

## CORPORATE NEWS

---

Wiesbaden, April 27 2017

Page 1/3

### JDC Group Annual Report Confirms Preliminary Figures

- **Revenue increases after record final quarter to EUR 78.1 million**

---

- **EBITDA at EUR 2.7 million more than doubled**

---

- **Forecast income growth backed by solid start to year**

---

The JDC Group AG (ISIN DE000A0B9N37) confirmed their preliminary results from March 3rd for the 2016 financial year in their official annual financial report released today. After finishing the fourth quarter with record sales and revenue, the available key figures also emphasize that the JDC Group has sustainably returned to growth.

Revenue rose slightly on an annual basis by 3.1 % to EUR 78.1 million (2015: EUR 75.7 million). The Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) was EUR 2.7 million despite high transaction costs for portfolio acquisitions and other one-time expenses (approx. EUR 0.5 million) to 112.7% over the previous year (2015: EUR 1.3 million). The EBITDA margin also increased from 1.7% to 3.5%. Earnings Before Interest and Tax (EBIT) of EUR 0.2 million were also positive (2015: negative EUR 0.3 million). The reasons include increased depreciation from investments in the acquired insurance portfolios and the Group's digitalization strategy. "Our extensive investment in the future of our company, particularly in asset purchases and our digital insurance app *allesmeins*, contrast materially with the revenue in the fourth quarter, which clearly illustrated the financial success of our strategy," explains Ralph Konrad, CFO of the JDC Group. "The positive trend has continued into 2017, as the figures illustrate."

The company's new operational strength was also supported by the performance of additional key figures for the 2016 financial year. The operating cash flow increased to EUR 1.2 million (2015: EUR -647 million). Equity capital increased by 20.4% to EUR 29.7 million (2015: EUR 24.7 million). The equity ratio increased to 40.7% at the end of the year compared to 37.5% in the previous year.

The key driver in this development was the Advisortech business, where the company has made extensive purchases of insurance portfolios since mid 2016. In the process, the JDC Group acquired highly profitable insurance portfolios. The Advisory business, which forms the classic sales channel for the JDC Group, performed very well towards the end of the year.

The key business performance figures were as follows:

	2016	2015	Delta	Delta
	[TEUR]	[TEUR]	Sales	%
Sales	78,052	75,700	2,352	3.1
of which Advisortech	61,967	61,362	605	1.0
of which Advisory	23,440	21,978	1,462	6.7
EBITDA	2,720	1,279	1,441	>100
EBITDA margin [%]	3.5	1.7	1.8	
EBIT	230	-268	498	>100
EBIT-margin [%]	0.3	-0.4	0.7	
Annual profit	-1,214	-1,728	514	29.7
Earnings per share	-0.11	-0.16	0.05	31.3
Operational cash flow	1,218	-647	1,865	>100
Equity	29,713	24,678	5,035	20.4
Equity ratio [%]	40.7	37.5	3.2	
Customer count ['000]	1,189	936	253	27.0
Assets under admin. [billion EUR]	4.5	4.3	0.2	4.7
Sales volume [billion EUR]	1,382	1,323	59	4.5

In 2017, the JDC Group is planning to move forward with their digitalization and transformation of the company from a classic broker pool to a leading digital manager of insurance pools and financial assets.

Earnings from insurance portfolios acquired over the past year will be included in the financial figures for an entire twelve month period for the first time. At the same time, the transaction costs from the acquisitions weighing on the 2016 earnings with extraordinary effects will no longer apply. Against the background of gaining several large broker customers and a very good operational start in the year 2017, the JDC Group Executive Board forecasts that the revenue and earnings performance will remain positive. In 2017, the company expects further sales increases of EUR 85.0 million to EUR 95.0 million as well as a doubling of EBITDA from EUR 5.0 million to EUR 6.0 million.

You can find more information on JDC Group AG at [www.jdcgroup.de](http://www.jdcgroup.de).

## Contact

Ingo Middelmanne  
Head of Investor Relations  
JDC Group AG  
Telephone: +49 611 3353 514  
E-Mail: [middelmenne@jdcgroup.de](mailto:middelmenne@jdcgroup.de)

## About JDC Group AG

JDC Group AG (ISIN: DE000A0B9N37) stands for modern financial advice and intelligent financial technology for advisors and customers. In the "AdvisorTech" business unit, we provide our customers and advisors with modern advisory and administration technology using the Jung, DMS & Cie. Groups. While many sales and distribution partners perceive the technological transformation as a problem and the young Fintech companies as the new competitors, we perceive the "technology" factor to be a great opportunity. Solutions from the "AdvisorTech" business unit will help advisors in the future to take even better care of their customers and generate increased sales in their earnings. In the "Advisory" segment, we convey financial products to private end customers via free advisors, brokers and financial distributors using the FINUM Group. With over 16,000 connected sales partners, around 1,200,000 end customers, a portfolio of more than EUR 4.5 billion and around EUR 1.4 billion in product sales each year, we are one of the market leaders in the German-speaking area.

## Disclaimer:

Members of the Management Board of JDC Group AG hold material shareholdings in JDC Group AG and thus have proprietary interests in the nature and contents of the information provided in this notification.