



EARNINGS CALL Q3 2022:

Growth in a challenging environment

Dr. Sebastian Grabmaier (CEO)
Ralph Konrad (CFO)

JDC's Earnings Call presented by



Dr. Sebastian Grabmaier (CEO)

Responsible for Strategy, Sales, Products, IR/PR & Data Security

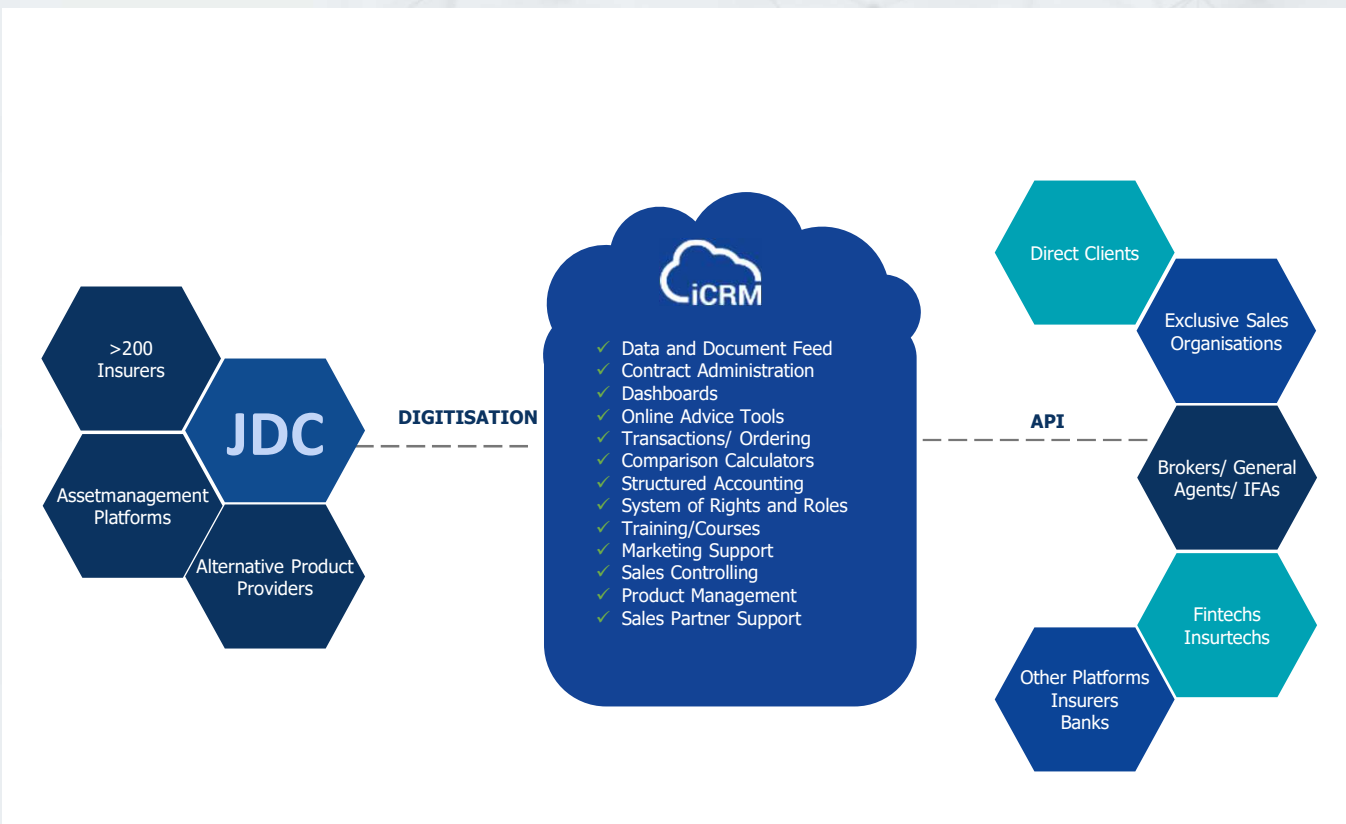


Ralph Konrad (CFO)

Responsible for IT, Operations and Finance

Platform technology

MAKING GERMAN INSURANCE DIGITAL

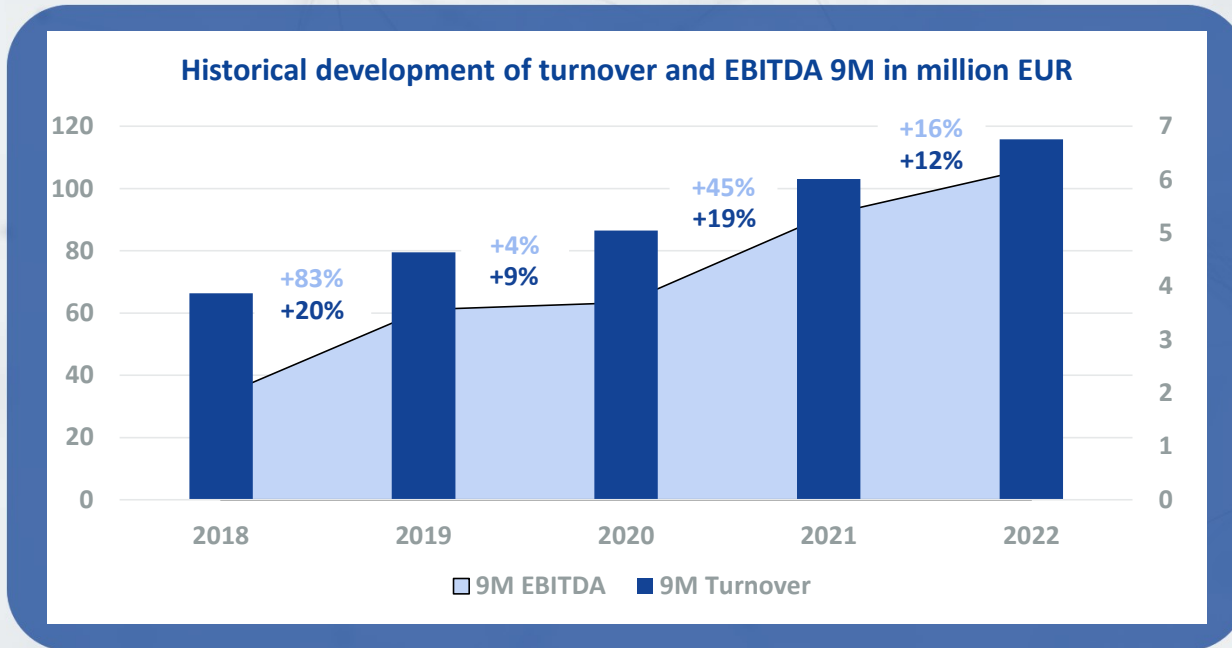
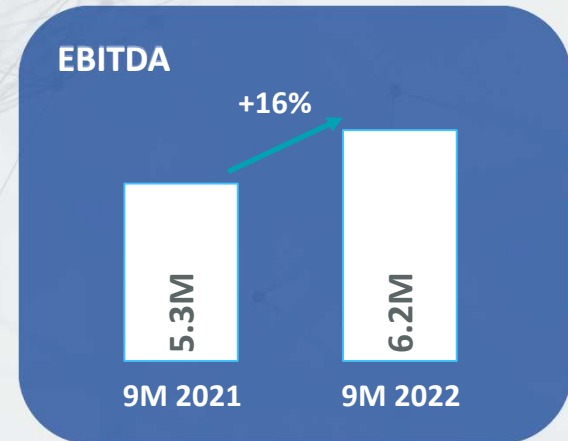


- JDC's platform is a market leader for the administration and processing of financial products and the #1 for insurance contracts.
- Currently there are 4.0M contracts on the platform.
- Next to increasing back-office efficiency through digitization, JDC's solutions and iCRM also actively support the 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.

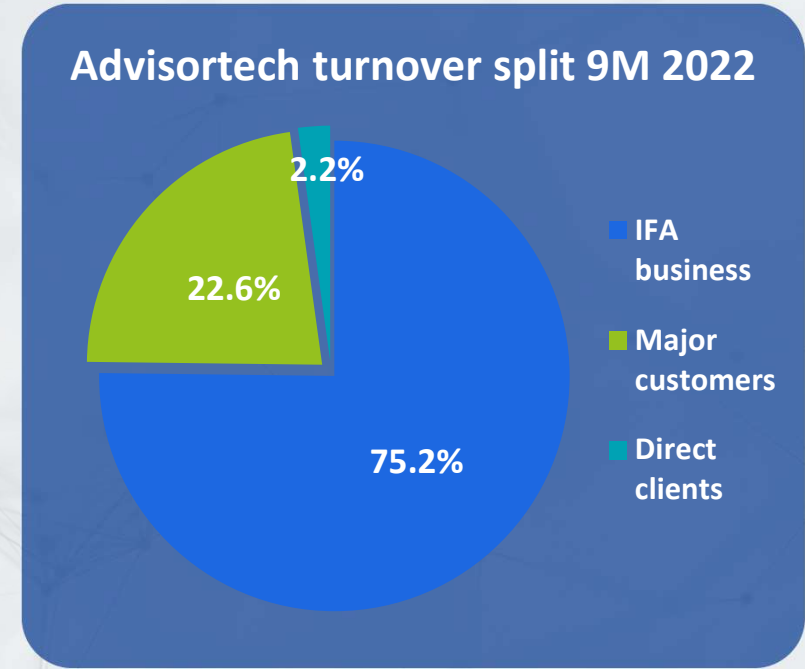
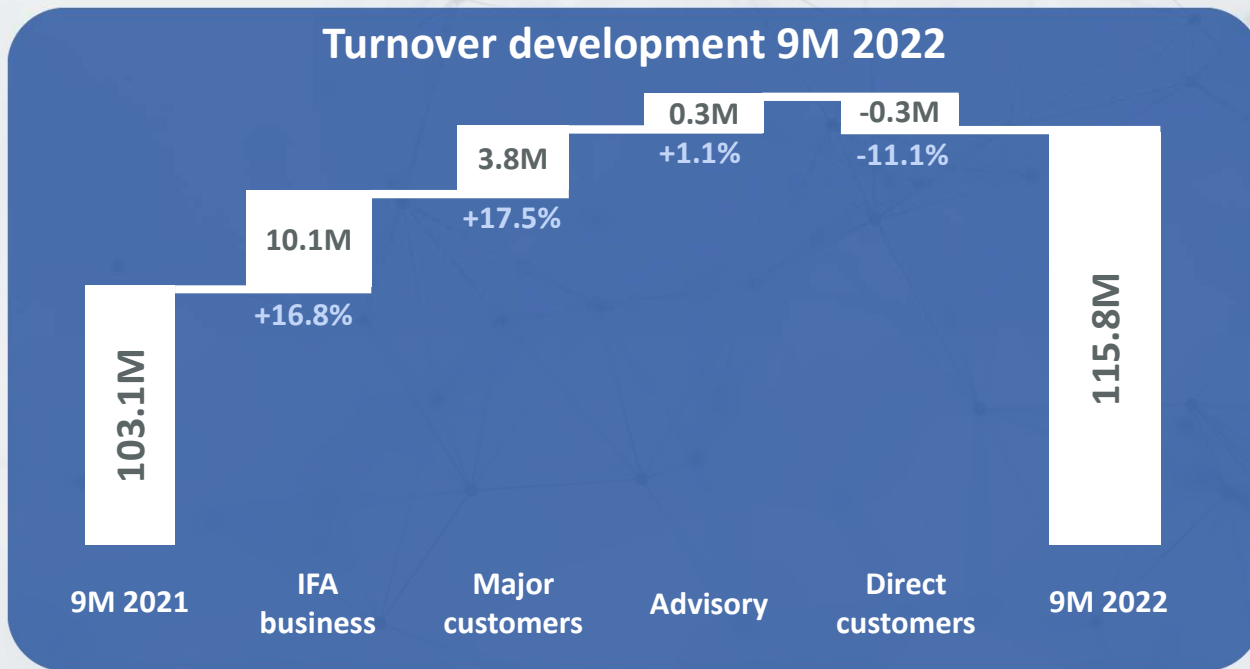
Q3 2022 HIGHLIGHTS



- Strong development of Advisortech business despite challenging environment
- Slower growth due to weaker advisory business.
- **Turnover growth** first 9M 2022: **+12.0% to 115.8m EUR**
- EBITDA rises from 5.3 to **6.2m EUR (+16.0%)** / compared to EBITDA FY 2021 8.3m
- Long-term growth path



Composition of turnover growth & turnover split



- Positive turnover development with an increase of 12% (from 103.1m to 115.8m)
- Traditional IFA business continues to grow strongly

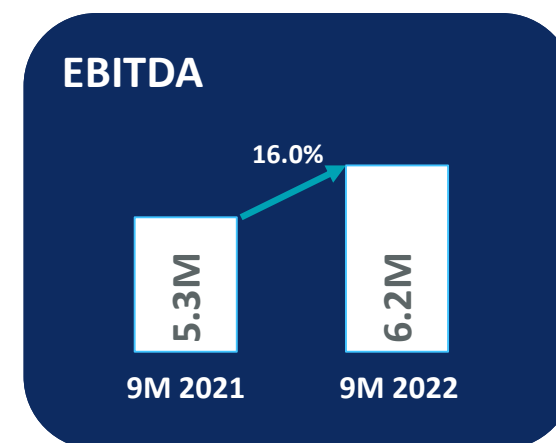
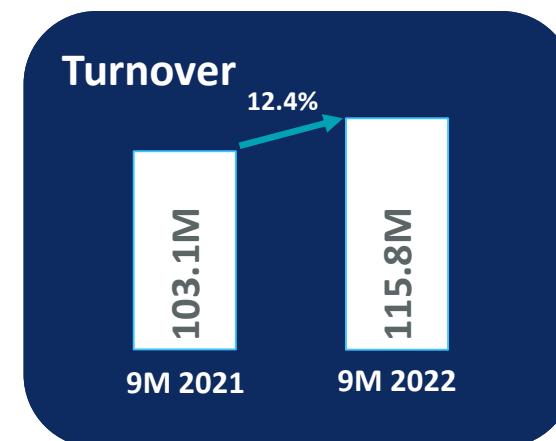
Major customers contribute more than 20 percent to JDC's Advisortech turnover, IFA base still an important driver of growth

9M 2022

9M 2022 IN NUMBERS – GROUP



in million EUR	Q3 2022	Q3 2021	Q3 2022 vs. Q3 2021	9M 2022	9M 2021	9M 2022 vs. 9M 2021
Revenues	34.8	34.4	1.1%	115.8	103.1	12.4%
→ Advisortech	30.5	27.9	9.5%	98.0	84.3	16.2%
→ Advisory	8.3	8.9	-6.3%	26.5	26.2	1.1%
→ Holding/IC	-4.0	-2.3	-72.5%	-8.6	-7.5	-15.6%
Gross profit	11.0	9.9	10.8%	34.8	28.7	21.1%
EBITDA	0.8	1.0	-19.1%	6.2	5.3	16.0%
EBITA	-0.2	0.2	< - 100%	3.3	2.9	11.4%
EBIT	-0.7	-0.4	-76.8%	1.7	1.5	13.0%

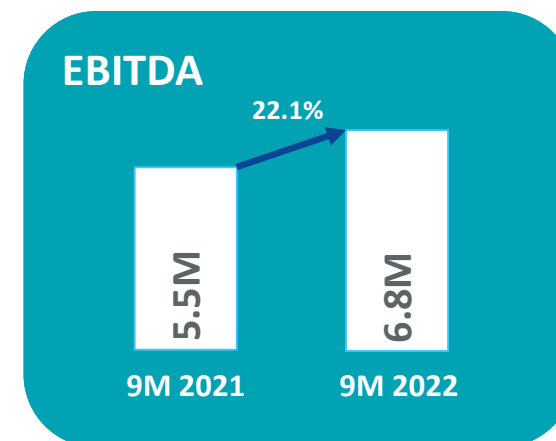
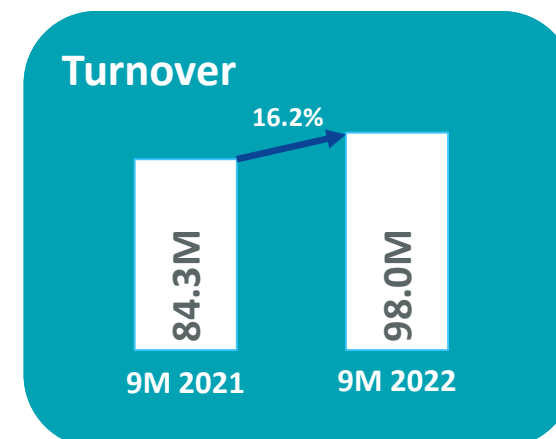


9M 2022

9M 2022 IN NUMBERS – ADVISORTECH

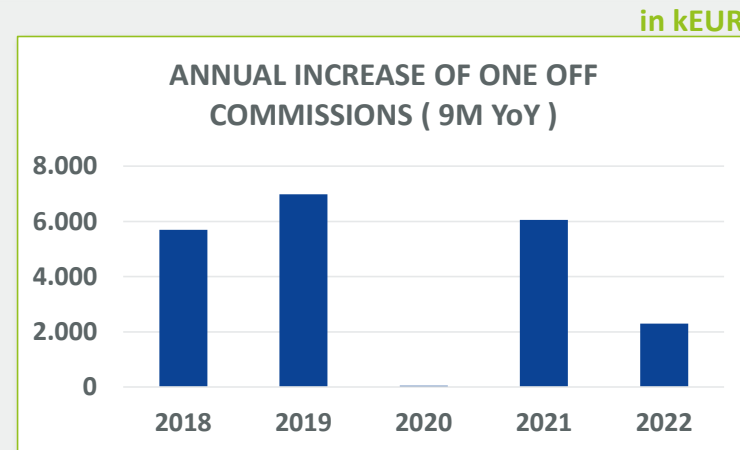
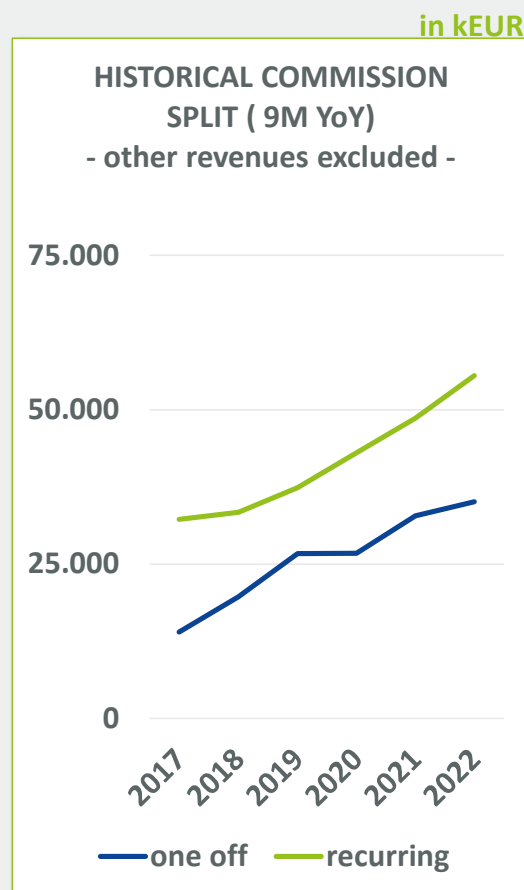


ADVISORTECH	Q3 2022	Q3 2021	Q3 2022 vs. Q3 2021	9M 2022	9M 2021	9M 2022 vs. 9M 2021
Revenues	30.5	27.9	9.5%	98.0	84.3	16.2%
Gross profit	8.7	7.3	19.3%	27.0	21.8	24.0%
Depreciation and amortization	-1.2	-1.0	-22.0%	-3.3	-2.8	-20.5%
Personell expenses	-4.8	-4.0	-19.8%	-13.9	-10.5	-32.3%
Other operating expenses	-2.4	-2.2	-8.3%	-6.3	-5.7	-10.7%
EBITDA	1.5	1.0	41.0%	6.8	5.5	22.1%
EBITA	0.7	0.5	40.0%	4.5	3.8	20.2%
EBIT	0.3	0.1	>100%	3.4	2.8	23.6%



9M 2022

9M 2022 IN NUMBERS – ADVISORTECH



- One-off revenues grow but depend on economic environment/consumer behaviour. 2022 is a difficult year

9M/22: + 7% / + 2.3m EUR

- recurring revenues grow for years with increasing speed - even in the historically poor environment
 - stable development in the investment area despite declining markets
 - strong growth in the insurance area

9M/22: +14% / +6.9m EUR

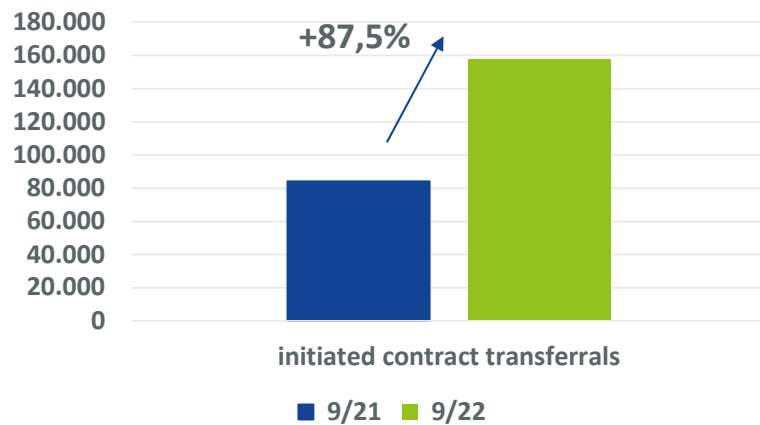
→ JDCs asset base is growing permanently

9M 2022

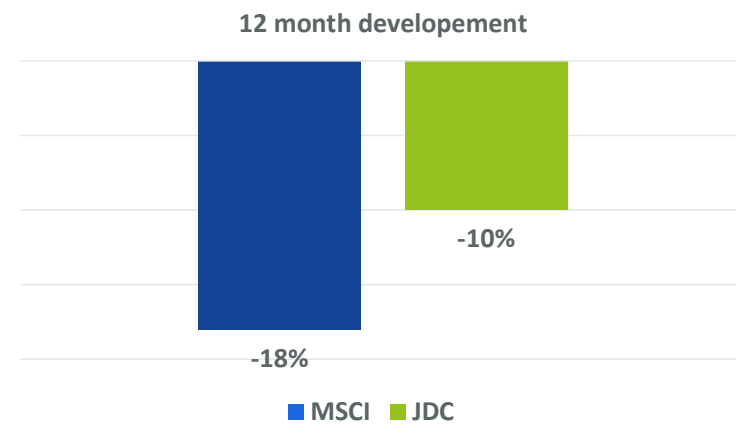
OUTLOOK RECURRING REVENUES



Insurance: initiated contract transfers



Mutual Funds: MSCI vs JDC Assets



Outlook 23

Big increase in transfers of contracts in 2022 will lead to significant increase of recurring revenues in 2023

Outlook 23

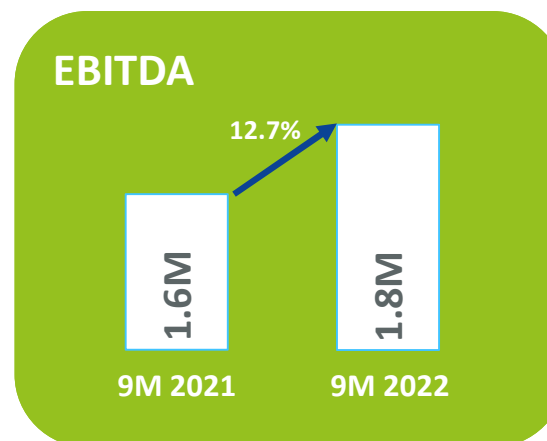
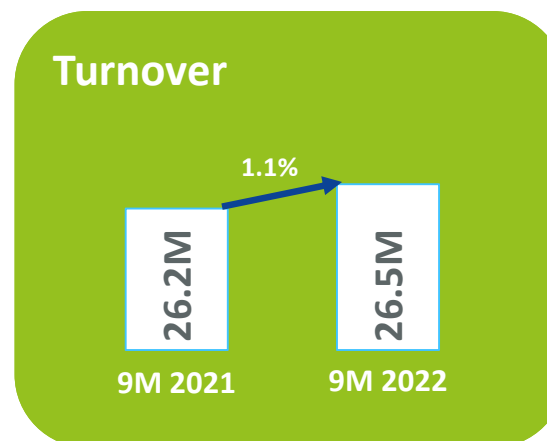
Rebound on higher asset base when capital markets recover

9M 2022

9M 2022 IN NUMBERS – ADVISORY



ADVISORY	Q3 2022	Q3 2021	Q3 2022 vs. Q3 2021	9M 2022	9M 2021	9M 2022 vs. 9M 2021
Revenues	8.3	8.9	-6.3%	26.5	26.2	1.1%
Gross profit	2.4	2.8	-13.1%	8.1	7.4	9.9%
Depreciation and amortization	-0.3	-0.3	7.1%	-0.9	-0.8	-9.9%
Personnel expenses	-1.2	-1.2	-8.0%	-3.7	-3.2	-16.0%
Other operating expenses	-0.8	-0.9	7.8%	-2.6	-2.6	-0.9%
EBITDA	0.3	0.7	-54.9%	1.8	1.6	12.7%
EBITA	0.1	0.5	-71.4%	1.3	1.1	12.7%
EBIT	0.0	0.4	-96.0%	0.9	0.8	15.6%

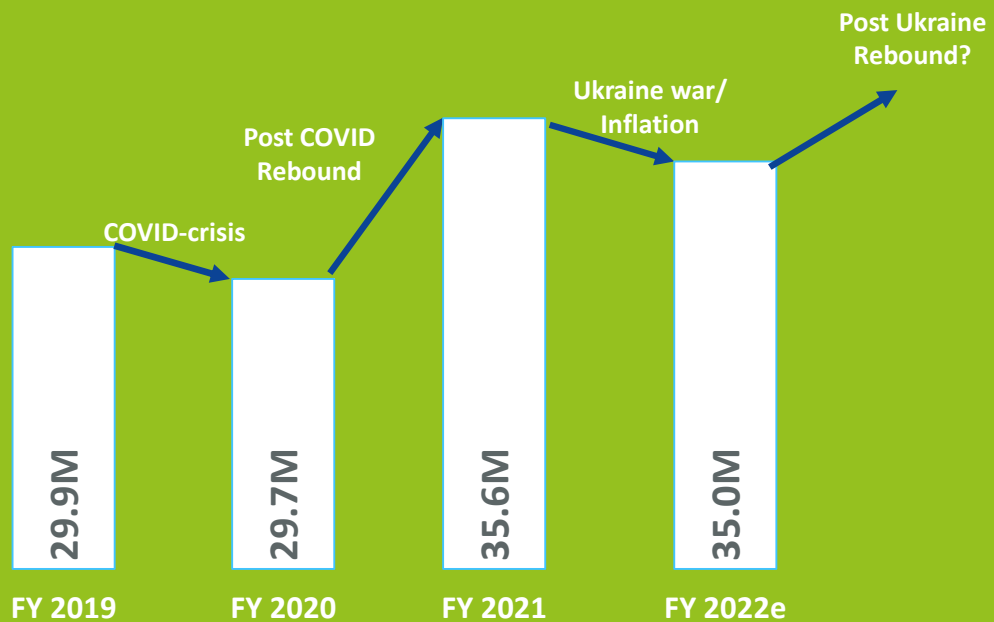


9M 2022

9M 2022 IN NUMBERS – ADVISORY



Turnover (9M)



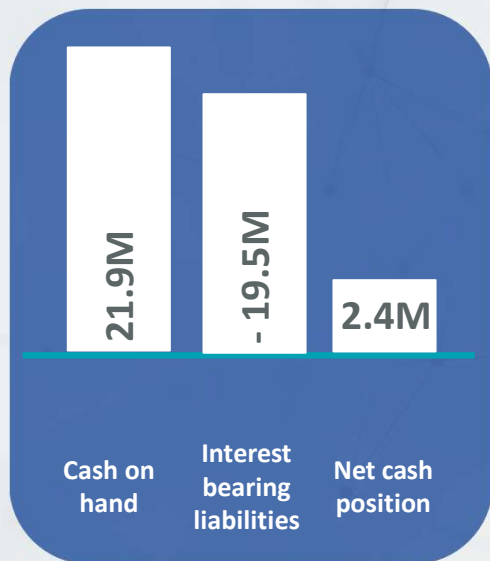
- Advisory business is a growing and profitable business, but its development is depending on the actual consumer behavior.
- Weaker sales from weaker periods are usually followed by catch-up effects in subsequent periods.
- Consumer confidence is the key driver

9M 2022

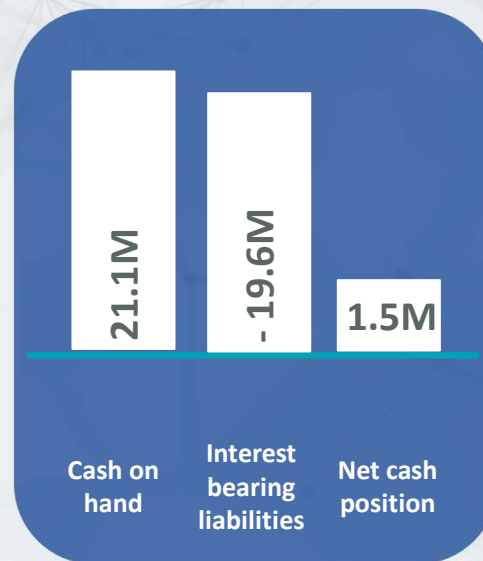
CASH & LIABILITIES



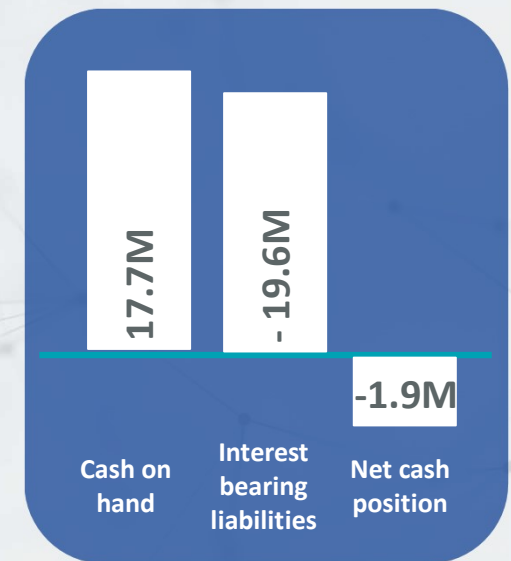
FY 2021



HY1 2022



9M 2022



9 month development including:

- 3.1m deferred payments for acquisitions
- 1.6m share buyback program

Q3 2022

FURTHER FACTS



Bond 2019/2024



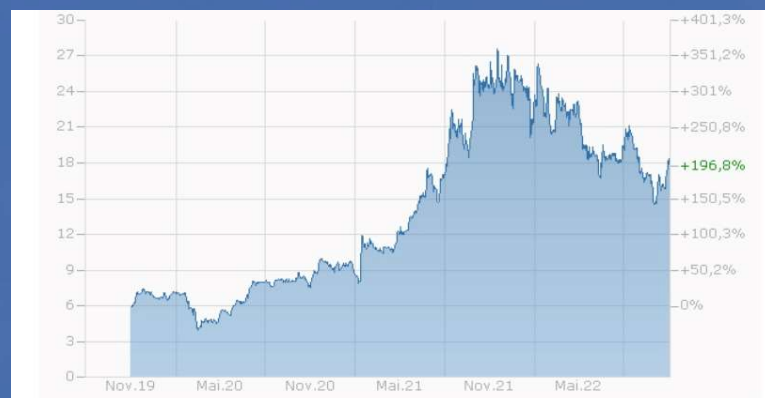
Quote (Tradegate): 101.25 % (November 11th, 2022)

Volume: 25,000,000 EUR

coupon: 5.5% p.a

ISIN: DE000A2YN1M1

Development of share price



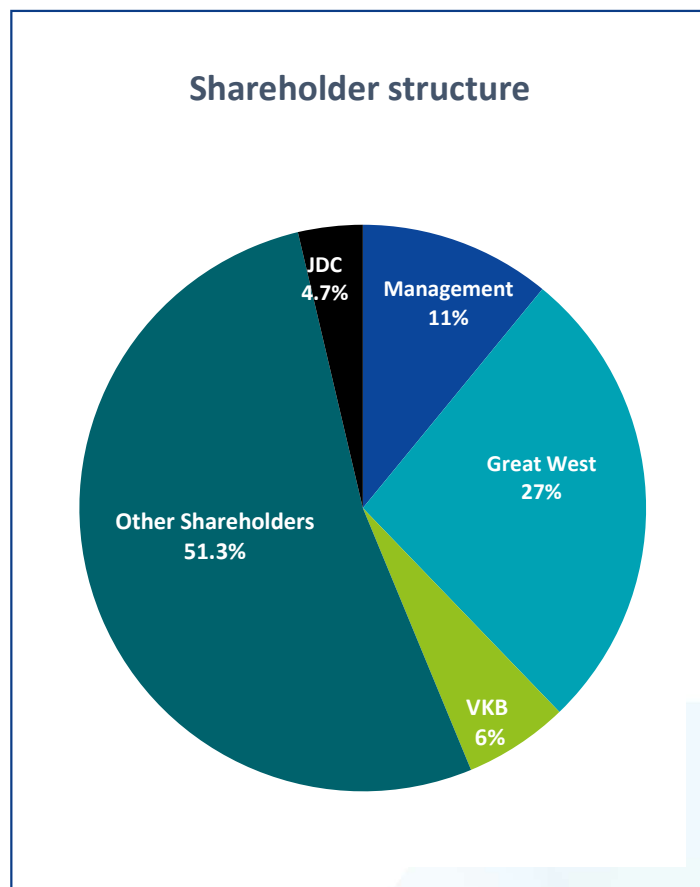
Price: 17.90 EUR (November 11th, 2022)

637,631 own shares

Purchase price 8.55 per share

Reserves 6.0M / Share value 11.4M

JDC Group – stock market data





Spotlights:



BEST ADVICE! BETTER TECHNOLOGY.

Development of S-VM in the Provinzial region

Update on JV with Bain Capital

Contract with Albatros Renewed



Roll Out S-VM in the Provinzial Region

ON TRACK FOR THE NEXT 10 YEARS



#fakt

Mehr als **30**
Sparkassen nutzen den
S-Versicherungsmanager

Einfach. Gut. Versichert.

More than 40 Savings banks have signed S-VM contracts – more than any other competitor by far!

More than 30 Savings banks have been already technically onboarded

More than 5 Savings banks already rolled out S-VM in their branches, others will follow

First approx. 4.000 initiated transfers of contracts confirm positive feedback

Update JV with Bain

SUMMITAS GROUP IS STARTING ITS OPERATIONS



Company is founded and operational (Shareholding: Bain 65%, Great West 25%, JDC 10%)

Several 100m EUR (thereof up to 150m equity) will be invested into a roll up investment case to consolidate the German and Austrian commercial broker market.

Top Management on board

- CEO Michael Schliephake – former head of broker business at Allianz
- Head of the Advisory Board Markus Nagel – former CEO of the Zurich Group

The first acquisition is planned in the short term

JDC to deliver platform services for all target companies at normal margins

In the medium term, the JDC Group expects Summitas to generate sales growth in the mid-double-digit million range and a correspondingly significant contribution to profits.



Albatros

JDC AND ALBATROS AGREE ON A NEW 5YEAR CONTRACT



Albatros

- Contract extended for another 5 years
- Albatros continues to use the JDC platform exclusively across all product lines
- Economic conditions almost identical
- Signing took place after a new tender and re-evaluation of all of JDC's competitors by Albatros
- expected turnover in the next 5 years 75 to 100 million EUR





41 Achtung! Meine Absicherung
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



HanseMerkur
Kälber & Hering




120,00 €
jährlich

Vertrag optimieren

Vertragsdetails und Dokumente anzeigen

Guidance

Old & New Guidance 2022

Guidance 2022		Goals 2025
 <p>Turnover 165 to 175 million</p>	 <p>Turnover 155 to 165 million</p>	<p>Turnover >250 million (doubling 2020 figures)</p>
<p>EBITDA >11 million</p>	<p>EBITDA 7.5 to 9.5 million</p>	<p>EBITDA >20 million (quadrupling 2020 figures)</p>
<p>Goals 2022</p> <ul style="list-style-type: none"> • Successful rollout of further savings banks in the Provinzial region ✓ • Onboarding of other public insurers (e.g. VKB) • Leverage existing partnerships and improve profitability ratios ✓ • Add further major customers (e.g. Gothaer, Ecclesia) ✓ • Meaningful success in the further technical development of the JDC platform (new features, further automation) ✓ 		
	<p>JDC's future business performance also depends on the further development of the global and national economic environment and consumer confidence, driven by inflation, the current energy crisis and the development of the Ukraine war. It is hard to foresee, whether there will be the typical year-end business rally at the end of this year</p>	



Thank you for your attention!

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