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EANS-News: Hypoport AG demonstrates the superior quality of its business model

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The Hypoport Group's business model showed exactly what it is capable of in the second quarter of 2010. The normalisation of market conditions enabled all business units to play to their full strengths, thereby generating significant revenue and earnings growth. The bottom line was boosted by the strong distribution network in business with private clients, the record volume of transactions processed on the EUROPACE platform, and big-ticket deals closed with corporate real estate clients.

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quarterly report

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Berlin, 13 August 2010 (euro adhoc) - Following a lacklustre start to the year, Hypoport AG has delivered a highly impressive set of financial results for the second quarter of 2010, posting first-half revenue of EUR28 million (H1 2009: EUR25.1 million). Earnings before interest, tax, depreciation and amortisation (EBITDA) over the same period came to EUR3.3 million (H1 2009: EUR2.99 million). This translates into growth of 11 per cent in both revenue and EBITDA.

All business units contributed to this encouraging performance in what was generally a more upbeat market environment. In the Private Clients business, the significant expansion of the distribution network of independent advisers and franchisees paid dividends for the first time. The strong brand equity of the 'Dr. Klein' franchise provided valuable support to this trend in branch-based sales. Revenue advanced accordingly by 10.7 per cent to EUR16.5 million (H1 2009: EUR14.9 million). The Financial Service Providers business unit also contributed to this revenue growth by generating a record volume of transactions worth around EUR4 billion. One particularly impressive achievement was the stellar growth in building finance products, whose revenue soared from EUR69 thousand in the first half of 2009 to EUR539 million in the corresponding period of 2010. This business also benefited from the normalisation of the mortgage finance market. In addition, the independence of the EUROPACE transactions platform from individual product suppliers is increasingly proving to be a unique selling proposition and is further enhancing its success. The Corporate Real Estate Clients business unit raised its revenue by 11.8 per cent to EUR3.8 million (H1 2009: EUR3.4 million) and continued to benefit from its extensive regional presence in the second quarter. This positive trend was reinforced by individual big-ticket deals. The diversity of the Hypoport Group's operations provided a certain protection in the first quarter of 2010, mitigating the adverse effects of what was a challenging market environment. "The more benign climate prevailing in the second quarter clearly illustrated what our business model is capable of once market conditions return to normal", commented Ronald Slabke, the chief executive officer of Hypoport AG.

end of announcement

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inquiry note:

Further

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