

Information regarding reportable business segments

	Financial Consulting		Banking		FERI		DOMCURA		Industrial broker		Holding and Others		Consolidation		Total	
all figures in €000	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020	2021	2020
Revenue	422,606	377,382	105,090	87,601	269,860	194,193	100,244	97,937	9,353	-	21,529	4,491	-21,385	-16,081	907,297	745,524
of which total inter-segment revenue	14,535	10,797	6,850	5,284	-	-	-	-	-	-	-	-	-21,385	-16,081	-	-
Other revenue	29,181	24,118	3,959	7,507	5,137	3,544	1,878	1,694	595	-	16,268	13,771	-29,799	-28,835	27,219	21,799
of which total inter-segment revenue	12,963	13,110	2,731	2,833	-	-	0	8	-	-	14,105	12,884	-29,799	-28,835	-	-
Total revenue	451,787	401,500	109,048	95,108	274,997	197,738	102,122	99,631	9,948	-	37,797	18,262	-51,184	-44,916	934,516	767,323
Inventory changes	-	-	-	-	-	-	-	-	-	-	16,881	7,284	-	-	16,881	7,284
Commission expenses	-220,489	-193,827	-47,362	-36,905	-137,236	-107,126	-64,050	-63,353	-297	-	-34,660	-10,146	21,633	14,317	-482,461	-397,040
Interest expenses	-	-	-92	-268	-	-	-	-	-	-	-	-	-231	-144	-323	-412
Valuation result/loan loss provisions	-309	-448	-1,119	-2,202	3,286	-229	-71	-22	-	-	-217	-120	-	-	1,570	-3,021
Personnel expenses	-84,309	-72,779	-13,959	-12,461	-43,303	-37,114	-18,695	-17,908	-9,402	-	-10,811	-7,709	-	-	-180,479	-147,971
Depreciation and impairments	-20,140	-20,186	-385	-382	-2,661	-2,296	-2,556	-2,392	-1,570	-	-3,079	-2,436	-	-	-30,390	-27,691
Other operating expenses	-112,771	-105,283	-38,345	-36,354	-12,233	-9,154	-9,334	-8,487	-2,253	-	-19,667	-11,670	27,796	28,111	-166,807	-142,838
Earnings from investments accounted for using the equity method	4,322	3,645	-	-	-	-	-	-	-	-	-17	85	-	-	4,306	3,729
Earnings before interest and tax (EBIT)	18,093	12,622	7,787	6,535	82,851	41,819	7,416	7,469	-3,575	-	-13,773	-6,450	-1,986	-2,631	96,812	59,363
Other interest and similar income	1,080	261	32	1,028	-137	-77	-176	-116	-12	-	595	275	-682	-60	700	1,311
Other interest and similar expenses	-3,014	-3,038	2	-53	-470	-519	-29	-36	-537	-	-3,302	-2,400	2,495	1,920	-4,855	-4,126
Valuation result not relating to operating activities	-51	-187	-	-	657	-25	-	-	-	-	-10	-1	-	-	596	-213
Finance cost	-1,986	-2,965	34	976	50	-621	-205	-152	-549	-	-2,717	-2,126	1,813	1,860	-3,559	-3,028
Earnings before tax (EBT)	16,107	9,657	7,821	7,511	82,900	41,198	7,212	7,317	-4,124	-	-16,490	-8,576	-172	-772	93,253	56,335
Income taxes	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-30,427	-13,093
Net profit															62,826	43,241
of which attributable to:																
owners of the parent company															62,632	43,253
minority interests															195	-11