

Roll-out of Genoflex

Having successfully ended a pilot phase with 70 mutual banks, Genoflex will be rolled out to interested mutual banks. Genoflex is a joint venture of Hypoport and Team Bank, the mutual banking sector's consumer credit specialist with its brand easy credit, which 90% of the 772 German mutual banks can use. During the pilot phase the participating mutual banks (at the beginning 30 banks participated, but the number of banks has increased to 70 during the pilot phase) were able to test Genoflex. Hypoport's credit platform enables the participating banks to offer its customers an alternative consumer credit offering from other banks if the easy credit product does not fit. Although the earnings impact from Genoflex should be limited in the short-term we see the news very positively, as it will strengthen Hypoport's consumer loans business and reduces its dependence on the mortgage loan business. We see particularly the latter impact positively in the current challenging real estate market environment. Buy, TP EUR 225.

Consumer loan business with strong performance in 9M 2022

While the mutual banks had not used Hypoport's consumer credit platform before the start of Genoflex, the savings banks are able to use it through FINMAS, the joint venture between Hypoport and the Finanz Informatik (IT service provider for the savings banks). Note, that Hypoport's consumer credit business has shown strong growth with 37% yoy in 9M 2022; we are quite optimistic for this business for the next years.

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