

CORPORATE NEWS

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Page 1/3

JDC Group results for the first half of 2021: Accelerated growth leads to jump in revenues and profits – guidance for full year 2021 raised

- **Revenues increase by 16.6 percent to EUR 68.6 million in the first half of 2021; in the second quarter, revenues even rose by 19.2 percent to EUR 32.6 million.**
 - **EBITDA up by around 39 percent in the first half of 2021 at EUR 4.3 million; EBIT doubles to EUR 1.9 million**
 - **Full-year 2021 revenue and profit guidance raised**
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Results published today for JDC Group AG (ISIN DE000A0B9N37) for the first half of 2021 show a significant acceleration in growth accompanied by a jump in revenues and profit.

Total revenues grew by 16.6 percent to EUR 68.6 million in the first half of 2021 (first half of 2020: EUR 58.8 million). Revenues for the second quarter were up by 19.2 percent at EUR 32.6 million.

Revenues in the Advisortech segment increased by around 14 percent to EUR 56.4 million in the first half. The Advisory segment's revenues were up by almost 24 percent at EUR 17.3 million.

Earnings before interest, tax, depreciation and amortisation (EBITDA) rose by around 39 percent to EUR 4.3 million in the first half of the year (first half of 2020: EUR 3.1 million). Second-quarter EBITA jumped by around 60 percent to EUR 1.5 million (second quarter of 2020: EUR 0.9 million).

Earnings before interest and tax (EBIT) doubled to EUR 1.9 million (first half of 2020: EUR 0.9 million). The consolidated profit leapt to EUR 1.0 million in the first half of 2021, compared with EUR 0.2 million in 2020.

The Group's operating performance also developed positively: In the second quarter, JDC Group AG and a subsidiary of Provinzial Holding AG signed an agreement to establish "Einfach Gut Versichert GmbH" as a joint venture, thus economically implementing the letter of intent signed in February. Through this now contractually fixed cooperation, JDC will become the exclusive third-party insurance platform for around 100 savings banks in the business area of Provinzial in the coming years and will thus be able to significantly expand its current business volume.

With the acquisition of MORGEN & MORGEN GmbH, JDC has expanded its own platform in the field of data analytics, software development and product knowledge with an analytics tool for tariffs of all insurance products marketed in Germany. Tariffs can now be compared and rated across all data dimensions, and products can be recommended and sold with the aid of algorithms and artificial intelligence. The acquisition of MORGEN & MORGEN GmbH makes the JDC platform even more attractive for its intermediaries and customers.

"The development of the first half of the year clearly exceeded our expectations," says Ralph Konrad, CFO/COO of JDC Group, commenting on the quarterly figures. "With the half-year EBITDA 2021, we have already achieved 85% of the overall result for 2020 with a growth of 17%. This is remarkable and shows the scalability of our platform. That is why we have adjusted our guidance upwards and are very optimistic for 2021 and the following years."

"As the series of recently won tenders shows, our digital insurance platform is now the first choice for key customers and banks and will be even more attractive in the future thanks to the tools of MORGEN & MORGEN," adds CEO Dr. Sebastian Grabmaier. "Revenue growth is continuing to accelerate, and this will not only result in a sharper increase in profits, but will also bring us closer to our objective of becoming the largest financial and insurance platform in Germany and Europe."

The key figures for the first six months and the second quarter of 2021 are as follows:

At a glance

kEUR

	Q2 2021	Q2 2020	Change	1 HJ 2021	1 HJ 2020	Change
	kEUR	kEUR	in %	kEUR	kEUR	in %
Revenue	32,644	27,381	19.2%	68,611	58,820	16.6%
thereof Advisortech	25,848	22,449	15.1%	56,449	49,565	13.9%
thereof Advisory	9,038	6,928	30.5%	17,291	13,998	23.5%
thereof Holding / Conso.	-2,242	-1,996	-12.3%	-5,129	-4,743	-8.1%
EBITDA	1,506	939	60.4%	4,343	3,134	38.6%
EBIT	225	-144	> 100%	1,914	947	> 100%
EBT	-146	-504	71.0%	1,174	220	> 100%
Net profit	-235	-509	53.8%	980	190	> 100%

We confirm our positive assessment for the further course of 2021 and are raising the guidance previously published. Based on agreements already signed, the company now expects revenues to grow to between EUR 140 million and EUR 145 million in the full-year of 2021 (compared with the previous guidance of EUR 135 million to EUR 142 million), with EBITDA of more than EUR 8 million (instead of more than EUR 7 million as before).

The HY report 2021 can be found, along with further information on JDC Group AG, at www.jdcgroup.de.

About JDC Group AG

JDC Group AG (ISIN: DE000A0B9N37) offers a digital platform for insurance, mutual funds and all other financial products and services under the brands Jung, DMS & Cie., allesmeins and Geld.de. By offering the full product range and complete data and document supply of all product providers in the financial market, it creates through its vision systems and interfaces the perfect workplace for financial intermediaries of all kinds (brokers, agents, corporate brokers, banks, tied agent networks, FinTechs) and the first real financial home for financial service customers. Via smartphone app, tablet or PC, customers and intermediaries receive a complete overview of the individual insurance and fund portfolio, simple online tools and transfer processes as well as a complete market comparison, so that customers and consultants can optimize insurance cover and pension plans easily and in an ideal performance-cost ratio. More than 300 well-trained consultants under the FINUM brand complement the platform offering for demanding and upscale private customers. With more than 16,000 connected platform users, around 1.5 million customers, annual sales of around two billion euros, a fund portfolio of more than five billion euros and annual insurance premiums of almost 800 million euros, we are one of the market leaders in the German-speaking region. JDC focuses on sustainability and is committed to the ESG criteria: As a digitalization service provider, JDC helps to save many tons of paper and make everyday life of financial intermediaries and customers easier.

Disclaimer

The members of the Management Board of JDC Group AG hold stakes in JDC Group AG and have a personal interest in the type and content of the information given in this announcement.