

Press release

Preliminary financial results for 2011

Hypoport generates growth in turbulent times

Berlin, 5 March 2012: The Hypoport Group raised its revenue by 26 per cent to approximately €84 million in 2011, carving out a distinctive position for itself in the marketplace. The Financial Service Providers and Private Clients business units significantly expanded their market share, while the Corporate Real Estate Clients unit managed to build on the outstanding record level of revenue that it had reported for 2010. Earnings before interest, tax, depreciation and amortisation (EBITDA) replicated its prior-year all-time high, reaching €11 million.

The Hypoport Group's strong operating performance in 2011 was boosted by growing demand for real estate and the increasing importance of one-stop advisory solutions around loans, investments and insurance. The considerable demand for real estate drove broad-based growth, especially during the second half of the year. The Private Clients business unit achieved above-average year-on-year increases even in a stagnant market for insurance and investments. Consequently, the Hypoport Group's total revenue rose by 26 per cent to €84.5 million (2010: €66.9 million). Whereas customer demand benefited – in the form of attractive borrowing terms – from the crises affecting financial markets, the euro and the banks, the extraordinary level of diversification among product suppliers that has existed since the outbreak of the financial crisis put downward pressure on margins. Against this backdrop, with an EBITDA of €11.1 million in 2011 the Company managed to reach the record EBITDA figure of €11.1 million achieved in 2010. "In an environment that continues to be characterised by severe turmoil and considerable unpredictability, Hypoport has once again excelled by generating consistent and profitable growth in 2011", commented Ronald Slabke, the Chief Executive Officer of Hypoport AG. His forecast: "Assuming that market conditions remain more or less unchanged, we again expect to report double-digit revenue growth and a year-on-year improvement in earnings for 2012."

Information on Hypoport AG

As an independent financial product distributor that runs a B2B financial marketplace, Hypoport operates successfully in two mutually reinforcing segments. It always provides the simplest access to the best financial services. In the form of EUROPACE – its online financial marketplace – Hypoport develops and operates the largest German platform offering mortgages, building finance products and personal loans. A fully integrated system links more than 160 partners – banks, insurers and financial product distributors. Several thousand users execute as many as 15,000 financing transactions worth a total of up to €2 billion on EUROPACE every month.

Management Board:
Ronald Slabke (CEO),
Stephan Gawarecki,
Hans Peter Trampe, Thilo Wiegand

Supervisory Board:
Dr Ottheinz Jung-Senssfelder (chairman),
Professor Dr Thomas Kretschmar (deputy chairman),
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The Hypoport subsidiary Dr. Klein & Co. AG is an independent online distributor of financial products. This firm's specialists provide private clients with a full range of advisory services around mortgage finance, insurance and investments. Dr. Klein & Co. AG has been a major financial service partner to housing companies, local authorities and commercial property investors since 1954. Hypoport AG is headquartered in Berlin, employs approximately 500 people and is listed in the Prime Standard of the Frankfurt Stock Exchange.

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Key data on Hypoport's shares

ISIN	DE 0005493365
WKN	549336
Stock exchange symbol	HYQ

