

Preliminary information regarding business segments

	Financial Consulting		Banking		FERI		DOMCURA		Deutschland.Immobilien		Industrial Broker		Holding		Consolidation		Total		
All figures in €'000	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	2023	2022	
<b>Revenue</b>	<b>386,895</b>	<b>393,269</b>	<b>174,490</b>	<b>132,661</b>	<b>206,754</b>	<b>211,748</b>	<b>125,648</b>	<b>107,792</b>	<b>51,596</b>	<b>87,720</b>	<b>33,572</b>	<b>26,748</b>	-	-	<b>-37,830</b>	<b>-46,148</b>	<b>941,125</b>	<b>913,790</b>	
of which total inter-segment revenue	29,027	37,875	8,171	7,461	-	-	-	-	611	-	-	812	-	-	-37,810	-46,148	-	-	
Other revenue	35,878	35,294	6,531	4,404	5,858	5,014	3,068	4,447	5,326	4,819	1,364	1,300	16,174	11,617	-41,824	-31,541	32,373	35,354	
of which total inter-segment revenue	20,708	13,965	4,868	3,338	-	-	2	1,030	1,328	2,748	-	146	14,918	10,315	-41,824	-31,541	-	-	
<b>Total revenue</b>	<b>422,772</b>	<b>428,562</b>	<b>181,021</b>	<b>137,065</b>	<b>212,612</b>	<b>216,763</b>	<b>128,716</b>	<b>112,238</b>	<b>56,921</b>	<b>92,539</b>	<b>34,935</b>	<b>28,048</b>	<b>16,174</b>	<b>11,617</b>	<b>-79,654</b>	<b>-77,689</b>	<b>973,498</b>	<b>949,144</b>	
Inventory Changes	-	-	-	-	-	-	-	-	-11,262	17,818	-	-	-	-	-	-	-11,262	17,818	
Commission expenses	-179,989	-196,787	-52,907	-56,602	-128,356	-128,258	-82,100	-71,670	-15,755	-28,128	-1,101	-991	-	-	33,506	44,030	-426,701	-438,405	
Real estate development expenses	-	-	-	-	-	-	-	-	-19,437	-58,275	-	-	-	-	760	937	-18,676	-57,339	
Interest expenses	-	-	-18,450	-459	-	-	-	-	-	-	-	-	-	-	2,117	18	-16,333	-440	
Valuation result/loan loss provisions	-240	-342	-2,298	-3,332	-246	217	-163	-29	810	-9,447	-	-	-103	-	1,203	-	-1,037	-12,933	
Personnel expenses	-88,732	-81,648	-16,289	-14,269	-43,879	-40,832	-20,936	-18,668	-9,361	-9,128	-20,378	-16,970	-9,503	-6,385	-	-	-209,078	-187,899	
Depreciation and impairments	-17,271	-19,138	-581	-491	-3,649	-3,579	-3,093	-2,646	-5,715	-4,456	-3,412	-2,801	-2,099	-1,897	-	-	-35,820	-35,008	
Other expenses	-110,732	-102,184	-48,907	-38,397	-16,852	-16,049	-13,649	-11,083	-11,476	-10,276	-8,654	-4,355	-16,371	-11,355	42,328	31,451	-184,312	-162,249	
Earnings from investments accounted for using the equity method	454	2,933	-	-	-	-	-	-	-8	-8	-	-	-	-	-	-	446	2,924	
<b>Segment earnings before interest and taxes (EBIT)</b>	<b>26,263</b>	<b>31,396</b>	<b>41,588</b>	<b>23,515</b>	<b>19,631</b>	<b>28,261</b>	<b>8,776</b>	<b>8,143</b>	<b>-15,282</b>	<b>-9,361</b>	<b>1,390</b>	<b>2,931</b>	<b>-11,902</b>	<b>-8,020</b>	<b>261</b>	<b>-1,252</b>	<b>70,724</b>	<b>75,613</b>	
Other interest and similar income	3,306	2,231	131	138	1,308	14	736	-174	2,701	1,590	220	-3	5,445	220	-5,423	-1,233	8,423	2,783	
Other interest and similar expenses	-3,750	-1,983	-165	-56	-1,070	-458	-17	-5	-8,877	-5,031	-1,121	-1,029	-1,065	-444	6,432	3,579	-9,633	-5,427	
Valuation result not relating to operating activities	-0	-40	-	-	-589	147	-	-	-	13	-	-	50	-1	-	-	-539	119	
<b>Finance cost</b>	<b>-445</b>	<b>208</b>	<b>-34</b>	<b>83</b>	<b>-351</b>	<b>-296</b>	<b>718</b>	<b>-179</b>	<b>-6,176</b>	<b>-3,429</b>	<b>-901</b>	<b>-1,033</b>	<b>4,431</b>	<b>-226</b>	<b>1,010</b>	<b>2,346</b>	<b>-1,749</b>	<b>-2,526</b>	
<b>Earnings before taxes (EBT)</b>	<b>25,818</b>	<b>31,604</b>	<b>41,554</b>	<b>23,598</b>	<b>19,280</b>	<b>27,965</b>	<b>9,494</b>	<b>7,964</b>	<b>-21,458</b>	<b>-12,790</b>	<b>489</b>	<b>1,898</b>	<b>-7,471</b>	<b>-8,246</b>	<b>1,270</b>	<b>1,093</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>Investments accounted for using the equity method</b>	<b>2,093</b>	<b>4,571</b>	-	-	-	-	-	-	<b>109</b>	<b>118</b>	-	-	-	-	-	-	<b>2,202</b>	<b>4,689</b>	
<b>Major non-cash expenses:</b>																			
Impairment/reversal of impairments on receivables	-240	-342	-2,374	-2,219	145	124	-163	-29	810	-9,447	-	-	-103	-	1,203	-	-721	-11,912	
Increase/- decrease of provisions/accrued liabilities	58,355	45,505	3,396	3,377	17,750	15,677	4,315	3,136	1,774	647	312	647	4,539	3,249	-	-	90,442	72,239	