



## **Insurance market slows business operations**

**Financial figures as of 30th September 2012**

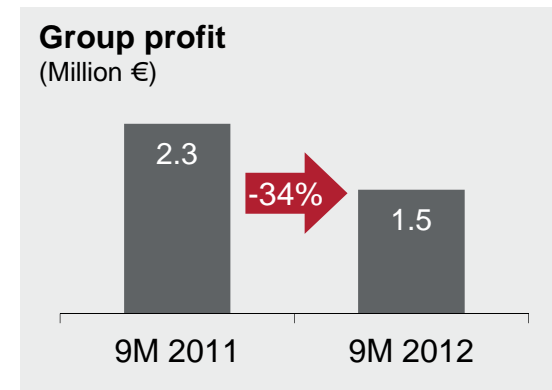
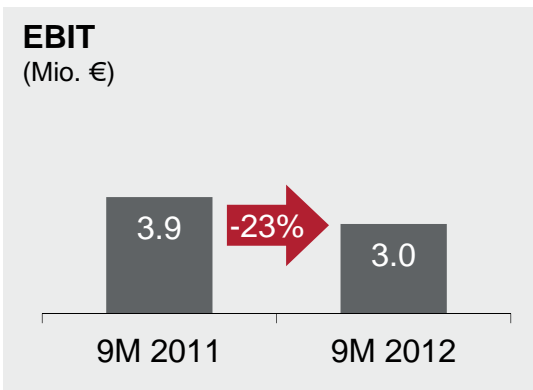
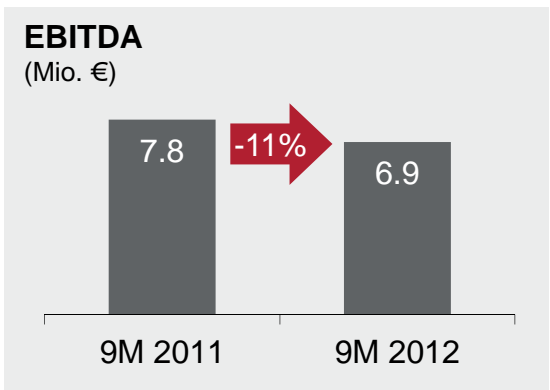
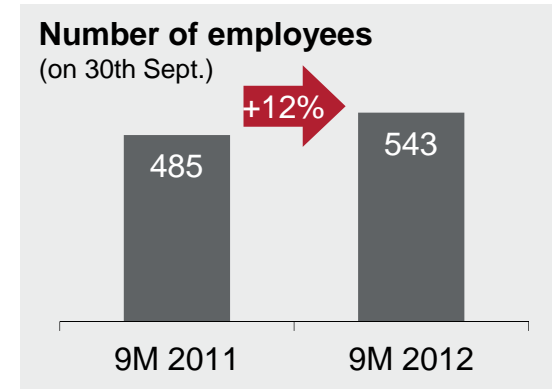
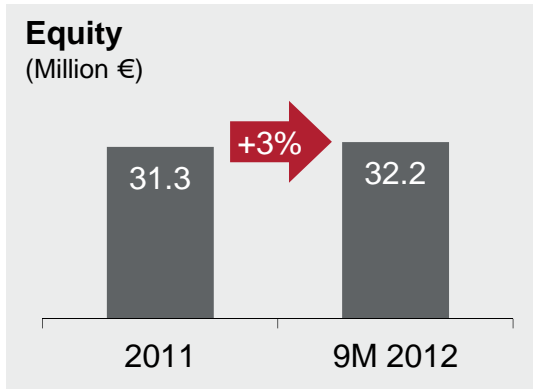
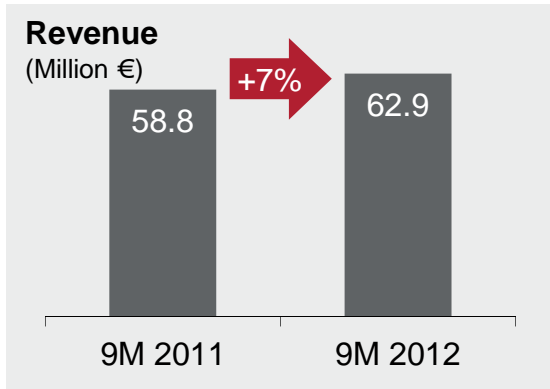


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- 2. Performance of the business units**
- 3. Hypoport's shares**
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## Results below expectations

Key performance indicators of the Hypoport Group as of 30th September 2012





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2. **Performance of the business units**
3. Hypoport's shares
4. Outlook

**Three business units – one group**

Business unit Private Clients

**DR. KLEIN**  
DIE PARTNER FÜR IHRE FINANZEN

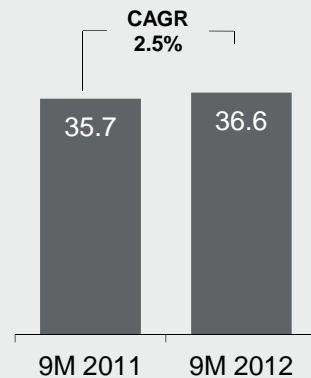


**EUROPACE**

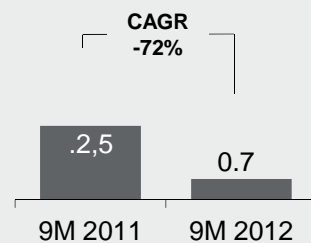
## Weak insurance performance weighs on business unit results

Key figures of the business unit Private Clients

### Revenue (Million €)



### EBIT (Million €)



Positive trend in mortgage finance continues.

Very difficult conditions in the insurance because retirement provision products suffer from low interest level and the current state of private health insurance. So far no noticeable stimulatory impulses through gender neutral tariffs.

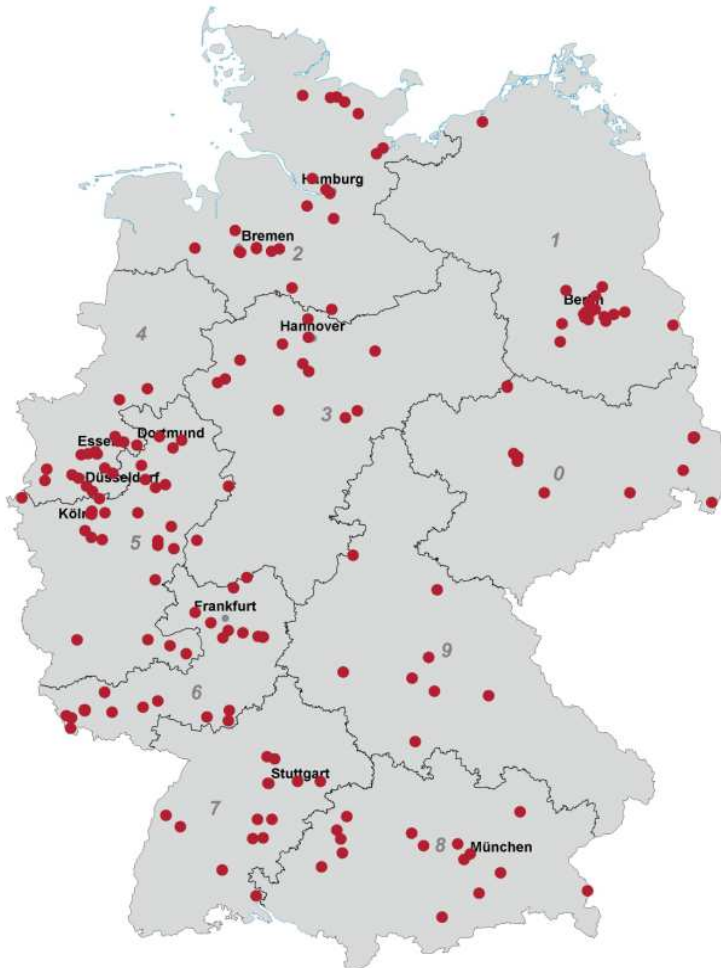
Legal regulations for commission cap and extended cancellation liability time for private health insurance business reduce EBIT.

Weak sector increases growth of franchise organization because of more competitive business model.

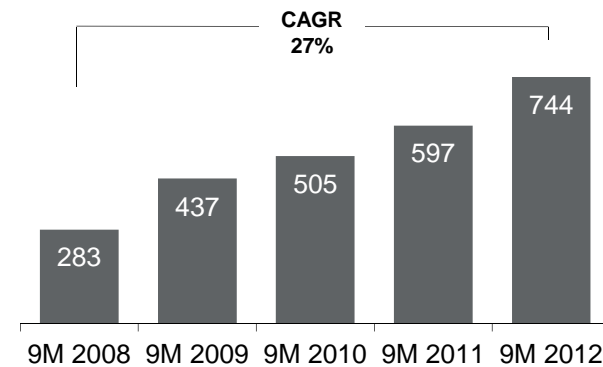
Weak development with basic money investment products because financial providers have less need of customers deposit due to ECB monetary policy following „cheap money“.

## Again more advisors and branches boost nationwide presence

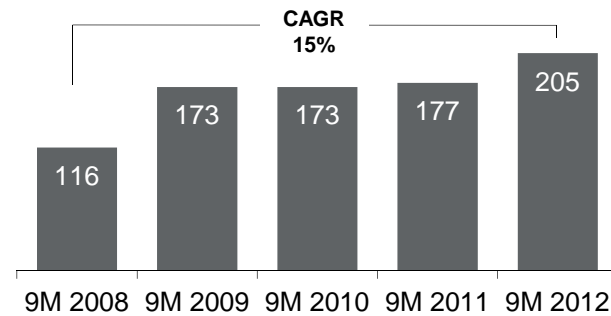
Development of the number of branches and advisors in branch-based sale



### Branch-based sales: Number of Advisors



### Branch-based sales: Number of branches

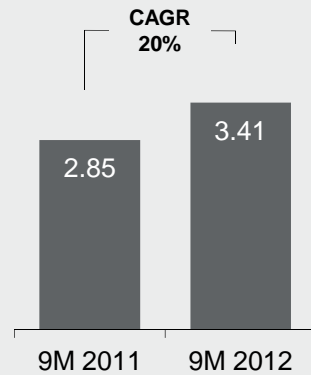


## Very light transaction volume for insurances

More key figures of the business unit Private Clients

### Transaction volume: loan brokerage

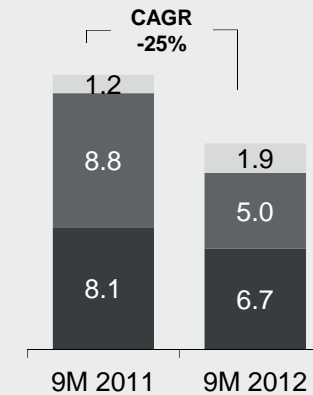
(Billion €)



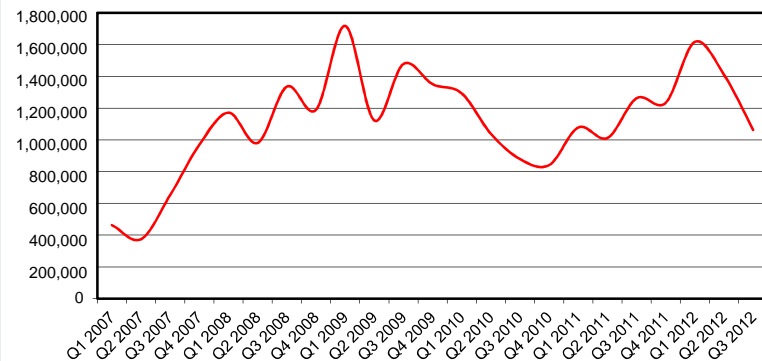
### Transaction volume: insurance premiums

(Million €)

- general insurance
- private health insurance
- life insurance



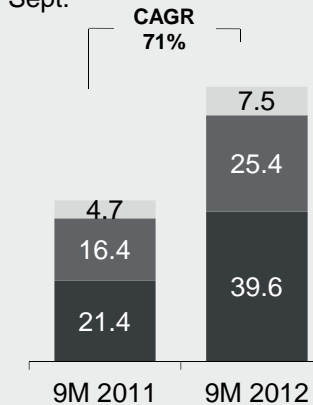
### Online sales: Number of leads



### Insurance policies under management:

premiums in million €, at 30th Sept.

- general insurance
- private health insurance
- life insurance





**Three business units – one group**

Business unit Financial Service Providers

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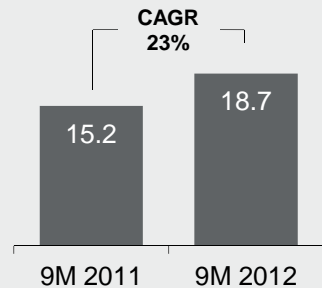


**EUROPACE**

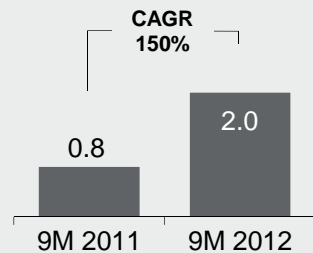
## Respectable trend of earnings in a continuing positive market

Key figures of business unit Financial Service Providers

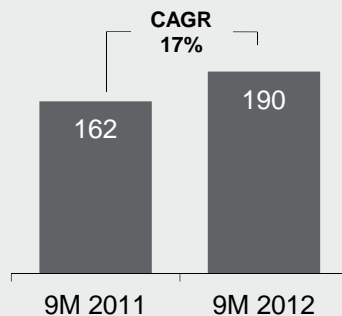
### Revenue (Million €)



### EBIT (Million €)



### Number of partners



Quarterly profits benefit from continuing favorable market conditions.

Transaction volume already reaches results of previous year at end of QIII.

Longer average fixed interest rates because of low interest level compensate for declining conversion quotes.

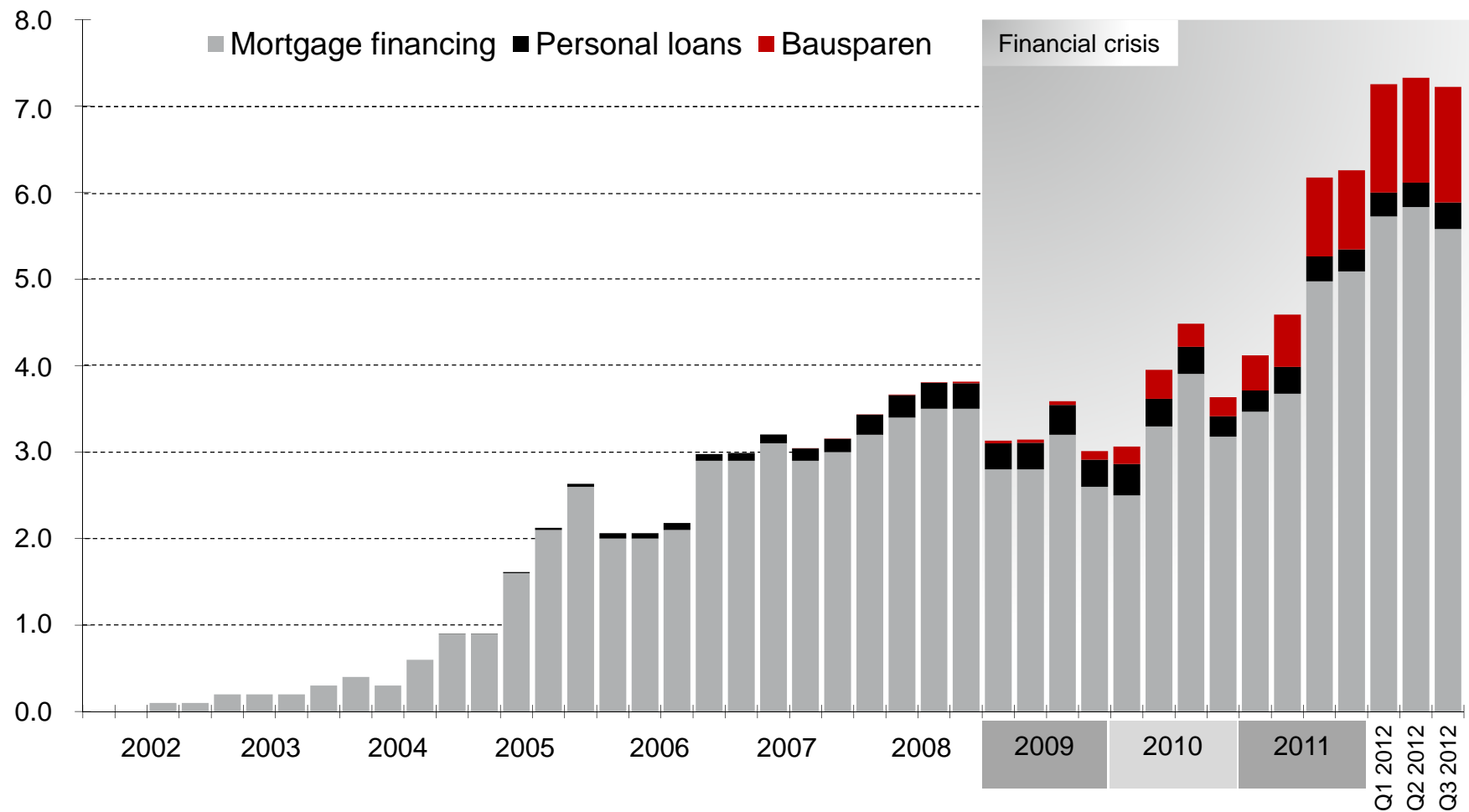
Low-margin packaging sales increase.

Consistent continuation of platform investments.

## Transaction volume steadily tops 7 billion € per quarter in 2012

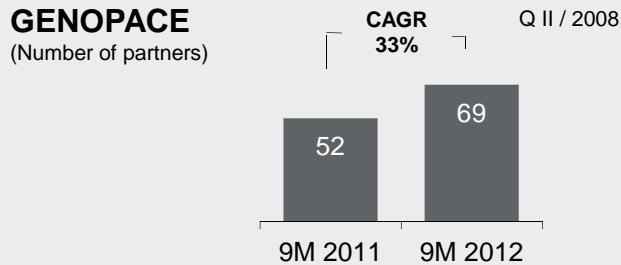
Development of the transaction volume of EUROPACE

Billion €

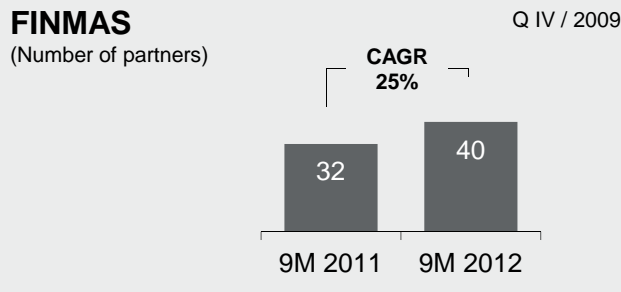


## Important investments provide a basis for future growth

Development projects of the EUROPACE market place



High investments and a long sales cycle for recruiting new partners continue.  
 Numerous new collaborations are initiated.  
 Implementation of Bauspar-offering is scheduled.



Pleasing development of transaction volume.  
 Prolonged high investments and a long sales cycle for recruiting new partners continue.  
 First prominent insitute serves only as a distributional Sparkasse.

**EUROPACE2** 2008  
 New development of EUROPACE based on a new technology

EP2 Market-Engine migration is supposed to be finished at the end of the year.  
 Then EP2 Frontend can be used by a broader user group.

**Hypoport Stater** 2007  
 EUROPACE in the Netherlands

2 product suppliers  
 Very difficult market environment continues.

**Three business units – one group**

Business unit Institutional Clients

**DR. KLEIN**  
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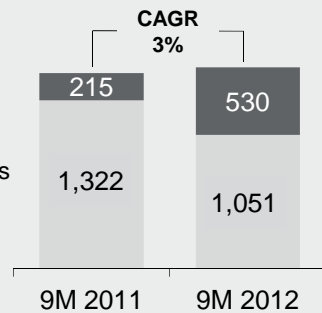
**EUROPACE**

## Respectable business trend at less-volumed transactions

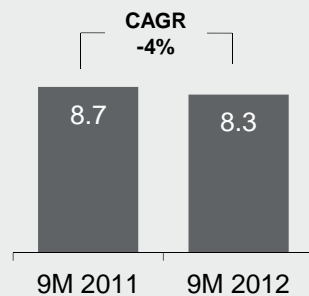
Key figures of the business unit Institutional Clients

### Volume of brokered loans (Million €)

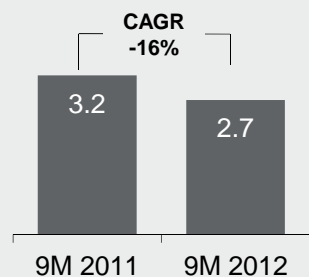
■ Renewed loans  
□ New business



### Revenue (Million €)



### EBIT (Million €)



Decent business trend in a normally volatile environment.

Prolongations compensate for weaker new business. Pipeline well-filled for the upcoming months.

Increased offering for high-volume business by insurance industry.

New product ideas assure unique selling proposition in commercial housing industry for Dr. Klein.

Consulting for real estate investors and emitters has respectable business trend on the previous year's level.



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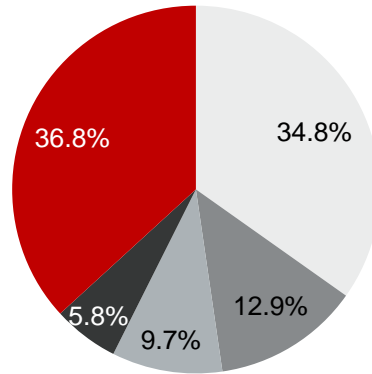
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## Increasing interest in information regarding Hypoport's shares by institutional investors

Share prices in the first nine months of 2012 und breakdown of shareholders as of 30th September 2012

**Number of shares : 6,194,958**

- Revenia GmbH (Ronald Slabke, CEO) 34.8%
- Kretschmar Familienstiftung 12.9%
- Deutsche Postbank AG 9.7%
- Sparta AG 5.8%
- Free float 36.8%
  - Stephan Gawarecki 3.0%
  - Hans Peter Trampe 2.9%
  - other board members 2.8%
  - other shareholders 28.1%



### Directors' Dealings-Information

In Q3 no Director's Dealings announcements were published.

### Designated Sponsor

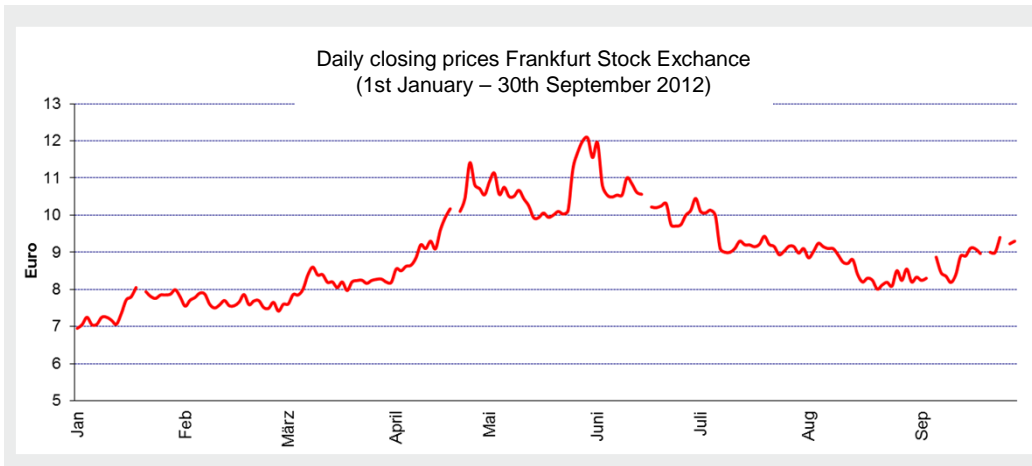
Close Brother Seydler Bank AG

### Activities for Investors 2012

- 15.10.2012 Roadshow (Montega)
- 01.06.2012 Hauptversammlung
- 23.03.2012 Roadshow (Equinet)

### Research in Q3 2012


Analyst	Recomm.	Target price	Date
Montega	Buy	16.00 €	13.09.2012
Equinet	Buy	11.50 €	23.08.2012
CBS Research	Buy	15.00 €	06.08.2012
Equinet	Hold	11.50 €	06.08.2012







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## **Weak insurance business lowers expectations**

Outlook for 2012



We will continue to pursue our strategy of acquiring additional market shares in all business units.



Main focus for the B2B financial market place is an increased penetration of the market segments and the entry into product and customer segments which round up the market place.



In the Private Clients Unit we aim for a distinct expansion in the number of independent advisors in our branch- and broker network in order to systematically improve our purchasing conditions and to prepare the basis for the enlargement of EUROPACE with new products.



Due to the current market environment we reduce our prognosis for the financial year 2012 an expect to see revenues above and earnings below previous year's level.