



Quarterly Group Statement
Q1 2018

MLP key figures

All figures in € million	1st quarter 2018	1st quarter 2017	Change in %
MLP Group			
Total revenue	167.9	163.0	3.0 %
Revenue	164.7	158.9	3.7 %
Other revenue	3.2	4.0	-20 %
Earnings before interest and taxes (EBIT) (before one-off expenses – operating EBIT)	13.0	13.3	-2.3 %
Earnings before interest and taxes (EBIT)	13.0	12.5	4.0 %
EBIT margin (%)	7.7 %	7.7 %	–
Net profit	9.3	8.6	8.1 %
Earnings per share (diluted/undiluted) in €	0.09	0.08	12.5 %
Cashflow from operating activities	66.7	26.1	>100 %
Capital expenditure	3.2	1.2	>100 %
Shareholders' equity	422.1	404.9 ¹	4.2 %
Equity ratio (%)	18.6 %	18.7 % ¹	–
Balance sheet total	2,270.3	2,169.5 ¹	4.6 %
Private clients (Family)	532,100	529,100 ¹	2.4 %
Corporate and institutional clients	20,200	19,800 ¹	-90.2 %
Consultants	1,890	1,909 ¹	-1.2 %
Branch offices	132	145 ¹	-9.0 %
University teams	59	58 ¹	–
Employees	1,715	1,674	2.4 %
Arranged new business			
Old-age provisions (premium sum)	638.2	566.7	12.6 %
Loans and mortgages	506.1	507.1	-0.2 %
Assets under management in € billion	33.9	33.9 ¹	7.3 %

¹ As of December 31, 2017.

Quarterly Group Statement Q1 2018

Q1 2018 AT A GLANCE

- Total revenue increases to € 167.9 million (€ 163.0 million); Consolidated net profit rises by 3.0% to € 9.3 million
- At € 13.0 million, the EBIT is slightly above the previous year's level (€ 12.5 million)
- Outlook confirmed: Despite further increases in investments for the future, EBIT is set to remain at the 2017 operating EBIT level of € 46.7 million

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Introductory notes

This quarterly Group statement presents significant events and business transactions of the first quarter of 2018 and updates forecast-oriented information contained in the last joint management report. The Annual Report is available on our website at www.mlp-se.com and also at www.mlp-annual-report.com.

In the description of the MLP Group's financial position, net assets and results of operations pursuant to International Financial Reporting Standards (IFRS), the previous year's figures are given in brackets.

The information in this quarterly Group statement has neither been verified by an auditor nor subjected to a review.

Profile

The MLP Group – The partner for all financial matters

The MLP Group is the partner for all financial matters – for private clients, as well as companies and institutional investors. With our four brands, each of which enjoys a leading position in their respective markets, we offer a broad range of services:

- MLP: The dialogue partner for all financial matters
- FERI AG: The investment expert for institutional investors and high net-worth individuals
- DOMCURA AG: The underwriting agency focusing on private and commercial non-life insurance products
- TPC GmbH: The specialist in occupational pension provision management for companies

The views and expectations of our clients always represent the starting point in each of these fields. Building on this, we then present our clients with suitable options in a comprehensible way so that they can make the right financial decisions themselves. In advising and supporting our clients, we examine the offers of all relevant product providers in the market. Our product ratings are based on scientifically substantiated market and product analyses.

Manfred Lautenschläger and Eicke Marscholke founded MLP in 1971. Just under 1,900 self-employed client consultants and more than 1,700 employees work at MLP.

Quarterly Group statement for the 1st quarter of 2018

The values disclosed in the following quarterly statement have been rounded to one decimal place. As a result, differences to reported total amounts may arise when adding up the individual values.

In the course of the reporting period no changes occurred to the fundamental principles described in the MLP Group's 2017 Annual Report. The national economic climate, the industry situation and the competitive environment have also not changed significantly in comparison with the 2017 Annual Report.

As reported by the Share Indices Taskforce, the MLP SE share has no longer been a member of the SDAX since March 19, 2018. Our objective is to return to this index through continued successful development of our operating business.

There were no changes to the corporate structure in the reporting period.

BUSINESS PERFORMANCE

The MLP Group made a positive start to the new year. Earnings before interest and taxes (EBIT) in the first quarter were 4.5 % above the corresponding figure from the previous year and slightly below the level of operating EBIT recorded in Q1 2017. Total revenue increased by 3.1 % over the previous year. Above all, MLP benefited from significant revenue increases in the non-life insurance, wealth management, loans and mortgages and real estate consulting segments. The health insurance segment was not quite able to reach the previous year's revenue level. Despite an increase in new business, revenue in the old-age provision segment was slightly below the previous year's level – due to effects resulting from application of the new IFRS 15 accounting standard. The situation is also compounded further by the fact that new business is not yet fully reflected in revenue.

New clients

In the first three months of the year, MLP was able to acquire 4,000 (4,900) new family clients.

As of March 31, 2018, the MLP Group served 532,100 family clients (December 31, 2017: 529,100) and 20,200 corporate and institutional clients (December 31, 2017: 19,800).

RESULTS OF OPERATIONS

Development of total revenue

In the time period from January to March 2018, total revenue of the MLP Group increased by 3.0% to € 167.9 million (€ 163.0 million). At € 160.4 million (€ 153.8 million), commission income made by far the largest contribution to this. Interest income of € 4.4 million (€ 5.1 million) was below the previous year's level.

The breakdown by consulting areas shows growth in the wealth management, in which revenue rose by 3.9% to € 47.5 million (€ 45.7 million). New business continued to display very positive development, both at our subsidiary FER1 and among MLP's private clients. This enabled us to more than compensate for lower performance fees. At € 33.9 billion, assets under management remained stable as at March 31, 2018 (December 31, 2017: € 33.9 billion).

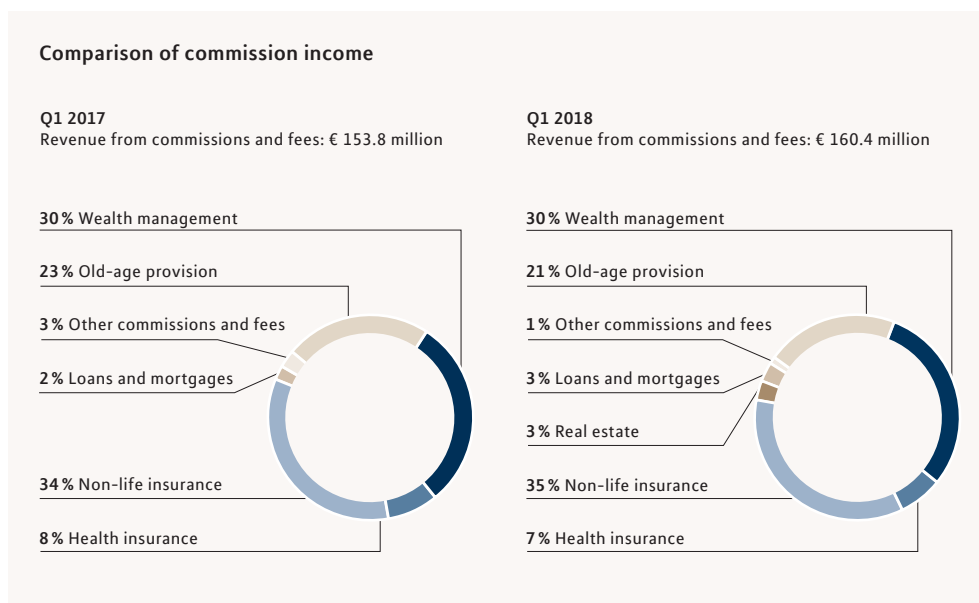
Development of assets under management (all figures in € billion)

Q1 2018	33.9
2017	33.9
2016	31.5

Revenue in the non-life insurance area rose 6.4% to € 56.2 million (€ 52.8 million), reflecting positive development at both DOMCURA and MLP. The portfolio of non-life insurance policies also enjoyed positive development. The premium volume received through the MLP Group rose to € 371.7 million (€ 360.1 million).

In the old-age provision area, new business displayed positive development in the first quarter. The brokered premium sum increased by 12.6% to € 638.2 million (€ 566.7 million). The occupational pension provision contributed 20.9% to this. Revenue was not quite able to keep pace with this development, among other things due to effects resulting from application of the new IFRS 15 accounting standard, and at € 33.7 million was below the previous year's level (€ 35.2 million). At € 11.7 million, revenue in the health insurance area remained virtually unchanged from the previous year (€ 11.9 million).

Revenue in the loans and mortgages area rose by 36.8% to € 5.2 million (€ 3.8 million). Revenue in the real estate brokerage also increased significantly to € 4.9 million. In the previous year, this was still disclosed under "Other commissions and fees". It contributed € 3.4 million towards this figure in the same period of the previous year. Other commissions and fees were € 1.2 million (€ 1.1 million).



Analysis of expenses

Commission expenses primarily comprise performance-linked commission payments to our consultants. This item also includes the commissions paid in the DOMCURA segment. These variable expenses occur due to the remuneration of brokerage services in the non-life insurance business. Added to these are commissions paid in the FERI segment, which in particular result from the activities in the field of fund administration. Variable expenses are, for example, accrued in this business segment due to remuneration of the depository bank and fund sales.

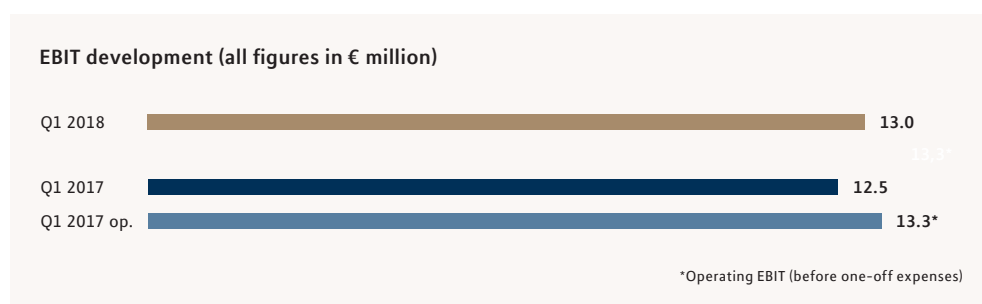
Set against the background of higher commission income, commission expenses increased to € 87.6 million in the first quarter of 2018 (€ 82.2 million). At € 0.2 million, interest expenses were below the previous year's level (€ 0.5 million). The total cost of sales thereby increased to € 87.8 million (€ 82.7 million).

Administrative expenses (defined as the sum of personnel expenses, depreciation/amortisation and impairment, as well as other operating expenses) amounted to € 68.0 million and thus remained at the same level as the previous year (€ 67.5 million). Personnel expenses increased slightly to € 31.4 million (€ 29.9 million). Depreciation/amortisation and impairments remain unchanged at € 3.8 million (€ 3.8 million). Other operating expenses fell slightly to € 32.8 million (€ 33.8 million). This previous year's figure includes one-off expenses of € 0.8 million associated with the change in company structure.

Earnings trend

Earnings before interest and taxes (EBIT) rose to € 13.0 million in the first quarter (€ 12.5 million). In the first quarter of the previous year, one-off costs of € 0.8 million were accrued for the announced change in company structure.

The finance cost remained at € -0.4 million (€ -0.4 million). On this basis, earnings before taxes (EBT) were € 12.6 million (€ 12.0 million). The tax rate was 26.2 %. Net profit rose to € 9.3 million (€ 8.6 million). The diluted and basic earnings per share were € 0.09 (€ 0.08).



Structure and changes in earnings in the Group

All figures in € million	Q1 2018	Q1 2017	Change in %
Total revenue	167.9	163.0	3.0%
Gross profit ¹	80.1	80.3	-0.2%
Gross profit margin (%)	47.7	49.3%	-
EBIT	13.0	12.5	4.0%
EBIT margin (%)	7.7%	7.7%	-
Finance cost	-0.4	-0.4	0.0%
EBT	12.6	12.0	5.0%
EBT margin (%)	7.5%	7.4%	-
Income taxes	-3.3	-3.5	-5.7%
Net profit	9.3	8.6	8.1%
Net margin (%)	5.5%	5.3%	-

¹ Definition: Gross profit is the result of total revenue less commission expenses and interest expenses.

FINANCIAL POSITION

You can find detailed information on the objectives of the financial management in the MLP Group 2017 Annual Report under “Financial position” / “Objectives of financial management” at www.mlp-annual-report.com.

Financing analysis

At present we are not using any borrowed funds in the form of securities or promissory note bond issues to finance the Group long-term. Our non-current assets are financed in part by non-current liabilities. Current liabilities due to clients and banks in the banking business represent further refinancing funds that are generally available to us in the long term.

As of March 31, 2018, liabilities due to clients and financial institutions in the banking business of € 1,547.5 million (December 31, 2017: € 1,501.2 million) were offset on the assets side of the balance sheet by receivables from clients and financial institutions in the banking business of € 1,378.6 million (December 31, 2017: € 1,336.2 million).

We did not perform any increase in capital stock in the reporting period.

Liquidity analysis

Cash flow from operating activities increased to € 66.7 from € 26.1 million in the same period of the previous year. Here, significant cash flows result from the deposit business with our clients and from the investment of these funds.

Cash flow from investing activities changed from € -24.9 million to € -2.6 million. More time deposits matured in the reporting period than in the same period of the previous year.

Condensed statement of cash flow

in € million	Q1 2018	Q1 2017
Cash and cash equivalents at beginning of period	301.0	184.8
Cash flow from operating activities	66.7	26.1
Cash flow from investing activities	-2.6	-24.9
Cash flow from financing activities	-	-
Change in cash and cash equivalents	64.1	1.3
Cash and cash equivalents at end of period	365.1	186.1

As at the end of the first quarter of 2018, the MLP Group has access to cash holdings of around € 400 million. A good level of liquid funds therefore remains available. Thus, there are sufficient cash reserves available to the MLP Group. Alongside cash holdings, free lines of credit are also in place.

Capital expenditure analysis

The investment volume of the MLP Group was € 3.2 million at the end of March 2018 (€ 1.2 million). The vast majority of capital expenditure was invested in the financial consulting segment, focusing in particular on investments in software and IT. We financed all capital expenditure from cash flow.

NET ASSETS

Analysis of the asset and liability structure

As of March 31, 2018 the balance sheet total of the MLP Group was € 2,270.3 million (December 31, 2017: € 2,169.5 million). On the assets side, receivables from clients in the banking business remained at € 708.7 million (December 31, 2017: € 702.0 million), i.e. at the same level recorded at the end of 2017. Receivables from banks in the banking business increased to € 669.9 million as a result of higher investments in daily deposits due on demand, as well as higher promissory note bonds (December 31, 2017: € 634.2 million). Financial investments decreased to € 147.6 million (December 31, 2017: € 158.5 million); this is essentially due to shifting of funds to other forms of investment. Other receivables and assets rose slightly to € 132.9 million (December 31, 2017: € 125.7 million). This item essentially contains commission receivables from insurers resulting from the brokerage of insurance products. Due to the typically strong year-end business, these increase considerably at the end of the year and then decline again during the course of the following financial year. In the course of initial adoption of the new IFRS 15 accounting standard, there were additional effects that served to increase this item and more than compensated for the typical decline in the first quarter.

The shareholders' equity of the MLP Group increased to € 422.1 million as of the reporting date (December 31, 2017: € 404.9 million). The increase in shareholders' equity reflects various effects, including those resulting from initial adoption of the accounting regulations in IFRS 9 and IFRS 15, which have been in force since January 1, 2018. While initial adoption of IFRS 15 had a positive impact of € 11.9 million on shareholders' equity, initial adoption of IFRS 9 had a negative effect of € 4.0 million. In connection with IFRS 15, anticipated sales revenue from regular acquisition commission and trail commission resulting from contracts concluded prior to January 1, 2018 and paid by the insurer throughout the contribution period are brought forward and shown in the initial adoption of the new accounting standards as if they had already been booked in accordance with the new standard on December 31, 2017. This was performed in the initial adoption on January 1, 2018 through a one-off increase in shareholders' equity without any effects on net income and without touching the income statement. Group net profit of € 9.3 million also contributed to the increase. The equity ratio remained virtually unchanged at 18.6 % (December 31, 2017: 18.7 %).

At € 95.4 million (December 31, 2017: € 88.7 million), provisions were slightly above the previous year. Among other things, this was due to higher allocation to provisions for bonus schemes, as well as a new provision that was established in the course of implementing the new IFRS 9 accounting standard. Liabilities due to clients in the banking business increased to € 1,480.1 million (December 31, 2017: € 1,439.8 million) and reflect the continued rise in client deposits. Liabilities due to banks in the banking business rose to € 67.4 million (December 31, 2017: € 61.4 million). This can mainly be attributed to a higher volume of promotional loans being passed on to our clients. Other liabilities rose to € 187.3 million (December 31, 2017: € 154.9 million), primarily as a result of increased liabilities from the underwriting business of DOMCURA. Lower commission claims of our consultants had an opposing effect. Due to our typically strong year-end business, the commission claims of our consultants increase markedly on the balance sheet date of December 31, and then decline again in the subsequent quarters.

SEGMENT REPORT

In the financial year 2017 the brokerage branch of activity was spun off from MLP Banking AG with retroactive effect from October 1, 2017. With this step, all regulated banking activities, including investment advisory services, were bundled at MLP Banking AG, while all other consulting services are now provided by the new MLP Finanzberatung SE. You can find detailed information on this in the MLP Annual Report 2017 in the chapter entitled “Fundamental principles of the Group”.

The financial consulting segment includes revenue from all fields of consulting – i.e. old-age provision, health and non-life insurance, as well as loans & mortgages and real estate brokerage. The banking segment brings together all banking services for both private and corporate clients – from wealth management, accounts and cards, through to the interest rate business. The described demerger means that no comparison figures from the previous year are available for the Financial consulting and banking segments.

The FERI segment primarily generates revenue from the wealth management field of consulting, while the DOMCURA segment generates most of its revenue from the non-life insurance business.

The Holding segment does not have active operations.

Financial consulting segment

Total revenue in the Financial consulting segment was € 86.4 million in the first quarter. Sales revenue were € 80.7 million. Other revenue was € 5.7 million.

Commission expenses were € 40.1 million. The “Interest expenses” item no longer exists since the described separation of the broker and banking business. This now resides in the Banking segment. Personnel expenses amounted to € 16.6 million. Depreciation/amortisation and impairment was € 2.8 million. Other operating expenses were € 24.1 million.

EBIT reached € 3.0 million. The finance cost declined to € –0.3 million. EBT was € 2.6 million.

Banking segment

Total revenue in the reporting period was € 18.9 million. Sales revenue was € 18.1 million. Other revenue amounted to € 0.8 million. Revenue from the interest rate business stood at € 4.4 million.

Commission expenses were € 7.4 million. Interest expenses amounted to € 0.2 million.

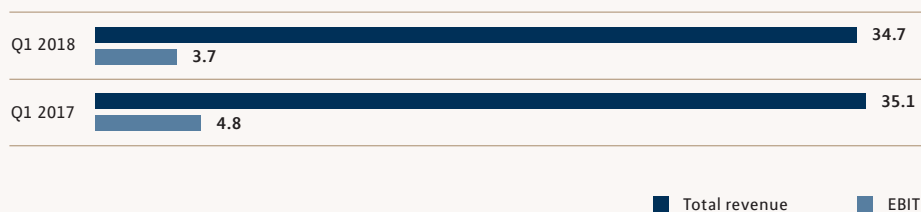
Personnel expenses reached € 2.6 million. Depreciation/amortisation and impairment was € 0.0 million. Other operating expenses were € 8.7 million.

EBIT amounted to € 0.8 million. At a finance cost of € 0.0 million, EBT was € 0.8 million.

FERI segment

At € 34.7 million (€ 35.1 million), total Q1 revenue in the FERI segment remained at the same level as the previous year. It was therefore possible to almost completely compensate for lower performance-based remuneration (performance fees) resulting from capital market developments. Commission expenses were € 21.0 million (€ 20.1 million). The slight increase can essentially be attributed to the greater proportion of new business compared to the previous year. At € 7.3 million (€ 7.0 million), personnel expenses remained at virtually the same level as in the previous year. EBIT declined to € 3.7 million as a result of the lower performance fees (€ 4.8 million). EBT reached € 3.7 million (€ 4.8 million).

Total revenue and EBIT in the FERI segment (all figures in € million)



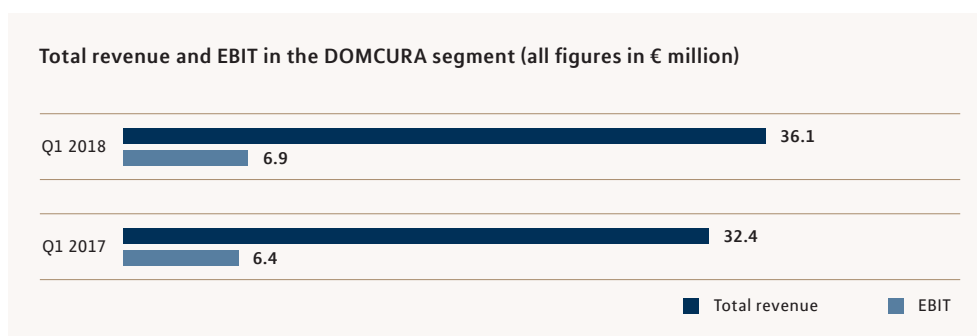
DOMCURA segment

The DOMCURA segment primarily generates revenue from the brokering of non-life insurance. DOMCURA's business model is characterised by a high degree of seasonality. Accordingly, the subsidiary records high revenue and comparably high earnings in the first quarter of each year. This is then typically followed by a loss from Q2 to Q4.

Total revenue rose to € 36.1 million (€ 32.4 million) in Q1. Revenue increased to € 35.9 million (€ 32.2 million). This primarily reflects the premium volumes received. Other revenue remained at € 0.2 million (€ 0.2 million). Set against the background of higher revenue, commission expenses increased to € 23.2 million (€ 20.5 million). These are essentially accrued as variable remuneration for brokerage services.

At € 5.9 million, administrative expenses were slightly above the previous year's level (€ 5.3 million). Thereof personnel expenses accounted for € 3.9 million (€ 3.5 million). Other operating expenses were € 1.7 million (€ 1.5 million).

EBIT rose to € 6.9 million (€ 6.4 million). With a finance cost of € 0.0 million (€ 0.0 million), EBT also amounted to € 6.9 million (€ 6.4 million).



Holding segment

The Holding segment does not have active operations. Total revenue in the first quarter amounted to € 2.2 million (€ 2.5 million) and essentially results from the letting of buildings to affiliated companies. At € 1.0 million (€ 1.0 million), personnel expenses remained at the previous year's level. Other operating expenses decreased to € 2.1 million (€ 2.8 million). The previous year's figure also includes expenses of € 0.5 million in connection with further optimisation of the Group structure. EBIT therefore reached € -1.3 million (€ -1.8 million). EBT was € -1.4 million (€ -1.9 million).

EMPLOYEES AND SELF-EMPLOYED CLIENT CONSULTANTS

As MLP is a knowledge-based service provider, qualified and motivated employees and consultants represent the most important foundation for sustainable company success. The focus is therefore on continuous further development of personnel work, qualifications and further training, as well as recruiting new consultants.

The number of employees rose to 1,715 (1,674) in the reporting period. The increase can essentially be attributed to employees returning from parental leave, as well as new hirings.

Development of number of employees by segment (excluding MLP consultants)

Segment	March 31, 2018	March 31, 2017
Financial services	–	1,204
Financial consulting	1,056	–
Banking	175	–
FERI	222	217
DOMCURA	256	247
Holding	6	6
Total	1,715	1,674

As of March 31, 2018, 1,890 self-employed client consultants worked for MLP. The slight decline can essentially be attributed to the typical seasonal effects.

FORECAST

Developments in the first quarter were within the scope of our expectations. Following on from the first three months of the year, we remain committed to the statements made in the forecast section of the 2017 Annual Report. You can find details on our forecast in the Annual Report of the MLP Group at www.mlp-annual-report.com

Income statement and statement of comprehensive income

Income statement for the period from January 1 to March 31, 2018

All figures in €'000	1st quarter 2018	1st quarter 2017
Revenue	164,741	158,944
Other Revenue	3,200	4,021
Total revenue	167,941	162,965
Commission expenses	-87,630	-82,192
Interest expenses	-161	-540
Loan loss provisions	510	-714
Personnel expenses	-31,355	-29,923
Depreciation and impairments	-3,786	-3,791
Other operating expenses	-32,816	-33,811
Earnings from investments accounted for using the equity method	332	478
Earnings before interest and tax (EBIT)	13,034	12,472
Other interest and similar income	53	61
Other interest and similar expenses	-458	-510
Valuation result not relating to operating activities	-6	-
Finance cost	-411	-449
Earnings before tax (EBT)	12,624	12,023
Income taxes	-3,309	-3,458
Net profit	9,314	8,565
Of which attributable to		
owners of the parent company	9,314	8,565
Earnings per share in €*		
basic/diluted	0.09	0.08

*Basis of calculation: average number of ordinary shares outstanding at March 31, 2018: 109,334,686.

Statement of comprehensive income for the period from January 1 to March 31, 2018

All figures in €'000	1st quarter 2018	1st quarter 2017
Net profit	9,314	8,565
Gains/losses due to the revaluation of defined benefit obligations	-	886
Deferred taxes on non-reclassifiable gains/losses	50	-260
Non reclassifiable gains/losses	50	626
Gains/losses from changes in the fair value of available-for-sale securities	-	652
Deferred taxes on non-reclassifiable gains/losses	-	-132
Reclassifiable gains/losses	-	520
Other comprehensive income	50	1,147
Total comprehensive income	9,364	9,712
Of which attributable to		
owners of the parent company	9,364	9,712

Statement of financial position

Assets as of March 31, 2018

All figures in €'000	March 31, 2018	Dec. 31, 2017
Intangible assets	160,347	161,838
Property, plant and equipment	62,726	61,861
Investments accounted for using the equity method	4,465	4,132
Deferred tax assets	5,584	8,035
Receivables from clients in the banking business	708,701	701,975
Receivables from banks in the banking business	669,911	634,150
Financial assets	147,572	158,457
Tax refund claims	12,997	12,346
Other receivables and assets	132,902	125,741
Cash and cash equivalents	365,115	301,013
Total	2,270,319	2,169,547

Liabilities and shareholders' equity as of March 31, 2018

All figures in €'000	March 31, 2018	Dec. 31, 2017
Shareholders' equity	422,147	404,935
Provisions	95,382	88,737
Deferred tax liabilities	10,511	9,531
Liabilities due to clients in the banking business	1,480,080	1,439,805
Liabilities due to banks in the banking business	67,442	61,383
Tax liabilities	7,495	10,243
Other liabilities	187,262	154,913
Total	2,270,319	2,169,547

Condensed statement of cash flow

Condensed statement of cash flow for the period from January 1 to March 31, 2018

All figures in €'000	1st quarter 2018	1st quarter 2017
Cash and cash equivalents at the beginning of the period	301,013	184,829
Cashflow from operating activities	66,739	26,108
Cashflow from investing activities	-2,638	-24,855
Cashflow from financing activities	-	-
Change in cash and cash equivalents	64,102	1,253
Cash and cash equivalents at the end of the period	365,115	186,082

Revenue

Revenue for the period from January 1 to March 31, 2018

All figures in €'000	1st quarter 2018	1st quarter 2017
Non-life insurance	56,204	52,847
Wealth management	47,493	45,710
Old-age provision	33,715	35,195
Health insurance	11,682	11,869
Loans and mortgages	5,221	3,772
Real estate property*	4,886	3,369
Other commissions and fees	1,182	1,072
Total commission income	160,384	153,835
Interest income	4,357	5,109
Total	164,741	158,944

*Revenue from the brokerage of real estate objects was included in other commissions and fees in the previous year.

Statement of changes in equity

Statement of changes in equity for the period from January 1 to March 31, 2018

All figures in €'000	Equity attributable to MLP SE shareholders					
	Share capital	Capital reserves	Gains/losses from changes in the fair value of available-for-sale securities*	Revaluation gains/losses related to defined benefit obligations after taxes	Retained earnings	Total share-holders equity
As of Jan. 1, 2017	109,335	146,727	1,252	-12,752	139,024	383,585
Net profit	-	-	-	-	8,565	8,565
Other comprehensive income	-	-	520	626	-	1,147
Total comprehensive income	-	-	520	626	8,565	9,712
As of March 31, 2017	109,335	146,727	1,773	-12,126	147,589	393,296
As of Jan. 1, 2018	109,335	148,754	959	-12,184	158,072	404,935
Effects from first-time adoption of IFRS 9 and IFRS 15	-	-	-959	-	8,807	7,848
As of Jan. 1, 2018	109,335	148,754	-	-12,184	166,880	412,783
Net profit	-	-	-	-	9,314	9,314
Other comprehensive income	-	-	-	50	-	50
Total comprehensive income	-	-	-	50	9,314	9,364
As of March 31, 2018	109,335	148,754	-	-12,135	176,194	422,147

*Reclassifiable gains/losses.

Reportable business segments

Information regarding reportable business segments

	Financial consulting		Banking	
	1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017
All figures in €'000				
Revenue	80,728	–	18,066	–
Other revenue	5,674	–	796	–
Total revenue	86,402	–	18,862	–
Commission expenses	–40,082	–	–7,394	–
Interest expenses	–	–	–161	–
Loan loss provisions	–179	–	777	–
Personnel expenses	–16,612	–	–2,583	–
Depreciation and impairments	–2,766	–	–23	–
Other operating expenses	–24,147	–	–8,650	–
Earnings from investments accounted for using the equity method	332	–	–	–
Segment earnings before interest and tax (EBIT)	2,951	–	828	–
Other interests and similar income	56	–	–2	–
Other interest and similar expenses	–365	–	–10	–
Valuation result not relating to operating activities	–3	–	–	–
Finance cost	–312	–	–12	–
Earnings before tax (EBT)	2,639	–	816	–
Income taxes	–	–	–	–
Net profit	–	–	–	–

Information regarding reportable business segments

	Financial services	
	1st quarter 2018	1st quarter 2017
All figures in €'000		
Revenue	97,906	94,208
Other revenue	2,825	2,982
Total revenue	100,731	97,190
Commission expenses	–46,603	–42,921
Interest expenses	–161	–541
Loan loss provisions	598	–617
Personnel expenses	–19,195	–18,363
Depreciation and impairments	–2,789	–2,744
Other operating expenses	–29,142	–29,341
Earnings from investments accounted for using the equity method	332	478
Segment earnings before interest and tax (EBIT)	3,772	3,141
Other interests and similar income	54	66
Other interest and similar expenses	–375	–402
Valuation result not relating to operating activities	–3	–
Finance cost	–324	–337
Earnings before tax (EBT)	3,448	2,805
Income Taxes	–	–
Net profit	–	–

FERI		DOMCURA		Holding		Consolidation		Total	
1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017
34,078	–	35,932	–	–	–	–4,064	–	164,741	–
637	–	158	–	2,230	–	–6,295	–	3,200	–
34,716	–	36,090	–	2,230	–	–10,360	–	167,941	–
–21,020	–	–23,201	–	–	–	4,066	–	–87,630	–
–	–	–	–	–	–	–	–	–161	–
38	–	–127	–	–	–	–	–	510	–
–7,283	–	–3,892	–	–985	–	–	–	–31,355	–
–292	–	–309	–	–396	–	–	–	–3,786	–
–2,464	–	–1,685	–	–2,146	–	6,275	–	–32,816	–
–	–	–	–	–	–	–	–	332	–
3,695	–	6,874	–	–1,296	–	–18	–	13,034	–
8	–	6	–	3	–	–16	–	53	–
–7	–	–1	–	–98	–	23	–	–458	–
–	–	–	–	–4	–	–	–	–6	–
1	–	5	–	–98	–	7	–	–411	–
3,696	–	6,879	–	–1,395	–	–11	–	12,624	–
–	–	–	–	–	–	–	–	–3,309	–
–	–	–	–	–	–	–	–	9,314	8,565

FERI		DOMCURA		Holding		Consolidation		Total	
1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017	1st quarter 2018	1st quarter 2017
34,078	33,921	35,932	32,208	–	–	–3,176	–1,392	164,741	158,944
637	1,209	158	168	2,230	2,493	–2,650	–2,831	3,200	4,021
34,716	35,130	36,090	32,375	2,230	2,493	–5,826	–4,223	167,941	162,965
–21,020	–20,096	–23,201	–20,539	–	–	3,194	1,364	–87,630	–82,192
–	–	–	–	–	–	–	–	–161	–540
38	–	–127	–97	–	–	–	–	510	–714
–7,283	–7,046	–3,892	–3,494	–985	–1,020	–	–	–31,355	–29,923
–292	–292	–309	–283	–396	–473	–	–	–3,786	–3,791
–2,464	–2,913	–1,685	–1,529	–2,146	–2,829	2,621	2,802	–32,816	–33,811
–	–	–	–	–	–	–	–	332	478
3,695	4,783	6,874	6,433	–1,296	–1,828	–11	–57	13,034	12,472
8	11	6	2	3	–2	–16	–16	53	61
–7	–15	–1	–14	–98	–106	23	28	–458	–510
–	–	–	–	–4	–	–	–	–6	–
1	–5	5	–12	–98	–107	7	12	–411	–449
3,696	4,778	6,879	6,421	–1,395	–1,936	–4	–46	12,624	12,023
–	–	–	–	–	–	–	–	–3,309	–3,458
–	–	–	–	–	–	–	–	9,314	8,565

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