



Hypoport's revenue grows and defies market

Preliminary results as of 31st December 2012

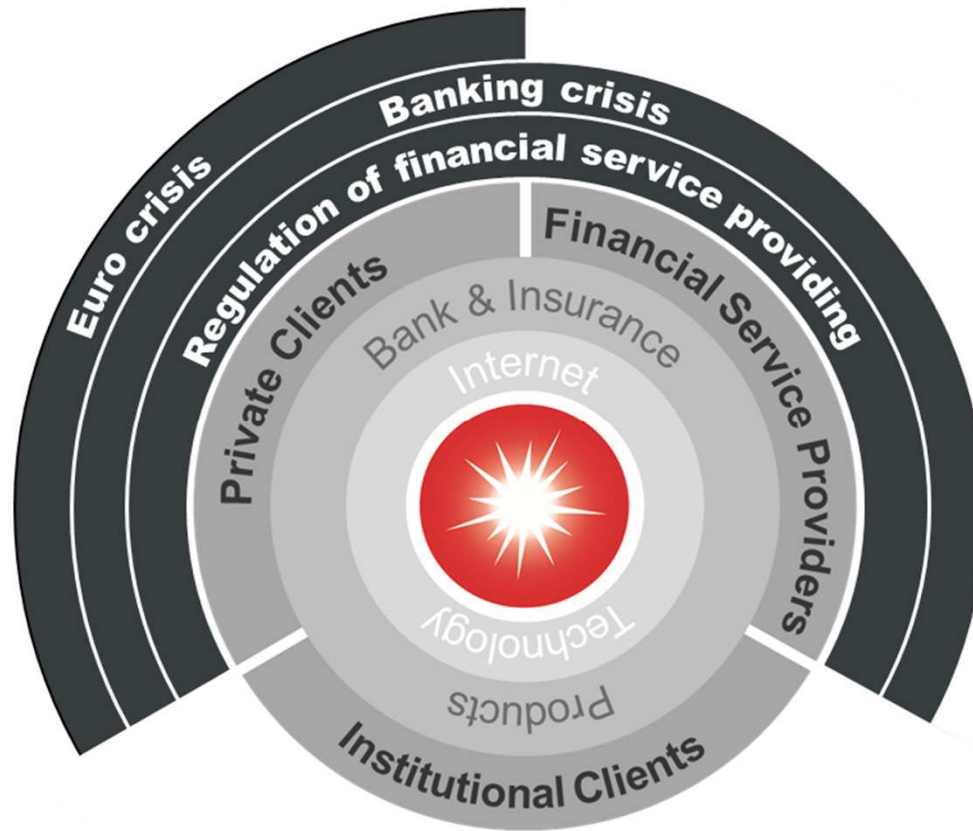


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2. Overview of key performance indicators
3. Performance of the business units
4. Hypoport's shares
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2 of 3 business units are concerned by current crisis environment

Influence of the macro-economic environment on Hypoport's business models



Monetary policy in the course of Euro Crisis brings interest rates down to record low

Influences of euro crisis on Hypoport's business models



Intensity

2007
2008
2009
2010
2011
2012



Market development

Started 2010 as „Greek debt crisis“, became „Euro Crisis“

EZB floods markets with liquidity → interest level on record low

Investment product providers like insurances or Bausparkassen under massive pressure

Impact on Hypoport

Low interest level → savings and pension products (LI, Bausparen) and private health insurance become unattractive

Banks need no/less deposits → fewer active suppliers in call money

BU BU
PC FSP



Banking crisis changes provider structure

Influences of banking crises on Hypoport's business models



Intensity

2007
2008
2009
2010
2011
2012



Market development

2007 as sub prime crisis, 2008 Lehman → banking crisis

Drop out of the large capital market financed banks from mortgage lending

Regional banks and savings banks refinanced by deposits increase competition

Impact on Hypoport

Numerous new regional competitors

More complex and worse processes make platform connection and business more expensive

Worsened buying conditions due to the fragmentation of the supplier portfolio

BU BU
PC FSP



Regulatory interventions change competition conditions and market structure

Impacts of financial market regulation on Hypoport's business models



Intensity

2007
2008
2009
2010
2011
2012



Market development

„Crises reaction“ of the politics

Increase of equity requirements of banks & insurances

Basel III & Solvency II

Regulation of financial service providing

Impact on Hypoport

Focus of the suppliers on meeting regulatory requirements

High volatility of supplier circle due to uncalculable reactions

Higher requirements in documentation and automation in the financial service providing


Margin pressure through capping of earnings

GB GB
PK FDL



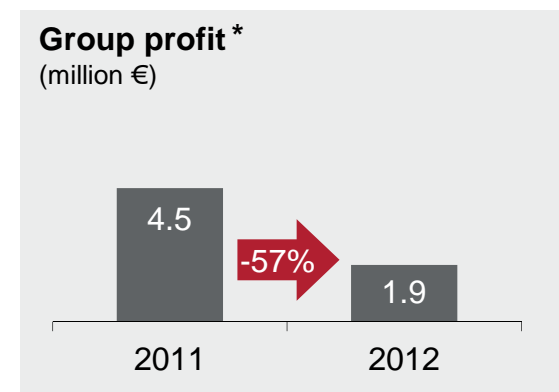
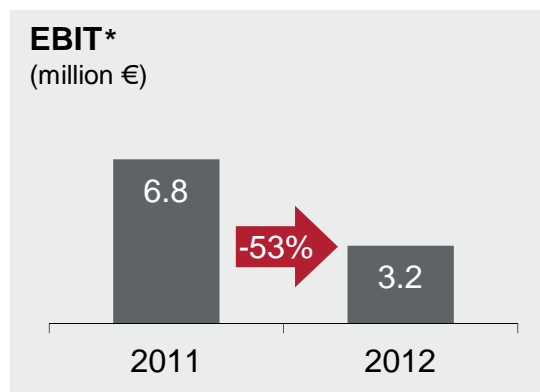
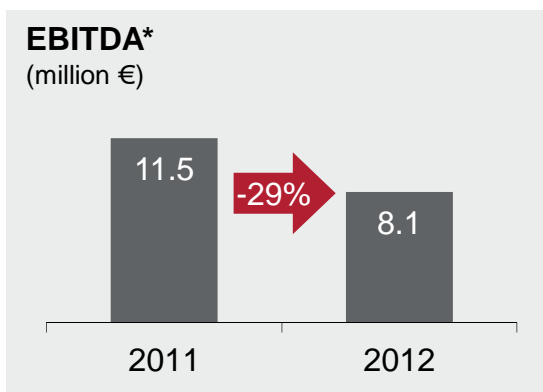
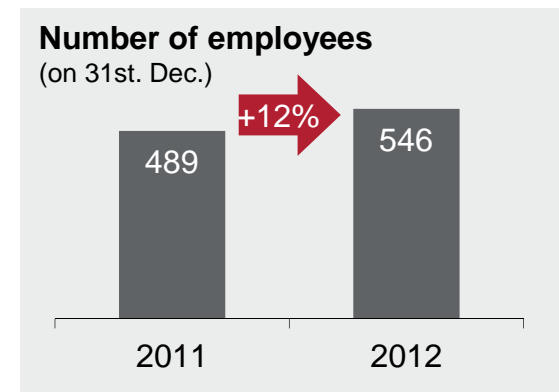
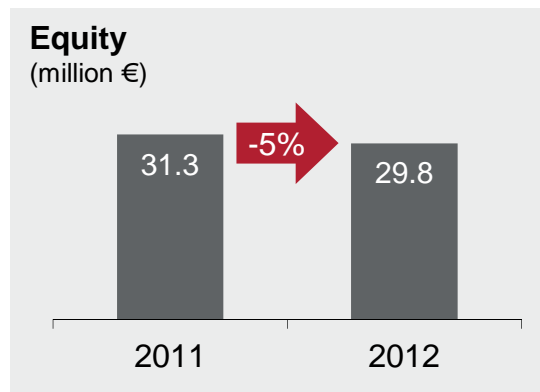
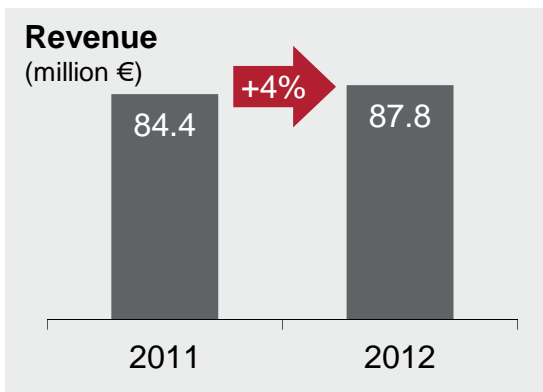


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Various distortions in market environment slow development of Hypoport Group

Key performance indicators of Hypoport Group as of 31st December 2012 (preliminary)

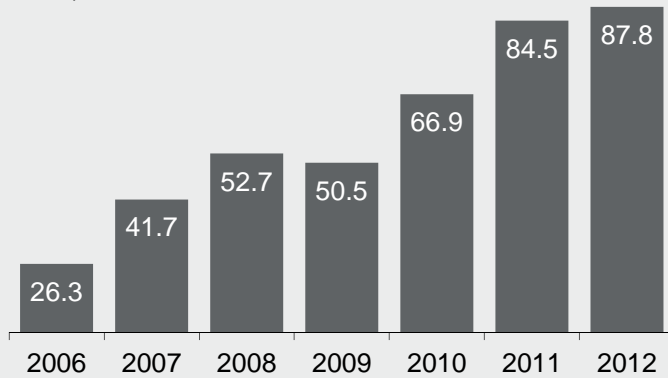


*aus fortzuführenden Geschäftsbereichen

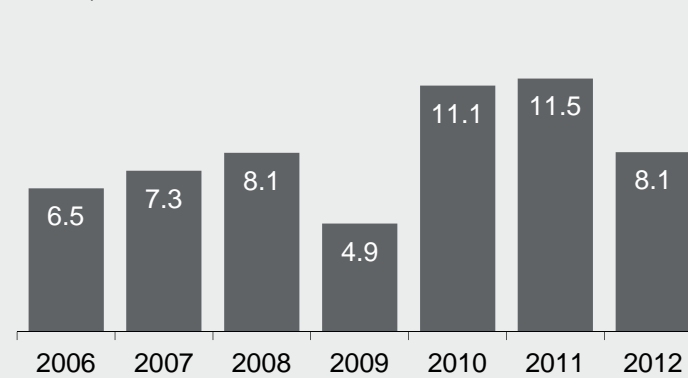
Hypoport grows constantly despite difficult market

Long-term view on important key performance indicators as of 31st December 2012 (preliminary)

Revenue*
(million €)



EBITDA*
(million €)



*from ongoing business units



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Development in the financial year 2012

Business unit Private Clients

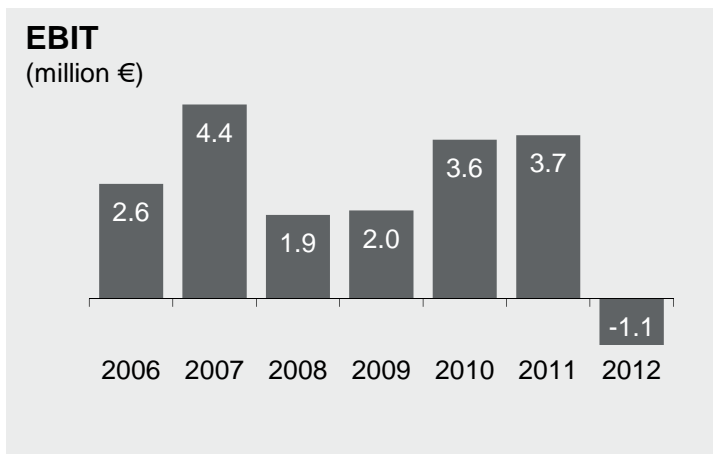
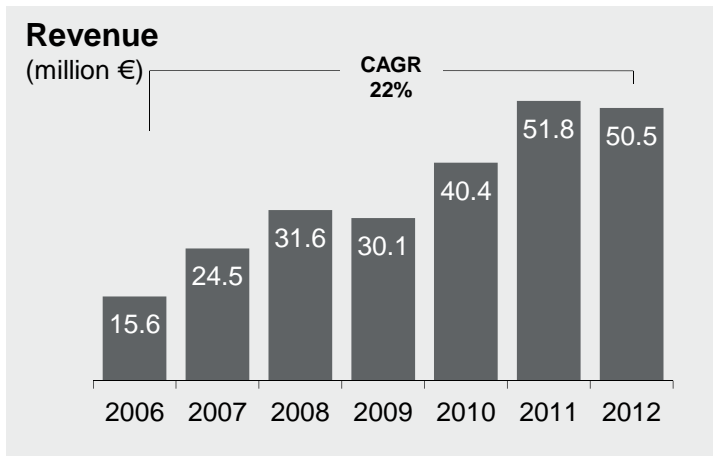
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EUROPACE

Development of insurance business reduces business unit results

Key figures of the business unit Private Clients (preliminary)



Ongoing positive trend in mortgage finance.

Retirement provision products suffer from low interest level. Legal regulation for commission cap and extended cancellation liability time limit private health insurance.

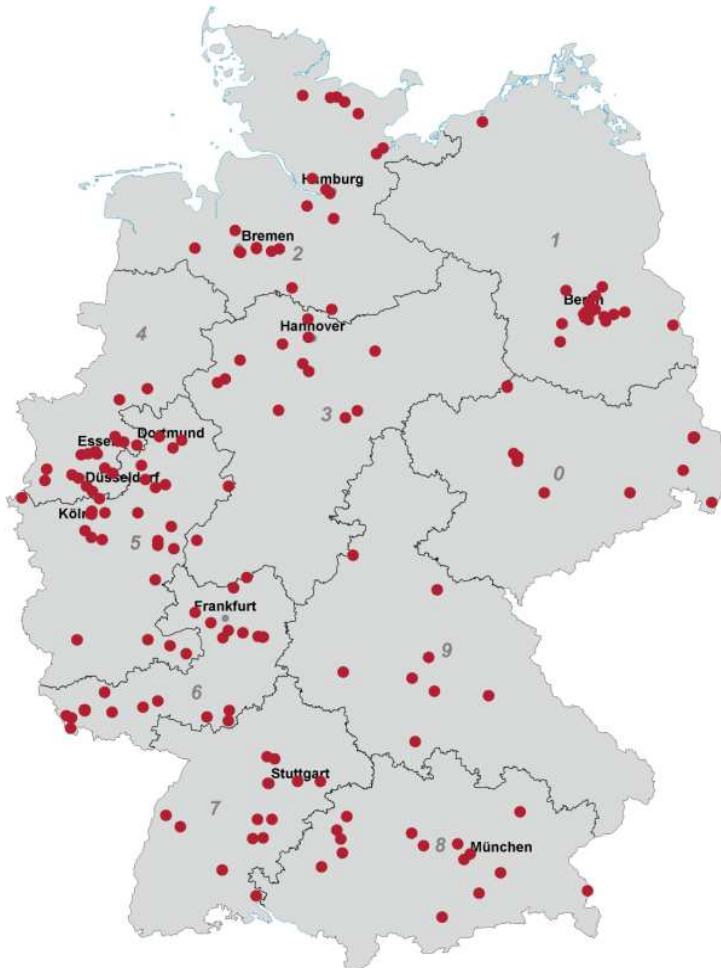
Extremely difficult insurance business weighs on EBIT.

Weak sector increases growth of franchise organisation, but also leads to considerably lower margins in insurance business.

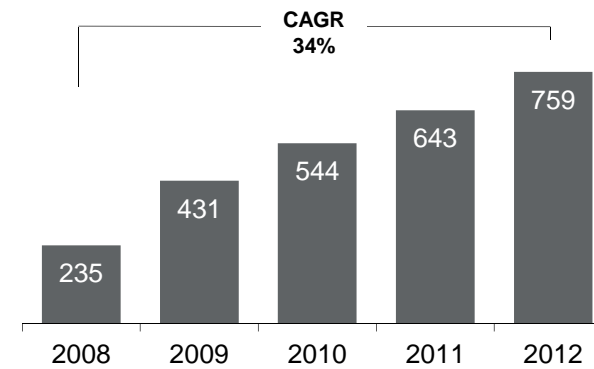
All in all a successful year but weak second term for basic money investment products. Providers have less demand for account deposits because of ECB monetary policy following „cheap money“ and considerable capital inflows.

Strong growth of number of advisors continues

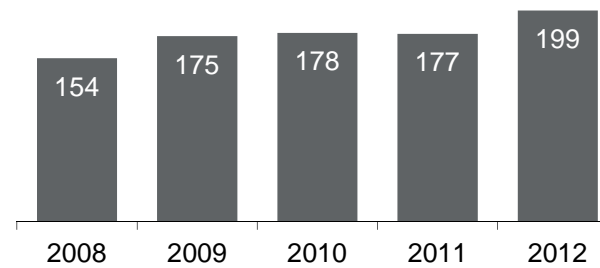
Development of the number of branches and advisors in branch-based sales



Branch-based sales: Number of advisors



Branch-based sales: Number of branches

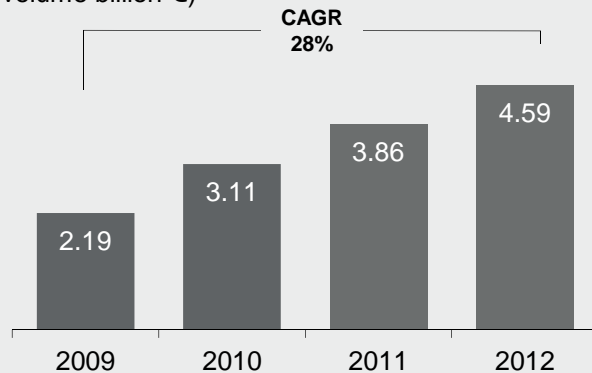


Private health insurance reduces transaction volume

More key figures of the business unit Private Clients

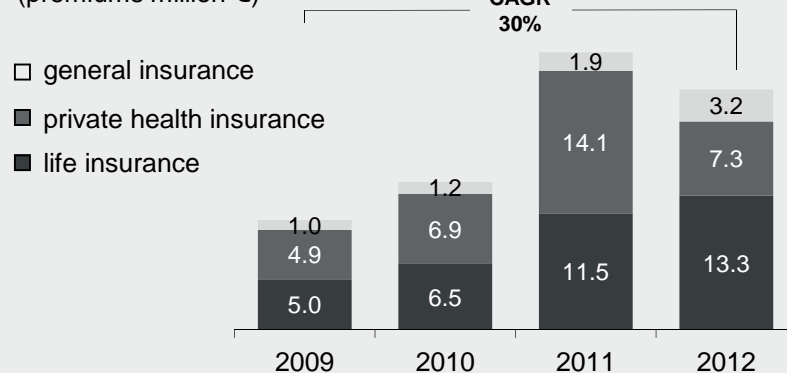
Transaction volume: loan brokerage

(loan volume billion €)

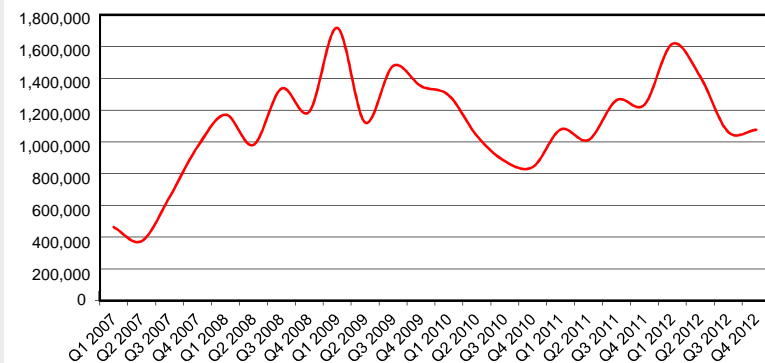


Transaction volume insurance:

(premiums million €)

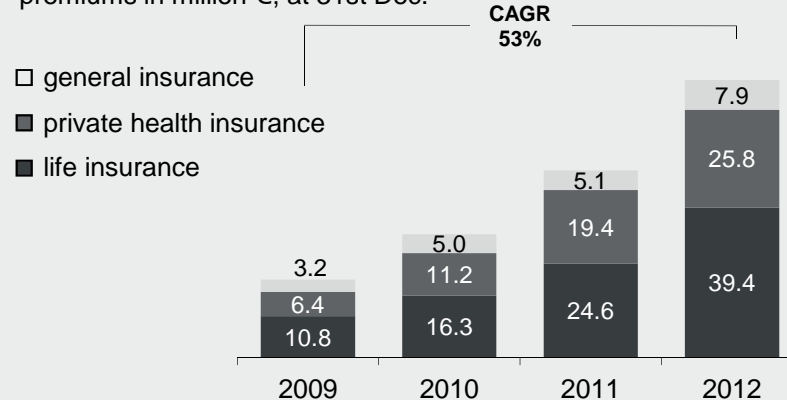


Online sales: Number of leads



Insurance policies under management:

premiums in million €, at 31st Dec.



Development in the financial year 2012

Business unit Financial Service Providers

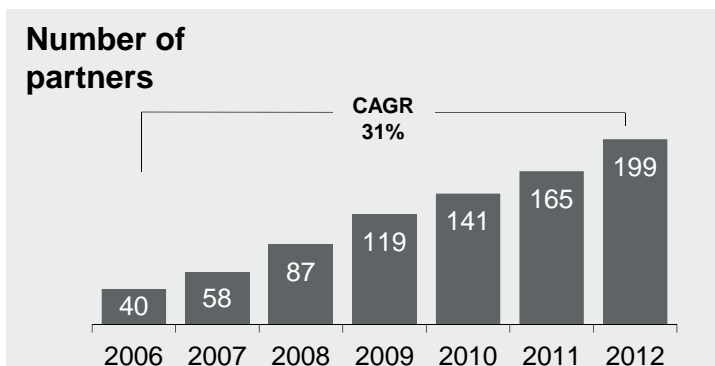
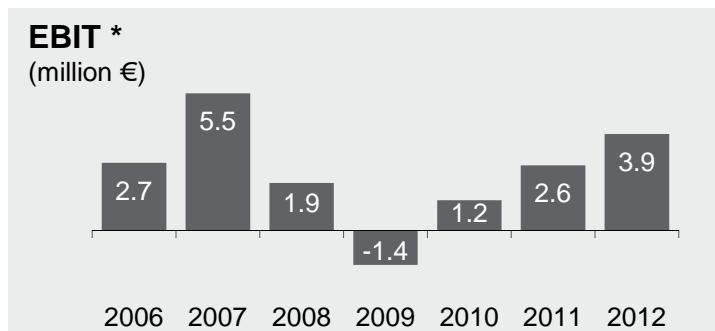
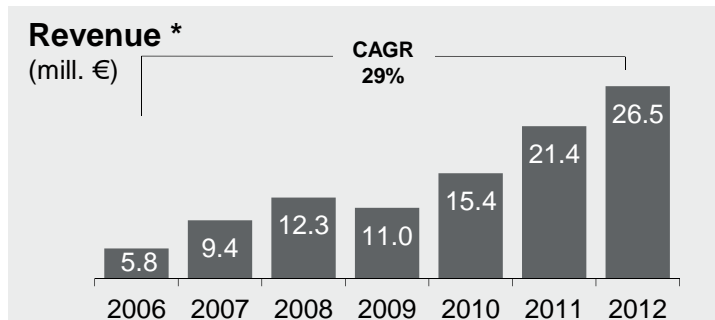
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Scalability of EUROPACE leads to pleasant business development

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



* from ongoing business units

Pleasant earnings development.

Transaction volume steadily tops 7 billion € per quarter.

Because of low interest level, declining conversion quotes are compensated by longer average fixed interest rates.

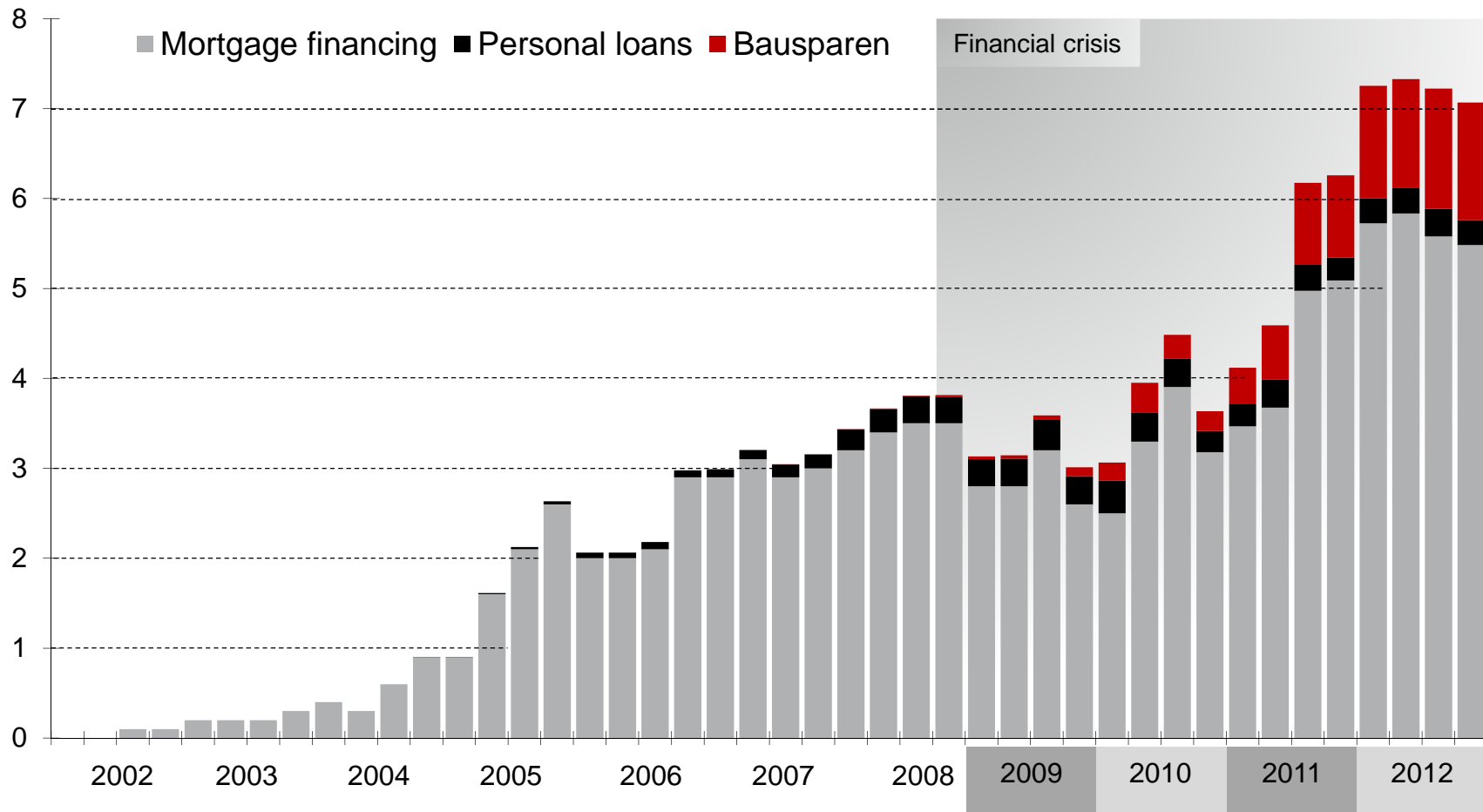
Low-margin packaging sales increase.

Platform investments still on high level.

Transaction volume steadily tops 7 billion € per quarter in 2012

Development of the transaction volume of EUROPACE

billion €

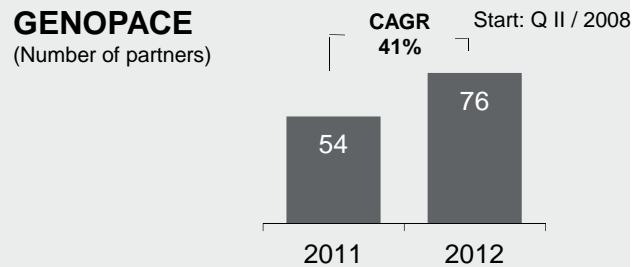


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Preliminary results 2012

Important investments provide a basis for future growth

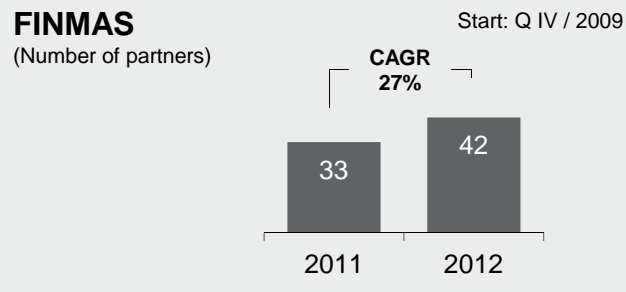
Development projects of the EUROPACE market place



2 billion € transaction volume (accumulated) were exceeded in 2012.

High investments and a long sales cycle for recruiting new partners continue. Numerous new collaborations are initiated.

Implementation of Bauspar-offering is scheduled.



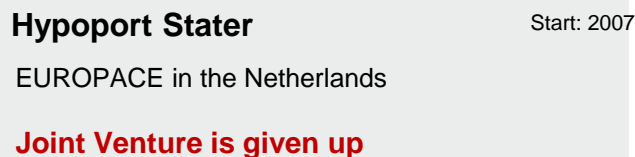
Accumulated transaction volume approaches one billion.

Prolonged high investments and a long sales cycle for recruiting new partners continue.

First prominent institute serves only as a distributional Sparkasse.



EP2 Frontend reaches level of maturity and can be introduced gradually to partners.



Onetime capital consumptions of 1.2 billion € weigh on company results.

Future expenditures disburden company results by approximately 1 million € per year.

Development in the financial year 2012

Business unit Institutional Clients

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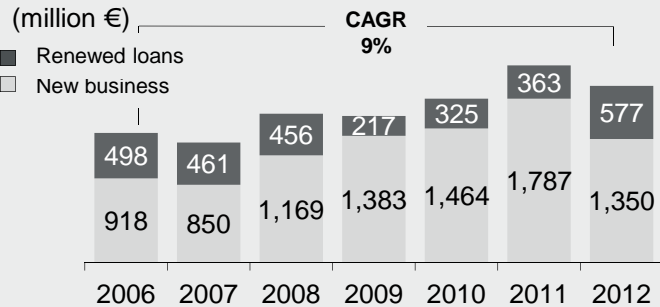


EUROPACE^o

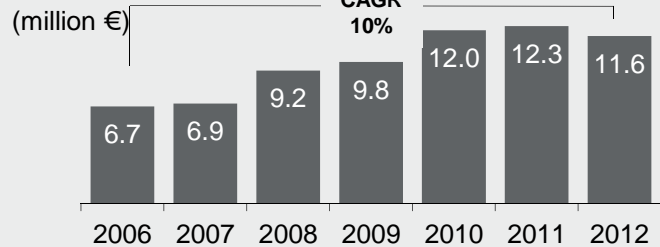
Decent development of sales and income

Key figures of the business unit Institutional Clients (preliminary)

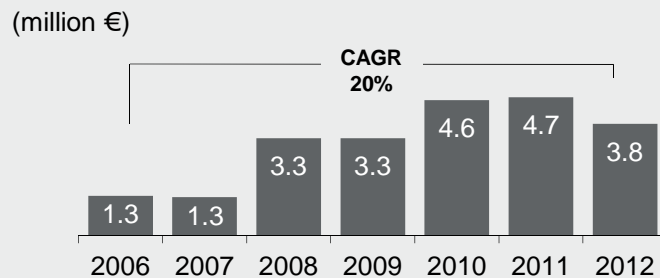
Volume of brokered loans



Revenue



EBIT



Decent business development, not quite as successful as in the two previous years. Prolongations compensate for weaker new business. Pipeline well-filled for the upcoming months.

Increased offering for high-volume business by insurance industry.

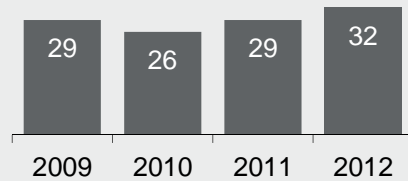
New product ideas assure unique selling proposition in commercial housing industry for Dr. Klein.

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

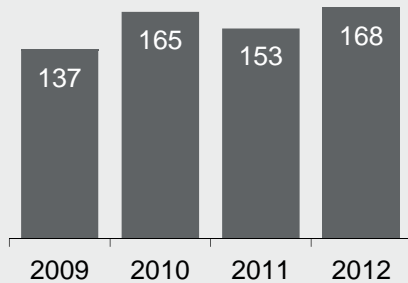
Steady number of financing partners, insurance business grows

More key figures of the business unit Institutional Clients

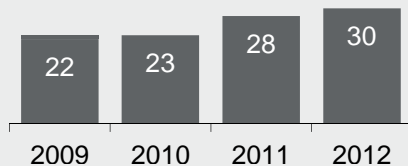
Number of lenders



Number of customers in loan brokering



Number of customers in insurance business



Number of loaners stable, even though concrete addresses change.

Number of financing partners in spite of lower volume higher than 2011. The volumes per customer were a little lower.

Number of insurance clients increases continuously.



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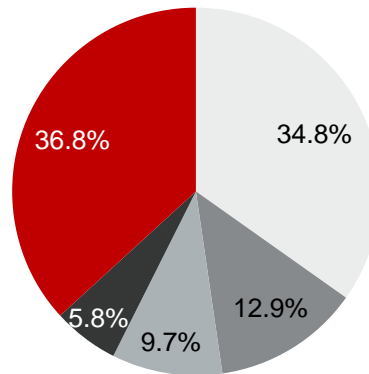
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Hypoport's shares

Share prices 2012 and breakdown of shareholders as of 31st Dezember 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 2.8%
 - other board members 2.8%
 - other shareholders 28.2%



Basic data

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

Designated Sponsor

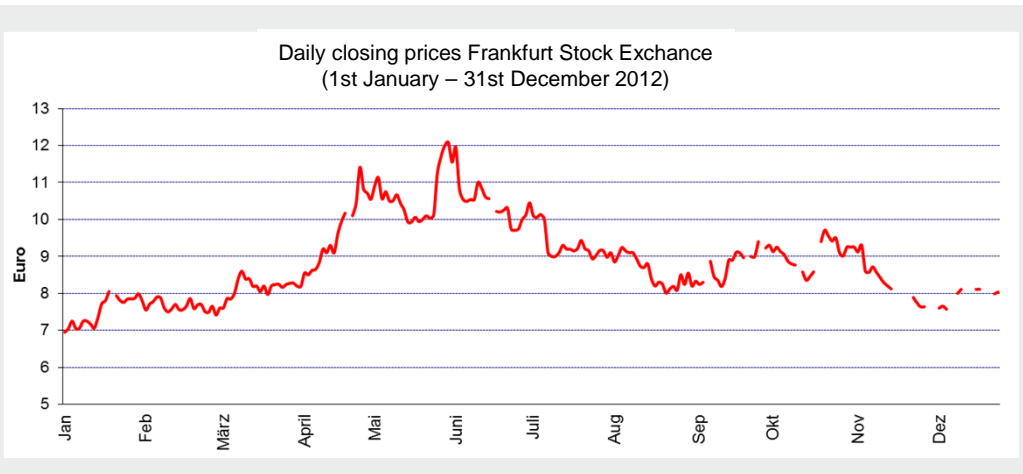
Close Brother Seydler Bank AG

Activities for Investors 2012

13.11.2012	German Equity Forum
15.10.2012	Roadshow (Montega)
01.06.2012	Annual Meeting
23.03.2012	Roadshow (Equinet)

Research in 2012

Analyst	Recomm.	Target price	Date
Equinet	Hold	9.00 €	06.11.2012
CBS Research	Buy	13.20 €	05.11.2012
Montega	Hold	9.80 €	05.11.2012
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
Equinet	Hold	11.50 €	08.05.2012
CBS Research	Buy	17.00 €	07.05.2012
CBS Research	Hold	17.00 €	20.03.2012
CBS Research	Hold	17.00 €	05.03.2012





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Strengths at a glance

Quality characteristics of the business models of Hypoport Group

- EUROPACE platform is a unique, highly scalable business model.
- The link between online lead generation and a franchise network is a steady model for the future in the financial service industry in Germany.
- Sustainably growing, highly profitable financial service business with institutional clients.
- Diversification across products, customer segments and the value chain moderates impact of volatile business environment for financial service providers.
- Trackrecord of a more than ten-year, distinct two-digit organic growth in recurringly adverse market conditions.

Growth and profitability

Outlook for 2013ff

▶ We will continue to pursue our strategy of acquiring additional market shares in all business units. At the same time we increasingly use the positions we gained to improve our profitability.

▶ 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, combined with a systematic improvement of our margin structure.

▶ The business unit institutional clients will continue its ongoing growth by using its innovation leadership in the sector and an expansion of its product range.

▶ **For 2013 we expect two-digit sales growth and a return to income levels of record years.**