

Press release

Key figures for Q1 2018

First quarter of 2018: Hypoport generates the highest revenue and best EBIT in the Company's history

- Consolidated revenue rises by 26 per cent to €60.1 million in the first quarter of 2018
- Revenue growth for the Credit Platform and Private Clients business units is again well into double figures at 23 per cent and 28 per cent respectively
- The Institutional Clients business unit's revenue advances by 13 per cent thanks to the increase in the general interest-rate level
- Revenue in the newest business unit, Insurance Platform, climbs by 46 per cent in line with expectations
- For the Hypoport Group as a whole, EBIT increases by 8 per cent to €7.5 million in the first quarter of 2018
- Hypoport anticipates revenue of €230 million to €250 million and EBIT of €28 million to €33 million for 2018 overall

Berlin, 3 May 2018: The Hypoport Group today confirms the preliminary quarterly results that were published last week. Consolidated revenue exceeded the €60 million mark for the first time in a quarterly period, rising by 26 per cent to €60.1 million (Q1 2017: €47.7 million). This healthy increase is attributable to strong growth in all four business units.

The revenue generated by the Credit Platform business unit rose sharply, by 23 per cent, to reach €22.7 million (Q1 2017: €18.5 million). This was driven by the increase in the volume of transactions on the EUROPACE financial marketplace, which was up by 11 per cent to €13.5 billion, and the 21 per cent year-on-year rise in the number of contractual partners to 534. The two brokerage pools of the Credit Platform business unit also made strong contributions to revenue. The new property valuation product segment, which is also part of the Credit Platform business unit, was able to significantly increase its revenue due to substantial economies of scale resulting from the integration with EUROPACE. Nonetheless, it reported minor start-up losses in the first three months of 2018. Overall, the Credit Platform business unit achieved earnings before interest and tax (EBIT) of €4.2 million (Q1 2017: €3.8 million), an increase of 11 per cent.

The Private Clients business unit saw a sharp rise in revenue owing to the increase in the number of loan brokerage advisors to 587 (Q1 2017: 524; a rise of 12 per cent) and the sustained trend among

consumers towards obtaining neutral advice in order to compare loans. Revenue in the first quarter of 2018 amounted to €26.2 million (Q1 2017: €20.4 million), which equates to growth of 28 per cent. The business unit's EBIT advanced by 30 per cent to €4.3 million (Q1 2017: €3.3 million).

In the Institutional Clients business unit, revenue rose by 13 per cent to €6.0 million (Q1 2017: €5.3 million) due, among other reasons, to the slightly higher – albeit volatile – level of interest rates. High levels of expenditure on the digitalisation of business processes and on further expansion of the sales network in 2017 led to a disproportionately low level of additional expenditure in the first quarter of 2018, which meant EBIT increased at the disproportionately high rate of 28 per cent to €2.2 million (Q1 2017: €1.7 million). The two acquisitions carried out in the last few weeks, of FIO SYSTEMS AG and a property valuation company, are likely to be integrated into the Institutional Clients business unit and will significantly expand the value chain covered by the Hypoport Group's business activities in the years ahead.

Insurance Platform, the new business unit established in 2017, posted revenue of €5.6 million in the first three months of 2018 and, in line with the planning, achieved revenue growth of 46 per cent (Q1 2017: €3.8 million). Its start-up losses in the first quarter of 2018 amounted to €0.8 million (Q1 2017: €0.1 million).

As a result of the strong percentage increases in revenue in the Insurance Platform business unit and property valuation product segment, combined with the small start-up losses reported by these two fledgling businesses, the EBIT of the Group as a whole rose only slightly, by 8 per cent, to reach €7.5 million (Q1 2017: €7.0 million). Hypoport anticipates revenue of €230 million to €250 million and EBIT of €28 million to €33 million for 2018 as a whole.

“We are pleased that our Group's growth is being driven by all four business units,” said Ronald Slabke, Chief Executive Officer, commenting on the Hypoport Group's performance. “The capital expenditure decisions that we made in 2017 are gradually paying off and we will continue to invest in organic growth and in growth by acquisition in 2018.”

Further details regarding the recently acquired property valuation company referred to above will be provided in a separate press release.



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 500 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 more than 1,200 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.

Contact

Hypoport AG
Jan H. Pahl
Investor Relations Manager
Phone: +49 (0)30 / 42086 - 1942
Mobil: +49 (0)176 / 965 125 19
Email: ir@hypoport.de
www.hypoport.com

Key data on Hypoport's shares

ISIN DE 0005493365
WKN 549336
Stock exchanges symbol HYQ