Our mission

Digitalising the credit, real estate and insurance industries

Credit Industry
Real Estate Industry
Insurance Industry
Hypoport – a network of technology companies
The four segments of Hypoport

- Insurance Industry
- Credit Industry
- Private Clients
- Real Estate Industry
Hypoport – clearly ahead of the market
Preliminary results for 2019 & forecast for 2020

Key figures for 2019 (yoy change)
• Revenue: €337.2 million (+27%)
• Gross profit: €181.9 million (+30%)
• EBIT: €33.0 million (+13%)
• EPS: €3.90 (+7%)

Hypoport & markets overall (yoy change)
• Credit Platform revenue: +22%
• Private Clients revenue: +21%
• Real Estate Platform revenue: +47%
• Insurance Platform revenue: +38%

Forecast for 2020
• Hypoport anticipates revenue of between €400 million and €440 million and EBIT of €35 million to €40 million at Group level

*Source: Deutsche Bundesbank  **Source: own estimates and Gewos  ***Source: GDV.
Hypoport – strong basis for further growth
Areas of capital expenditure with an impact on earnings in 2019

Credit Platform (level of investment: €€)
- Substantial increase in key account resources for regional banks (FINMAS / GENOPACE)
- Marked increase in development resources for EUROPACE
- Links to the Real Estate Platform (VALUE AG, FIO)
- Expansion of the corporate finance platform 'fundingport'

Real Estate Platform (level of investment: €)
- Adjustment of the pace of growth of acquired businesses to that of Hypoport
- Expansion of the IT platforms for property marketing, valuation and management
- Substantial headcount expansion in property valuation

Private Clients (level of investment: €)
- Investment in the digitalisation of advisory processes to improve lead generation and customer retention
- Expansion of product management at regional banks

Insurance Platform (level of investment: €€)
- Expansion of sales capacities
- Cultural and technical integration of acquired businesses
- Making the acquired businesses scalable

Private Clients (level of investment: €€)
- €35 million

Insurance Platform (level of investment: €€)
- €35 million

Real Estate Platform (level of investment: €)
- €35 million

Credit Platform (level of investment: €€)
- €35 million

Hypoport AG, vorläufiges Ergebnis 2019
Contents

1. Market environment
2. Key performance indicators for the segments
3. Overview of key performance indicators
4. Shareholder structure and share information
5. Investment highlights and outlook
Annex
Huge excess demand in the housing market

Factors influencing the German housing market

- Net inward migration
- Life expectancy
- One-person households
- Regulation of housing industry
- Excess demand (1.1–1.9 million homes)
- Rentals
- New builds
- Marketed properties
- Property prices
- New mortgage finance business
1. Market environment
2. **Key performance indicators for the segments**
3. Overview of key performance indicators
4. Shareholder structure and share information
5. Investment highlights and outlook
Annex
Credit Platform
Business model & results
Credit Platform

Business model

<table>
<thead>
<tr>
<th>End consumers / companies</th>
<th>Advisors</th>
<th>Poolers</th>
<th>B2B online credit marketplace</th>
<th>Product suppliers</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Online comparison sites</td>
<td>Other advisors</td>
<td></td>
<td>Private commercial banks</td>
</tr>
<tr>
<td></td>
<td>Dr. Klein</td>
<td></td>
<td></td>
<td>Insurance companies</td>
</tr>
<tr>
<td></td>
<td>Online comparison sites</td>
<td>Other advisors</td>
<td></td>
<td>Savings banks</td>
</tr>
<tr>
<td></td>
<td>Dr. Klein</td>
<td></td>
<td></td>
<td>Cooperative banks</td>
</tr>
<tr>
<td></td>
<td>Advisors in bank branches</td>
<td>Other poolers</td>
<td></td>
<td>Development banks</td>
</tr>
<tr>
<td></td>
<td>REM CAPITAL</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
EUROPACE clearly outperforms the market once again
Credit Platform: EUROPACE transaction volume

- Transaction volume per sales day* reached a record level of €272 million (+18% yoy) in 2019. The Q4 figure was even higher at €287 million (+18% yoy).
- The biggest product group, mortgage finance, grew by 19% in 2019 (market as a whole: +9%) to well over €50 billion.
- Growth in the building finance product group was at a comparable level (+18%) due to sales activities being linked to mortgage finance.
- There was a slight contraction in the smallest product group, personal loans, compared with the strong prior-year figure. The segment recorded negative growth at a rate of minus 3% for the year as a whole, but the Q4 growth figure was already back in positive territory.

** Numbers before cancellations.

---

**Transaction volume by product group (€ billion)**

- Building finance: 11.0 / +18%
- Mortgage finance: 53.5 / +19%
- Personal loans: 3.5 / -3%

* The number of sales days equals the number of bank working days less half of the number of ‘bridging days’ (days falling between public holidays and weekends).
**EUROPACE has huge potential for growth**
Mortgage finance in Germany and EUROPACE's share

**Distribution channels and EUROPACE's share**

- **Brokers**: ~25%
- **Private commercial banks**: ~15%
- **Savings banks**: ~30%
- **Cooperative banks**: ~30%

* Numbers before cancellations. Sources: Bundesbank, EUROPACE, own estimates.

**EUROPACE has huge potential for growth**
Mortgage finance in Germany and EUROPACE's share

**Distribution channels and EUROPACE's share**

- **Brokers**: ~25%
- **Private commercial banks**: ~15%
- **Savings banks**: ~30%
- **Cooperative banks**: ~30%

* Numbers before cancellations. Sources: Bundesbank, EUROPACE, own estimates.
Substantial growth secures market leadership
Credit Platform: revenue, gross profit and earnings

- There was growth in all four distribution channels (financial product distributors, private commercial banks, cooperative institutions, savings banks).
- EBIT rose sharply, despite high levels of capital expenditure on the next generation of EUROPACE and on further expansion of key accounts for regional banks.
- There has also been further investment in strengthening the links between the Credit Platform and Real Estate Platform segments.
- The integration of the recently acquired REM CAPITAL in the second half of 2019 went well. The company is starting to make positive contributions to revenue and earnings.
- Pilot run of the corporate finance platform 'fundingport' will be launched in 2020.
Private Clients
Business model & results
Private Clients
Business model

<table>
<thead>
<tr>
<th>Consumers</th>
<th>Lead generation via…</th>
<th>Advisors</th>
<th>Access via…</th>
<th>Product suppliers</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consumers</td>
<td>Google</td>
<td>Dr. Klein franchise system</td>
<td>EUROPACE</td>
<td>Private commercial banks</td>
</tr>
<tr>
<td></td>
<td>Vergleich.de</td>
<td></td>
<td>FINMAS</td>
<td>Insurance companies</td>
</tr>
<tr>
<td></td>
<td>DrKlein.de website</td>
<td></td>
<td>GENOPACE</td>
<td>Savings banks</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Cooperative banks</td>
</tr>
</tbody>
</table>
Gain in market share for Dr. Klein private clients
Private Clients: volume of loans brokered and number of advisors

- Market share increased again thanks to a sharp rise in the volume of new loans brokered (+14%)
- The customer base is expanding steadily thanks to continued growth in demand from consumers for neutral loan brokerage advice
- The number of loan brokerage advisors went up again in 2019
- The rising number of advisors and increasing demand are laying the foundations for Dr. Klein's future growth
- Further investment in tools designed to generate leads, advisors improve process efficiency
- Expansion of product management staff resources for regional banks completed

<table>
<thead>
<tr>
<th>Year</th>
<th>Volume of new loans brokered (€ billion)*</th>
<th>Loan brokerage advisors in branch-based sales (number)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015</td>
<td>3.8</td>
<td>595</td>
</tr>
<tr>
<td>2016</td>
<td>4.4</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>5.0</td>
<td></td>
</tr>
<tr>
<td>2018</td>
<td>6.5</td>
<td>673</td>
</tr>
<tr>
<td>2019</td>
<td>7.5</td>
<td></td>
</tr>
</tbody>
</table>

*Numbers before cancellations and adjusted to reflect new segment reporting.
Record revenue in the Private Clients segment
Private Clients: revenue, gross profit and earnings

- Revenue rose sharply compared with 2018, thanks to an increased volume of new loans brokered, and exceeded the €100 million mark for the very first time.
- After a slightly muted start to the year, momentum picked up in the second half of 2019, resulting in a solid earnings performance for the year as a whole.
- The disproportionately weak rise in EBIT was caused in part by costs resulting from the integration of new product partners, capital expenditure on process digitalisation and the building up of the workforce.
- EBIT for the second half of 2019 was up by approx. 70% compared with the prior-year period.
Real Estate Platform
Business model & results
Creation of a 'platform for housing'
Real Estate Platform – business model

Housing industry

- Property financing platform
  - DR. KLEIN
- Property management Platform (ERP)
  - FIO

Credit industry

- Property valuation platform
  - VALUE AG
- Property sales platform
  - FIO
Reticence due to political discourse
Real Estate Platform: property financing platform

- The business model consists of loan brokerage for the German housing industry
- Market environment is challenging due to a lack of stimulus from interest rates since the summer of 2018
- Moreover, political debate at federal and state level about intervention in the German rental market is resulting in a reluctance to invest in the housing sector
- The impact on the volume of new loans brokered has been limited, despite the unfavourable conditions
- Revenue decreased year on year, partly due to the absence of lucrative one-off transactions which had boosted revenue in 2018
A successful year for FIO
Real Estate Platform: property management platform and property sales platform

- The business model consists of the development of software solutions for the sale and management of properties in the housing and credit industries
- The credit industry occupies a leading position in Germany when it comes to property sales
- Six of Germany's top ten estate agents already use the solution provided by FIO
- Revenue was very high in the second half of 2019 due to the exceptionally large volume of project business
- FIO represents a new service offering within the Hypoport network for partners of FINMAS, EUROPACE and GENOPACE and has been very well received
- The business model's shift from SaaS to a platform model was initiated in 2019

**Market share of FIO Vermarktung**

- **Savings banks**
  - 2018: 305, 80
  - 2019: 320, 58
  - Change: +5%

- **Cooperative banks**
  - 2018: 873, 815
  - 2019: ~840, 779
  - Change: +20%

**Revenue from property management and property sales platforms** (€ million)*

- 2018: 11.0
- 2019: 23.7
- Change: +115%

---

*Revenue of FIO SYSTEMS AG, Maklaro GmbH and Hypoport B.V. (PRoMMiSe).
Systematic integration of partners through cross-selling
Real Estate Platform: property valuation platform

- The business model consists of integrated property valuations for the lending banks, i.e. for EUROPACE product partners
- Revenue increased substantially in 2019, mainly due to organic growth
- The growing number of EUROPACE bank partners who have started to use the services of VALUE AG prove that cross-selling is successful, although there is still huge untapped potential
- Massive workforce expansion in 2019 in order to gain further market share
- Capital expenditure on a proprietary property valuation platform with a high degree of automation is laying the foundations for greater efficiency in the valuation business, which is still predominantly manual
- The technical integration of the EUROPACE and VALUE AG platforms has continued

**Potential synergies of EUROPACE partners for VALUE AG**

<table>
<thead>
<tr>
<th>Year</th>
<th>EUROPACE contractual partners (direct potential)</th>
<th>Contractual partners of VALUE AG</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>~200</td>
<td></td>
</tr>
<tr>
<td>2019</td>
<td>347</td>
<td>706</td>
</tr>
</tbody>
</table>

**Revenue from the property valuation platform (€ million)**

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue from the property valuation platform (€ million)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2018</td>
<td>8.8</td>
</tr>
<tr>
<td>2019</td>
<td>14.2</td>
</tr>
</tbody>
</table>
Strong revenue growth and further capital expenditure

Real Estate Platform: revenue, gross profit and earnings

- Segment revenue grew thanks to the overall healthy (in some respects excellent) operating performance of the platforms for the management, marketing and valuation of properties; the property financing platform was the only subsegment that reported a slight fall in revenue.

- Based on good contacts of the property financing platform (Dr. Klein Wowi) and the Credit Platform (EUROPACE, FINMAS, GENOPACE), capital expenditure by the Hypoport Group in 2020 will be focused on the 'housing platform'.

- The transformation from a software/service provider to a platform solution offers significant potential for revenue and profit growth.

- EBIT went down because of the housing sector's reticence regarding loan brokerage and despite initial capital expenditure on the property valuation platform.
Insurance Platform
Business model & results
Insurance Platform
Business model

End customer
- Insur apps
- Other advisors
- Dr. Klein
- Advisors in bank branches

Distributors
- Insur apps
- Other advisors
- Dr. Klein
- Advisors in bank branches

Poolers
- Insur apps
- Other advisors
- Dr. Klein
- Advisors in bank branches

B2B lending marketplace
- SMART INSUR
- Quality-pool
- Other poolers

Product suppliers
- Insurance companies
- Product suppliers

Distributors
- Insur apps
- Other advisors
- Dr. Klein
- Advisors in bank branches

Poolers
- Insur apps
- Other advisors
- Dr. Klein
- Advisors in bank branches

B2B lending marketplace
- SMART INSUR
- Quality-pool
- Other poolers

Product suppliers
- Insurance companies
- Product suppliers
Value creation through integration within the sector
Insurance Platform: revenue, gross profit and earnings

- The transition to growth is resource-intensive but progressing well and unlocking the anticipated synergies.

- Large broker organisations and broker pools are the primary target groups. InsurTechs and banks are also relevant targets.

- In 2019, we were able to attract additional medium-sized companies as pilot customers for the platform, which shows that it is resonating well with its target group.

- Like EUROPACE, SmiIT is building a network through its own industry conferences so that it can collaborate with partners on developing and refining the platform.

- In 2019, capital expenditure levels remained high, but start-up losses were nevertheless reduced significantly.
Contents

1. Market environment
2. Key performance indicators for the segments
3. Overview of key performance indicators
4. Shareholder structure and share information
5. Investment highlights and outlook
Annex
Hypoport Group generates strong growth
Overview of Hypoport's key performance indicators

### Growth (€ million)
- Revenue: 2018 - 266.0, 2019 - 337.2 (+27%)
- Gross profit: 2018 - 140.2, 2019 - 181.9 (+30%)

### Earnings (€ million)
- EBIT: 2018 - 22.5, 2019 - 29.3 (+13%)
- EAT: 2018 - 24.4, 2019 - 33.0 (+9%)
20 years as a growth company
Long-term changes in revenue and EBIT

**Revenue (€ million)**

- 1999: 4
- 2006: 26
- 2013: 98
- 2018: 266
- 2019: 337

**EBIT (€ million)**

- 1999: 2
- 2006: 6
- 2013: 4
- 2018: 29
- 2019: 33
Contents

1. Market environment
2. Key performance indicators for the segments
3. Overview of key performance indicators
4. Shareholder structure and share information
5. Investment highlights and outlook
Annex
Market capitalisation of around €2 billion
Shareholder structure and share information

**Breakdown of shareholders as at 29 February 2020**

- Ronald Slabke (CEO)
- Treasury shares
- Free float
  - of which > 5% held by Union Investment, > 3% held by Nicolas Schulmann

**KPIs and indices**

<table>
<thead>
<tr>
<th>KPI</th>
<th>DETAILS</th>
<th>VALUE</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPS</td>
<td>Earnings per share in 2019</td>
<td>€3.90</td>
</tr>
<tr>
<td>Number of shares</td>
<td>Total number of shares</td>
<td>6,493,376</td>
</tr>
<tr>
<td>Market cap</td>
<td>Market capitalisation as at 31 Dec 2019</td>
<td>approx. €2.0 bn</td>
</tr>
<tr>
<td>Trading volume</td>
<td>Average trading volume per day in 2019</td>
<td>approx. €1.8 mn</td>
</tr>
<tr>
<td>High</td>
<td>Highest closing price in 2019</td>
<td>€317.00</td>
</tr>
<tr>
<td>Low</td>
<td>Lowest closing price in 2019</td>
<td>€147.00</td>
</tr>
<tr>
<td>Indices</td>
<td>SDAX, Prime All Share, CDAX, DAXplus Family, GEX</td>
<td></td>
</tr>
</tbody>
</table>
Contents

1. Market environment
2. Key performance indicators for the segments
3. Overview of key performance indicators
4. Shareholder structure and share information
5. Investment highlights and outlook
Annex
**Investment highlights**

- **Revenue growth**: +25% CAGR 5 years
- **EBIT increase**: +33% CAGR 5 years
- **Acquisitions**: 10+ in 5 years
- **Moderate debt level**: 2.2 gross debt / 12M EBITDA
- **Years of experience with platform-based business models**: 20+
- **Our employees**: 83% are satisfied or even very satisfied with Hypoport as an employer
Forecast for 2020

For 2020, Hypoport anticipates revenue of between €400 million and €440 million and EBIT of €35 million to €40 million.
Contact

Christian Würdemann
Head of Group Operations
Tel: +49 (0)30 420 860
Email: ir(at)hypoport.de

Jan H. Pahl
Investor Relations Manager
Tel: +49 (0)30 420 861 942
Email: ir(at)hypoport.de

Hypoport AG
Klosterstrasse 71
10179 Berlin
Germany
Disclaimer

This presentation does not address the investment objectives or financial situation of any particular person or legal entity. Investors should seek independent professional advice and perform their own analysis regarding the appropriateness of investing in any of our securities.

While Hypoport AG has endeavoured to include in this presentation information it believes to be reliable, complete and up-to-date, the company does not make any representation or warranty, express or implied, as to the accuracy, completeness or updated status of such information.

Some of the statements in this presentation may be forward-looking statements or statements of future expectations based on currently available information. Such statements naturally are subject to risks and uncertainties. Factors such as the development of general economic conditions, future market conditions, changes in capital markets and other circumstances may cause the actual events or results to be materially different to those anticipated by such statements.

This presentation is for information purposes only and does not constitute or form part of an offer or solicitation to acquire, subscribe to or dispose of any of the securities of Hypoport AG.

©Hypoport AG. All rights reserved.
Annex
Share price rises sharply
Share price since the date of joining the SDAX (daily closing price, Xetra, €)
Hypoport's investor relations activity
Investor events, professional analysts' assessments, awards

<table>
<thead>
<tr>
<th>ANALYST</th>
<th>Recommendation</th>
<th>Target price</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bankhaus Metzler</td>
<td>Hold</td>
<td>€360.00</td>
<td>5 Mar 2020</td>
</tr>
<tr>
<td>Berenberg</td>
<td>Buy</td>
<td>€380.00</td>
<td>14 Jan 2020</td>
</tr>
<tr>
<td>Commerzbank</td>
<td>Hold</td>
<td>€357.00</td>
<td>5 Mar 2020</td>
</tr>
<tr>
<td>KBW (Stifel)</td>
<td>Market Perform</td>
<td>€280.00</td>
<td>4 Nov 2019</td>
</tr>
<tr>
<td>Pareto Securities</td>
<td>Hold</td>
<td>€320.00</td>
<td>5 Mar 2020</td>
</tr>
<tr>
<td>Warburg</td>
<td>Buy</td>
<td>€400.00</td>
<td>28 Feb 2020</td>
</tr>
</tbody>
</table>

Index and awards
- SDAX
- Warburg ‘Best Ideas 2019’
- Berenberg ‘DACH Mid Caps Top Picks 2019’
- Pareto Securities ‘German Best Ideas Portfolio 01/19’
- Sdk ‘company of the year 2017’

Recent IR events
<table>
<thead>
<tr>
<th>Conference</th>
<th>Recent IR events</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lyon</td>
<td></td>
<td>Jan 2020</td>
</tr>
<tr>
<td>London</td>
<td></td>
<td>Dec 2019</td>
</tr>
<tr>
<td>Berlin</td>
<td></td>
<td>Nov 2019</td>
</tr>
<tr>
<td>Frankfurt</td>
<td></td>
<td>Nov 2019</td>
</tr>
<tr>
<td>Edinburgh</td>
<td></td>
<td>Nov 2019</td>
</tr>
<tr>
<td>Munich</td>
<td></td>
<td>Sep 2019</td>
</tr>
<tr>
<td>Paris</td>
<td></td>
<td>Sep 2019</td>
</tr>
<tr>
<td>Frankfurt</td>
<td></td>
<td>Aug 2019</td>
</tr>
<tr>
<td>Zurich</td>
<td></td>
<td>Aug 2019</td>
</tr>
<tr>
<td>London</td>
<td></td>
<td>Aug 2019</td>
</tr>
<tr>
<td>Hamburg</td>
<td></td>
<td>Jun 2019</td>
</tr>
<tr>
<td>Berlin</td>
<td></td>
<td>Jun 2019</td>
</tr>
<tr>
<td>New York</td>
<td></td>
<td>May 2019</td>
</tr>
<tr>
<td>Chicago</td>
<td></td>
<td>May 2019</td>
</tr>
<tr>
<td>Warsaw</td>
<td></td>
<td>Apr 2019</td>
</tr>
<tr>
<td>Copenhagen</td>
<td></td>
<td>Apr 2019</td>
</tr>
<tr>
<td>Helsinki</td>
<td></td>
<td>Apr 2019</td>
</tr>
<tr>
<td>Paris</td>
<td></td>
<td>Apr 2019</td>
</tr>
<tr>
<td>Brussels</td>
<td></td>
<td>Apr 2019</td>
</tr>
<tr>
<td>London</td>
<td></td>
<td>Mar 2019</td>
</tr>
<tr>
<td>Frankfurt</td>
<td></td>
<td>Feb 2019</td>
</tr>
</tbody>
</table>

Date | Publication dates in 2020
--- | ------------------------
23 March 2020 | 2019 annual report
11 May 2020  | Results for the first quarter of 2020
## Mortgage finance – a high-potential market
Factors influencing the private and institutional residential real-estate finance markets

<table>
<thead>
<tr>
<th>Negative factors</th>
<th>Positive factors</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance for <strong>OWNER-OCUPIED PROPERTIES</strong></td>
<td></td>
</tr>
<tr>
<td>Credit Platform</td>
<td>• Lack of available properties</td>
</tr>
<tr>
<td>Private Clients</td>
<td>• High ancillary purchasing costs</td>
</tr>
<tr>
<td>Finance for <strong>RENTAL PROPERTIES</strong></td>
<td>• Legislators keep the market busy with a steady stream of new regulatory ideas</td>
</tr>
<tr>
<td>Real Estate Platform</td>
<td>• Commercial and residential projects competing for construction resources</td>
</tr>
</tbody>
</table>

### Negative factors

- Lack of available properties
- High ancillary purchasing costs
- Legislators keep the market busy with a steady stream of new regulatory ideas
- Commercial and residential projects competing for construction resources
- Increasingly unrealistic, uneconomic ideas about rent regulation in an already over-regulated rental market
- In metropolitan areas such as Berlin, political favouritism stands in the way of necessary new construction

### Positive factors

- Strong pent-up demand in and from rental market
- Buying often cheaper than renting
- Slight growth in construction activity
- Market share of neutral loan brokerage advisors is growing
- Low proportion of home ownership (under 50%)*
- Marked increase in planned projects owing to pent-up demand for affordable housing, which has become a political issue

---

* Source: Federal Statistical Office.