

Press release

Financial results for the first nine months of 2015

Hypoport's record-breaking year continues

Berlin, 2 November 2015: After the first nine months of the year, Hypoport AG remains on its record-breaking trajectory. Every one of its three business units – Private Clients, Financial Service Providers and Institutional Clients – achieved their best-ever results for revenue and EBIT in the first three quarters of any year. Consequently, the Group as a whole also generated its best-ever results in the nine months to 30 September 2015: revenue rose by 27 per cent to €103.1 million (9M 2014: €81.3 million) and earnings before interest and tax (EBIT) more than doubled year on year to a total of €14.7 million (9M 2014: €6.0 million).

The Private Clients business unit significantly expanded its share of the mortgage finance market with a year-on-year rise of 45 per cent in the total volume of loans brokered. In the first nine months of the year, the number of branch-based financial advisors rose to 432 specialists. As a result, Hypoport's Private Clients business achieved significant growth in its revenue, which rose to €59.7 million (9M 2014: €48.1 million), while its EBIT almost quadrupled to €6.2 million (9M 2014: €1.6 million).

Compared with the same period in 2014, the volume of transactions processed by the Financial Service Providers business unit increased by 27 per cent to €34.4 billion. Together, the EUROPACE financial marketplace and the FINMAS and GENOPACE marketplaces for savings banks and cooperative banks gained a net total of 42 new contractual partners in the first nine months of the year. In all, the revenue generated by the Financial Service Providers business unit in the nine months to 30 September 2015 grew to €31.5 million (9M 2014: €23.2 million) resulting in an exceptional rise in EBIT to €7.7 million (9M 2014: €4.4 million).

There was a sharp rise in the volume of loans processed by the Institutional Clients business, which increased by 34 per cent to €1.5 billion in the first nine months of 2015. In addition to this robust level of underlying business, a small number of high-volume, high-margin loans were brokered. Thanks to a well stocked sales pipeline, the potential for the next few months also remains high. In all, the revenue generated by the Institutional Clients unit grew to €12.5 million (9M 2014: €10.2 million) and its EBIT rose sharply to €4.8 million (9M 2014: €3.1 million).

"Driven by a rising number of housing starts and higher property prices in response to robust demand, the mortgage finance market has experienced a period of strong, structural growth since late 2014. Furthermore, all three of our business units benefited right through to the summer from the rise in interest rates in the spring," commented Ronald Slabke, Chief Executive Officer of Hypoport AG, adding: "For the final months of the year, we expect a continuation of the structural market growth and believe our performance will be in line with the increased forecast we issued in July."

Information on Hypoport AG

The Hypoport Group is a technology-based financial service provider. The business model is based on its three mutually supporting business units: Private Clients, Financial Service Providers, and Institutional Clients. All three units are engaged in the distribution of financial services, facilitated or supported by finance-technology ('fintech'). As a wholly-owned subsidiary of Hypoport, Europace AG develops and operates the web-based EUROPACE financial marketplace, which is Germany's largest platform for mortgages, building finance products and personal loans. A fully integrated system links 300 partners – banks, insurers and financial product distributors. Several thousand users execute some 35.000 transactions worth a total of up to €4 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 retirement planning. 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

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