

# Press release

Financial results for the first half of 2017

## Hypoport builds on its successful start to the year

- Revenue rises by 29 per cent to €95 million
- EBIT increases by 20 per cent to €13 million
- Significantly faster revenue growth than in the market as a whole
- The three established business units report the highest revenue for a first half year in the Company's history
- New Insurance Platform business unit brings subsidiaries together under the Smart InsurTech umbrella brand

**Berlin, 7 August 2017: In the first half of 2017, technology-based financial service provider Hypoport achieved significant double-digit growth in both revenue and earnings compared with the prior-year period. The revenue of the Group as a whole climbed by 29 per cent to €95.3 million (H1 2016: €73.7 million). Earnings before interest and tax (EBIT) advanced by 20 per cent to €13.4 million (H1 2016: €11.1 million). Thanks to this strong operating performance, earnings per share (EPS) went up by 24 per cent to €1.78 (H1 2016: €1.44).**

“The Hypoport Group generated significant increases in revenue and earnings even though the overall market volume only held steady. We were encouraged to see revenue growth across all four of our business units, Credit Platform, Private Clients, Institutional Clients and Insurance Platform, which underlines the strength of our business models,” explains Ronald Slabke, Chief Executive Officer of Hypoport AG.

In the Credit Platform business unit, revenue rose by 19 per cent to €37.8 million (H1 2016\*: €31.8 million) and EBIT by 13 per cent to €7.8 million (H1 2016\*: €6.9 million).

The Private Clients business unit reported revenue of €39.9 million (H1 2016\*: €33.2 million), which equates to growth of 20 per cent. This growth was achieved thanks to a 9 per cent rise in the number of advisors to 529 and increased the business unit's share of the market. EBIT advanced at the even faster rate of 27 per cent to reach €6.0 million (H1 2016\*: €4.7 million).

In the Institutional Clients business unit, revenue amounted to €10.8 million (H1 2016: €7.9 million) thanks to robust demand for brokerage of new loans. This represents a year-on-year rise of 36 per cent. EBIT jumped by 60 per cent to €3.5 million. The business unit therefore continued and built on the positive performance from the second half of last year, which had followed a relatively quiet start to 2016.

The new Insurance Platform business unit successfully finished integrating the acquired companies and bringing them together under the Smart InsurTech umbrella brand in the first half of 2017. As a result, Hypoport now offers a fully integrated digital platform for large distribution organisations and insurance brokers. This is the first one-stop solution for this target group that offers advice, product

comparisons and the administration of insurance contracts on a central platform. As planned, the new business unit focused on increasing its market share in the first six months of 2017. While revenue increased to €7.2 million (H1 2016: €1.2 million), EBIT amounted to a planned small start-up loss of €0.3 million (H1 2016: €0.0 million).

“Despite fairly subdued market conditions, we were able to build on the strong first quarter of 2017 in the past few months, with our performance in the half-year period living up to our expectations,” concludes Ronald Slabke. “Our Credit Platform, Private Clients and Institutional Clients business units are operating successfully in what is a highly attractive market environment for mortgage finance. What’s more, our new Insurance Platform business unit has great potential for generating further growth for the Company in the insurance sector, which is still going through the process of digitalisation. We are therefore reiterating our forecast for 2017 as a whole that the Hypoport Group will achieve percentage increases for both revenue and earnings of just into double figures.”

\*All figures for the prior-year period have been restated to reflect the new segment reporting.

#### **Information on Hypoport AG**

Hypoport AG is the parent company of the Hypoport Group. The subsidiaries of the Hypoport Group are engaged in the distribution of financial services, facilitated or supported by financial technology ('fintech'), and are divided into four business units.

The Credit Platform business unit operates EUROPACE, which is an online financial marketplace and the largest German software platform offering mortgages, building finance products and personal loans. A fully integrated system links more than 400 partners – banks, insurers and financial product distributors. Several thousand loan brokerage advisors execute some 35,000 transactions per month on EUROPACE, generating a volume of around €4 billion. Besides EUROPACE, the FINMAS and GENOPACE sub-marketplaces and the B2B distribution companies Qualitypool and Starpool support the growth of the credit platform.

The Private Clients business unit, made up of the web-based, non-captive financial product distributor Dr. Klein Privatkunden and the consumer comparison portal Vergleich.de, brings together all business models aimed at directly advising consumers on mortgages, insurance or pension products.

The Institutional Clients business unit, operating under the DR. KLEIN Firmenkunden AG brand, is a leading financial service partner to housing companies and commercial property investors.

The Insurance Platform business unit operates Smart InsurTech, a platform for advice, comparison of tariffs and the administration of insurance policies.

Hypoport AG is headquartered in Berlin, Germany, and has around 850 employees. Its shares are listed in the Prime Standard segment of the Frankfurt Stock Exchange (Deutsche Börse) and have been included in the SDAX since 2015.

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#### **Key data on Hypoport's shares**

ISIN	DE 0005493365
WKN	549336
Stock exchanges symbol	HYQ