

Press release

Q2 results

Hypoport AG demonstrates the superior quality of its business model

Berlin, 13 August 2010: The Hypoport Group's business model showed exactly what it is capable of in the second quarter of 2010. The normalisation of market conditions enabled all business units to play to their full strengths, thereby generating significant revenue and earnings growth. The bottom line was boosted by the strong distribution network in business with private clients, the record volume of transactions processed on the EUROPACE platform, and big-ticket deals closed with corporate real estate clients.

Following a lacklustre start to the year, Hypoport AG has delivered a highly impressive set of financial results for the second quarter of 2010, posting first-half revenue of €28 million (H1 2009: €25.1 million). Earnings before interest, tax, depreciation and amortisation (EBITDA) over the same period came to €3.3 million (H1 2009: €2.99 million). This translates into growth of 11 per cent in both revenue and EBITDA.

All business units contributed to this encouraging performance in what was generally a more upbeat market environment. In the Private Clients business, the significant expansion of the distribution network of independent advisers and franchisees paid dividends for the first time. The strong brand equity of the 'Dr. Klein' franchise provided valuable support to this trend in branch-based sales. Revenue advanced accordingly by 10.7 per cent to €16.5 million (H1 2009: €14.9 million). The Financial Service Providers business unit also contributed to this revenue growth by generating a record volume of transactions worth around €4 billion. One particularly impressive achievement was the stellar growth in building finance products, whose revenue soared from €69 thousand in the first half of 2009 to €539 million in the corresponding period of 2010. This business also benefited from the normalisation of the mortgage finance market. In addition, the independence of the EUROPACE transactions platform from individual product suppliers is increasingly proving to be a unique selling proposition and is further enhancing its success. The Corporate Real Estate Clients business unit raised its revenue by 11.8 per cent to €3.8 million (H1 2009: €3.4 million) and continued to benefit from its extensive regional presence in the second quarter. This positive trend was reinforced by individual big-ticket deals. The diversity of the Hypoport Group's operations provided a certain protection in the first quarter of 2010, mitigating the adverse effects of what was a challenging market environment. "The more benign climate prevailing in the second quarter clearly illustrated what our business model is capable of once market conditions return to normal", commented Ronald Slabke, the chief executive officer of Hypoport AG.

Information on Hypoport AG

The Berlin-based Hypoport Group is an online provider of financial products and services and employs over 450 people. Its shares have been listed in the Prime Standard segment of the Frankfurt Stock Exchange (Deutsche Börse) since October 2007. The business model used by Hypoport AG is based on two mutually supporting pillars: the sale of financial products (Dr. Klein & Co. AG) and the provision of a transactions platform for the brokerage of financial products over the internet.



The EUROPACE B2B financial marketplace operated by Hypoport is Germany's biggest online transactions platform for selling financial products. A fully integrated system links more than 40 product suppliers with several thousand financial advisers, thereby enabling products to be sold swiftly and directly. The highly automated processes used on this platform generate significant cost advantages. Around 400 financial transactions per day are now settled via EUROPACE. Hypoport AG publishes its monthly house price index (HPX) based on actual transaction data. A list of the banks and financial service providers represented on the online platform as well as the Company's 2009 annual report can be downloaded at www.hypoport.com.

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Key data on Hypoport's shares

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