

Press release

Preliminary figures for the 2017 nine-month results

Hypoport: Preliminary figures for the nine-month results confirm the Group's strong growth

- Total revenue of €143 to €144 million and EBIT of nearly €19 million expected for Q1-Q3 2017
- Revenue and earnings growth for Credit Platform and Private Clients business units in double figures
- Revenue and EBIT in the Institutional Clients business unit show negative development for Q3 2017
- Strong revenue growth in the Insurance Platform business unit with the negative EBIT that had been expected

Berlin, 20 October 2017: The preliminary financial results of Hypoport AG for the first nine months of 2017, which were analysed at today's meeting of the Management Board, show revenue of €143 to €144 (Q1-Q3 2016: €113.5 million), and EBIT of nearly €19 million (Q1-Q3 2016: €17.0 million).

In the first nine months of 2017, the Credit Platform business unit generated revenue of more than €57 million (Q1-Q3 2016*: €48.9 million), an increase of around 17 per cent, and EBIT of nearly €12 million (Q1-Q3 2016*: €10.6 million; an increase of approx. 10 per cent). Revenue of more than €61 million (Q1-Q3 2016*: €50.5 million) is expected over the same period for the Private Clients business unit, an increase of around 22 per cent. EBIT in this business unit rose at an even stronger rate of around 30 per cent, reaching more than €9 million (Q1-Q3 2016: €7.2 million).

Due to weaker revenue and higher costs incurred in connection with digitalisation and the expansion of the sales network, the Institutional Clients business unit is expected to generate revenue of nearly €4 million in the third quarter of 2017 (Q3 2016: €4.0 million) and EBIT of approximately €0.5 million (Q3 2016: €1.4 million). For the first nine months of 2017, Hypoport predicts revenue of more than €14 million (Q1-Q3 2016: €11.9 million) and EBIT of around €4 million (Q1-Q3 2016: €3.6 million). The newest business unit, Insurance Platform, looks set to have significantly increased revenue in the first nine months of 2017 from a low starting point in 2016 to a predicted level of nearly €11 million (Q1-Q3 2016*: €2.9 million) and, as a result of the substantial capital expenditure, is likely to report a negative EBIT of around nearly €1 million (Q1-Q3 2016*: positive EBIT of €0.1 million), as expected.



Ronald Slabke is extremely satisfied with the performance of the Credit Platform, Private Clients and Insurance Platform business units. With regard to the slightly weaker performance in the Institutional Clients unit, he commented, "Institutional Clients is traditionally our most volatile business unit because of its high-volume individual transactions. Having achieved very good revenue figures in this business unit every quarter since the fourth quarter of 2016, we were unable to hit this high level again in Q3 2017. Therefore the permanent expansion of our sales network and the digitalisation of our business model are very important for this business unit."

All figures are provisional. Hypoport AG will be publishing its final financial results for the first nine months of 2017 as planned on 30 October this year.

* Prior year figures adjusted; see disclosures in the consolidated financial statements on the comparability of prior-year figures.

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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ISIN DE 0005493365
WKN 549336
Stock exchanges symbol HYQ