

## PRELIMINARY INCOME STATEMENT

Consolidated income statement for the period from January 1 to December 31

All figures in €'000	2023	2022
Revenue	941,125	913,790
Other revenue	32,373	35,354
Total revenue	973,498	949,144
Inventory changes	-11,262	17,818
Commission expenses <sup>1</sup>	-426,701	-438,405
Expenses from real estate development <sup>1</sup>	-18,676	-57,339
Interest expenses	-16,333	-440
Valuation result/loan loss provisions	-1,037	-12,933
Personnel expenses	-209,078	-187,899
Depreciation and impairments	-35,820	-35,008
Other operating expenses	-184,312	-162,249
Earnings from investments accounted for using the equity method	446	2,924
<b>Earnings before interest and taxes (EBIT)</b>	<b>70,724</b>	<b>75,613</b>
Other interest and similar income	8,423	2,783
Other interest and similar expenses	-9,633	-5,427
Valuation result not relating to operating activities	-539	119
<b>Finance cost</b>	<b>-1,749</b>	<b>-2,526</b>
<b>Earnings before taxes (EBT)</b>	<b>68,976</b>	<b>73,088</b>
Income taxes	-24,853	-24,442
<b>Net profit</b>	<b>44,123</b>	<b>48,645</b>
of which attributable to		
owners of the parent company	48,582	51,486
non-controlling interests	-4,459	-2,841
<b>Earnings per share in €<sup>2,3</sup></b>		
<b>Basic</b>	<b>0.44</b>	<b>0.47</b>
<b>Diluted</b>	<b>0.44</b>	<b>0.47</b>

<sup>1</sup> Basis of calculation basic: average number of ordinary shares outstanding as of December 31, 2022: 109,208,394

<sup>2</sup> Basis of calculation diluted: average number of ordinary shares outstanding as of December 31, 2023: 109,334,686