



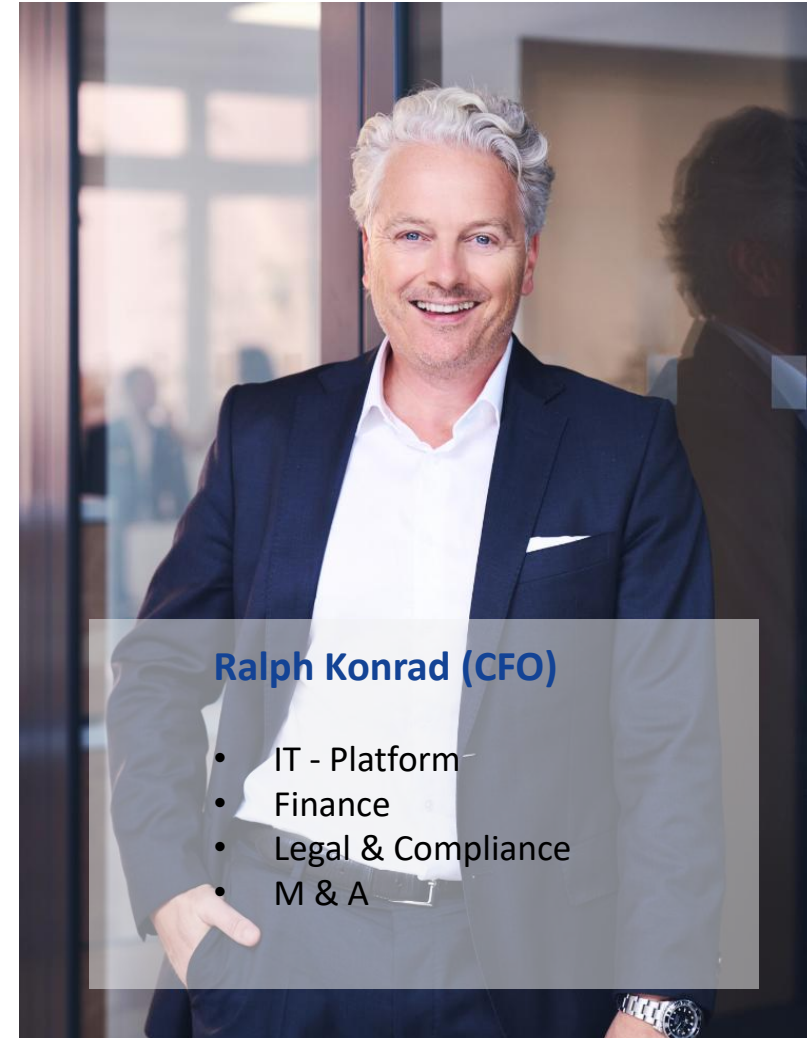
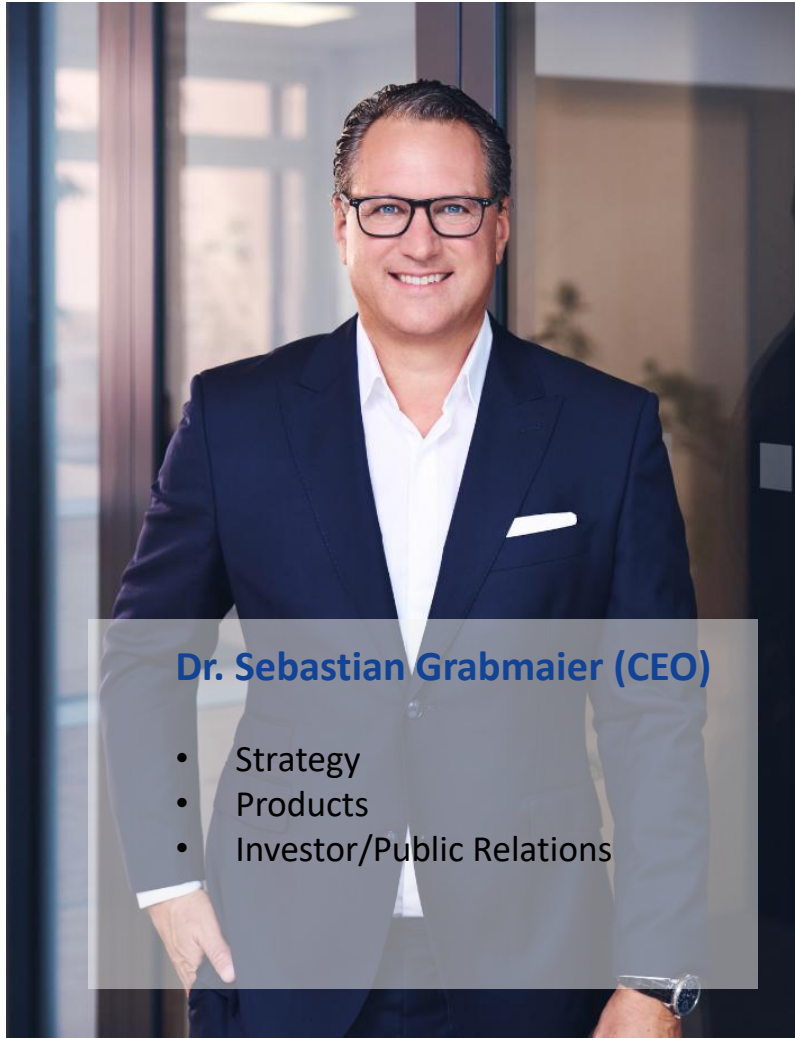
EARNINGS CALL Q1 2025

A strong start into the fiscal year 2025 again

Dr. Sebastian Grabmaier (CEO)

Ralph Konrad (CFO)

JDC's Earnings Call presented by



Platform technology

MAKING GERMAN INSURANCE DIGITAL

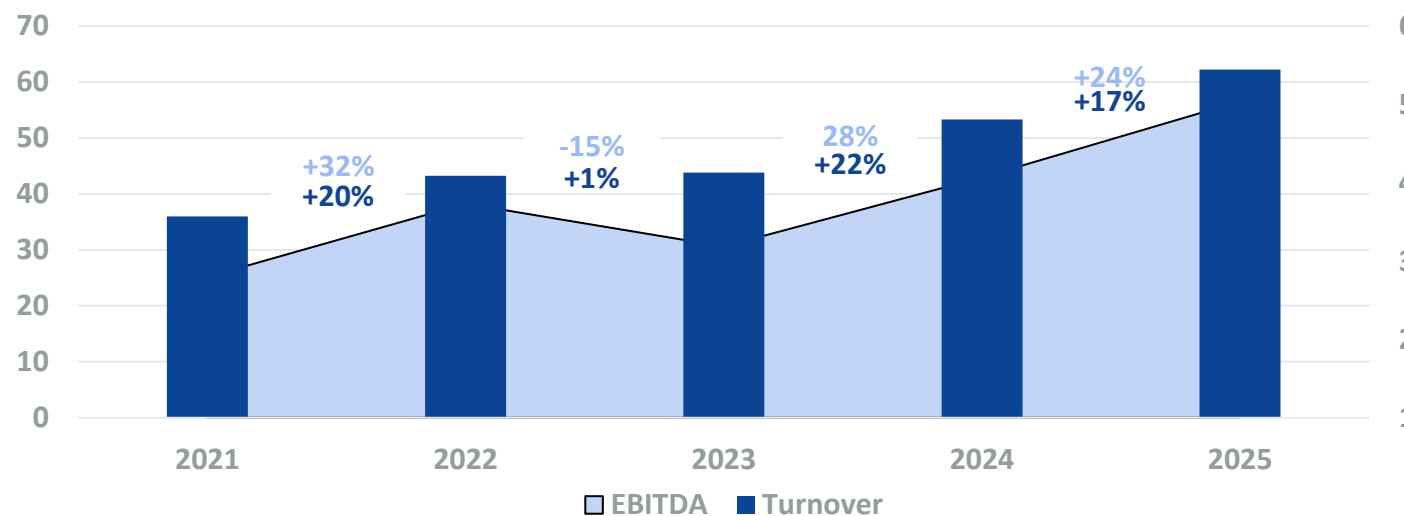


- JDC's platform is a market leader for the administration and processing of financial products and the #1 for insurance contracts.
- Currently there are 6.0M contracts (data sets) on the platform.
- Next to increasing back-office efficiency through digitization, JDC's solutions and iCRM also actively support the selling process for financial intermediaries.
- The platform's value is driven by JDC's IT stack, established relationships to more than 220 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.

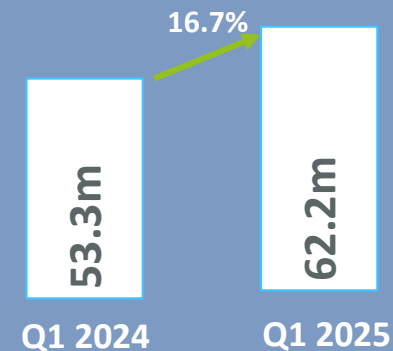
Q1 2025

- With more than EUR 62m, Q1 2025 sets a new record high as to turnover in a first quarter, exceeding the volume of the already very good Q1 2024 by more than 16 percent.
- Q1 EBITDA stands at EUR 5m with a growth of almost 24 percent, also a record high for a Q1

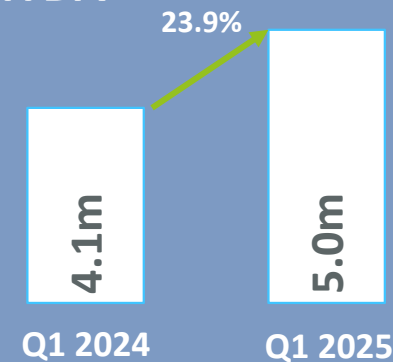
Historical development of turnover and EBITDA Q1 in million EUR



Turnover



EBITDA



Reorganization within the business segments

AFTER THE INTEGRATION OF THE TOP TEN GROUP, THE GROUP STRUCTURE OF JDC HAS BEEN OPTIMIZED

→ LESS COMPLEXITY AND ANNUAL COST SAVINGS OF > 250K

BEFORE

- **3 legal entities** providing a liability umbrella ("small banking licence" enabling tied agents to sell securities)
 - FiNUM Private Finance Germany for FiNUM
 - Jung, DMS Austria GmbH for Jung, DMS
 - Top Ten Austria GmbH for Top Ten

SINCE JAN 1st, 2025

- **Only ONE legal** entity (FiNUM Private Finance Germany) providing liability umbrella for all activities in Germany and Austria.
- **Liability umbrella business**, affording a direct contract to the customers, moves into the "right" segment

(Cross Border) Mergers – effective since 31th DEC 2024

Liability Umbrella Business JDC and Top Ten included in **Advisortech** Segment

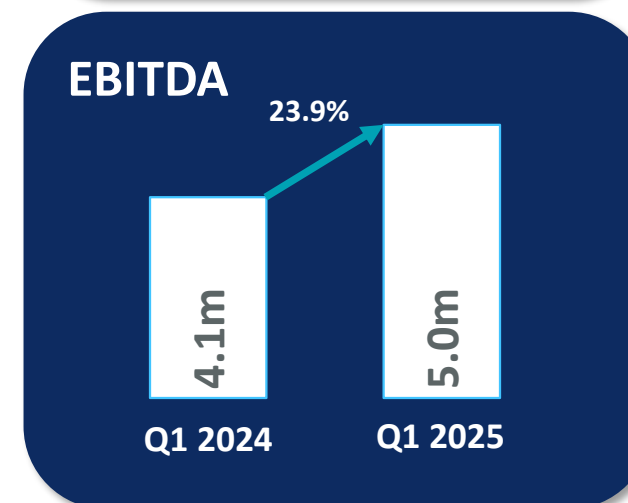
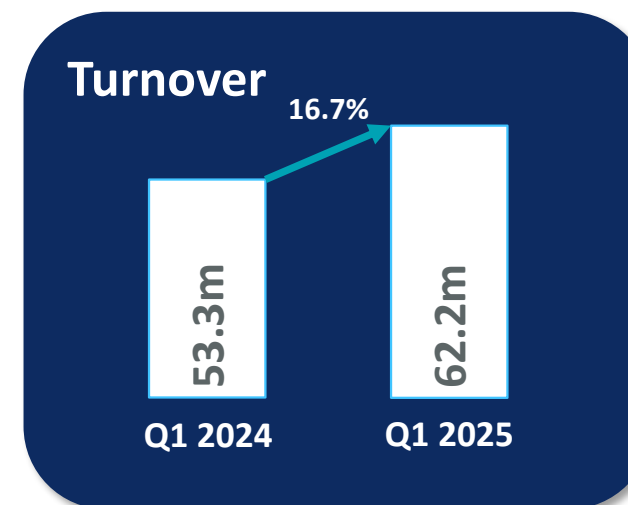
Liability Umbrella Business FiNUM included in **Advisory** Segment

Liability umbrella business, affording a direct contract to the customers, moves into the "right" segment
→ Total Liability Umbrella Business JDC Group included in **Advisory** Segment

Q1 2025

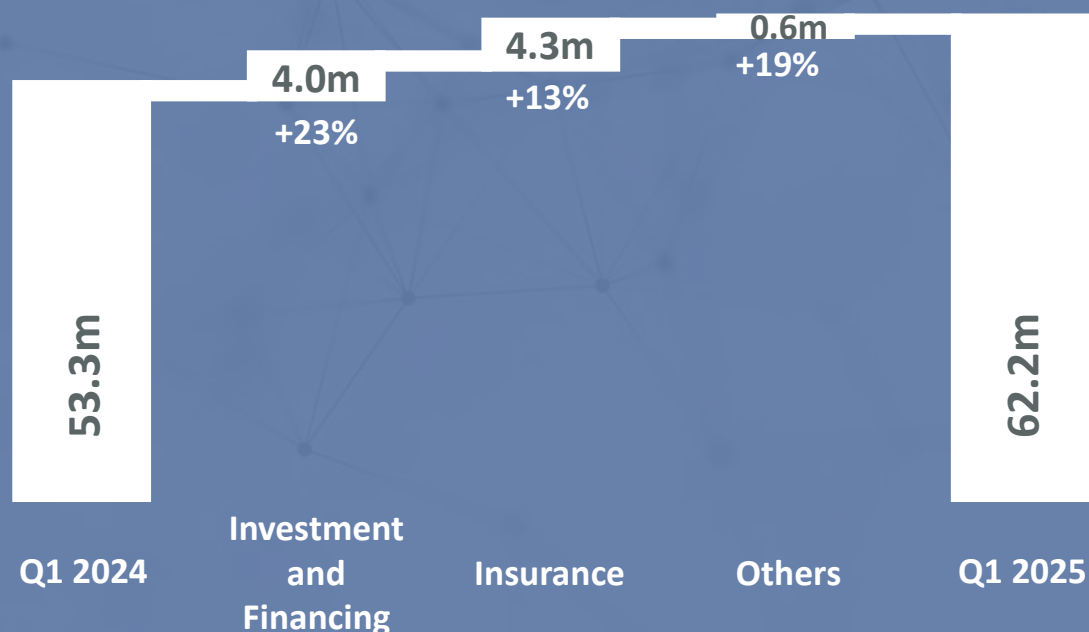
Q1 2025 IN NUMBERS – GROUP

in million EUR	Q1 2025	Q1 2024	Q1 2025 vs. Q1 2024
Revenues	62.2	53.3	16.7%
→ Advisortech	53.8	48.3 [45.6]	11.3% [18.0%]
→ Advisory	13.6	8.7 [11.4]	55.9% [18.8%]
→ Holding/IC	-5.2	-3.7	-38.8%
Gross profit	17.1	15.6	9.8%
EBITDA	5.0	4.1	23.9%
EBIT	3.5	2.5	37.6%



Strong growth in all product groups

Turnover development Q1 2025



Ongoing strong capital market development until January leads to further good growth of the investment sector within JDC.

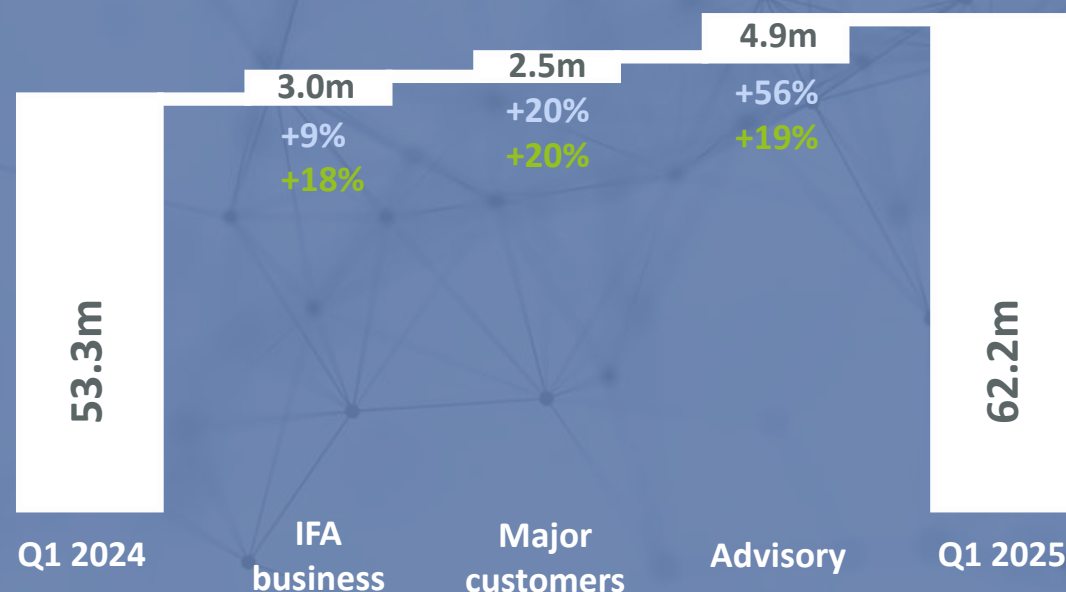
Insurance growth again stands at double digits.

Real estate markets profit from lower interest rates, but mortgage business is still weak as to reluctant German banks. "Other revenues" are nevertheless growing due to new major customers.

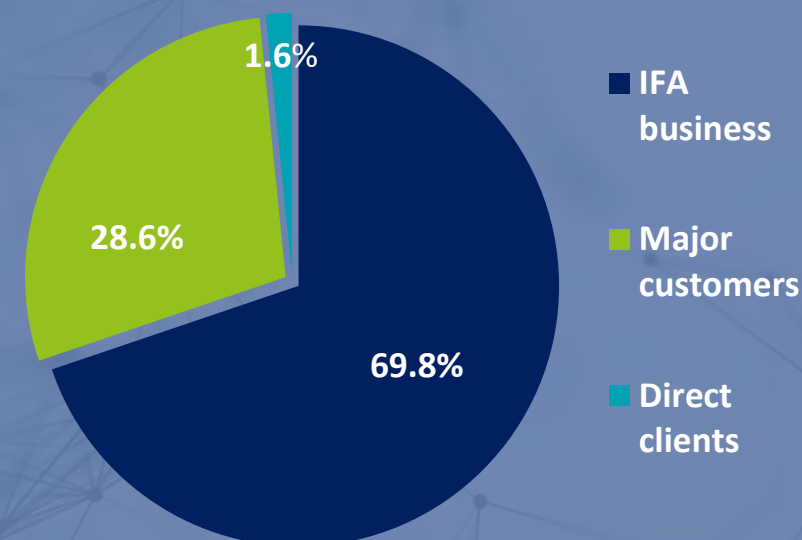
Composition of turnover growth & turnover split

Pro forma

Turnover development Q1 2025



Advisortech turnover split Q1 2025

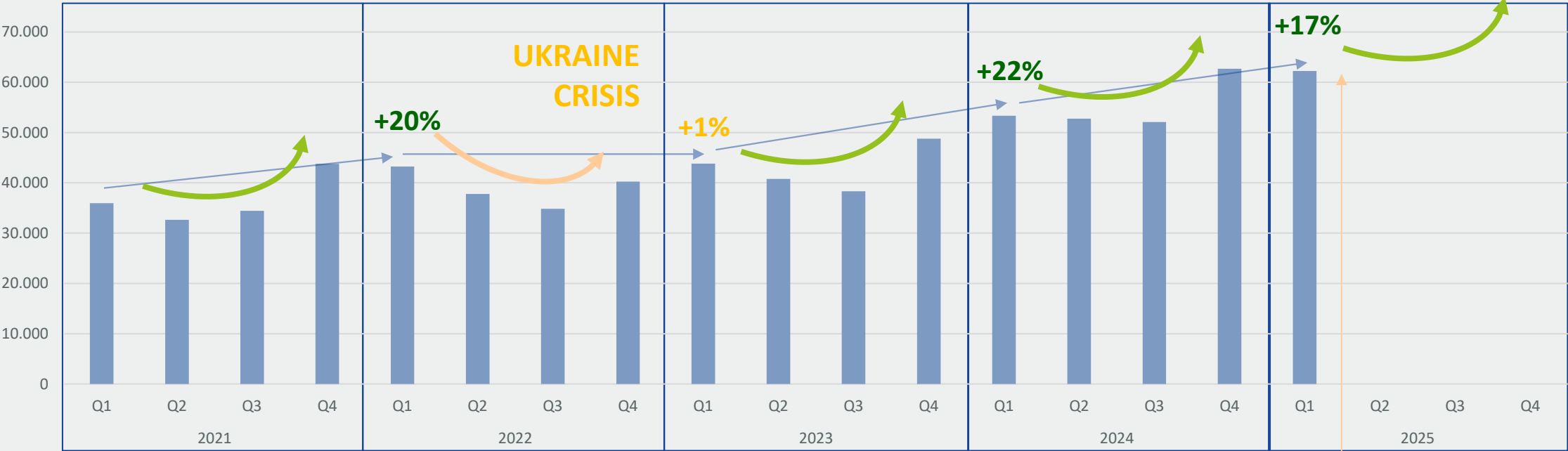


- Growth rates highly impacted by restructuring of liability umbrella business from AdvisorTech to Advisory
- IFA business otherwise with very solid growth rate of 18 % (pro forma)
- Development of Key Account (Major customer) Business equally satisfying (+>20%)
- Advisory segment with excellent growth of 19% (pro forma)

Major customers now contribute almost 30 percent to JDC's Advisortech turnover, IFA base still an important driver of growth.

Q1 25 in Revenues only slightly below Q4 24

STRONG START INTO THE FISCAL YEAR 2025



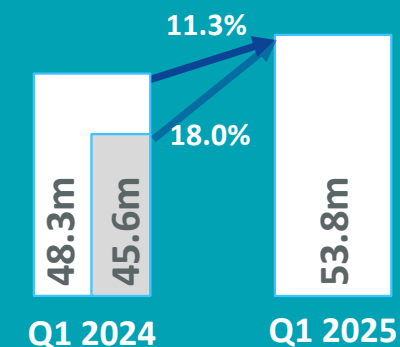
LIBERATION DAY?

Q1 2025

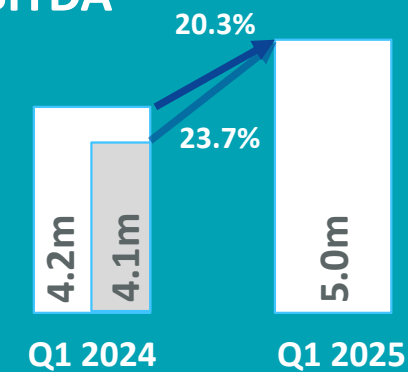
Q1 2025 IN NUMBERS – ADVISORTECH

ADVISORTECH	Q1 2025	Q1 2024	Q1 2025 vs. Q1 2024	Q1 2024 adjusted	Q1 2025 vs. Q1 2024 adjusted
Revenues	53.8	48.3	11.3%	45.6	18.0%
Gross profit	13.0	12.6	3.0%	11.9	9.6%
Depreciation and amortization	-1.1	-1.2	5.1%	-1.2	4.3%
Personnel expenses	-5.6	-5.7	0.6%	-5.5	-3.1%
Other operating expenses	-2.3	-2.8	15.9%	-2.3	0.1%
EBITDA	5.0	4.2	20.3%	4.1	23.7%
EBIT	3.9	3.0	30.4%	2.9	35.1%

Turnover



EBITDA

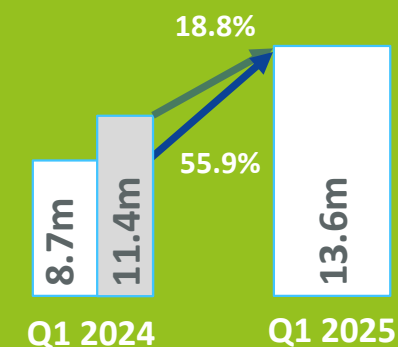


Q1 2025

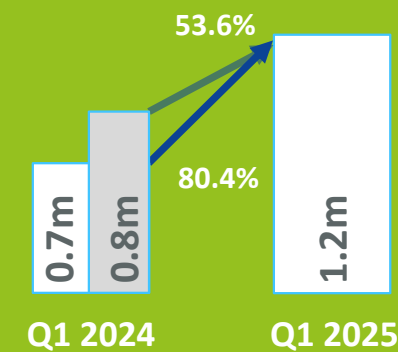
Q1 2025 IN NUMBERS – ADVISORY

ADVISORY	Q1 2025	Q1 2024	Q1 2025 vs. Q1 2024	Q1 2024 adjusted	Q1 2025 vs. Q1 2024 adjusted
Revenues	13.6	8.7	55.9%	11.4	18.8%
Gross profit	4.2	3.0	38.9%	3.8	11.3%
Depreciation and amortization	-0.3	-0.3	-26.2%	-0.3	-21.4%
Personnel expenses	-1.8	-1.5	-14.8%	-1.7	-1.3%
Other operating expenses	-1.3	-0.9	-49.8%	-1.3	0.6%
EBITDA	1.2	0.7	80.4%	0.8	53.6%
EBIT	0.8	0.4	>100%	0.5	72.4%

Turnover



EBITDA



Q1 2025

CASH FLOW STATEMENT



in kEUR	01/2025 – 03/2025	01/2024 – 03/2024	Q1 2025 vs. Q1 2024
Cash and cash equivalents at the beginning of the period	24,654	26,362	-1,708
Cash flow from operating activities	6,293	3,999	2,294
Cash flow from investment activities	-933	-3,401	2,468
Cash flow from financing activities	-478	-1,525	1,047
Cash and cash equivalents at the end of the period	29,536	25,435	4,101

Strong and growing Cash flow from operating activities.

Only small negative Cash flow from investment activities (smaller capital calls Summitas, no payments for participations)

Very small Cash flow from financing activities (negative due to interest payments)

Significantly improved cash position



Shares Outstanding 13,668,461

ISIN DE000A0B9N37

Bloomberg JDC:GR

Current share price as of May 08th, 2025 EUR 21.40

Market Cap EUR 292.51m

Average daily trading volume approx. 50k shares

Treasury shares 147,113
(average purchase price 19.89 per share)



Volume 20,000,000 EUR

ISIN DE000A3514Q0

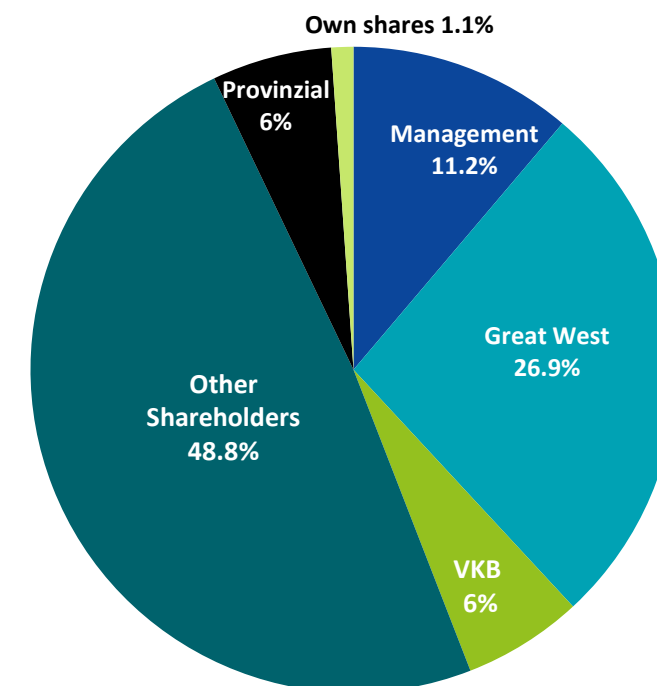
Current Quote (Tradegate) as of May 08th, 2025 105.20%

Coupon 7.0% p.a.

Due Date Nov. 1th, 2028

Termination options Starting on Nov. 1th 2026 at 101,50 %
Starting on Nov. 1th 2027 at 100,50 %

SHAREHOLDER STRUCTURE



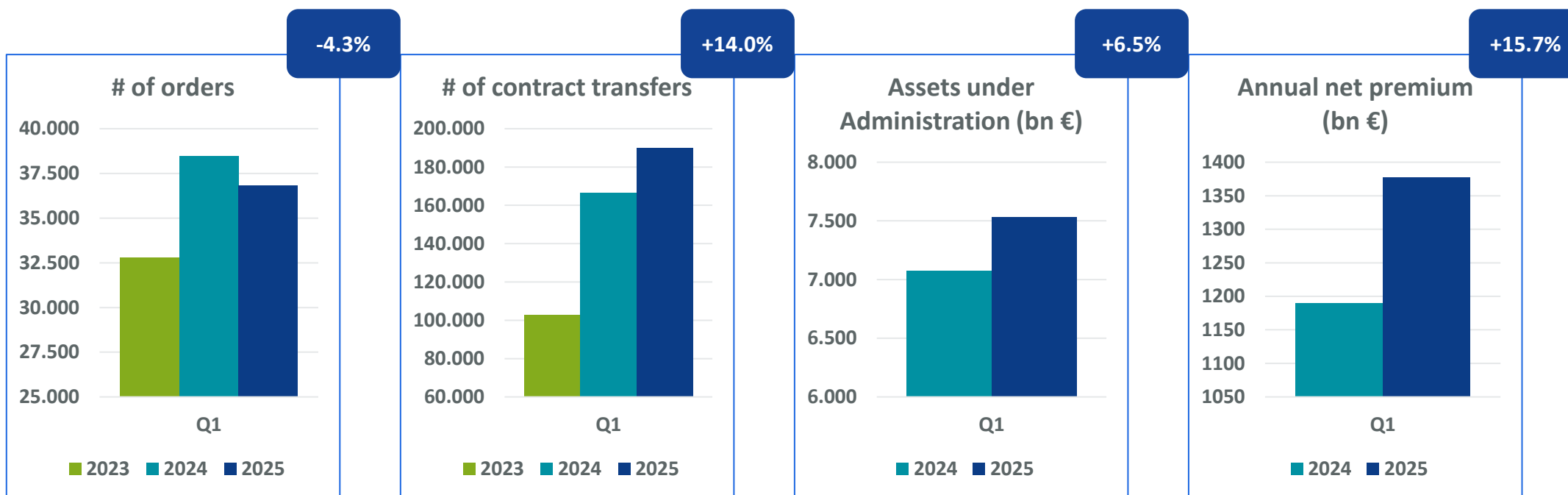
Spotlights

- Platform Activity
- Liberation Day
- Share price performance



JDC platform activity 2025 at all-time high levels

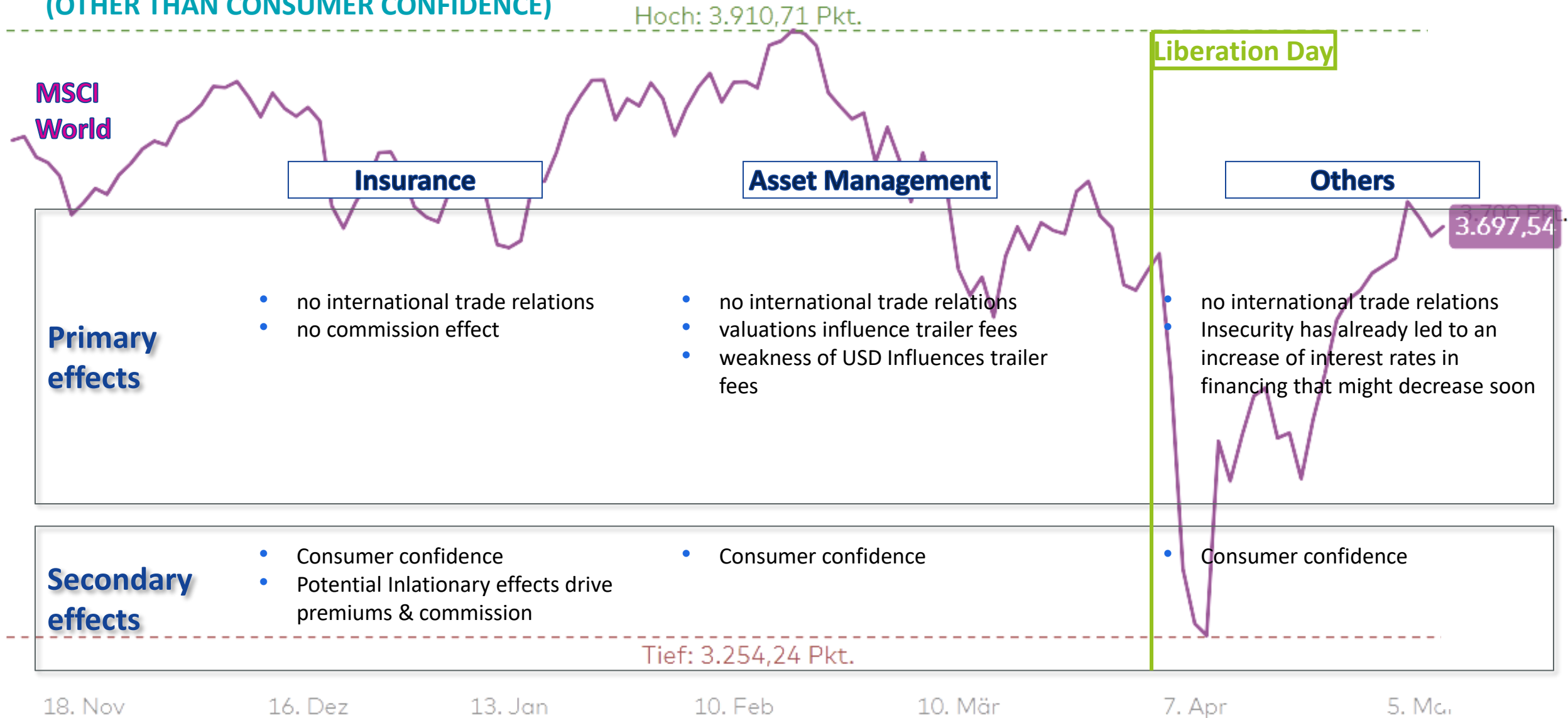
- # of orders slightly decreased by - 4.3%, BUT nevertheless the commission level is up due to higher contract volume
- # of contract transfers grew by + 14%
- Assets under Management increased by + 6.5%
- Annual net premium on the JDC platform increased by +16%



Liberation Day

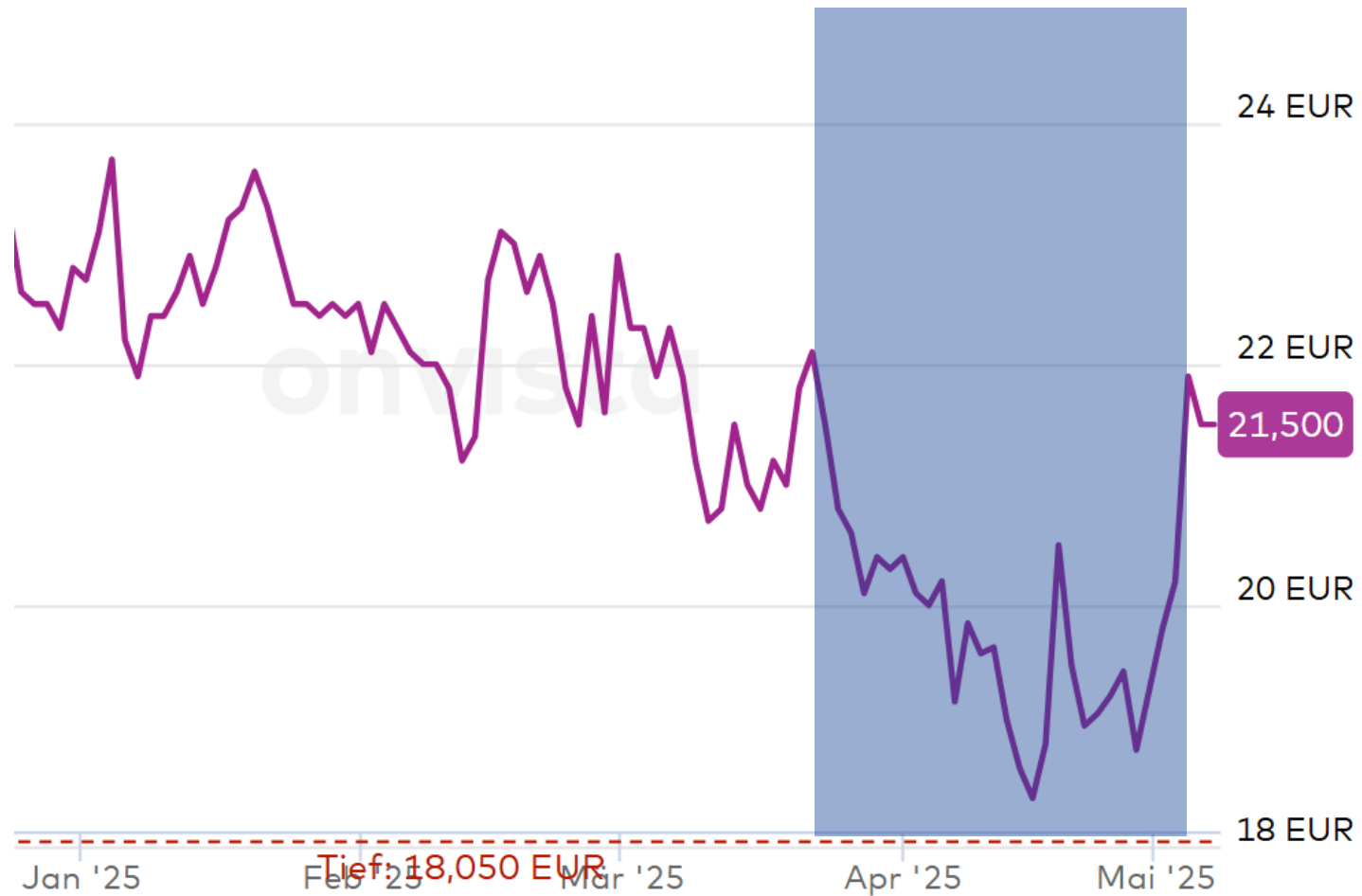
ALMOST NO IMPACT ON THE BUSINESS MODEL
(OTHER THAN CONSUMER CONFIDENCE)

The announcement of Liberation Day triggered tremor on the stock markets. Share prices fell dramatically. The US President's tariff threat is making investors insecure and nervous all over the world. What are the effects on our business?



Share Price Performance April / May 25

Due to the sale of his AM Business, one shareholder has sold approx. 200k shares (via the stock exchange instead of OTC)





JDC
GROUP

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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
62.2 million

EBITDA
5.0 million

Guidance 2025

Turnover
245 to 265 million

EBITDA
18.5 to 20.5 million

**Goals
2025**

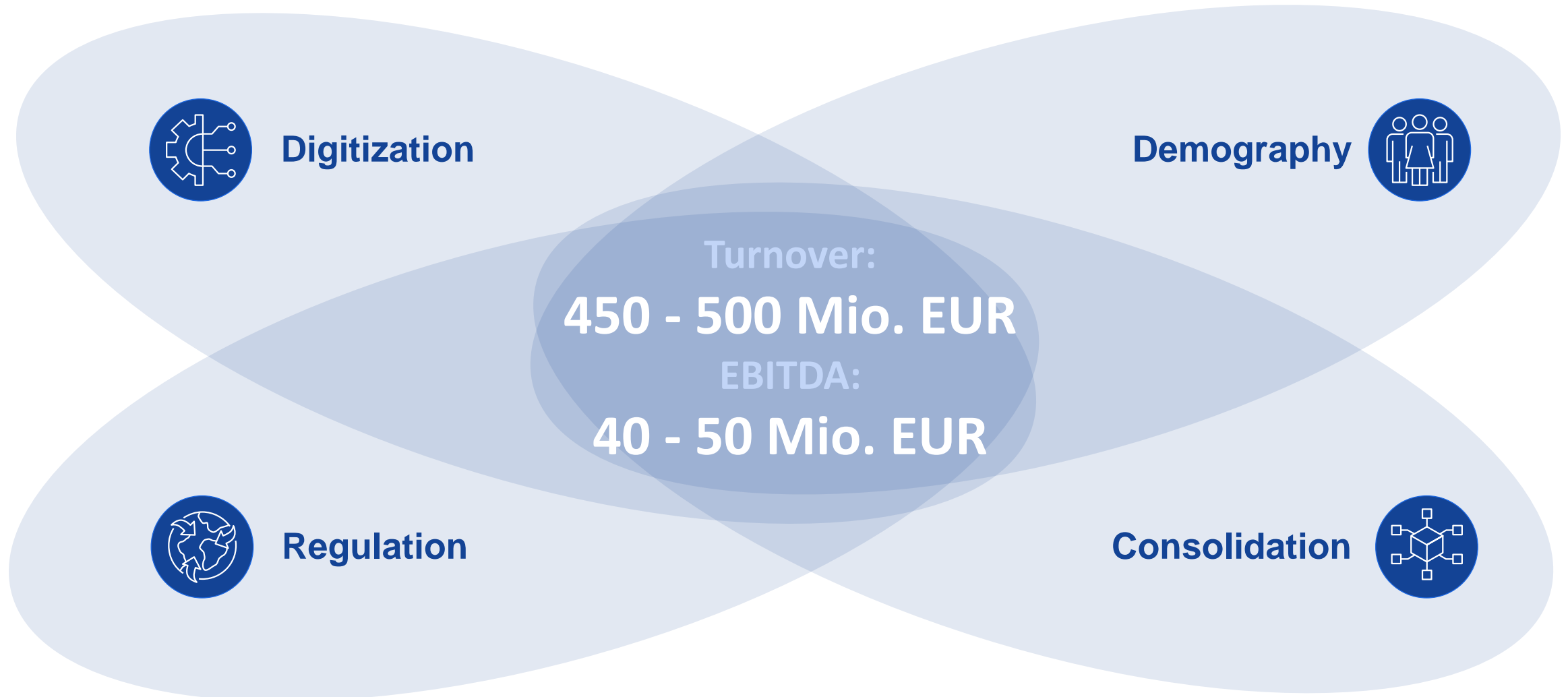
- Seamless Integration of M&M into JDC Platform – combining Broker Management Platform and Product Intelligence
- Meaningful development of our Asset Management Platform DFP
- Profitable growth of Summitas & further M&A
- Meaningful further development of IT platform / Scaling the JDC AI platform
- Further reduction of costs per contract (economies of scale)



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

Outlook 2030

MEGATRENDS CREATE HISTORIC GROWTH OPPORTUNITY





Thank you for your attention!

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