

Press release

Volume of new business with private clients brokered in the first nine months of 2015

Private Clients: Volume of new loans brokered already significantly exceeds total volume for 2014 after just nine months

Lübeck, 21 October 2015: The volume of new loans brokered in Hypoport AG's Private Clients division under its main brand, Dr. Klein, increased by 45 per cent year on year to €6.8 billion in the first nine months of 2015. The insurance portfolio managed by Dr. Klein also continued to grow, increasing by around 10 per cent over the past nine months to €121.6 million.

"Even without the positive one-off items related to the increase in interest rates seen in the second quarter, our biggest business unit, mortgage finance, achieved impressive year-on-year growth of more than 33 per cent in the third quarter," commented Stephan Gawarecki, CEO of the Lübeck-based financial service provider Dr. Klein & Co. AG, adding: "In our insurance business, we have benefited from our massive investment in the automation of processes in recent years. We have been able to process the continuous increase in the insurance portfolio with the existing workforce. And as we are in the process of further increasing the degree of automation, we would be able to cope with a further substantial increase in the portfolio without the need for additional staff. That makes our processes very efficient and low-cost."

Details of the volumes of new business brokered

Mortgage finance – the largest product segment – grew by 49 per cent year on year in the first nine months of 2015 from €4.3 billion to €6.5 billion. The figure for the volume of mortgage finance loans brokered in the first nine months of 2015 was higher than for the full year in 2014 (€5.9 billion). The volume of personal loans brokered increased by more than 2 per cent compared to the preceding quarter (from €46.8 million to €48.0 million) and the volume of building finance loans by almost 9 per cent (from €58.5 million to €63.6 million).

The insurance portfolio managed by Dr. Klein also continued to expand across all product segments. Whereas the health insurance segment and the life insurance business – which is roughly twice as large – grew at similar rates in the first nine months of 2015 (advancing by +7 per cent to €33.1 million and by 8 per cent to €63.0 million respectively), general insurance increased by a highly impressive 17 per cent to €25.5 million. The total insurance portfolio continued to achieve double-digit growth, expanding by 10 per cent over the past twelve months.

Note: Neither the revenue nor the earnings generated by Dr. Klein can be extrapolated from the figures given above.

DR. KLEIN

DIE PARTNER FÜR IHRE FINANZEN

Information on Dr. Klein

Dr. Klein is an independent provider of financial services for private and corporate clients. It offers personalised solutions for private clients' full range of financial needs. Some 650 specialists deliver impartial and comprehensive advice over the internet and at more than 200 branches on issues such as mortgages, insurance and investments.

Dr. Klein & Co. AG has been a major financial service partner to housing companies, local authorities and commercial property investors since 1954. It provides its institutional clients with a fully integrated service comprising expert advice and customised solutions in the areas of financial management, portfolio management and insurance for business customers. Its client-focused advisory expertise and close, longstanding relationships with all leading banks and insurance companies ensure that its customers always have quick and easy access to the best financial services. It is for these achievements that the Company has been awarded accolades such as 'Exemplary Financial Product Distributor' by Springer Fachmedien and the 'German Fairness Prize' by the n-tv news channel in 2014 and 2015. Dr. Klein is a wholly owned subsidiary of Hypoport AG, a technology-based service provider that is listed on the Frankfurt Stock Exchange.

Press contact

Dr. Klein & Co. AG

Hansestrasse 14

23558 Lübeck

Germany

Website: www.drklein.de

Facebook: www.facebook.com/drkleinag

Google+: google.com/+drklein

Twitter: www.twitter.com/Dr_Klein_de

Blog: www.drklein.de/blog/

Newsletter for private clients: www.drklein.de/newsletterarchiv.html

Newsletter for corporate clients: www.drklein.de/newsletterarchiv-firmenkunden.html

Sven Westmattmann

Communications Manager

Tel.: +49 (0)30 42086 1935

Mobile: +49 (0)151 5802 7993

Fax: +49 (0)30 42086 1999

Email: presse@drklein.de