

## Q4 KPIs with improvement vs. Q3

*Hypoport has reported KPIs for Q4. Growth rates at Europace and Dr. Klein have improved again vs. Q3. Europace reported a financing transaction volume of EUR 25.9bn, an increase by 8% yoy. For the full year, volume was up by 14% yoy, slightly down vs. the 9M growth rate of 17% yoy. FINMAS reported a strong performance for Q4 with an increase of the financing volume by 42% yoy, GENOPACE reported an increased by 33% yoy. Mortgage finance volume has increased by 9% yoy to EUR 21.5bn (Q3: +5% yoy), building finance volume was down by 3% yoy and the personal lines volume was up by 27% yoy. Dr. Klein private clients reported a financing volume of EUR 2.5bn, up by 8% yoy (Q3: +2% yoy). The value of properties valued by Value AG increased by 17% yoy to EUR 7.4bn, the value of properties sold via FIO declined by 16% yoy to EUR 3.9bn. Dr. Klein property financing platform reached a strong result with an increase of the brokered volume by 19% yoy to EUR 570m. Last but not least, the volume of migrated insurance premiums to SMIT increased by almost 10% qoq to EUR 3.5bn. All in all, Hypoport managed to increase growth rates again at Europace and Dr. Klein versus Q3, which had been negatively impacted in Q3 by the holiday season and a prolonged sales period due to the strong price increases. The latter has had again a negative impact on Q4 as well. Thanks to the fact that Hypoport has managed to diversify its business model over the last five years, it is today less dependent on Europace and Dr. Klein than it used to be. Hence, the slightly lower growth rates in Q4 compared to previous years should not be interpreted that way that Q4 earnings performance will be weaker. We expect a strong performance from REM Capital and a positive development yoy from the real estate platform. We confirm our Buy rating with a target price of EUR 575, we see the current low share price level as a good entry point.*

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