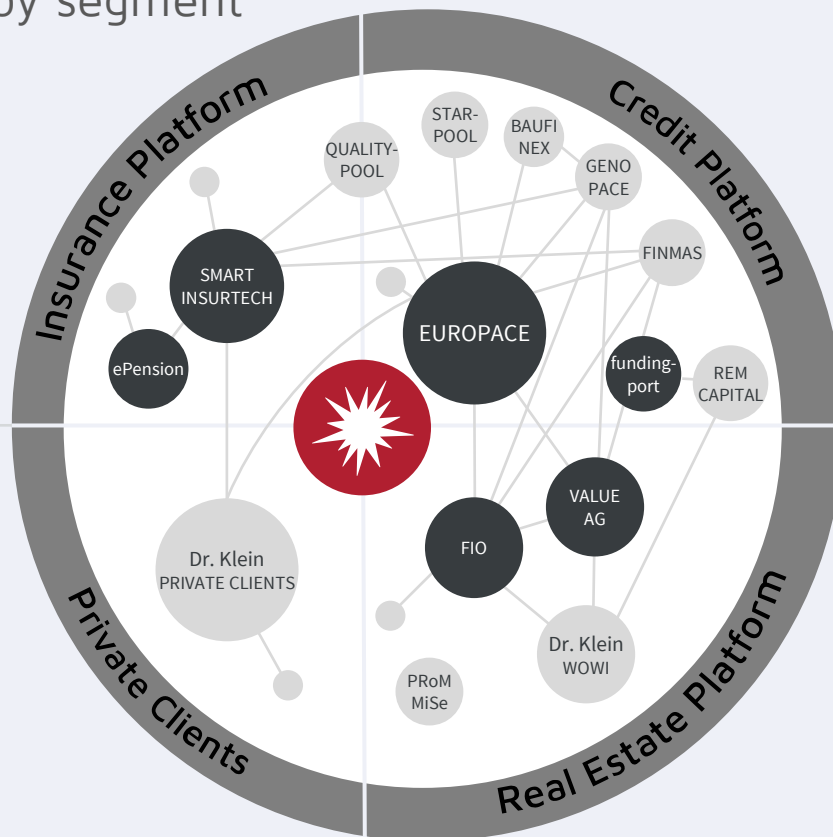


# Hypoport SE

*Preliminary Results  
for FY 2022*

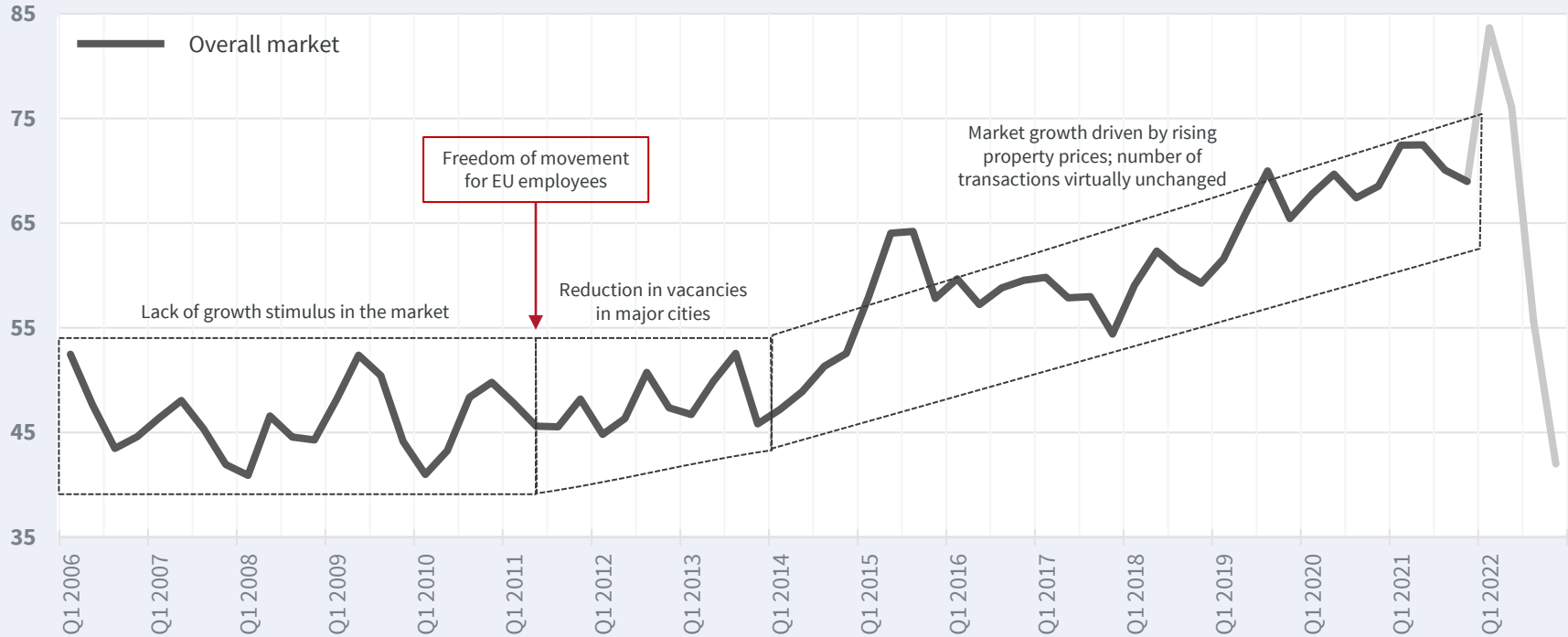
# Hypoport – a network of technology companies

Revenue in 2022 by segment



# Lending volume boosted by EU integration

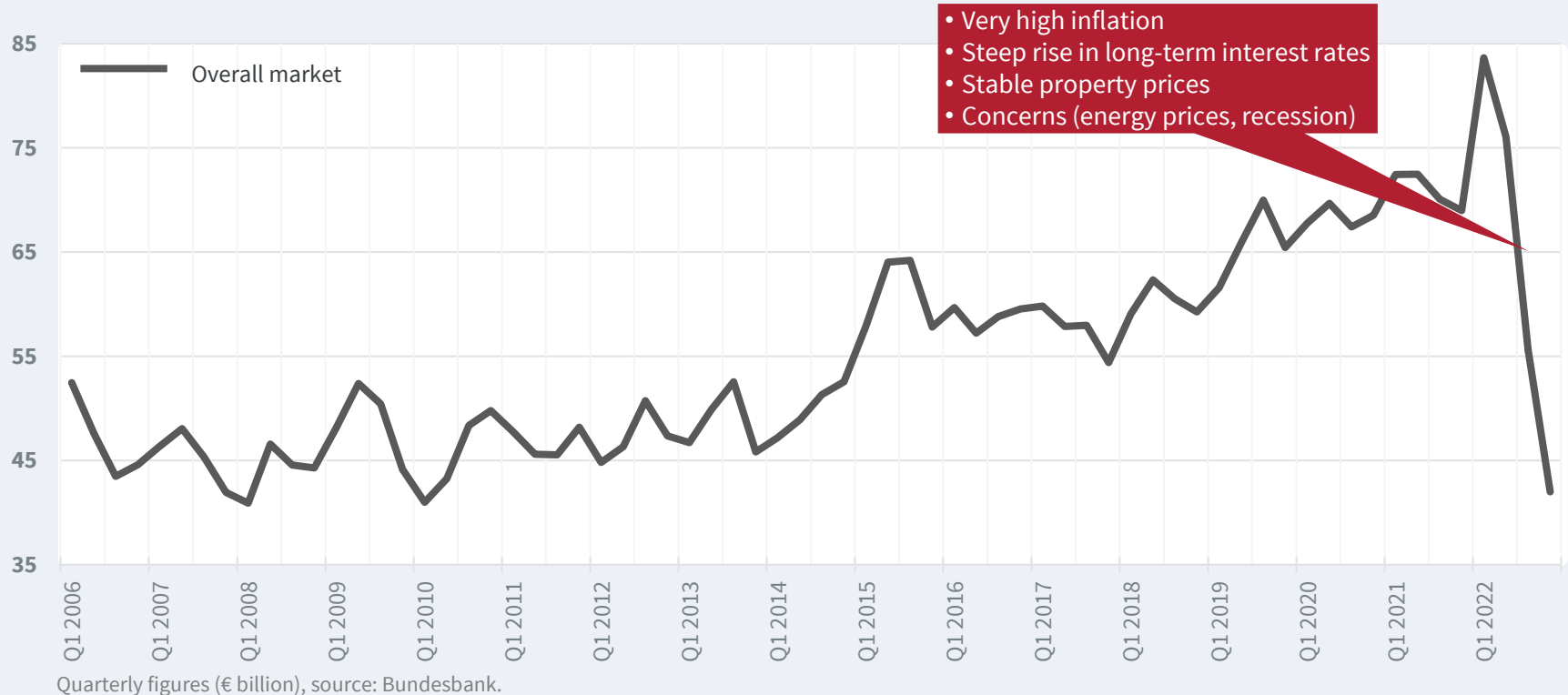
Volume of private mortgage finance in Germany



Quarterly figures (€ billion), source: Bundesbank.

# Sharp decline in volume due to multiple factors

Volume of private mortgage finance in Germany



# New construction slumps particularly sharply

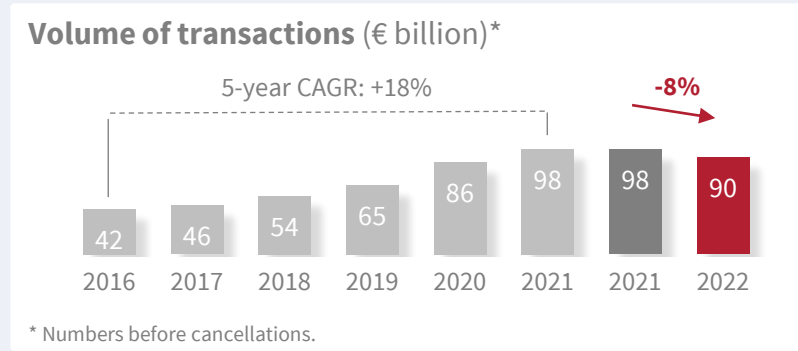
## Mortgage finance volume by intended use



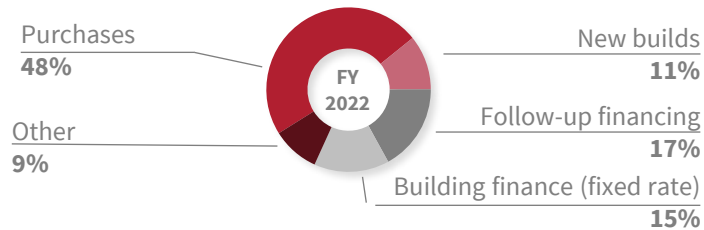
Quarterly figures (€ billion)

# Robust performance in a weak market environment

Credit Platform: mortgage finance and building finance product type



## Mortgage finance & building finance by use (€ billion)

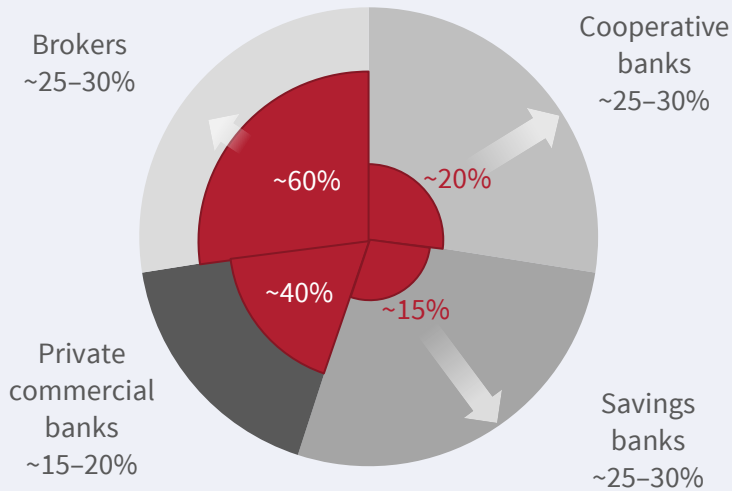


- Further gains in market share in a strongly deteriorating overall market
- Building finance (as a way of locking in interest rates) recorded a small uptick (+1%) in a wider market environment that benefited from brisk interest in retirement savings plans (+28%)
- Regional associations of savings banks and cooperative banks are recording the fastest growth rates
- Rising interest rates provided a particular boost to follow-up financing and building finance as a way of locking in interest rates, especially in the first half of 2022
- Weak momentum in the market and high internal IT fixed costs at banks are intensifying the need to go digital and accelerating the switch to the transaction-based Europace platform

# Europace still has huge potential for growth

Mortgage finance product type: market share, by distribution channel

## Distribution channels and Europace's share

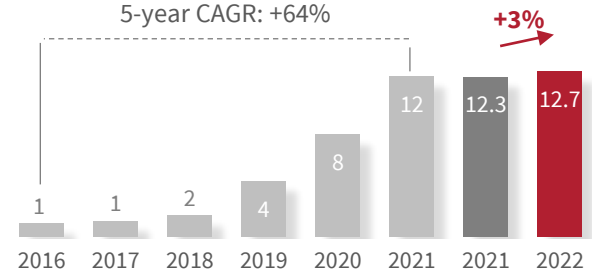


○ Mortgage finance in Germany in 2022: €257 billion  
 ■ Mortgage finance on Europace\* in 2022: €77 billion

\* Numbers before cancellations (€ billion). Sources: Bundesbank, Europace, own estimates.

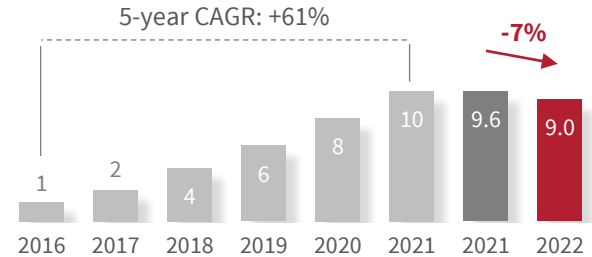
## GENOPACE (for cooperative banks)\*

5-year CAGR: +64%



## FINMAS (for savings banks)\*

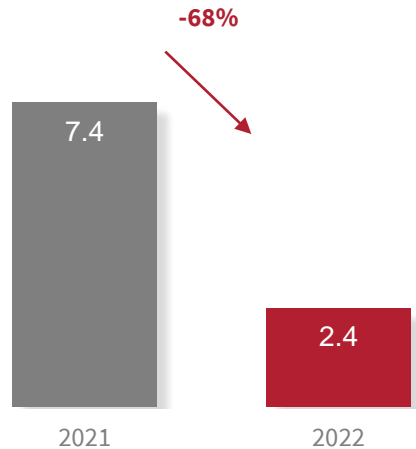
5-year CAGR: +61%



# Subsidy advice strong in H1 but weaker in H2

Credit Platform: corporate finance product type

Volume of new projects at REM Capital (€ billion)

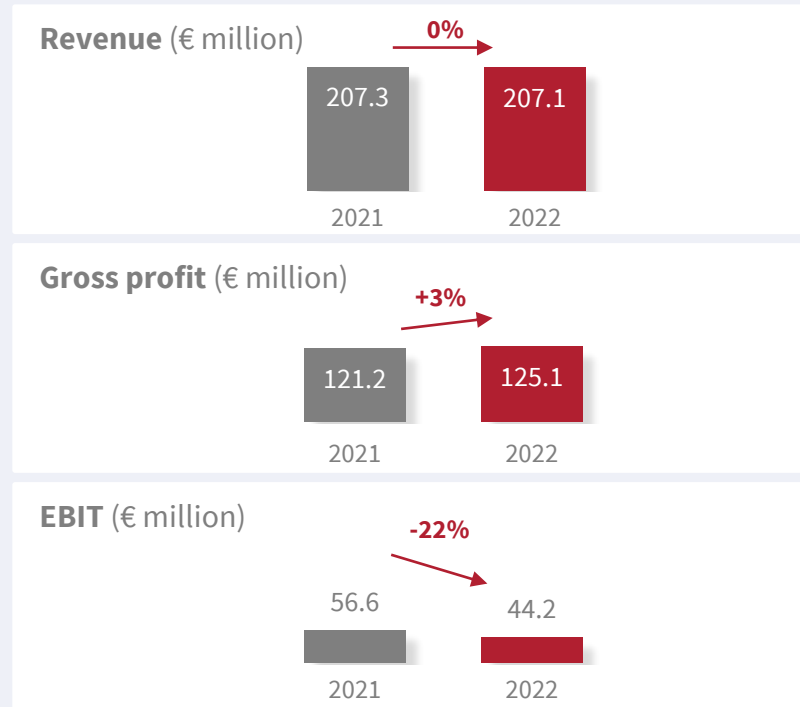


- From summer 2021 until summer 2022, REM Capital saw strong growth in connection with KfW support schemes for German SMEs in relation to energy efficiency improvements for buildings (initiated by the previous German government) and innovation
- Current external factors (climate change mitigation, energy crisis, disrupted supply chains, inflation) are posing challenges for German SMEs and sparking strong demand for advice, with substantial associated potential for transactions
- Current government support programmes have not yet been adapted to the latest climate goals and the trajectory of the current crisis; the market consequently weakened in H2 2022 and the volume of new projects declined substantially year on year
- In this challenging environment, banks are becoming increasingly reluctant to lend



# Stable business volume despite turbulent market conditions

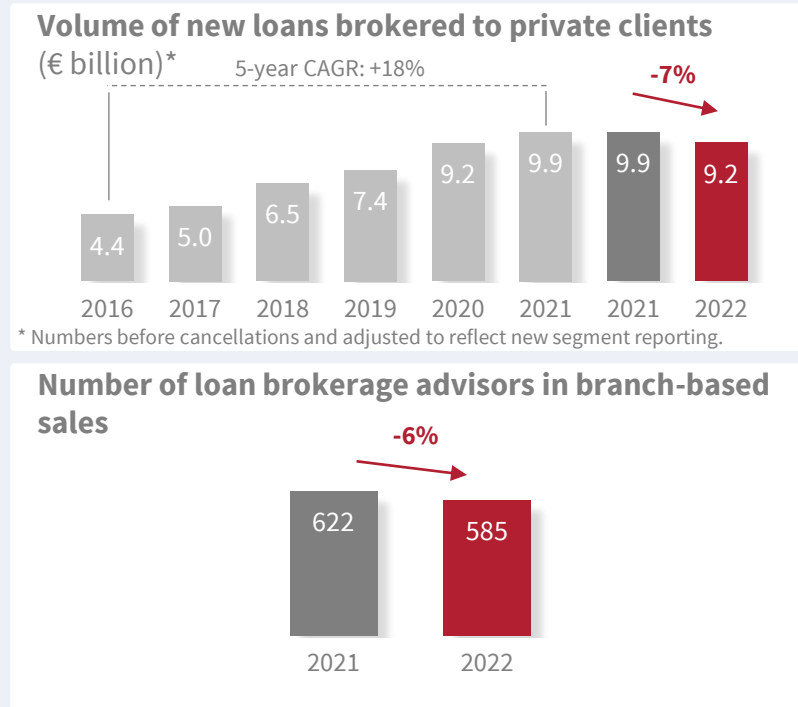
## Credit Platform: revenue, gross profit and EBIT



- Stable revenue generation in spite of the slump in the mortgage finance market in H2 2022
- Revenue contracted significantly in Q3 2022 due to challenging market conditions for private mortgage finance and weaker finance for SMEs
- At around 35% of gross profit, profitability was only slightly below the five-year average of 40-45% thanks to a very strong performance in the first half of 2022
- Segment outlook for 2023: a slight drop in revenue and a pronounced fall in EBIT
- Strong potential as soon as the mortgage finance market starts to normalise and the German government introduces effective funding support schemes for consumers and SMEs

# Further gains in market share for Dr. Klein in a weak market

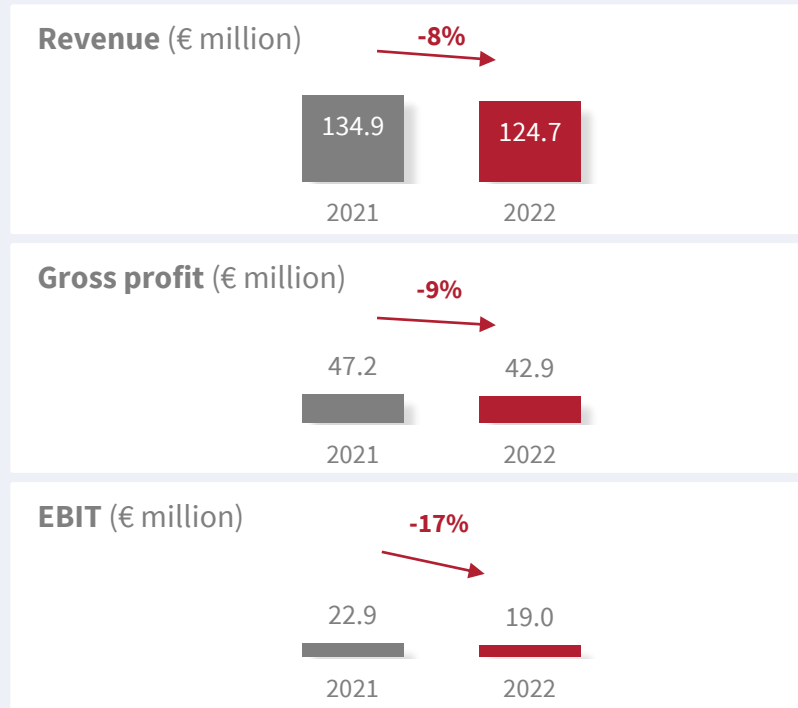
## Private Clients: operational key figures



- Further expansion of market share (overall market: -9%; long delay before market downturn is reflected in the figures) despite a 7% drop in the volume of new loans brokered
- Dr. Klein brokerage volume strongly affected by high market volatility in 2022; outstanding performance in Q1 (+34%), but very weak in Q4 (-50%)
- Drive to attract additional advisors successful up to autumn 2022; capacity reductions (-60 advisors) by franchisees in Q4 in light of external conditions
- As a result of rising interest rates, consumer demand for state-of-the-art provision of neutral advice (and the resulting interest-rate savings) continues to gain traction compared with traditional distribution by banks

# Dr. Klein held back by difficult market conditions

Private Clients: revenue, gross profit and EBIT

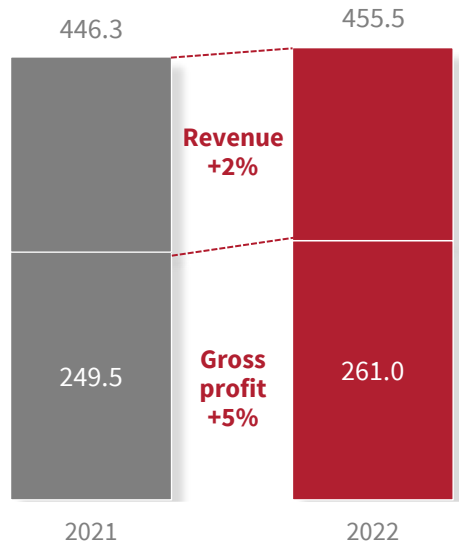


- Further slight gains in market share despite the challenging market environment
- Performance reflects the difficult conditions in the market for mortgage finance, Dr. Klein's anchor product
- If the lack of stimulus in the market persists, smaller independent advisors will likely join larger purchasing networks; this anticipated market consolidation should strengthen Dr. Klein's position as the second-biggest independent advisory brand in Germany
- Much like revenue, EBIT also declined as operating costs normalised after the lifting of pandemic-related restrictions; this had been forecast for several quarters
- Expectations for 2023 are that revenue will fall significantly and EBIT even more sharply, but there is substantial upside potential as soon as the market starts to normalise

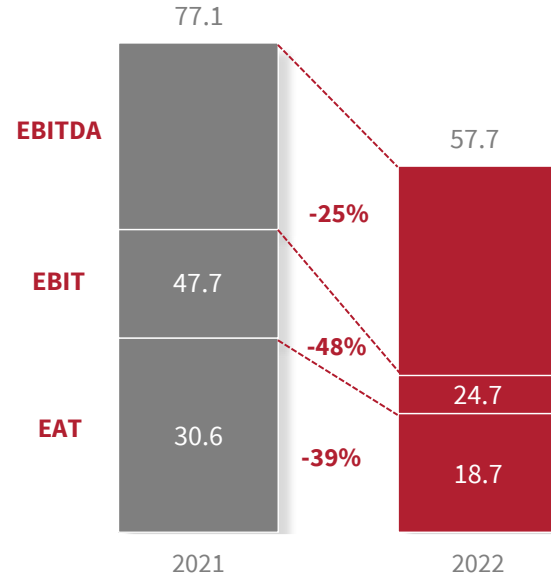
# Slight growth in 2022 and substantial investment in H1

## Overview of Hypoport's key performance indicators

Performance (€ million)



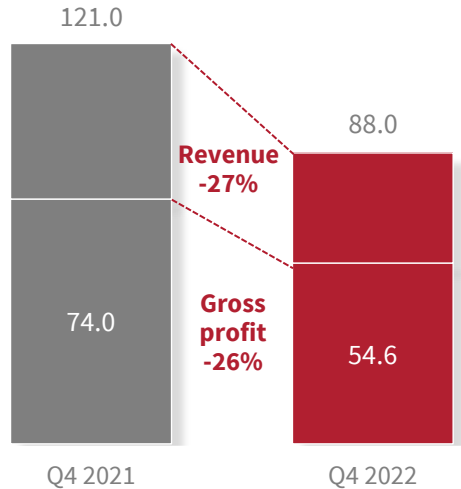
Earnings (€ million)



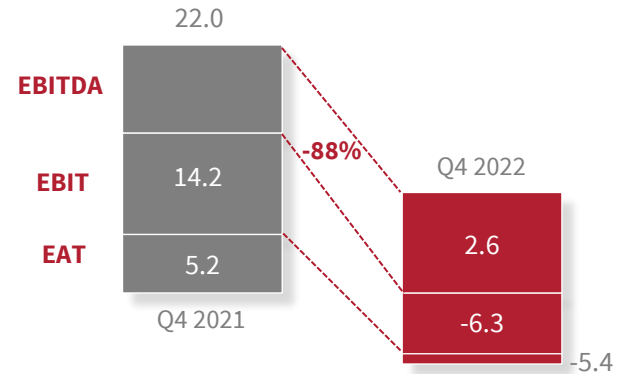
# Market slump became evident in Q4 2022

Overview of Hypoport's key performance indicators

Performance (€ million)



Earnings (€ million)

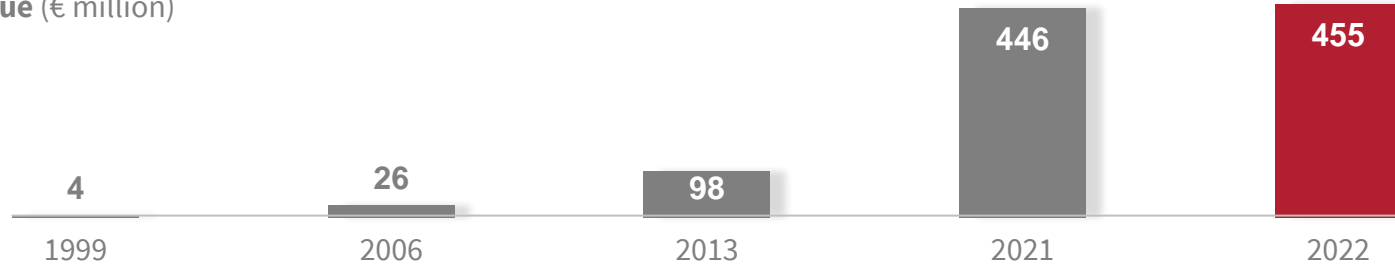


# 22-year track record as a profitable growth company

Long-term changes in revenue and EBITDA



Revenue (€ million)



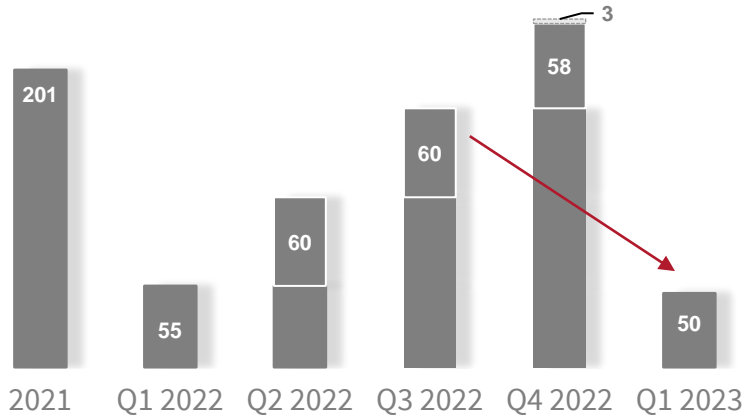
EBITDA (€ million)



# Costs reduced. Capital base strengthened. Successful course set

Key activities from the last six months put into context

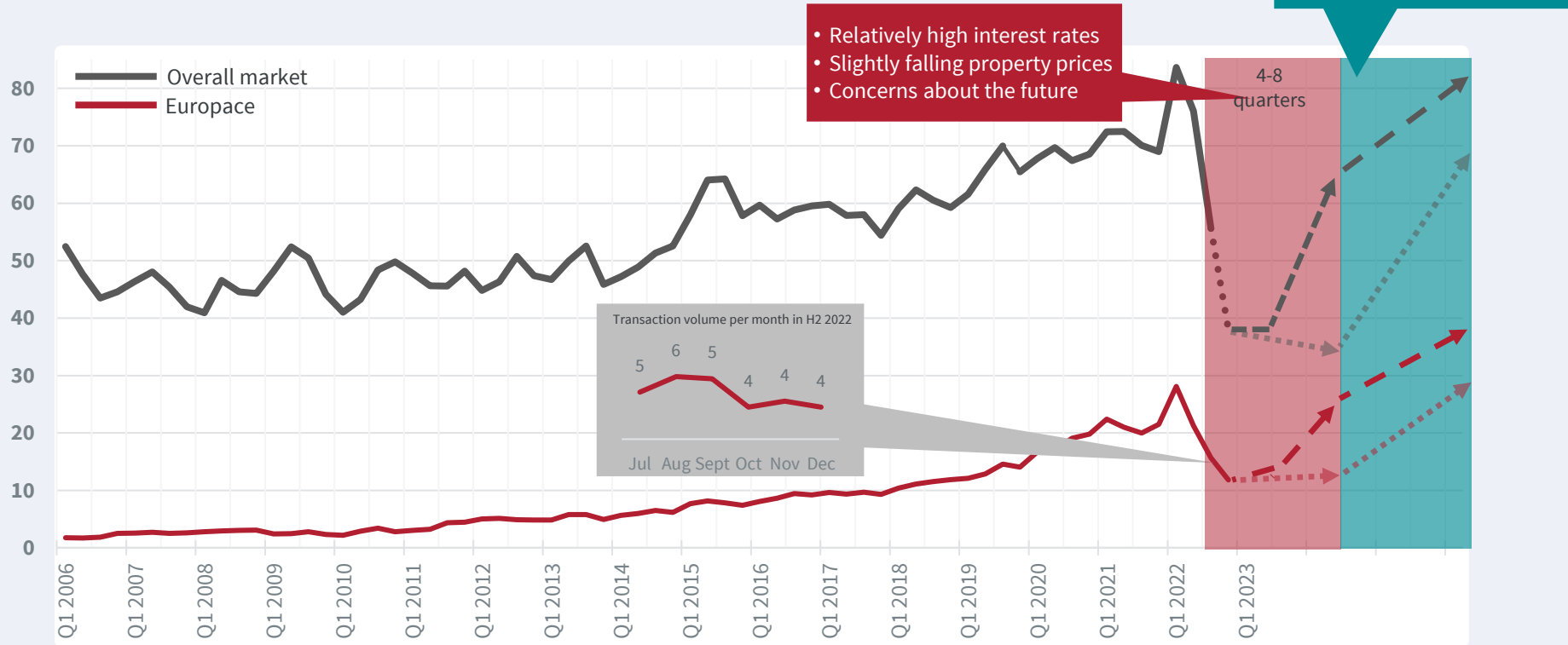
Costs (€ million)



- The reduction of costs since Q3 will lower expenditure by €35–40 million per year
- Costs reduced by approx. €10 million between Q3 2022 and Q1 2023, with **savings** achieved in all segments
- Reduction in headcount from 2,600 to 2,300 by focusing on value creation
- All promising **innovation projects** will continue; opportunities for the future will still be seized, but a hiring freeze has been implemented for the time being
- Prices and distribution of risk have been adjusted to the changing market conditions
- **Capital increase** of €50 million ensures that the Company retains its ability to seize opportunities for growth amid the market changes currently taking place

# Outperformance – then, now and in future

Possible future trajectory of mortgage finance

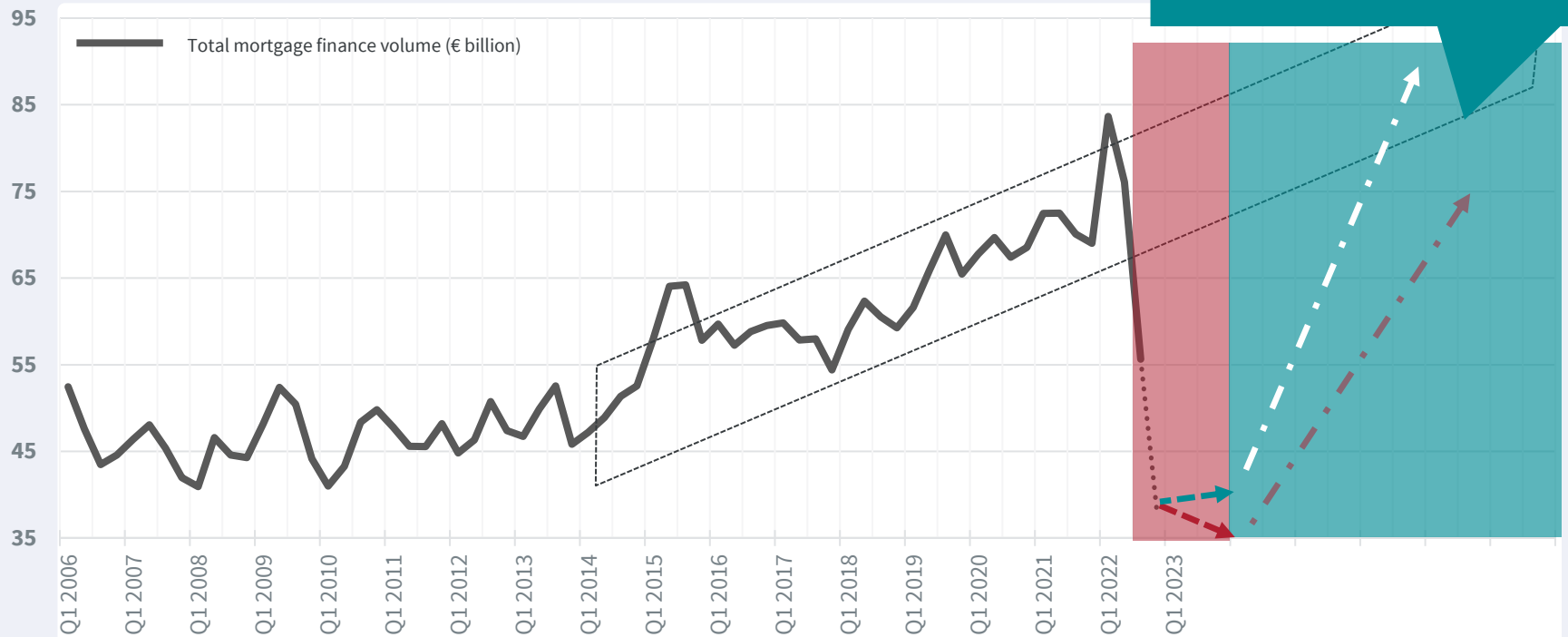


Quarterly figures (€ billion), source for market data: Bundesbank, compared with Europace transaction volume



# Market holds huge opportunities for growth

Expected long-term market trend



Source: Bundesbank

## For years

Hypoport has been generating double-digit increases in revenue and EBIT

## Forecast for 2023

Assuming a partial normalisation of the real estate financing market in the course of the year, decline in turnover of up to 10 per cent and EBIT decline of up to 30 per cent

## For many more years

Hypoport will generate double-digit increases in market share and thus, in normal market phases, also in revenue and EBIT

# Contact

## **Jan H. Pahl**

Head of Investor Relations

Tel: +49 (0)30 420 86 1942

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

## **Hypoport SE**

Heidestrasse 8

10557 Berlin

Germany

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