

CORPORATE NEWS

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Record growth at JDC: revenues to exceed EUR 220 million and EBITDA to exceed EUR 15 million in 2024

- **Record Q4 with revenues of over EUR 60 million for the first time ensures revenue growth of almost 29 percent for the year as a whole**

- **The EBITDA of the record previous year's quarter was significantly exceeded again at EUR 5.9 million, resulting in an increase of nearly 29 percent for EBITDA in 2024 to EUR 15.1 million**

- **Preliminary EBIT up almost 50 percent to EUR 8.7 million**

- **Supervisory Board extends the appointments of Dr. Sebastian Grabmaier and Ralph Konrad to the Board of Management**

- **Revenue to grow to up to EUR 500 million by 2030**

JDC Group AG (ISIN DE000A0B9N37) ended the past year with another very strong fourth quarter, achieving record revenue growth and a convincing annual result. Based on the preliminary and as yet unaudited financial figures published today, the group's revenue in 2024 increased by almost 29 percent to EUR 220.9 million (2023: EUR 171.7 million). Earnings before interest, taxes, depreciation and amortization (EBITDA) increased to EUR 15.1 million, also rising by almost 29 percent (2023: EUR 11.7 million). Earnings before interest and taxes (EBIT) of EUR 8.7 million were almost 50 percent higher than the previous year's figure of EUR 5.8 million.

JDC Group AG's quarterly revenues rose by more than 28 percent to EUR 62.7 million in the fourth quarter of 2024 (Q4 2023: 48.8 million EUR), thereby reaching a value of over 60 million EUR in a quarter for the first time in the company's history; quarterly earnings before interest, taxes, depreciation and amortization (EBITDA) increased by over 18 percent from 5.0 million EUR to 5.9 million EUR. This is also a new quarterly high.

Both operating segments, Advisortech and Advisory, have developed excellently over the past year: Revenues in the Advisortech division rose by around 31 percent in both the fourth quarter and the year as a whole; quarterly revenues increased to EUR 55.7 million (Q4 2023: EUR 42.4 million), while revenues for the full year rose to around EUR 197 million (2023: EUR 150.9 million). Earnings before interest, taxes, depreciation and amortization (EBITDA) increased by around 19 percent to EUR 5.3 million in the fourth quarter (Q4 2023: EUR 4.5 million) and by around 27 percent year-on-year to EUR 15.1 million (2023: EUR 11.9 million).

The Advisory division increased its revenue by almost 16 percent to EUR 11.1 million (Q4 2023: EUR 9.6 million) in the fourth quarter and by approximately 17 percent to EUR 38.8 million (2023:

EUR 33.2 million) in the full-year comparison. The segment's EBITDA rose by around 41 percent quarter-on-quarter to EUR 2.0 million (Q4 2023: EUR 1.4 million) and by more than 36 percent year-on-year to EUR 4.2 million (2023: EUR 3.1 million).

The improvement in the group's earnings resulted in particular from the positive development of the broker and consultant business, the acquisition of new major clients and the successful integration of the Top Ten Group. If the expenses from the Top Ten integration and other one-time expenses are eliminated, the EBITDA would amount to EUR 15.9 million instead of EUR 15.1 million.

Overall, the key figures on a preliminary basis were as follows:

At a glance

	Q4 - 2024	Q4 - 2023	Change	FY 2024	FY 2023	Change
	kEUR	kEUR	in %	kEUR	kEUR	in %
Revenues	62,663	48,800	28.4%	220,879	171,714	28.6%
- thereof Advisortech	55,706	42,405	31.4%	196,952	150,850	30.6%
- thereof Advisory	11,105	9,582	15.9%	38,807	33,220	16.8%
- thereof Holding/Cons	-4,148	-3,187	-30.2%	-14,879	-12,356	-20.4%
EBITDA	5,918	5,011	18.1%	15,116	11,726	28.9%
EBIT	4,132	3,332	24.0%	8,738	5,839	49.6%
EBT	3,806	2,365	61.0%	7,538	3,777	99.6%
Net profit	3,082	2,565	20.2%	6,133	3,832	60.0%

"2024 was certainly the most successful financial year in our company's history. For the first time, all segments, sales channels and product areas contributed to the record revenue and earnings achieved with record growth. After an already outstanding third quarter, the fourth quarter in particular was again a positive surprise, in which we were able to generate revenues of over EUR 60 million and an EBITDA of EUR 5.9 million in just three months for the first time," said Ralph Konrad, CFO of JDC Group AG, pleased with the excellent business performance.

"The latest results provide an excellent starting point for the 2025 financial year, in which we want to achieve significant growth in revenue and earnings once again: this means that the target for 2025 that we communicated back in 2020 – revenue of around EUR 250 million and a significant increase in 2020 EBITDA – is now well within reach," explains Dr. Sebastian Grabmaier, CEO of JDC Group AG. "But we at JDC also have big plans for the future: due to our strong market position and stable shareholder base, we see ourselves as ideally positioned to continue to be one of the main drivers of the incipient market consolidation. Now that the Management Board appointments of Ralph Konrad and myself have been extended by a further five years, we want to develop the company to achieve revenues of EUR 450 to 500 million with an EBITDA target of EUR 40 to 50

million by the end of 2030. For JDC, a billion-euro valuation could then be within reach if we continue to grow. We are entering the next five years with this goal in mind!"

For 2025, JDC Group AG expects revenues to grow to between EUR 245 and 265 million and EBITDA to reach EUR 18.5 to 20.5 million.

The company plans to publish the final, audited figures for the 2024 financial year on March 31, 2025. Further information about JDC Group AG can be found at www.jdcgroup.de.

About JDC Group AG

JDC Group AG (ISIN: DE000A0B9N37) offers a digital platform for insurance companies, investment funds and all other financial products and services under the brands Jung, DMS & Cie., MORGEN & MORGEN, allesmeins, Top Ten and Geld.de. By offering and processing all product providers in the financial market with a complete product range and complete data and document supply, it creates the perfect workplace for financial intermediaries of all kinds (brokers, agents, company-affiliated intermediaries, banks, exclusivity organizations, FinTechs) and the first real financial home for financial services customers via its visualization systems and interfaces. Customers and brokers can use a smartphone app, tablet or PC to get a complete overview of their individual insurance and fund portfolio, simple transactions and transfer options, and a complete market comparison, so that customers and advisors can optimize their coverage and retirement planning easily and with an ideal cost-performance ratio. Around 250 well-trained consultants under the FiNUM brand supplement the platform offering for sophisticated and high-net-worth private clients. With more than 16,000 affiliated platform users, around 2.4 million customers, a fund portfolio of over 7.5 billion euros and annual insurance premiums of over 1.2 billion euros, we are one of the market leaders in German-speaking countries. JDC focuses on sustainability and is committed to ESG criteria: as a digitization service provider, JDC helps save many tons of paper and simplifies the daily work of financial intermediaries and their customers.

Disclaimer:

The Management Board members of JDC Group AG hold an interest in JDC Group AG and have a self-interest in the nature and content of the information provided in this release.