

## Press release

Volume of transactions for Q1 to Q3 2017

### **Hypoport: Financial marketplace EUROPACE reaches transaction volume of around €36 billion for the first nine months of 2017**

- Overall mortgage finance market is stagnating
- Total volume of transactions via EUROPACE rises by 9.6 per cent compared with the first nine months of 2016
- Volume of transactions per sales day down slightly in the third quarter of 2017
- Sub-marketplaces for cooperative banks and savings banks generate disproportionately strong growth

**Berlin, 17 October 2017: In the first nine months of the year, the overall transaction volume\* of the EUROPACE B2B financial marketplace rose by 9.6 per cent to €36.4 billion. The GENOPACE (cooperative banks) and FINMAS (savings banks) sub-marketplaces further extended their share of the overall EUROPACE marketplace.**

According to the latest figures from Deutsche Bundesbank, the total market for mortgage finance in the period January to August 2017 only expanded by about 1 per cent to €158.3 billion, compared with €157.1 billion in the prior-year period. Against this market background, Ronald Slabke, Chief Executive Officer of Hypoport AG, explains: “We have shown once again that we operate more successfully than the market as a whole. However, due to the stagnating overall mortgage finance market, the rate of growth of our transaction volume has slowed slightly.”

In the first nine months of 2017, EUROPACE achieved a total transaction volume of €36.4 billion (Q1-Q3 2016: €33.2 billion, increase of 9.6 per cent), and in the third quarter of 2017 it was €12.3 billion (Q3 2016: €11.8 billion, increase of 4.3 per cent). In addition to the positive platform performance, the high overall transaction volume in the third quarter of 2017 is also attributable to 5.5 extra sales days (defined as the number of working days without Saturdays, less half of the number of ‘bridging days’, i.e. days falling between public holidays and weekends) compared to the second quarter of 2017. The transaction volume per sales day in the third quarter was €190 million (Q3 2016: €179 million, Q2 2017: €199 million).

FINMAS, a sub-marketplace of EUROPACE for saving banks, increased its brokered transaction volume in the first nine months of 2017 to €1.8 billion (Q1-Q3 2016: €1.1 billion, increase of 67.7 per cent). Over the same period, the GENOPACE sub-marketplace for cooperative banks brokered a transaction volume of €0.9 billion (Q1-Q3 2016: €0.7 billion, increase of 21.4 per cent). “In addition to the above-average rise in transaction volumes for FINMAS and GENOPACE, the volume brokered by financial product distributors also grew satisfactorily. In contrast, the volume of transactions processed by private banks only increased slightly in the third quarter of 2017,” commented Ronald Slabke on the different trends for the marketplace as a whole. “This illustrates the challenging overall interest rate and regulatory environment.”

On the product supplier side of the marketplace, both the Savings Banks Finance Group institutions, with €4.0 billion (Q1-Q3 2016: €2.6 billion, increase of 53 per cent) and the cooperative financial network with €2.4 billion (Q1-Q3 2016: €2.1 billion; increase of 18 per cent) were able to extend their market share further compared to private banks and insurance companies.

*\* All figures on the volume of financial products processed include cancellations and, consequently, cannot be compared directly with the revenue figures shown, which exclude subsequent cancellations. Neither the revenue nor the earnings generated by Hypoport can be directly extrapolated from the transaction figures given above.*

### **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 450 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 1,000 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**

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