

Income statement for the period from January 1 to December 31, 2019

<i>All figures in € '000</i>	Q4 2019	Q4 2018	2019	2018
Revenue	213,664	191,177	689,561	642,137
Other revenue	7,781	12,253	19,199	23,821
Total revenue	221,445	203,429	708,760	665,958
Inventory changes	2,327	0	3,940	0
Commission expenses	-113,089	-97,308	-369,925	-332,533
Interest expenses	-183	-142	-615	-556
Loan loss provisions	1,251	1,327	-896	500
Personnel expenses	-37,801	-33,822	-135,717	-128,039
Depreciation and impairment	-7,233	-4,231	-26,371	-15,960
Other operating expenses	-39,447	-46,419	-135,071	-145,528
Earnings from investments accounted for using the equity method	884	667	2,998	2,547
Earnings before interest and taxes (EBIT)	28,154	23,502	47,104	46,388
Other interest and similar income	337	2,632	767	3,161
Other interest and similar expenses	-1,942	-2,624	-3,145	-3,689
Valuation result not relating to operating activities	6	-49	43	-52
Finance cost	-1,598	-41	-2,335	-580
Earnings before taxes (EBT)	26,555	23,461	44,770	45,808
Income taxes	-4,904	-6,394	-7,844	-11,314
Net profit	21,652	17,067	36,925	34,494
Of which attributable to owners of the parent company	21,996	17,067	37,327	34,494
Of which attributable to minority interests	-345	-	-402	-
Earnings per share in €				
diluted	0.20	0.16	0.34	0.32
basic	0.20	0.16	0.34	0.32
Number of shares (diluted)	109,334,686	109,334,686	109,334,686	109,334,686
Number of shares (basic)	109,334,686	109,222,778	109,334,686	109,222,778