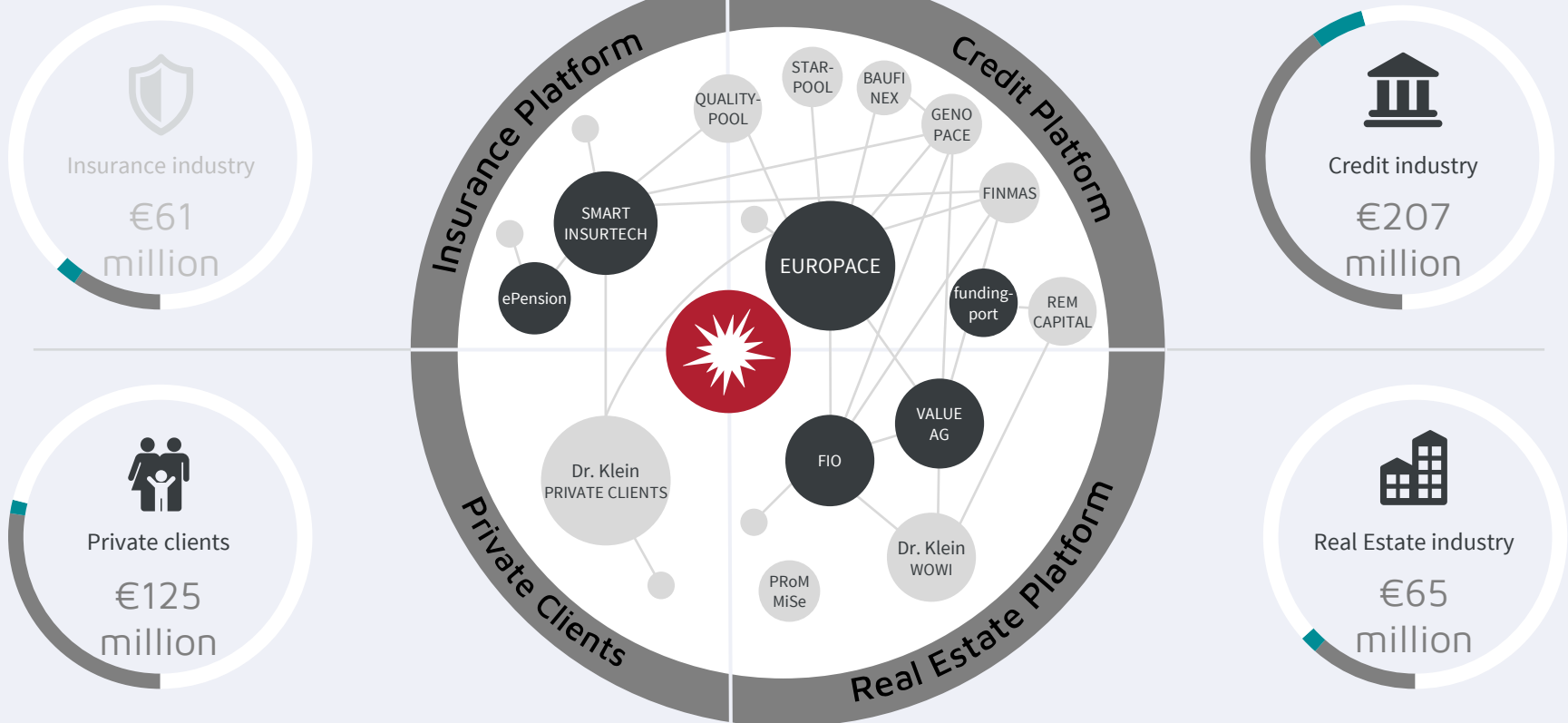


Hypoport SE

*Mortgage market
March 2023*

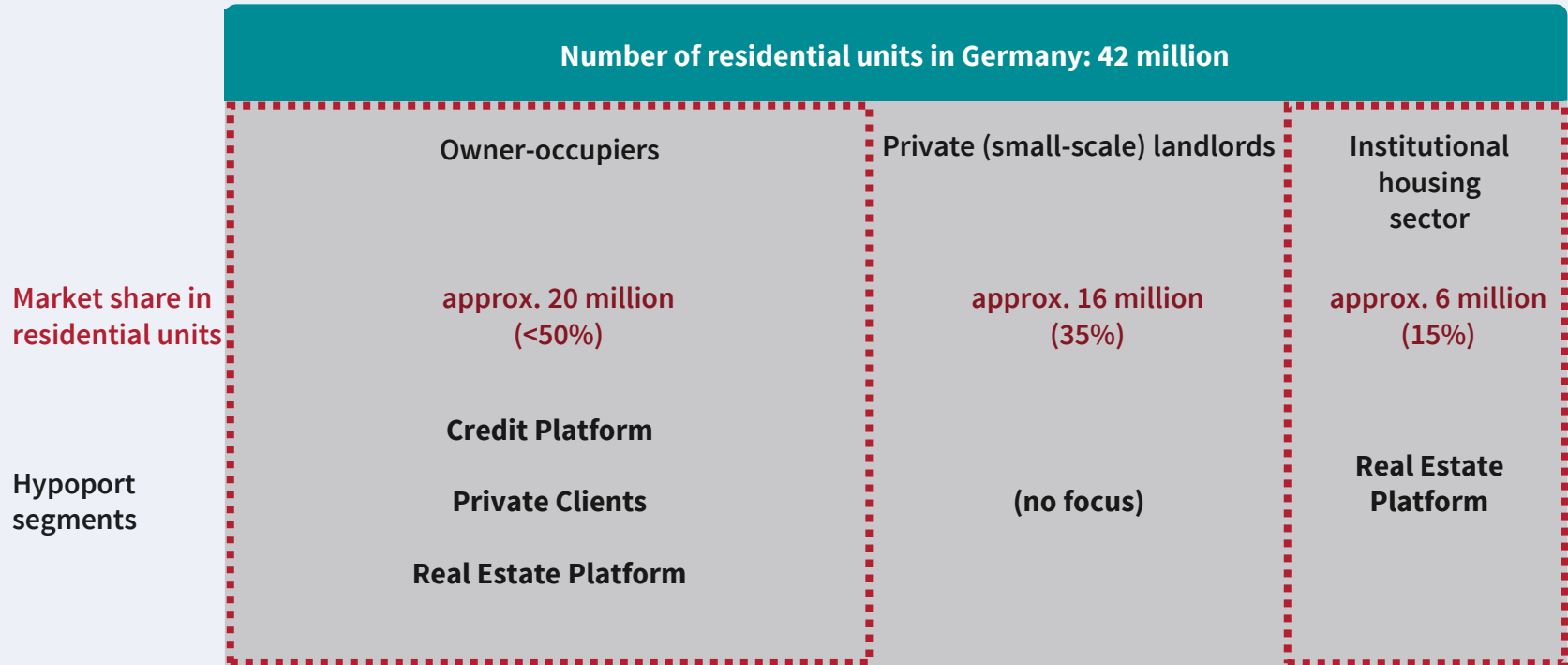
Hypoport – a network of technology companies

Revenue in 2022 by segment



Low owner-occupiers ratio in Germany

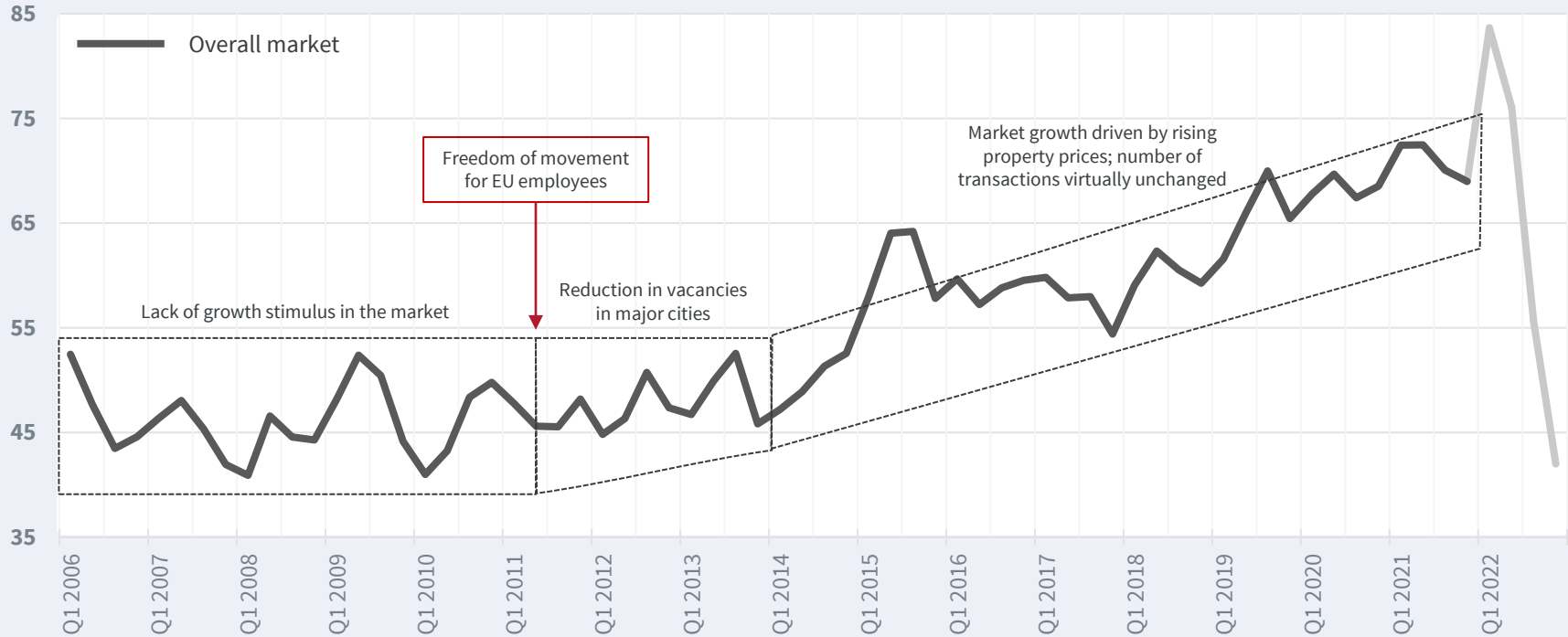
German residential real-estate market



Sources: German Housing and Property Companies Association (GdW), German Federal Statistical Office.

Lending volume boosted by EU integration

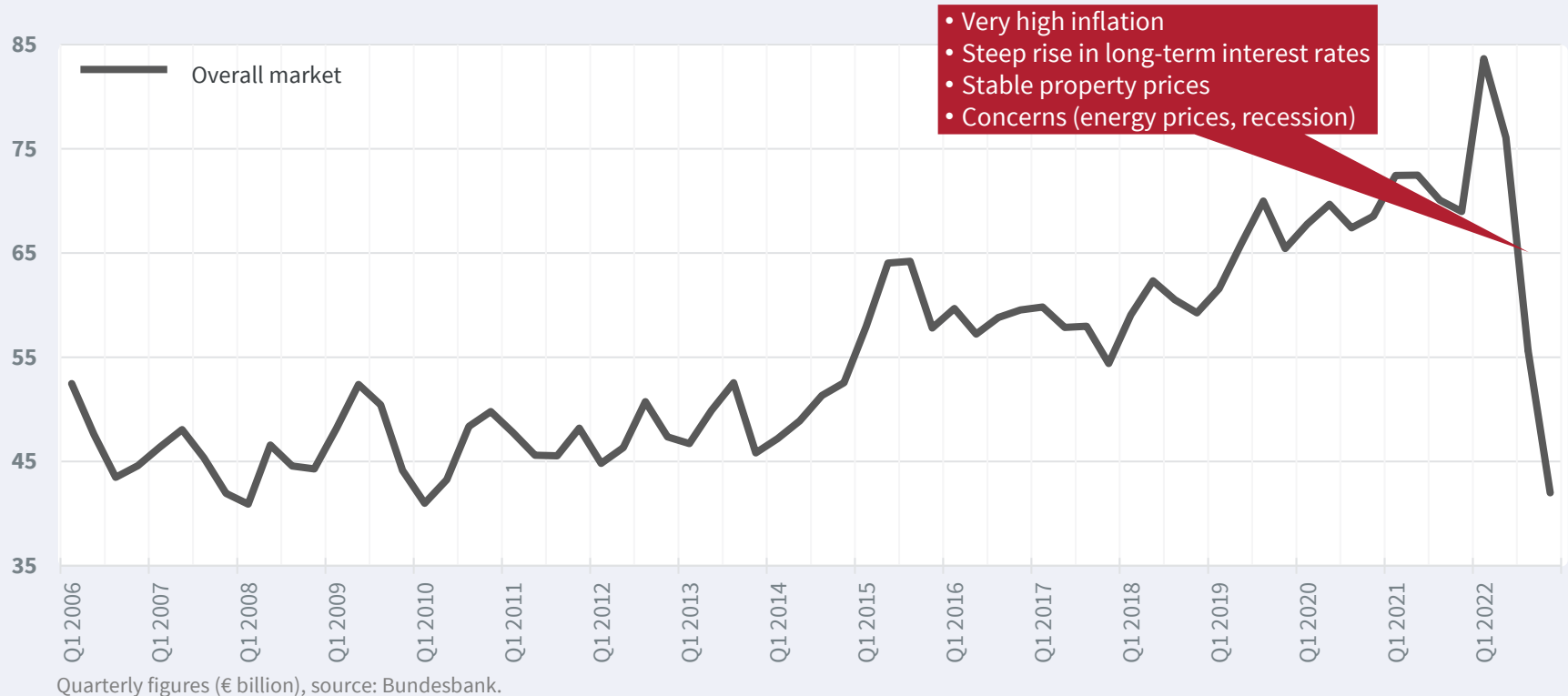
Volume of private mortgage finance in Germany



Quarterly figures (€ billion), source: Bundesbank.

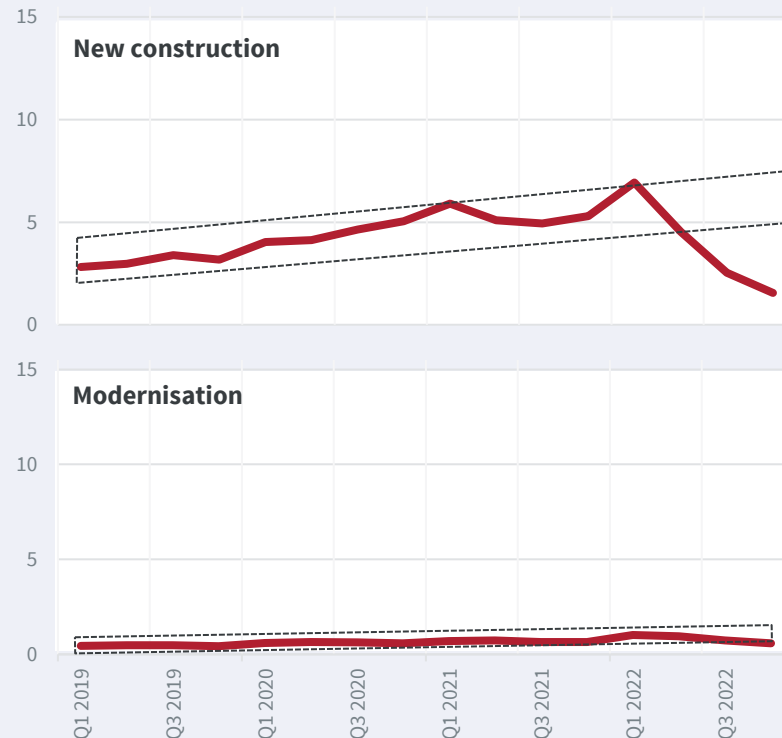
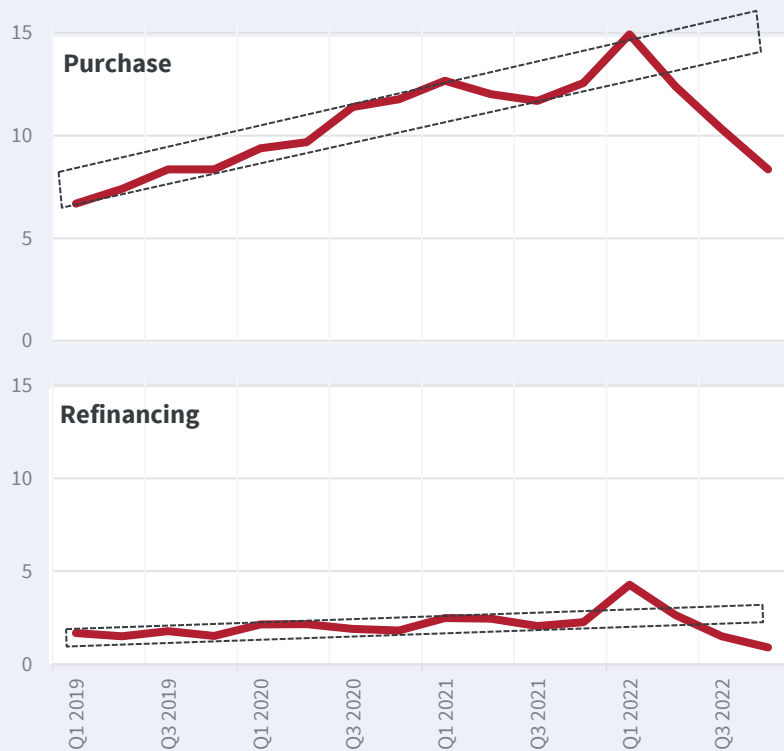
Sharp decline in volume due to multiple factors

Volume of private mortgage finance in Germany



New construction slumps particularly sharply





















Mortgage finance volume by intended use



Quarterly figures (€ billion)

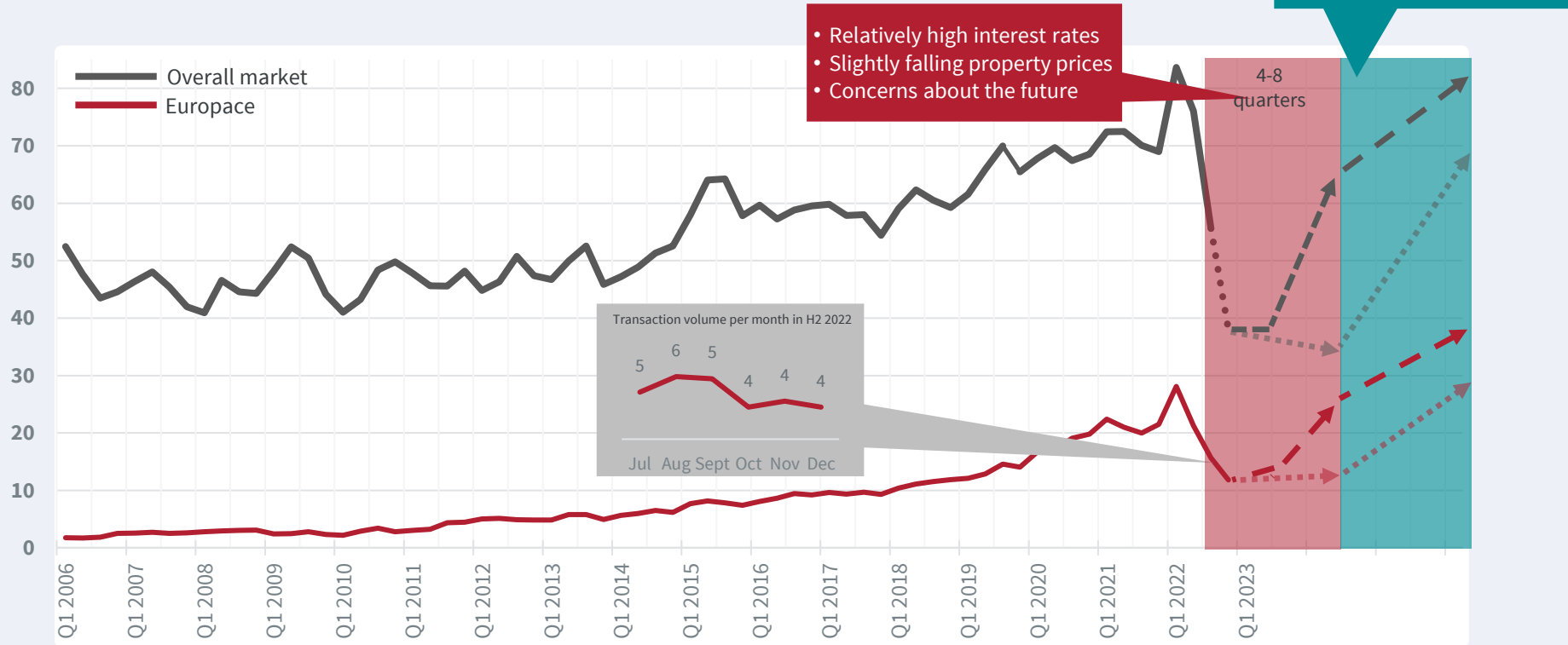
Trigger events cause Germans to turn to financing

Factors of relevance for financing decisions

Type Reasons	Property purchase	Remortgaging	New builds	Modernisation
Life events	 Children, divorce, career changes		 Children	
Interest rates	 Changes in choice of location, size, and fixtures and fittings of the property	 Majority of loans have to be renegotiated after ten years	 Minor change to fixtures and fittings of new builds	
Resources			 Shortage of land for development, construction costs	 Shortages of skilled labour
Regulatory and political environment	 High transaction costs and inaccessible rental market		 Excessive building regulations, lack of funding support schemes	 Insulation bonus
Macroeconomic environment	 Target group: medium to high-income households		 Target group: high-income households	

Outperformance – then, now and in future

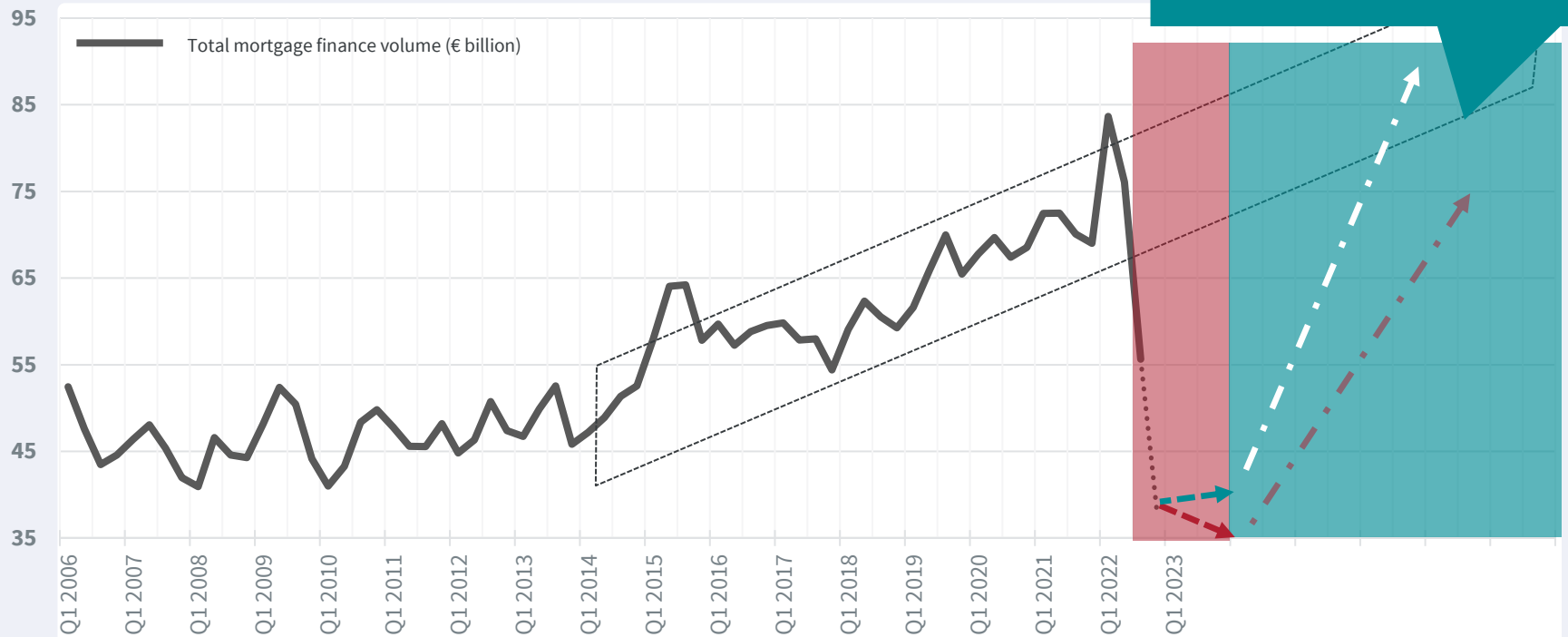
Possible future trajectory of mortgage finance



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

Market holds huge opportunities for growth

Expected long-term market trend



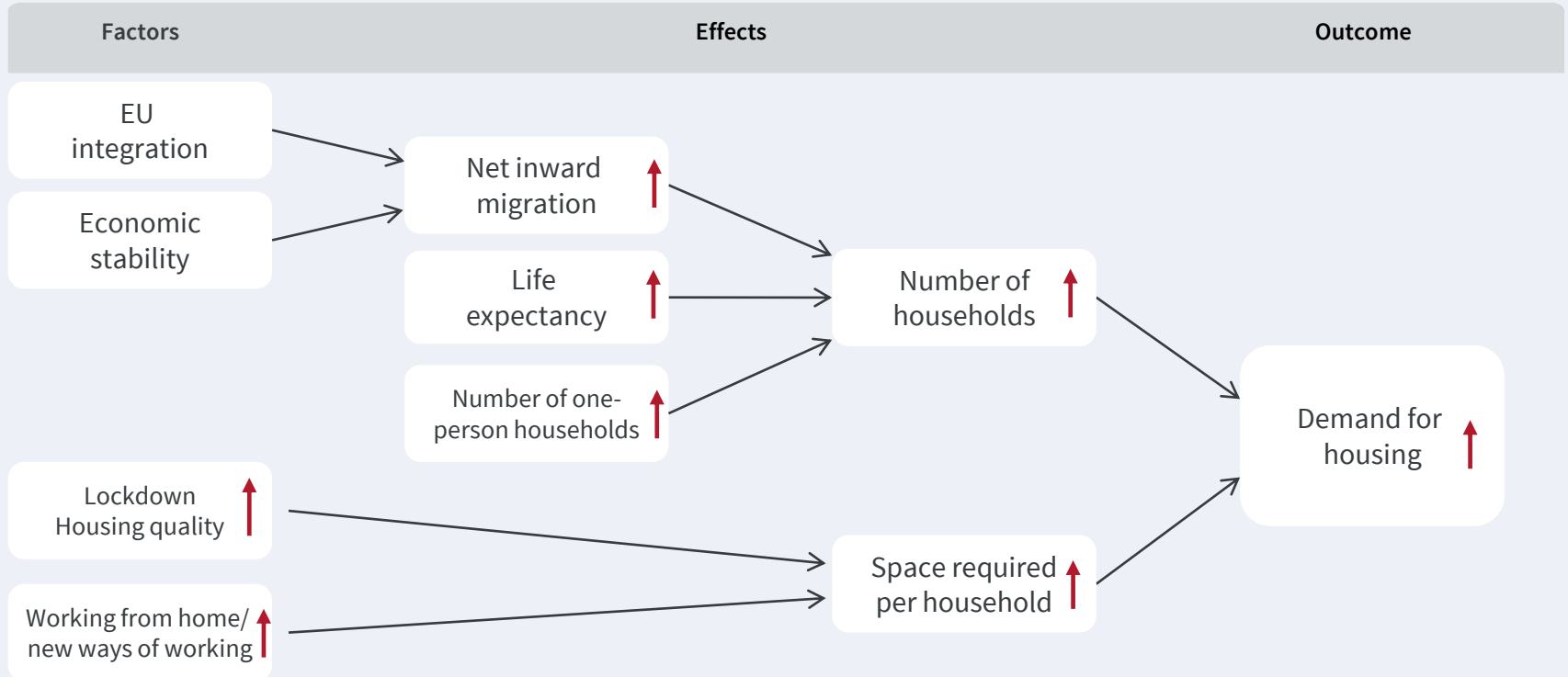
Future market: ~ €75–100 billion/quarter

- Persistently high immigration
- Target for new housing of 400,000 homes p.a.
- Investment in energy efficiency totalling €80 billion p.a.

Source: Bundesbank

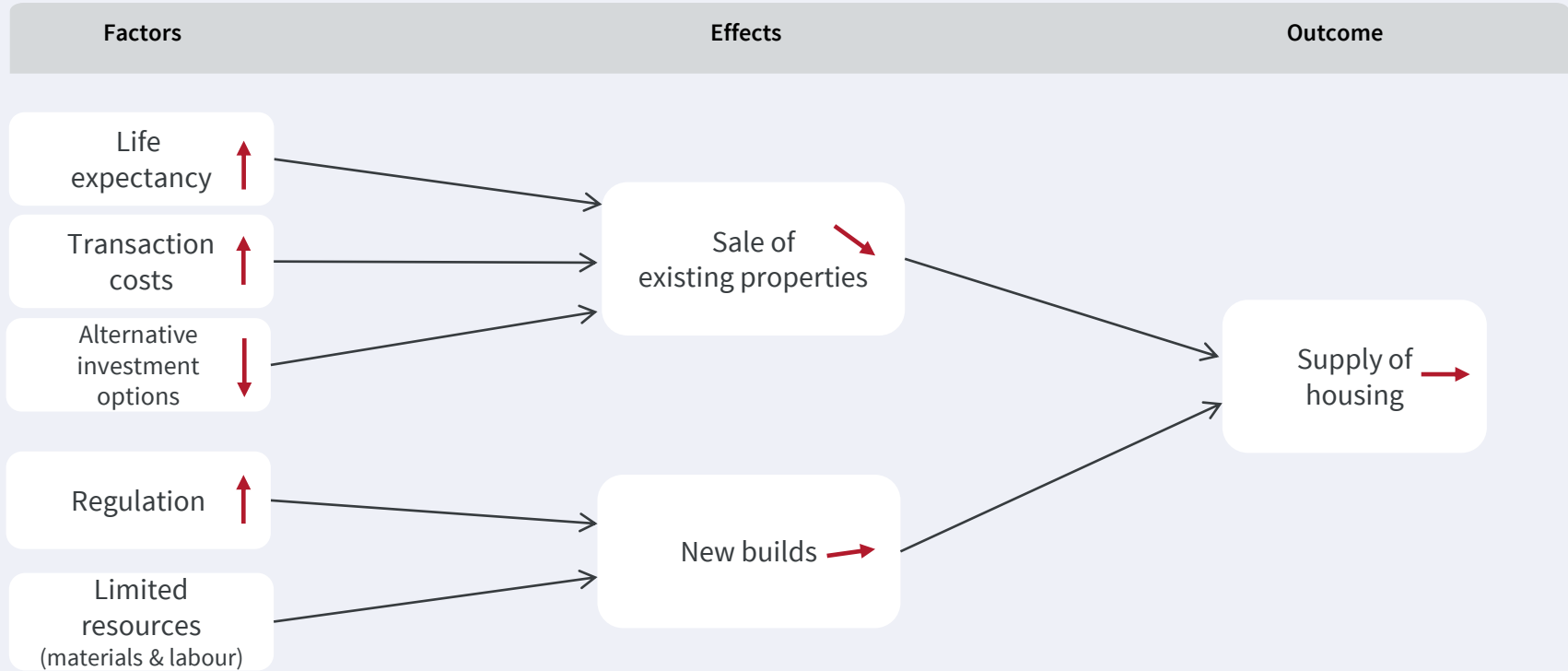
Neither interest rates nor short-term political topics are relevant

Factors influencing demand in the German property market



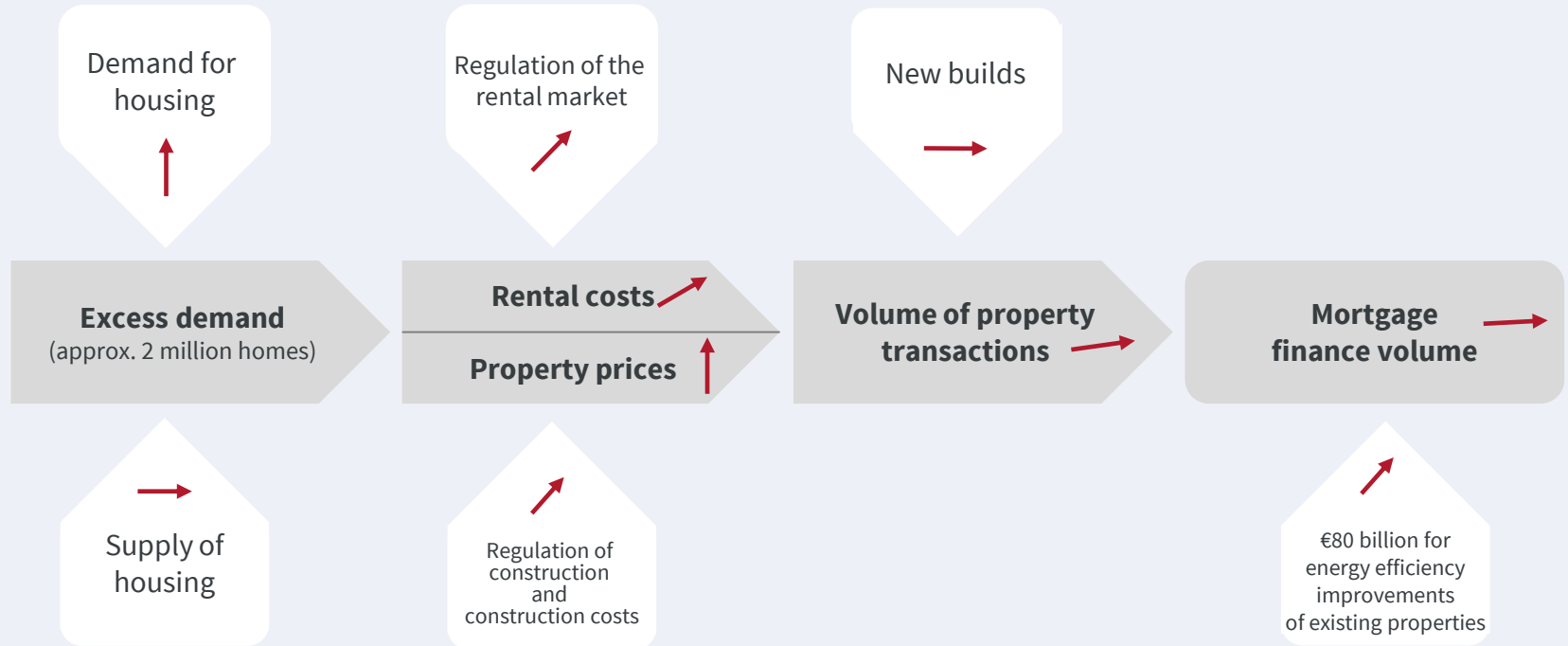
Scarce supply due to low sales volumes and limited new building

Factors influencing supply in the German property market



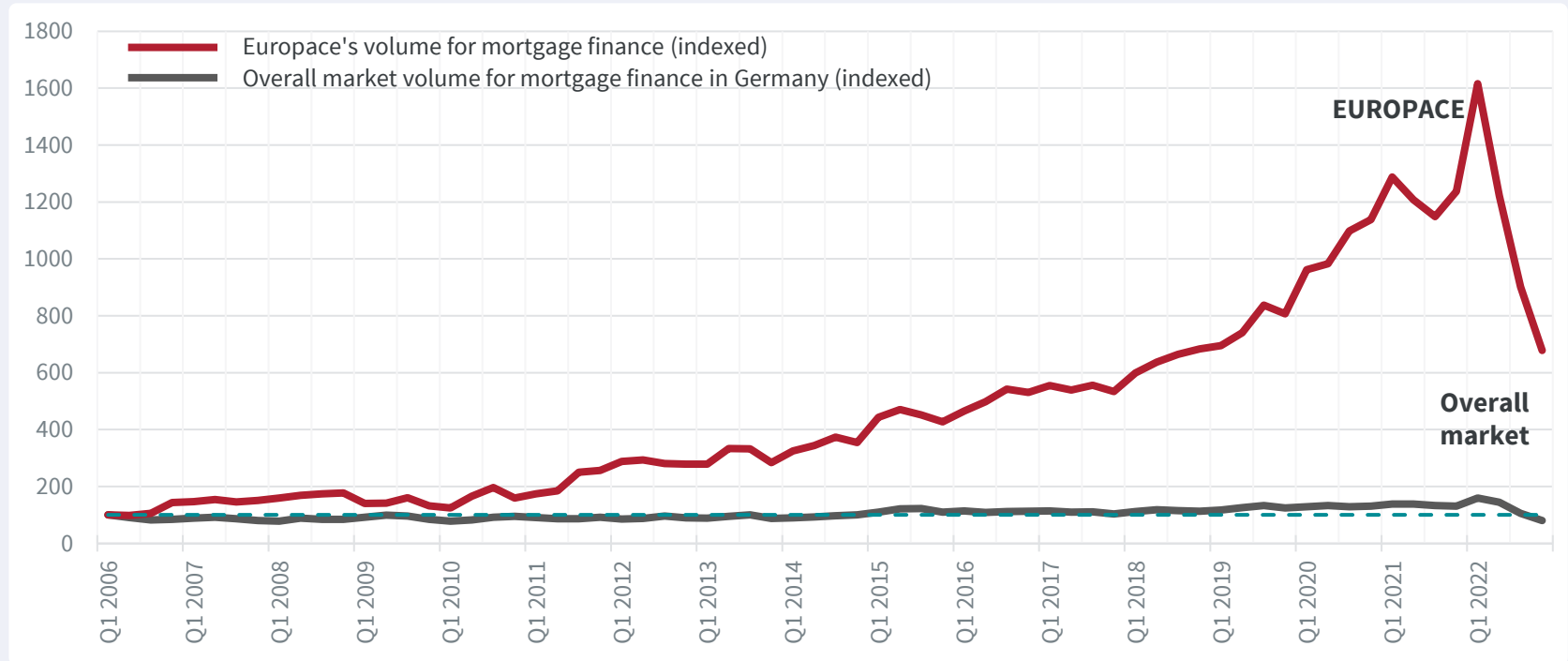
A long-term growth market

Structural factors underpinning sustained growth in the finance market



Outperforming the market for more than a decade

Index mortgage market & EUROPACE volume



Sources: Bundesbank, EUROPACE data (incl. cancellations).

Contact

Jan H. Pahl

Head of Investor Relations // IRO

Tel: +49 (0)30 420 86 -1942

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

Hypoport SE

Heidestrasse 8

10557 Berlin

Germany

[IR distribution list \(English\): Sign up here](#)

[IR distribution list \(German\): Sign up here](#)

Media

Overview

[Elevator pitch \(English\) ~5 min](#)

[Business model \(English\) ~15 min](#)

[Podcast on business model \(German only\) ~70 min](#)

Last results

[Last Earnings Call \(short version\) ~ 10 min](#)

[Last Earnings Call \(long version\) ~50 min](#)

Deep dive

[Europace Platform, August 2022 \(English\) ~15 min](#)

Stay tuned

[IR distribution list \(German\): Sign up here](#)

[IR distribution list \(English\): Sign up here](#)

Disclaimer

This presentation does not address the investment objectives or financial situation of any particular person or legal entity. Investors should seek independent professional advice and perform their own analysis regarding the appropriateness of investing in any of our securities.

While Hypoport SE has endeavoured to include in this presentation information it believes to be reliable, complete and up-to-date, the company does not make any representation or warranty, express or implied, as to the accuracy, completeness or updated status of such information.

Some of the statements in this presentation may be forward-looking statements or statements of future expectations based on currently available information. Such statements naturally are subject to risks and uncertainties. Factors such as the development of general economic conditions, future market conditions, changes in capital markets and other circumstances may cause the actual events or results to be materially different to those anticipated by such statements.

This presentation is for information purposes only and does not constitute or form part of an offer or solicitation to acquire, subscribe to or dispose of any of the securities of Hypoport SE.

©Hypoport SE. All rights reserved.