



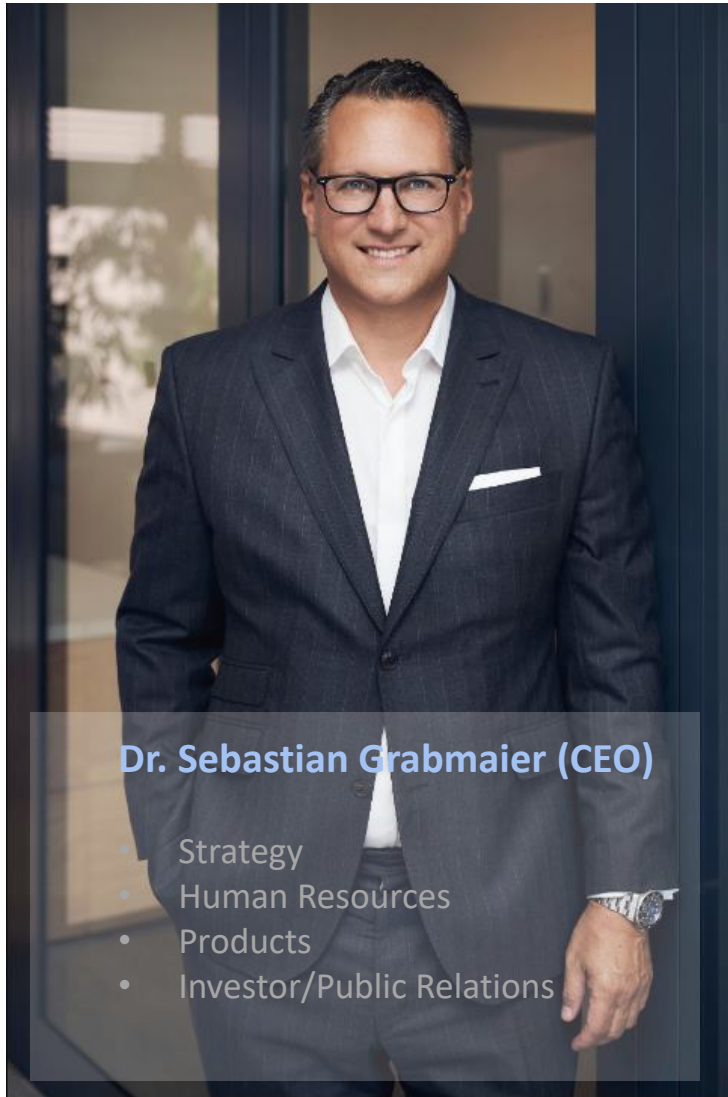
EARNINGS CALL Q1 2024

Growth on +20%-Target

Dr. Sebastian Grabmaier (CEO)

Ralph Konrad (CFO)

JDC's Earnings Call presented by



Dr. Sebastian Grabmaier (CEO)

- Strategy
- Human Resources
- Products
- Investor/Public Relations

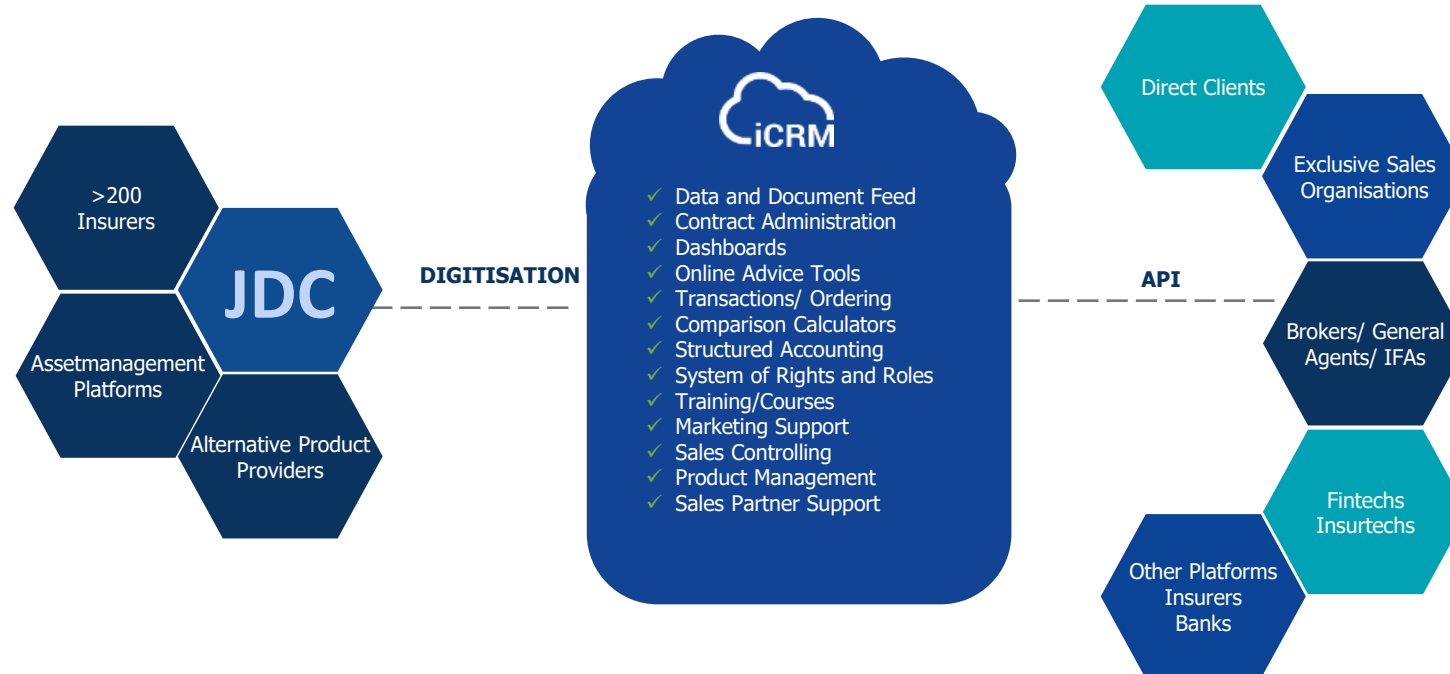


Ralph Konrad (CFO)

- IT - Platform
- Operations
- Finance
- Legal & Compliance
- M & A

Platform technology

MAKING GERMAN INSURANCE DIGITAL

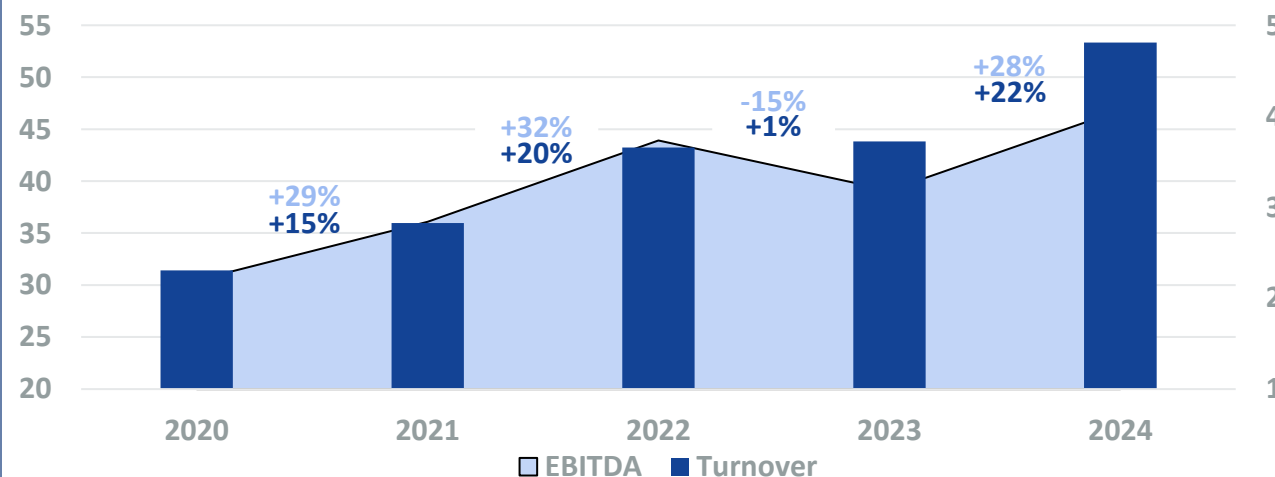


- JDC's platform is a market leader for the administration and processing of financial products and the #1 for insurance contracts.
- Currently there are 5.0M contracts on the platform.
- Next to increasing back-office efficiency through digitization, JDC's solutions and iCRM also actively support the selling process for financial intermediaries.
- The platform's value is driven by JDC's IT stack, established relationships to more than 200 insurance companies and proven ability to connect into a wide range of verticals.
- JDC is trusted by clients from the banking and insurance industry as well as corporates and fintech companies.

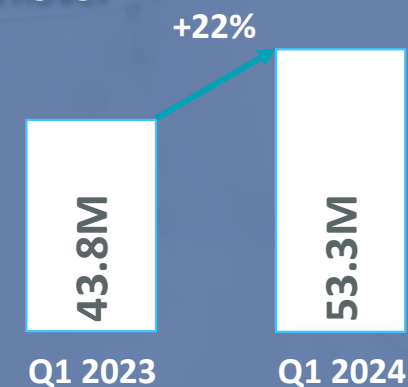
Q1 2024

- After a very strong fourth quarter 2023 with a turnover growth at a growth rate of more than 20%, JDC could add another record quarter: At a growth rate of almost 22 percent, JDC Group for the first time achieved revenues of more than 50 million EUR
- Next to the strong insurance business, growths stems from the recovery of the investment- and financing business and the revival of real estate and alternative investment product groups
- Q1 EBITDA + 28%

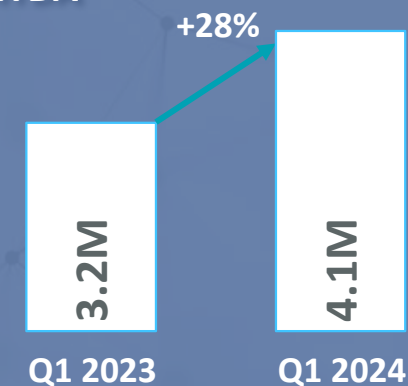
Historical development of turnover and EBITDA Q1 in million EUR



Turnover



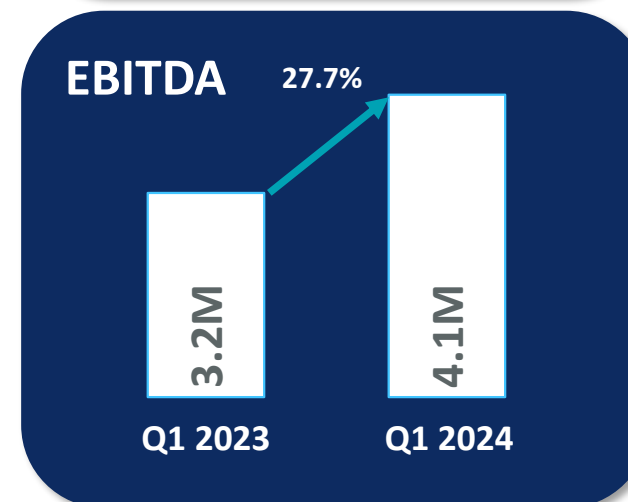
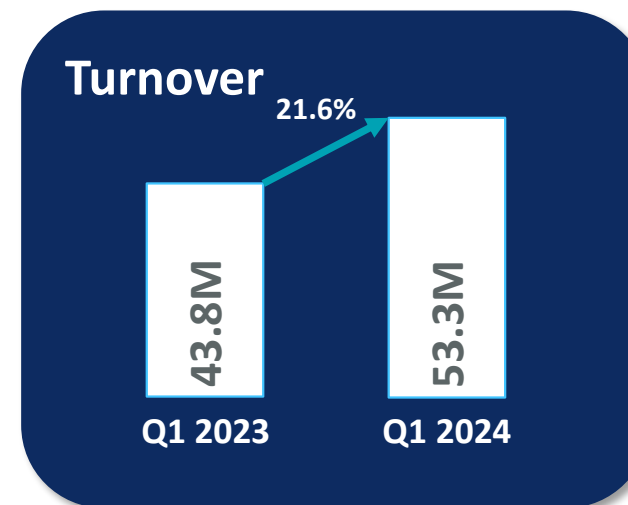
EBITDA



Q1 2024

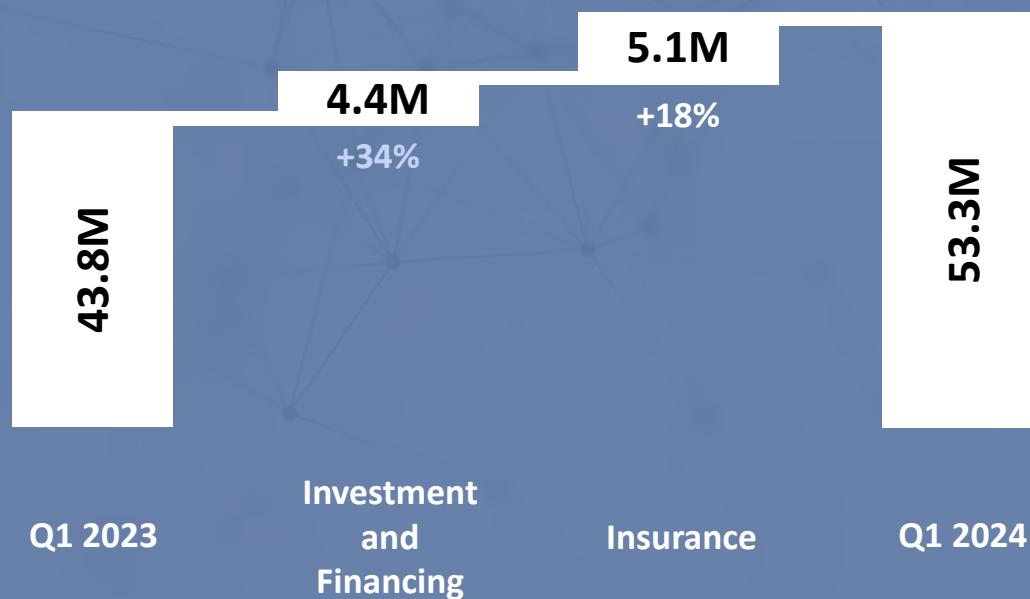
Q1 2024 IN NUMBERS – GROUP

in million EUR	Q1 2024	Q1 2023	Q1 2024 vs. Q1 2023
Revenues	53.3	43.8	21.6%
→ Advisortech	48.3	39.4	22.6%
→ Advisory	8.7	8.2	6.8%
→ Holding/IC	-3.7	-3.8	0.9%
Gross profit	15.6	13.0	20.4%
EBITDA	4.1	3.2	27.7%
EBITA	3.1	2.3	33.2%
EBIT	2.5	1.8	39.6%



Strong growth in all product groups

Turnover development Q1 2024

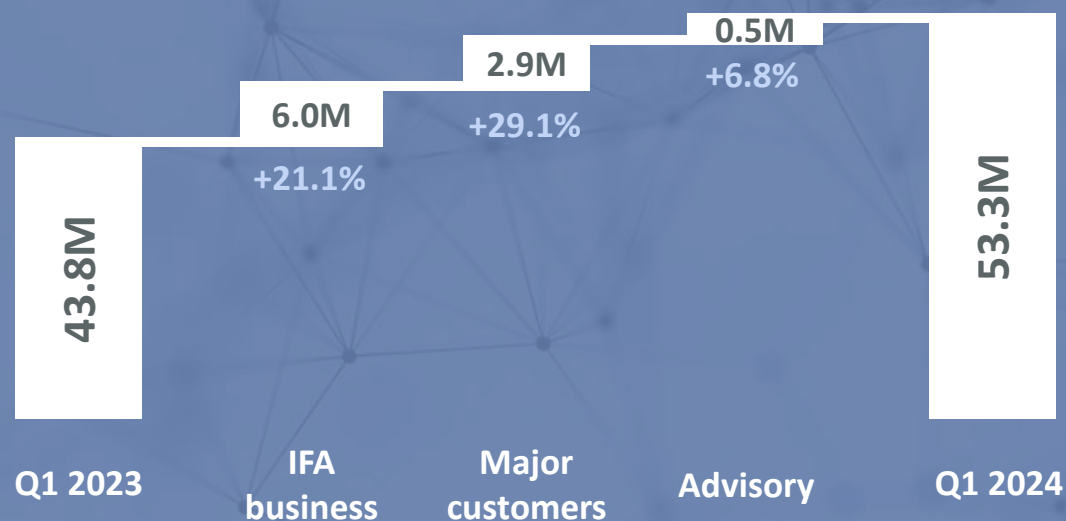


Our Investment and Financing activities are revived and back on growth path. Overall we have a growth about 34% from Q1 23 to Q1 24

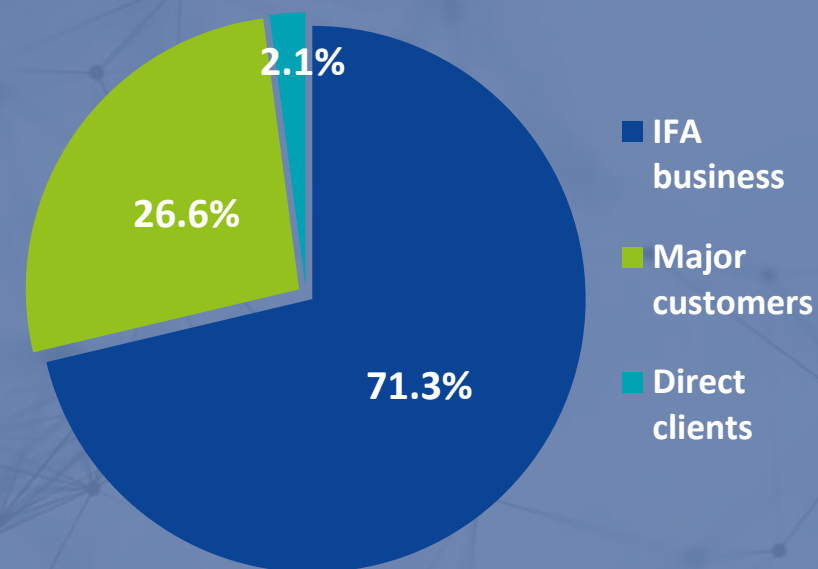
In the insurance sector we also have our strong and ongoing growth of 18% with a recurring rate of about 60%

Composition of turnover growth & turnover split

Turnover development Q1 2024



Advisortech turnover split Q1 2024

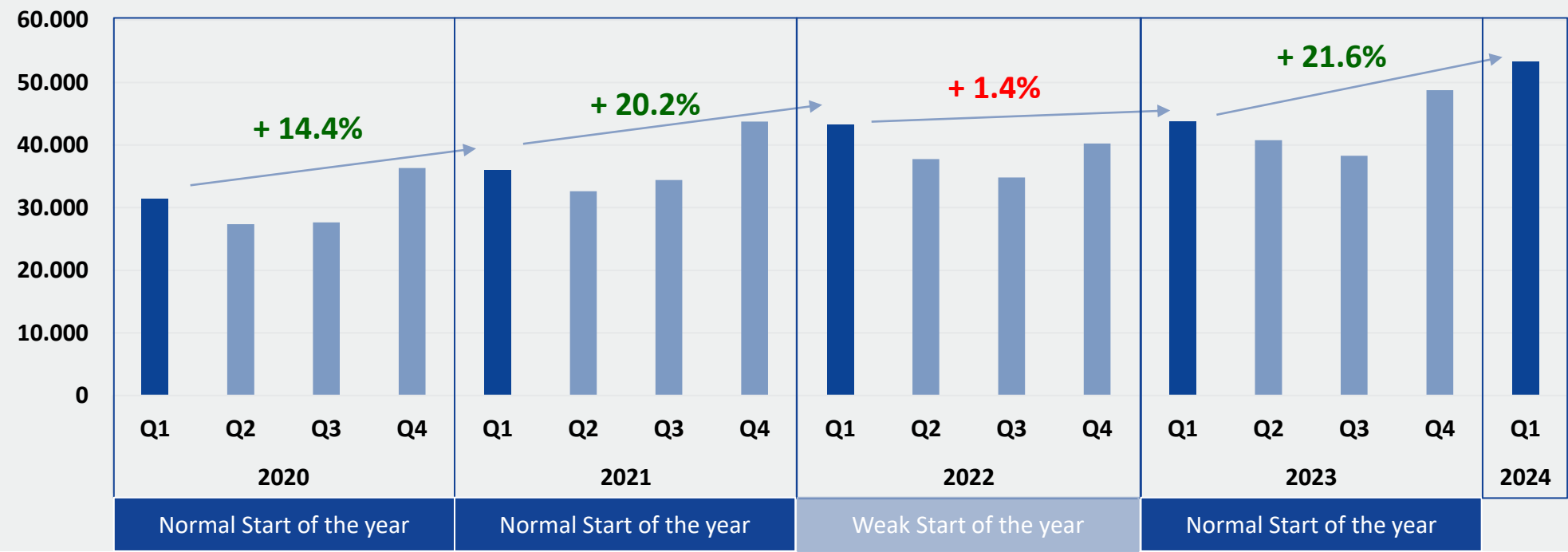


- Direct clients with stable revenues
- Development of Key Account Business very satisfying
- Advisory segment back to growth

Major customers contribute over 25 percent to JDC's Advisortech turnover, IFA base still an important driver of growth

Quarterly comparison shows a strong start into 2024

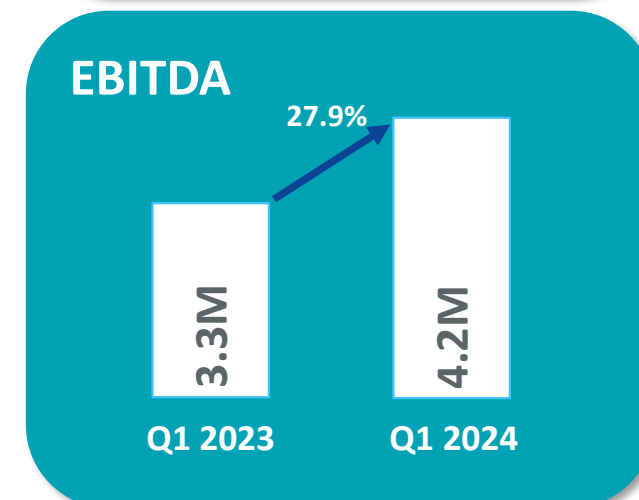
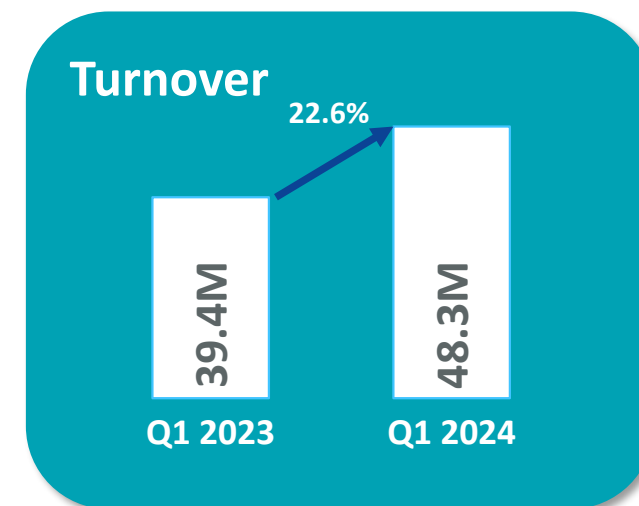
The QoQ comparison normally shows 15 to 20% turnover growth from Q1 to Q1.
From Q1 2023 to Q1 2024 revenues increased by 21.6%



Q1 2024

Q1 2024 IN NUMBERS – ADVISORTECH

ADVISORTECH	Q1 2024	Q1 2023	Q1 2024 vs. Q1 2023
Revenues	48.3	39.4	22.6%
Gross profit	12.6	10.3	22.4%
Depreciation and amortization	-1.2	-1.0	-18.4%
Personnel expenses	-5.7	-4.8	-17.6%
Other operating expenses	-2.8	-2.2	-24.6%
EBITDA	4.2	3.3	27.9%
EBITA	3.4	2.6	29.5%
EBIT	3.0	2.3	32.1%

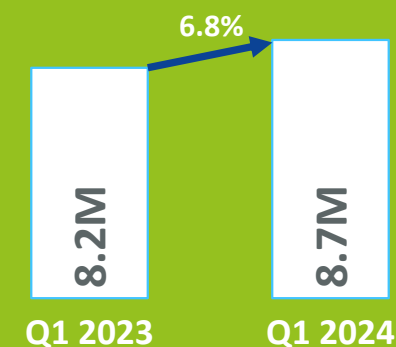


Q1 2024

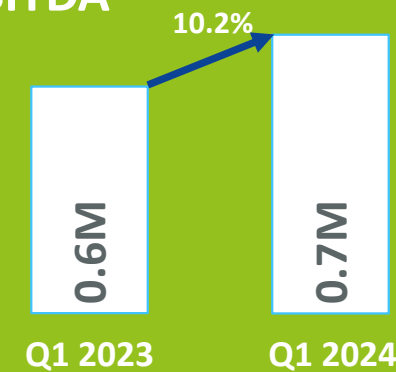
Q1 2024 IN NUMBERS – ADVISORY

ADVISORY	Q1 2024	Q1 2023	Q1 2024 vs. Q1 2023
Revenues	8.7	8.2	6.8%
Gross profit	3.0	2.7	12.5%
Depreciation and amortization	-0.3	-0.3	6.4%
Personnel expenses	-1.5	-1.2	-23.2%
Other operating expenses	-0.9	-0.9	1.3%
EBITDA	0.7	0.6	10.2%
EBITA	0.5	0.4	19.1%
EBIT	0.4	0.3	26.1%

Turnover



EBITDA



Q1 2024

CASH FLOW STATEMENT



in kEUR	01/2024 – 03/2024	01/2023 – 03/2023	Q1 2024 vs. Q1 2023
Cash and cash equivalents at the beginning of the period	26,362	16,672	9,690
Cash flow from operating activities	3,999	4,074	-75
Cash flow from investment activities	-3,401	-1,036	-2,365
Cash flow from financing activities	-1,525	-284	-1,241
Cash and cash equivalents at the end of the period	25,435	19,426	6,009

Strong cash flow from operating activities (4m) in Q1

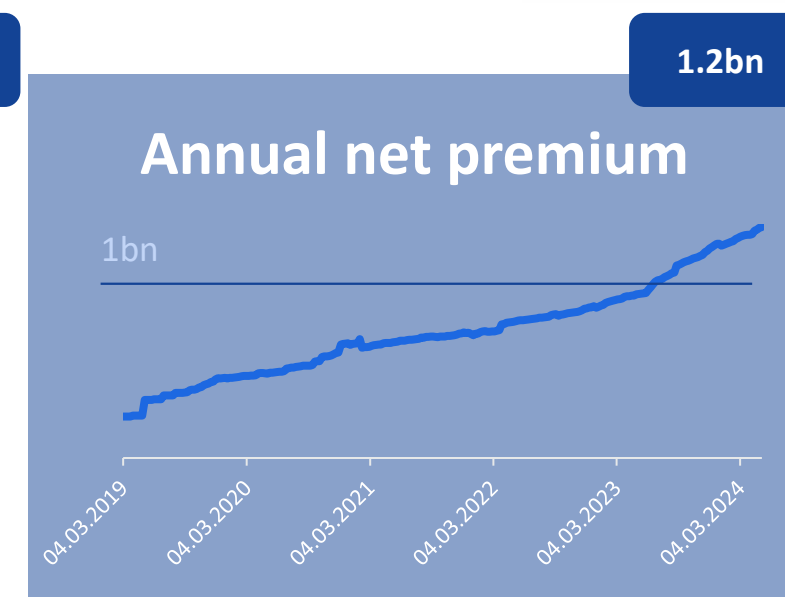
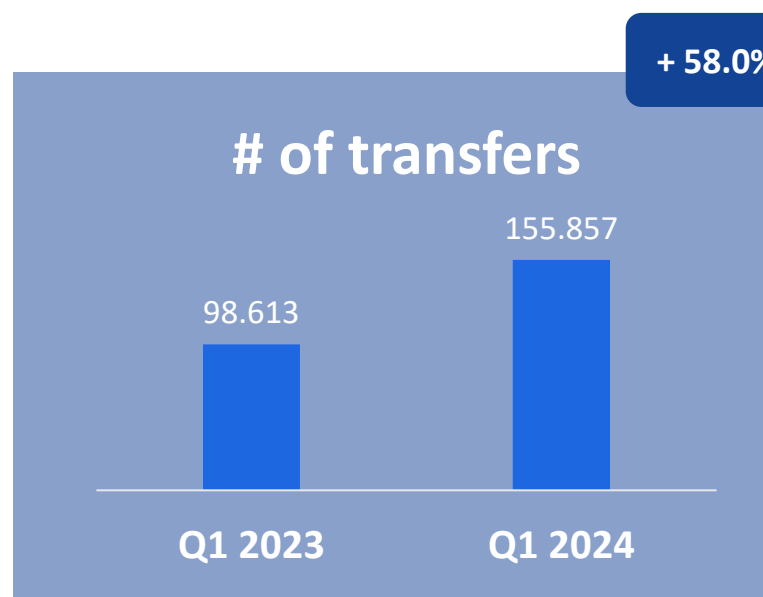
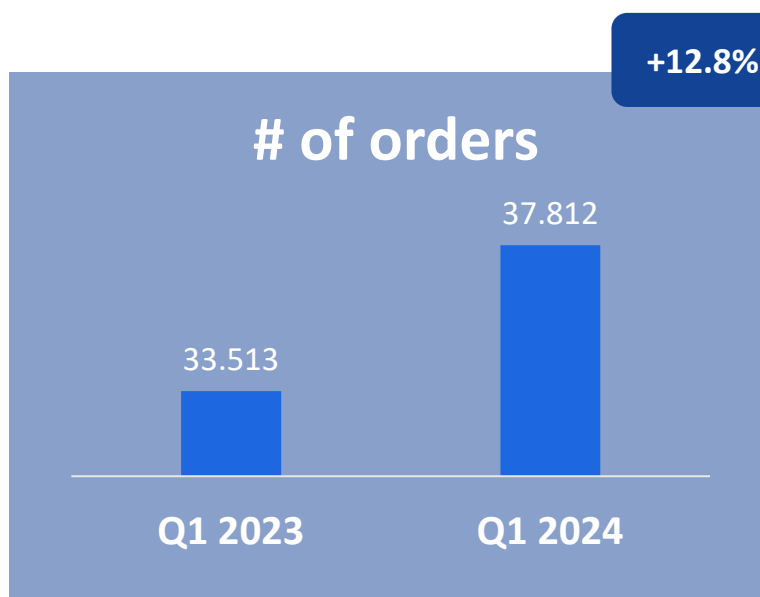
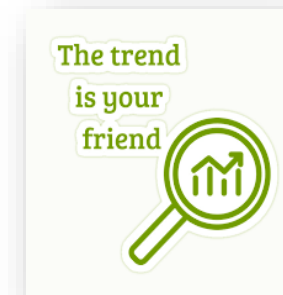
Increased Investment activities due to acquisitions and capital calls from Summitas

Negative cash flow from financing activities due to the share buyback program

Strong Cash position

JDC platform activity 2024 at all-time high levels

- Overall Platform activity with an All-Time-High! – driven by the insurance sector
- # of orders up more than +12%
- # of contract transfers about +60%
- Annual net premium on the JDC platform is growing constantly and reached recently 1.2bn EUR



Development of share price



Share price (XETRA): 22.80 EUR (May 10th, 2024)

144,811 own shares (as of May 10th, 2024)

Purchase price 19.83 EUR per share

Reserves >500k / Share Value 3.4M

Bond 2023/2028



Quote (Tradegate): 104.38 % (May 10th, 2024)

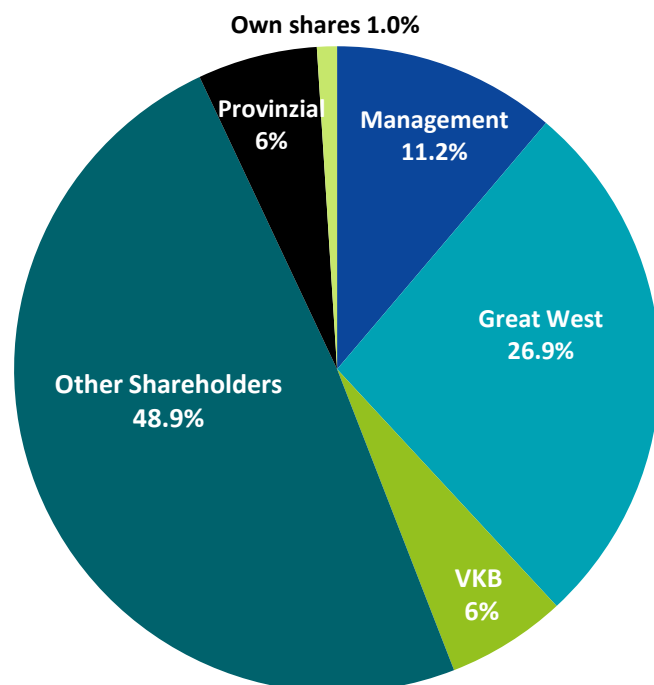
Volume: 20,000,000 EUR

coupon: 7.0 % p.a

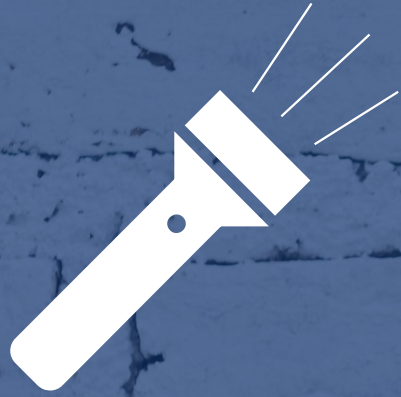
ISIN: DE000A3514Q0

JDC Group – stock market data

Shareholder structure



Shares Outstanding	13,668,461
ISIN	DE000A0B9N37
Bloomberg	JDC:GR
Current share price as of May 10th, 2024	EUR 22.80
Market Cap	EUR 312m
Average daily trading volume	approx. 50k shares



Spotlights:

JDC Platform Summit

Operations @ JDC

Summitas

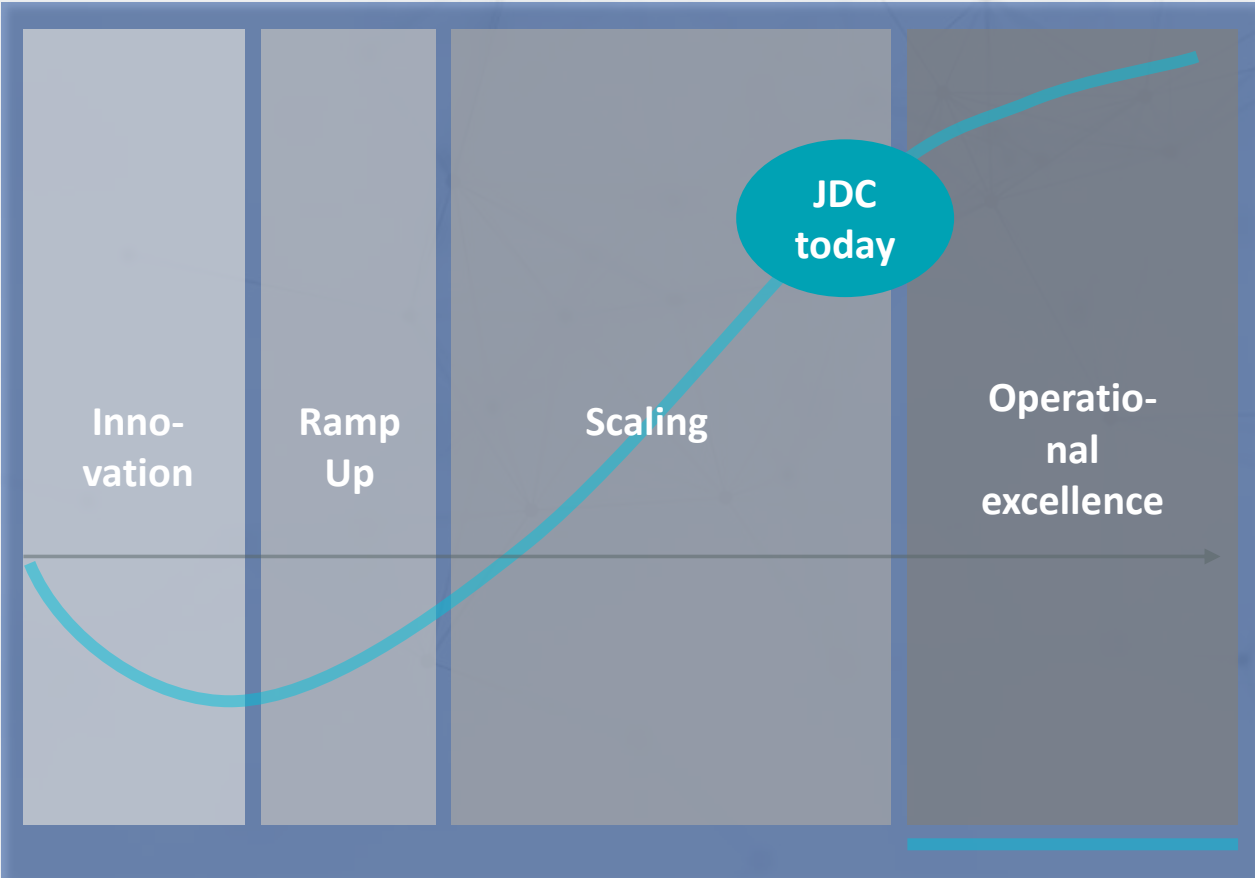
Share buyback program





Operations @ JDC

OPERATIONAL EXCELLENCE IS THE KEY FOR FURTHER INCREASE OF PROFITABILITY



	Q1 2023	Q1 2024
Customer data sets on the platform	2.0M	2.4M
		+15%
Contract data sets on the platform	4.3M	5.0M
		+20%
Documents processed	1.0M	1.25M
		+25%
FTE as of 31.12.2023	388	394
		+1.5%

SUMMITAS

SUMMITAS GROUP HAS SUCCESSFULLY EXECUTED FIRST TRANSACTIONS/ TEAM COMPLETE



Joint Venture of Bain Capital (65%), Great West (25%), JDC Group (10%): Several 100m EUR (thereof up to 150m equity) will be invested into a roll up investment case to consolidate the German and Austrian commercial broker market.

First 10 transactions signed and executed until end of Q1 24:

Revenues >10m EUR, exp. EBITDA >2.5m EUR

Münchener Versicherungsmakler, EASIE, Economic, Versicherungskontor, Dr. Ihlas, Confera...

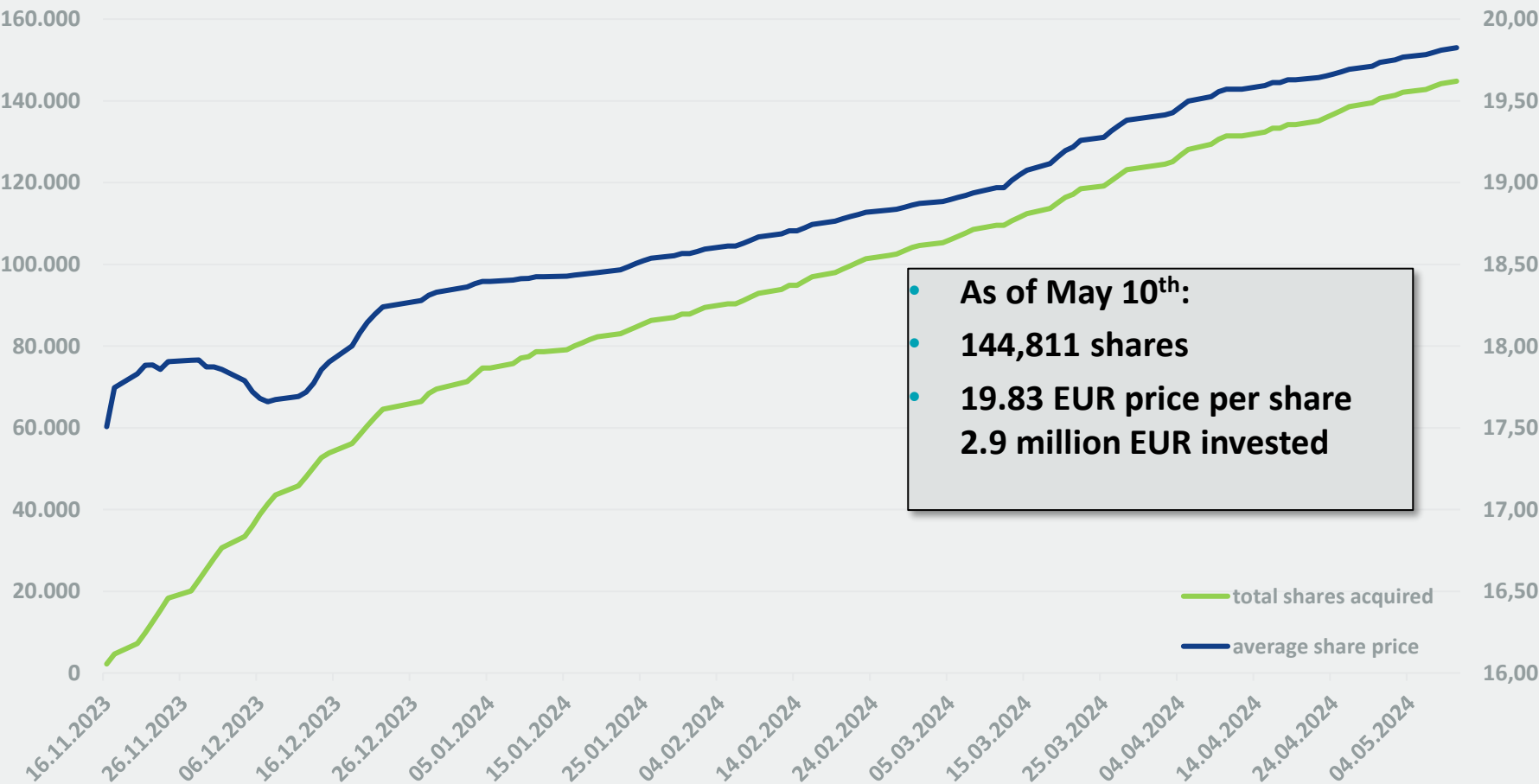
Full pipeline: 12 transactions expected in 2024

JDC to deliver platform services for all target companies at normal margins, min. 3.5m turnover and 500k earnings expected for 2024, starting from HY2

New CEO Lutz Richter started on March 15, 2024



SHARE BUYBACK PROGRAM



Start: November 16, 2023
End: May 15, 2024

Limited with a maximum volume of 350,000 shares and a maximum total purchase price of EUR 5 million



JDC
GROUP

1--3353438

Logout [-]

Meine Daten

Schaden melden

Kontakt

News

41% BEST ADVICE! BETTER TECHNOLOGY.

30% Achtung! Meine Absicherung ist nicht ausreichend.

folgende Versicherungen sind hinterlegt

KFZ-Versicherung



VHV Allgemeine
Versicherung AG

26,00 €
monatlich

Vertrag optimieren

Vertragsdetails und Dokumente anzeigen

Private Krankenversicherung



HanseMerkur
Krankenversicherung AG

450,00 €
monatlich

Vertrag optimieren

Vertragsdetails und Dokumente anzeigen

Tierhalterhaftpflicht



Barnard & Partner
Konzept & Marketing

120,00 €
jährlich

Vertrag optimieren

Vertragsdetails und Dokumente anzeigen

Guidance

Achievements Q1

Turnover
53.3 million

EBITDA
4.1 million

Guidance 2024

Turnover
205 to 220 million

On track

EBITDA
14.5 to 16 million

On track

Goals 2024

- Integration of Top Ten Group
- Relevant turnover and gross margin from Summitas companies
- Refocus on smaller IFAs – Leverage the experience from major customers
- Expansion of IT cooperation with insurance companies
- Meaningful further development of IT platform / First steps into the world of AI
- Further reduction of costs per contract (economies of scale)

On track



JDC's future business performance depends on the further development of the global and national economic environment and consumer confidence.



Thank you for your attention!

Disclaimer



This presentation does not address the investment objectives or financial situation of any particular person or legal entity. Investors should seek independent professional advice and perform their own analysis regarding the appropriateness of investing in any of our securities.

While JDC Group AG has endeavored to include in this presentation information it believes to be reliable, complete and up-to-date, the company does not make any representation or warranty, express or implied, as to the accuracy, completeness or updated status of such information.

Some of the statements in this presentation may be forward-looking statements or statements of future expectations based on currently available information. Such statements naturally are subject to risks and uncertainties. Factors such as the development of general economic conditions, future market conditions, changes in capital markets and other circumstances may cause the actual events or results to be materially different from those anticipated by such statements.

This presentation serves information purposes only and does not constitute or form part of an offer or solicitation to acquire, subscribe to or dispose any, of the securities of JDC Group AG.

©JDC Group AG. All rights reserved.