

Hypoport generates growth in turbulent times

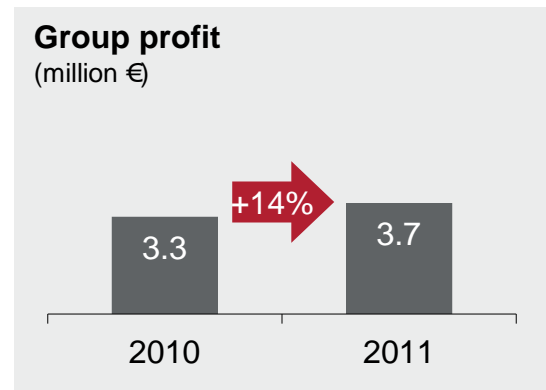
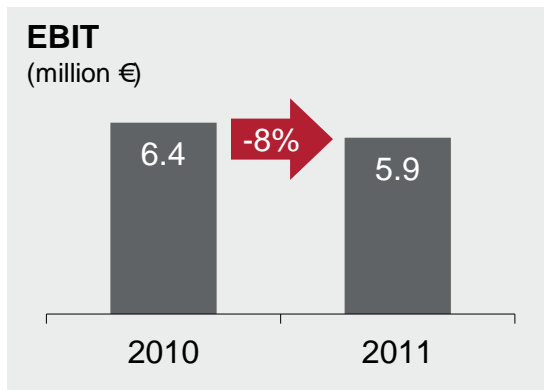
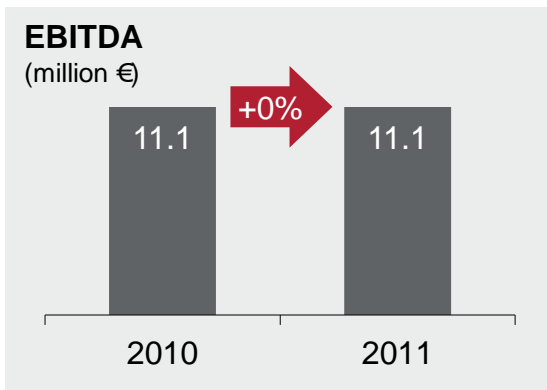
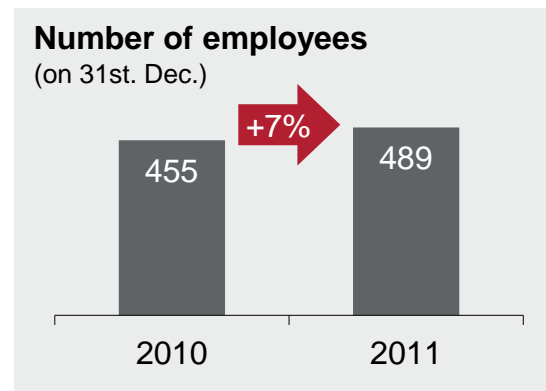
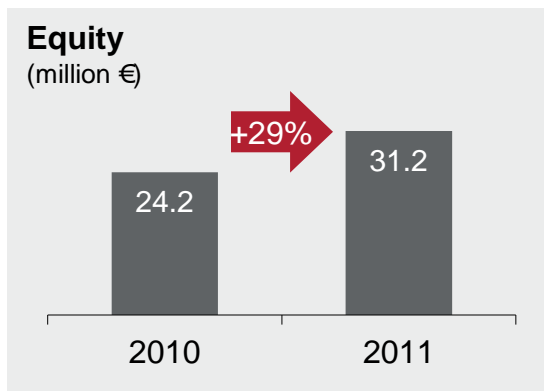
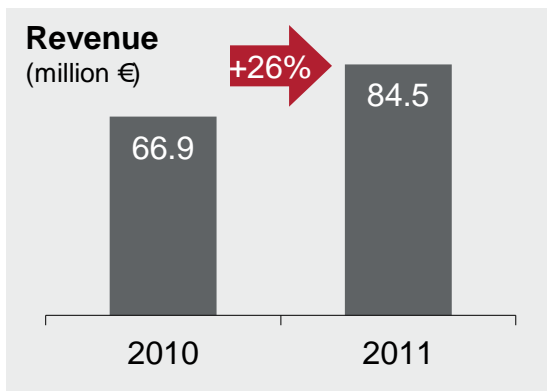
Preliminary results as of 31st December 2011

Contents

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

Company results annual results match prognosis

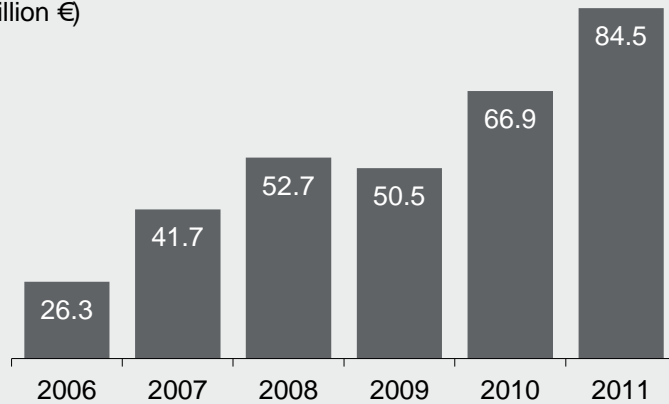
Key performance indicators of the Hypoport Group as of 31st December 2011 (preliminary)



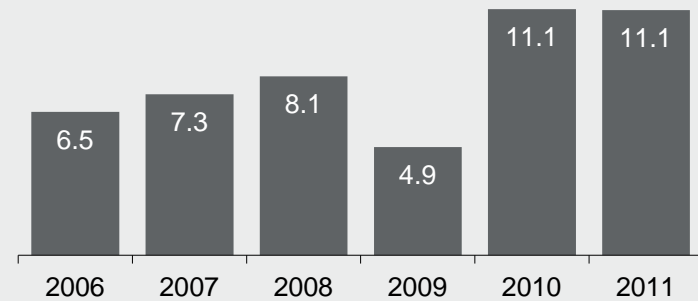
Hypoport grows constantly and profitable despite difficult market environment

Long-term view on important key performance indicators as of 31st December 2011 (preliminary)

Revenue
(million €)



EBITDA*
(million €)



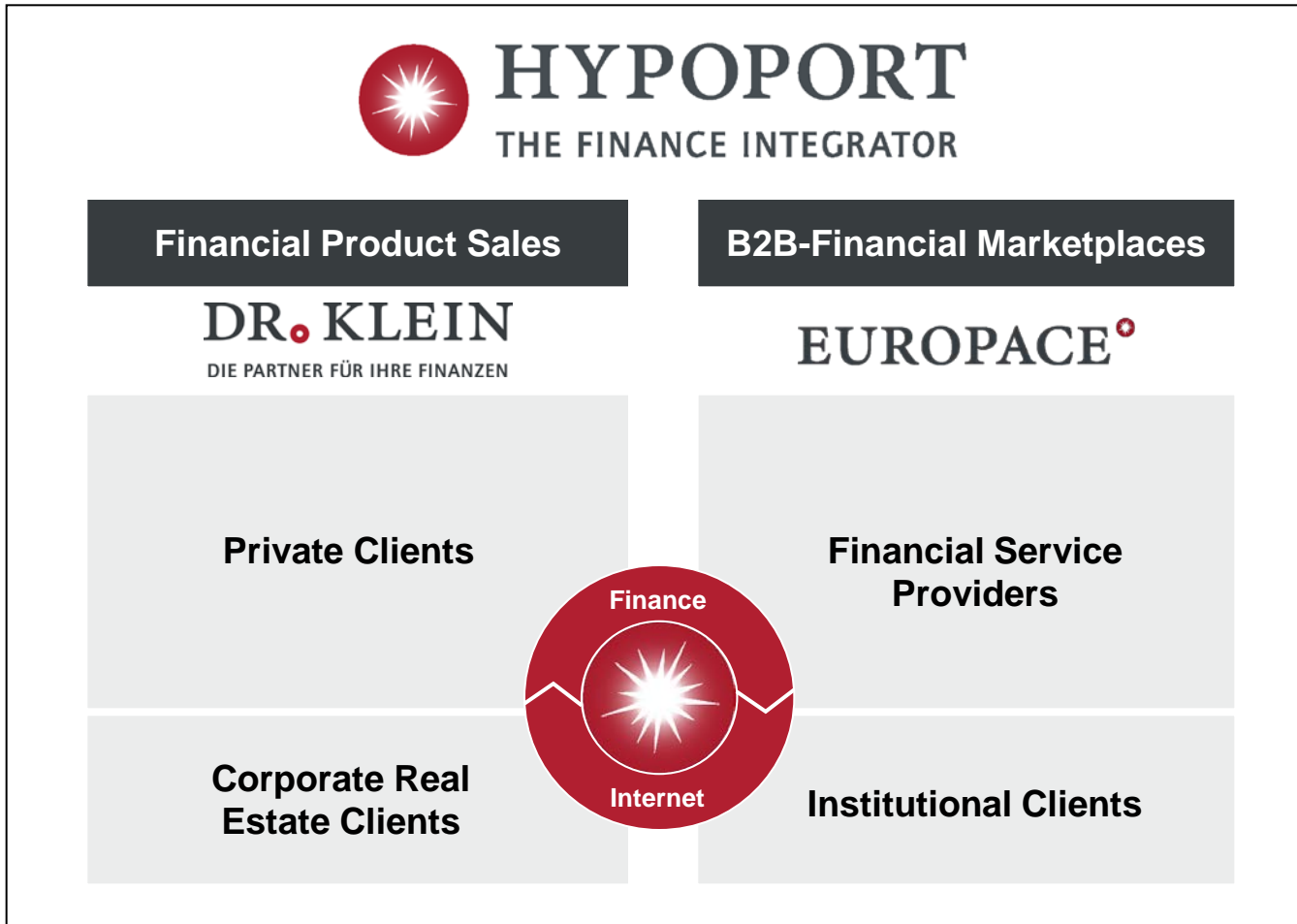
*from ongoing business units

Contents

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

Hypoport is the internet-based financial service provider

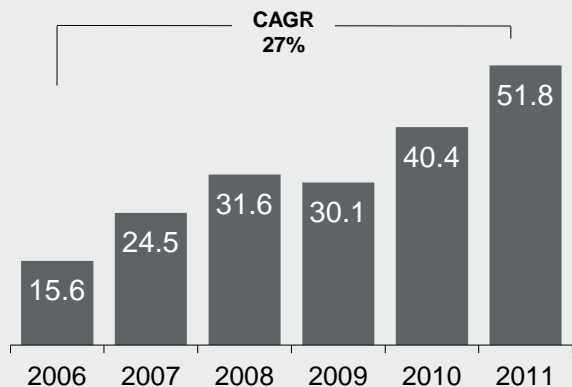
Two corporate divisions, four business units



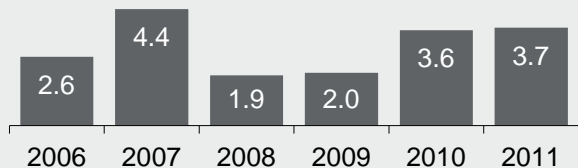
Dynamic growth of revenues continues

Key figures of the business unit Private Clients (preliminary)

Revenue
(million €)



EBIT
(million €)



Insurance business grows in a stagnating market.

Strong demand for mortgage financing supports the positive development of revenues. Fragmented supplier side leads to higher costs in processing.

Expansion of the sales force was pushed with the focus on the number of advisors. Professionalisation of the branches advances significantly.

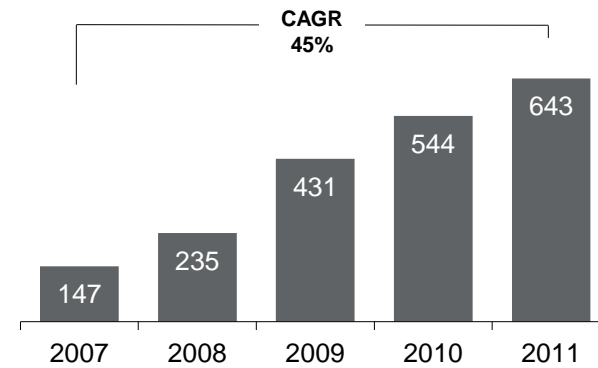
The brand consolidation under the name Dr. Klein successfully completed

Strong growth of number of advisors continues

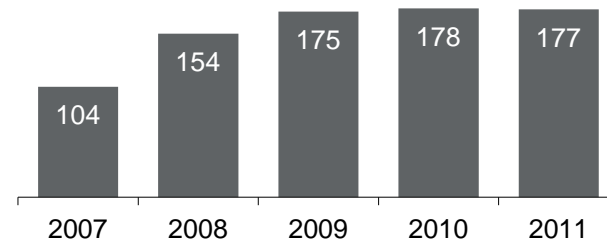
Development of the number of branches and advisors in branch-based sales



Branch-based sales: Number of advisors



Branch-based sales: Number of branches

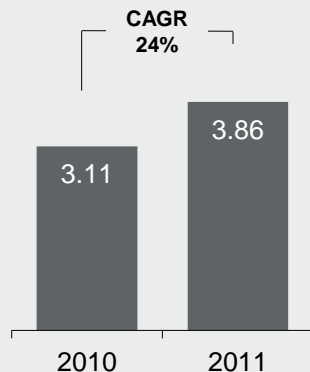


Insurance business grows in a stagnating market

More key figures of the business unit Private Clients

Transaction volume: loan brokerage

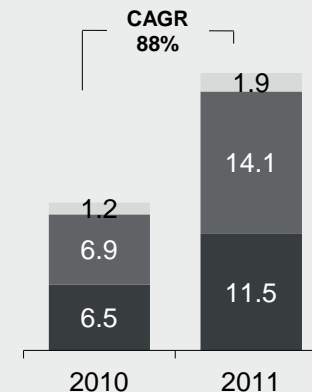
(loan volume billion €)



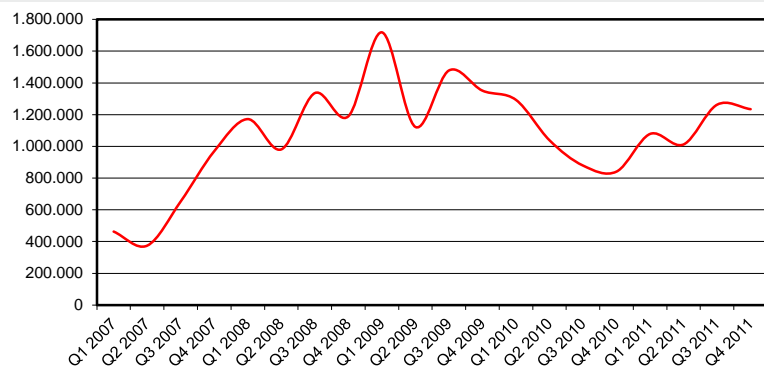
Transaction volume insurance :

(premiums million €)

- general insurance
- private health insurance
- life insurance



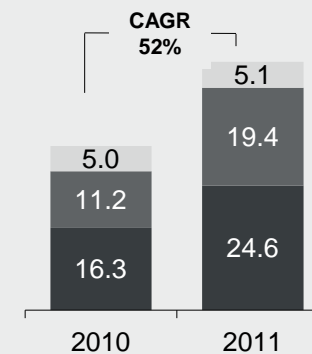
Online sales: Number of leads



Insurance policies under management:

premiums in million €, at 31st Dec.

- general insurance
- private health insurance
- life insurance

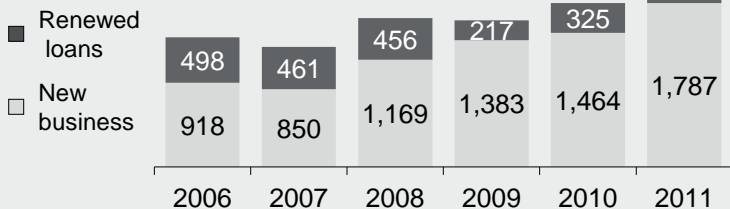


Market leadership pays off

Key figures of the business unit Corporate Real Estate Clients (preliminary)

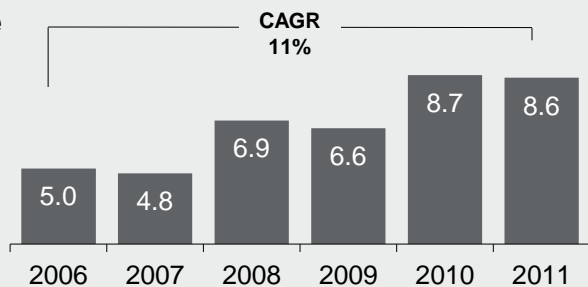
Volume of brokered loans

(million €)



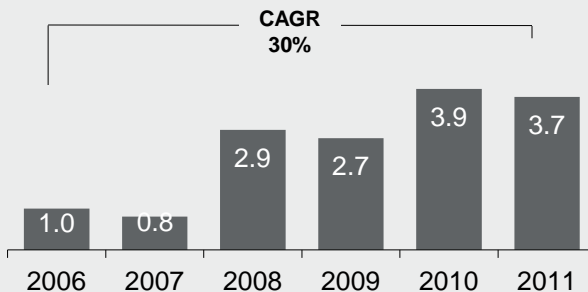
Revenue

(million €)



EBIT

(million €)



Business unit follows up to the outstanding previous year; record result was nearly reached again.

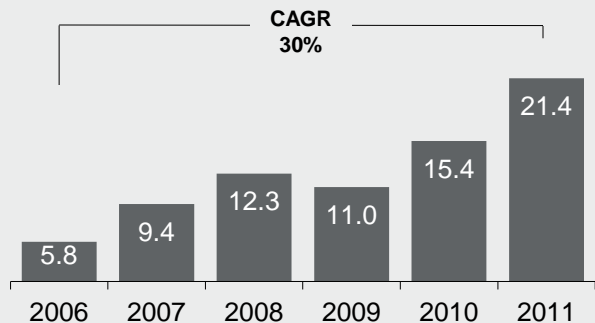
Successful large-scale projects strengthen reputation in the industry.

Strong growth in brokered volume of narrow margined products.

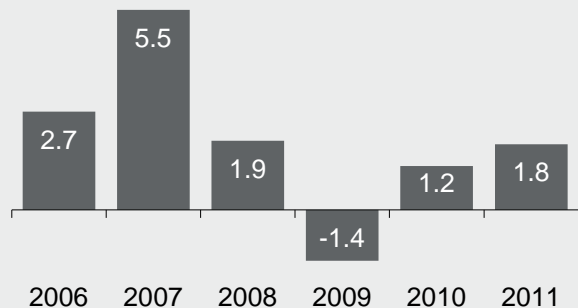
Dynamic growth of revenues due to new developments and positive market environment

Key figures of the business unit Financial Service Provider (preliminary)

Revenue
(million €)



EBIT
(million €)



Positive economic environment and increasing market penetration of EUROPACE technology support growth of revenues.

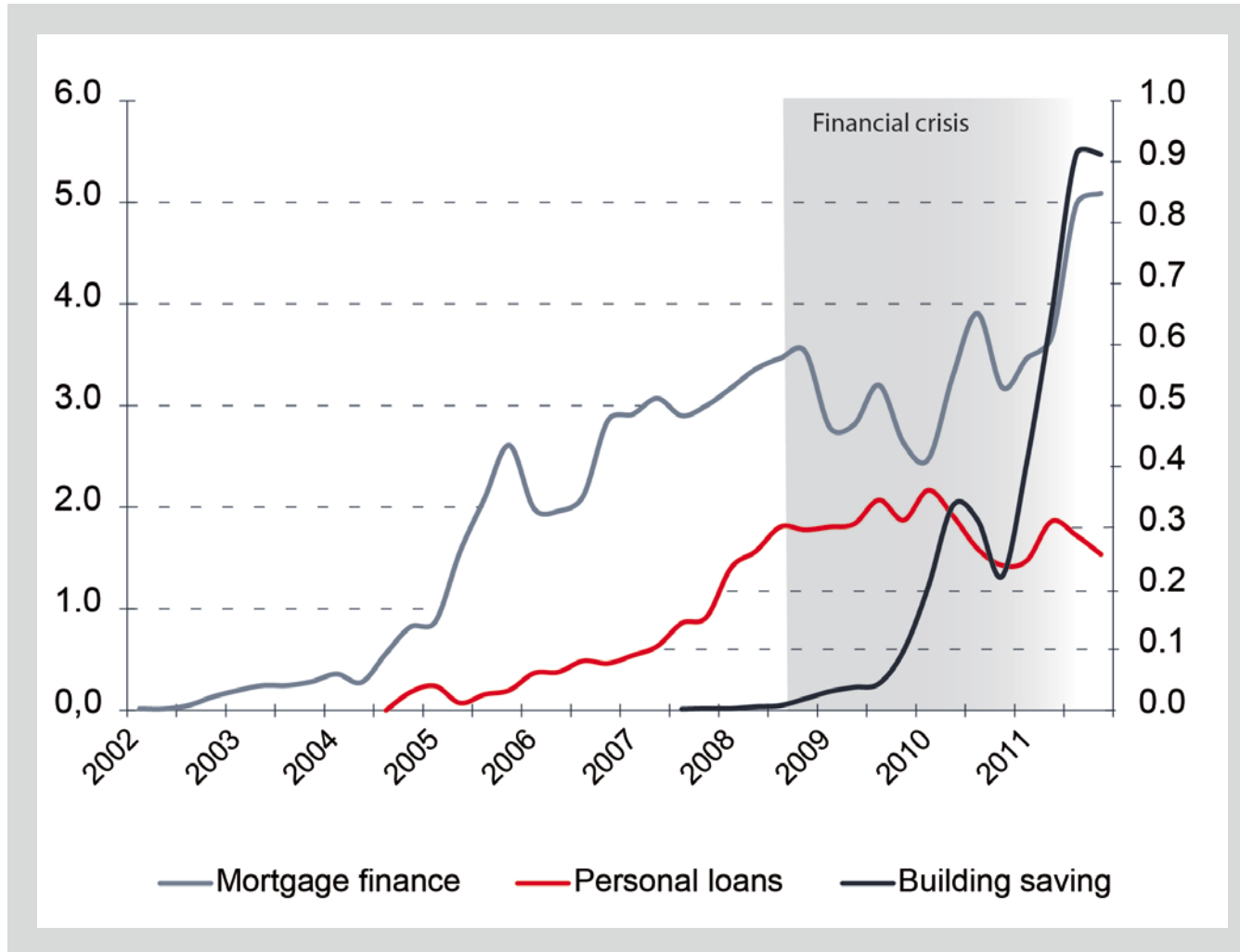
Increasing expenses due to the regionalisation of the supplier side.

Revenues from the narrow margined packaging business increase.

Investments into the platform are continued on a high level.

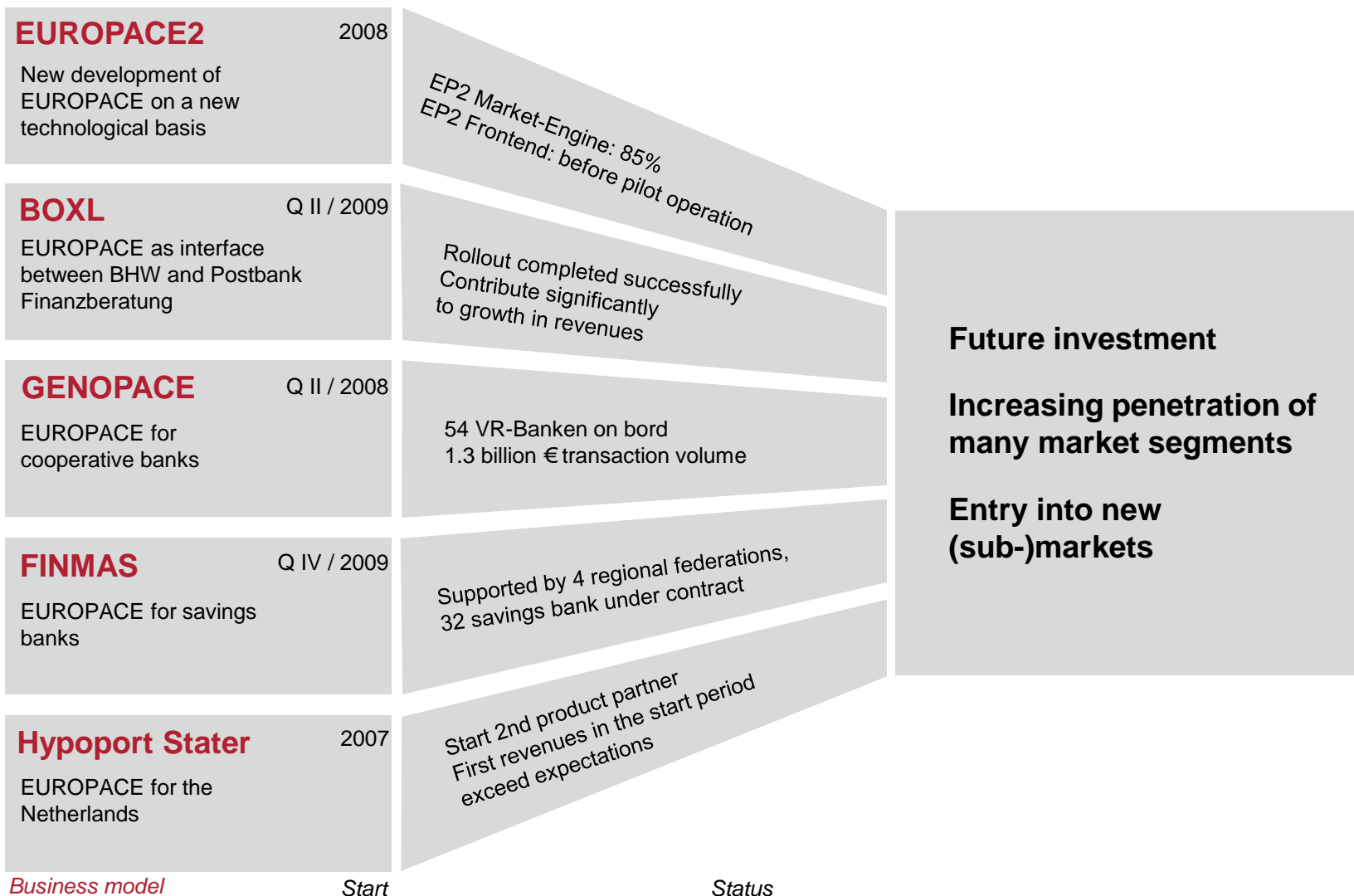
Transaction volume increases from 15 to 21 billion Euro per year

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

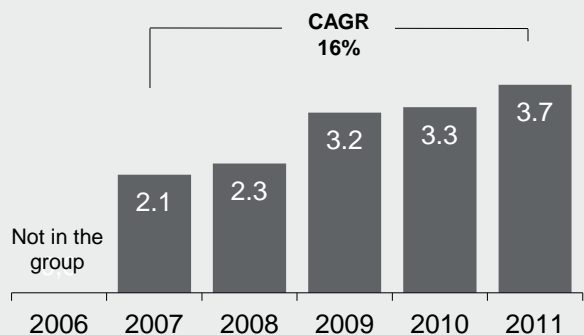


Business unit holds on leading position in the market

Key figures of the business unit Institutional Clients (preliminary)

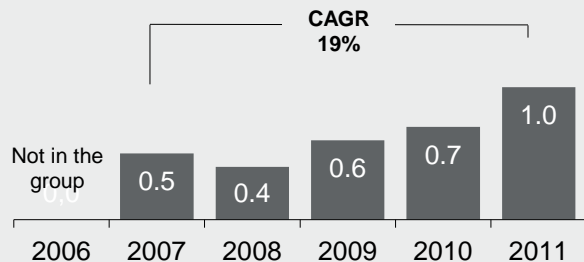
Revenue

(million €)



EBIT

(million €)



Continuation of successful business policy.

With effect from beginning of 2012 the business unit is merged with the business unit Corporate Real Estate Clients to the new business unit Institutional Clients.

Contents

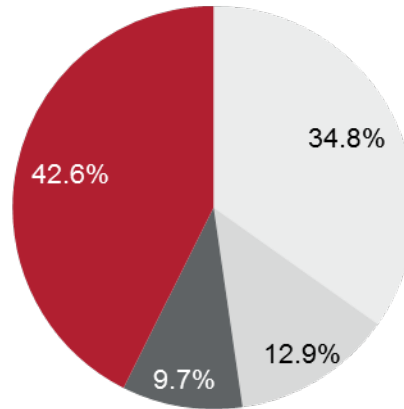
1. Overview of key performance indicators
2. Performance of the business units
3. **Hypoport's shares**
4. Outlook

Company development is not reflected in the share prices

Share prices in 2011 und breakdown of shareholders as of 31st Dezember 2011

Number of shares: 6,194,958

- Revenia GmbH (Ronald Slabke, CEO)
- Kretschmar Familienstiftung
- Deutsche Postbank AG
- Free float
 - Stephan Gawarecki 3.0%
 - Hans Peter Trampe 2.8%
 - other board members: 2.7%
 - other shareholders 34.1%



Basic data

ISIN	DE 000 549 3365
Symbol	HYQ
Market segment	Regulated market
Transparency Standard	Prime Standard

Designated Sponsor

Close Brother Seydler Bank AG

Activities for investors

21.11.2011	German Equity Forum
20.09.2011	Roadshow (Equinet)
17.06.2011	Annual Meeting
01.06.2011	Roadshow (Lang&Schwarz)
08.03.2011	Roadshow (Equinet)
02.02.2011	CBS Small & Midcap Conference

— Daily closing prices Frankfurt Stock Exchange (1st Jan – 31st Dec 2011)



Research in 2011

Analyst	Recomm.	Target price	Date
CBS Research	Buy	17.00 €	07.11.2011
Equinet Investigator	Buy	13.00 €	11.08.2011
Lang & Schwarz	Buy	14.40 €	10.08.2011
CBS Research	Buy	16.00 €	10.08.2011
CBS Research	Buy	16.80 €	09.05.2001
Lang & Schwarz	Buy	16.00 €	09.05.2001
Equinet Investigator	Buy	17.00 €	18.04.2011
CBS Research	Buy	16.80 €	05.04.2001
Lang & Schwarz	Buy	16.00 €	04.04.2011
CBS Research	Buy	15.00 €	25.01.2011
Equinet Investigator	Buy	17.00 €	20.01.2011

Contents


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

Keep on going on the way to the top!


Outlook for 2012




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 product and customer segments that round up the market place



In the Private Clients Unit we aim for a distinct expansion of the independent advisor numbers in our branch- and broker network



Assuming that our environment remains stable, in 2012 we currently expect to see a distinct two-digit growth in revenue and earnings above previous year's level.