Expansion and scaling

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

Investment highlights of H1 2016

- Earnings: up by 22 per cent to €11.1 million
- Revenue: up by 9 per cent to €73.7 million
- Mortgage finance held back by the Mortgage Credit Directive (MCD) in the period March to May
- Financial Service Providers business unit reports most successful six months in the Company's history
- Private Clients business unit reports most successful six months in the Company's history
- We continue to expect revenue and earnings growth for 2016 to be just into double figures.
Contents

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

Changes in the German housing market

Market volume remains at prior-year level

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

* Source: Bundesbank.
Mortgage finance – a growth market

Key developments in the relevant financial service markets

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

- Structural market growth from increase in new builds
- Growth from rise in construction prices and purchase prices and thus in borrowing
- Growth from the superiority of the non-captive sales model
- The Mortgage Credit Directive is tying up product suppliers' and distributors' resources, is reducing productivity and continued to disrupt market dynamics in the period March to May

**Loan brokerage for the housing industry**
Institutional Clients

- Profitability and capital base are strengthening steadily due to the interest-rate and rental environment
- Stimulus from the housing market and low interest-rate environment is being blocked by multiple-year approval processes
- Marked increase in planned projects for the construction of social housing
- Political initiatives are missing their target of creating affordable homes and are also being dragged down by party politics (e.g. tax relief)
1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Outlook
Three dynamic divisions focus on the financial services market
Hypoport business units
Financial Service Providers business unit

Business model & key figures
EUROPACE gains further market share

Financial Service Providers: volume of transactions and number of partners

- The Mortgage Credit Directive is distorting the market; so far, few competitive partners are seizing opportunities.
- Adjusted for one-off statistical effects, mortgage finance on EUROPACE continues to grow faster than the market.
- Mirroring the volume of mortgage finance, the volume of building finance is temporarily subdued and being adversely affected by the Mortgage Credit Directive.
- Attractive technology in the KreditSmart personal loan front end is drawing in new partners.
EUROPACE again notches up record results

Financial Service Providers: revenue, gross profit and earnings

- Most successful six months in terms of revenue and earnings
- Extraordinary expenses for the implementation of the Mortgage Credit Directive
- The expansion, as planned, of key account resources on EUROPACE, FINMAS and GENOPACE in order to gain further market share is pushing up costs
Business unit Private Clients

Business model & key figures
Growth in consumer finance for Dr. Klein

Private Clients: volume of loans brokered and number of advisors

- The differing interpretations of the Mortgage Credit Directive by various banks has increased the importance of non-captive distributors for customers
- Adjusted for one-off statistical effects, mortgage finance continues to grow faster than the market
- The volume of personal loans is rising due to offline alliances, whereas online competition remains unattractive
- The number of advisors at franchisees and flagship stores has continued to be increased, providing foundations for further systematic growth

**Volume of transactions** (€ billion)

- Building finance: 0.052 / -54%
- Personal loans: 0.144 / +54%
- Mortgage finance: 3.9 / -9%

* Including cancellations and a one-off statistical effect in 2016 (see the interim report, pages 10 and 23).

**Volume of transactions by product segment**

- H1 2016
- Building finance: 0.052 / -54%
- Personal loans: 0.144 / +54%
- Mortgage finance: 3.9 / -9%

**Loan brokerage advisors in branch-based sales** (number)

- 2014: 397
- 2015: 437
- H1 2015: 433
- H1 2016: 486

* Including cancellations and a one-off statistical effect in 2016 (see the interim report, pages 10 and 23).
Strong growth in revenue and earnings for Dr. Klein

Private Clients: revenue, gross profit and earnings

- Most successful six months in the Company's history
- Expansion of market share in personal loans has led to additional revenue growth
- EBIT has been pushed up by increased productivity among advisors and because the negative impact on earnings from the insurance business is no longer included
Institutional Clients business unit

Business model & key figures
Continued good prospects created by house-building

Institutional Clients: volume of loans brokered and consulting revenue

- Falling interest rates without any indications of a change of direction any time soon is leading to a reluctance to refinance
- Solid volume of new business brokered within the limits of normal volatility
- The preparation of new-build projects is increasing; extended product range (DEED, KVG) caters to this trend
- Successful consulting services tailored to the target group creating a competitive advantage
Intra-year volatility weakened by good margins
Institutional Clients: revenue, gross profit and earnings

- Interest rates locked in for long periods and high-margin business partners from the insurance sector led to stable levels of revenue
- Due to the intra-year volatility that is intrinsic to the business model, the business unit did not experience the most successful six months in its history
- Capital investment in expanding support resources and in new business models is increasing costs but will further strengthen the market position in the long term
Contents

1. Market environment
2. Business units
3. **Overview of key performance indicators**
4. Hypoport's shares
5. Outlook
Growth in the first half of the year
Overview of Hypoport's key performance indicators

<table>
<thead>
<tr>
<th></th>
<th>H1 2015</th>
<th>H1 2016</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue</strong> (€ million)</td>
<td>67.5</td>
<td>73.7</td>
<td>+9%</td>
</tr>
<tr>
<td><strong>Gross profit</strong> (€ million)</td>
<td>35.0</td>
<td>38.3</td>
<td>+9%</td>
</tr>
<tr>
<td><strong>Employees</strong> (number)</td>
<td>569</td>
<td>641</td>
<td>+13%</td>
</tr>
<tr>
<td><strong>EBITDA</strong> (€ million)</td>
<td>11.8</td>
<td>13.5</td>
<td>+14%</td>
</tr>
<tr>
<td><strong>EBIT</strong> (€ million)</td>
<td>9.1</td>
<td>11.1</td>
<td>+22%</td>
</tr>
<tr>
<td><strong>Net profit for the period</strong> (€ million)</td>
<td>7.3</td>
<td>8.7</td>
<td>+18%</td>
</tr>
</tbody>
</table>
Hypoport remains firmly on a path of growth

Long-term changes in revenue and EBIT

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>4</td>
<td>26</td>
<td>98</td>
<td>112</td>
<td>139</td>
<td>74</td>
</tr>
<tr>
<td>EBIT</td>
<td>2</td>
<td>6</td>
<td>4</td>
<td>8</td>
<td>19</td>
<td>11</td>
</tr>
</tbody>
</table>

7Y Start-up
7Y Financial crisis
2+x Scaling and expansion
Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Outlook
A dynamic year
Share performance, publicity and research

Performance of Hypoport shares (daily closing prices, Xetra, €) up to 22 July 2016

Research reports
Investor relations activities stepped up

Roadshows, research reports and indices

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
<th>LOCATION</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nov 2016</td>
<td>German Equity Forum</td>
<td>Frankfurt a. M.</td>
</tr>
<tr>
<td>Oct 2016</td>
<td>Investor Conference</td>
<td>New York</td>
</tr>
<tr>
<td>Aug 2016</td>
<td>Roadshow</td>
<td>USA</td>
</tr>
<tr>
<td>Jun 2016</td>
<td>Investor Conference</td>
<td>Portugal</td>
</tr>
<tr>
<td>Jun 2016</td>
<td>Roadshow</td>
<td>Hamburg</td>
</tr>
<tr>
<td>May 2016</td>
<td>Roadshow</td>
<td>Frankfurt a. M.</td>
</tr>
<tr>
<td>May 2016</td>
<td>Roadshow</td>
<td>London</td>
</tr>
<tr>
<td>Nov 2015</td>
<td>Capital Markets Conference</td>
<td>Frankfurt a. M.</td>
</tr>
<tr>
<td>Nov 2015</td>
<td>German Equity Forum</td>
<td>Frankfurt a. M.</td>
</tr>
<tr>
<td>Sep 2015</td>
<td>Construction Sector Conference</td>
<td>Frankfurt a. M.</td>
</tr>
<tr>
<td>Aug 2015</td>
<td>Small Cap Conference</td>
<td>Frankfurt a. M.</td>
</tr>
<tr>
<td>May 2015</td>
<td>Roadshow</td>
<td>Frankfurt a. M.</td>
</tr>
</tbody>
</table>

Plus various one-on-one meetings

<table>
<thead>
<tr>
<th>ANALYST</th>
<th>RECOMMENDATION</th>
<th>TARGET PRICE</th>
<th>DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Warburg</td>
<td>Buy</td>
<td>€117.00</td>
<td>19 Jul 2016</td>
</tr>
<tr>
<td>Warburg</td>
<td>Buy</td>
<td>€108.00</td>
<td>5 Jul 2016</td>
</tr>
<tr>
<td>Warburg</td>
<td>Buy</td>
<td>€108.00</td>
<td>18 May 2016</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>€89.00</td>
<td>3 May 2016</td>
</tr>
<tr>
<td>Montega</td>
<td>Buy</td>
<td>€83.00</td>
<td>3 May 2016</td>
</tr>
<tr>
<td>Warburg</td>
<td>Buy</td>
<td>€92.00</td>
<td>26 Apr 2016</td>
</tr>
<tr>
<td>Montega</td>
<td>Buy</td>
<td>€78.00</td>
<td>19 Apr 2016</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>€74.00</td>
<td>18 Apr 2016</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>€74.00</td>
<td>22 Mar 2016</td>
</tr>
<tr>
<td>Montega</td>
<td>Buy</td>
<td>€72.00</td>
<td>15 Mar 2016</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>€72.00</td>
<td>23 Feb 2016</td>
</tr>
<tr>
<td>Montega</td>
<td>Buy</td>
<td>€78.00</td>
<td>19 Jan 2016</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Neutral</td>
<td>€77.00</td>
<td>11 Jan 2016</td>
</tr>
<tr>
<td>Montega</td>
<td>Hold</td>
<td>€78.00</td>
<td>14 Dec 2015</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>€64.00</td>
<td>2 Nov 2015</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>€57.00</td>
<td>23 Oct 2015</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>€41.00</td>
<td>3 Aug 2015</td>
</tr>
<tr>
<td>Montega</td>
<td>Buy</td>
<td>€37.00</td>
<td>23 Jul 2015</td>
</tr>
<tr>
<td>ODDO Seydler</td>
<td>Buy</td>
<td>€41.00</td>
<td>22 Jun 2015</td>
</tr>
<tr>
<td>Montega</td>
<td>Buy</td>
<td>€30.00</td>
<td>22 Jun 2015</td>
</tr>
</tbody>
</table>

Indices: SDAX, MSCI Small Cap Germany, GEX
A year of change
Shareholder structure, repurchase programmes and KPIs

**Breakdown of shareholders** as at 30 June 2016

- **Fixed ownership**
  - Ronald Slabke (CEO)
  - Treasury shares
  - Free float (less than 5%)

**Share repurchase programmes** as at 30 June 2016

<table>
<thead>
<tr>
<th>YEAR</th>
<th>SHARES PURCHASED</th>
<th>MAX. PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>32.362 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>

**KPIs**

<table>
<thead>
<tr>
<th>KPI</th>
<th>VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS Earnings per share H1 2016</td>
<td>€1.44</td>
</tr>
<tr>
<td>Market cap Market capitalisation 30 Jun 2016</td>
<td>€530 million</td>
</tr>
<tr>
<td>High Highest closing price H1 2016</td>
<td>€92.50</td>
</tr>
<tr>
<td>Low Lowest closing price H1 2016</td>
<td>€53.59</td>
</tr>
</tbody>
</table>
Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Outlook
## Areas of exceptional growth up to 2020

Business models taking shape at a very rapid pace

<table>
<thead>
<tr>
<th>Company</th>
<th>BU</th>
<th>Objective</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>FINMAS</td>
<td>FSP</td>
<td>Mortgage finance centre of excellence and main marketplace in the savings bank sector</td>
<td>Used by 124 savings banks 18 of the top 25 are contractual partners</td>
</tr>
<tr>
<td>GENOPACE</td>
<td>FSP</td>
<td>Main platform used by cooperative banks for the acquisition of new customers and brokerage</td>
<td>Used by 146 credit cooperatives and mutually owned banks 18 of the top 25 are contractual partners</td>
</tr>
<tr>
<td>Hypoport Invest</td>
<td>IC</td>
<td>Main supplier to the German housing industry of 'hybrid' equity in addition to borrowing</td>
<td>The first portfolios are being carefully examined</td>
</tr>
<tr>
<td>Hypoport InsurTech</td>
<td>PC/ FSP</td>
<td>Germany's leading administration platform for insurance product distributors</td>
<td>Acquisition of NKK in order to step up activities takes effect in Q3 2016</td>
</tr>
<tr>
<td>Real-estate valuation</td>
<td>FSP</td>
<td>Leading provider of valuation services for banks in Germany</td>
<td>Acquisition of Hypservice takes effect in Q3 2016</td>
</tr>
</tbody>
</table>
Contact

Christian Würdemann
Head of Group Operations
Tel: +49 (0)30 420 860
Email: ir(at)hypoport.de

Michaela Reimann
Head of Corporate Communications
Tel: +49 (0)30 420 860
Email: ir(at)hypoport.de

Hypoport AG
Klosterstrasse 71
10179 Berlin
Germany
Disclaimer

This presentation does not address the investment objectives or financial situation of any particular person or legal entity. Investors should seek independent professional advice and perform their own analysis regarding the appropriateness of investing in any of our securities.

While Hypoport AG has endeavored to include in this presentation information it believes to be reliable, complete and up-to-date, the company does not make any representation or warranty, express or implied, as to the accuracy, completeness or updated status of such information.

Some of the statements in this presentation may be forward-looking statements or statements of future expectations based on currently available information. Such statements naturally are subject to risks and uncertainties. Factors such as the development of general economic conditions, future market conditions, changes in capital markets and other circumstances may cause the actual events or results to be materially different from those anticipated by such statements.

This presentation serves information purposes only and does not constitute or form part of an offer or solicitation to acquire, subscribe to or dispose any, of the securities of Hypoport AG.

©Hypoport AG. All rights reserved.