

# Successful start into the year

Financial figures as of 31st March 2011



9th May 2011 © 2011 Hypoport AG

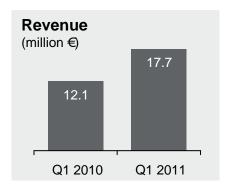


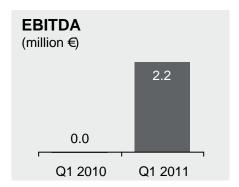
- 1. Overview of key performance indicators
- 2. Performance of the business units
- 3. Hypoport's shares
- 4. Outlook

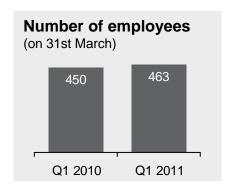


## Growth in sales and strengthened earnings provide successful start into the year

Key performance indicators of the Hypoport Group as of 31 March 2011







in thousand €	Q1 2011	Q1 2010	Change
Revenue	17,683	12,089	46%
Gross profit	10,367	7,134	45%
EBITDA	2,242	-28	8.107%
EBIT	982	-1,078	191%
Number of employees (31st March)	463	450	3%

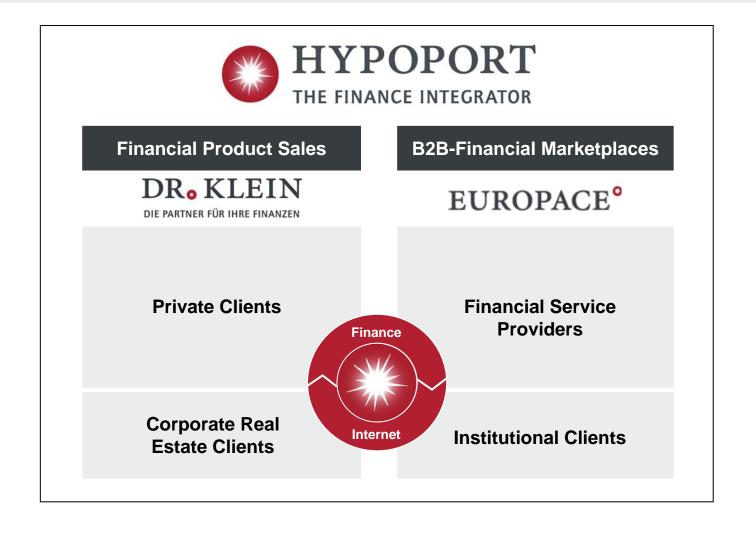


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## Hypoport is the internet-based Financial Service Provider

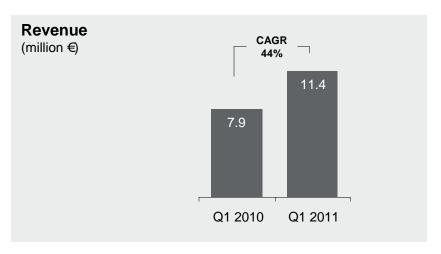
Two corporate divisions, four business units

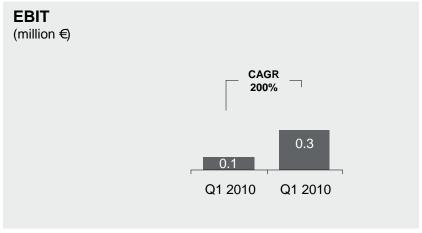




### **Business unit continues its dynamic growth**

Key figures of the business unit Private Clients





The dynamic of growth in private clients unit is driven by further expansion of branch and broker sales

Unique business model increases the of number of advisors contrary to the market trend

Segment loan brokerage benefits from enduring low interest rate level

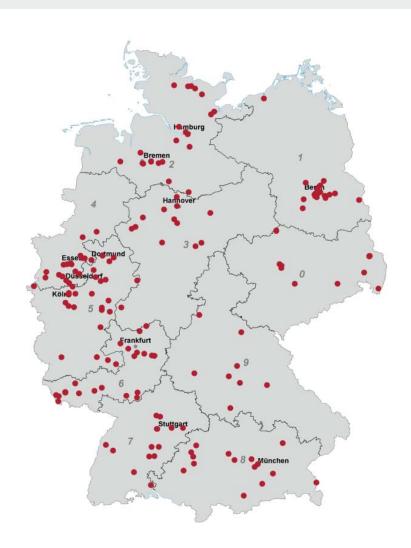
Further growth impulses by the expansion of the market presence in the insurance products segment

Take over of competitors by banks and insurance companies strengthen the position of Dr. Klein as a independent financial service provider

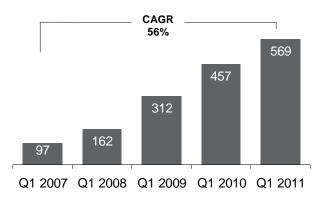


## Steady increase of number of advisors contrary to the market trend

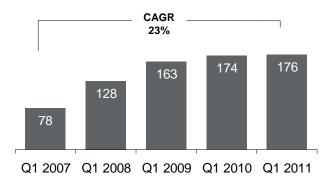
Development of the numbers of branches and advisors in branch-based sales



#### **Branch-based sales: Number of Advisors**



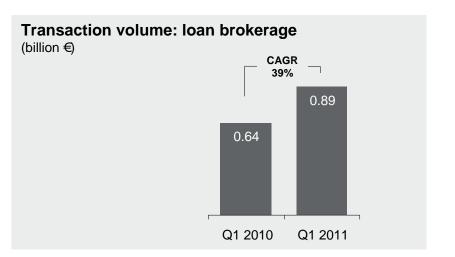
#### **Branch-based sales: Number of branches**

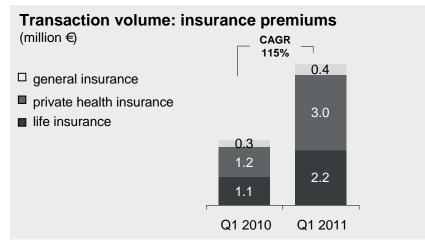


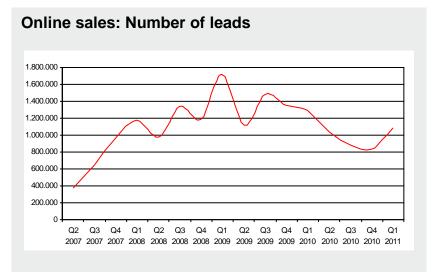


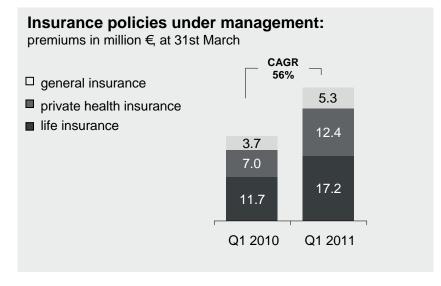
### **Insurance segment pushes growth of Private Clients unit**

More key figures of the business unit Private Clients





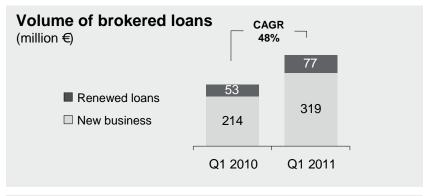


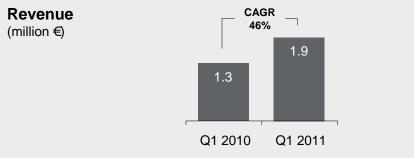


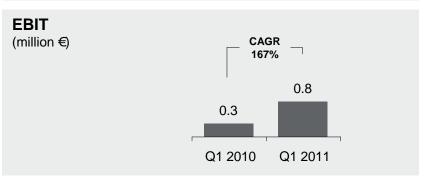


### Significant increase of revenue and earning due to strong market position

Key figures of the business unit Corporate Real Estate Clients







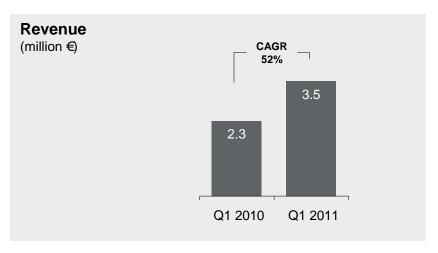
Profitable growth by the unique positioning as independent loan broker for large value credits

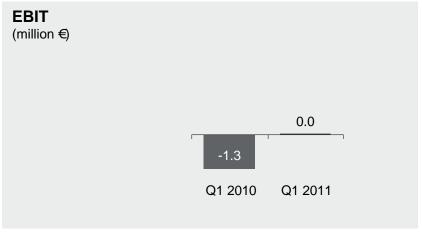
USP through internet based portfolio management solution for real estate investors



### Strong growth of EUROPACE platform leads to significant increase of revenue

Key figures of the business unit Financial Service Provider





Positive economic atmosphere and still low interest rate level lead to an excellent transaction volume

Regulatory environment and competitive pressure between the sales organisations make the use of EUROPACE more appealing

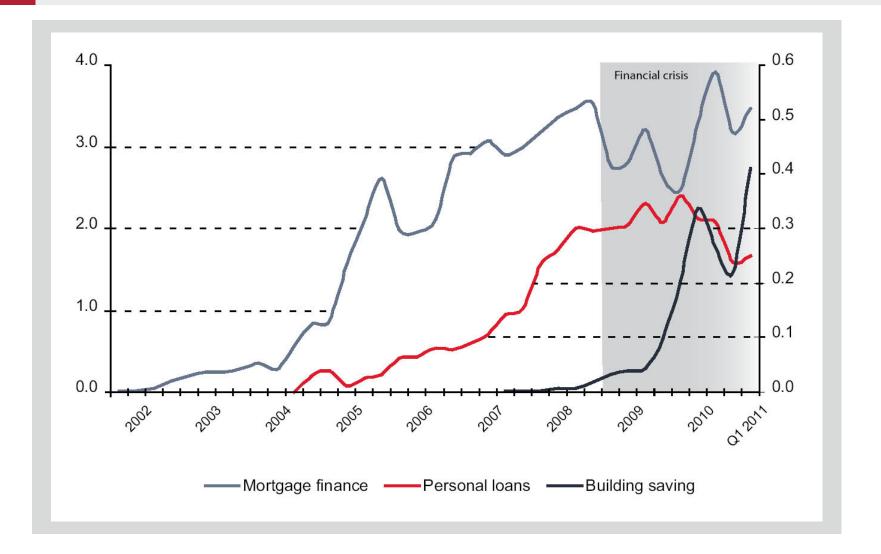
Further, positive development of transaction volume for GENOPACE and FINMAS

Positive development of revenue leads to a continuously positive development of earnings



## Stable mortgage financing, strong building society savings and weak personal loan market

Development of the transaction volume of EUROPACE in billion Euro





# **Expansion through five major projects**

Business unit carries costs of the strategic development projects of the EUROPACE market place

EUROPACE2 from 2008  New development of EUROPACE on a new technological basis	Status  EP2 Market-Engine: 55%, EP2 Frontend: before pile:
BOXL from Q2/2009 EUROPACE as interface between BHW and Postbank Finanzberatung	EP2 Market-Engine: 55%, EP2 Frontend: before pilot operation Rollout at 40%, Complete rollout until Q3 2011
GENOPACE from Q2/2008  EUROPACE für cooperative banks	50 VR-Banken on board, 1 billion € transaction volume
FINMAS from Q4/2009 EUROPACE for savings banks	Supported by 4 regional federations, 26 savings bank under contract
Hypoport Stater from 2007 EUROPACE in the	2nd Product partner before rollout

**Future investment** 

Increasing penetration of many market segments

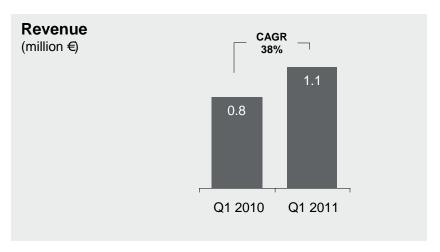
**Entry into new** (sub-)markets

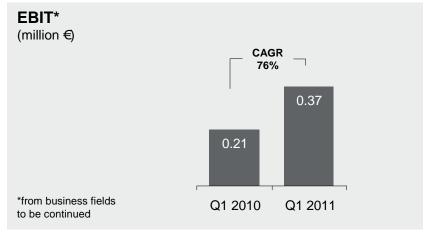
EUROPACE in the Netherlands



### **Exceptional growth leads to record in revenue and earnings**

Key figures of the business unit Institutional Clients





Business unit continuously benefits from the ideal product portfolio for the current needs of our customers

Stable customer relationships enable continuously positive development of revenues and earnings

Possibilities of internationalisation are examined in selected projects

Possible cooperations for the compliance of requirements of the European Central Bank regarding the reporting of banks are examined



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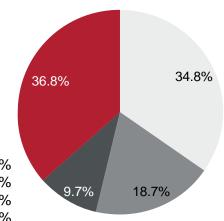
### Development of the company is not reflected in the price chart

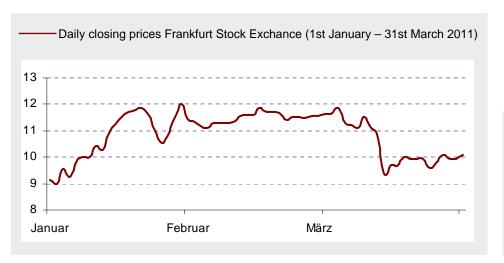
Share prices in the first Quarter 2011 und Breakdown of Shareholders as of 31 March 2011

# Number of shares: 6,194,958

- Revenia GmbH (Ronald Slabke, CEO)
- Kretschmar Familienstiftung
- Deutsche Postbank AG
- Free float
  Stephan Gawarecki
  Hans Peter Trampe
  other board members:
  other shareholders

3.0% 2.8% 4.3% 26.7%





#### **Basic data**

ISIN DE 000 549 3365 HYQ Symbol Type no-par shares Calculative Value 1.00 € 6,194,958.00 € Share capital Marktsegment Regulierter Markt Transparency Standard Prime Standard Indexmembership CDAX

> DAXsector All Financial Services GEX

Classic All Share

Prime All Share

#### **Designated Sponsor**

Close Brother Seydlers Bank AG

#### Research

Analyst	Recomm.	Target price	Datum
Equinet Investigator	Buy	17.00€	18th April 2011
CBS Research	Buy	16.80 €	05th April 2001
Lang & Schwarz	Buy	16.00€	04th April 2011
CBS Research	Buy	15.00 €	25th Januar 2011
Equinet Investigator	Buy	17.00 €	20th Januar 2011



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## Another challenging year to be mastered with strength

Outlook for 2011

We will continue to pursue our strategy of acquiring additional market shares

Main focus for the B2B financial market place is an increased penetration of the market segments and the entry into new markets

We aim for a distinct expansion of the branch and independent advisor network in 2011 to further increase regional presence

Assuming that our environment further stabilises, in 2011 we currently expect to see a distinct two-digit growth in revenue and earnings on previous year's level.