

# Annual Report 2019 – Financial Report

## INCOME STATEMENT

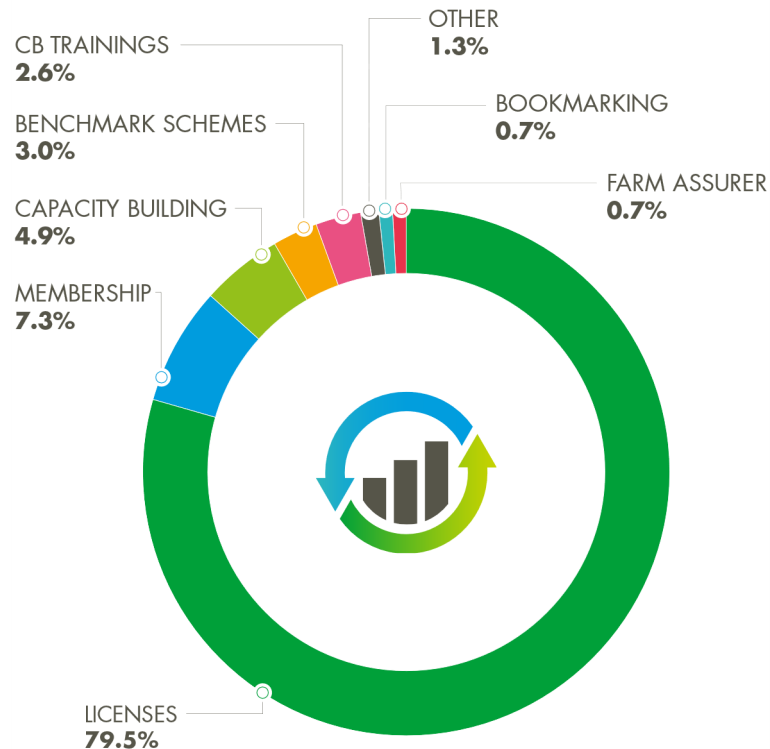
January - December 2019

Figures in EUR

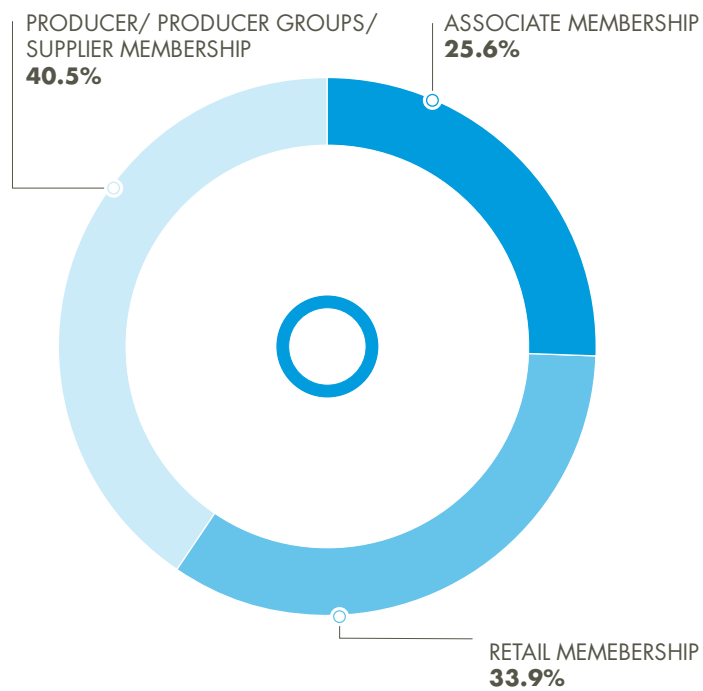
	2019 KEUR	Change in KEUR	2018 KEUR
<b>TURNOVER</b>			
Licences	8,886	1,352	7,534
Memberships	840	98	742
Seminars	562	-95	657
Benchmarking	330	74	256
Database	166	105	61
Development Projects	75	-338	413
Others	57	-29	86
<b>Total</b>	<b>10,916</b>	<b>1,167</b>	<b>9,749</b>
Changes in Inventories	13	57	-44
<b>Total Operating Income</b>	<b>10,929</b>	<b>1,224</b>	<b>9,705</b>
Other Operating Income	9	3	6
<b>OPERATING COSTS</b>			
Personnel Costs	3,734	926	2,808
Consulting Costs	2,312	459	1,853
Database Costs	1,000	172	828
Travel Costs	734	-87	821
Seminars and Trade Fair Costs	291	-536	827
Rental and Space Costs	530	209	321
<b>Total</b>	<b>8,601</b>	<b>1,143</b>	<b>7,458</b>
<b>GROSS PROFIT</b>	<b>2,328</b>	<b>81</b>	<b>2,247</b>
<b>COSTS</b>			
Amortization and Depreciation	78	-21	99
Administrative Costs	375	96	279
Other Costs	1,091	78	1,013
<b>Total</b>	<b>1,544</b>	<b>153</b>	<b>1,391</b>
<b>TOTAL COSTS</b>	<b>10,145</b>	<b>1,296</b>	<b>8,849</b>
<b>PROFIT BEFORE TAX</b>	<b>784</b>	<b>-72</b>	<b>856</b>
<b>Operating Profit in %</b>	<b>7</b>	<b>-2</b>	<b>9</b>
Financial Result	0	-3	3
Profit/Loss Relating to Other Periods	-38	97	-135
Taxes on Income	-243	-11	-232
<b>PROFIT OF THE YEAR</b>	<b>503</b>	<b>11</b>	<b>492</b>
<b>EBITDA*</b>	<b>862</b>	<b>-93</b>	<b>955</b>

\*Earnings before interest, taxes, depreciation and amortization.

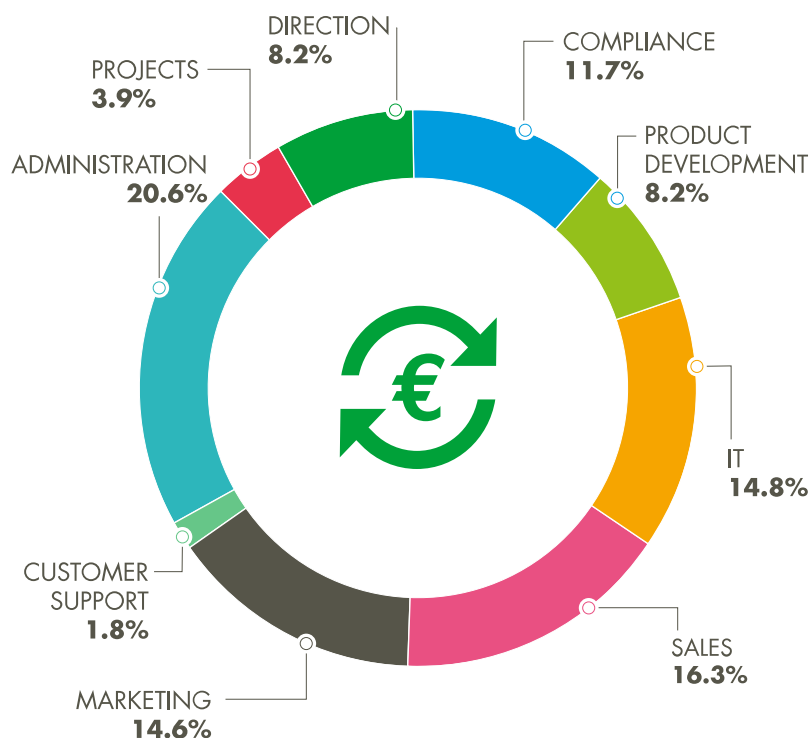
## REVENUE DISTRIBUTION



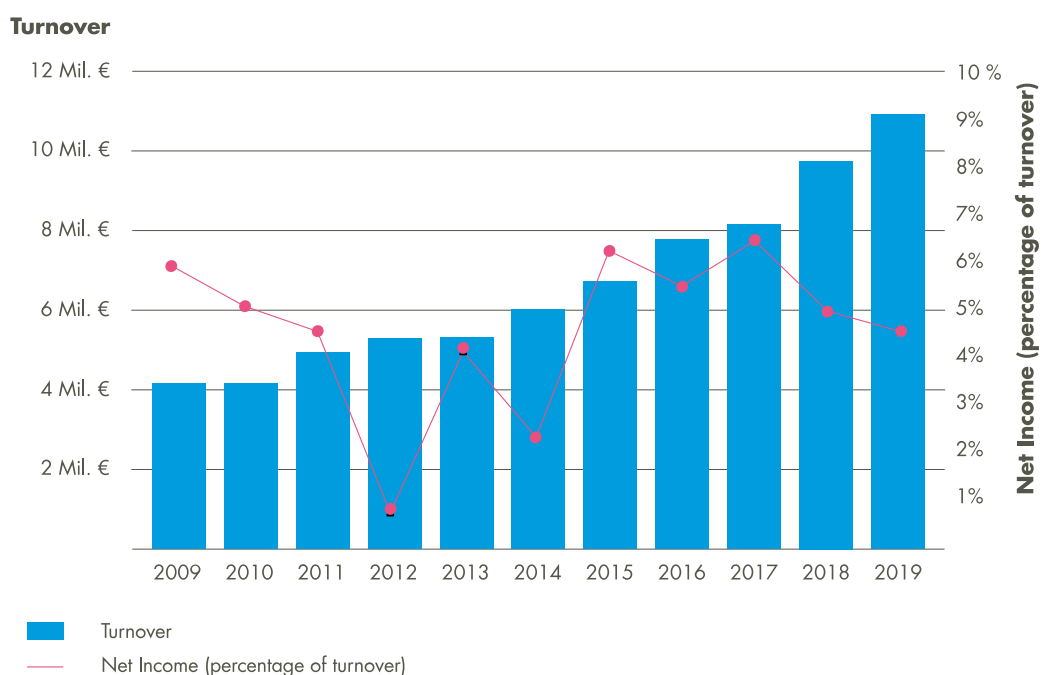
## MEMBERSHIP FEES | 7.3% of Revenue



## COST DISTRIBUTION



## NET INCOME IN RELATION TO TURNOVER



## OPERATING PROFIT MARGIN

