

# Press release

**New operational key figures for the Insurance Platform segment**

## **Hypoport SE: migration of insurance portfolios to SMART INSUR platform progressing well**

**Berlin, 29 April 2021: For the first time, Hypoport SE is publishing non-financial key performance indicators for the Insurance Platform segment. One of these operational key figures shows the volume of premiums migrated to the SMART INSUR platform. As at the end of March 2021, the volume of annual net premiums migrated to the new SMART INSUR insurance platform was almost €3 billion.**

Over the past few years, Hypoport has acquired a number of companies providing software solutions for the insurance industry and integrated them into the Hypoport network. It has also been developing the central SMART INSUR software platform since 2017. The sales focus in the Insurance Platform segment is on migrating the insurance portfolios that are largely still managed using the individual solutions of the acquired companies. The technical challenge is to transfer these portfolios – representing annual net premiums of around €8.6 billion – from the acquired companies' systems to the new SMART INSUR platform. The volume of €2.84 billion that had been migrated as at 31 March 2021 equates to a migration rate of over 30 per cent. The next step after the migration is to validate the migrated insurance portfolios by checking them against the insurance companies' legacy systems, which are linked to SMART INSUR. This validation process has already begun. Validated portfolios can be managed on the SMART INSUR platform very efficiently, enabling the partners that are connected to it to adopt new business models such as automatized recommended actions for advisers or robo-advisory services. As at the end of March 2021, the validation rate had reached more than 15 per cent.

“Migrating the historical insurance portfolios, some of which have existed for decades, to the new, technically sophisticated SMART INSUR platform and validating them are very important steps in terms of both the usefulness of the platform's existing functionality and the new business models that can be established on the platform,” says Stephan Gawarecki, member of the Hypoport SE Management Board responsible for the Insurance Platform segment, explaining the significance of the new key figure in the context of the insurance platform's development history. “Over the past few quarters, we have put everything in place from a legal and technical perspective to be able to move ahead with the structural migration. We are delighted with our platform's strong performance in the year to date.”

Going forward, the new key figure ‘policy premiums on the platform’ will be published each quarter along with the other segments' operational key figures.

### **About Hypoport SE**

Hypoport SE is headquartered in Lübeck (Germany) and is the parent company of the Hypoport Group. The Group is a network of technology companies for the credit, real-estate and insurance industries with a workforce of more than 2,000 employees. It is grouped into four segments: Credit Platform, Private Clients, Real Estate Platform and Insurance Platform.

The Credit Platform segment operates Europace, which is an online B2B financial marketplace and the largest German platform offering mortgages, building finance products and personal loans. A fully integrated system links more than 750 partners – banks, insurers and financial product distributors. Several thousand loan brokerage advisors execute approx. 35,000 transactions per month on Europace, generating a volume of more than €7 billion. Besides Europace, the FINMAS and GENOPACE sub-marketplaces and the B2B distribution companies Qualitypool and Starpool support the growth of the credit platform. REM CAPITAL AG provides specialist advice on the arrangement of complex public-sector development loans for companies and financing for SMEs in Germany. At fundingport GmbH a corporate finance marketplace is being established.

The Private Clients segment, 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.

All real estate-related activities of the Hypoport Group, with the exception of mortgage finance, are grouped together in the Real Estate Platform segment (previously Institutional Clients) with the aim of digitalising the sale, valuation, financing and management of properties.

The Insurance Platform segment operates SMART INSUR, a web-based B2B platform for advice, comparison of tariffs and the administration of insurance policies. The segment also incorporates the insurance unit of Qualitypool, a B2B distribution company as well as ePension, a digital platform for the administration of occupational pension schemes.

The shares of Hypoport SE are listed in the Prime Standard segment of the Frankfurt Stock Exchange (Deutsche Börse) and have been included in the SDAX since 2015.

## Contact

Jan H. Pahl  
Investor Relations Manager / IRO

Phone: +49 (0)30 / 42086 - 1942  
Mobile: +49 (0)176 / 965 125 19  
Email: [ir@hyoport.de](mailto:ir@hyoport.de)

Hypoport SE  
Heidestr. 8  
10557 Berlin

[www.hypoport.com](http://www.hypoport.com)

## Key data on Hypoport's shares

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