

Press release

Transaction volume, H1 2018

Hypoport: Volume of transactions on EUROPACE financial marketplace increases in the first half of 2018

- Overall mortgage finance market sees only a modest increase
- Savings banks, cooperative banks and independent loan brokerage advisors continue to generate disproportionately strong growth
- Savings banks record highest rates of growth in transaction volume
- Transaction volume on EUROPACE per sales day exceeds €220 million for the first time

Berlin, 18 July 2018: The volume of transactions* on the EUROPACE B2B financial marketplace, which is part of Hypoport's Credit Platform business unit, grew by 16 per cent to €27.9 billion in the first six months of 2018 (H1 2017: €24.0 billion). The transaction volume per sales day rose by 17 per cent to €227 million (H1 2017: €193 million).**

According to the Bundesbank, the volume of new business for residential mortgage lending in Germany rose by 1.6 per cent in the period from January to May 2018. Ronald Slabke, Chief Executive Officer of Hypoport AG, can therefore be very satisfied with the performance of the EUROPACE subsidiary: "In a direct comparison, EUROPACE once again significantly outperformed the overall market, which serves as our benchmark. Whereas our financial marketplace saw a significant increase in volume relative to the prior-year period, the overall market grew by only around 2 per cent."

The strong results reported for the first quarter of 2018 carried over into the second quarter thanks to the sustained high level of sales generated by the four user groups – independent loan brokerage advisors, private banks, savings banks and cooperative banks.

FINMAS, the sub-marketplace for the Savings Banks Finance Group, performed particularly well, with its sales volume rising by an impressive 73 per cent from €1.0 billion to €1.8 billion. The cooperative banks, which in the first quarter of 2018 had only slightly outpaced the growth of the overall EUROPACE marketplace, saw a significantly higher rate of growth in sales volume in the second quarter through the GENOPACE sub-marketplace. In the first half of the year as a whole, a total volume of €0.8 billion (H1 2017: €0.6 billion) was brokered on GENOPACE, equivalent to an increase of 27 per cent.

The independent financial distributors also experienced a good first half of 2018. Thanks to the EUROPACE marketplace, which now gives them access to more than 400 suppliers, they are able to offer customers a broad range of financial products.

"EUROPACE makes every advisor more productive, whether they are independent or working in a bank branch," explains Slabke. "In a market that has been in decline for the past two years and that

we believe will only tread water in 2018, EUROPACE gives our existing partners the chance to continue growing, and our future partners the opportunity to return to growth. This was once again confirmed by the strong rates of growth in transaction volume in the first half of 2018.”

Product suppliers in the financial marketplace are divided into three groups: private banks/insurance companies, savings banks and cooperative banks. In the first half of the year, the savings banks and cooperative banks further increased their share of the product supplier market over the traditionally strong private banks. Over the same period, the volume of business from institutions in the savings bank sector grew by 64 per cent to €3.8 billion (H1 2017: €2.3 billion), while the volume attributable to the cooperative financial network rose to €2.2 billion (H1 2017: €1.6 billion), an increase of 36 per cent.

** 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.*

*** Sales days are defined as the number of banking days, less half of the number of 'bridging days', (i.e. days falling between public holidays and weekends)*

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 500 partners – banks, insurers and financial product distributors. Several thousand loan brokerage advisors execute more than 35,000 transactions per month on EUROPACE, generating a volume of around €4.5 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 more than 1,400 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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