

Press release

Operational key figures for H1 2021

Hypoport SE: platform-based business models go from strength to strength

- Transaction volume on Europace up by 25 per cent compared with first half of 2020
- Cooperative banks remain the fastest-growing user group with a rise of more than 80 per cent; increase of over 35 per cent for the savings banks
- VALUE AG's valuation volume and FIO's sales volume advance by more than 30 per cent and 40 per cent respectively
- Further progress made with migration of portfolios to SMART INSUR

Berlin, 19 July 2021: The Hypoport Group's platform-based business models for private home-buying recorded strong double-digit percentage increases in their operational key figures for the first six months of 2021. Once again, growth rates therefore significantly exceeded those of the relevant markets and affiliated B2B partners were able to improve their efficiency and capture further market share.

Credit Platform segment: In the first half of 2021, Europace significantly increased its transaction volume*. The total volume swelled by 25 per cent to €52 billion, while the transaction volume per sales day** advanced by 26 per cent to over €420 million. Mortgage finance, which is by far the largest product group, saw its transaction volume grow by 28 per cent to €43 billion. In the second-largest product group, building finance, the transaction volume rose by 8 per cent to around €7 billion even though the market as a whole shrank slightly. The volume in the smallest product group, personal loans, increased by 12 per cent to €2 billion despite the very sharp contraction of the market as a whole.

FINMAS, the sub-marketplace for institutions in the savings banks sector, increased its volume of transactions* by 37 per cent to more than €5.3 billion in the first six months of 2021. In the cooperative banking sector, institutions used the dedicated GENOPACE sub-marketplace to generate a volume of €6.3 billion, an impressive jump of 83 per cent. Alongside these groups of banks, the volume generated by non-captive financial product distributors and, in particular, private commercial banks also expanded at a much faster rate than the market, with increases of over 15 per cent and around 25 per cent respectively.

Private Clients segment: The volume* brokered by Dr. Klein amounted to more than €5.1 billion in the first half of 2021, which was up by 12 per cent on the already high figure reported in the prior-year period.

Real Estate Platform segment: The property valuation platform of VALUE AG and the property sales platform of FIO Systems AG have continued to improve their operational key figures this year. The value of residential properties inspected and appraised by VALUE AG went up by 31 per cent to €15.3 billion. The value of the properties sold by FIO rose by 41 per cent to €9.3 billion.

Insurance Platform segment: Data on the migration of the insurance portfolios from the individual solutions of acquirees to the centralised SMART INSUR platform has been published since the start of

2021, and further progress was made with the migration in the second quarter. The volume that had been migrated as at 30 June 2021 totalled €2.97 billion, an increase of 8 per cent since the start of the year.

Ronald Slabke, Chief Executive Officer of Hypoport SE, expressed his satisfaction with the Group's operating performance in the first half of the year: "Whereas the respective markets as a whole expanded only slightly, or even contracted slightly, we were able to significantly increase the volumes on our B2B platforms. This positive trend, which is set to continue for many years to come, is benefiting our partners and Hypoport alike."

Operational key figures transaction-based business models						
(€ billion)	Q1-Q2 2021	Q1-Q2 2020	Q1-Q2 change	Q2 2021	Q2 2020	Q2 change
Segment Credit platform						
Total transaction volume Europace*	52.16	41.87	24.6%	25.23	21.11	19.5%
thereof mortgage finance	43.38	33.81	28.3%	20.98	17.09	22.8%
thereof building finance	6.80	6.29	8.1%	3.23	3.23	0.2%
thereof personal loans	1.98	1.77	12.0%	1.00	0.79	27.3%
Transaction volume per sales day (€ million)**	422.4	336.3	25.6%	417.0	348.9	19.5%
Segment Private Clients						
Volume of new loans brokered* Dr. Klein Private Clients	5.12	4.56	12.5%	2.48	2.20	12.5%
Segment Real Estate Platform						
Value of the properties valued by VALUE AG	15.32	11.70	30.9%	7.58	5.02	51.0%
Value of all properties sold via FIO	9.35	6.64	40.7%	5.69	2.95	92.9%
Segment Insurance Platform						
Volume of policies (net premiums) migrated to SMART INSUR	30 June 2021	1 Jan 2021	ytd 2021 change	30 June 2021	31 Mar 2021	qtq 2021 change
	2.97	2.75	7.9%	2.97	2.83	4.9%

** All figures on the volume of financial products processed (mortgage finance, building finance ('Bausparen') and personal loans) are stated before cancellations and, consequently, cannot be compared directly with the revenue figures shown, which exclude subsequent cancellations. Neither the revenue nor the earnings generated by Hypoport can be directly extrapolated from the transaction figures given above.*

*** Sales days are defined as the number of bank working days less half of the number of 'bridging days' (days falling between public holidays and weekends).*

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 2,200 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 more than 35,000 transactions per month on Europace, generating a volume of more than €8 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.

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