

## Press release

Volume of transactions in Q1 2017

### **EUROPACE is booming: double-digit growth in the volume of transactions**

**Berlin, 21 April 2017: Growth in the volume of transactions on the EUROPACE marketplace was into double figures in the first quarter of 2017. The sub-marketplaces for regional banks, GENOPACE and FINMAS, increased their share of technology-based mortgage finance with disproportionately strong growth in the high double digits.**

In the first quarter of 2017, EUROPACE generated a transaction volume\* of €12.2 billion across all product segments. The marketplace's year-on-year growth was thus 17 per cent (Q1 2016: €10.4 billion). Once again, neutral mortgage finance distributors succeeded in substantially increasing their market share by using EUROPACE.

At 61 per cent, the Savings Banks Finance Group achieved the biggest rise among the product suppliers, taking its transaction volume to €1.2 billion (Q1 2016: €0.7 billion). The institutions of the cooperative financial network increased their transaction volume by 27 per cent to €0.9 billion (Q1 2016: €0.7 billion).

It is not only neutral financial product distributors that are opting for EUROPACE: Private banks, regional banks and savings banks are also increasingly relying on the marketplace when providing digitalised mortgage advice. "The efficiency gains for regional banks that equip their advisors with EUROPACE technology are huge," says Ronald Slabke, Chief Executive Officer of Hypoport AG. "Concrete examples show that it is possible to double the volume of mortgage deals with the same number of advisors. In such a fiercely competitive market environment, this provides a strong incentive to use EUROPACE." This is underlined by the figures: In the first quarter of 2017, FINMAS expanded the volume of business concluded via EUROPACE on the basis of advice provided by the Savings Banks Finance Group by 63 per cent to €0.5 billion (Q1 2016: €0.3 billion), while GENOPACE increased the volume of business in the cooperative financial network arranged using EUROPACE technology in the same period by 52 per cent to €0.3 billion (Q1 2016: €0.2 billion).

To put these growth figures into context: In the period January to February 2017, the size of the overall market for mortgage finance was unchanged year on year according to Deutsche Bundesbank.

\* All figures on the volume of financial products processed include cancellations and, consequently, cannot be compared directly with the revenue figures shown, which exclude subsequent cancellations. Neither the revenue nor the earnings generated by Hypoport can be directly extrapolated from the transaction figures given above.

### **About 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 about 400 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 Firmenkunden AG has been a major financial service partner to housing companies and commercial property investors since 1954. Hypoport AG is headquartered in Berlin, employs about 800 people and is listed in the Prime Standard of the Frankfurt Stock Exchange. At the end of 2015 Hypoport was admitted to the SDAX.

### **Contact**

Hypoport AG  
Michaela Reimann  
Head of Investor Relations & Public Affairs  
Tel: +49 (0)30 42086 1936  
Email: [ir@hypoport.de](mailto:ir@hypoport.de)  
[www.hypoport.com](http://www.hypoport.com)



### **Key data on Hypoport's shares**

ISIN	DE 0005493365
WKN	549336
Stock exchange symbol	HYQ