

# Press release

Results for the first nine months of 2017

## **Hypoport: final results for the nine-month period confirm the growth trajectory**

- Revenue advances by 27 per cent to €143.7 million
- EBIT rises by 10 per cent to €18.6 million
- Earnings per share up by 14 per cent to €2.48
- Credit Platform and Private Clients business units achieve growth rates well into double figures
- Institutional Clients business unit reports good results for the nine-month period despite a slightly weaker third quarter
- The newest business unit, Insurance Platform, delivers an excellent performance

**Berlin, 30 October 2017: Hypoport AG's publication of its final results for the first nine months of 2017 confirms the preliminary figures released earlier. Revenue rose by 27 per cent to €143.7 million (Q1–Q3 2016: €113.5 million). In the same period, EBIT advanced by 10 per cent to €18.6 million (Q1–Q3 2016: €16.7 million). This means that the earnings per share for Hypoport AG's shareholders increased by 14 per cent to €2.48 (Q1–Q3 2016: €2.17).**

In the first three quarters of 2017, the Credit Platform business unit contributed revenue of €57.5 million (Q1–Q3 2016\*: €48.9 million; up by 17 per cent) to the Company's growth. The business unit's EBIT amounted to €11.7 million (Q1–Q3 2016\*: €10.6 million; up by 10 per cent).

The revenue of the Private Clients business unit came to €61.6 million (Q1–Q3 2016\*: €50.5 million; up by 22 per cent), thereby making the biggest contribution to the total for the Hypoport Group. This growth was partly due to a 9 per cent rise in the number of brokerage advisors to 542. There was a disproportionately strong increase in EBIT to €9.4 million (Q1–Q3 2016\*: €7.2 million; up by 31 per cent).

Despite a slight drop in momentum in the third quarter, the Institutional Clients business unit generated revenue of €14.5 million in the first nine months of 2017 (Q1–Q3 2016: €11.9 million; up by 21 per cent). EBIT stood at €4.1 million (Q1–Q3 2016: €3.6 million; up by 15 per cent).

The newest business unit, Insurance Platform, was boosted by further acquisitions and thus saw its revenue more than triple to €10.9 million (Q1–Q3 2016\*: €2.9 million). Owing to the high level of initial capital expenditure, EBIT amounted to a loss of €0.9 million (Q1–Q3 2016\*: income of €0.1 million).

“We are completely satisfied with the performance of the Hypoport Group in the first nine months of 2017,” says Ronald Slabke, Chief Executive Officer of Hypoport AG. “All business units achieved growth rates that were into double figures and gained market share against a backdrop of just stable market conditions. Furthermore, EUROPACE is the most innovative B2B marketplace and once again Dr. Klein has been awarded as the fairest financial product distributor. In our Institutional Clients business unit, which is traditionally the most volatile, we are increasingly investing in the diversification of our sales network and the digitalisation of our customer relationships. These measures will keep this business unit on a long-term growth trajectory as well. And our newest business unit, Insurance Platform, will continue to expand rapidly, with revenue expected to rise by around 50 per cent in 2018. We’re on track!”

\* Prior-year figures adjusted; see disclosures in the interim report of Hypoport AG for the period ended 30 Sep 2017 on the comparability of prior-year figures.

### **Information on Hypoport AG**

Hypoport AG is the parent company of the Hypoport Group. The subsidiaries of the Hypoport Group are engaged in the distribution of financial services, facilitated or supported by financial technology ('fintech'), and are divided into four business units.

The Credit Platform business unit operates EUROPACE, which is an online financial marketplace and the largest German software platform offering mortgages, building finance products and personal loans. A fully integrated system links more than 450 partners – banks, insurers and financial product distributors. Several thousand loan brokerage advisors execute some 35,000 transactions per month on EUROPACE, generating a volume of around €4 billion. Besides EUROPACE, the FINMAS and GENOPACE sub-marketplaces and the B2B distribution companies Qualitypool and Starpool support the growth of the credit platform.

The Private Clients business unit, made up of the web-based, non-captive financial product distributor Dr. Klein Privatkunden and the consumer comparison portal Vergleich.de, brings together all business models aimed at directly advising consumers on mortgages, insurance or pension products.

The Institutional Clients business unit, operating under the DR. KLEIN Firmenkunden AG brand, is a leading financial service partner to housing companies and commercial property investors.

The Insurance Platform business unit operates Smart InsurTech, a platform for advice, comparison of tariffs and the administration of insurance policies.

Hypoport AG is headquartered in Berlin, Germany, and has around 1,000 employees. Its shares are listed in the Prime Standard segment of the Frankfurt Stock Exchange (Deutsche Börse) and have been included in the SDAX since 2015.

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**Key data on Hypoport's shares**

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