

Press release

Operational key figures for Q1–Q3 2021

Hypoport SE: platform-based business models grow despite pronounced effect of holiday period during the summer months

- Transaction volume on Europace up by 16 per cent compared with first nine months of 2020
- Cooperative banks remain the fastest-growing user group with a rise of nearly 70 per cent; increase of nearly 30 per cent for the savings banks
- Value AG's valuation volume and FIO's sales volume up by more than 20 per cent
- Volume of new loans brokered on the property financing platform for the housing industry increases by more than 20 per cent
- Insurance portfolios migrated to the SMART INSUR platform with an over 20 per cent rise in volume of premiums

Berlin, 13 October 2021: The Hypoport Group's platform-based business models recorded double-digit percentage increases in their operational key figures for the first nine months of 2021. These growth rates were once again well above those of the respective markets in which the businesses operate.

Credit Platform segment: In the first nine months of 2021, Europace increased its transaction volume* by a significant 16 per cent. The total volume climbed to €76 billion, while the transaction volume per sales day** advanced by 17 per cent to €403 million. Mortgage finance, which is by far the largest product group, saw its transaction volume grow by 20 per cent to €63 billion. In the second-largest product group, building finance, the transaction volume held steady at around €10 billion even though the market as a whole shrank slightly. The volume in the smallest product group, personal loans, went up by 13 per cent to €3 billion whereas the overall market experienced a significant downturn.

FINMAS, the sub-marketplace for institutions in the savings banks sector, increased its volume of transactions* by 28 per cent to more than €7.8 billion in the first nine months of 2021. In the cooperative banking sector, institutions used the dedicated GENOPACE sub-marketplace to generate a volume of €9.4 billion, an impressive jump of 69 per cent. Alongside these groups of banks, the volume generated by non-captive financial product distributors and private commercial banks also expanded at a much faster rate than the market, with increases of over 10 per cent and nearly 20 per cent respectively.

Private Clients segment: The volume brokered by Dr. Klein* advanced by 9 per cent to €7.4 billion in the first three quarters of 2021.

Real Estate Platform segment: The property valuation platform of Value AG and the property sales platform of FIO Systems AG improved their operational key figures by more than 20 per cent in the reporting period. The value of residential properties inspected and appraised by Value AG went up by 23 per cent to €22.7 billion. The value of the properties sold by FIO rose by 22 per cent to €12.7 billion. Dr. Klein WoWi, the property financing platform for the housing industry, increased its transaction volume by 21 per cent to €1.5 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. The portfolio volume amounted to €3.30 billion as at 30 September 2021, which is 20 per cent higher than at the beginning of the year.

Ronald Slabke, Chief Executive Officer of Hypoport SE, expressed his satisfaction with the Group's operating performance during the reporting period and gave the following assessment with regard to the currently muted market environment in the summer months: "Whereas the respective markets as a whole expanded only slightly, or even contracted, we were able to significantly increase the volumes on our B2B platforms in the first nine months of the year. In the case of our business models that help private individuals to purchase residential property, we found that it took much longer for properties to sell during the summer months even though the supply of new properties remained constant. Compared with pandemic-hit 2020, the summer season resulted in a noticeable slowdown in the market. Potential property buyers were evidently taking their holidays during this time. In the third quarter, this led to much fewer property transactions than in previous years and thus to only a modest increase in transaction and lending volumes. Furthermore, the uncertainty surrounding the German election added to property buyers' hesitancy, particularly in the rental segment. By contrast, the housing industry and medium-sized companies in Germany took advantage of the modestly rising interest-rate environment to engage in interest-rate hedging and sought advice on how to access government funding. We have now diversified the Hypoport Group in such a way that our success is no longer dependent on short-term trends in one particular market."

Operational key figures transaction-based business models						
(€ billion)	Q1-Q3 2021	Q1-Q3 2020	Q1-Q3 change	Q3 2021	Q3 2020	Q3 change
Segment Credit platform						
Total transaction volume Europace*	76.29	65.49	16.5%	24.12	23.62	2.2%
thereof mortgage finance	63.36	52.91	19.8%	19.98	19.09	4.6%
thereof building finance	9.87	9.88	-0.1%	3.06	3.59	-14.7%
thereof personal loans	3.06	2.70	13.3%	1.08	0.94	15.9%
Transaction volume per sales day (€ million)**	402.6	343.8	17.1%	365.5	348.9	2.2%
Segment Private Clients						
Volume of new loans brokered* Dr. Klein Private Clients	7.44	6.84	8.8%	2.31	2.28	1.5%
Segment Real Estate Platform						
Value of the properties valued by VALUE AG	22.68	18.44	23.0%	7.36	6.74	9.2%
Value of all properties sold via FIO	12.73	10.46	21.7%	3.38	3.82	-11.5%
Transaction volume Property financing platform Dr. Klein WoWi	1.51	1.24	21.3%	0.48	0.26	85.6%
Segment Insurance Platform						
Volume of policies (net premiums) migrated to SMART INSUR	30 Sept 2021	1 Jan 2021	ytd 2021 change	30 Sept 2021	31 Jun 2021	qtq 2021 change
	3.30	2.75	20.2%	3.30	2.97	11.4%

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 approx. 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. They are included in the MDAX since September 2021.

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