

Hypoport SE

Elevator pitch

Platformization of the credit, real estate and insurance industries

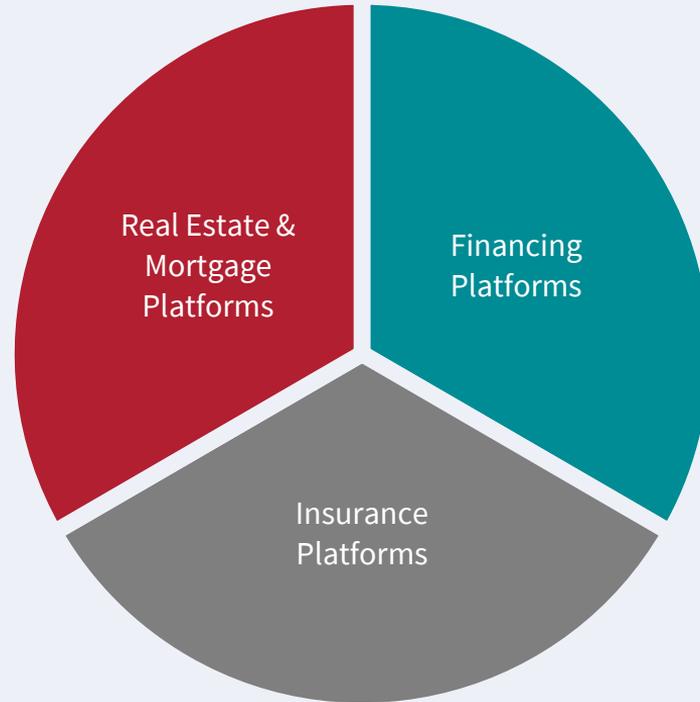
Hypoport – Our mission for our segments

14%

GROWTH IN GROSS PROFIT
15-year CAGR

20%

EBIT INCREASE
15-year CAGR



26

YEARS
of experience with platform-based
business models

Real Estate & Mortgage Platforms

Business model & results

RE Brokerage
(SaaS)

FIO

Mortgage
(sales)

DR. KLEIN

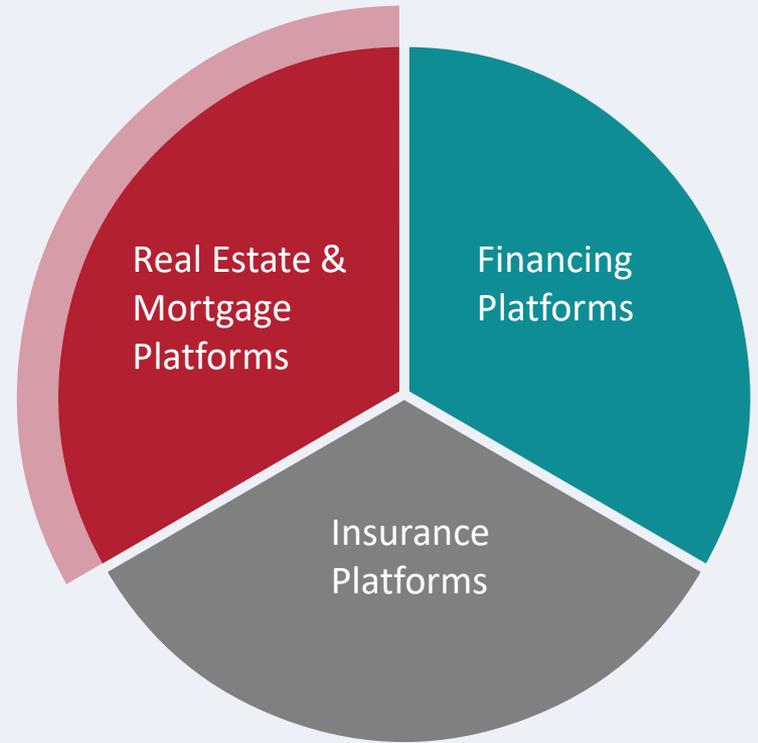
STARPOOL Qualitypool BAUFINEX

Mortgage
(platform)

Europace Finmas GENOPACE

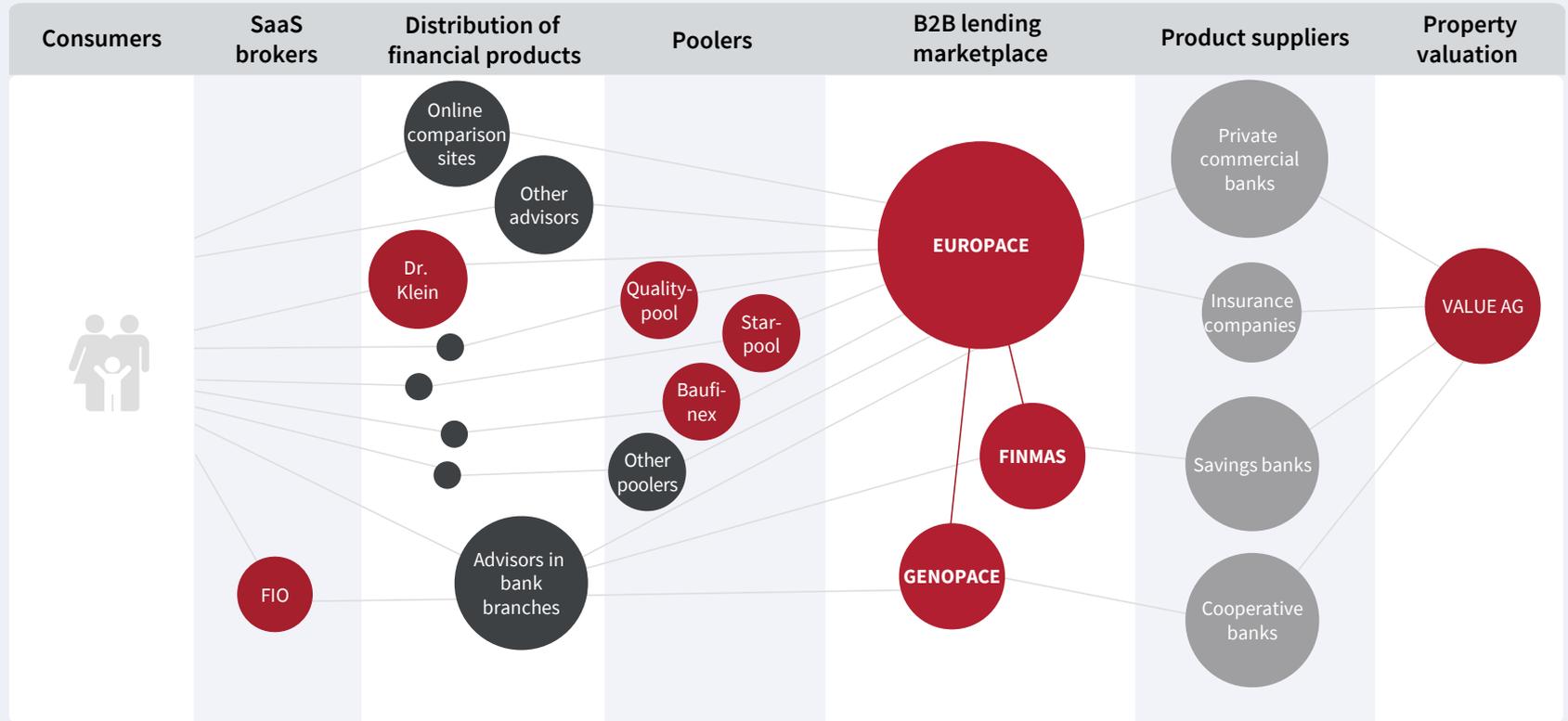
Valuation

VALUE^{AG}



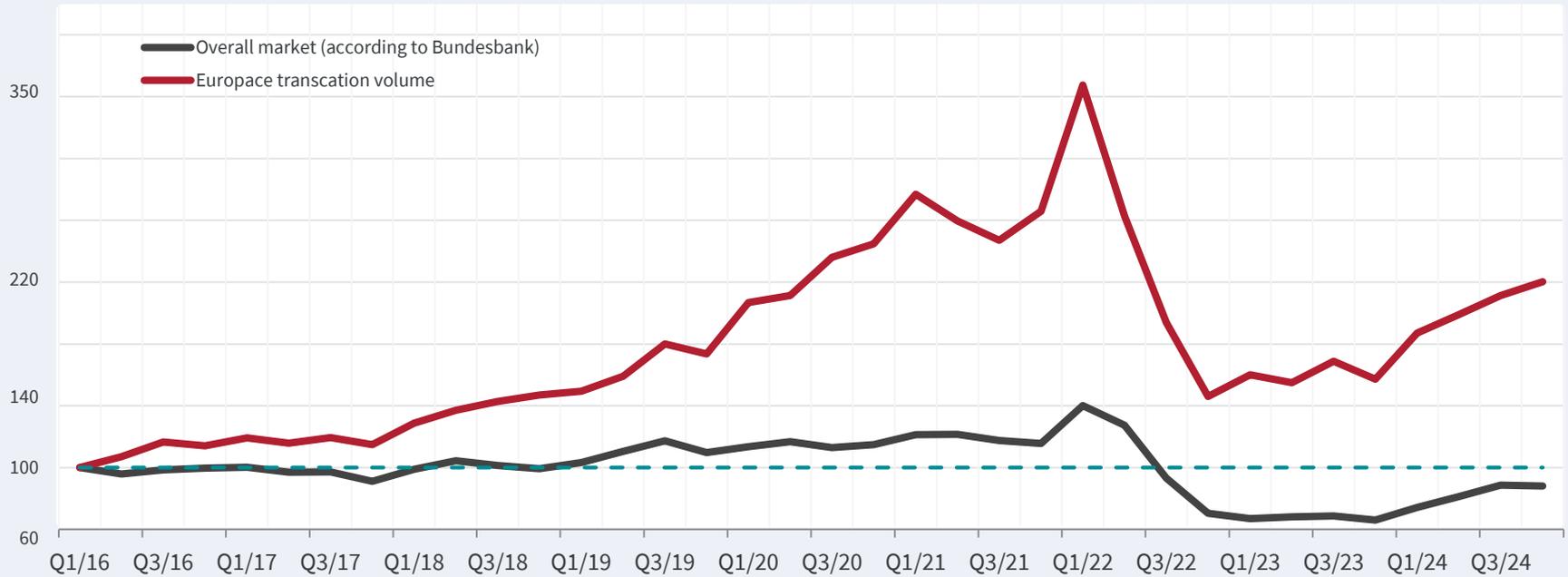
Platformization of private residential property purchases

Real Estate & Mortgage Platforms (RE&M) business model



Structural gains in market share

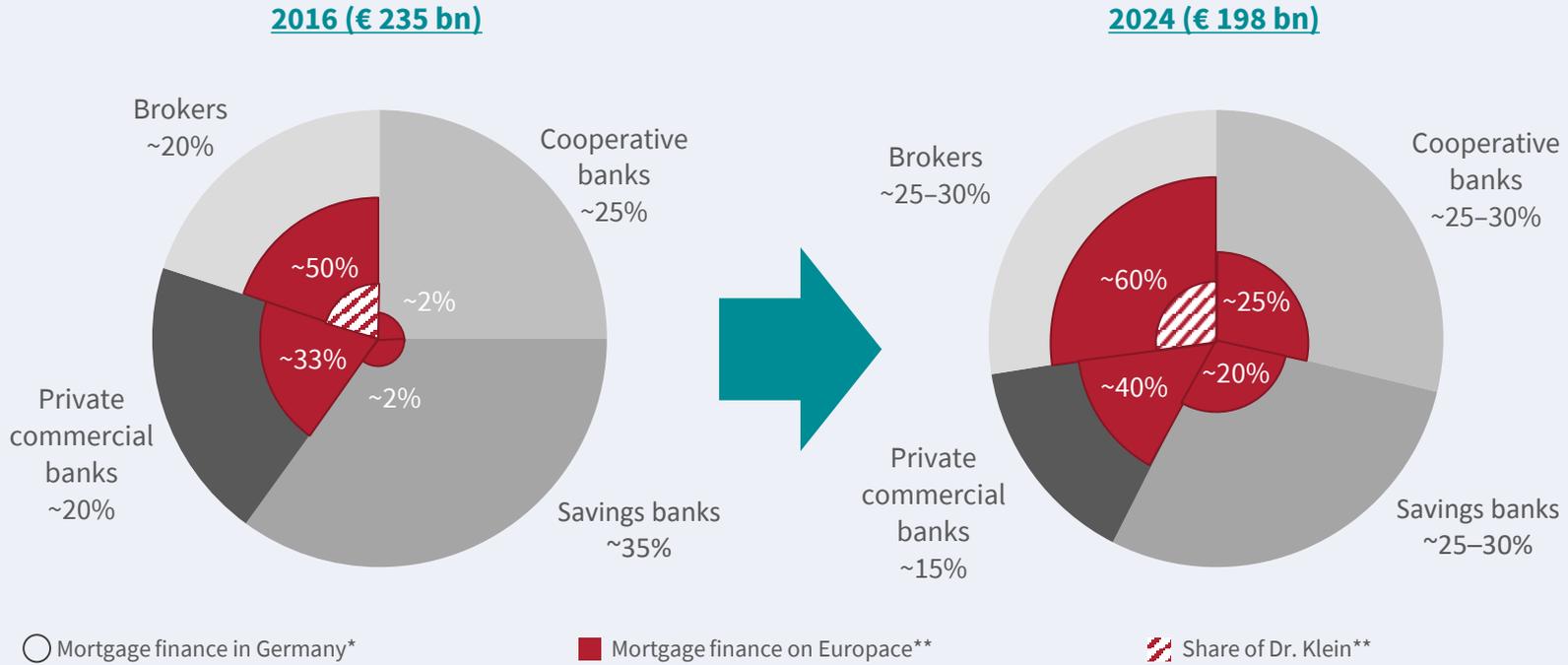
Volume of private mortgage finance in Germany



Logarithmic scaling, Inflation adjusted, Q1 2016 = 100. Bundesbank; Europace transaction volume before cancellations.

High gains in market share across all distribution channels

Real Estate & Mortgage: mortgage finance market share, by distribution channel



*Bundesbank figures include building finance loans that have been drawn down **before cancellations. Sources: Bundesbank, Europace, own estimates.

Financing Platforms

Business model & results

Housing
sector

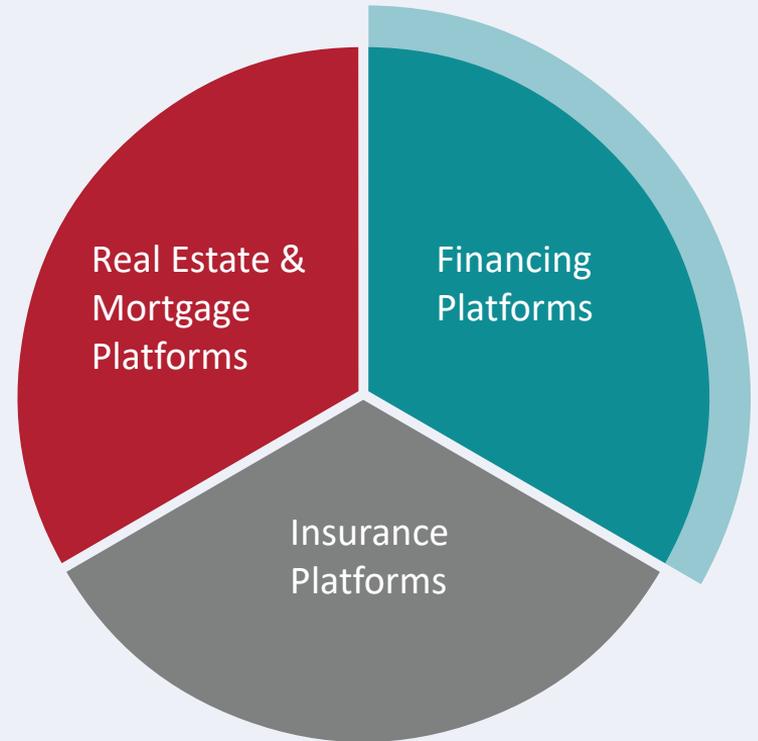
DR. KLEIN WOWI

Corporate
finance

REN
CAPITAL  fundingport

Personal
loans

 Europace



Insurance Platforms

Business model & results

Personal
insurance

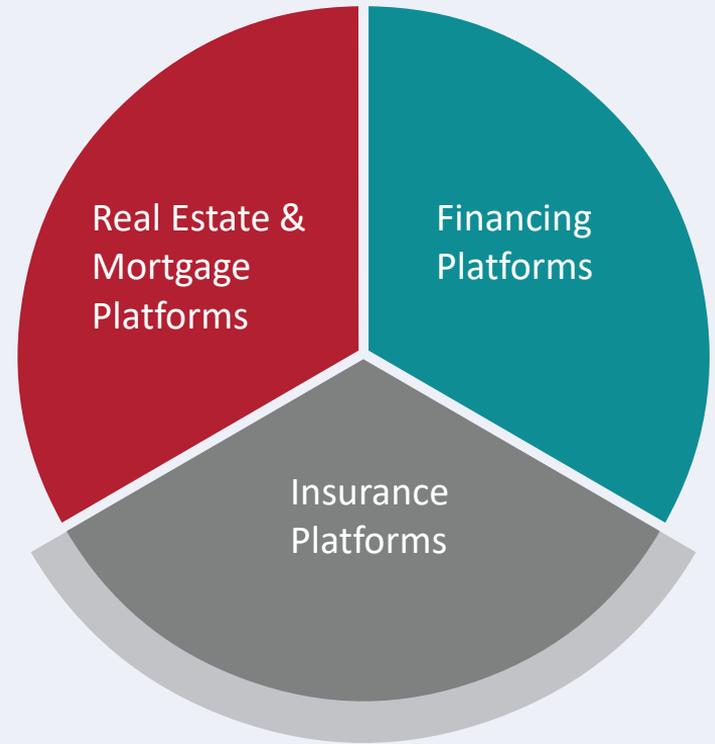


Qualitypool sia'

Occupational
insurance



Industrial
insurance



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