

Income statement for the period from January 1 to December 31, 2013

<i>All figures in € '000</i>	Q4 2013	Q4 2012*	2013	2012*
Revenue	155,300	204,418	480,502	544,569
Other revenue	6,960	8,378	20,561	23,477
Total revenue	162,260	212,796	501,063	568,046
Commission expenses	-71,286	-96,839	-214,158	-235,808
Interest expenses	-640	-1,557	-4,401	-7,401
Personnel expenses	-29,098	-29,659	-106,203	-102,493
Depreciation and amortisation	-3,127	-3,048	-11,811	-12,573
Other operating expenses	-37,789	-34,476	-132,632	-136,809
Earnings from shares accounted for using the equity method	169	268	902	956
Earnings before interest and taxes (EBIT)	20,488	47,486	32,760	73,918
Other interest and similar income	672	640	1,358	1,928
Other interest and similar expenses	-499	-314	-1,046	-905
Finance cost	173	326	311	1,022
Earnings before taxes (EBT)	20,661	47,812	33,072	74,940
Income taxes	-4,656	-13,638	-7,583	-22,007
Net profit	16,004	34,174	25,489	52,933
Of which attributable to owners of the parent company	16,004	34,174	25,489	52,933
Earnings per share in €				
basic	0.15	0.32	0.24	0.49
diluted	0.15	0.32	0.24	0.49
Number of shares	107,877,738	107,877,738	107,877,738	107,877,738

* Adjustment of previous year's figures