



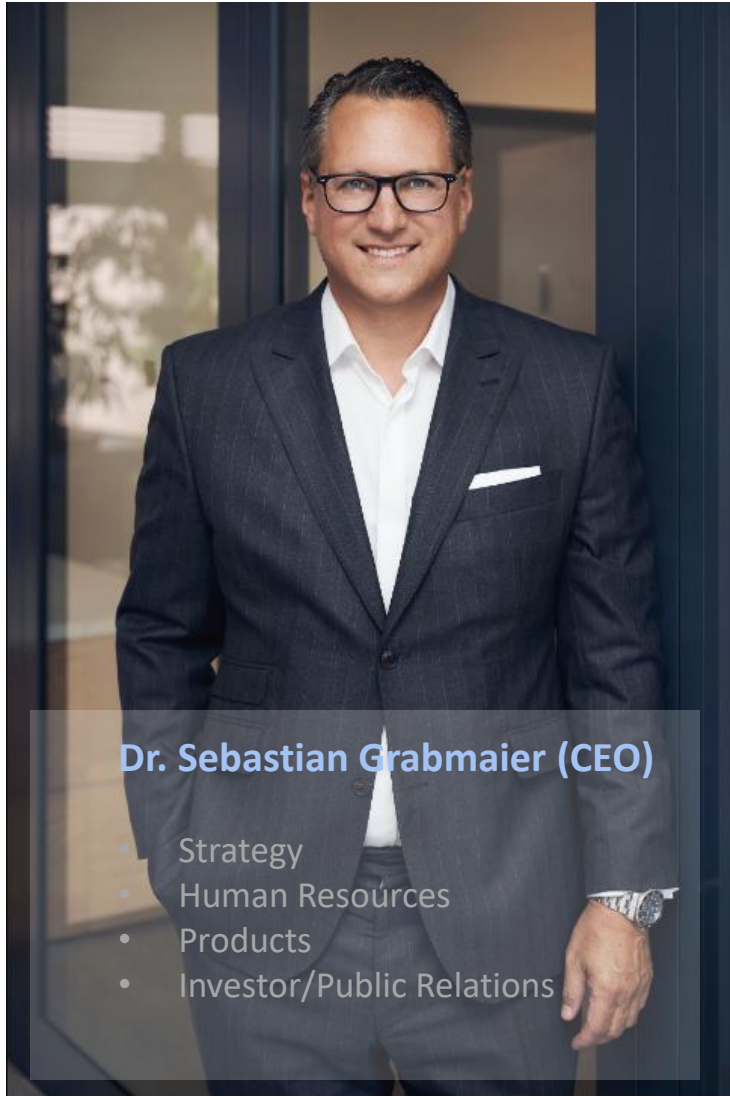
# EARNINGS CALL 6M 2024

**Growth exceeds 25%**

Dr. Sebastian Grabmaier (CEO)

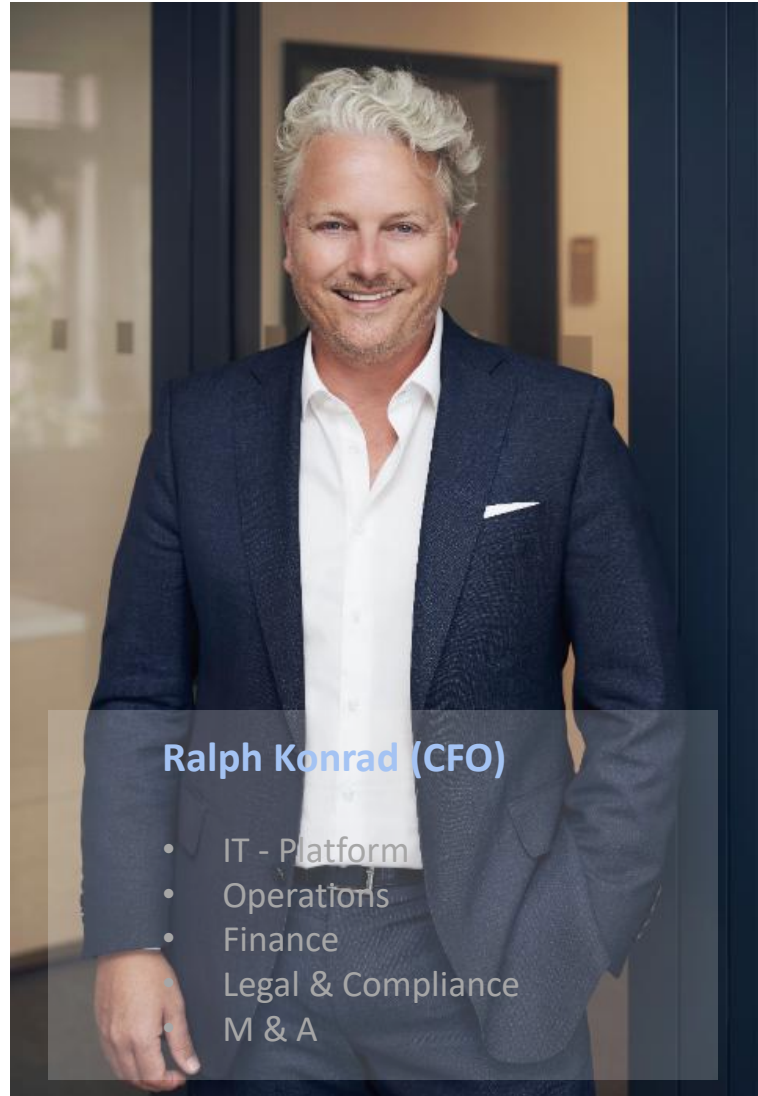
Ralph Konrad (CFO)

# JDC's Earnings Call presented by



**Dr. Sebastian Grabmaier (CEO)**

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

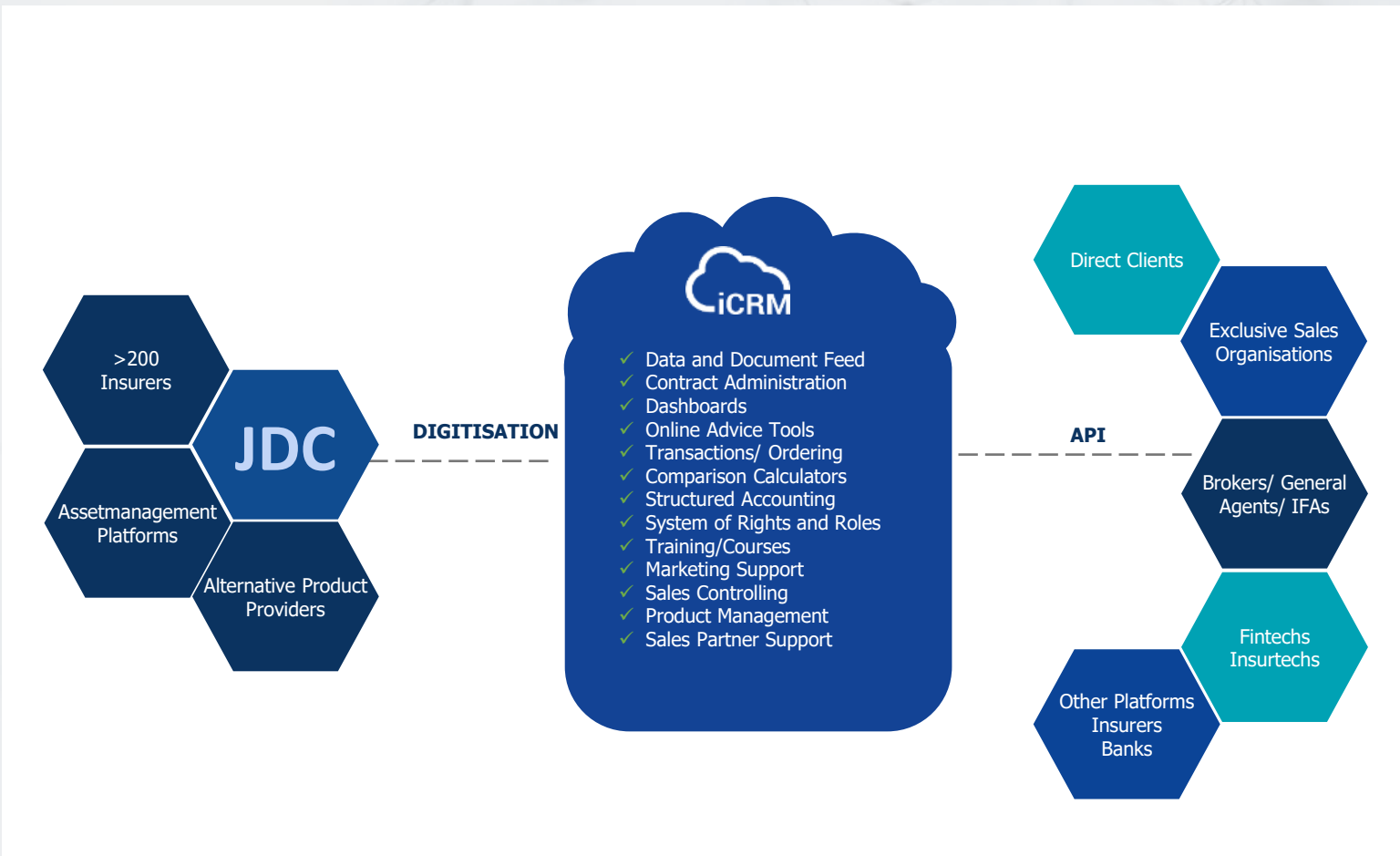


**Ralph Konrad (CFO)**

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

# Platform technology

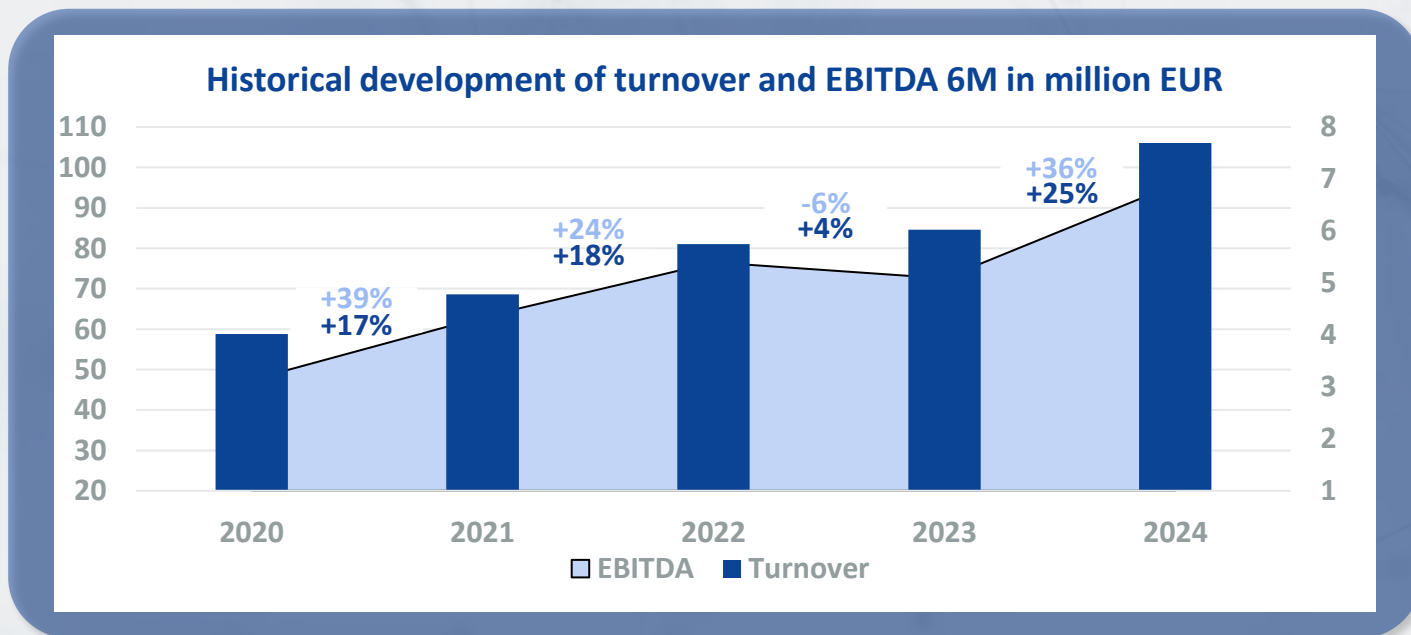
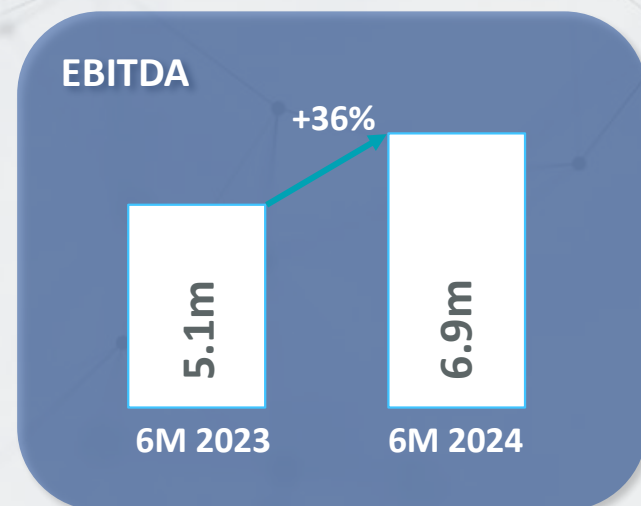
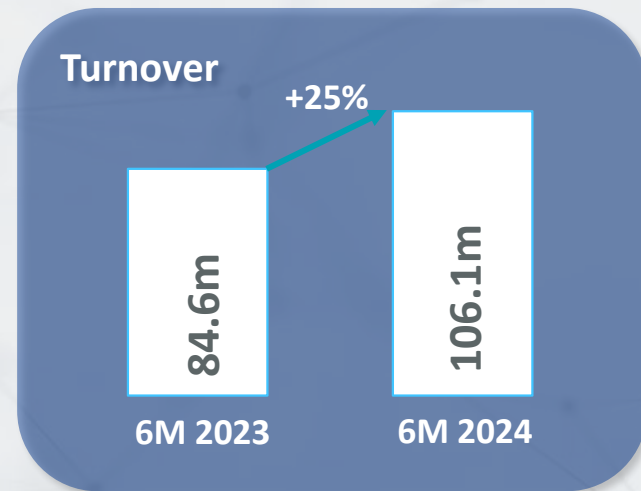
## MAKING GERMAN INSURANCE DIGITAL



- JDC's platform is a market leader for the administration and processing of financial products and the #1 for insurance contracts.
- Currently there are 5.2M 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.

# 6M 2024

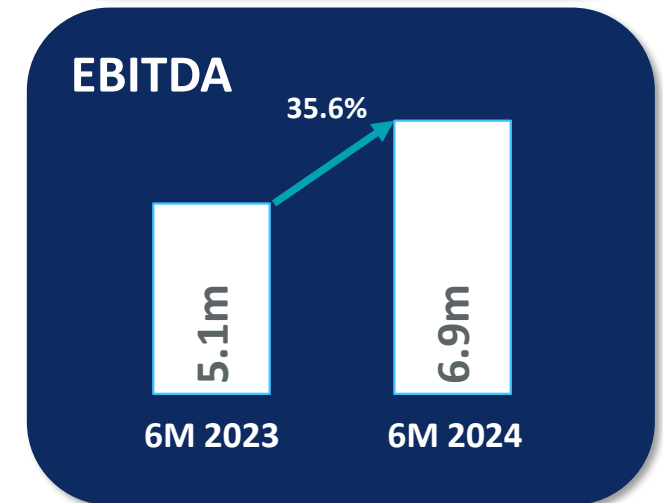
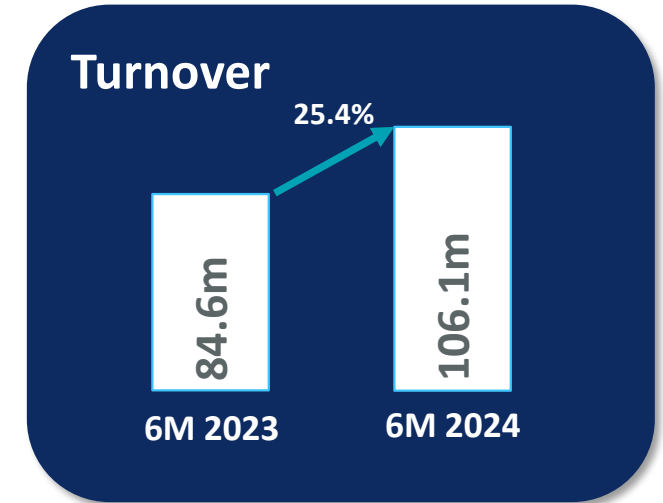
- At a growth rate of more than 25 percent, JDC Group for the first time achieved revenues of more than 100 million EUR in one half year.
- Next to the very strong insurance business, growth stems from Top Ten's investment business and the revival of real estate and alternative investment product groups
- 6M EBITDA + 36%



# 6M 2024

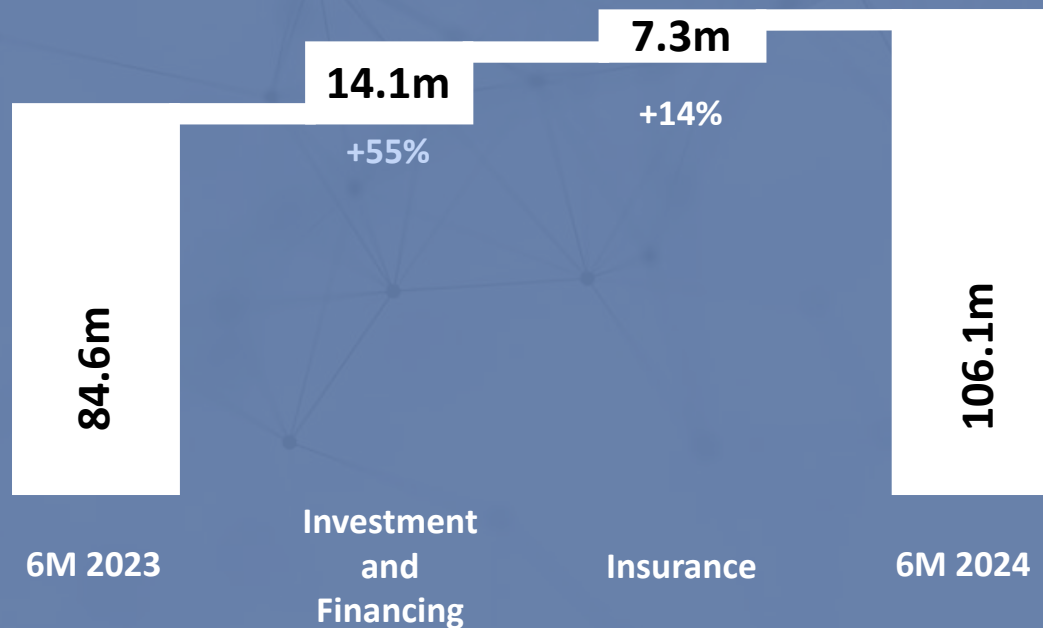
## 6M 2024 IN NUMBERS – GROUP

in million EUR	Q2 2024	Q2 2023	Q2 2024 vs. Q2 2023	6M 2024	6M 2023	6M 2024 vs. 6M 2023
Revenues	52.8	40.8	29.4%	106.1	84.6	25.4%
→ Advisortech	46.6	35.6	30.9%	94.9	75.0	26.5%
→ Advisory	9.9	7.8	27.4%	18.6	15.9	16.9%
→ Holding/IC	-3.7	-2.5	-44.9%	-7.4	-6.3	-17.5%
Gross profit	14.9	11.9	24.5%	30.4	24.9	22.3%
EBITDA	2.8	1.9	48.7%	6.9	5.1	35.6%
EBITA	1.9	1.0	80.7%	5.0	3.4	48.0%
EBIT	1.3	0.5	>100%	3.8	2.3	64.4%



# Strong growth in all product groups

## Turnover development 6M 2024



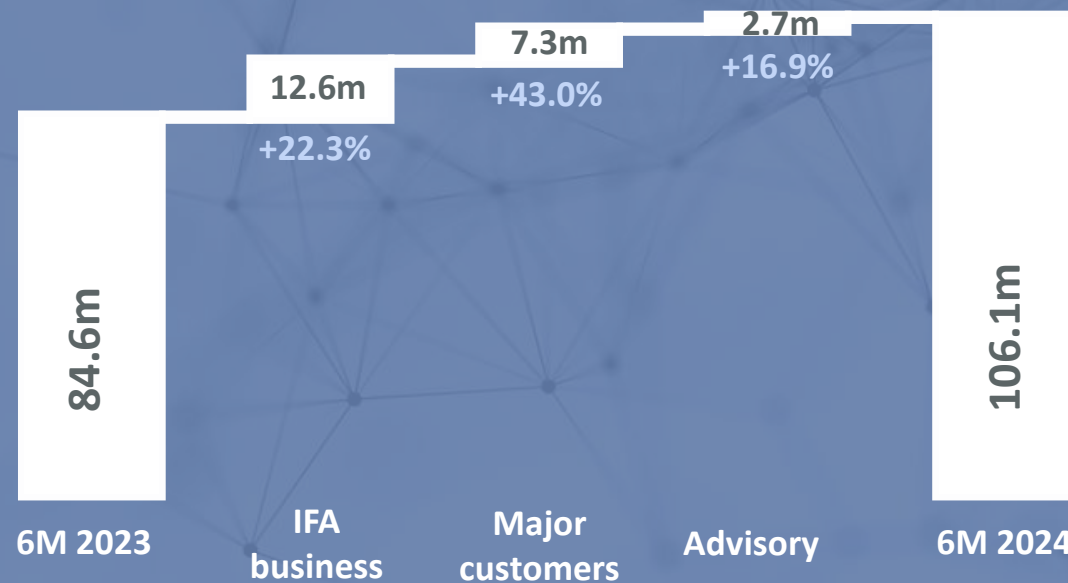
Strong market development and the consolidation of Top Ten Group (first time consolidation Dec 2023) lead to an extraordinary good growth of the Investment sector within JDC.

Insurance growth again contributes double digit growth.

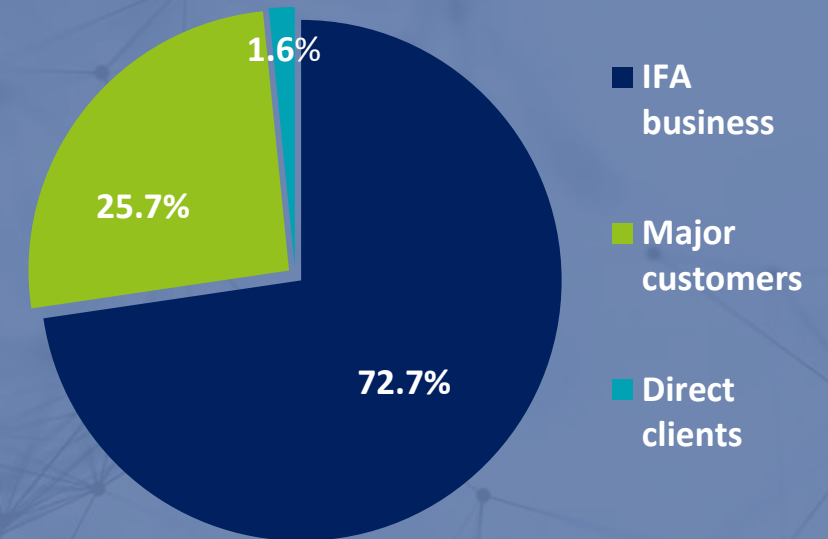
Real estate and mortgage markets are back on track.

# Composition of turnover growth & turnover split

## Turnover development 6M 2024



## Advisortech turnover split 6M 2024

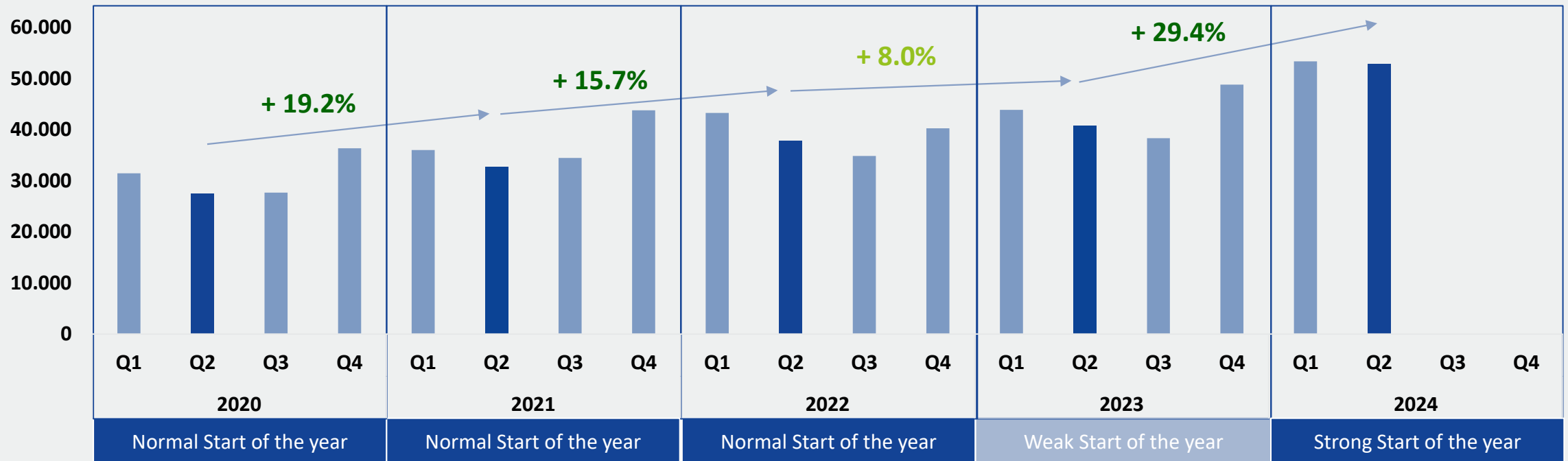


- Direct clients with stable revenues (no churn visible!)
- IFA business grows more than 20%
- Development of Key Account (Major customer) Business very satisfying (+>40%)
- Advisory segment with a strong growth of 17%

Major customers in the meantime 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 between 15 to 20% turnover growth from Q2 to Q2.  
From Q2 2023 to Q2 2024 revenues increased by 29.4%

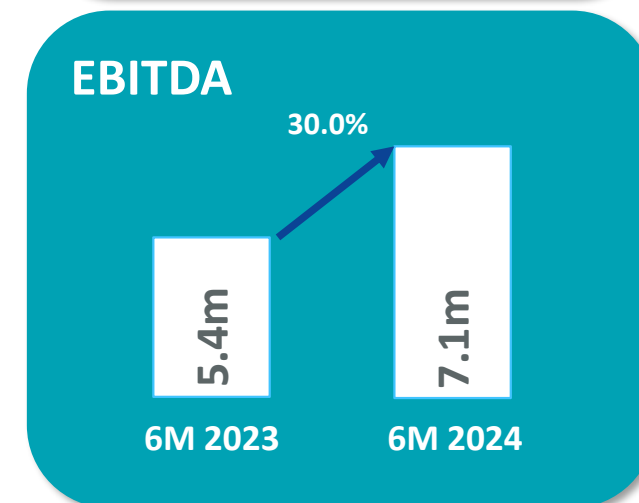
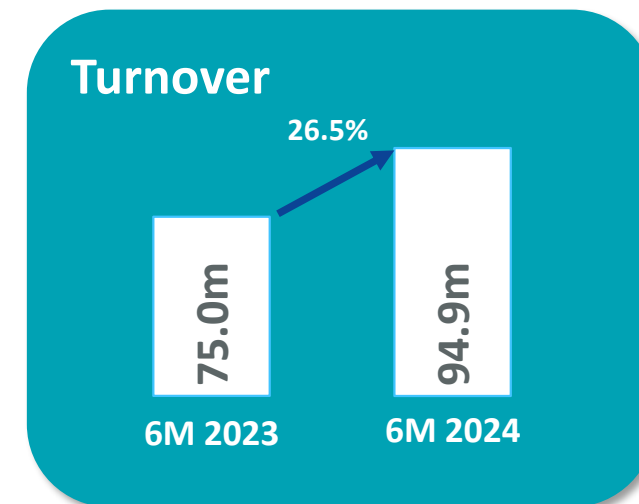




# 6M 2024

## 6M 2024 IN NUMBERS – ADVISORTECH

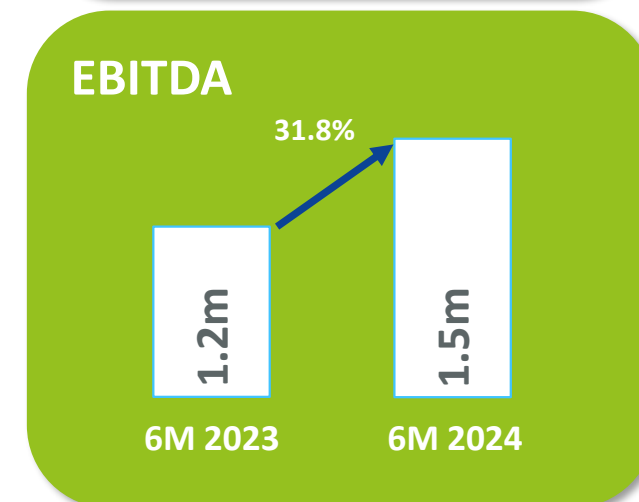
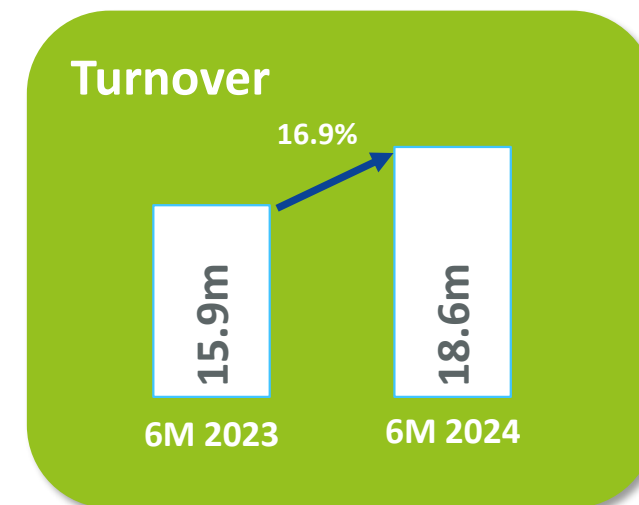
ADVISORTECH	Q2 2024	Q2 2023	Q2 2024 vs. Q2 2023	6M 2024	6M 2023	6M 2024 vs. 6M 2023
Revenues	46.6	35.6	30.9%	94.9	75.0	26.5%
Gross profit	11.6	9.4	24.0%	24.2	19.7	23.1%
Depreciation and amortization	-1.1	-1.0	-15.5%	-2.3	-2.0	-17.0%
Personnel expenses	-5.9	-4.9	-20.2%	-11.5	-9.7	-18.9%
Other operating expenses	-2.8	-2.3	-23.3%	-5.6	-4.5	-23.9%
EBITDA	2.9	2.2	33.2%	7.1	5.4	30.0%
EBITA	2.2	1.6	39.4%	5.6	4.2	33.2%
EBIT	1.8	1.2	47.8%	4.8	3.5	37.6%



# 6M 2024

## 6M 2024 IN NUMBERS – ADVISORY

ADVISORY	Q2 2024	Q2 2023	Q2 2024 vs. Q2 2023	6M 2024	6M 2023	6M 2024 vs. 6M 2023
Revenues	9.9	7.8	27.4%	18.6	15.9	16.9%
Gross profit	3.3	2.6	29.0%	6.4	5.3	20.5%
Depreciation and amortization	-0.3	-0.3	6.0%	-0.5	-0.6	6.2%
Personnel expenses	-1.4	-1.3	-14.0%	-3.0	-2.5	-18.6%
Other operating expenses	-1.0	-0.7	-34.9%	-1.9	-1.6	-15.3%
EBITDA	0.9	0.6	54.5%	1.5	1.2	31.8%
EBITA	0.7	0.4	80.8%	1.3	0.8	49.0%
EBIT	0.6	0.3	>100%	1.0	0.6	69.9%



# 6M 2024

## CASH FLOW STATEMENT



in kEUR	01/2024 – 06/2024	01/2023 – 06/2023	6M 2024 vs. 6M 2023
Cash and cash equivalents at the beginning of the period	26,362	16,672	9,690
Cash flow from operating activities	7,351	4,099	3,252
Cash flow from investment activities	-4,972	-2,227	-2,745
Cash flow from financing activities	-2,080	-466	-1,614
Cash and cash equivalents at the end of the period	26,661	18,078	8,583

Strong cash flow from operating activities (7.4m) in HY1 – almost doubled

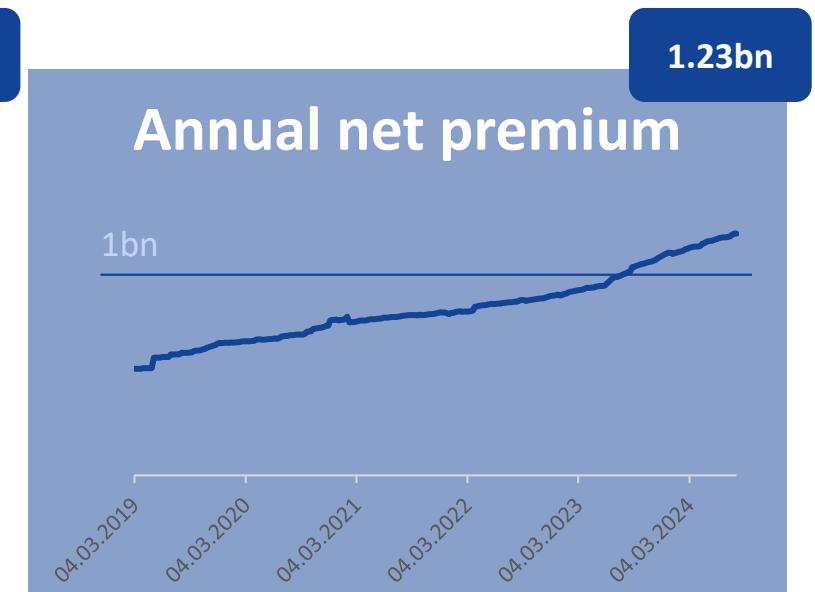
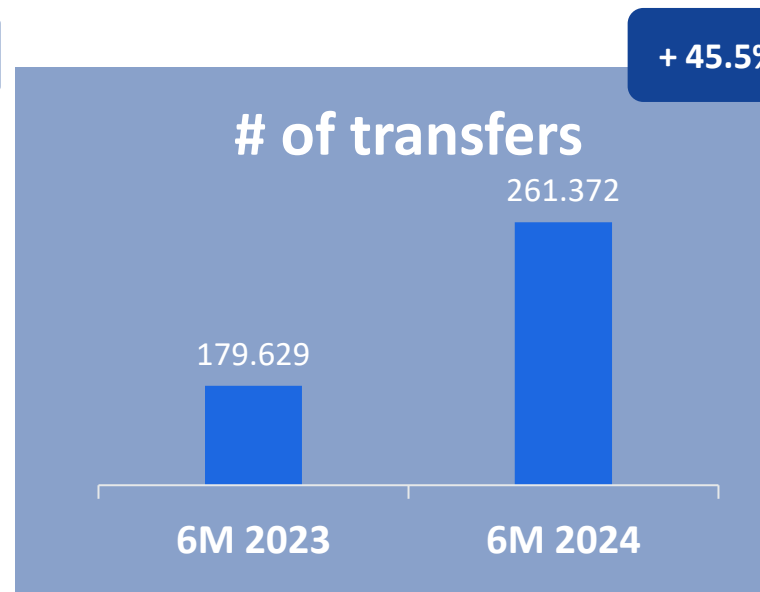
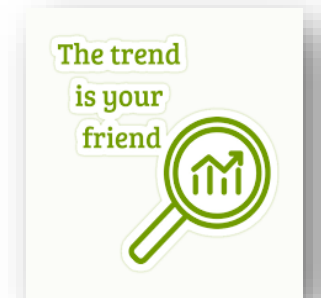
Increased Investment activities due to acquisitions and capital calls from Summitas

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 + 13%
- # of contract transfers about + 46%
- Annual net premium on the JDC platform is growing constantly and reached 1.23bn EUR



### Development of share price



Share price (XETRA): 21.80 EUR (August 13th, 2024)

147,113 own shares (as of August 13th, 2024)

Average purchase price: 19.89 EUR per share

### Bond 2023/2028



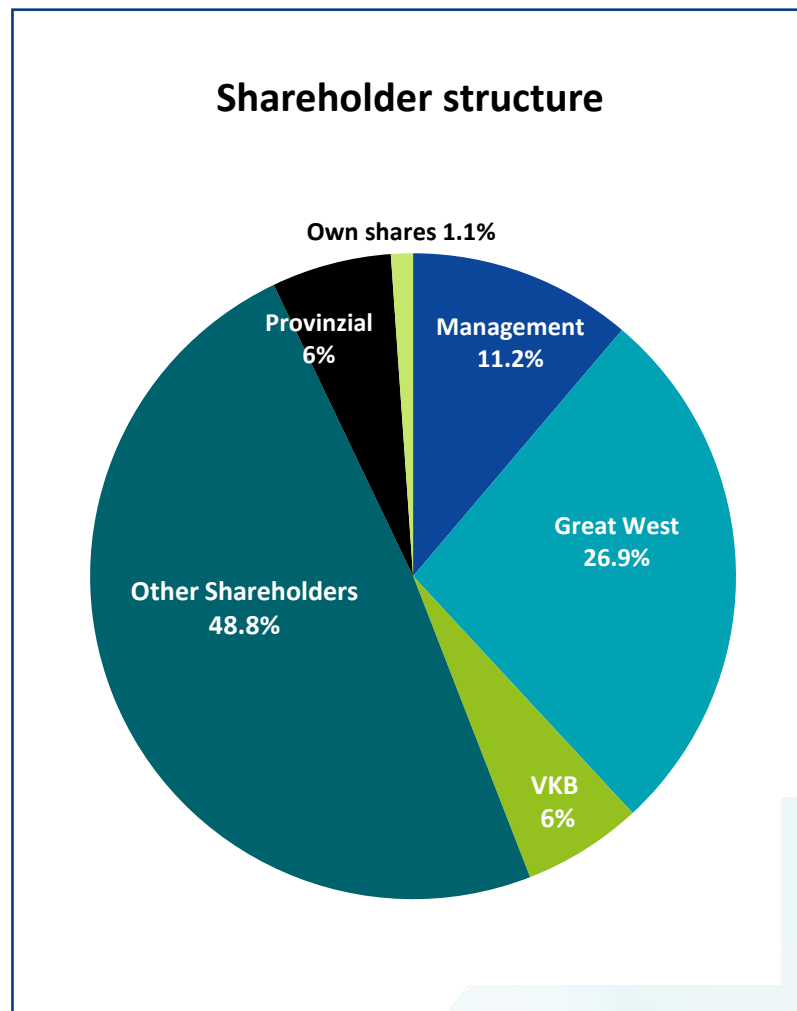
Quote (Tradegate): 103.00 % (August 13th, 2024)

Volume: 20,000,000 EUR

coupon: 7.0 % p.a

ISIN: DE000A3514Q0

# JDC Group – stock market data

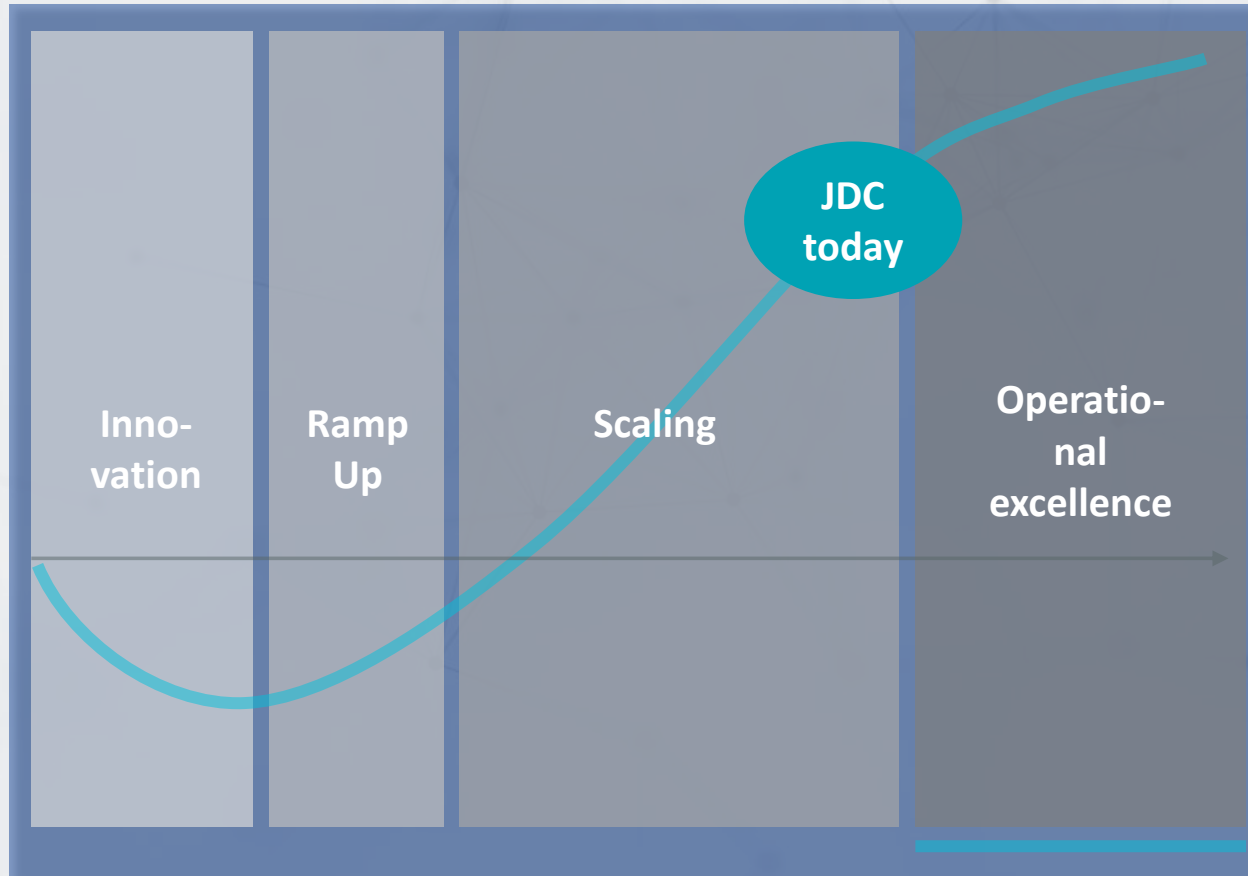




Spotlight

# Operations @ JDC

OPERATIONAL EXCELLENCE IS THE KEY FOR FURTHER INCREASE OF PROFITABILITY



	6M 2023	6M 2024	
<b>Customer</b> data sets on the platform	2.6M	2.9M	+12%
<b>Contract</b> data sets on the platform	4.5M	5.3M	+17%
<b>Documents</b> processed	1.9M	2.5M	+29%
<b>FTE</b> as of 30.06.	400	425 (Top Ten included)	+6%



# Operations @ JDC

DR. RAMONA EVENS JOINS THE MANAGEMENT TEAM AS THE NEW COO



## Dr. Ramona Evens

has been working in the financial and digital industry for 15 years. From 2008, she worked at the strategy consultancy The Boston Consulting Group. After completing her doctorate at the Chair of Finance and Banking, she moved to ARAG Versicherungen in 2014, where she took on management tasks in sales management, among other things. Most recently, she was Managing Director at the comparison portal CHECK24, where she was responsible for property insurance and worked as a start-up entrepreneur. Dr. Evens has a particular focus on digital processes in sales.



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Vertrag optimieren

Vertragsdetails und Dokumente anzeigen

#### Private Krankenversicherung



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Krankenversicherung AG

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Vertrag optimieren

Vertragsdetails und Dokumente anzeigen

#### Tierhalterhaftpflicht



Barmat und  
Marketingpartner

Konzept & Marketing  
120,00 €  
jährlich

Vertrag optimieren

Vertragsdetails und Dokumente anzeigen

Guidance

# Guidance 2024

## Achievements 6M

Turnover  
**106.1 million**

EBITDA  
**6.9 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!**

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