

# Press release

## Financial results for the first half of 2013

### Hypoport adapts successfully to changes in the market

**Berlin, 5 August 2013: Online financial service provider Hypoport generated double-digit revenue growth in the first six months of 2013. The figure of €2.8 million for EBITDA reflected the cost-intensive measures taken to adjust to what remained a challenging market environment: although it declined overall year on year, it was rising sharply towards the end of the reporting period.**

Ronald Slabke, the Chief Executive Officer (CEO) of Hypoport AG, summarised: "In the first half of 2013 the Hypoport Group adapted to the new prevailing market conditions – especially in the insurance sector – and adjusted its business models accordingly." A cursory glance at its key performance indicators shows that this was the right course of action. The Company increased its revenue by 16 per cent to €48.7 million in the first six months of 2013 (H1 2012: €41.9 million). Although earnings before interest, tax, depreciation and amortisation (EBITDA) declined year on year to €2.8 million in the first half of the year (H1 2012: €5.4 million), it was on a clear upward trajectory in the second quarter.

The Private Clients business unit continued to expand its loan brokerage activities despite the flat market. Building finance products attracted particularly strong demand, making an increasingly valuable contribution to growth. The other banking products offered – such as instant-access deposits and current accounts – were still unable to compete with the artificially cheap money provided by the European Central Bank. On the other hand, constant regulatory changes and the low level of interest rates continued to act as a drag on the insurance market. The volume of transactions completed in the Financial Service Providers business unit grew across all product segments. The continual capital spending committed in recent years is increasingly paying dividends here. The Institutional Clients business unit delivered a respectable performance despite the fact that many customers continued to adopt a cautious stance as interest rates failed to provide much stimulus. The transaction pipeline was therefore well stocked in the second quarter of 2013, although no big-ticket deals were closed.

#### 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. Europace AG – a wholly owned Hypoport subsidiary – develops and operates EUROPACE, which is an online financial marketplace and the largest German platform offering mortgages, building finance products and personal loans. A fully integrated system links more than 200 partners – banks, insurers and financial product distributors. Several thousand users execute over 20,000 transactions worth a total of up to €3 billion on EUROPACE every month. 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 more than 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
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Stock exchange symbol	HYQ

