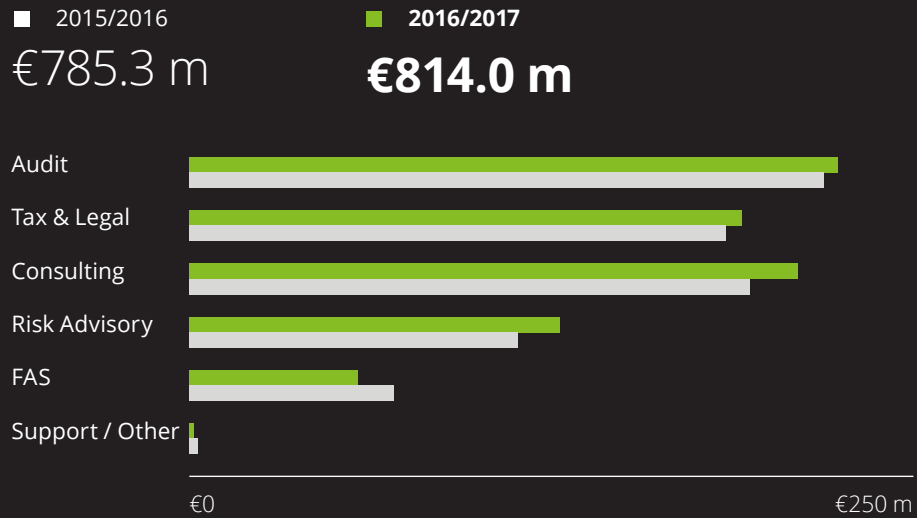
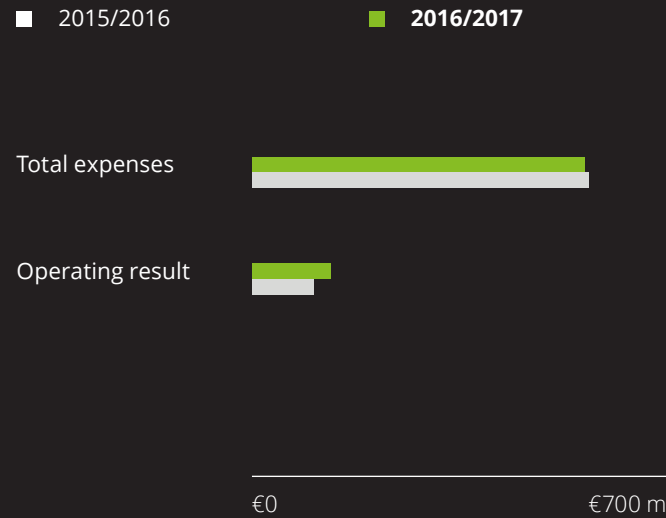


Net turnover



Innovation



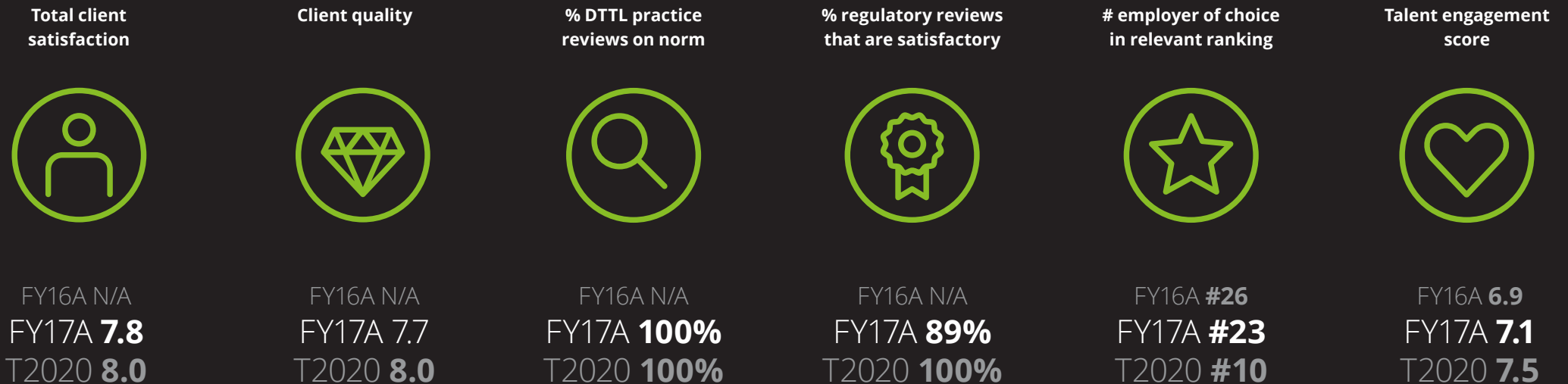
2015/2016 **2016/2017**
 €12.6 m **€11.6 m**

Strategic KPIs based on target setting 2020

Ensure quality

A = actual T = target
 N/A = Not available

Premier career destination



Accelerate growth and innovation

Revenue growth in
Corporate Advisory



FY16A **65 €Mio**
FY17A **109 €Mio**
T2020 **200 €Mio**

Average profitability in
growth areas



FY16A **45%**
FY17A **46%**
T2020 **45%**

% of revenues from
innovative offerings



FY16A **16%**
FY17A **23%**
T2020 **30%**

Establish lean operations

Total overhead costs
/ fee earner FTE



FY16A **N/A**
FY17A **44.7 €K**
T2020 **44.2 €K**

Relative position in
international network



FY16A **3rd Quartile**
FY17A **3rd Quartile**
T2020 **1st Quartile**

Impact on society

Hours spent on
societal projects



FY16A **0.1%**
FY17A **0.3%**
T2020 **1.0%**