

COMPANY PROFILE & ANNUAL REPORT 2021

2021

Step by step,
achieving the goals set

Broker[®]
Consulting

Finance ▪ Reality ▪ Spolu



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01

GENERAL INFORMATION ABOUT THE COMPANY

Business firm

Broker Consulting, a. s.

ID No.

252 21 736

Tax ID No.

CZ699002502

Registered Office

Jiráskovo náměstí 2684/2,
Východní Předměstí,
326 00 Plzeň

Legal Form

Joint Stock Company

Date of Entry in the Commercial Register

21. 05. 1998 as BROKER CONSULTING, s. r. o.
06. 04. 1999 as Broker Consulting, s. r. o.
01. 07. 2004 as Broker Consulting, a. s.

The company has been entered in the Commercial Register
at the Regional Court in Plzeň under file reference B 1121.

Registered Capital

CZK 100,910,448

Line of Business

- Production, trade and services not specified in Schedules 1 through 3 to the Trade License Act
- Investment intermediary
- Independent consumer credit intermediary
- Real estate brokerage
- Independent intermediary under the Act on the Distribution of Insurance and Reinsurance
- Independent intermediary under the Act on Supplementary Pension Savings



02

INTRODUCTORY WORD BY THE FOUNDER



Petr Hrubý

Founder and Chair of the Supervisory Board
Broker Consulting, a. s.

2021 WAS IN THE SPIRIT OF GROWTH AND CLIENT CARE

Broker Consulting enjoyed a record breaking year. Once again confirmed by last year's bottom line, our extraordinary success lies, among other things, in our ability to turn adverse circumstances into an opportunity. We demonstrated exceptional resistance against the global chaos which, translated into numbers, represents an enormous turnover growth by 35%. The year 2021 once again demonstrated the stability of our sector and the essential need of our clients to seek out the expert assistance of professional consultants. All of us in Broker Consulting worked extremely hard to help our clients pursue their financial planning

and security, and to guide them on their path towards financial independence and freedom. Our mission and our effort resonated throughout the entire company. We confirmed that, although we are not able to change many situations, we are able to influence them. We had a truly strong last year in terms of our economic results. However, I cannot but feel sorry that this was also the year of a very serious pandemic, a devastating tornado, and financial problems stemming from the growing inflation and the increase in interest rates. We acknowledge our outstanding results with the utmost gratitude and humbleness.

COMPREHENSIVENESS AND PROFESSIONALISM: OUR KEY ADVANTAGE

In Broker Consulting, 2021 was in the spirit of intensive provision of services to our established clients. We also assisted all our new clients who approached us based on the most valuable asset, namely the recommendation by our existing clients. Our new clients actively seek us for the comprehensiveness of our services, among which two areas proved to be especially dominant in 2021. While the first one was financing and purchasing of real estate, the prices of which were significantly on the rise during the last year, the second subject involved the starting rise in inflation, where our consultants actively looked for solutions to protect our clients' finances against the inflation rate increase. Yes, the demand for professional financial and real estate consultants has grown immensely. Year by year, people demand yet higher quality and periodically provided services, and based on these standards they select

who they prefer to cooperate with in an area of such utmost importance as financial administration. And because we consider the feedback we receive from our clients and our clients' experience to be two extremely important parameters, last year we started measuring the Net Promoter Score or, in other words, customer experience and satisfaction. And I am proud to announce that our results exceed both domestic and global standards.

1,000 NEW JOBS, 1,000 OPPORTUNITIES TO CHANGE ONE'S DIRECTION

The increasing demand for our services has enabled us to create over 1,000 new work opportunities. Our new co-operators who joined us last year looking for a new life, as well as professional opportunity are a clear indicator of our fast growth. Quality care for all our clients remains our absolute priority, which is only possible if provided by highly trained professionals.

FINANCES. REAL ESTATE. TOGETHER.

The interconnection of finances and real estate worked fantastic yet again. That is where our future lies, and it represents an enormous competitive advantage. Thanks to this synergy and the high standard of the quality of our services we became the third largest real estate broker in both the Czech Republic and Slovakia. We know the resources, the needs and the dreams our clients have, and we are able to effectively connect a seller with a buyer, ensuring a fast and secure sale of a real estate property. We intermediated the sale of real estate properties totalling **CZK 10.5 billion** in value on behalf of our clients.

GROUP-WIDE ACTIVITIES

Closely linked to the Finances. Real Estate. Together. concept is our new Broker Consulting group-wide project. I am referring to **Broker Development**, which was created

in response to the high demand for housing development. With the BC Real Company, whose development activities were predominantly centred in West Bohemia, we expanded the scope of activity to cover every region including Prague. In 2021, we selected four pilot development projects, and started the preparatory phase of construction. This project opens the doors to all our co-operators, directors, managers, consultants, real estate specialists... Anyone is welcome to participate with their tips and become partners and co-creators of select development projects.

The **MONECO Family Office** represents another interesting project within the group; its main objective is to meet the needs of the most demanding clientele and offer them a comprehensive financial counselling service aimed at helping them better structure their assets.

In addition to the outstanding business work, we put a lot of intense work into sales promotion; we completed major marketing campaigns – the most extensive ones in our company history to date. Most of the campaigns were aimed at recruiting new co-operators. We also continued the digital transformation of our technological resources and launched a number of new services and applications that help our consultants work and provide our services to clients in an effective manner; to name a few, Investment Intermediating Tool, Life Insurance Intermediating Tool, or the expansion of our key Brok application by adding a recruitment section. We laid the groundwork to a new **Broker HOME** service through which we, in cooperation with top-notch distributors, offer our clients a more affordable way to furnish their interiors.

In 2021, the pandemic caused a slowdown in the automotive segment of the market, causing a shortage of parts needed for the production of new vehicles. Just as in the bygone era, cars became a commodity that was in short supply that people had to go to great lengths to find instead of just going and purchasing one. Fortunately, this situation

did not affect our business in a negative way. Thanks to the **Broker Auto** project, within the terms of which we facilitate flexible leasing and vehicle purchases under favourable conditions to Broker Consulting co-operators and select groups of clients, we had enough vehicles at our disposal despite this situation, meaning we were able to continue offering our services to clients all across the entire Czech Republic and Slovakia.

THE HUMAN SIDE OF OUR BUSINESS

We are pleased with both our individual consultants and our **OK POINT** franchise business locations, which are the showcases of our business. It has been incredible to watch our franchisees grow and be more successful than ever before; to see them pursue their plans and reach their goals. Forming a part of their stories feels wonderful. Our company has tens of stories with a happy ending in the books. 2021 will go down in the history of Broker Consulting as the year of promotions. As many as five of our co-operators, namely Jiří Tatýrek, Matěj Kubrt, Michal Koubek, Petr Nechutný, Petr Kopecký, were successfully promoted to the highest position within the Broker Consulting career system and became Business Managers. Recognition belongs not only to them, but also to everyone else who dedicated hard work, interest and energy to reaching excellent business results.

But there are other stories as well. Stories of people, that largely affect our activity and our mission, and that point towards the moral values of the entire Broker Consulting group. We pride ourselves on a fair and honest approach to both our clients and employees, and we continue to reject the practices of certain companies that take advantage of a complicated financial situation their clients may find themselves in. We believe that transparency and moral strength are considerably more worthwhile.

There are people among us who need our help in a far more intense form. And we answer that call for help. One attestation to that is in the form of contributions to **the Good Deed (Dobry skutek** in Czech) foundation, the creation of which we were part of, and which we have been gladly supporting since then for years. Contributions come from both our co-operators and employees, and from the Broker Consulting company itself. Good Deed allocates one hundred percent of the donated funds in an entirely transparent manner to its clients. In 2021, the foundation also directed emergency assistance to areas affected by the extremely devastating natural disaster, the Moravia tornado. Altogether, Good Deed helped by allocating nearly 10 million crowns in 2021. **The ABC of Financial Education (ABC Finančního vzdělávání, o. p. s.** in Czech) also continued its task of increasing financial literacy last year. It was notably in the form of the FinGR Play educational online game, since in person education was practically impossible due to the pandemic restrictions in place. We registered tens of thousands of games played in 2021.

In conclusion, I would like to thank all our co-operators, directors, managers, consultants, assistants, as well as people from the Central Office for their successful completion of last year with all of its great changes and big steps. You have shown enormous diligence and tenacity. I also want to thank our clients, who are the reason we continue working on ourselves. I am very proud of us! And I am happy.



Petr Hrubý

Founder and Chair of the Supervisory Board
Broker Consulting, a. s.



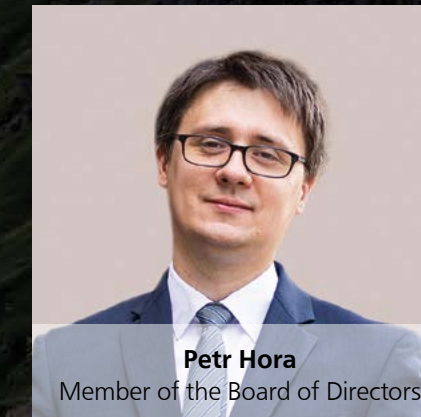
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BOARD OF DIRECTORS AND SUPERVISORY BOARD

BOARD OF DIRECTORS



Vilém Podliska
Chair of the Board of Directors

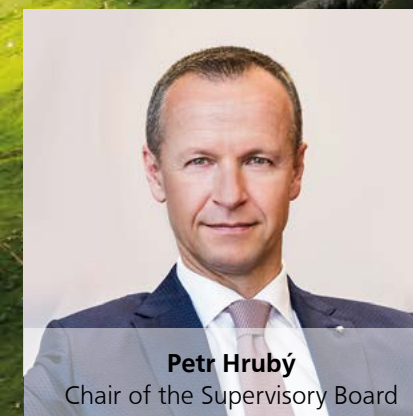


Petr Hora
Member of the Board of Directors

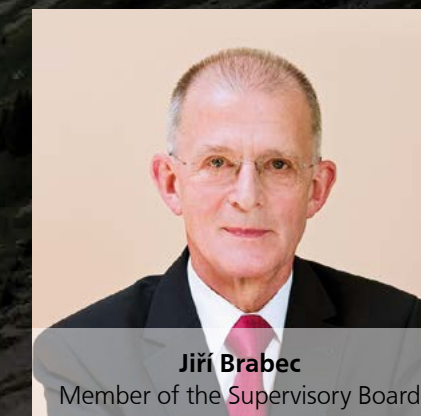


Jan Bláha
Member of the Board of Directors

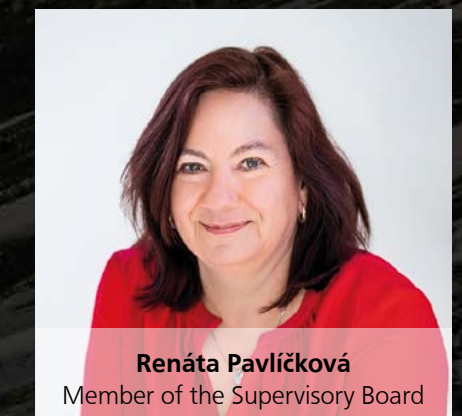
SUPERVISORY BOARD



Petr Hrubý
Chair of the Supervisory Board



Jiří Brabec
Member of the Supervisory Board



Renáta Pavlíčková
Member of the Supervisory Board

Membership in corporate bodies as of 13.05.2022



04 COMPANY PROFILE

WHO WE ARE

Broker Consulting is one of the leaders on the Czech and Slovak markets of financial counselling and real estate services, providing its clients with an above-standard portfolio of financial, banking and real estate services.

Broker Consulting **was established as an all-Czech company in 1998**. From the very beginning, its promoters' goal was to provide professional services in the areas of financial planning, saving, annuity, financing of housing and insurance. Today, after twenty-three years of uninterrupted growth, Broker Consulting has evolved into a self-confident, thriving and stable group of companies that has expanded its portfolio by adding the intermediation of banking and real estate services.

Real estate and banking services have steadily become more and more prominent among the services offered by Broker Consulting, primarily thanks to their strong interconnection with the financial counselling services. Proof of the extraordinary success of these synergies is in the extensive OK POINT franchise business location network, which has experienced significant growth all across the Czech Republic.

As of the date of the Annual Report issue, the broader Broker Consulting group comprises in particular of the following companies:

- Broker Consulting, a. s., Czech Republic,
- Broker Consulting, a. s., Slovak Republic,
- FinCo Services, a. s., Slovak Republic,

- BC Marketing & Media, s. r. o.,
- Regionálne realitky - SR,
- ProCredia, a. s.,
- Prodomia Group, a. s.,
- BC Properties, a. s.,
- BC Real, a. s.,
- MONECO investiční společnost, a. s.,
- MONECO, spol. s. r. o.,
- RENT2YOU, s. r. o.

In 2021, the aggregate broader Broker Consulting group's turnover exceeded the amount of **2.6 billion crowns**.

Broker Consulting's principal business activity takes place on the financial market, where our job as intermediators is to communicate between the side of supply, which is formed by the financial institutions with their products, and the side of demand stemming from our clients' needs, goals and wishes. We select quality financial products for our portfolio, and based on demand we then help our clients find what makes sense and is a good fit for them in the given period according to their Financial Plan and what does not. In 2021, we co-operated with more than a hundred financial institutions in the Czech Republic and in the Slovak Republic. Therefore, we are able to offer our clients a wide range of choices from over a thousand of mutual funds and several hundred insurance and banking products. When making a selection as to which products to offer, we always follow the interests of our clients while respecting their specific financial situation, their plans and needs. We safely guide our clients through the intricate

world of personal finances and assist them even with such transactions of major importance as the purchase or sale of a real estate property.

We comply with all legally prescribed prerequisites and registrations required to pursue our business activities.

OUR BRANCH NETWORK AND OUR CLIENTS

Our clients can use more than **220 offices and OK POINT franchise business** locations across the entire territory of the Czech Republic and the Slovak Republic, staffed with approximately **2,000 financial consultant experts**.

OK POINTs represent a financial and real estate supermarket, equipped with ATM machines with both withdrawal and deposit functions. People can not only select from the unique products offered by our partner banks mBank and MONETA Money Bank here, but also from a selection of profitable offers from other competing institutions. We bring our clients professional financial, as well as real estate services, and guarantee the intermediation of quality products under excellent conditions.

Our services are utilized by people who want to take full control of their finances, who do not want to incur unnecessary expenses for products they do not need, and who want to effectively reach their financial objectives, whether those require them to have tens of thousands or tens of millions of crowns. It has become a tradition that our services also attract corporate clients, whether they are interested in products from the sphere of insurance, investments or employee benefit programmes. In 2015, we expanded our service portfolio by banking and real estate activities. Therefore, we are currently capable of providing our clients with a comprehensive Financial Plan not only in terms of intangible property, but also in terms of tangible property.

WHAT WE OFFER OUR CLIENTS

- Preparation of an individualized financial plan.
- Consulting services, intermediary services and counselling in the field of financial and social security schemes for individuals and families.
- Assistance in selecting the method of creating financial reserves with the help of all available state funding.
- Counselling in the field of financing of housing, selection of the most optimum credit products, including setting and negotiating of credit terms and conditions with both bank houses and non-bank institutions.
- Intermediation of banking services and advantageous banking products.
- Formation of social programmes with the application of tax benefits for corporate bodies and companies.

“ We are financial and real estate consultants.

We help

people safely pursue their personal goals and make big life-changing decisions.

We inspire

our clients and co-operators alike to grow and become financially independent.

”

- Activities involving insurance brokering for medium and large companies.
- Investment brokering for natural persons and corporate bodies alike
- Real estate services.

QUALITY OF SERVICES

In Broker Consulting we rely on several key values, which undoubtedly include quality, professionalism and fair play. We are successful in increasing the reputation of the industry of both financial and real estate service intermediation and cultivating the market. We were the first company on the market to launch an institution of ethics committee with the goal of helping our clients exercise their rights in case they felt their rights had become affected.

That we truly advocate for and honour the values we declare is confirmed, among other things, by independent test results. In the test of services offered by financial consultants carried out by the Personal Finances professional journal (Osobní finance in Czech) in 2008, we received the best rating and finished first in the „Quality of the Offered Solution“ category. In 2010, Broker Consulting was the only one of the tested financial counselling companies filmed by a hidden camera for the TV programme Black Sheep (Černé ovce in Czech) aired by the Czech Television to prevail and prove its qualities in providing truly professional financial counselling services. We consider our greatest success yet to be the absolute victory in the largest-scale independent test of financial consultants organized in 2011 by the servers of měšec.cz, poradci-sobě.cz and the Financial Consultant magazine (Finanční poradce in Czech), all of them specializing in the field. No relevant testing of financial consultants took place in the following years. With that being said, the growing demand for our services and the substantial growth of positive references from our clients are an assuring

sign that when it comes to the quality of services we provide we have persistently remained on the right track.

PEOPLE IN BROKER CONSULTING

Broker Consulting has kept its position of one of the strongest players of the financial service industry on the Czech market. By expanding its portfolio by adding banking and real estate services it has become unrivalled precisely thanks to the comprehensiveness of the services it offers. The company has been celebrating exceptional accomplishments in the real estate sector, and as early as in 2018, only three years into providing its real estate services, it worked its way up among the top ten real estate service providers. In 2020, it helped its clients profitably and safely sell their real estate properties with the total value of about 5.7 billion crowns, while in 2021 this value exceeded 10.5 billion crowns, and it was also thanks to the sales of over one hundred development projects, that the company earned its spot among the top 3 real estate service providers in the Czech Republic.

Promising people without previous experience in the field, as well as former employees or co-operators of other companies on the domestic market find job and business opportunities in our company. Broker Consulting gives them space to work hard and become experts in the field of finances, banking, as well as real estate. Our company offers them stable background, its know-how, and especially a wide range of opportunities for career growth.

**Broker[®]
Consulting**

BROKER CONSULTING HISTORY

1998

- Establishment of Broker Consulting, s. r. o., with registered office at Dominikánská 9, Plzeň

2001

- Number of clients reached 50,000

2004

- Change of the legal form to Broker Consulting, a. s.
- Change of the company headquarters address – Klatovská 7, Plzeň

2006

- Implementation of a new system of electronic data processing and calculation of commissions
- Co-founding of Union of Financial Intermediary and Consulting Companies
- Establishment of Broker Consulting, s. r. o. in Slovakia
- Change of the company headquarters address – Jiráskovo nám. 2, Plzeň

2000

- Change of the company headquarters address – Edvarda Beneše 70–72, Plzeň

2003

- Annual turnover of the company exceeded the limit of CZK 100 million
- Number of clients reached 100,000

2005

- Merger with the company of Integrated Financial Services, s. r. o.
- Annual turnover exceeded the limit of CZK 200 million
- Change of the company headquarters address – Koterovská 1, Plzeň
- Setting up of the central office located in Prague, Průběžná 78

2007

- Annual turnover exceeded the limit of CZK 300 million

2008

- Change of the Prague central office to the address at Evropská 136
- Purchase of 100% of shares of the business company of Olymp2002, a. s.
- Number of clients exceeded the threshold of 200,000
- Launch of the project of the creation of client centres network offering comprehensive counselling services (OK Financial Centres)

2010

- Expansion of activities of the Broker Consulting Group in the Czech Republic (the company of Broker Expert, a. s.), as well as in Slovakia (the company of Fin Consulting, a. s.)
- Launch of the lifestyle web site BeOK.cz designed for the consultants as a platform for sharing experience and opinions as Broker Consulting co-operators
- Online reality show Your Dough Is Disappearing (Mizí vám prachy in Czech) broadcasted, created with the contribution of Broker Consulting consultants and in co-operation with the Penize.cz server
- Invited by Broker Consulting, the world renowned elite coach Brian Tracy appears in Prague

2012

- For the first time in our history, the turnover of the Broker Consulting Group exceeded the limit of CZK 800 million
- Broker Consulting launched a marketing campaign aimed primarily at the pension reform. In addition, the company adopted a reserved attitude towards the pension savings in the second pillar, which proved to be a very provident move in the first months of 2013.
- Merger of Broker Consulting ČR and Broker Expert

2009

- The company turnover exceeded CZK 500 million
- Launch of a new, upgraded version of the OK Financial Plan application with advanced functions for financial planning
- Launch of the financial planning server PenízeNavíc.cz with a variety of useful instruments for the clients, as well as for the consultants
- Number of OK Financial Centres in the Czech Republic reached 30

2011

- Turnover from the principal business activity of the Broker Consulting Group reached the amount of CZK 727 million
- Change of the Prague central office to the address at Evropská 846/176a, Praha 6
- Broker Consulting won first place in the largest-scale independent test of financial consultants initiated by the měšec.cz, poradci-sobe.cz servers and the Financial Consultant magazine (Finanční poradce in Czech)
- In October 2011, the co-operators of Broker Consulting participated in a second day-long workshop with the American coach, Brian Tracy
- Broker Consulting was at the birth of the non-governmental non-profit organization called ABC of Financial Education, which was created with the vision of increasing financial literacy of the Czech general public

2013

- Introduction of revolutionary novelty products onto the Czech market – OK Double and OK Payment Insurance
- Implementation of a brand new loyalty bonus on the Czech market, the so called Broker Bonus
- Launch of the fourth generation OK Financial Plan application

2014

- Improvement of the options offered by the unique OK Double product by adding the Plus programme
- Launch of Broker Consulting real estate activities
- Expansion of career levels by adding senior positions
- Co-operation on the production of the Debt Busters (Krotitelia dlhov in Slovak) TV show

2015

- Our portfolio was expanded by the addition of real estate services, offering each of our co-operators the option to expand his/her own agenda.
- Opening of the first franchise concept based OK POINT business location
- Expanding our portfolio by adding banking services and setting up strategic co-operation with mBank as part of the OK POINT project
- Change of the business name of Fin Consulting, a. s. to FinCo Services, a. s.
- Significant improvement of computer support for our co-operators and information comfort for our clients
- Number of clients exceeded the threshold of 500,000

2016

- The company turnover exceeded the one billion mark and reached the amount of CZK 1.043 billion
- Number of clients exceeded the threshold of 550,000
- The Prague Broker Consulting central office moved to the address at Office Park Nové Butovice (Building B), Bucharova 1423/6, 158 00, Praha 5

2017

- As compared to the previous year, more than double the turnover from real estate activity; the intermediated real estate sales totalled CZK 1.944 billion
- Further large investments into technology, including biometric signature and a new real estate brokerage system
- Intensive work on expanding the OK POINT network

2018

- Launch of the REX real estate system, which administers real estate listings for sale and the types of properties that clients are looking to buy.
- Application of the biometric signature in business routine.
- Exceeding the threshold of 40 completed OK POINT branches.
- Launch of the Broker Consulting SICAV, a. s. company and commencement of the OK Smart ETF investment compartment distribution.
- The company of Broker Consulting Group became a 50 percent shareholder in the Brno based MONECO company.
- The company of ProCredia was granted a licence by the Czech National Bank to operate as a provider of non-bank consumer credits.

2019

- In 2019, we helped our clients safely and profitably sell their real estate properties with a value of about CZK 3.5 billion.
- Broker Consulting ČR intermediated credits totalling CZK 2 billion in the area of consumer credit and credit for loan and building cooperatives and associations of residential unit owners.
- Broker Consulting changed its status from associate member to ordinary member of the Czech Franchise Association (Česká asociace franchisingu (ČAF) in Czech).
- Within the concept of our OK POINT branches, our partnership expands by MONETA Money Bank; both company logos – mBank a MONETA Money Bank – are featured for the first time at the Praha – Jižní Město branch in December.

2020

- In a year marked by the pandemic and restrictive government measures, our primary focus was to provide everyday assistance to our clients, while returning to a double-figure growth.
- Significant acceleration of digitalization of processes and negotiating contracts with clients

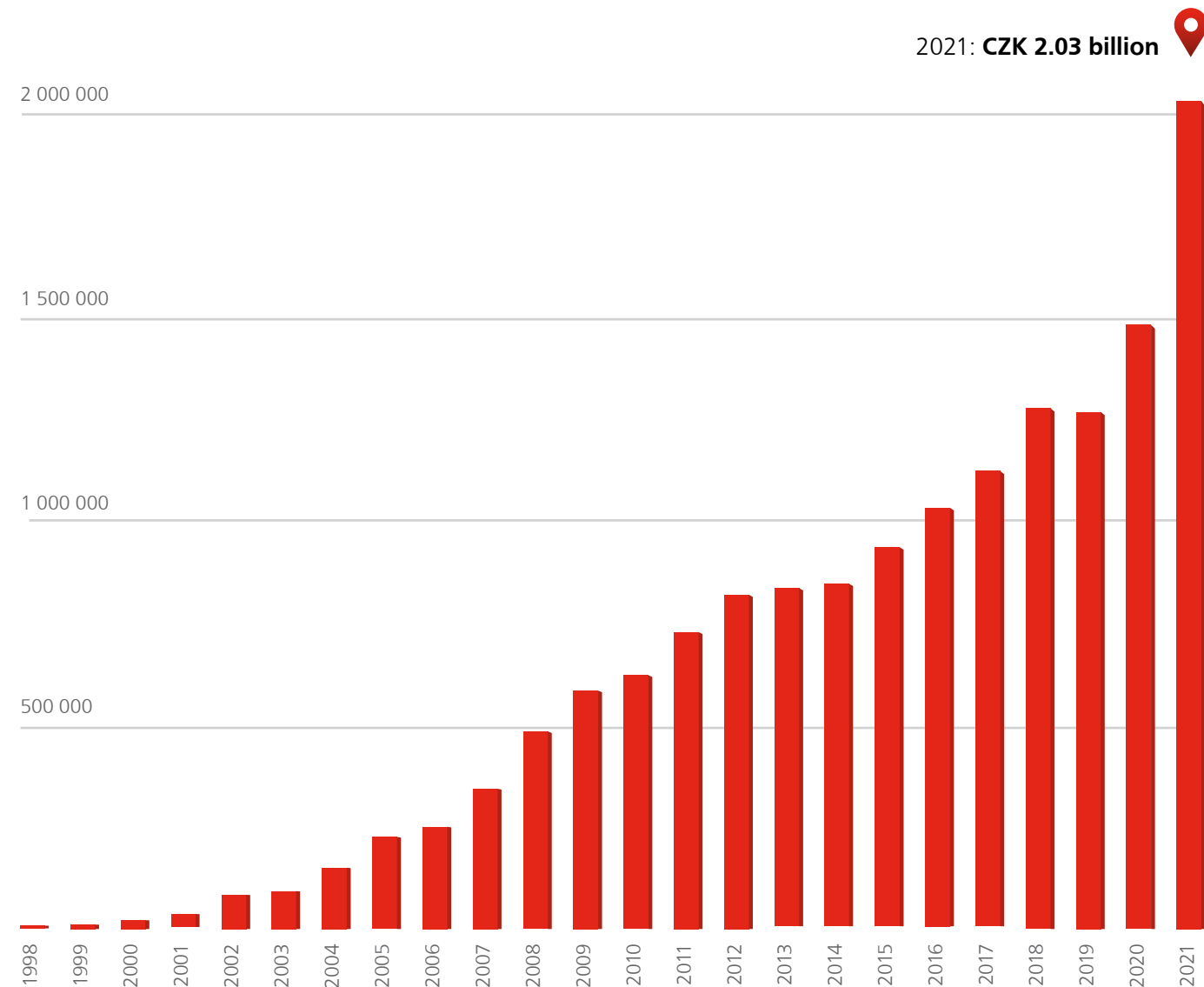
2021

- Thanks to intermediating real estate transactions in the total value of 10.5 billion crowns, we added an 85% growth in real estate for 2021.
- Brokering the total volume of mortgage credits exceeding 24 billion crowns.
- Launch of our co-operation with the company of Zásilkovna, the services of which are available to our clients at select OK POINT locations.
- Founding of the Broker Development Holding Company and commencement of the preparatory phase of the construction process of the first development projects.
- Significant acceleration of digitalization of processes and negotiating contracts with clients; we have launched the Investment Intermediating Tool, Life Insurance Intermediating Tool.
- Over 100,000 contracts were intermediated in both countries (Czech Republic and Slovakia), with one fourth being investments and one third non-life insurance.
- In co-operation with the investment company of MONECO investiční společnost, we launched the new MONECO Family Office service aimed at our high net worth clientele.



BROKER CONSULTING, A. S.* FINANCIAL GROUP TURNOVER GROWTH

TURNOVER FROM THE PRINCIPAL BUSINESS ACTIVITY IN THOUSANDS OF CZK



* Organizational chart of the Broker Consulting group can be found on page 41 of this Annual Report.

EDUCATION IN BROKER CONSULTING

The educational system for Broker Consulting co-operators is divided into four basic levels:

FINANČNÍ ok ABECEDA

Financial ABC provides the participants with elementary retraining and education in the field of financial planning, product knowledge, as well as business negotiation. Our trainees learn how to communicate with a client, analyse the client's financial situation and correctly prepare an individual Financial Plan. The online seminars of Financial ABC provide the graduates with sufficient fundamental knowledge of the legislation in force. The series of seminars are complete after the successful passing of the final test.

FINANČNÍ ok AKADEMIE

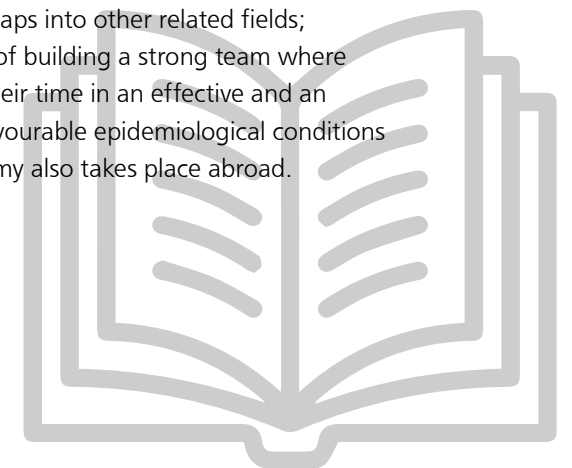
The series of seminars and training sessions called **Financial Academy** represents a higher level of the educational system. It is designed as a model of extension education for experienced professionals who have already gone through a range of educational activities and have acquired significant experience from everyday practice. Among other things, as part of the Financial Academy, Broker Consulting co-operators participate in seminars dedicated to practical financial mathematics, advanced investment, share trading, financial derivatives, business, communication and presentation skills, deeper product knowledge, as well as real estate services. Our consultants also regularly attend workshops aimed at personal growth. In connection with the expansion of our portfolio by real estate services, we created e-learning modules and specialized seminars. We created webinars and specialized seminars for the employees of OK POINTS.

REALITNÍ ok ABECEDA

Real estate ABC is designed for everyone who wants to become a professional in the field of real estate. The participants gain insight into the field of real estate transactions on both theoretical and practical levels. The instructors come from the ranks of real estate experts, businessmen and lawyers. The ABC keeps in line with current legislation and is complete after the successful passing of the final REAB test. It prepares the real estate intermediaries for the skill review test, which is one of the conditions for acquiring a regulated trade license for the performance of the business activity.

MANAŽERSKÁ ok AKADEMIE

In Broker Consulting anyone with sufficient ambition for the position who is able to sustain this interest with adequate professional results can become a manager. **The Management Academy** courses are designed in a manner allowing every potential manager to gain sufficient information on how to lead a team, how to make it grow and effectively help its members reach their goals. The educational series is strongly focused on work experience and also overlaps into other related fields; those affect the process of building a strong team where people enjoy spending their time in an effective and an active manner. Under favourable epidemiological conditions the Management Academy also takes place abroad.





05 OUR SERVICES

OK FINANCIAL PLAN

The Financial Plan is without a doubt the absolute essence of Broker Consulting functioning, acting as the base for all of our other services. It is a modern and progressive service, its key attribute being the **perfect strategy** developed based on an exact analysis of the client's personal situation. The Financial Plan is therefore **precisely tailored for each individual client** and helps the client reach his or her own financial goals in a safe manner. Thanks to the professional financial intermediation, the clients may use various financial products available on the market under the most favourable conditions. The resulting solution allows the client to use their financial resources efficiently, have them under control, and gradually proceed towards their financial freedom. OK Financial Plan represents the absolute top in what the field of financial services currently offers.

OK Financial Plan is particularly aimed at offering solutions for the four basic categories of family finances that comprise the following:

- OK Housing & Real Estate
- OK Annuity
- OK Saving & Investment
- OK Insurance

ok BYDLENÍ & REALITY

OK Housing brings solutions not only to clients **planning the purchase of a property for their own use or as an investment**, but also to the ones who already own their home. We discuss the selection of the most favourable real estate credit with our clients, and we help them with its subsequent arrangement with a bank or a building society. If our clients already have an existing credit, we advise them about any available options of lowering their monthly payments.

ok RENTA

Through OK Annuity we help our clients **create sufficient financial reserve** in order for them **to live comfortably in retirement**. Unfortunately even after several years, the uncertainty surrounding the future development of the pension reform still remains, therefore going forward it is still not possible to expect with certainty that the state will take responsibility for its citizens insomuch as to provide them with guarantees that they will receive a dignified annuity in their retirement age. Therefore, to a certain degree the consultants of Broker Consulting take on the role of a guarantor in helping their clients reach their financial freedom, namely as early as within a 15 to 25-year horizon from the date of the creation of their OK Financial Plan.

ok SPOŘENÍ & INVESTICE

The main objective of OK Saving is to offer our clients **effective tools for increasing their financial assets long-term**.

Having those resources deposited safely and safeguarding them from any risk is the foundation of this program. Another integral part of this service is creating sufficient financial reserves to have readily available to cover any unexpected expenses. Clients using the OK Saving service achieve an above average increase in the value of their savings compared to the current trends on the market.

ok ZABEZPEČENÍ

With OK Insurance, we prepare our clients even for the **unpleasant phases of life** and help them in the best way possible to overcome the negative financial consequences of such situations as theft, property damage, as well as injury, illness or death of the family's main breadwinner. We evaluate the needs of our clients and through a range of well selected products we find the most suitable insurance policy that fits their individual needs.



REAL ESTATE SERVICES

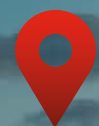
We consider the real estate services, which have been a part of our portfolio since 2015, to be an important add-on to our financial services. Thanks to them we are able to meet all of our clients' requirements. We take pride in the top-notch quality of our real estate service and the expertise of our consultants. For a flawless presentation and to ensure factual and legislative correctness of every real estate listing, we co-operate with qualified specialists in the field, such as professional photographers and lawyers. When processing each individual real estate transaction we utilize advanced modern technology. We are a strong and a reliable guide throughout the entire real estate transaction. Close co-operation with our clients and detailed knowledge of their investment goals has allowed us to develop and continuously expand an enormous database of real estate listings – listing both “for sale” and “in search of” properties – that we are able to, when the requirements match on both sides, pair adequately together. In other words, we match clients selling their property with clients looking to buy or rent a property.

Our everyday practice makes apparent the immense advantages that come with the unique connection of the two sectors within the “Finances. Real Estate. Together.” concept. Due to the fact that we are familiar with the financial situation of our clients, we are capable of very quickly screening their financial condition and determining whether or not the purchase of a real estate property is feasible. By combining financing and real estate services, we are able to guarantee the seller a successful transaction, while arranging the most favourable financing option for the buyer's purchased property.

Broker[®]
Consulting

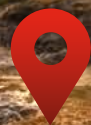
*“Do not go where
the path may lead.
Go instead where there is
no path and leave a trail.”*

Ralph Waldo Emerson



06

MEMBERSHIP IN SECTOR-SPECIFIC ASSOCIATIONS



CZECH ASSOCIATION OF FINANCIAL COUNSELLING AND INTERMEDIARY COMPANIES (ČESKÁ ASOCIACE SPOLEČNOSTÍ FINANČNÍHO PORADENSTVÍ A ZPROSTŘEDKOVÁNÍ, ČASF)

In June 2006, Broker Consulting became one of the founding members of the Union of Financial Intermediary and Consulting Companies (Unie společností finančního zprostředkování a poradenství- USF). In June 2018, Czech Association of Financial Counselling and Intermediary Companies (Česká asociace společností finančního poradenství a zprostředkování - ČASF) was established through the consolidation of two independent financial intermediary and counselling associations – the USF and the Association of Financial Intermediaries and Financial Advisers of the Czech Republic (Asociace finančních zprostředkovatelů a finančních poradců České republiky, AFIZ).

Activities of ČASF Include:

- creation of legislation and regulations in the field of financial intermediation and counselling, and subsequent provision of support to the members of the association during the introduction of changes,
- activities aimed at maintaining the good reputation of the field of financial intermediation and planning,
- supervision of consistent compliance with the standards of financial counselling and intermediation by the members of the ČASF,
- Protection of the consumer through the activities of the Ethical Committee

The membership in a unified ČASF association creates a guarantee for the clients of Broker Consulting that any and all legislative, as well as ethical rules valid in the field of financial intermediation are being observed. The membership provides our co-operators with the certainty to always be given optimum and current information on legislative issues, and to work in

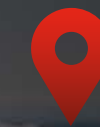
a company that clearly declares its involvement in the quality of services. Broker Consulting co-operators are active members of committees and work sections, as well as of the Board of Directors of the ČASF, and through this association they also participate in the commentary proceedings of the Ministry of Finance of the Czech Republic and the Czech National Bank in the development of new legal regulations.

Our ČASF Representatives for 2021 Were:

- Jiří Šindelář – Chair of the Board of Directors, Chair of the Media and Marketing Committee
- Petr Hrubý – Member of the Board of Directors
- Vladislav Herout – Member of the Insurance Section, Member of the Ethical Committee, Member of the Inspection Committee
- Martin Novák – Member of the Investment Section, Member of the Mortgage Credit Section
- Stanislav Šula – Member of the Investment Section, Member of the Insurance Section, Member of the AML Section
- Štěpán Kulhánek – Member of the Investment Section, Member of the Insurance Section, Member of the AML Section
- Jan Lener – Member of the Media and Marketing Committee
- Marek Horváth – Member of the AML Section
- Lenka Slepíčková – Member of the Education and Certification Section

ASSOCIATION OF REAL ESTATE INTERMEDIARIES (KOMORA REALITNÍCH ZPROSTŘEDKOVATELŮ)

In 2020, Broker Consulting became one of the founding members of KORZA – the association of legal entities in the sector of real estate intermediation, with the common goal of protecting the market, the clients and the legitimate interests of its members. Jan Lener, the Director of Broker Consulting's Marketing and Communications Department was elected Chair of the Board of Directors.



07

CORPORATE SOCIAL RESPONSIBILITY

GOOD DEEDS WITH BROKER CONSULTING

In 2005, Broker Consulting was, in co-operation with Jágr Team, s. r. o., at the foundation of the charitable unincorporated association called Good Deed (Dobrý skutek in Czech), which provides targeted aid to those **who, largely due to health related complications, have found themselves in an unfortunate life situation** and are forced to rely on someone else's help. This includes people from different age groups, with various disabilities, and quite often cases outside of media attention. Clients of Good Deed include minors, adults (particularly parents of children), as well as elderly people.

In 2021, in addition to providing financial help to specific clients and families in difficult situation, Good Deed focused on helping people affected by the tornado in Moravia, as well as several charitable organizations. The payments were most often directed towards specialized therapy, physical therapy following an injury, and treatment following a diagnosis affecting the motor system, electric assistive technology and equipment, and to a great extent also assistance and relief services for seniors, which there has been an increasing demand for in the past several years. The help for those in need was organized through an online donation site at <https://www.dobryskutek.cz/komu-pomahame/>, where every donor was able to select the recipient of his/her financial donation and check the flow of the donated funds in the Good Deed's transparent account.

Broker Consulting, a.s. has been supporting the Good Deed association by donations, funding its overhead expenses, providing computing technology, office space, services of the legal, marketing and economic departments. Thanks to that, all donations were completely reallocated among the Good Deed clients. The patrons of Good Deed are Miss CR 2003 Lucie Křížková, legendary ice hockey player Jaromír Jágr, sports coach Marian Jelínek and creative manager Ilona Křížková.

Since its foundation up to the end of 2021, Good Deed has helped satisfy the needs of 2,044 clients with the total amount of CZK 90,541,566. The association has been extending permanent assistance to eleven clients enrolled in the Good Deed Adoption programme by covering the expenses of assistance and relief services. **In 2021**, the assistance Good Deed provided to its clients amounted to **CZK 9,357,652**.

Broker Consulting and Good Deed jointly organized a charitable golf tournament, fund-raising events, and assistance for the Moravia areas affected by a tornado. In addition to the aforementioned events, some Broker Consulting co-operators and employees regularly donate a percentage of their earnings or a fixed amount to benefit the Adoption programme. Last year this assistance exceeded a monthly amount of CZK 100 thousand. For further information about Good Deed, please visit www.dobryskutek.cz.

DOBÝ SKUTEK

ABC
finančního vzdělávání

WE HELP INCREASE FINANCIAL LITERACY

Since 2011, Broker Consulting has been supporting, both actively and financially, the activities of the nongovernmental non-profit organization of ABC of Financial Education (ABC Finančního vzdělávání in Czech), which is dedicated to bringing hands-on financial literacy education to schools and businesses. The reason behind this educational effort is the number of households and individuals who get into financial difficulties and troubles oftentimes due to insufficient financial literacy and the lack of understanding when it comes to personal and family finances.

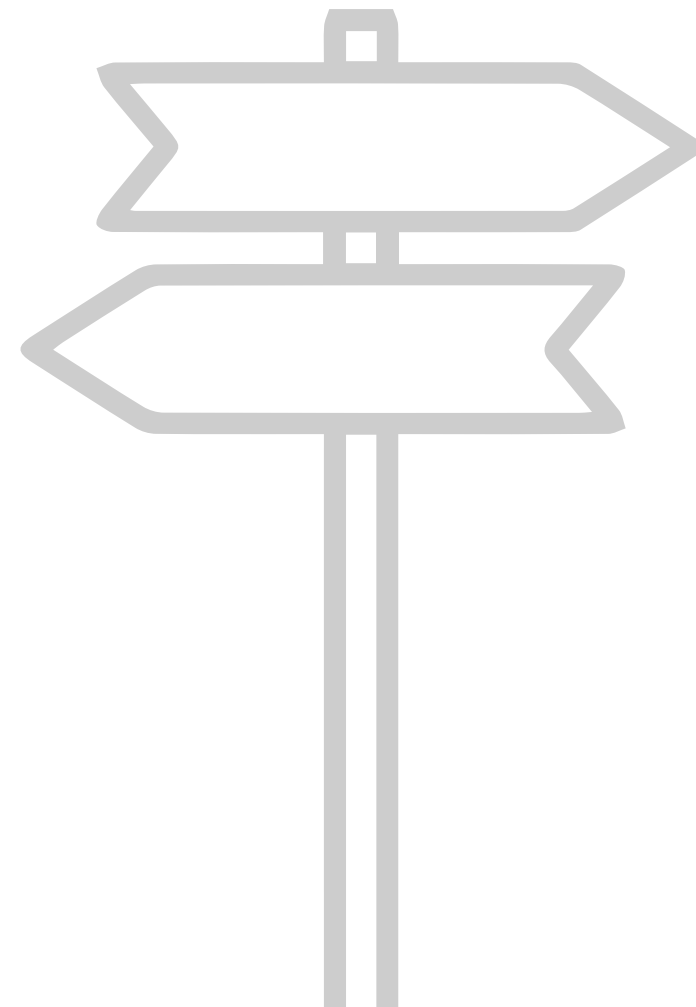
In 2021, a year still affected by the global pandemic, and especially by the subsequent increase in prices, Broker Consulting and its co-operators supported this non-profit organization by the amount of **515,000 crowns**, which was directed towards covering the operating costs, upgrading of instruments and materials, and educational events. Since its creation, the organization received a total of 4,137,083 crowns from Broker Consulting to fund their mission to increase financial literacy, of which the amount of up to 986,103 crowns was donated by Broker Consulting co-operators.

In 2021, ABC of Financial Education carried out most of its educational events online. The FinGRPlay.cz online game national tournament of classrooms even registered record-breaking participation. While the classroom averages declined, the results of individual players exceeded even the best results from the previous year. The FG game index

for 2021 dropped to 2.06, which is the lowest value since it was first measured in 2018. These figures yet again reinforce our belief that educational programmes in the area of finances should form part of the educational process of every single financially responsible individual.

By playing the Peníze navíc (Extra Money in Czech) board game, as well as its on-line FinGRplay.cz version, tens of thousands of school children all across the Czech Republic have tried their hand at managing their money from the position of a player who administers their family budget for a period of 30 years.

For more information please visit www.abcfv.cz and www.fingrplay.cz.



*“If you find a path
with no obstacles,
it probably doesn’t
lead anywhere.”*

Arthur C. Clarke

08



08 BUSINESS TRENDS IN 2021



We successfully closed yet another year that was strongly affected by the Covid-19 pandemic. I am very pleased that during such demanding and unstable year Broker Consulting was able to perform so excellently. People were going through a stressful period, and we witnessed firsthand the change they underwent when it came to the relationship with their own finances. How they started to consider their finances long-term, how they looked for stability and professional services due to finding themselves in entirely unknown situations. They were looking to find the assistance of a strong partner who would help them make the correct

decisions. And it was precisely in Broker Consulting that both hundreds of thousands of our existing and tens of thousands of our new clients found this assurance and partnership. We provide services to a total of 600,000 clients.

Long term and comprehensive financial planning still represents our primary service. Within the unique „Finances. Real Estate. Together.“ concept, we have been offering financial and real estate services since 2015. Our clients are able to have everything handled by one consultant, who has expert knowledge in both finances and real estate, including possessing all necessary licenses and authorizations.

In the context of the pandemic and the issue of financial security, we have been looking for ways for our clients to overcome the difficult period and have a sufficient financial reserve. We discussed the topics of suitable investment tools and portfolio optimization more often with our clients. A large chapter of last year was dedicated to investment real estate property purchases, their financing and the intermediation of mortgage credits at what were then still relatively low interest rates. All these aspects were reflected in Broker Consulting economic results with outstanding profits and led to a record breaking year.

Our turnover has grown by **35%** year-over-year in the Czech Republic and Slovakia, namely to **2.03 billion crowns**. The aggregate broader Broker Consulting Group's turnover reached 2.65 billion crowns and closed last year with a growth of 26%. We have been experiencing steady growth annually since 1998, solidifying our strong position on the market of financial



and real estate intermediation. Real estate services played a very significant role in our last year's success. We helped intermediate the sale of real estate properties with a total volume of 10.5 billion crowns, adding an incredible 85% growth in the real estate segment. We continued to pursue our co-operation with over 100 developers all across the entire Czech Republic. Thanks to the interconnection of finances and real estate services, we are able to effectively arrange the financing of real estate property purchase for our clients; last year we intermediated mortgage credits in the amount of 24.3 billion crowns on behalf of our clients. The number of contracts intermediated last year on behalf of our clients by Broker Consulting in the Czech Republic and Slovakia exceeded 100,000. These were most often investment contracts (one fourth of all contracts) and non-life insurance contracts (one third of all contracts).

What I would like to point out and emphasize, however, is that these extraordinary results did not happen only due to the global situation on the market, but especially thanks to our people. **Brilliant professionals** who remained in active communication with our clients the entire time, and did not leave them to their own devices. Also the ubiquitous online communication left its mark on our success, to the best sense of the word; thanks to it we were able to provide our financial and real estate services in a comprehensive and, above all, uninterrupted manner. We have been developing and implementing modern technological procedures long term, which gave us a good foundation to build upon. We introduced a wide range of tools that simplified and provided support precisely for the online communication and remote intermediation of our products. I would like to mention the **Investment Intermediating Tool**, which introduces our clients to suitable investment products in a clear, fast and comprehensive form. From our clients' reactions it is apparent that this is precisely the type of online services they require and welcome. And they come to us to find them.

What else did our clients wish for the most in the past year? The answer is easy. They required the time and care we provided to them, as has always been the case. Therefore, in 2021 we intensively pursued **providing support and regular and high quality service to our existing clients**. We developed new tools and processes that provide full support to our consultants in this sense. One of them is the **Whisperer** (Našeptávač in Czech), which reminds the consultants of deadlines and reasons for scheduling a service appointment with a client. We also created an **online tool in the form of a series of automated e-mails** that serves to inform our consultants of important deadlines and anniversary dates based on the client's contract documents.

The ideal premises to provide regular client service are Broker Consulting licensed offices and OK POINTS, franchise business locations that link together financial, real estate and banking services all under one roof in a revolutionary way. We continue the intensive construction of new ones. We are pleased with the ever **increasing interest in operating an OK POINT franchise location**, which we register both on the part of external businessmen and on the part of the people within our very own business network. It is a sign that people see the Broker Consulting brand, which stands behind the OK POINT concept, as a guarantee of quality and professionalism.

Last year we introduced an absolute novelty in the form of **measuring of customer experience and satisfaction** using the globally utilized NET PROMOTER SCORE assessment method. We ask our clients whether they would recommend their financial consultant to other prospective clients they may know. By the end of 2021, our **NPS was at 61 points**. That is a gratifying value, given that the global average in our sector of financial counselling ranges between 30 and 40 points. Our NPS is also apparently significantly higher than the majority of financial institutions in the Czech Republic.



CAREER

Last year also projected positively into the recruitment of new employees and co-operators. Many people were looking to improve their financial and work situation, and were actively seeking new work opportunities. The outcome of it was that our company welcomed a total of **1,061 new co-operators** to our ranks, who came to us from different professional backgrounds. In tandem with the high recruitment numbers we focused on fast and high quality training, which simplifies the adaptation of our new colleagues in their new environment and effectively teaches them everything they will need for their business routine. We continue to improve our educational system, the cornerstones of which are two educational programmes: Financial ABC and Real Estate ABC, which are then followed by the Management Academy and consecutive training.

Training was, however, not limited to our new co-operators only; we have all been working on ourselves. We are actively **monitoring market trends**, we surround ourselves with professionals from the ranks of analysts, economists, as well as developers, and we pursue further education and personal growth. The market slowdown that started in 2021 will continue. In a way, we can say that the positive period of uninterrupted growth has come to an end, but we do not give in to panic or create worst case scenarios. Someone calls it a crisis, in Broker Consulting we see it as

another topic and consider it a **new opportunity**. Thanks to our long term active presence on the market and the comprehensive nature of our services, we are ready to face new challenges. We are ready, and we have prepared our clients as well.

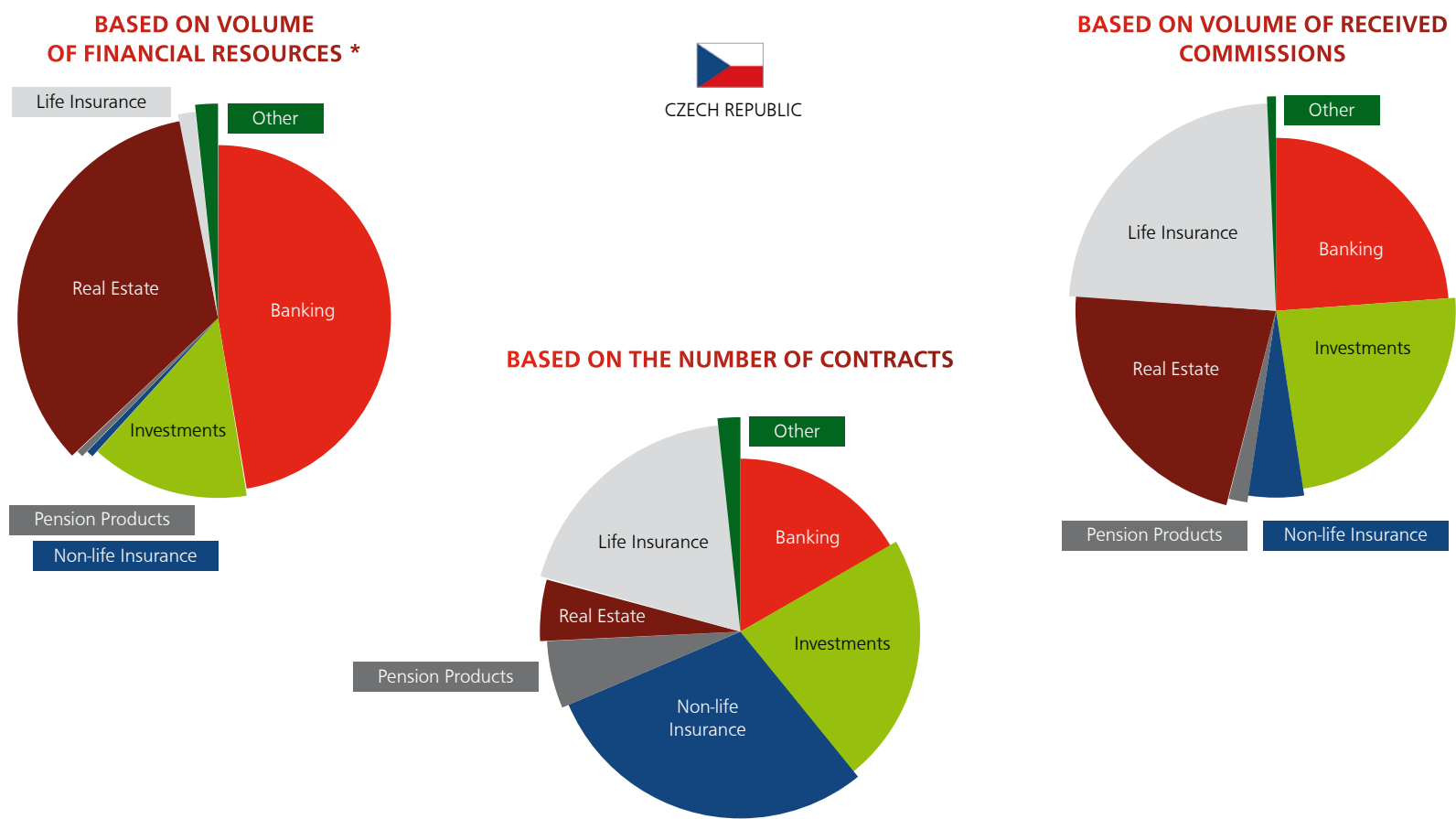
I would like to take this opportunity to recognize the enormous drive and work enthusiasm of both our co-operators and employees during the entire 2021; they have worked hard to assist our clients in getting through a difficult period of their lives. My thanks belongs to every single one of them, because they have worked truly hard all year. Nevertheless, our **greatest acknowledgement belongs to our clients** for placing their trust in us. Because it is them who inspire us to continue evolving as a company and to responsibly continue maintaining our leading position in the market of financial and real estate intermediation.

Vilém Podliska

generální ředitel a předseda představenstva
Broker Consulting, a. s.

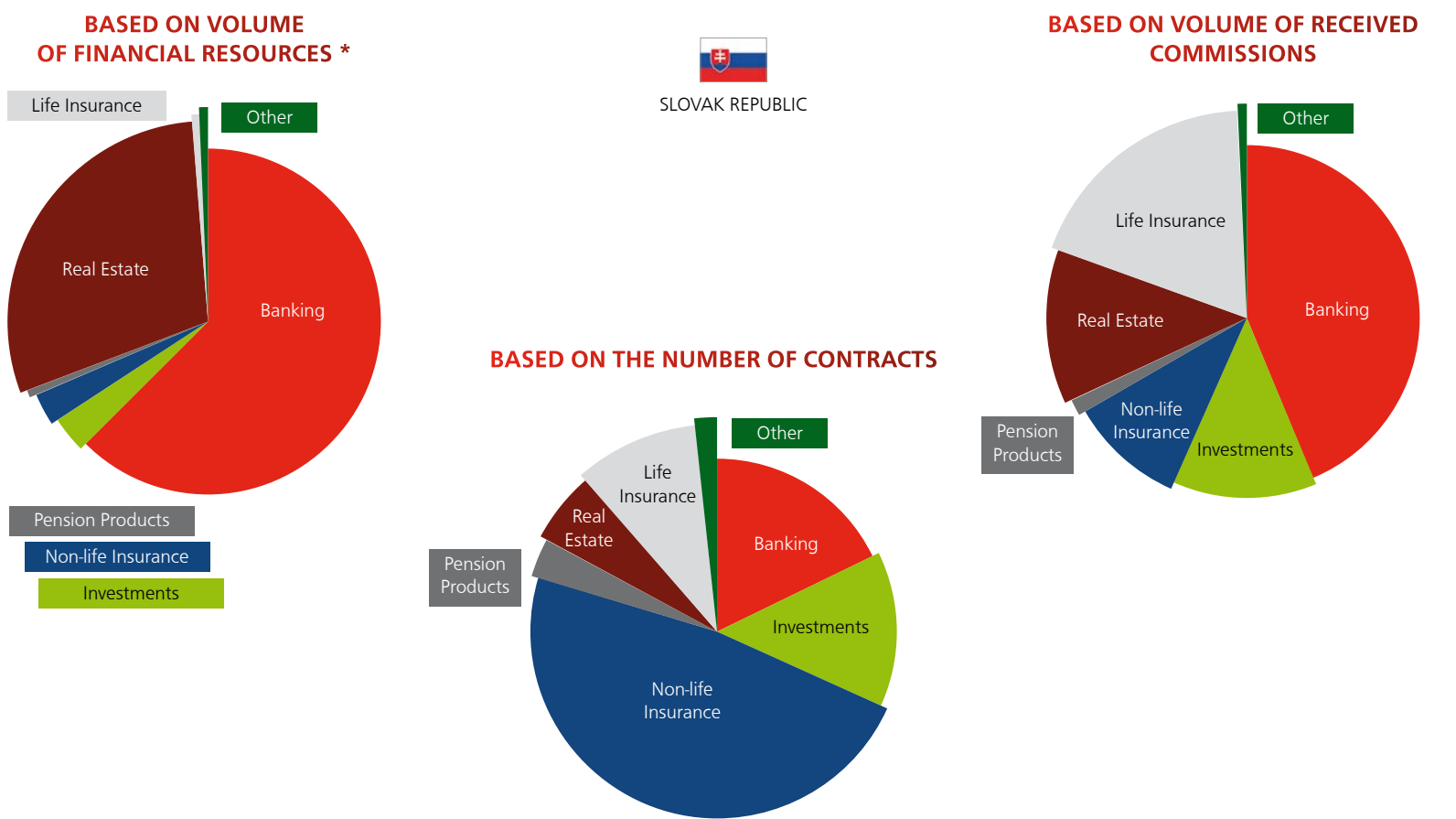


COMPOSITION OF THE INTERMEDIATED ANNUAL TURNOVER OF THE BROKER CONSULTING GROUP COMPANIES IN 2021



* Based on the methodology of the Czech Association of Financial Counselling and Intermediary Companies (ČASF)
Note: Product groups with a proportional share lower than 0.5% are rounded down and expressed as 0%.

COMPOSITION OF THE INTERMEDIATED ANNUAL TURNOVER OF THE BROKER CONSULTING GROUP COMPANIES IN 2021





09

BROKER CONSULTING CR ECONOMICS 2021

REPORT OF THE BOARD OF DIRECTORS ON THE COMPANY BUSINESS ACTIVITIES AND THE STATE OF ITS ASSETS

In 2021, Broker Consulting, a.s. has started the twenty fourth year of its activities within the financial and real estate market. Simultaneously, this year was already the second one, during which the life within all the country was affected with the lasting pandemic caused by the viral disease COVID-19. Naturally, the pandemic situation has not brought only extraordinary hygiene measures, but also affected the economy of our country, the way of life of our citizens, the extent and forms of their work performance, as well as the forms of communication, where extraordinary progress in electronic communication has emerged.

The management of the company very appreciates exceptional efforts and dedicated attitude of all the employees and co-operators who were able to adapt very quickly to a new situation and acquired new working methods. They were also working very devotedly in all the arrangements of emergency status and under a large number of restrictive regulations declared by the Government. Many of them were hit by Covid-19 disease of different severity, and in spite of this they were coming back to work very quickly when their state of health allowed to do so. Thanks to them we have been able to continue to grow further and help the constantly growing number of our clients, even in such difficult times. Of course, the growth in the production was supported also by a decrease in the value of money due to quantitative putting into circulation managed by the Czech National Bank, also due to the growth in savings kept by the population, concerns

regarding inflation, which all encouraged the efforts to invest the savings appropriately.

The turnover of Broker Consulting, a.s., Czech Republic, related to its main business activity, grew by CZK 507 million as compared to 2020, i.e. by **37.8%**, to the total amount of CZK 1,849 million, and the turnover generated from the main business activity including our two Slovak subsidiaries, i.e. Broker Consulting, a. s., Slovak Republic and FinCo Services, a. s., reached the total amount of CZK 2,028 million, which represents the growth by **35%**.

Also the overall turnover was of a growing tendency, i.e. within the broader group of Broker Consulting, which includes the following companies:

- Broker Consulting, a. s., Czech Republic,
- Broker Consulting, a. s., Slovak Republic,
- FinCo Services, a. s., Slovak Republic,
- BC Marketing & Media, s. r. o.,
- Regionálne realitky - SR,
- ProCredia, a. s.,
- Prodomia Group, a. s.
- BC Properties, a. s.,
- BC Real, a. s.,
- Moneco investiční společnost, a. s.,
- Moneco, s. r. o.
- RENT2YOU, s. r. o.,

where the total turnover of 2021 was amounting to **CZK 2.65 billion**.

Under difficult pandemic conditions and exceptional measures declared by the Government, we were simultaneously highly focused on the generation of economic growth, as well as on the services quality assurance in all the product segments intermediated towards our clients. We do consider the extent and the structure of intermediated products and services provided optimally balanced. The structure of products, considering their share in company turnover is shown on pages 36-37.

A part which forms innovative projects implemented by Broker Consulting, a. s., is also the support of OK POINT franchise business network development. These OK POINTs provide our clients with three types of services at one place:

- Financial consultancy
- Banking services
- Intermediation of real estate sales, purchase and lease

Czech branch of Polish **mBank S.A., a division**, and Czech bank **MONETA Money Bank, a.s.** are strategic partners to each the OK POINT. The number of clients searching the services provided by our OK POINTs is continuously growing.

Further development of our services in special conditions we had to face in 2021, as well as in the future, would not have been possible without significant strengthening of IT support within all the business processes and electronic communication both with our clients, and inside the company. Thus, a digital transformation plan was processed and approved by the company Board of Directors. The plan was scheduled for the period up to 2025 and significant strengthening of company own IT capacity was included. Despite the generally known lack of IT specialists on the labour market, our efforts to attract quality IT experts were successful in 2021 and will continue intensively throughout 2022.

Partial examples of new outputs of IT support related to

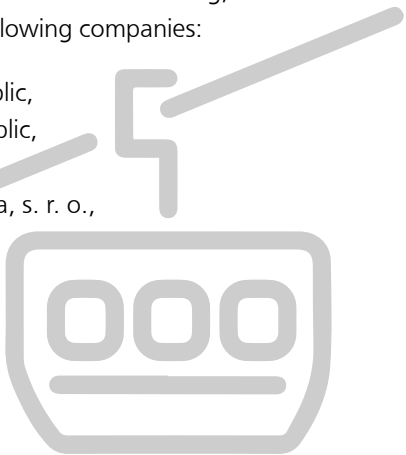
business are preliminary the computerisation of all obligatory contract documentation with our clients, including verified remote signing, electronic documentation of products on our offer including graphical display of variant options and their comparison, the implementation and gradual expansion of electronic system of automated response to the most frequently legal and accounting questions asked by our co-operators, a substitution of hard paper documents using the scanning, and a number of other supporting programmes. Also a new form of the client portal was launched, thanks to which our clients are allowed to view all their contracts and using it they can model and conclude other contracts.

Concerning the own IT infrastructure, Broker Consulting a.s. invested in 2021 primarily in the modernization of its server infrastructure, including the upgrade of the VMware ESXi virtualization platform to version 7. So far, we have finished the first phase of the virtualization of company workstations, and the second phase will be implemented in 2022. This solution enables our employees to work remotely in comfort and significantly improves the security.

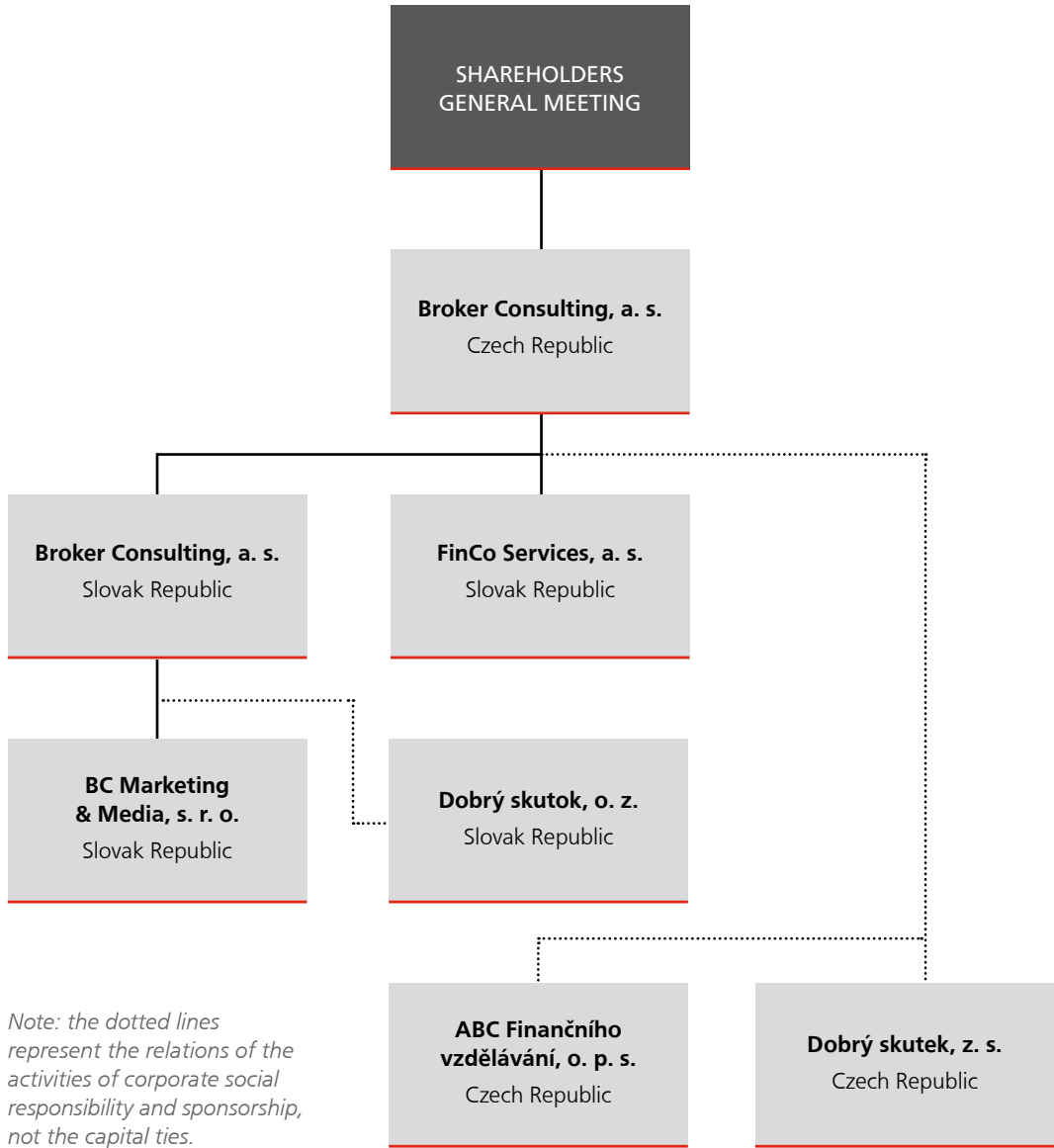
In 2021, net profit of Broker Consulting, a. s. was amounted to CZK 173,336 thousand. The General Meeting is going to propose to pay the sum of CZK 173,163 thousand in dividends and the amount of CZK 173 thousand to be transferred into the non-distributed profit of past periods to form a reserve for eventual unexpected necessary expenditure of future periods.

As of 31.12.2021, the holding structure of Broker Consulting, a.s., Czech Republic consisted of the following companies:

- Broker Consulting, a. s., Czech Republic,
- Broker Consulting, a. s., Slovak Republic,
- FinCo Services, a. s., Slovak Republic,
- Broker Consulting Marketing & Media, s. r. o., Slovak Republic,



ORGANIZATIONAL CHART OF THE BROKER CONSULTING GROUP



Whereas the holding company which owns the majority in other companies within the Group is Broker Consulting, a. s., Czech Republic.

Next, the non-profit making organization ABC Finančního vzdělávání, o.p.s. and two charitable organisations Dobrý skutek, z. s., Czech Republic and Občianske združenie Dobrý skutok SK have close ties to four above stated organisations. Both these charitable organisations are significantly sponsored by Broker Consulting Group.

Throughout the year 2021 the Board of Directors of Broker Consulting, a. s., Czech Republic, was structured as follows:

- Vilém Podliska – Chair of the Board of Directors
- Jan Bláha – Member of the Board of Directors
- Petr Hora – Member of the Board of Directors

Throughout the year 2021 the Supervisory Board of Broker Consulting, a. s., Czech Republic was structured as follows:

- Petr Hrubý – Chair of the Supervisory Board
- Jiří Brabec – Member of the Supervisory Board
- Renáta Pavlíčková – Member of the Supervisory Board

During 2021, the company Broker Consulting, a. s., was structured into four divisions, whereas three of them were managed directly by individual members of the Board of Directors, and one was managed by a division director appointed by the Board of Directors.

Organizational chart of the company Broker Consulting, a. s., Czech Republic, valid as of the Annual Report publishing date is stated on page 43 hereof.

ANNEX TO THE FINANCIAL STATEMENT, AS OF 31. 12. 2021

1. COMPANY DETAILS

Business Firm Name and Registered Office:
Broker Consulting, a. s., Jiráskovo nám. 2684/2,

326 00 Plzeň

Legal Form:
Joint Stock Company

ID No.
25221736

Business firm has been entered in the Commercial Register at the Regional Court in Plzeň under file reference B 1121.

Principal Subject of Activities:

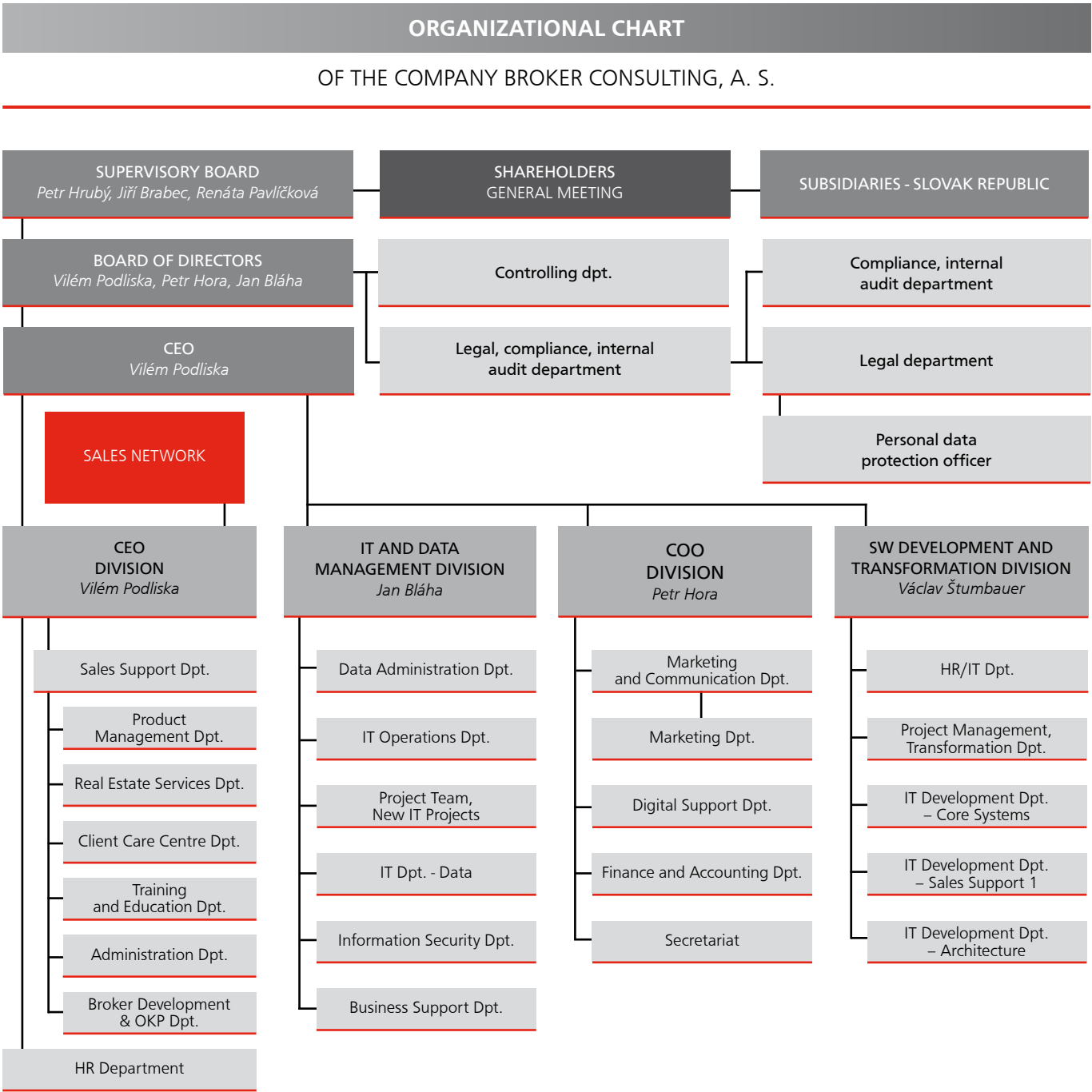
- Investment intermediary
- Independent intermediary under the Act on the Distribution of Insurance and Reinsurance
- Independent intermediary under the Act on Supplementary Pension Savings
- Independent consumer credit intermediary
- Real estate brokerage
- Production, trade and services not specified in Schedules 1 through 3 to the Trade License Act

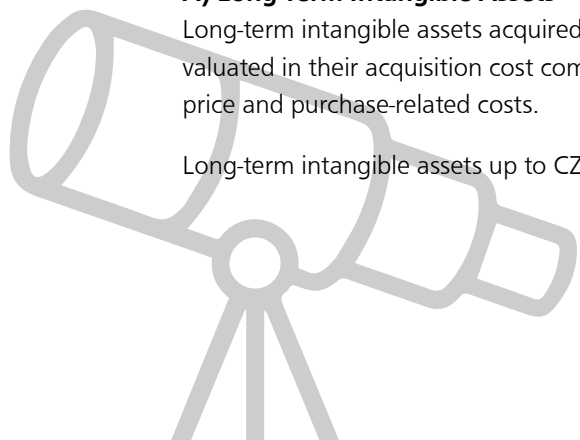
Date of Company Incorporation:
21. 5. 1998

Balance Sheet Date:
31. 12. 2021

Commercial Register:
As of 31.12.2021, the sum of registered capital of the business firm (hereinafter referred to as the “company”) was amounting to CZK 100,910,448. The registered capital was divided into 1,227,121 pcs of ordinary registered shares in certificated form, each having the nominal value of CZK 81, and into 18,687 pcs of preference registered shares the special rights of which are specified in the company statutes.

Shares
Since 2010, the company has held the share in Broker





Consulting, a.s. of the registered office at Pribinova 25, Bratislava, Slovak Republic, ID No. 36651419. Company principal subject of activities is insurance agent, insurance broker and investment intermediary, real estate. As of 31.12.2021 the company registered capital was amounting to EUR 33,190.

Since 2017 the company has held the share in FinCo Services, a. s. of the registered office at Pribinova 25, Bratislava, Slovak Republic, ID No. 35848979. Company principal subject of activities is insurance agent, insurance broker and investment intermediary, real estate. As of 31. 12. 2021 the company registered capital was amounting to EUR 398,400.

As of 31.12.2021 the company revalued these shares at fair-trade price using the equivalence method. On this date the balance sheet has shown the share held in Broker Consulting, a. s., SR of CZK 4,269 thousand, and the share held in FinCo Services, a.s. of CZK 7,160 thousand.

2. KEY ACCOUNTING PROCEDURES USED WITHIN THE COMPANY

The present financial statements were prepared in compliance with the Act No. 563/1991 Coll., on accounting (hereinafter referred to as the Act on accounting) and with the Decree of the Ministry of Finance No. 500/2002 Coll. which implements some provisions of the Act on accounting, for business entities that are the entrepreneurs that keep their records by the double-entry accounting system, as applicable for the year 2021 and 2020.

A) Long-Term Intangible Assets

Long-term intangible assets acquired up to 31.12.2020 are valued in their acquisition cost comprising the purchase price and purchase-related costs.

Long-term intangible assets up to CZK 60 thousand are

accounted directly to costs. Long-term intangible assets exceeding CZK 60 thousand are depreciated in compliance with the provision of the Act on Accounting and the Income Tax Act.

Since 01.01.2021 the tax deductible depreciation related to the long-term intangible assets is subject to Section 24, par. 2 of the Income Tax Act.

B) Long-Term Tangible Assets

Long-term tangible assets over CZK 40 thousand are valued in acquisition cost comprising the purchase price and purchase-related costs. Their acquisition cost is increased by technical appraisal. Long-term tangible assets are, in terms of tax, depreciated linearly, the accounting depreciations are equalized for the period of supposed use of the assets.

Long-term tangible assets up to CZK 20 thousand are accounted directly to costs. Long-term tangible assets exceeding CZK 20 thousand are valued in acquisition costs comprising the purchase price and purchase-related costs. The equalized depreciation method is used for the period of 24 months.

Repairs and maintenance are accounted to costs. Long-term tangible assets are depreciated in accordance with the depreciation schedule of the accounting entity.

C) Financial Assets

Short-term financial assets consist of valuables, cash and cash in bank accounts. Long-term financial assets consist of ownership interests and profit participation certificates. Ownership interests of decisive influence and significant influence shall be valued at acquisition price. Annually, as for 31.12., these assets shall be revalued at fair-trade price.

D) Inventory

The merchandise is valued in purchase prices. The acquisition price consists of the purchase price and purchase-related

costs. The merchandise deduced from the books is valued by the method of weighted arithmetic average.

E) Receivables

Receivables are valued in their nominal values. The value of past due receivables shall be lowered using adjustments to receivables accounted as minus value into the costs, whereas the value is amounted to their exercise or repurchase value.

F) External Resources

Long-term and short-term liabilities are reported in nominal values.

G) Foreign Exchange Operations

Assets and liabilities acquired in foreign currencies are appraised in Czech Crowns applying the exchange rate declared by the Czech National Bank as on the date of the accounting operation. Executed and not executed foreign exchange operations, i.e. exchange gains and losses, are accounted in current period expenses or revenues.

H) Income Tax

Income tax expense is calculated using the applicable tax rate from the accounting profit increased or lowered by permanently or temporarily non-tax-deductible costs and untaxed revenues (e.g. newly entered and clearing of other reserves and adjustments, representation costs, remuneration for the members of statutory bodies).

I) Donations

In the 2021 accounting period the company donated a total of CZK 3,088 thousand.

3. LONG-TERM ASSETS

A) Long-term Intangible Assets (in CZK thousand)

ACQUISITION COST				
	Initial status	Increments	Decrements	Final status
Software	36 456	6 578	0	43 034
Trade marks	66 473	0	0	66 473
Other low value intangibles	24 347	0	0	24 347
Intangible assets in progress	1 110	6 878	6 578	1 410
Provided advance payments for intangible assets	0	0	0	0
Total 2021	128 386	13 456	6 578	135 264

ACCUMULATED AMORTIZATION				
	Initial status	Increments	Decrements	Final status
Software	25 260	6 646	0	31 906
Trade marks	23 626	496	0	24 122
Other low value intangibles	19 254	4 057	0	23 311
Total 2021	68 140	11 199	0	79 339

B) Long-term Tangible Assets (in CZK thousand)

ACQUISITION COST				
	Initial status	Increments	Decrements	Final status
Buildings, halls, constructions	41 734	217	2 086	39 865
Individual movable assets	48 319	3 265	1 226	50 358
Tangible assets in progress	0	5 548	3 482	2 066
Provided advance payments for assets	0	0	0	0
Total 2021	90 053	9 030	6 794	92 289



ACCUMULATED AMORTIZATION				
	Initial status	Incre-ments	Decre-ments	Final status
Buildings, halls, constructions	22 986	6 284	2 086	27 184
Individual movable assets	40 256	5 029	1 226	44 059
Total 2021	63 242	11 313	3 312	71 243

C) Financial Assets (in CZK thousand)

VALUATION OF THE EQUIVALENCE PARITICIPATIONS			
	Initial status	Revaluation 2021	Final status
Participation in BC SR	2 648	1 621	4 269
Participation in FinCo	6 339	821	7 160
Total 2021	8 987	2 442	11 429

BOND FUNDS				
	Initial status	Acquisition 2021	Revaluation 2021	Final status
Bond funds	152 618	100 000	-3 656	248 962
Total 2021	152 618	100 000	-3 656	248 962

4. RECEIVABLES

Adjustments to outstanding receivables were in 2021 created upon individual assessment of overdue receivables.

Adjustments to receivables express their temporary nominal value decrease. Legally required adjustments are created in accordance with the Act on Reserves.

CHANGES IN THE ACCOUNTS OF ADJUSTMENTS TO RECEIVABLES (IN CZK THOUSAND)				
	Balance as of 01.01.2021	Newly entered adjust-ments to receivables	Clearing of adjust-ments to receivable	Balance as of 31.12.2020
Adjustments to receivables	13 909	1 749	1 709	13 949

5. CASH IN BANKS

The item Cash in banks refers to CZK 754,567 thousand, which includes the funds amounting to CZK 696,380 thousand in so-called deposit accounts, under the Act on Real Estate Brokerage.

6. CIZÍ ZDROJE

From the total sum of external resources as on 31. 12. 2021 at the amount of CZK 1,266,321 thousand, the most significant part is formed with trade liabilities of long-term due date, i.e. exceeding 12 months, the sum is amounting to CZK 445,414 thousand, and the short-term liabilities are valued at CZK 784,491 thousand.

As on 31.12.2021 the company has not sourced any bank loans.

As of 31.12.2021 the Company accounted a reserve for corporate income tax in the amount of CZK 46,292 thousand in its accounts referring to estimated income tax 2021. The reason for the accounting of this reserve is that the accounting entity compiles its financial statement prior to the ordinary tax return compilation. The reserve for corporate income tax is reported in the balance sheet as the item compensated by paid income tax advances (in 2021 were paid advance corporate income tax at the amount of CZK 19,929 thousand).

In 2020 and 2021 were not reported any deferred tax asset due to precautionary reasons.

7. REVENUES

Revenues in CZK thousand	Total 2021	Total 2020
Merchandise	1 989	1 854
Services	1 848 725	1 341 833

8. BANK GUARANTEE

UniCredit Bank ČR a.s. has provided our company with bank guarantees amounting in total to CZK 2,770,772.

9. EMPLOYEES

2021, the average recalculated number of company employees was 128.48 (118.02 employees in 2020). In 2021, total sum of personal costs paid for employees was amounting to CZK 111,550 thousand. From the total number of employees of 2021 there were 27 managers, whereas the personal costs of these employees were amounted to CZK 37,130 thousand.

10. CONSOLIDATION

The company has been consolidated. BC Private Equity, a.s. is the consolidating company. Consolidated financial statements shall be kept at the address of the consolidating company, i.e. at Jiráskovo nám. 2, 326 00 Plzeň.

11. PROPOSAL FOR PROFIT DISTRIBUTION

In 2021, the Board of Directors decided to pay the share-in-profits advance payment related to preference shares. Thus, CZK 15.6 million was paid in 2021. Next, in 2021 the Board of Directors approved the advance payment related to dividends for 2021 referring to the ordinary shares, which was CZK 35 million.

The dividends in total CZK 173,163 thousand are proposed by the Board of Directors to be paid off from company net profit that was amounting to CZK 173,336 thousand, whereas CZK 24,681 thousand shall go preference shares and CZK 148,482 to ordinary shares (CZK 121.- per each the share). Dividends related to preference and ordinary shares shall be charges against the already paid profit share advances.

12. SUBSEQUENT EVENTS

None significant events have happened after the date of financial statements.

In February 2022 has occurred an extraordinary international situation – the Russia’s military aggression against the Ukraine. As the Company has no ties to the citizens of Russia or Ukraine, nor assets or liabilities located in or arising from or relating to entities in those countries, it is not directly threatened by the aggression. The Company sees the impact of these events as primarily affecting inflation and price increases, which may lead to increased costs and may complicate the Company’s further development.

The financial statements of 31. 12. 2021 were prepared supposing the Company will be able to continue its activities.

Drawn up on: 13. 05. 2022



Vilém Podliska

Chair of the Board of Directors



Petr Hora

Member of the Board of Directors



Jan Bláha

Member of the Board of Directors



PROFIT AND LOSS STATEMENT (IN CZK THOUSANDS)				
		LINE NO.	ACCOUNT. PERIOD	STATUS
			CURRENT	PREVIOUS
I.	Revenues from sales of own products and services	01	1 848 725	1 341 833
II.	Revenues from merchandise sold	02	1 989	1 854
A.	Consumption sum (Lines: 04 + 05 + 06)	03	1 483 146	1 088 957
1.	Cost of merchandise sold	04	1 522	1 587
2.	Material and energy consumed	05	9 373	6 180
3.	Services	06	1 472 251	1 081 190
D.	Personal costs (Lines: 10 + 11)	09	111 550	94 002
1.	Wages and salaries	10	79 600	68 534
2.	Social security and health insurance expenses, other costs (Lines: 12 + 13)	11	31 950	25 468
2. 1	Social security and health insurance costs	12	26 850	22 302
2. 2	Other costs	13	5 100	3 166
E.	Value adjustments related to operation (Lines: 15 + 18 + 19)	14	22 438	29 264
1.	Value adjustments related to long-term intangible and tangible assets (Lines: 16 + 17)	15	22 397	27 557
1. 1	Value adjustments related to long-term intangible and tangible assets – of perm. nature	16	22 397	27 557
3.	Value adjustments in receivables	19	41	1 707
III.	Other operation revenues (Lines: 21 + 22 + 23)	20	9 036	13 410
III. 1	Sales from long-term assets sold	21	56	2 119
3	Other operation revenues	23	8 980	11 291
F.	Other operating expenses (Lines: 25 to 29)	24	24 595	30 352
1	Net book value of disposed long-term assets	25	116	2 346
3.	Taxes and fees	27	1 015	614
4.	Reserves in operating field, comprehensive expenses of future periods	28	3 266	211
5.	Other operating expenses	29	20 198	27 181
*	Operating income/loss (+/-) (Lines: 01 + 02 - 03 - 07 - 08 - 09 - 14 + 20 - 24)	30	218 021	114 522
IV.	Income from long-term financial assets - interests (Lines: 32 + 33)	31	465	244
IV. 1	Revenues from shares - controlled and controlling entities	32	465	244
IV.	Interests received and similar revenues (Lines: 40 + 41)	39	5 432	5 556

PROFIT AND LOSS STATEMENT (IN CZK THOUSANDS)				
		LINE NO.	ACCOUNT. PERIOD	STATUS
			CURRENT	PREVIOUS
IV. 1	Interests received and similar revenues – controlled and controlling entities	40	1 179	110
2	Other interests received and similar revenues	41	4 253	5 446
J.	Interests paid and similar expenses (Lines: 44 + 45)	43	10	0
2.	Other interests paid and similar expenses	45	10	0
VII.	Other financial revenues	46	37	2 673
K.	Other financial expenses	47	4 534	847
*	Income/loss from fin. operations (+/-) (Lines: 31 - 34 + 35 - 38 + 39 - 42 - 43 + 46 - 47)	48	1 390	7 626
**	Net income before tax (+/-) (Lines: 30 + 48)	49	219 411	122 148
L.	Income tax (Line: 51 + 52)	50	46 075	27 484
1.	Income tax - due	51	46 075	27 484
**	Net income after tax (+/-) (Lines: 49 - 50)	53	173 336	94 664
***	Net income/loss for the accounting period (+/-) (Lines: 53 - 54)	55	173 336	94 664
*	Net turnover for the accounting period = I. + II. + III. + IV. + V. + VI. + VII	56	1 865 684	1 365 570

BALANCE SHEET (IN CZK THOUSANDS)					
		LINE	CURRENT ACCOUNT. PERIOD	PREV. AS. P.	
ASSETS			GROSS	CORR.	NET
TOTAL ASSETS (Lines: 02 + 03 + 37 + 78)		001	1 700 858	164 531	1 536 327
B.	Fixed (long-term) assets (Lines: 04 + 14 + 27)	003	487 945	150 582	337 363
B. I.	Long-term intangible assets (Lines: 05 + 06 + 09 to 11)	004	135 264	79 339	55 925
2	Valuable rights (Lines: 07 + 08)	006	109 507	56 028	53 479
2.1	Software	007	43 034	31 906	11 128
2.2	Other valuable rights	008	66 473	24 122	42 351
4	Other long-term intangible assets	010	24 347	23 311	1 036
5	Provided advance payments for long-term intangible assets and long-term intangible assets in progress (Lines: 12 + 13)	011	1 410	0	1 410



BALANCE SHEET (IN CZK THOUSANDS)							
ASSETS			LINE	CURRENT ACCOUNT. PERIOD			PREV. AS. P.
				GROSS	CORR.	NET	NET
	5.2	Long-term intangible assets in progress	013	1 410	0	1 410	1 110
B.	II.	Long-term tangible assets (Lines: 15 + 18 to 20 + 24)	014	92 290	71 243	21 047	26 811
B.	II.	1 Land and structures (Lines: 16 + 17)	015	39 865	27 184	12 681	18 748
	1.2	Structures	017	39 865	27 184	12 681	18 748
	2	Items of tangible assets and their groups	018	50 359	44 059	6 300	8 063
	5	Provided advance payments for long-term tangible assets and long-term tangible assets in progress (Lines: 25 + 26)	024	2 066	0	2 066	0
B.	III.	Long-term financial assets (Lines: 28 to 34)	027	260 391	0	260 391	161 605
B.	III.	1 Interests – controlled and controlling entities	028	11 429	0	11 429	8 987
	5	Other long-term securities and shares	032	248 962	0	248 962	152 618
C.		Current assets (Lines: 38 + 46 + 72 + 75)	037	1 204 323	13 949	1 190 374	1 030 921
C.	I.	Inventory (Lines: 39 + 40 + 41 + 44 + 45)	038	4 088	0	4 088	3 643
	3	Products and merchandise (Lines: 42 + 43)	041	4 088	0	4 088	3 643
	3.2	Merchandise	043	4 088	0	4 088	3 643
C.	II.	Receivables (Lines: 47 + 57 + 68)	046	444 897	13 949	430 948	395 505
C.	II.	1 Long-term receivables (Lines: 48 to 52)	047	210 870	0	210 870	197 900
	1.2	Receivables - controlled or controlling entity	049	0	0	0	118 500
	1.5	Receivables - other (Lines: 53 to 56)	052	210 870	0	210 870	79 400
	1.5.4	Other receivables	056	210 870	0	210 870	79 400
C.	II.	2 Short-term receivables (Lines: 58 to 61)	057	234 027	13 949	220 078	197 605
	2.1	Trade receivables	058	155 931	13 052	142 879	177 937
	2.2	Receivables – controlled or controlling entity	059	754	0	754	2 069
	2.3	Receivables – significant influence	060	0			0
	2.4	Receivables - other (Lines: 62 to 67)	061	77 342	897	76 445	17 599
	2.4.1	Receivables – from partners	062				0

BALANCE SHEET (IN CZK THOUSANDS)								
ASSETS				LINE	CURRENT ACCOUNT. PERIOD			PREV. AS. P.
					GROSS	CORR.	NET	NET
	2.4.3	State – tax receivables		064	0	0	0	1
	2.4.4	Short-term advances paid		065	13 795	897	12 898	10 200
	2.4.5	Accruals - the assets		066	58 776	0	58 776	3 292
	2.4.6	Other receivables		067	4 771	0	4 771	4 106
C.	IV.	Financial assets (Lines: 76 + 77)		075	755 338	0	755 338	631 773
C.	IV.	1	Cash (on hand)	076	771	0	771	834
		2	Cash, i.e. funds in banks	077	754 567	0	754 567	630 939
D.		Accruals on assets (Lines: 79 to 81)		078	8 590	0	8 590	6 540
D.		1	Pre-paid expenses	079	8 590	0	8 590	6 540

BALANCE SHEET					
LIABILITIES			LINE	CURRENT ACC. PERIOD	PREVIOUS ACC. PERIOD
TOTAL LIABILITIES (Lines: 83 + 104 + 147)			082	1 536 327	1 286 123
A.	Equity (Lines: 84 + 88 + 96 + 99 + 102 - 103)		083	240 169	210 357
A.	I.	Registered capital (Lines: 85 to 87)	084	100 910	100 910
	1	Registered capital	085	100 910	100 910
A.	II.	Share premium and capital funds (Lines: 89 + 90)	088	4 042	1 600
A.	II.	1 Share premium	089	1	1
	2	Capital funds (Lines: 91 to 95)	090	4 041	1 599
	2.2	Asset and liability revaluation differences (+/-)	092	4 041	1 599
A.	II.	Reserves from the profit (Lines: 97 + 98)	096	0	12 181
A.	II.	1 Other reserves	097	0	12 181

BALANCE SHEET (IN CZK THOUSANDS)				
LIABILITIES			LINE	PREVIOUS ACC. PERIOD
A.	IV.	Prior period income (+/-) (Lines: 100 to 101)	099	12 481
A.	IV.	1 Prior period retained earnings or loss (+/-)	100	11 002
A.	V.	Current period profit/loss (+/-) /Lines: 01 - (+ 84 + 88 + 96 + 99 – 103 + 104 +144) /	102	173 336
A.	VI.	Adopted decision on share in profit advances to be paid (-)	103	-50 600
B.	+ C.	External resources (Lines: 105 + 110)	104	1 296 158
B.		Reserves (Lines: 106 to 109)	105	480
	2	Income tax reserve	107	0
	4	Other reserves	109	480
C.		Liabilities (Lines: 111 + 126 + 144)	110	1 266 321
C.	I.	Long-term liabilities (Lines: 112 + 115 to 122)	111	445 414
	4	Trade liabilities	117	305 574
C.	II.	Short-term liabilities (Lines: 127 + 130 to 136)	126	820 907
	3	Short-term advances received	131	14 455
	4	Trade liabilities	132	707 903
	8	Liabilities – other (Lines: 137 to 143)	136	47 354
	8.1	Payables to partners	137	850
	8.3	Payroll payable	139	4 976
	8.4	Social security and health insurance liabilities	140	2 797
	8.5	State – tax liabilities and subsidies	141	22 930
	8.6	Accrued liabilities	142	15 720
	8.7	Other liabilities	143	94

STATEMENT ON CHANGES IN EQUITY (IN CZK THOUSANDS)				
	INITIAL STATUS	INCRE- MENTS	DECRE- MENTS	FINAL STATUS
Registered capital entered in the Commercial Register	100 910	0	0	100 910
Sum A +/- B		0	0	100 910
Own shares and own business shares	0	0	0	0
Sum A +/- B +/- D		0	0	100 910
Share premium	1	0	0	1
Reserve		0	12 181	0
Capital funds		2 442	0	4 041
Adopted decision on share in profit advances to be paid	-10 000	-50 600	-10 000	-50 600
Profit/loss of previous acc. periods	11 002	12 181	10 702	12 481
Profit/loss of current acc. period, after tax	94 664	173 336	94 664	173 336
Total	210 357	137 359	107 547	240 169

CASH FLOW STATEMENT (IN CZK THOUSANDS)				
			ACCOUNT. PERIOD STATUS	
			CURRENT	PREVIOUS
P.	Opening balance of cash and cash equivalents		631 773	402 423
Cash flow from the main activities (operating activities)				
Z.	Accounting profit or loss before tax		219 411	122 148
A.	1	Adjustments by non-cash operations	23 588	23 237
A.	1	1 Depreciation of fixed assets and amortisation of an adjusting entry item related to the assets acquired	22 397	27 557
A.	1	2 Change in adjusting entries, reserves	3 306	1 707
A.	1	3 Profit from fixed assets sold	116	-227
A.	1	4 Revenues from profit-sharing	-465	-244
A.	1	5 Cleared interests paid, except for the interests involved to the valuation of long-term assets and cleared interests received	-5 422	-5 556
A.	1	6 Eventual corrections by other non-cash operations	3 656	0
A.	*	Net cash flow from operating activities before tax and changes in working capital	242 999	145 385



CASH FLOW STATEMENT (IN CZK THOUSANDS)				
			ACCOUNT. PERIOD STATUS	
			CURRENT	PREVIOUS
A.	2	Change in non-cash items of working capital	70 711	223 998
A.	2	1 Change in receivables from operating activities, transitory asset accounts	-38 336	-38 083
A.	2	2 Change in short-term liabilities from operating activities, transitory liability accounts	209 492	365 403
A.	2	3 Change in inventory	-445	-909
A.	2	4 Change in short-term financial assets not involved in cash and cash equivalents	-100 000	-102 413
A.	**	Net cash flow from operating activities before tax	313 710	369 383
A.	3	Interests paid out, except for the interests involved to the valuation of long-term assets	-10	0
A.	4	Interests received	4 908	4 586
A.	5	Income tax paid and tax debt to be paid for previous periods	-39 376	-18 015
A.	6	Profit shares received	465	244
A.	***	Net cash flow from operating activities	279 697	356 198
	*	Cash flow from investment activities	242 999	145 385
B.	1	Expenditures related to the acquirement of fixed assets	-11 821	-12 270
B.	2	Revenues from fixed assets sold	0	2 118
B.	3	Loans and credits provided to related entities or persons	1 316	-76 401
B.	***	Net cash flow related to investment activities	-10 505	-86 553
		Cash flow from financial activities		
C.	2	Effect of changes in equity on cash and cash equivalents	-145 626	-40 295
C.	2	2 Paid out shares in equity to the partners	0	-9 150
C.	2	6 Paid out shares in profit, including the tax paid	-145 626	-31 145
C	***	Net cash flow related to financial activities	-145 626	-40 295
F		Net increase or decrease of cash	123 566	229 350
R		Cash and cash equivalent balance at the end of the accounting period	755 339	631 773

INDEPENDENT AUDITOR'S REPORT

Receiver: to the Shareholders of the company

Name: Broker Consulting, a.s.

Corporate seat: Jiráskovo náměstí 2684/2, Východní Předměstí, 326 00 Plzeň

ID. No. (IČO): 252 21 736

Legal form: Stock corporation

Opinion

We have audited the accompanying financial statements of Broker Consulting, a.s. (hereinafter also the "Company") prepared in accordance with accounting principles generally accepted in the Czech Republic, which comprise the balance sheet as at 31 December 2021, and the income statement, statement of changes in equity and statement of cash flows for the year then ended 31 December 2021, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information. For details of the Company, see Note 1. to the financial statements.

In our opinion, the financial statements give a true and fair view of the financial position of Broker Consulting, a.s. as at 31 December 2021, and of its financial performance for the year then ended 31 December 2021 in accordance with accounting principles generally accepted in the Czech Republic.

Basis for Opinion

We conducted our audit in accordance with the Act on Auditors, Regulation (EU) No. 537/2014 of the European Parliament and the Council, and Auditing Standards of the Chamber of Auditors of the Czech Republic, which are International Standards on Auditing (ISAs), as amended by the related application clauses. Our responsibilities under this law and regulation are further described in the Auditor's Responsibilities for the Audit of the Financial Statements section of our report. We are independent of the Company in accordance with the Act on Auditors and the Code of Ethics adopted by the Chamber of Auditors of the Czech Republic and we have fulfilled our other ethical responsibilities in accordance with these requirements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Other Information

In compliance with Section 2(b) of the Act on Auditors, the other information comprises the information included in the Annual Report other than the financial statements and auditor's report thereon. The Board of Directors is responsible for the other information.

Our opinion on the financial statements does not cover the other information. In connection with our audit of the financial statements, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial statements or our knowledge obtained in the audit, or otherwise appears to be materially misstated. In addition, we assess whether the other information has been



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prepared, in all material respects, in accordance with applicable law or regulation, in particular, whether the other information complies with law or regulation in terms of formal requirements and procedure for preparing the other information in the context of materiality, i.e. whether any non-compliance with these requirements could influence judgments made on the basis of the other information.

Based on the procedures performed, to the extent we are able to assess it, we report that:

- The other information describing the facts that are also presented in the financial statements is, in all material respects, consistent with the financial statements; and
- The other information is prepared in compliance with applicable law or regulation.

In addition, our responsibility is to report, based on the knowledge and understanding of the Company obtained in the audit, on whether the other information contains any material misstatement of fact.

Based on the procedures we have performed on the other information obtained, we have not identified any material misstatement of fact.

Responsibilities of the Company's The Board of Directors, Supervisory Board for the Financial Statements

The Board of Directors is responsible for the preparation and fair presentation of the financial statements in accordance with accounting principles generally accepted in the Czech Republic and for such internal control as the Board of Directors determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the financial statements, the Board of Directors is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Supervisory Board is responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Financial Statements

Our objectives are to obtain reasonable assurance about whether the financial statements as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with ISAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial statements.

As part of an audit in accordance with the above law or regulation, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial statements, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.




HZ Plzeň spol. s r.o.

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial statements or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial statements, including the disclosures, and whether the financial statements represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with the Board of Directors, the Supervisory Board regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

In Plzeň,



HZ Plzeň spol. s r.o.
Nepomucká 10, Plzeň
Audit firm licence No. 219

Ing. Michael Ledvina
statutory auditor responsible for the audit
resulting in this independent auditor's report
Licence number of statutory auditor No. 1375



10 REPORT ON RELATIONS BETWEEN INTERLINKED ENTITIES IN 2021

According to the Section 82 of the Act No. 90/2012 Coll., on business corporations, as amended.

Drawn up by

Vilém Podliska, chair of the Board of Directors, Petr Hora, member of the Board of Directors, and Jan Bláha, member of the Board of Directors – Statutory Body of Broker Consulting, a. s., having its registered seat at: Jiráskovo náměstí 2684/2, Východní Předměstí, 326 00 Plzeň.

I. Introduction

Statutory Body, the Board of Directors of Broker Consulting, a. s., pursuant to the provisions of Section 82 et seq. of the Act No. 90/2012 Coll., on business corporations and co-operatives (Act on Business Corporation), as amended (hereinafter referred to as the „ZOK“ only), performs hereby his statutory obligation and elaborates the present report on the relations between the members of the Broker Consulting Group, i.e. relations between the controlled and controlling entity and relations between the controlled entity and other entities that are controlled by the same controlling entity.

The relations are described with the consideration of the need to respect the provisions of Section 504 of the Act No. 89/2012 Coll., on trade secret.

II. Description of the Relations Structure

The controlling entity of the controlled company Broker Consulting, a. s., (hereinafter also referred to as the „controlled entity“) within the meaning of Section 74 of the „ZOK“ was for the period of the year 2021 the company

of Broker Consulting Group, SE, ID-No. 042 46 438, having its registered office at: Jiráskovo náměstí 2684/2, Východní Předměstí, 326 00 Plzeň (hereinafter referred to as the „controlling entity“), whereas this company has been a majority shareholder in the company Broker Consulting, a. s., The beneficial owner of the entity which controls the controlling entity is Petr Hrubý, born on 15 March 1972 and residing at: Plzeňská cesta 38, Doudlevice, Plzeň, postal code 326 00 For detailed information on the holding structure see the Organizational Chart of Broker Consulting Group, where is shown the structure of companies together with a link to the business of Broker Consulting, a. s.

III. The Role of the Controlled Entity of Broker Consulting, a.s., within the Concern Relations

Within the above stated concern structure the controlled entity of Broker Consulting, a. s., shall be aimed to provide financial counselling and intermediate services in the territory of Czech Republic and create the conditions for the network of co-operators – financial consultants. Broker Consulting, a. s., is also establishing the conditions for the provision of real estate services using a network of real estate experts. Within this task the controlled entity of Broker Consulting, a. s., provides specific, further described, services also to its subsidiary of Broker Consulting, a. s., Slovak Republic that is focused on the provision of financial counselling in the Slovak market.

Moreover, the controlled entity Broker Consulting, a. s., is further providing the referred-to members of the Broker Consulting group with advertising and marketing materials

and promotional items, as the personal data processor the Company processes personal data of clients of some members of the Broker Consulting Group, as they are understood the administrators of these personal data and ensures the development of IT systems for activity in the field of financial intermediation for its activities and for the activity of some members of the Group.

IV. The Way and Means of the Control

The influence of the controlling entity is being performed via decision making within the General Meeting. The position of controlled entity and simultaneously the role of beneficial owner was held by Petr Hrubý, who was in 2021 holding the position of the Chairman of the Supervisory Board of the controlled entity, thus the influence of the controlling entity was exercised only via decision making processes within the General Meeting.

V. An Overview on the Negotiations Undertaken within the Last Accounting Period, which Were Initiated by the Controlling Entity or in the Interest of the Controlling Entity or the Entities that are Being Controlled by it, if such Negotiations Were Related to the Assets that Exceed 10 % of the Registered Capital of the Controlled Entity, i.e. Broker Consulting, a.s., Which Amount Was Determined from the Financial Statements for the Accounting Period Immediately Preceding the Accounting Period for Which Is the Report on Relations Processed

Within the accounting year 2021 were not conducted any negotiations in the interests of the controlling entity related to the assets exceeding 10 % of the registered capital of the controlled entity of Broker Consulting, a. s., i.e. the amounts determined from the last financial statements.

VI. Agreements Concluded Between the ,Broker Consulting' Concern Members

The controlled entity of Broker Consulting, a. s., and the entity,

who controls the controlling entity, have not concluded any agreements in 2021.

2021, between the controlled entity of Broker Consulting, a. s., and other Broker Consulting Concern members were valid the following contracts:

- Contract on lease of the office premises entered into by the controlled entity of BC Properties, a. s., as the lessor, and the controlled entity of Broker Consulting, a. s., as the lessee
- Frame loan agreement between the creditor Broker Consulting a. s. and the debtor BC Properties a. s.
- Purchase contracts for the delivery of promotional items entered into by the controlled entity of Broker Consulting, a. s., as the seller, and Broker Consulting, a. s., Slovak Republic, as the buyer, and
- Frame loan agreement between the creditor Broker Consulting, a. s. and the debtor ProCredia, a. s. and the agreement on novation hereof
- Cooperation agreement concluded between Broker Consulting, a. s. as a partner, and ProCredia a. s., as the provider, of 15th May 2017, amended by Clause 1-4
- Partner agreement concluded between Broker Consulting, a.s. and ProCredia, a. s. of 1st March 2017
- Entrustment agreement on the execution of activities concluded between Broker Consulting, a. s., as the provider, and ProCredia, a.s., as the ordering party, of 7th January 2018, amended by Clause No. 1 of 1st April 2020
- Intermediation agreement between concluded between Broker Consulting, a. s., as the mediator, and ProCredia, a. s. as the provider, of 1st July 2019, amended by Clause No.1 and 2
- Personal data processing agreement of 25th May 2018 concluded between Broker Consulting, a.s. and ProCredia, a. s.
- Non-exclusive agency agreement of 22nd June 2020 concluded between Broker Consulting, a. s. and Prodomiac Group, a. s.

- Agreement on participation in payment of employee benefits concluded between MONECO investiční společnost, a. s. and Broker Consulting, a. s. of 1st February 2021
- Frame loan agreement concluded between the creditor Broker Consulting, a. s. and the debtor Broker Development, s. r. o., and the agreement on novation hereof
- Between Broker Consulting a.s. as the customer and MONECO spol. s. r. o. as provider were performed supplies of advisory services by Moneco Assistance, delivery of the Fond Shop magazine, advertisements in the Fond Shop magazine and invoicing related to the sub-lease

VII. The Assessment, whether any Injury or Damage Arose to the Controlled Entity, and the Assessment of its Compensation

From any negotiation or behaviour did not arise any injury or damage to the controlled entity of Broker Consulting, a. s. Even upon any other agreements or contracts stated above within item VI hereof the controlled entity of Broker Consulting, a. s., did not suffer any injury or damage, as any and all the contractual relations were entered into under usual market terms and conditions. Considering the fact the controlled entity of Broker Consulting, a. s., did not suffer any injury or damage, any compensation is therefore needed.

VIII. Advantages and Disadvantages Assessment Resulting from the Participation in the Concern

The controlled entity of Broker Consulting, a. s., highly appreciates its participation in the Broker Consulting Group, as the concern relation structure allows its „Broker Consulting“ Group members to reach synergistic effects in their business. Currently, the controlled entity of Broker Consulting, a. s., has not identified any risks emerging from its participation in the concern relation structure within the „Broker Consulting“ Group.

Between the performances and counter-performances that result from particular contracts and agreements stated

above within the item VI hereof, and negotiations conducted between the „Broker Consulting“ Group members, does not exist any disproportion and the prices of related performances are usual in the market.

IX. The Author's Declaration

The author confirms, having attached his signature hereto; the present report has been drawn up by him with due managerial diligence, taking into account all the information available to him for the entire period referred-to.

In Plzeň, on 31. 3. 2022

On behalf of Broker Consulting, a. s.



Vilém Podliska

Vilém Podliska
Chair of the Board of Directors



Petr Hora

Member of the Board of Directors



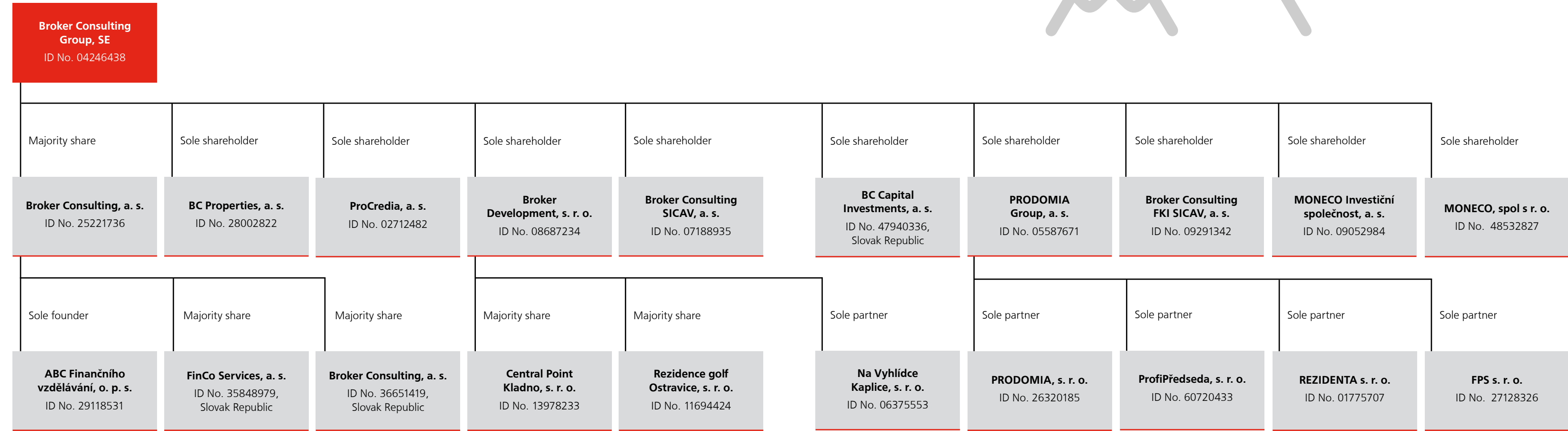
Jan Bláha

Member of the Board of Directors

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ORGANIZATIONAL CHART OF BROKER CONSULTING GROUP

(IN TERMS OF THE RELATIONS BETWEEN THE INTERLINKED ENTITIES),
REFERRING TO THE ACCOUNTING PERIOD 2021





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COMPANY BUSINESS PARTNERS

The extent of partner financial institutions' portfolio and their products form one of the guarantee of the highest objectivity in financial counselling provided by Broker Consulting. In this respect, we are ready to provide our clients with the best what Czech financial market may offer. Before including any new entity in our portfolio, we assess not only the parameters of each of its specific financial products, but also the current

economic results of its provider, its history, and its approach to its clients. Of equal importance is the fact that we agree with the financial institution in question also on the basic ethical business principles, which help to create the framework for providing premium services with long-term benefit for the client.

Insurance Companies

- Allianz pojišťovna, a. s.
- AXA ASSISTANCE CZ, s. r. o.
- Colonnade Insurance S.A., organizační složka
- Česká podnikatelská pojišťovna, a. s., Vienna Insurance Group
- ČSOB Pojišťovna, a. s., člen holdingu ČSOB
- D.A.S. Rechtsschutz AG, pobočka pro ČR
- DIRECT pojišťovna, a. s.
- Generali Česká pojišťovna a. s.
- Hasičská vzájemná pojišťovna, a. s.
- Komerční pojišťovna, a. s.
- Kooperativa pojišťovna, a. s., Vienna Insurance Group
- MetLife Europe d.a.c., pobočka pro Českou republiku
- myLife Lebensversicherung AG
- NN Životní pojišťovna N. V., pobočka pro Českou republiku
- NOVIS Pojišťovna, odštěpný závod Česká republika
- Pillow pojišťovna, a.s.
- Slavia pojišťovna, a. s.
- UNIQA pojišťovna, a. s.
- YOUPUS Životní pojišťovna, pobočka pro Českou republiku

Pension Companies

- Allianz penzijní společnost, a. s.
- Conseq penzijní společnost, a. s.

- Česká spořitelna – penzijní společnost, a. s.
- ČSOB Penzijní společnost, a. s., člen skupiny ČSOB
- Generali Penzijní společnost, a. s.
- KB Penzijní společnost, a. s.
- NN Penzijní společnost, a. s.
- UNIQA penzijní společnost, a. s.

Building Savings Banks

- Modrá pyramida stavební spořitelna, a. s.
- Moneta Stavební spořitelna, a. s.
- Raiffeisen stavební spořitelna, a. s.
- Stavební spořitelna České spořitelny, a. s.

Banks and Other Credit Institutions

- Banka CREDITAS a. s.
- BNP Paribas Personal Finance SA, odštěpný závod (Hello bank!)
- Česká spořitelna, a. s.
- Československá obchodní banka, a. s.
- Home Credit a. s.
- Hypoteční banka, a. s.
- J&T Banka, a. s.
- Komerční banka, a. s.
- mBank S.A., organizační složka
- MONETA Leasing, s. r. o.
- MONETA Money Bank, a. s.
- Oberbank AG pobočka Česká republika
- ProCredia, a. s.
- Raiffeisenbank, a. s.

- UniCredit Bank Czech Republic and Slovakia, a. s.
- UNILEASING a. s.

Investment Companies and Funds

- Amundi Czech Republic, investiční společnost, a. s.
- Amundi Czech Republic Asset Management, a. s.
- Colosseum, a. s.
- Conseq Investment Management, a. s.
- Generali Investments CEE, investiční společnost, a. s.
- INVESTIKA, investiční společnost, a. s.
- MONECO investiční společnost, a. s.
- Sirius investiční společnost a. s.
- UNIQA investiční společnost, a. s.
- Wine Investment Partners, investiční fond s proměnným základním kapitálem, a. s.

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CONTACT INFORMATION



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