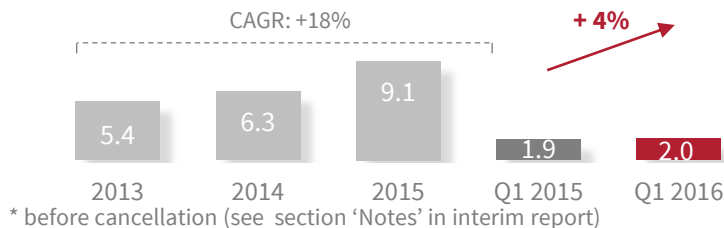
Segment results



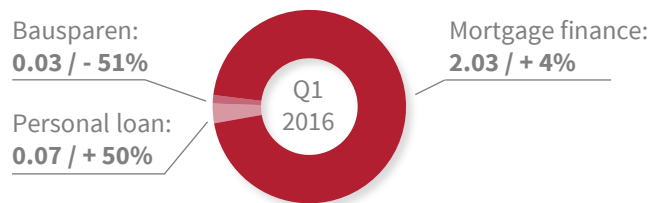
Mortgage Credit Directive does not slow down Dr. Klein

Private Clients: volume of loans brokered and number of advisors

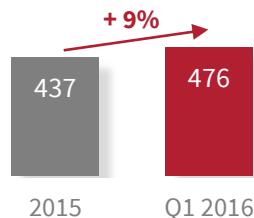
Volume of transactions (€ billion)



Volume of transactions by product segment (€ billion)



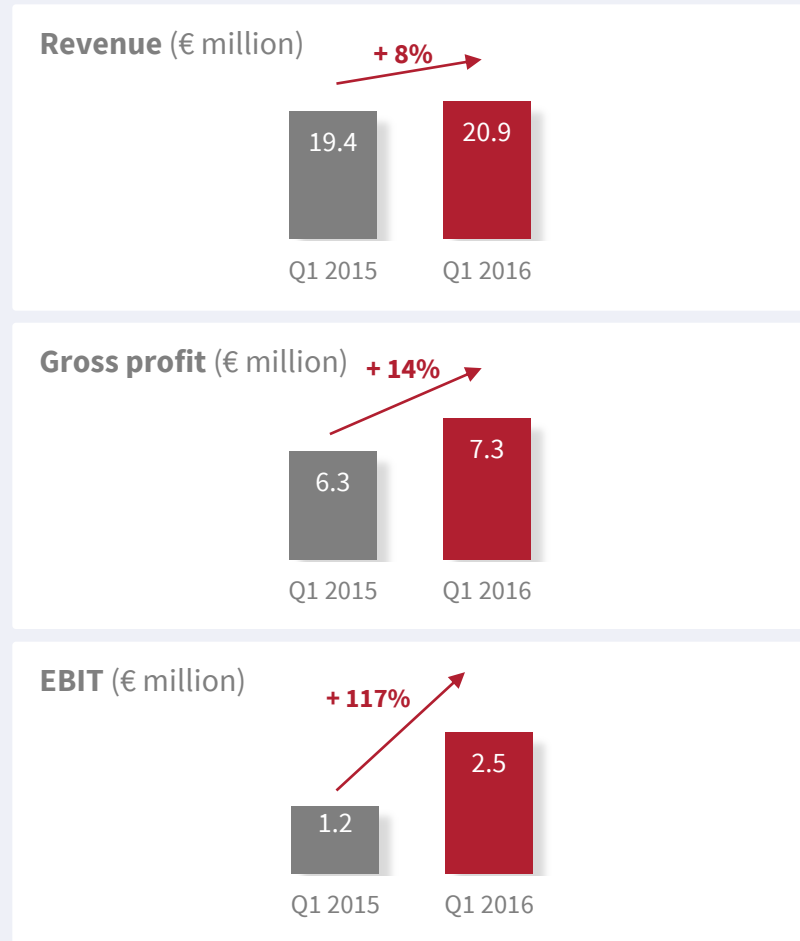
Mortgage advisors in branch-based sales (number)



- 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



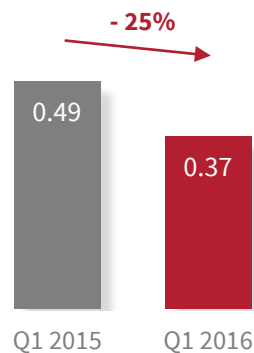
DR. KLEIN

DIE PARTNER FÜR IHRE FINANZEN

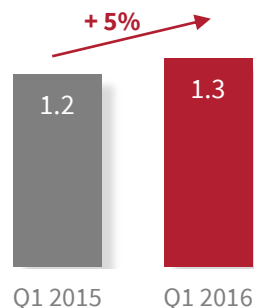
Consulting paves the way for brokering new loans

Institutional Clients: volume of loans brokered and consulting revenue

Volume of transactions (€ billion)



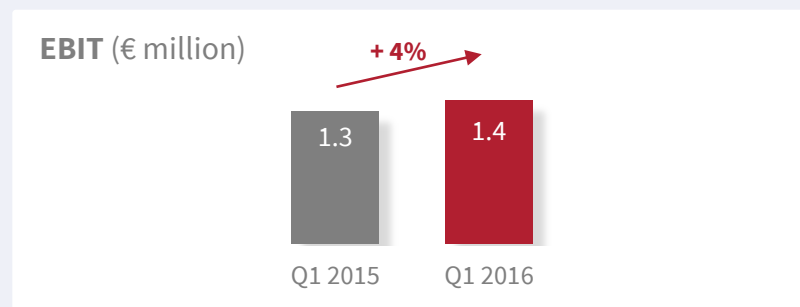
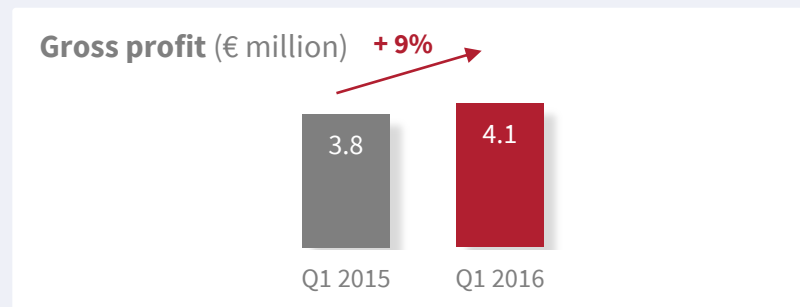
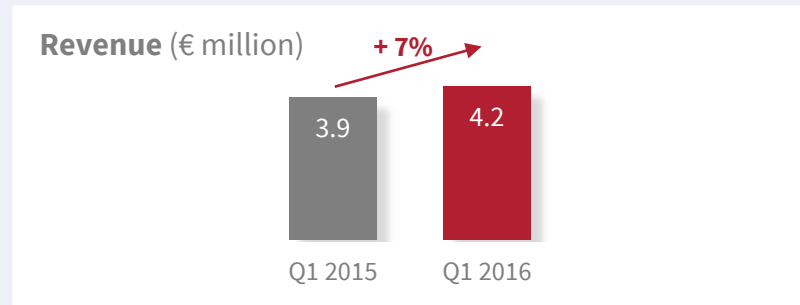
Consulting revenue (€ million)



- 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 an 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

Business Modell	BU	Status	Maturity level
Finmas	FSP	used by 124 Sparkassen (+9% ytd). 18 of the top 25 are partners.	Expansion Stage
Genopace	FSP	used by 146 Volks-/Raiffeisenbanken (+4% ytd). 18 of the top 25 are partners.	Expansion Stage
Hypoport InsureTech	PC	Managed insurance portfolio: annual premiums of €133.1 million (+8% ytd)	Early Stage
Europace for Issuer	IC	Market leader in the Netherlands. First customers signed up in Africa and Asia.	Expansion Stage
Hypoport Invest	IC	First portfolio is in assessment.	Early Stage

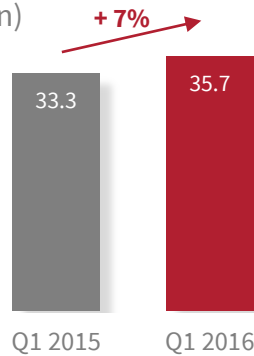
Contents

1. Market environment
2. Business units
- 3. Overview of key performance indicators**
4. Hypoport's shares
5. Outlook

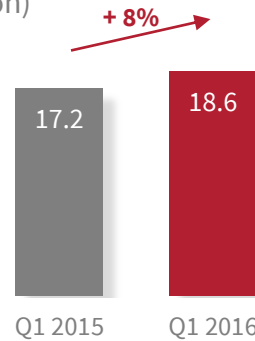
Strong start to the year

Overview of Hypoport's key performance indicators

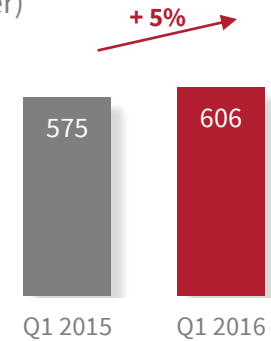
Revenue
(€ million)



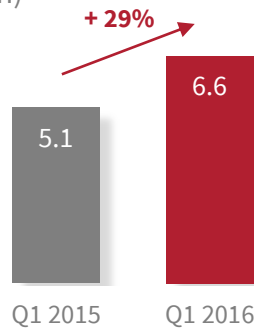
Gross profit
(€ million)



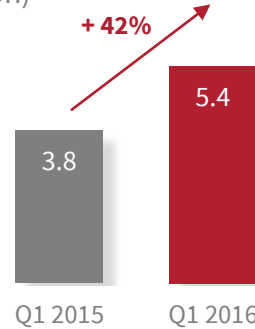
Employees
(number)



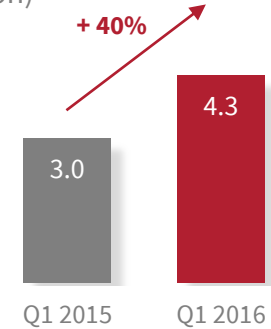
EBITDA
(€ million)



EBIT
(€ million)



Net profit for the year
(€ million)



Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
- 4. Hypoport's shares**
5. Outlook

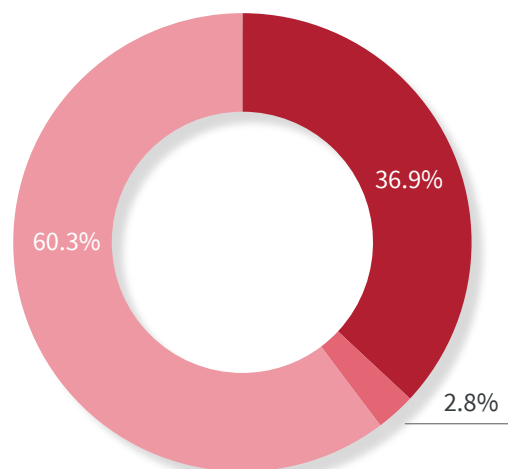
Investor relations activities stepped up

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

YEAR	SHARES PURCHASED	MAX. PRICE
2016	30.672 shares	65.00 €
2015	52.467 shares	40.00 €
2015	33.655 shares	19.00 €

Investor relations activities

DATE	EVENT	LOCATION
11/2016	Deutsches Eigenkapitalforum	Frankfurt a. M.
06/2016	Berenberg Pan-European	Portugal
05/2016	Roadshow	Frankfurt a. M.
05/2016	Roadshow	London
05/2016	Q1/2016 Conference Call	Global

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

ANALYST	RECOMMENDATION	TARGET	DATE
Warburg	Buy	92.00 €	26.04.2016
Montega	Buy	78.00 €	19.04.2016
ODDO Seydler	Buy	74.00 €	18.04.2016
Indices	S-Dax, GEX, DAX Int. Mid 100		

KPIs

EPS	Earnings per share Q1/2016	0.70 €
Market Cap	Market capitalisation 31.03.	381.9 Mio. €
Highest price	Highest closing price 12 M.	80.50 €
Lowest price	Lowest closing price 12 M.	20.55 €

Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
- 5. Outlook**

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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