

# Strong basis for up-coming challenges

Financial figures as of 30th June 2011



8th August 2011 © 2011 Hypoport AG

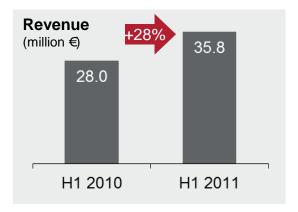


- 1. Overview of key performance indicators
- 2. Performance of the business units
- 3. Hypoport's shares
- 4. Outlook

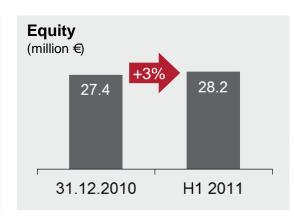


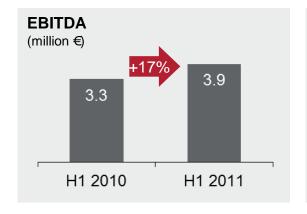
#### **Growth in revenue confirms forecast**

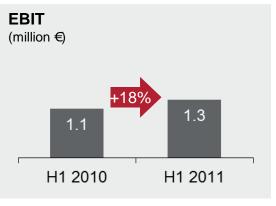
Key performance indicators of the Hypoport Group as of 30th June 2011

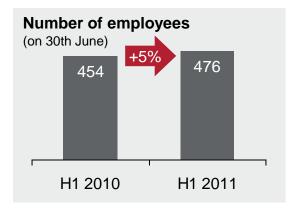












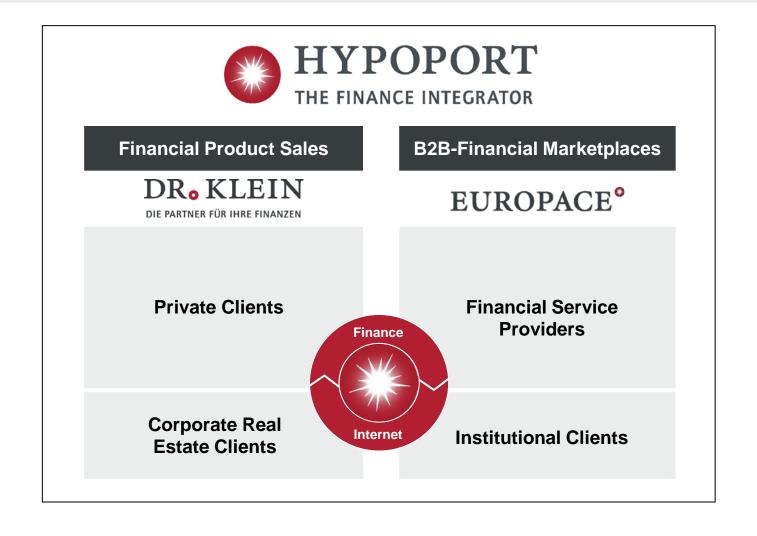


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## **Hypoport is the Internet-based Financial Service Provider**

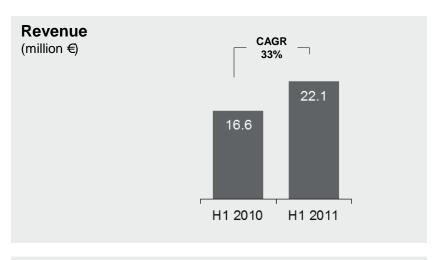
Two corporate divisions, four business units

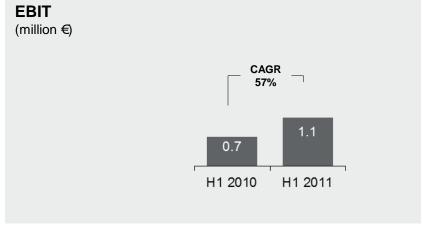




#### Private client business continuous its dynamic growth

Key figures of the business unit Private Clients





Dynamic growth in revenue and earnings

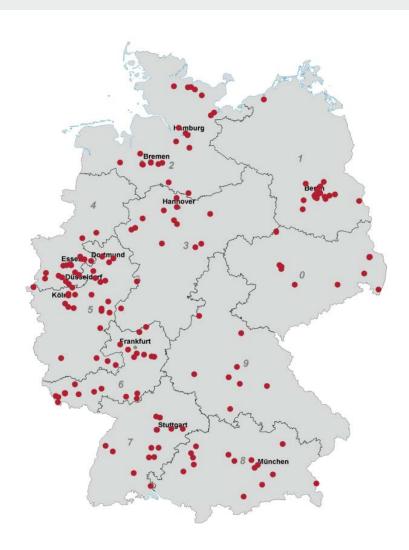
Successfull fusion of brands and continued sales expansion

Development of innovative products in order to fulfill clients needs

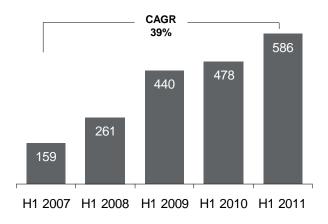


#### More advisors boost nation-wide presence

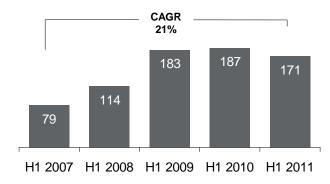
Development of the numbers of branches and advisors in branch-based sales



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



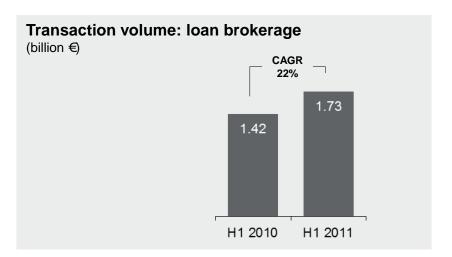
#### **Branch-based sales: Number of branches**

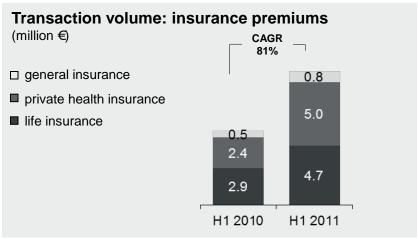




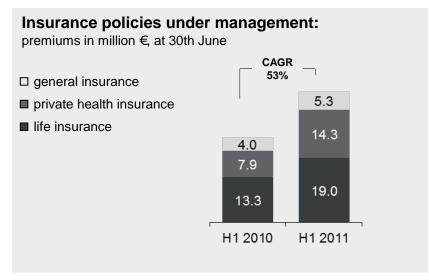
## Insurance products are outperforming

More key figures of the business unit Private Clients





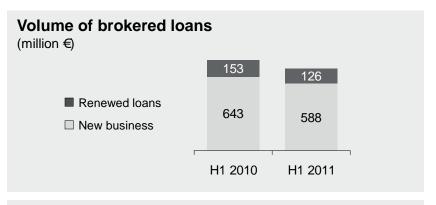


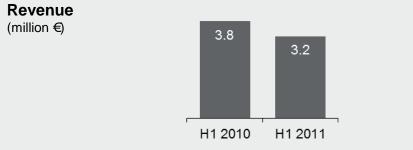


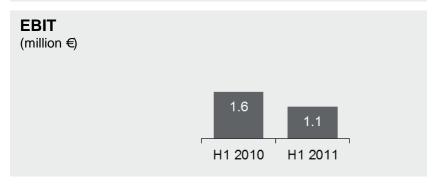


## Sound business with fewer big deals

Key figures of the business unit Corporate Real Estate Clients







Business unit shows weaker second quarter due to fewer big deals

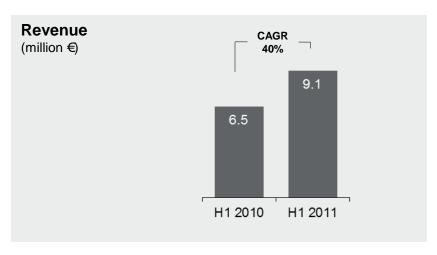
Positive expectations for the second half year due to a properly filled pipeline

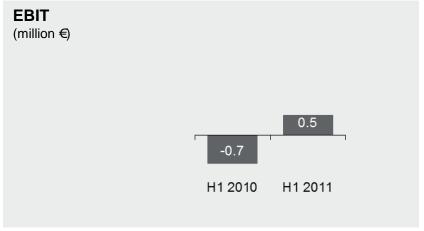
High volatility within the fiscal year is in the business' nature



## Investments into the platform pay off

Key figures of the business unit Financial Service Provider





Overproportional growth in revenue

1 billion € transaction volume via BOXL

Revenues with narrow margin from the packaging business increase

Turnaround on earnings as expected

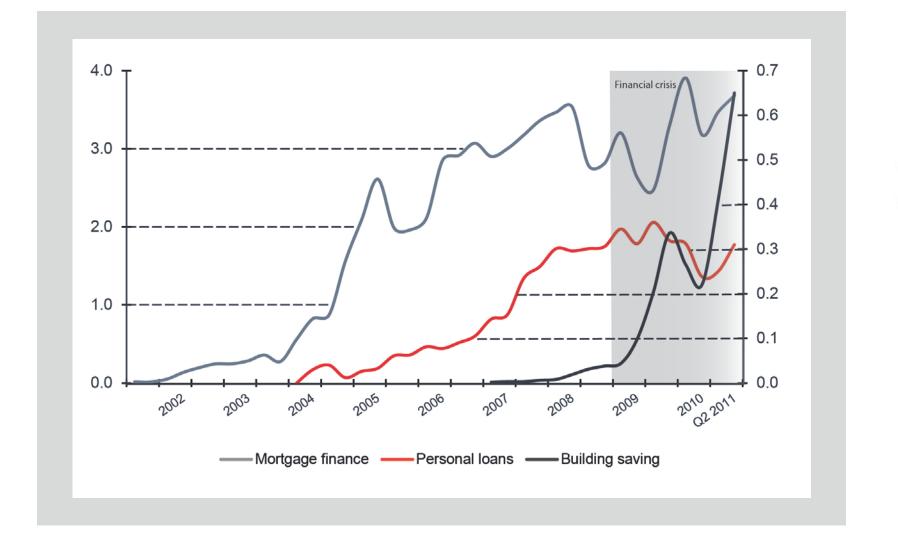
Investments into the platform are continued

Missing stimulus from the market environment



## New record in transaction volume in second quarter: 4.64 billion Euro

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  New development of EUROPACE on a new technological basis	2008	EP2 Market-Engine: 65%, EP2 Frontend: before pilot operation
BOXL EUROPACE as interface between BHW and Postba Finanzberatung	Q II / 2009 ank	Rollout at 70%, Complete rollout until Q3 2011
GENOPACE  EUROPACE für	Q II / 2008	50 VR-Banken on board, 1 billion € transaction volume

Start

# FINMAS Q IV / 2009

EUROPACE für Sparkassen

Business model

cooperative banks

# **Hypoport Stater** 2007

EUROPACE for savings banks

Supported by 4 regional federations, 26 savings bank under contract

2nd Product partner before rollout in Q3 2011

Status

#### **Future investment**

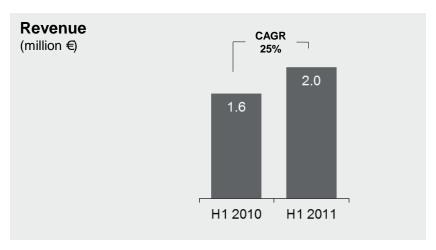
Increasing penetration of many market segments

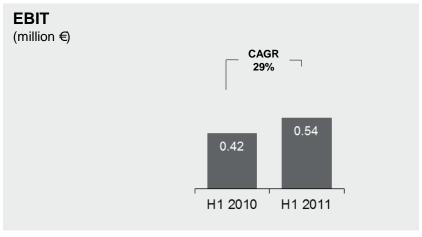
Entry into new (sub-)markets



## Business unit successfully approaches new projects

Key figures of the business unit Institutional Clients





Possibilities of internationalisation in selected projects especially in Belgium are examined

For the fulfillment of the requirements of the European Central Bank regarding the reporting of banks a dutch joint venture with ATC was founded

Another joint venture has been founded in South Africa to develop this new market



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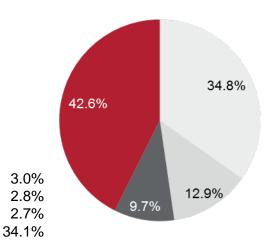
## The freefloat increases to 42 per cent

Share prices in the first half year 2011 und breakdown of shareholders as of 30 June 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%



# Daily closing prices Frankfurt Stock Exchance (1st Jan – 30th June 2011) Daily closing prices Frankfurt Stock Exchance (1st Jan – 30th June 2011) Jan Feb March April May June

#### **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**

22.11.2010 German Equity Forum
02.02.2011 CBS Small & Midcap Conference
08.03.2011 Roadshow (Equinet)

01.06.2011 Roadshow (Lang&Schwarz)

17.06.2011 Annual Meeting

#### Research in 2nd quarter 2011

Analyst	Recomm.	Target price	Datum
CBS Research	Buy	16.80 €	09th May 2001
Lang & Schwarz	Buy	16.00 €	09th May 2001
Equinet Investigator	Buy	17.00 €	18th April 2011
CBS Research	Buy	16.80 €	05th April 2001
Lang & Schwarz	Buy	16.00 €	04th April 2011



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## Strong basis allow us to manage challenges

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.