

PRESS RELEASE

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Smart Fintech for Independent Financial Advisors (IFAs): JDC AdvisorTech app to be launched shortly

- **„allesmeins“ will be JDC Group AG’s first and very innovative retail customer app for a hybrid consulting strategy uniting technology and human advice**

- **„allesmeins“-App provides retail customers with a complete overview over their insurance products, soon to be complemented by all capital investment positions like mutual funds and an overview about all bank accounts.**

- **Benefiting from JDC’s large IFA network of more than 16,000 intermediaries, rapid distribution to JDC’s approx.. 1 Million retail customers and beyond can be expected.**

- **Insurance brokers and financial advisors will be profiting from better customer retention and intelligent compensation models.**

Green light for the latest innovation in the IFA market: „allesmeins“ app combines the advantages of online customer portals with state of the art advisory technologies.. It will be officially launched in January 2016 after a short beta phase starting December 2015.

Just like Fintech start-ups are supplying retail customers with a comprehensive overview over their insurance contracts, customers using „allesmeins“ will be able to assess (including electronic document management), optimize and conclude insurance contracts using their smartphones or tablets. However, compared to pure web-only Fintech solutions, retail customers of „allesmeins“ will have one distinct advantage: their individual insurance broker resp. financial advisor will be an integral part of the business approach, providing customers with personalized, human guidance and counsel upon request.

Using state of the art chat and social media communication tools, the retail customers are always just one click away from their familiar and trusted contact person.

The customers hereby decide on the “if, how and when” of any interaction with their consultants. Instead of having to lay out their individual situation to strangers or mostly unexperienced call center agents or worst case to a computer-only model, with “allesmeins” retail customers always have their familiar consultant at their disposal granting personal access to any insurance or capital investment solution of the past.

“Another significant advantage of our technology is that after installing the app, customers will not be starting with empty folders, but will have immediate access to all insurance contracts administrated already by their IFA on our JDC platform”, comments Ralph Konrad, responsible board member for the AdvisorTech segment.

Not only for retail customers, this hybrid model of technology PLUS advisory is even-handedly attractive for all JDC IFAs. The fact that the overall portfolio of the customer will be consolidated in the app – including contracts which so far have not been administrated by the respective IFA – will allow to easily assess the customers' overall asset and risk allocation. IFAs will hence receive additional management fees of transferred contracts and assets.

“We are very thankful for all Fintech start-ups shaking up the industry with innovation”, says Dr. Sebastian Grabmaier, CEO of the JDC Group AG, during the presentation of “allesmeins”. But unlike the German bookshop industry at the time of amazon.com's market entry, we won't wait for Fintech companies to disrupt our industry or even to oust us and our IFAs from the market. Quite the contrary. We will use technology to make our IFAs even stronger and more productive. Grabmaier further elaborates.

“We are confident that our hybrid business approach will grant us the support of all our IFAs in order to quickly distribute the app without allocating vast and broad marketing budgets for Radio, TV and Online campaigns, as many web-only fintech start ups have to spend”, Grabmaier explains.

Interested IFAs and their customers intending to be among the first users of the app may gather further information on our project website www.allesmeins.de as well as apply for a participation in the beta testing period starting December 2015 ahead of the official launch in early 2016.

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Press contact

Johannes Scherer
Communications & Public Relations
ARAGON MEDIA GmbH
E-Mail: johannes.scherer@aragonmedia.de
Fon: +49 (0)89 693513 18
Fax: +49 (0)89 693513 15

Ralf Tanzer
Managing & Creative Director
ARAGON MEDIA GmbH
E-Mail: ralf.tanzer@aragonmedia.de
Fon: +49 (0)89 693513 12
Fax: +49 (0)89 693513 15

Postal address

ARAGON MEDIA
Rosenheimer Straße 139
81671 München

About JDC Group AG

JDC Group AG (ISIN: DE000A0B9N37) stands for smart financial sales flanked by new advisory technologies in the age of the digital natives.

In our “Advisory” segment, our Jung, DMS & Cie. and FiNUM subsidiaries broker financial products to private end customers via independent advisors, brokers and financial sales operations. With more than 16,000 affiliated sales partners, more than 900,000 end customers, a managed portfolio of more than Euro 4 billion and new business of more than Euro 1 billion a year, we are one of the market leaders in German-speaking countries.

In our “AdvisorTech” segment, we are developing state-of-the-art advisory and administration technologies for customers and advisors alike. Many sales operations and partners view technological change as presenting a problem and see young fintech players as new competitors. We, by contrast, see the “technology” factor as offering a great opportunity. In future, solutions from the “AdvisorTech” segment will help advisors support their customers even more closely and thus also generate higher sales. Further information about the company and its subsidiaries can be found at www.jdcgroup.de

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