

## CORPORATE NEWS

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### **JDC acquires parts of the retail client business of leading global insurance and reinsurance broker Aon**

- **Acquisition of about 20,000 existing contracts of Aon Germany**

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- **Positive effect on JDC's earnings of more than EUR 1 million p.a.**

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- **Strategic cooperation with Aon in parts of Aon's retail client business**

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JDC Group, the leading AdvisorTech company in Europe, acquires a retail client portfolio of about 20,000 contracts and an annual net insurance premium of about EUR 8.5 million from the leading global insurance and reinsurance broker Aon Germany via JDC's subsidiary Jung, DMS & Cie. AG. This comprises mainly client contracts in divisions with long holding periods and low termination rates, mainly from divisions like legal expenses insurance, personal liabilities insurance as well as householders' and homeowners' comprehensive insurance.

JDC will generate yearly recurring fees of about EUR 1.5 million from these contracts. The expected EBITDA contribution after handling and customer service related costs will amount to at least EUR 1.2 million per year. The contract is effective immediately. The positive earnings contribution will be effective pro rata in 2016, and then fully effective in 2017.

The transaction was accompanied and advised by Innovalue Management Advisors, Hamburg. This and further planned acquisitions are financed via the capital increase successfully conducted a few days earlier in the amount of EUR 6.5 million.

'Aon intends to focus its retail client business on working with corporations and serving their employees and workforce in the future. During the past months they have been seeking the ideal partner for the remaining part of their retail client business in the course of a professional due diligence process', Dr. Sebastian Grabmaier, CEO of JDC Group AG, explains. 'We are glad Aon chose us as acquirer and caretaker of their remaining client portfolio, as well as a partner for further potential portfolio disposals and intends to strategically cooperate with us in this area in the future.'

JDC Group is the ideal acquirer of such retail portfolios, as not only it has the necessary transaction experience, but it can also insure, in the interests of the clients,

proper customer service after the transfer.

‘The now acquired portfolio further improves our financial key figures substantially’, Ralph Konrad, CFO of JDC, emphasizes. ‘It comprises contracts with historically very long holding periods, which promise an investment yield after transaction costs of more than 25 percent per year.’

Further information about JDC Group AG is available at [www.jdcgroup.de](http://www.jdcgroup.de).

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### **About JDC Group**

JDC Group AG (ISIN: DE000A0B9N37) stands for new advisory technologies flanked by smart financial advice. 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. 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, approximately 1,000,000 end customers, a managed portfolio of more than Euro 4 billion and new business of more than Euro 1.3 billion a year, we are one of the market leaders in German-speaking countries.

### **About Aon**

Aon is a globally leading service provider for risk management as well as globally leading insurance and reinsurance broker and advisor for human resources. Worldwide there are more than 72,000 employees working for Aon in more than 120 countries. In Germany there are about 1,700 employees working at eight locations for the company. The German headquarters are based in Hamburg.