

# ANNUAL REPORT 2020 - FINANCIALS



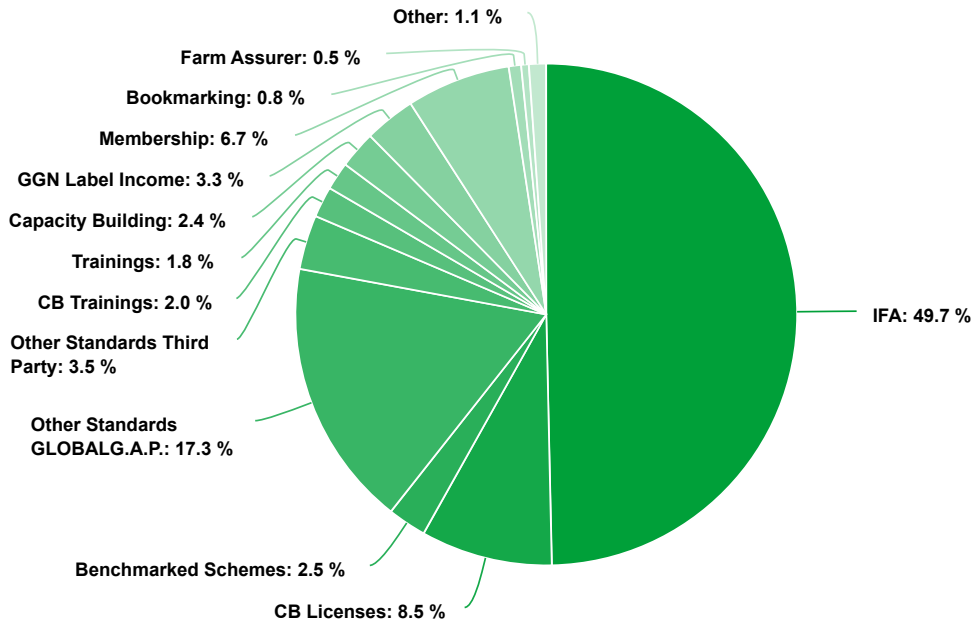
## INCOME STATEMENT January - December 2020

	2020	CHANGE	2019
<b>TURNOVER</b>			
Licences	10,025	1,139	8,886
Memberships	866	26	840
Seminars	356	-206	562
Benchmarking	370	40	330
Database	95	20	75
Development Projects	311	145	166
Others	11	-46	57
<b>Total</b>	<b>12,034</b>	<b>1,118</b>	<b>10,916</b>
Changes in Inventories	-2	-15	13
<b>Total Operating Income</b>	<b>12,032</b>	<b>1,103</b>	<b>10,929</b>
Other Operating Income	3	-6	9
<b>OPERATING COSTS</b>			
Personnel Costs	4,200	466	3,734
Consulting Costs	2,433	121	2,312
Database Costs	860	-140	1,000
Travel Costs	186	-548	734
Seminars and Trade Fair Costs	152	-139	291
Rental and Space Costs	497	-33	530
<b>Total</b>	<b>8,328</b>	<b>-273</b>	<b>8,601</b>
<b>GROSS PROFIT</b>	<b>3,704</b>	<b>1,376</b>	<b>2,328</b>
<b>COSTS</b>			
Amortization and Depreciation	47	-31	78
Administrative Costs	408	33	375
Other Costs	1,367	276	1,091
<b>Total</b>	<b>1,822</b>	<b>278</b>	<b>1,544</b>
<b>TOTAL COSTS</b>	<b>10,150</b>	<b>5</b>	<b>10,145</b>
<b>PROFIT BEFORE TAX</b>	<b>1,882</b>	<b>1,098</b>	<b>784</b>
<b>Operating Profit in %</b>	<b>15.6</b>	<b>8</b>	<b>7.2</b>
Financial Result	0	0	0
Profit/Loss Relating to Other Periods	-212	-174	-38
Taxes on Income	-533	-290	-243
<b>PROFIT OF THE YEAR</b>	<b>1,137</b>	<b>634</b>	<b>503</b>
<b>EBITDA*</b>	<b>1,929</b>	<b>1,067</b>	<b>862</b>

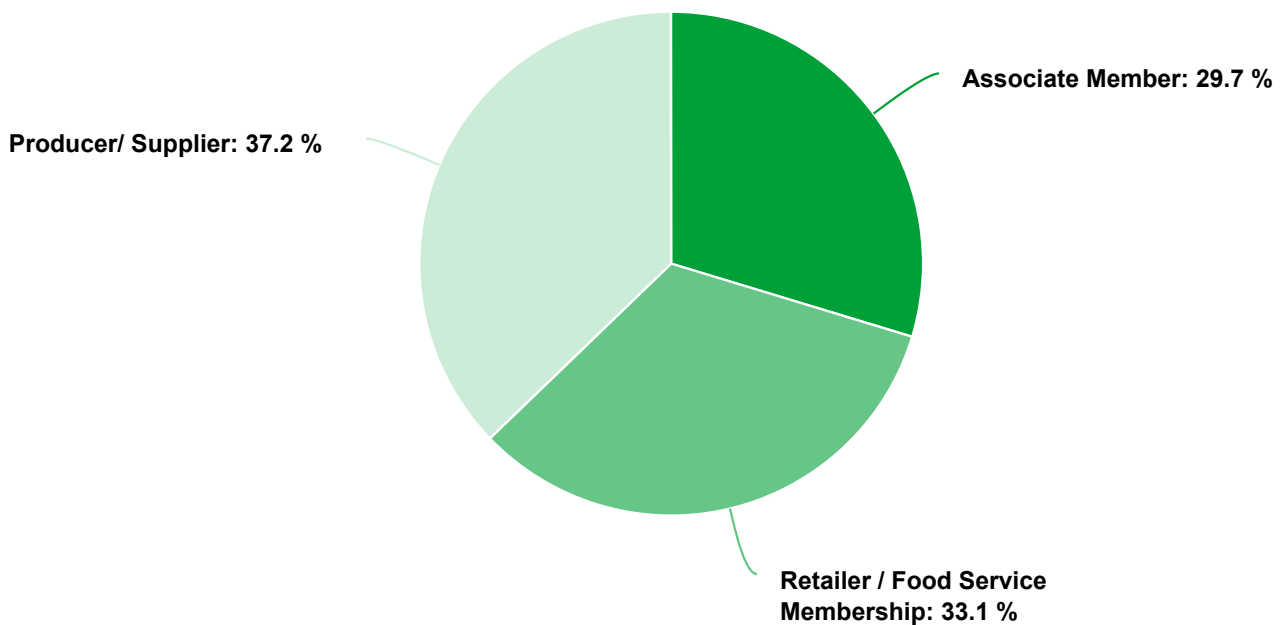
\*Earnings before interest, taxes, depreciation and amortisation.

# REVENUE DISTRIBUTION

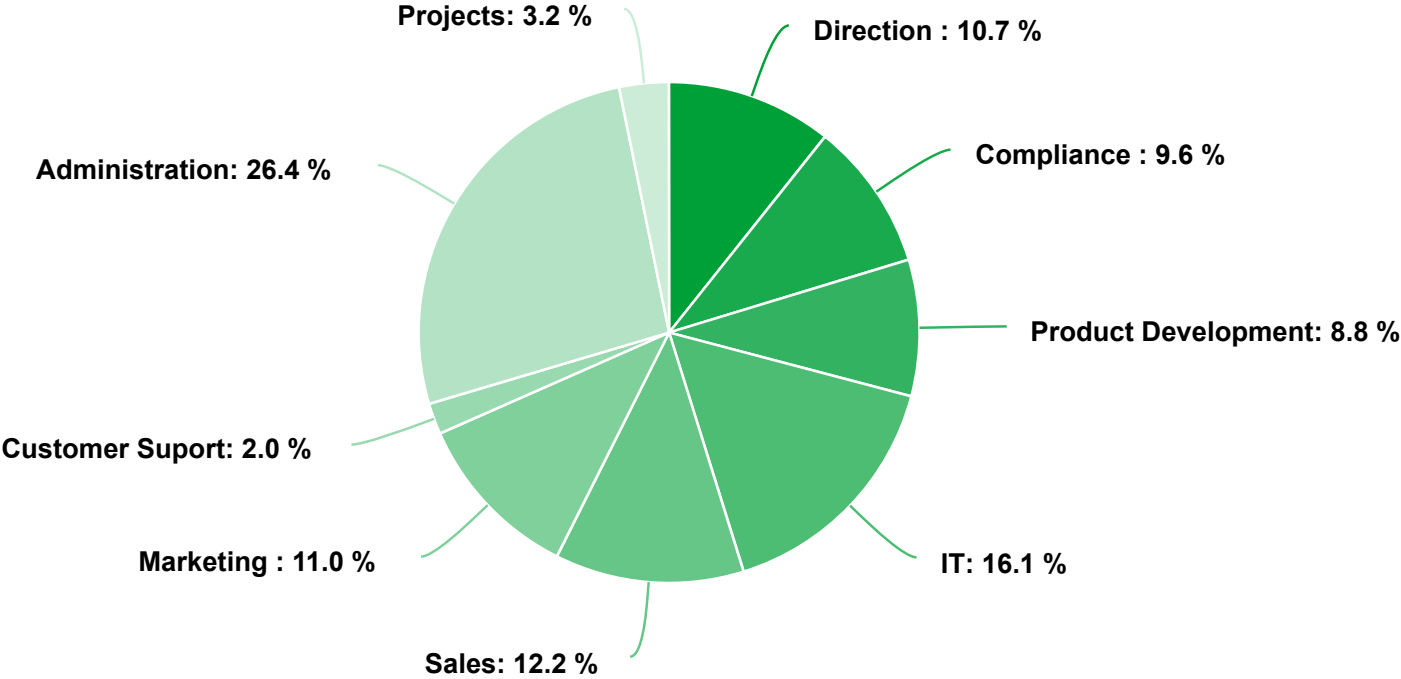
Total Revenue



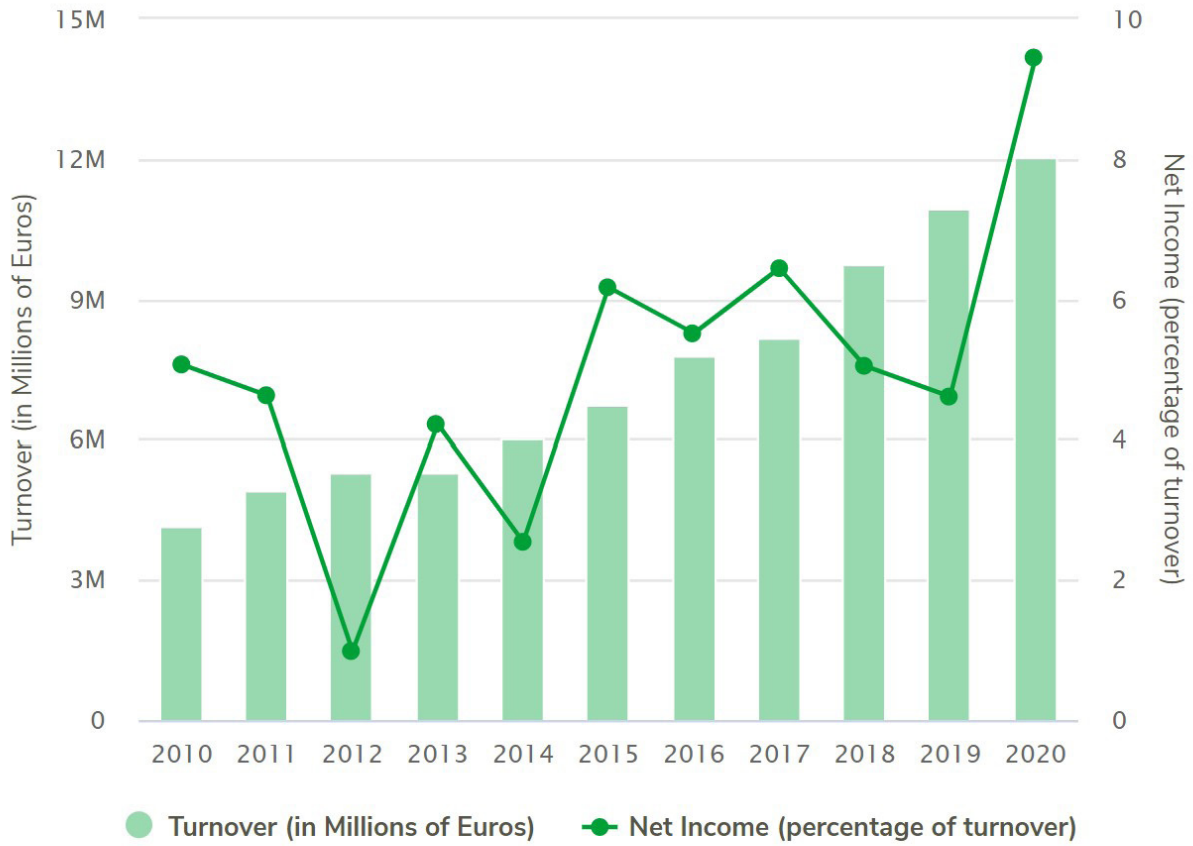
Membership Fees | 6.7% of Revenue



# COST DISTRIBUTION



# NET INCOME IN RELATION TO TURNOVER



# OPERATING PROFIT MARGIN

