

Information regarding reportable business segments

All figures in €'000	Financial Consulting		Banking		FERI		DOMCURA		Deutschland.Immobilen		Industrial Broker		Holding		Consolidation		Total	
	2022	2021 ¹	2022	2021	2022	2021	2022	2021 ¹	2022	2021 ¹	2022	2021	2022	2021 ¹	2022	2021 ¹	2022	2021
Revenue	393,269	412,330	132,661	105,090	211,748	269,860	107,792	96,507	87,720	62,544	26,748	9,353	–	–	–46,148	–48,387	913,790	907,297
of which total inter-segment revenue	37,875	41,535	7,461	6,850	–	–	–	–	–	1	812	–	–	–	–46,148	–48,384	–	–0
Other revenue	35,294	29,078	4,404	3,959	5,014	5,137	4,447	3,861	4,819	6,301	1,300	595	11,617	8,822	–31,541	–30,534	35,354	27,219
of which total inter-segment revenue	13,965	13,126	3,338	2,731	–	–	1,030	2,087	2,748	4,109	146	–	10,315	8,481	–31,541	–30,534	–	–
Total revenue	428,562	441,409	137,065	109,048	216,763	274,997	112,238	100,368	92,539	68,844	28,048	9,948	11,617	8,822	–77,689	–78,921	949,144	934,516
Inventory changes	–	–	–	–	–	–	–	–	17,818	16,881	–	–	–	–	–	–	17,818	16,881
Commission expenses	–196,787	–215,856	–56,602	–47,362	–128,258	–137,236	–71,670	–63,437	–28,128	–34,863	–991	–297	–	–	44,030	47,355	–438,405	–451,695
Real estate development expenses	–	–	–	–	–	–	–	–	–58,275	–31,808	–	–	–	–	937	1,042	–57,339	–30,766
Interest expenses	–	–	–459	–92	–	–	–	–	–	–	–	–	–	–	18	–231	–440	–323
Valuation result/loan loss provisions	–342	–270	–3,332	–1,119	217	3,286	–29	–67	–9,447	–260	–	–	–	–	–	–	–12,933	1,570
Personnel expenses	–81,648	–82,022	–14,269	–13,959	–40,832	–43,303	–18,668	–17,529	–9,128	–7,422	–16,970	–9,402	–6,385	–6,841	–	–	–187,899	–180,479
Depreciation and impairments	–19,138	–19,429	–491	–385	–3,579	–2,661	–2,646	–2,407	–4,456	–1,597	–2,801	–1,570	–1,897	–2,342	–	–	–35,008	–30,390
Other expenses	–102,184	–112,453	–38,397	–38,345	–16,049	–12,233	–11,083	–9,062	–10,276	–5,362	–4,355	–2,253	–11,355	–15,762	31,451	28,662	–162,249	–166,807
Earnings from investments accounted for using the equity method	2,933	4,322	–	–	–	–	–	–	–8	–17	–	–	–	–	–	–	2,924	4,306
Segment earnings before interest and taxes (EBIT)	31,396	15,702	23,515	7,787	28,261	82,851	8,143	7,867	–9,361	4,396	2,931	–3,575	–8,020	–16,122	–1,252	–2,092	75,613	96,812
Other interest and similar income	2,231	1,068	138	32	14	–137	–174	–182	1,590	876	–3	–12	220	–279	–1,233	–666	2,783	700
Other interest and similar expenses	–1,983	–3,002	–56	2	–458	–470	–5	–2	–5,031	–2,841	–1,029	–537	–444	–485	3,579	2,481	–5,427	–4,855
Valuation result not relating to operating activities	–40	–51	–	–	147	657	–	–	13	–	–	–	–1	–10	–	–	119	596
Finance cost	208	–1,984	83	34	–296	50	–179	–184	–3,429	–1,965	–1,033	–549	–226	–774	2,346	1,815	–2,526	–3,559
Earnings before taxes (EBT)	31,604	13,717	23,598	7,821	27,965	82,900	7,964	7,682	–12,790	2,430	1,898	–4,124	–8,246	–16,897	1,093	–277	73,088	93,253
Income taxes	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–	–24,442	–30,427
Net profit																	48,645	62,826
of which attributable to owners of the parent company																	51,486	62,632
minority interests																	–2,841	195
Investments accounted for using the equity method	4,571	5,961	–	–	–	–	–	–	118	126	–	–	–	–	–	–	4,689	6,087
Major non-cash expenses:																		
Impairment/reversal of impairments on receivables	–342	–270	–2,219	–2,463	124	–331	–29	–67	–9,447	–260	–	–	–	–	–	–	–11,912	–3,392
Increase/- decrease of provisions/accrued liabilities	45,505	79,223	3,377	6,563	15,677	25,697	3,136	4,651	647	553	647	802	3,249	19,516	–	–	72,239	137,005

¹ Previous year's figures adjusted due to changes in segmentation and the merger of nordias GmbH Versicherungsmakler (DOMCURA segment) with and into ZSH GmbH Finanzdienstleistungen (Financial Consulting segment).