

Top-line and bottom-line growth

*Financial results for the first nine
months of 2016*

Mission: financial services supported by technology

Investment highlights in the first nine months of 2016

→ Earnings: up by 15 per cent to €17.0 million

→ Revenue: up by 10 per cent to €113.5 million

→ All business units gain further market share in a recovering market environment

→ Financial Service Providers business unit reports best nine-month results in the Company's history

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→ We continue to expect revenue and earnings growth for 2016 to be just into double figures

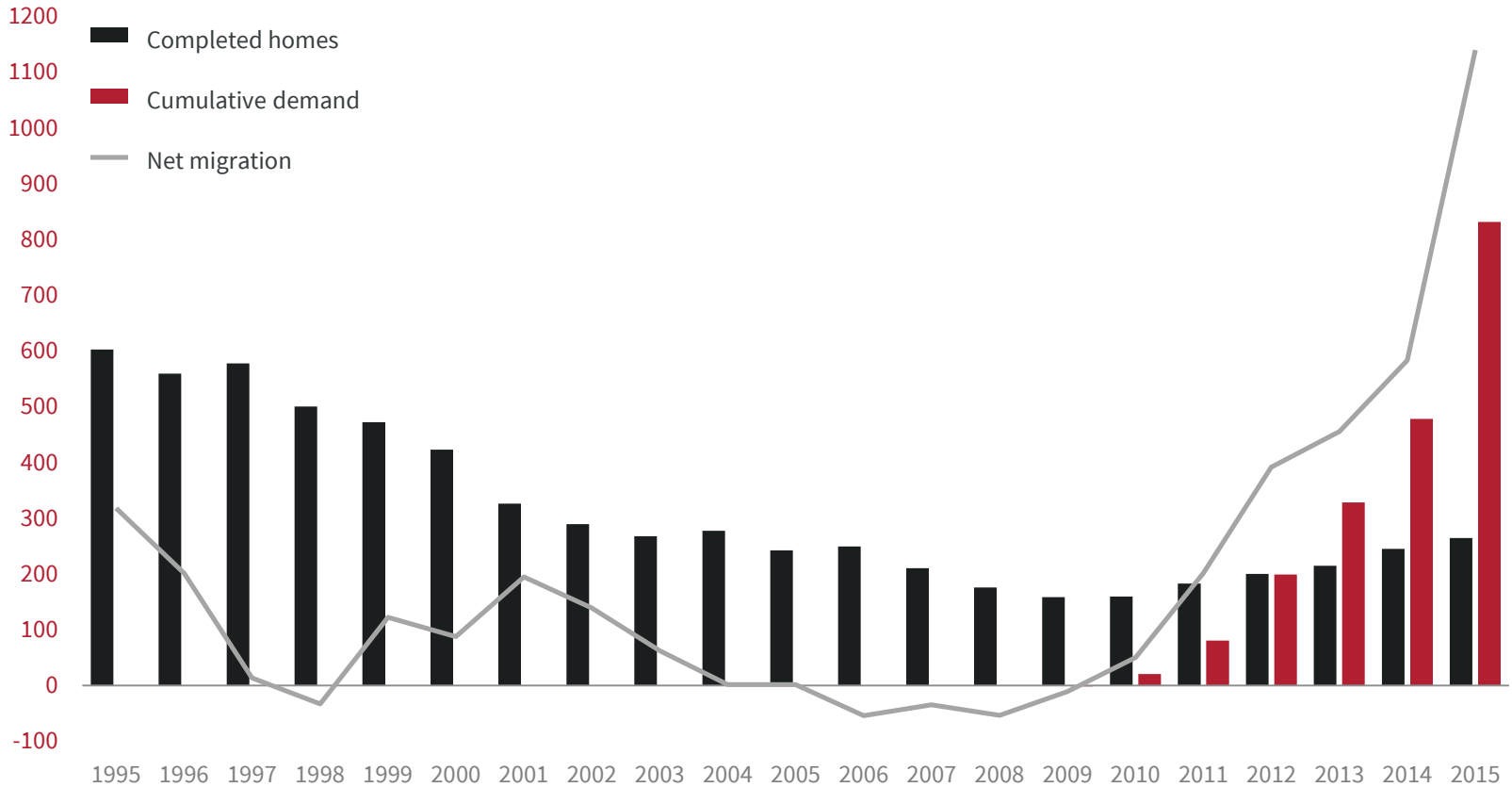
Contents

1. Market environment

2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
5. Outlook

Attractive market environment

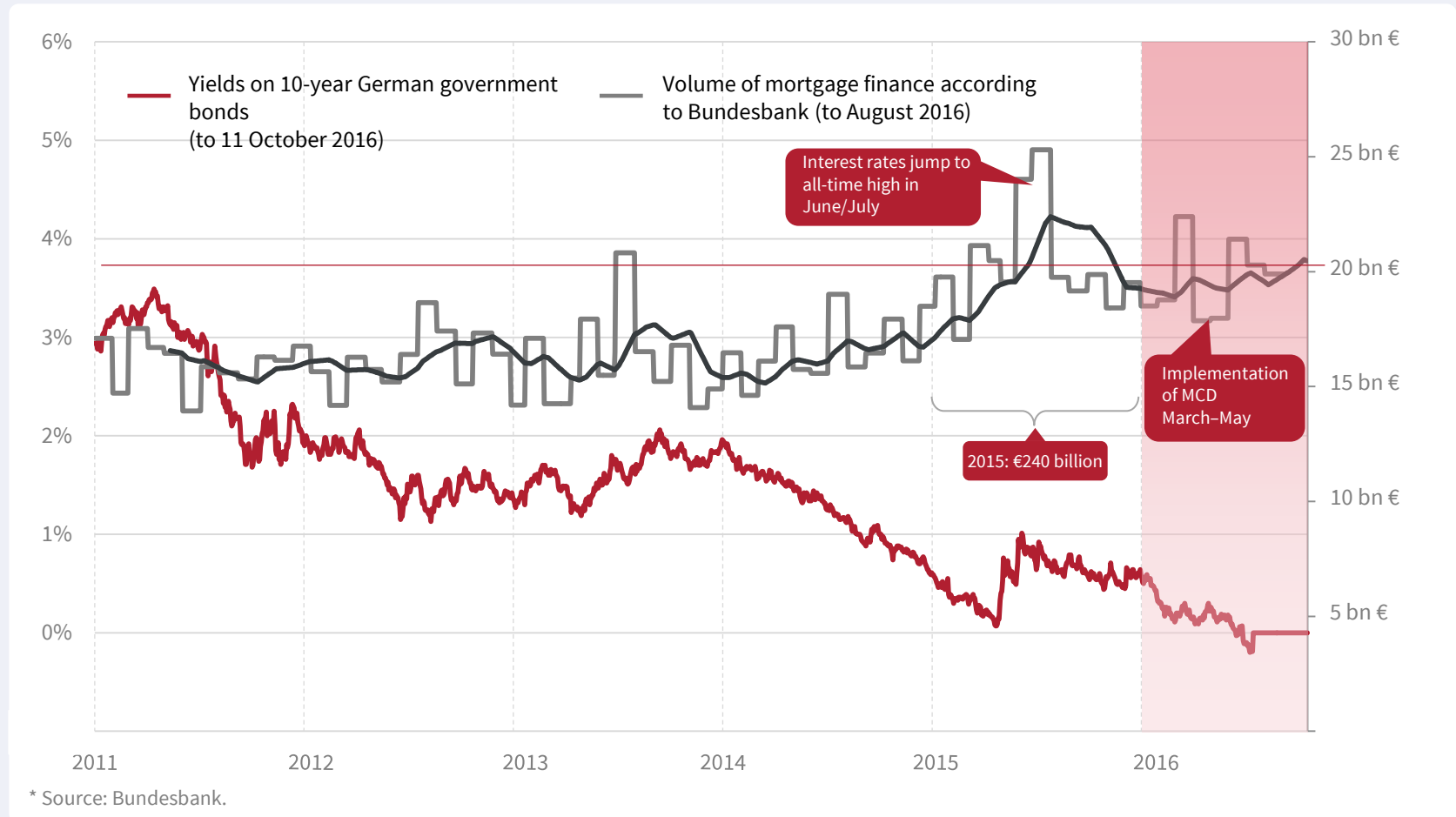
Changes in the German housing market



Thousands. Sources: German Federal Statistical Office, Eduard Pestel Institute.

Market volume remains at prior-year level

Changes in interest rates and in the volume of mortgage finance in Germany



Mortgage finance – growth market continues

Key developments in the relevant financial service markets

Mortgage finance

Private Clients, Financial Service Providers

- Structural market growth from increase in new builds
- Growth from rise in construction prices and purchase prices and thus in borrowing
- Growth from the superiority of the non-captive sales model
- The implementation of the Mortgage Credit Directive was at the expense of product suppliers' and distributors' resources from March to May. The market has largely returned to normal since June

Loan brokerage for the housing industry

Institutional Clients

- Profitability and capital base are strengthening steadily due to the interest-rate and rental environment
- Stimulus from the housing market and low interest-rate environment is being blocked by multiple-year approval processes
- Marked increase in planned projects for the construction of social housing
- Political initiatives are missing their target of creating affordable homes and are also being dragged down by party politics (e.g. tax relief)

Contents

1. Market environment
- 2. Business units**
3. Overview of key performance indicators
4. Hypoport's shares
5. Outlook

Three dynamic business units focused on financial products

Hypoport's business units



Financial Service Providers business unit

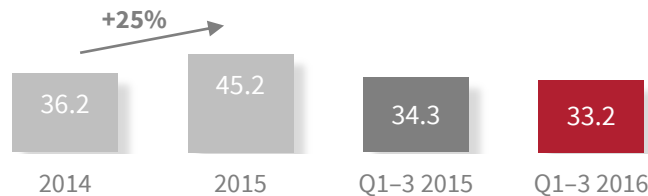
Business model and KPIs



High volume of EUROPACE transactions

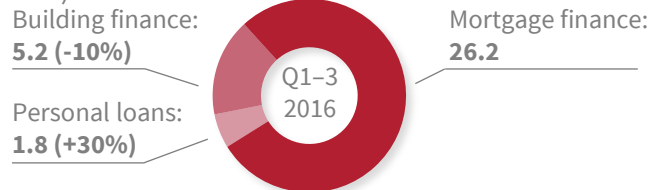
Financial Service Providers: volume of transactions and number of partners

Volume of transactions* (€ billion)

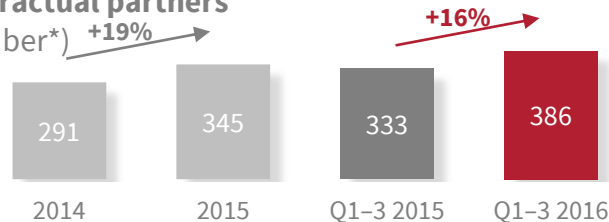


* Including cancellations and a one-off statistical effect in 2016 (see the interim report, pages 9 and 23).

Volume of transactions by product segment (€ billion)



Contractual partners (number*)

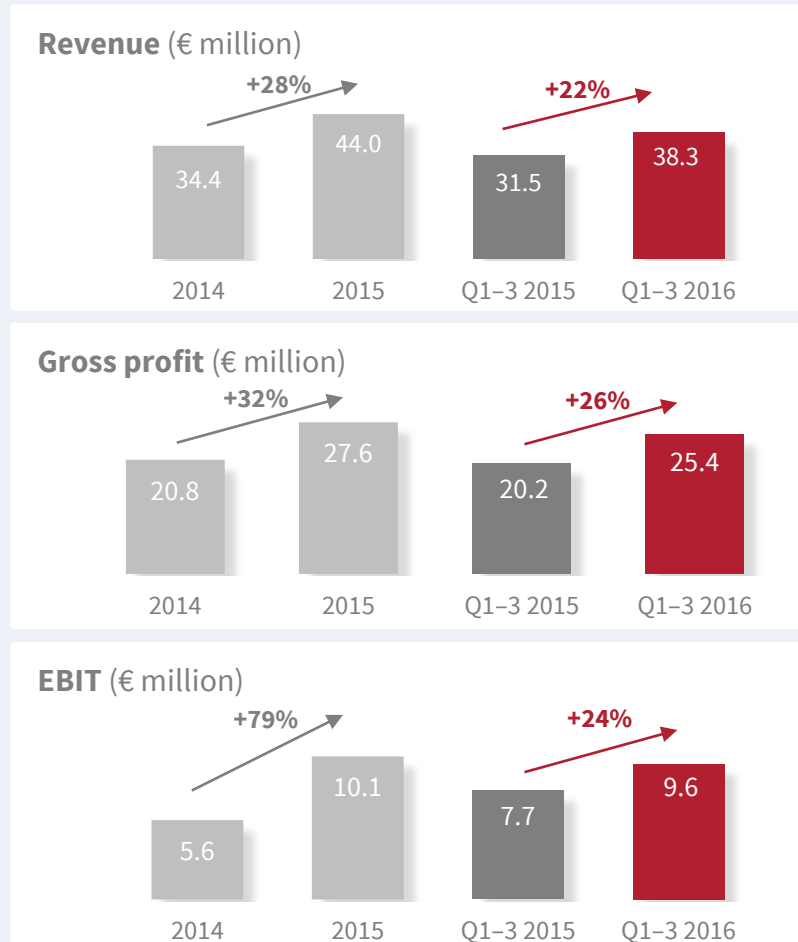


* Incl. FINMAS and GENOPACE partners.

- The MCD affected the competitiveness of some market players and distorted the market, but EUROPACE has not been affected since June 2016.
- Adjusted for one-off statistical effects, mortgage finance on EUROPACE continues to grow faster than the market
- The low level of interest rates is reducing the appeal of building finance products and resulting in low transaction volumes in this product segment
- The strong interest-rate boost in Q2 and Q3 2015 has a marked impact on the prior-year comparison
- Attractive technology in the KreditSmart personal loan front end is drawing in new partners

EUROPACE again notches up record results

Financial Service Providers: revenue, gross profit and earnings



- Best nine-month results in the Company's history
- The planned expansion of key account resources on EUROPACE, FINMAS and GENOPACE and the enlargement of the development team in order to gain further market share is pushing up costs
- Successful integration and first-time consolidation of newly acquired subsidiaries NKK and Hypservice in Q3 (see slide 26)

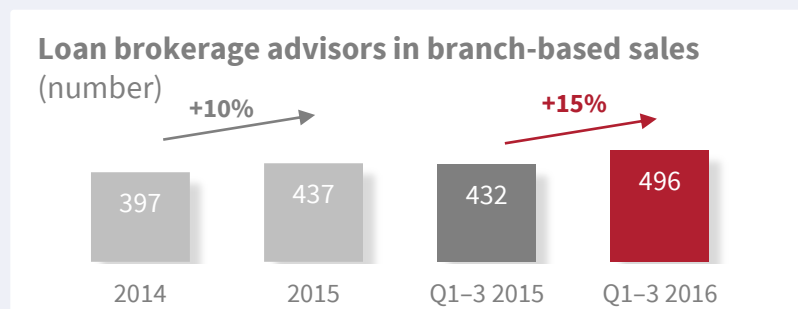
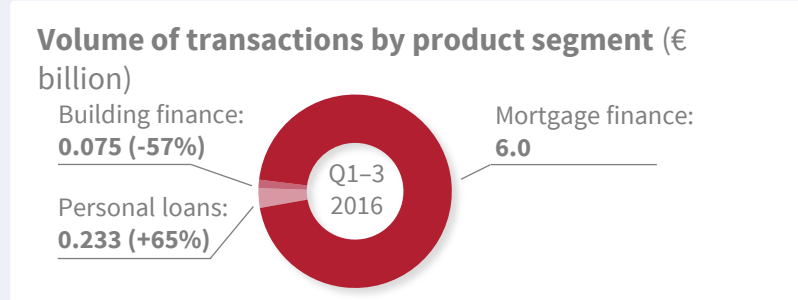
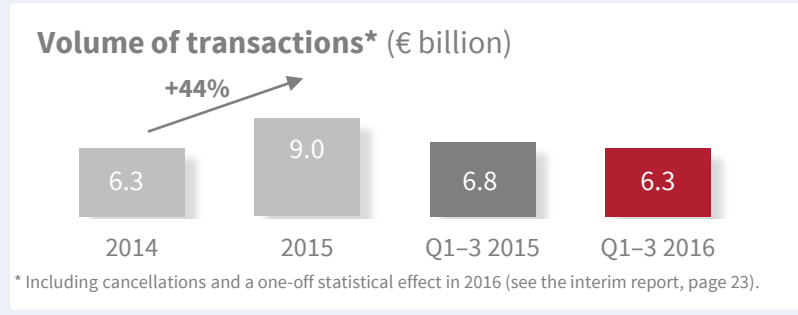
Private Clients business unit

Business model and KPIs



Dr. Klein: Fairness pays off!

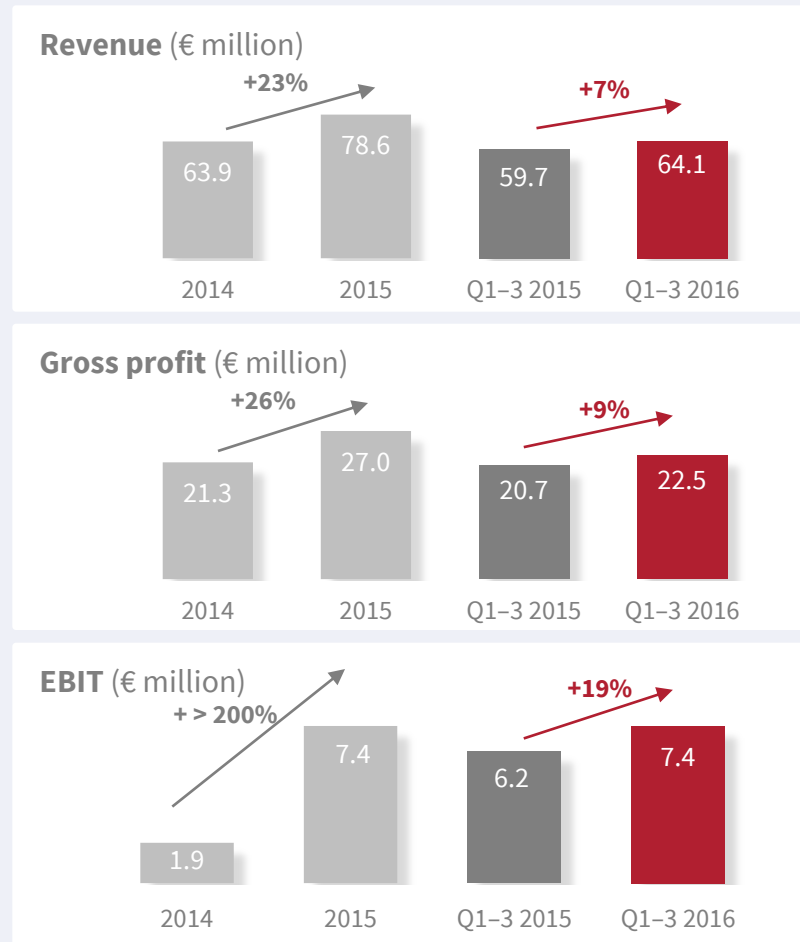
Private Clients: volume of loans brokered and number of advisors



- Adjusted for one-off statistical effects, Dr. Klein mortgage finance continues to grow faster than the market
- The strong interest-rate boost in Q2 and Q3 2015 has a marked impact on the prior-year comparison
- The volume of personal loans rose significantly in Q3 due to offline alliances that we are continuing to expand
- The number of advisors at franchisees and flagship stores has continued to be increased, providing the foundations for further systematic growth
- Winning the award as Germany's fairest mortgage provider for three consecutive years is having a positive effect on demand.

Dr. Klein reports strong top-line and bottom-line results

Private Clients: revenue, gross profit and earnings



- Best nine-month results in the Company's history
- Expansion of market share in loan brokerage and personal loans has led to additional revenue growth
- EBIT has been pushed up by increased productivity among advisors and because the negative impact on earnings from the insurance business is no longer included

Institutional Clients business unit

Business model and KPIs

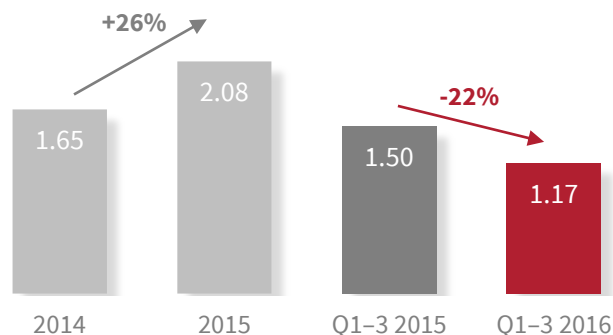


DR. KLEIN
DIE PARTNER FÜR IHRE FINANZEN

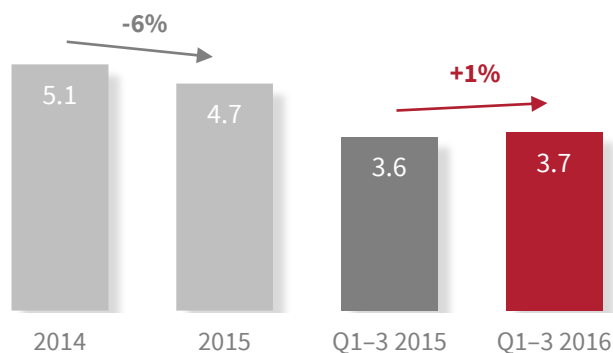
Good prospects in stable market environment

Institutional Clients: volume of loans brokered and consulting revenue

Volume of new loans brokered (€ billion)



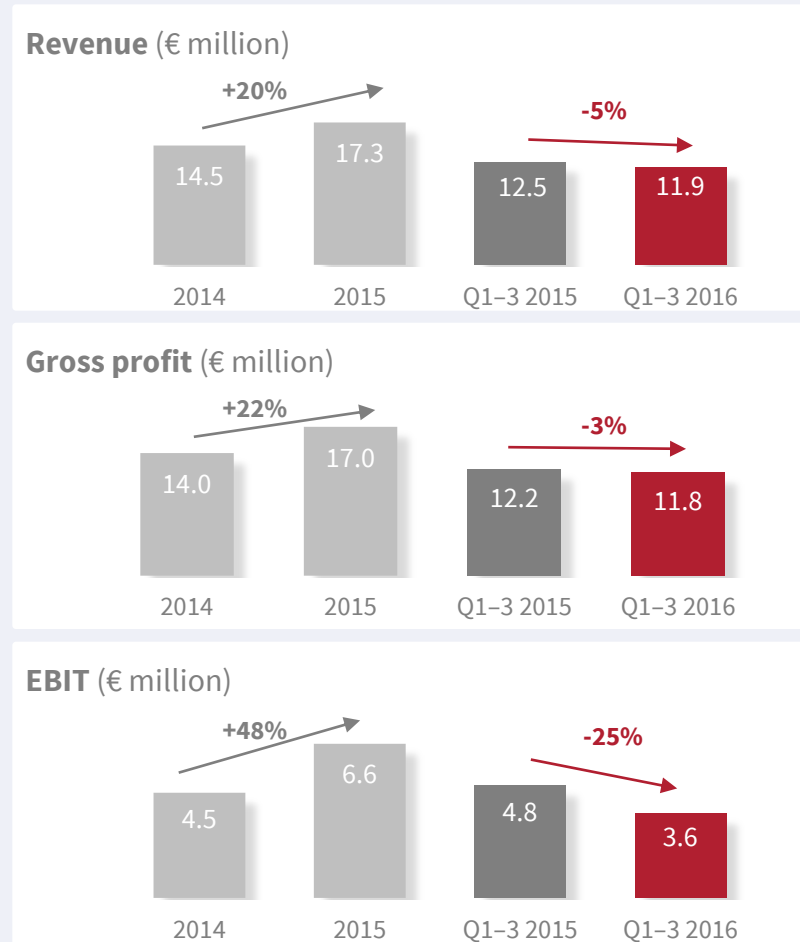
Consulting revenue (€ million)



- Market players have generally been wary as interest rates failed to provide any stimulus at a normal level of volatility
- Falling interest rates without any indications of a change of direction any time soon is leading to fewer refinancing transactions. The strong interest-rate boost in Q2 and Q3 2015 has a marked impact on the prior-year comparison
- More new-build projects are in the pipeline, but involve long planning phases. Extended product range (DEED, KVG) caters to this trend
- Successful consulting services tailored to the target group is creating a competitive advantage

Intra-year volatility levels out performance

Institutional Clients: revenue, gross profit and earnings



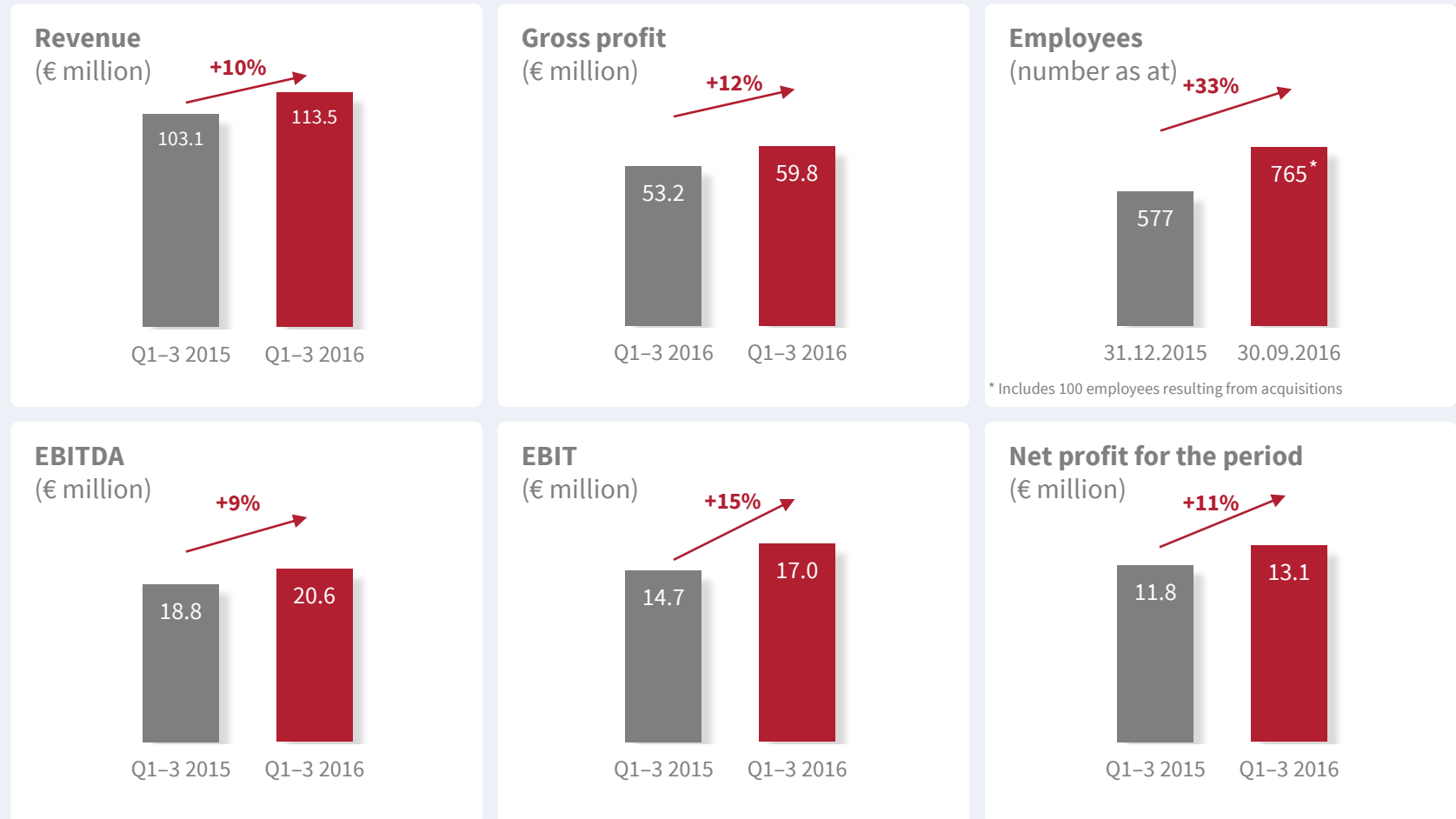
- Interest rates locked in for long periods and high-margin business partners from the insurance sector have kept revenue virtually unchanged.
- Capital investment in expanding support resources and in new business models is increasing costs and will only strengthen our market position or increase profitability in the long term

Contents

1. Market environment
2. Business units
- 3. Overview of key performance indicators**
4. Hypoport's shares
5. Outlook

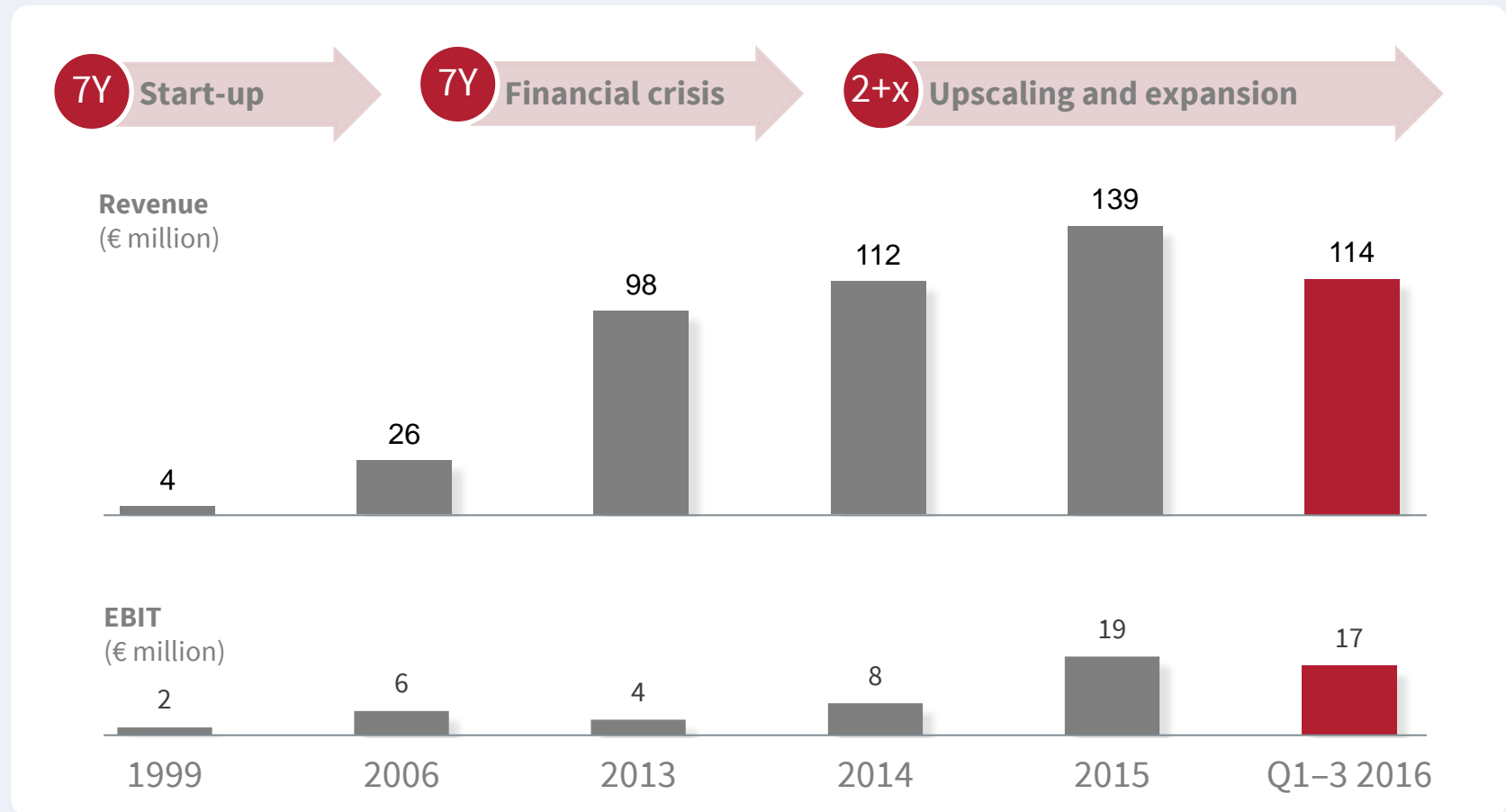
Sound performance thanks to both organic growth and growth by acquisition

Overview of Hypoport's key performance indicators



Hypoport still remains firmly on a path of growth

Long-term changes in revenue and EBIT



Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
- 4. Hypoport's shares**
5. Outlook

A dynamic year with temporary consolidation

Share performance, publicity and research

Performance of Hypoport shares (daily closing prices, Xetra, €) up to 12 October 2016



Strong demand for investor relations activities

Roadshows, research reports and indices

Investor relations activities		
DATE	EVENT	LOCATION
Jan 2017	Investor Conference	Lyon
Dec 2016	Investor Conference	Berlin
Nov 2016	Roadshow	Paris
Nov 2016	German Equity Forum	Frankfurt
Oct 2016	Roadshow	Dublin
Oct 2016	Roadshow	Edinburgh
Oct 2016	Investor Conference	New York
Aug 2016	Roadshow	USA
Jun 2016	Investor Conference	Portugal
Jun 2016	Roadshow	Hamburg
May 2016	Roadshow	Frankfurt
May 2016	Roadshow	London
Plus various one-on-one meetings		

Research & indices			
ANALYST	RECOMMENDATION	TARGET PRICE	DATE
ODDO Seydler	Buy	€102.00	22 Sep 2016
Warburg	Buy	€117.00	16 Sep 2016
Equinet	Buy	€100.00	25 Aug 2016
Montega	n.a.	n.a.	1 Aug 2016
Warburg	Buy	€117.00	19 Jul 2016
Warburg	Buy	€108.00	5 Jul 2016
Warburg	Buy	€108.00	18 May 2016
ODDO Seydler	Buy	€89.00	3 May 2016
Montega	Buy	€83.00	3 May 2016
Warburg	Buy	€92.00	26 Apr 2016
Montega	Buy	€78.00	19 Apr 2016
ODDO Seydler	Buy	€74.00	18 Apr 2016
ODDO Seydler	Buy	€74.00	22 Mar 2016
Montega	Buy	€72.00	15 Mar 2016
ODDO Seydler	Buy	€72.00	23 Feb 2016
Montega	Buy	€78.00	19 Jan 2016
ODDO Seydler	Neutral	€77.00	11 Jan 2016
Indices	SDAX, MSCI Small Cap Germany, GEX		

A year of change

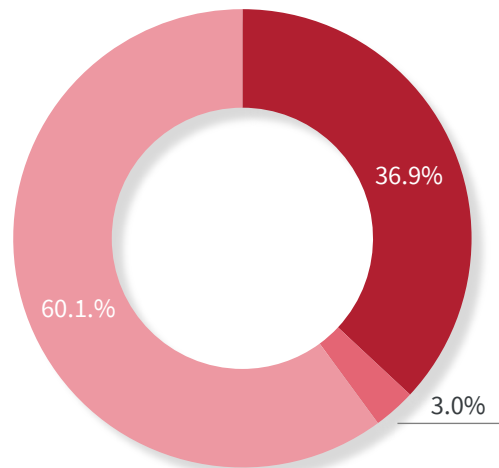
Shareholder structure, repurchase programmes and KPIs

Breakdown of shareholders as at 30 September 2016

Fixed ownership

- Ronald Slabke (CEO)
- Treasury shares

- **Free float**
(from that 5.1% Union Investment Privatfonds GmbH)



Share repurchase programme as at 30 September

YEAR	SHARES PURCHASED	MAX. PRICE
2016	32,362 shares	€65.00
2015	52,467 shares	€40.00
2015	33,655 shares	€19.00

KPIs

KPI		VALUE
EPS	Earnings per share Q1-3 2016	€2.17
Market cap	Market capitalisation as at 30 Sep 2016	€519 million
High	Highest closing price Q1-3 2016	€97.00
Low	Lowest closing price Q1-3 2016	€53.59

Contents

1. Market environment
2. Business units
3. Overview of key performance indicators
4. Hypoport's shares
- 5. Outlook**

Areas of exceptional growth up to 2020

Business models taking shape at a very rapid pace

	Company	BU	Objective	Status
1	FINMAS	FSP	Mortgage finance centre of excellence and main marketplace in the savings bank sector	Used by 136 savings banks 19 of the top 25 are contractual partners
2	GENOPACE	FSP	Main platform used by cooperative banks for the acquisition of new customers and brokerage	Used by 166 credit cooperatives and mutually owned banks 20 of the top 25 are contractual partners
3	Hypoport Invest	IC	Main supplier to the German housing industry of 'hybrid' equity and lending	First property purchased, others under review
4	Hypoport InsurTech	PC/ FSP	Germany's leading administration platform for insurance product distributors	Integration of NKK completed and further acquisitions in the pipeline
5	Real-estate valuation	FSP	Leading provider of valuation services for banks in Germany	Hypservice successfully integrated, first new customers gained, further acquisitions under way

Contacts

Christian Würdemann

Head of Group Operations

Tel: +49 (0)30 420 860

Email: [ir\(at\)hypoport.de](mailto:ir(at)hypoport.de)

Michaela Reimann

Head of Investor Relations & Public Affairs

Tel: +49 (0)30 420 860

Email: [ir\(at\)hypoport.de](mailto:ir(at)hypoport.de)

Hypoport AG

Klosterstrasse 71

10179 Berlin

Germany

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