

Income statement and statement of comprehensive income

Income statement for the period from 1 January to 31 December 2020

| All figures in €'000 | Notes | 2020 | 2019 |
|---|--------|----------------|----------------|
| Revenue | → (8) | 745,524 | 689,561 |
| Other revenue | → (9) | 21,799 | 19,199 |
| Total revenue | | 767,323 | 708,760 |
| Inventory changes | → (10) | 7,284 | 3,940 |
| Commission expenses | → (11) | -397,040 | -369,925 |
| Interest expenses | → (12) | -412 | -615 |
| Valuation result/loan loss provisions | → (13) | -3,021 | -896 |
| Personnel expenses | → (14) | -147,971 | -135,717 |
| Depreciation and impairments | → (15) | -27,691 | -26,371 |
| Other operating expenses | → (16) | -142,838 | -135,071 |
| Earnings from investments accounted for using the equity method | → (17) | 3,729 | 2,998 |
| Earnings before interest and taxes (EBIT) | | 59,363 | 47,104 |
| Other interest and similar income | | 1,311 | 767 |
| Other interest and similar expenses | | -4,126 | -3,145 |
| Valuation result not relating to operating activities | | -213 | 43 |
| Finance cost | → (18) | -3,028 | -2,335 |
| Earnings before taxes (EBT) | | 56,335 | 44,770 |
| Income taxes | → (19) | -13,093 | -7,844 |
| Net profit | | 43,241 | 36,925 |
| of which attributable to | | | |
| owners of the parent company | | 43,253 | 37,327 |
| minority interests | | -11 | -402 |
| Earnings per share in € | → (20) | | |
| basic/diluted | | 0.40 | 0.34 |

Statement of comprehensive income for the period from 1 January to 31 December 2020

| All figures in €'000 | Notes | 2020 | 2019 |
|--|--------|---------------|---------------|
| Net profit | | 43,241 | 36,925 |
| Gains/losses due to the revaluation of defined benefit obligations | | -4,975 | -7,038 |
| Deferred taxes on non-reclassifiable gains/losses | → (19) | 1,528 | 2,008 |
| Non-reclassifiable gains/losses | | -3,447 | -5,030 |
| Other comprehensive income | | -3,447 | -5,030 |
| Total comprehensive income | | 39,794 | 31,895 |
| of which attributable to | | | |
| owners of the parent company | | 39,805 | 32,297 |
| minority interests | | -11 | -402 |