



Hypoport SE

*Results for
Q1 2024*

Gains in market share and market growth

Results for Q1 2024 (yoy change)

Key performance indicators

- Revenue: €107 million (+15%)
- Gross profit: €57 million (+9%)
- EBITDA: €13 million (+38%)
- EBIT: €4.3 million (>+400%)

Segment revenue

- Real Estate & Mortgage: €73 million (+24%)
- Financing: €17 million (-6%)
- Insurance: €18 million (+5%)

Good news

- Ongoing recovery in the mortgage finance market
- Good quarter for housing industry business models (Financing Platforms)
- Insurance Platforms segment reaffirms positive profit contribution

Bad news

- Temporary boom in building finance has come to an end
- Declining momentum in the personal loans and corporate finance markets
- Property valuation still making a loss

Real Estate & Mortgage Platforms

Business model & results

Marketing

FIO

Finance
(sales)

DR. KLEIN

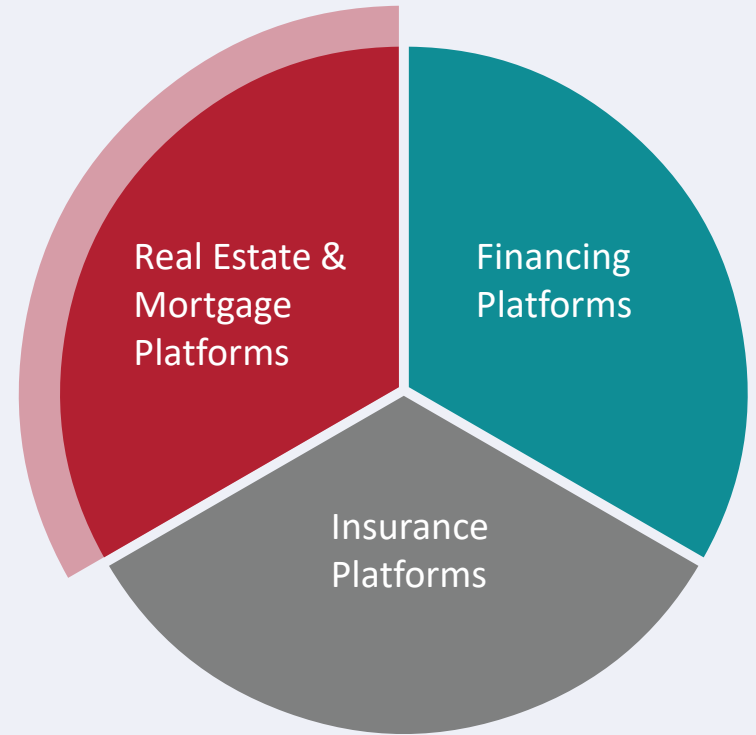
STARPOOL Qualitypool BAUFINEX[®]
Einfach. Immerzeit. Vor Ort.

Finance
(platform)

Europace // Finmas GENOPACE

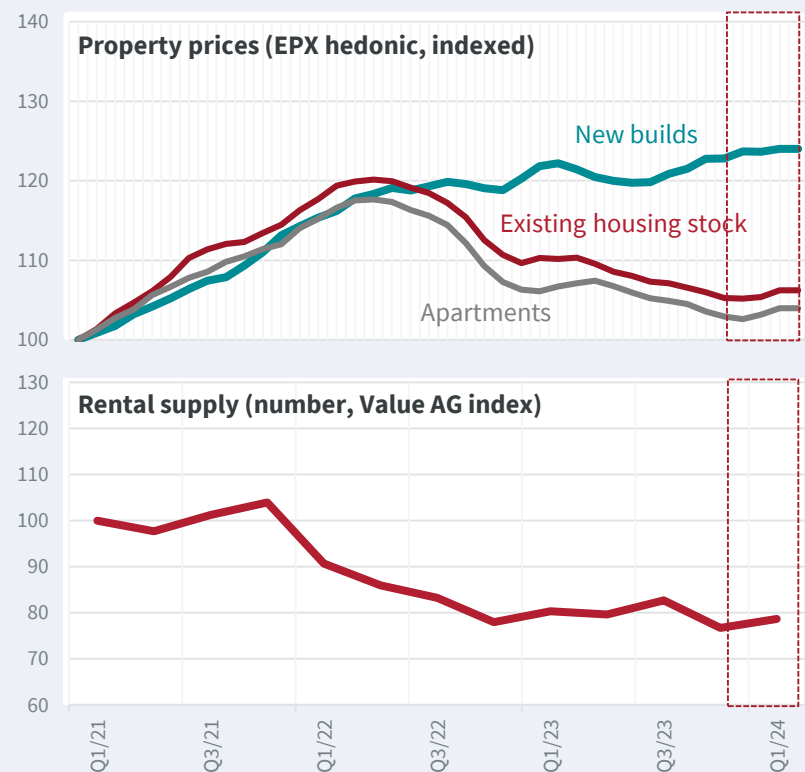
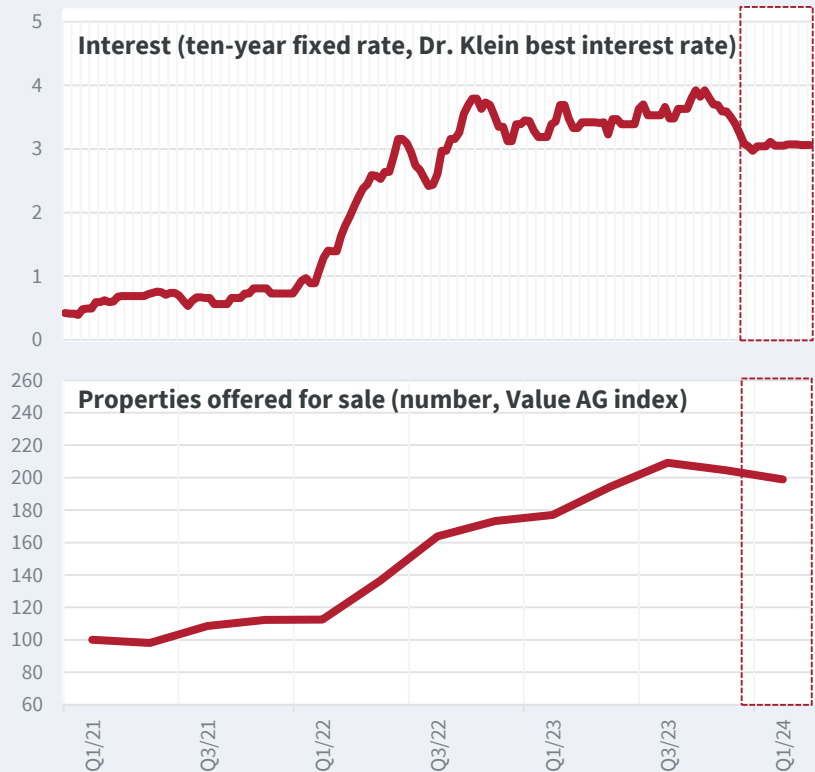
Valuation

VALUE^{AG}



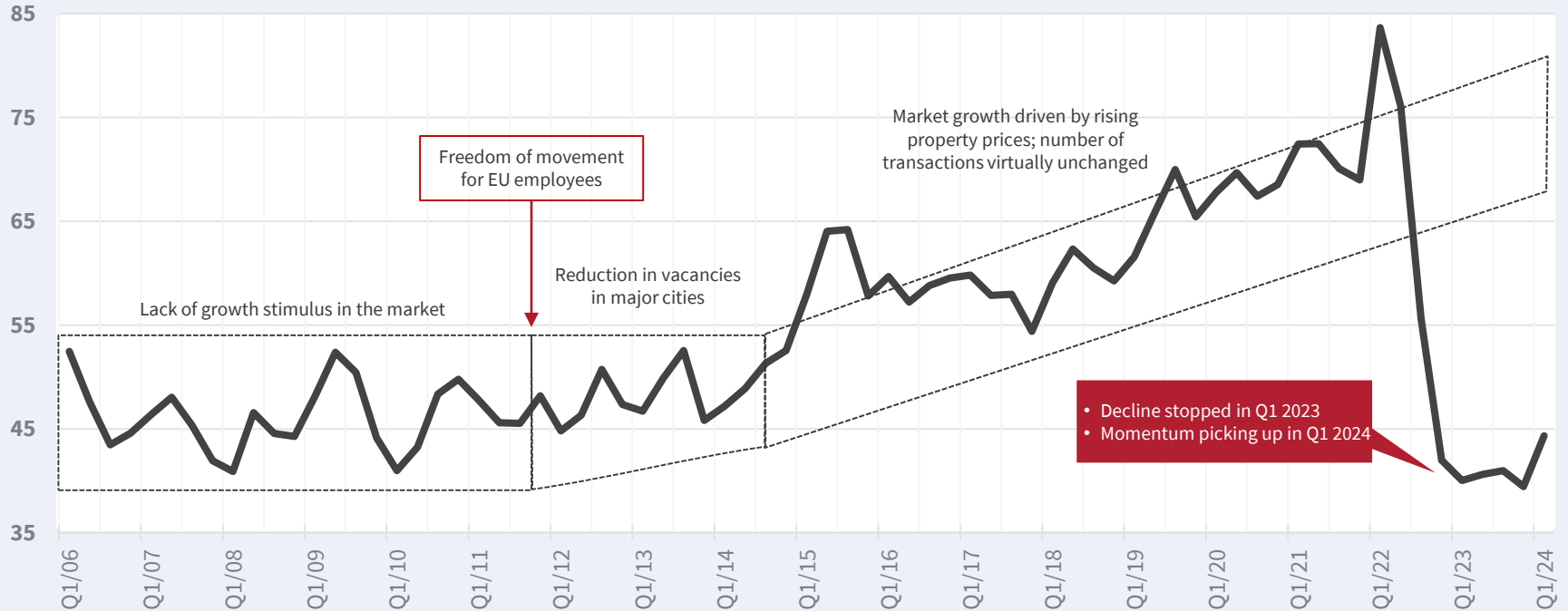
Property purchases more attractive than 2022/2023

Macroeconomic factors affecting mortgage finance



Market volume still well below trend range

Volume of private mortgage finance in Germany

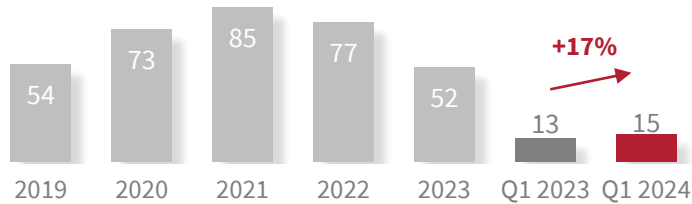


Quarterly figures (€ billion). Source: Bundesbank.

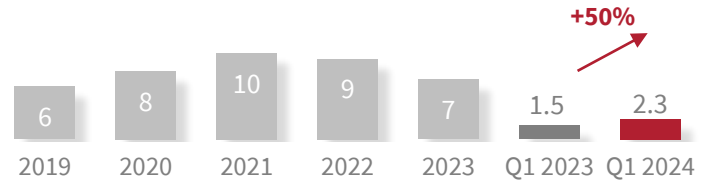
Resurgent market conditions and gains in market share

Real Estate & Mortgage Platforms: volume of mortgage finance transactions*

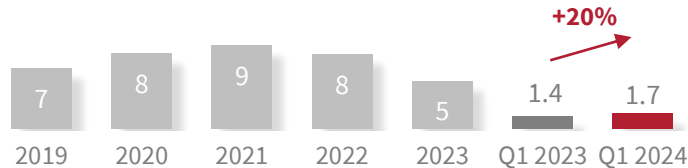
Europace total
(€ billion)



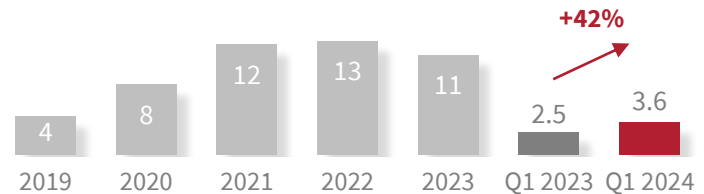
Finmas (savings banks)
(€ billion)



Dr. Klein private clients
(€ billion)



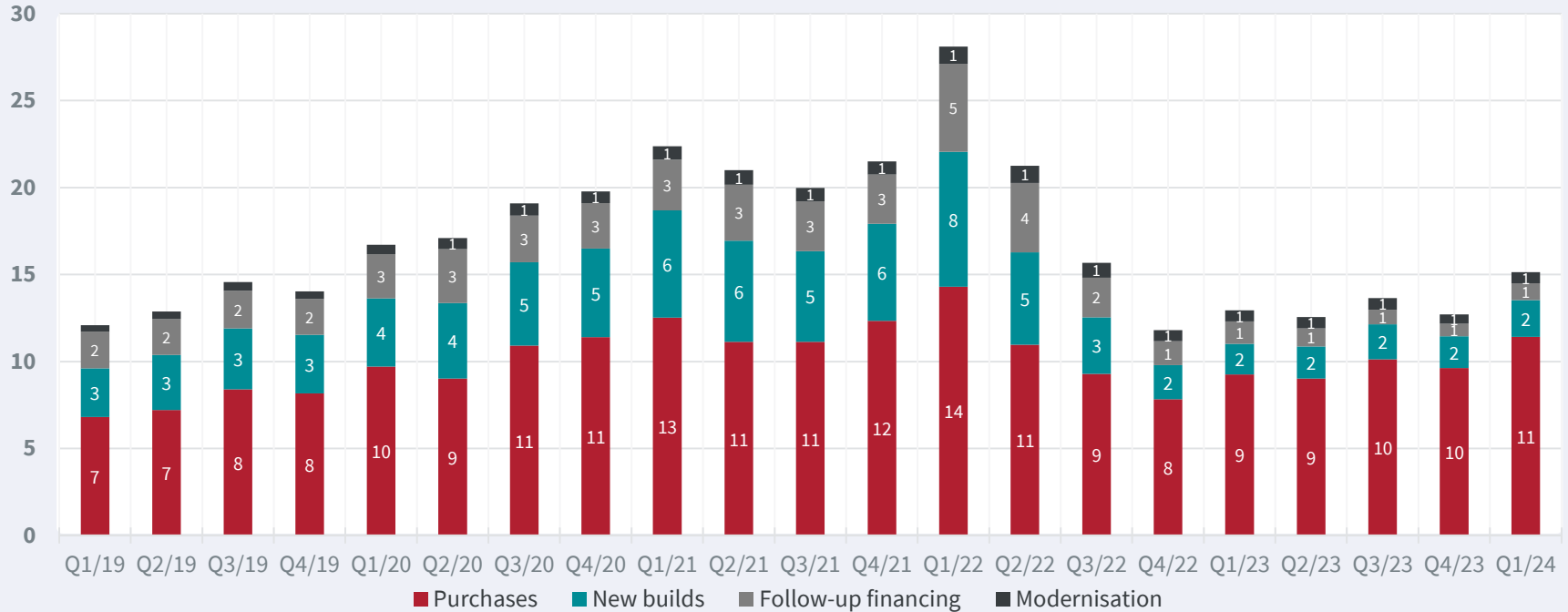
Genopace (cooperative banks)
(€ billion)



* Mortgage loans, excluding building finance agreements, numbers before cancellations

Purchases responsible for uptrend

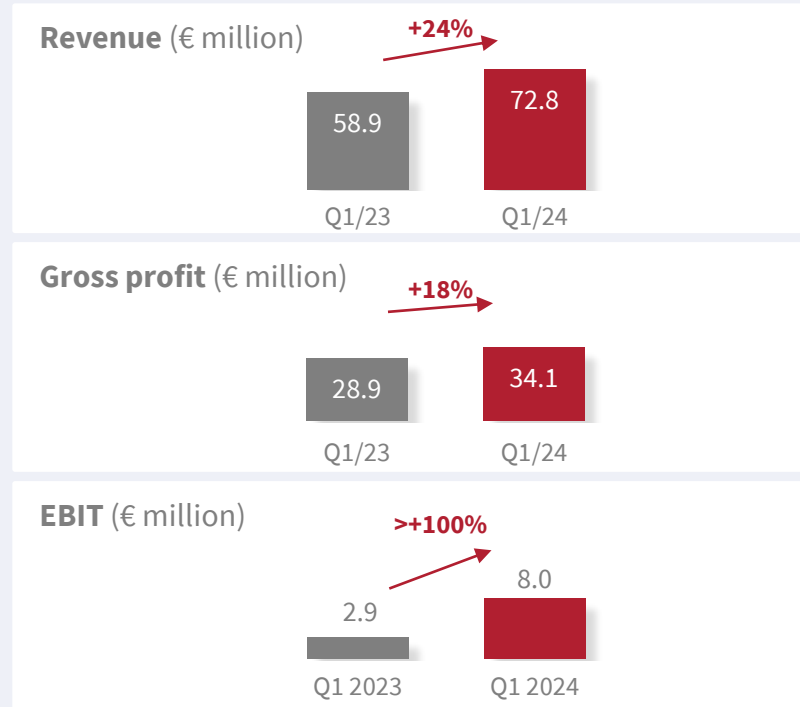
Real Estate & Mortgage Platforms: mortgage finance volume by purpose



* Mortgage loans on Europace (€ billion), excluding building finance agreements, numbers before cancellations.

Significant revenue growth and cost discipline

Key figures for the Real Estate & Mortgage Platforms segment



- Continued growth in segment revenue on the back of strong mortgage finance and marketing business is being dampened by a decline in property valuation revenue
- As a result of the increased pooling of procurement, revenue and recharged selling expenses are rising at a faster rate than transaction volumes and gross profit
- Substantial upside potential as the market normalises and investments in the transition to green heating are ramped up
- Disregarding current losses from property valuation, EBIT would already amount to almost €10 million in Q1 2024 despite extremely high levels of capital expenditure

Financing Platforms

Business model & results

Housing
sector

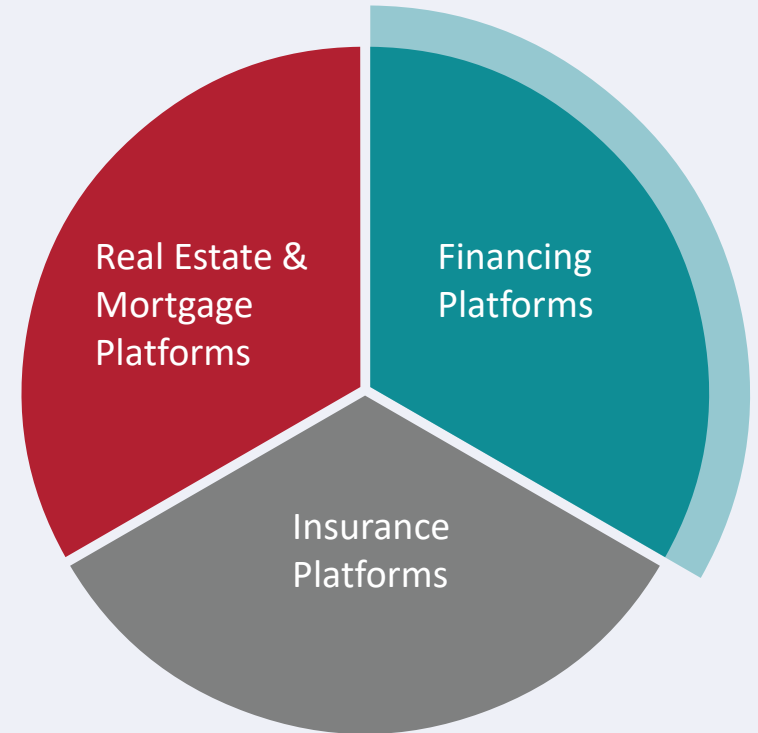
DR. KLEIN WOWI

Corporate
finance

REN
CAPITAL AG **fundingport**

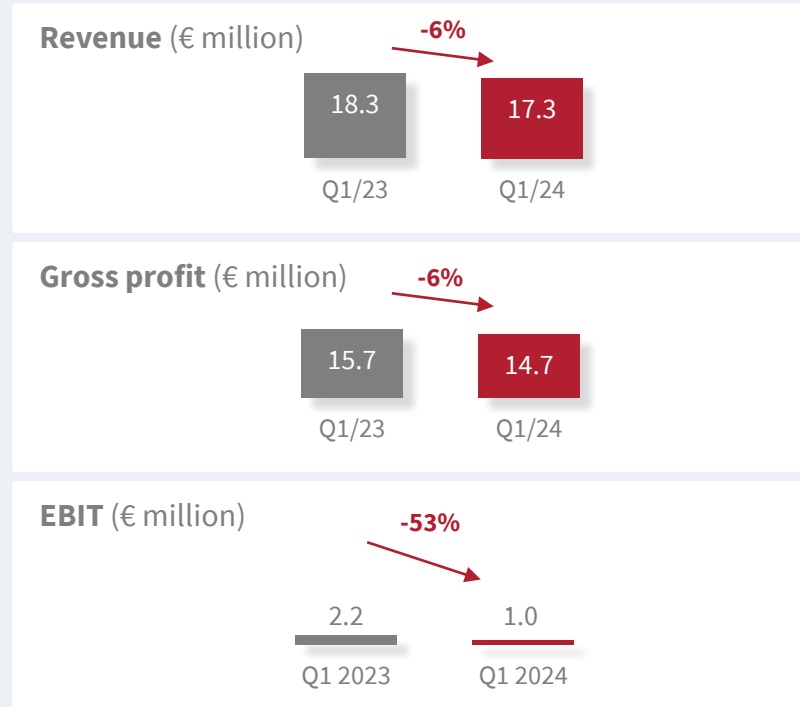
Personal
loans

Europace



Annual guidance confirmed despite poor market

Key figures for the Financing Platforms segment



- Weak market environment for the subsegments of personal loans and corporate finance
- Corporate finance revenue significantly down on the robust prior-year quarter
- Revenue growth in the housing industry subsegment and steady revenue in the personal loans subsegment unable to fully offset the decline
- Corporate finance earnings expected to pick up over the course of the year

Insurance Platforms

Business model & results

Personal
insurance

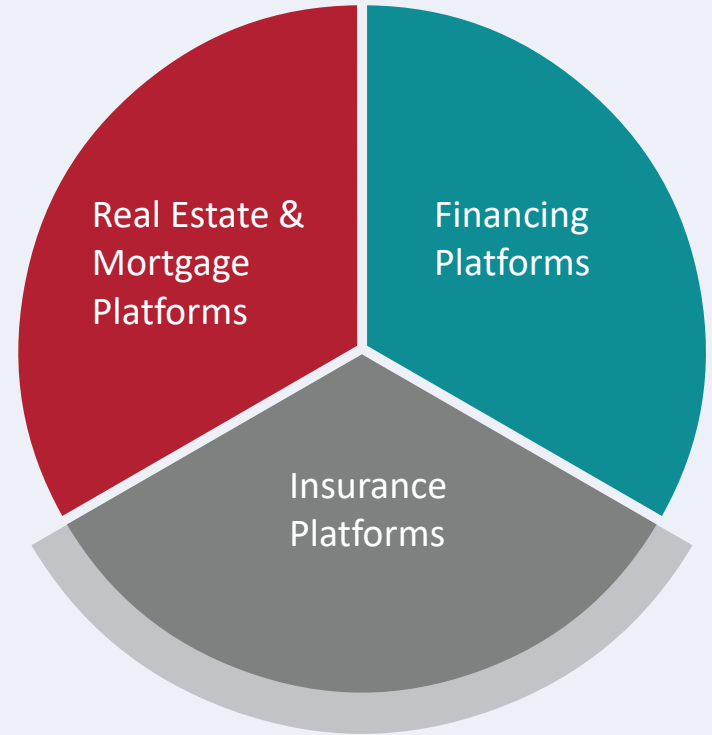


Qualitypool sia⁷

Occupational
insurance



Industrial
insurance



Successful turnaround

Key figures for the Insurance Platforms segment

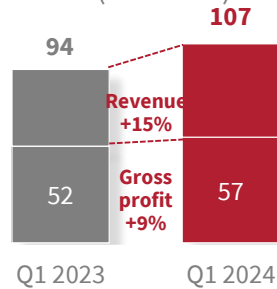


- Growth rate of the overall insurance market has been lower than inflation for years
- High level of M&A transactions over the past few years is fuelling consolidation among distributors and is putting additional pressure on all market participants to go digital
- Synergies between the product segments are being addressed more efficiently thanks to single segment holding company
- Continued high levels of investment in technical migrations; should be completed in 2024
- Solid revenue growth in the first quarter of the year
- Positive EBIT for the fourth quarter in succession

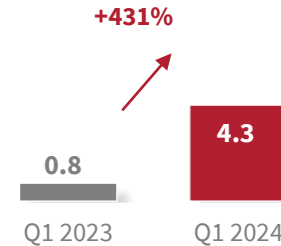
Strong improvement in revenue and earnings in Q1

Overview of Hypoport's performance

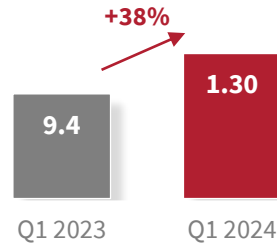
Gross profit & revenue (€ million)



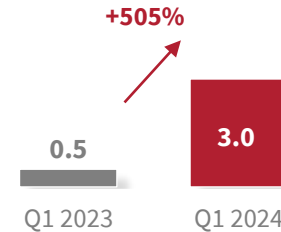
EBIT (€ million)



EBITDA (€ million)

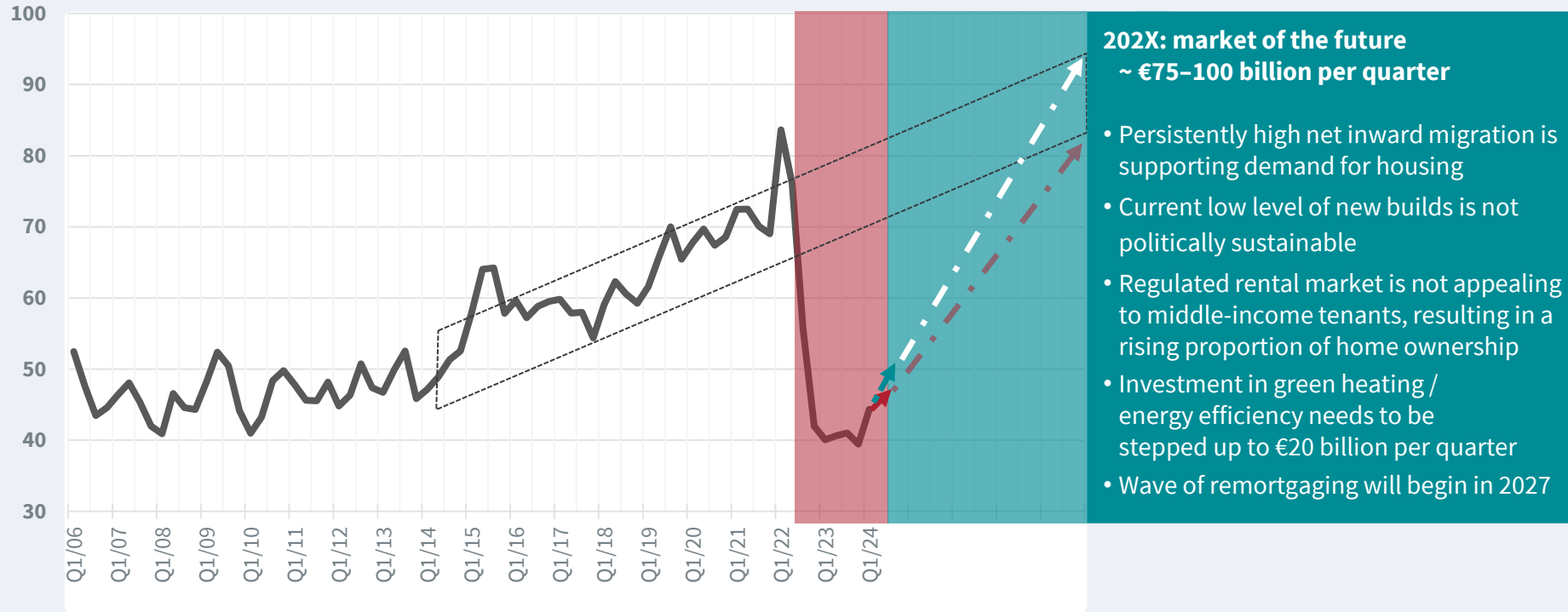


Net profit for the period Hypoport shareholders (€ million)



Home ownership is a long-term growth market

Primary trends driving demand for mortgage finance



Total mortgage finance volume (€ billion, per quarter), source: Bundesbank.

For years

Hypoport has been generating double-digit increases in market share and thus, in normal market phases, also in revenue and EBIT

Forecast for 2024

Double-digit percentage growth in consolidated revenue to at least €400 million and EBIT of €10–20 million

For many more years

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

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