On track!

Results for Q1–Q3 2017
Technology-based financial services

Investment highlights in Q1–Q3 2017 and forecast for 2017

Key figures for Q1–Q3 2017 (yoy)
- Revenue: €143.7 million (+27%)
- EBIT: €18.6 million (+10%)
- EPS: €2.48 (+14%)
- Market cap (Sep 30): approx. €920 million (+77%)
- Average trading volume: approx. 22,700 shares per day (-29%)

Hypoport growing faster than the market (yoy)
- Mortgage finance market almost unchanged year on year (only +1% according to Deutsche Bundesbank statistics)
- Volume of EUROPACE transactions: +10%
- Volume of new loans brokered for Dr. Klein Private clients: +20%
- Volume of new loans brokered for Dr. Klein Institutional clients: +34%

Forecast
- Hypoport forecasts revenue and earnings growth for 2017 that is into double figures.
Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Investment Highlights & Outlook
Huge excess demand in the housing market

Changes in the German housing market

Figures in thousands. Sources: German Federal Statistical Office, Eduard Pestel Institute, 2017 estimates based on Destatis data and own projections.
Volume of the mortgage finance market in the period to August only slightly above prior-year level

Performance of relevant market indices since 2009

Sources: Bundesbank, EUROPACE.
Mortgage finance – market has strong potential

Factors influencing the private and commercial real-estate finance markets

<table>
<thead>
<tr>
<th>Negative factors</th>
<th>Positive factors</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Lack of available properties.</td>
<td>• Strong pressure in the rental market</td>
</tr>
<tr>
<td>• Legislators keep the market busy with a steady stream of new regulatory ideas.</td>
<td>• Rising construction/purchase prices</td>
</tr>
<tr>
<td>• Unrealised election campaign pledges delay purchases.</td>
<td>• Slight growth in construction activity</td>
</tr>
<tr>
<td>• Office and retail construction compete with residential construction for resources.</td>
<td>• Market share of neutral loan brokerage advisors is growing</td>
</tr>
<tr>
<td>• High ancillary rental costs.</td>
<td>• Low proportion of home ownership (48%*) compared with other EU countries</td>
</tr>
<tr>
<td>* Source: Federal Statistical Office.</td>
<td></td>
</tr>
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</table>

Finance for OWNER-OCUPIED PROPERTIES
Credit Platform
Private Clients

Finance for RENTAL PROPERTIES
Institutional Clients

• Over-regulated rental market.
• In metropolitan areas such as Berlin, political favouritism stands in the way of necessary new construction.
• Regulatory requirements in the EU General Data Protection Regulation.

• Marked increase in planned projects and approvals for the construction of affordable housing.
Contents

1. Market environment
2. **Business units**
3. Overview of key performance indicators
4. Hypoport's shares
5. Investment Highlights & Outlook
Hypoport – a dynamic group of companies

Hypoport's business units
Credit Platform
Segment results
Sound volume of EUROPACE transactions

Credit Platform: volume of transactions and number of partners

- Mortgage finance on EUROPACE continues to grow rapidly, whereas the market in the period to August only expanded by around 1 per cent compared with the same period of 2016.

- The transaction volume per sales day*** fell from €199 million in Q2 2017 to €190 million in Q3 2017 owing to weak sales at individual large private banks.

- Neutral mortgage finance distributors are significantly widening their market share by using EUROPACE.

- Superior technology of the personal loans front end, KreditSmart, is attracting additional customers and resulting in substantial growth.

*** The number of sales days equals the number of working days (not including Saturdays) less half of the number of ‘bridging days’ (days falling between public holidays and weekends).
Strongest growth at regional banks

GENOPACE and FINMAS sales transaction volume and number of contractual partners

**Volume of transactions** (€ billion)

<table>
<thead>
<tr>
<th></th>
<th>9M 2016</th>
<th>9M 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>GENOPACE</td>
<td>0.7</td>
<td>0.9</td>
</tr>
<tr>
<td>FINMAS</td>
<td>1.1</td>
<td>1.8</td>
</tr>
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</table>

+21%  
+66%

**Contractual partners** (number)

<table>
<thead>
<tr>
<th></th>
<th>9M 2016</th>
<th>9M 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>GENOPACE</td>
<td>166</td>
<td>223</td>
</tr>
<tr>
<td>FINMAS</td>
<td>136</td>
<td>167</td>
</tr>
</tbody>
</table>

+34%  
+23%

- FINMAS: 33 of the top 50 savings banks are already contractual partners.
- GENOPACE: 39 of the top 50 credit cooperatives and mutually owned banks are already contractual partners.
- Capital investment in support resources remains high in order to intensify use by contractual partners.
- GENOPACE focused on connecting new contractual partners.
- Significant expansion of the use of EUROPACE by savings banks and cooperative banks for own-account distribution.
- The efficiency gains for regional banks that equip their advisors with EUROPACE technology are huge.
Double-digit growth secures market leadership

Credit Platform: revenue, gross profit and earnings

- Significant future-oriented capital expenditure on the acquisition of customers at regional banks, IT development and expansion of property valuation activities is resulting in a stable EBIT margin (EBIT as a percentage of gross profit) in line with projections.

- Constant double-digit growth rates in revenue and earnings underline the strength of the business model.

- The expansion of business in the new property valuation product segment is going well. Capital expenditure reduced earnings by €0.5 million in Q1–Q3 2017 but the break-even point will be reached soon.

- The alliance with vdp Research was also very well received by the market.

* Prior-year figures adjusted to reflect new segment reporting.

<table>
<thead>
<tr>
<th>Revenue (€ million)*</th>
<th>48.9</th>
<th>57.5</th>
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<tbody>
<tr>
<td>9M 2016</td>
<td>9M 2017</td>
<td></td>
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<tr>
<td>+17%</td>
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<table>
<thead>
<tr>
<th>Gross profit (€ million)*</th>
<th>26.2</th>
<th>30.1</th>
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<tbody>
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<td>9M 2016</td>
<td>9M 2017</td>
<td></td>
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<tr>
<td>+15%</td>
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<table>
<thead>
<tr>
<th>EBIT (€ million)*</th>
<th>10.6</th>
<th>11.7</th>
</tr>
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<tbody>
<tr>
<td>9M 2016</td>
<td>9M 2017</td>
<td></td>
</tr>
<tr>
<td>+10%</td>
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</table>
Private Clients
Segment results
Dr. Klein receives award and gains market share

Private Clients: volume of loans brokered and number of advisors

- Dr. Klein has won the German Fairness Prize for the fourth time in succession. The accolade is awarded by the German Institute for Service Quality (DISQ) and news channel n-tv, which ask consumers directly about quality. It is therefore an accurate reflection of the views of Dr. Klein's clients.

- Despite the market as a whole holding steady, Dr. Klein is continually expanding its market share through efficient use of increased sales capacity.

- Slightly higher interest rates supported the positive trend.

- Good growth was generated in the personal loans business thanks to further expansion of offline alliances.
Dr. Klein achieves record revenue and earnings

Private Clients: revenue, gross profit and earnings

- Expansion of market share in mortgage finance and personal loans has led to revenue growth that is well into double figures.
- Exceptionally strong EBIT growth continues.
- Best nine-month results in the Company's history.

<table>
<thead>
<tr>
<th></th>
<th>9M 2016</th>
<th>9M 2017</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Revenue (€ million)</strong></td>
<td>50.5</td>
<td>61.6</td>
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<tr>
<td><strong>Gross profit (€ million)</strong></td>
<td>19.9</td>
<td>23.9</td>
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<tr>
<td><strong>EBIT (€ million)</strong></td>
<td>7.2</td>
<td>9.4</td>
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</table>

* Prior-year figures adjusted to reflect new segment reporting.
Institutional Clients
Segment results
Healthy growth of transaction volume

Institutional Clients: volume of loans brokered and consulting revenue

- High number of financing enquiries as a result of a slight stepwise rise in interest rates.
- The strong performance in the first half of 2017, which was attributable to a number of high-volume financing projects being realised, unfortunately did not continue in Q3 2017.
- Political uncertainty is delaying decision-making in the housing industry.
- Steadily growing need for consultancy services in connection with the implementation of financing projects.
Current capital expenditure is putting pressure on earnings

Institutional Clients: revenue, gross profit and earnings

- Revenue in Q3 2017 was down significantly compared with the strong level in Q4 2016 and the first half of 2017.
- Expansion of the distribution network and support resources is pushing up personnel expenses considerably.
- The growing use of digital technologies in the business model is resulting in much higher IT costs.
- Market position and earnings power are expected to further strengthen in the long term.
Insurance Platform

Segment results
Insurance technologies grouped together in this business unit

Insurance Platform: revenue, gross profit and earnings

- Smart InsurTech is being established as an umbrella brand for the companies of the Insurance Platform.
- Growth by acquisitions and organic growth are making a sizeable contribution to revenue.
- The primary objective is to gain more market share by investing in IT and using aggressive pricing structures.
- Decrease in EBIT resulting from acquisition and integration costs was in line with expectations.
- Further acquisitions of software providers and insurance portfolios are being considered.
- Approx. +50% revenue expected in 2018
Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Investment Highlights & Outlook
Hypoport Group generates strong growth
Overview of Hypoport's key performance indicators

- **Revenue** (€ million): 113.5 (9M 2016) to 143.7 (9M 2017), +27%
- **Gross profit** (€ million): 59.8 (9M 2016) to 75.8 (9M 2017), +27%
- **Employees** (number): 767 (9M 2016) to 936 (9M 2017), +22%
- **EBITDA** (€ million): 20.6 (9M 2016) to 23.8 (9M 2017), +15%
- **EBIT** (€ million): 17.0 (9M 2016) to 18.6 (9M 2017), +10%
- **Net profit for the period** (€ million): 13.1 (9M 2016) to 14.8 (9M 2017), +13%
History of Hypoport Group

Long-term changes in revenue and EBIT

Revenue (€ million)

<table>
<thead>
<tr>
<th>Year</th>
<th>1999</th>
<th>2006</th>
<th>2013</th>
<th>2016</th>
<th>9M 2017</th>
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<tbody>
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<td>Value</td>
<td>4</td>
<td>26</td>
<td>98</td>
<td>157</td>
<td>144</td>
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EBIT (€ million)

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<thead>
<tr>
<th>Year</th>
<th>1999</th>
<th>2006</th>
<th>2013</th>
<th>2016</th>
<th>9M 2017</th>
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<td>Value</td>
<td>2</td>
<td>6</td>
<td>4</td>
<td>23</td>
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</table>
Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Investment Highlights & Outlook
Free float remains high
Shareholder structure and KPIs

**Breakdown of shareholders** as at 30 September 2017

**Fixed ownership**
- Ronald Slabke (CEO)
- Treasury shares

**Free float**
(of which 5.0% held by Union Investment, 3.2% by Wasatch and 3.1% by KBC Asset Management)

**KPIs and indices**

<table>
<thead>
<tr>
<th>KPI</th>
<th>DETAILS</th>
<th>VALUE</th>
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<tbody>
<tr>
<td>EPS</td>
<td>Earnings per share in Q1–Q3 2017</td>
<td>€2.48</td>
</tr>
<tr>
<td>Number of shares</td>
<td>Total number of shares</td>
<td>6,194,958</td>
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<tr>
<td>Market cap</td>
<td>Market capitalisation as at 30 September 2017</td>
<td>€922.1 million</td>
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<tr>
<td>High</td>
<td>Highest closing price in Q1–Q3 2017</td>
<td>€148.85</td>
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<tr>
<td>Low</td>
<td>Lowest closing price in Q1–Q3 2017</td>
<td>€77.48</td>
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<tr>
<td>Indices</td>
<td>SDAX, Prime All Share, CDAX, DAXplus Family, GEX</td>
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</tbody>
</table>
Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Investment Highlights & Outlook
Many reasons for investing in Hypoport

Investment highlights

- Hypoport Group combines financial services with own technology.
- High volume of transactions in the first nine months of 2017, comfortably surpassing growth of the market as a whole.
- Strong organic growth of previous years continues and has been combined with growth by acquisition in the new Insurance Platform business unit since 2016.
- Significant potential in the housing market guarantees long-term business success.
- Regulation and pressure on margins are accelerating the digitalisation of financial services and boosting the revenue potential of Hypoport Group.
- Solid balance sheet structure and reliable cash flow create financial scope for growth.
- Hypoport forecasts revenue and earnings growth for 2017 that is just into double figures.
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Annex
New all-time high in September 2017

Share price: January 2016 to September 2017 (daily closing price, Xetra, €)
Further expansion of investor relations activities
Investor events, research reports and public relations

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<thead>
<tr>
<th>ANALYST</th>
<th>RECOMMENDATION</th>
<th>TARGET PRICE</th>
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<td>Warburg</td>
<td>Buy</td>
<td>€159.00</td>
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<td>Equinet</td>
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<td>23 Oct 2017</td>
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<td>ODDO BHF</td>
<td>Neutral</td>
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<thead>
<tr>
<th>INVESTOR EVENTS</th>
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<tbody>
<tr>
<td>Investor Conference</td>
<td>London</td>
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<td>Equity Forum</td>
<td>Frankfurt</td>
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<td>Investor Conference</td>
<td>Berlin</td>
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<td>Roadshow</td>
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HYPOPORT INCLUDED IN

- Warburg Best Ideas 2017
- Berenberg 15 Top Picks 2017 (GARP)