

## Income statement for the period from January 1 to December 31, 2016

<i>All figures in € '000</i>	Q4 2016	Q4 2015	2016	2015
Revenue	186,101	178,434	590,559	535,651
Other revenue	5,610	8,091	19,810	18,667
<b>Total revenue</b>	<b>191,711</b>	<b>186,525</b>	<b>610,369</b>	<b>554,318</b>
Commission expenses	-96,882	86,158	-298,505	-253,584
Interest expenses	-540	-564	-1,711	-1,921
Loan loss provisions	248	1,031	-1,619	156,000
Personnel expenses	-32,023	-32,465	-121,847	-113,457
Depreciation and amortisation	-13,038	-3,308	-23,962	15,113
Other operating expenses	-41,937	-42,201	-145,137	141,528
Earnings from shares accounted for using the equity method	618	465	2,106	1,836
<b>Earnings before interest and taxes (EBIT)</b>	<b>8,157</b>	<b>23,326</b>	<b>19,694</b>	<b>30,706</b>
Other interest and similar income	275	113	906	509
Other interest and similar expenses	-712	-523	-1,851	3,263
<b>Finance cost</b>	<b>-437</b>	<b>-410</b>	<b>-946</b>	<b>2,753</b>
<b>Earnings before taxes (EBT)</b>	<b>7,720</b>	<b>22,916</b>	<b>18,748</b>	<b>27,953</b>
Income taxes	-2,576	-6,785	-4,052	8,170
<b>Net profit</b>	<b>5,144</b>	<b>16,131</b>	<b>14,696</b>	<b>19,783</b>
Of which attributable to owners of the parent company	5,144	16,131	14,696	19,783
<b>Earnings per share in €</b>				
basic	0.05	0.15	0.13	0.18
diluted	0.05	0.15	0.13	0.18
Number of shares	109,334,686	108,484,800*	109,334,686	108,484,800*

\* Weighted average number of shares in the financial year