



EARNINGS CALL Q1 2021: Inflection point passed

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

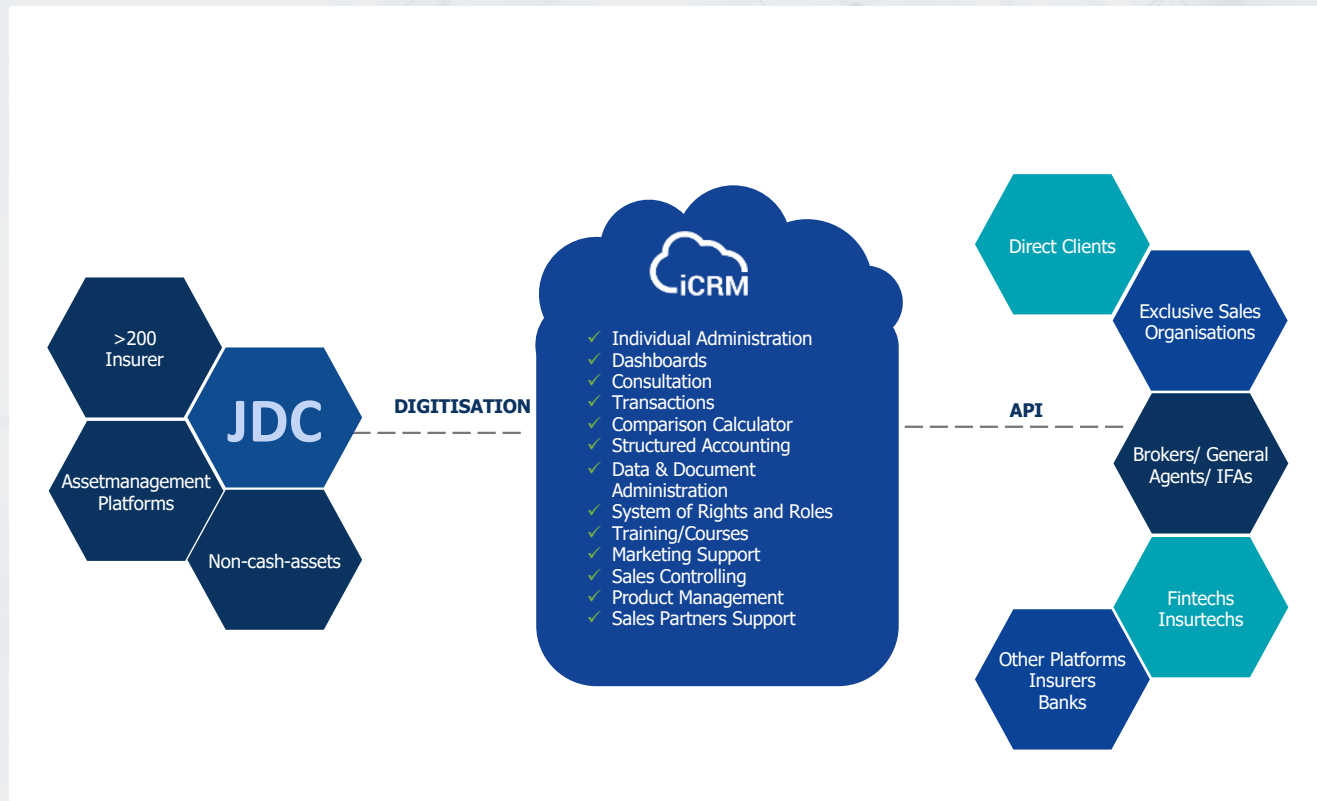


Ralph Konrad (CFO)

Responsible for IT, Operations and
Finance

Platform technology

MAKING GERMAN INSURANCE DIGITAL

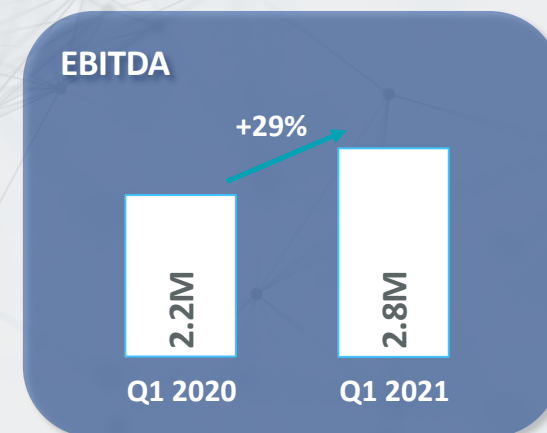
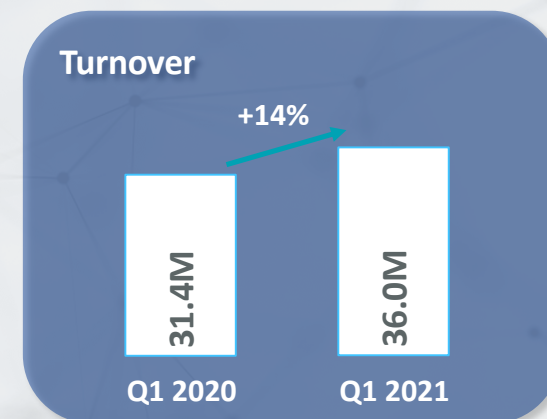
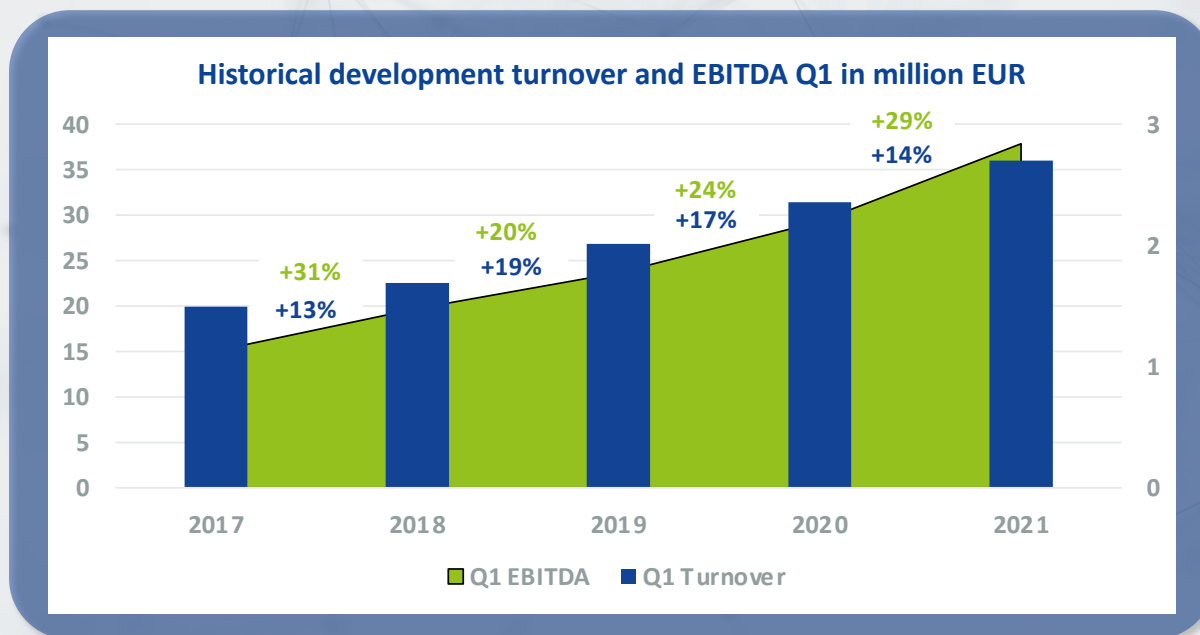


- JDC's platform is a market leader for the administration and processing of financial products and the #1 for insurance contracts.
- Currently there are 3.4M contracts on the platform.
- Next to increasing back office efficiency through digitalisation, JDC's solutions and iCRM also actively support 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.

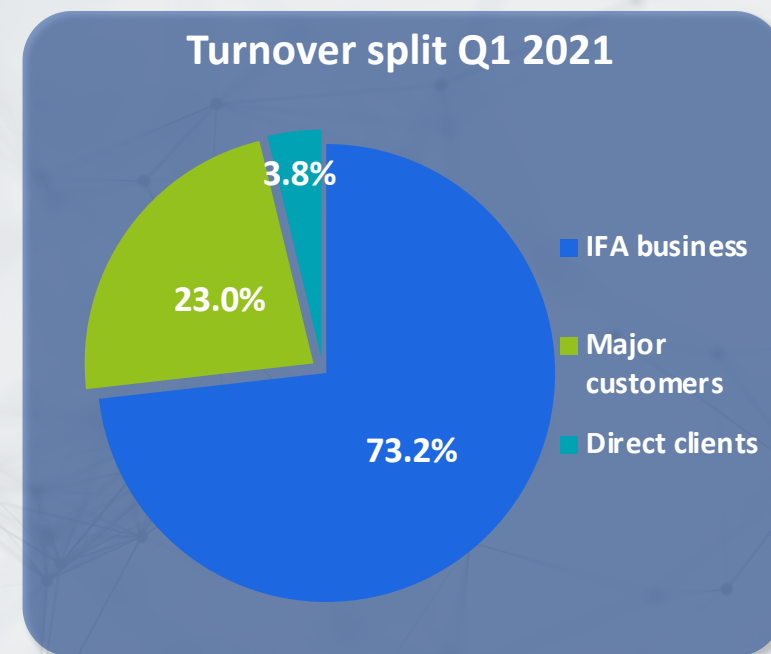
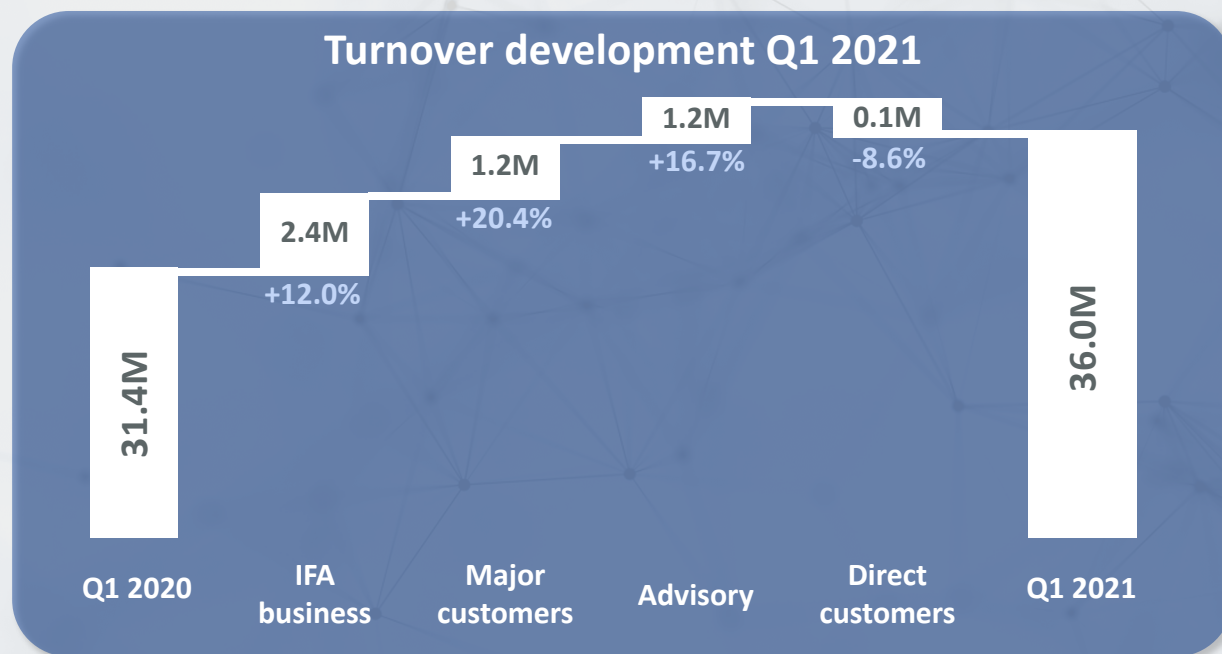
Q1 2021 HIGHLIGHTS



- Q1 2021 **within guidance**, despite COVID lockdown in Germany and Austria
- **Turnover growth** first quarter 2021 + 14.4% to 36.0m EUR
- EBITDA rises from 2.2 to 2.8m EUR (+29.3%)
- Long term double digit growth path



Composition of turnover growth & turnover



Very satisfying growth of traditional IFA and Advisory business despite corona restrictions.

20%+ growth with major customers!

Slight Churn in JDC's direct clients business.

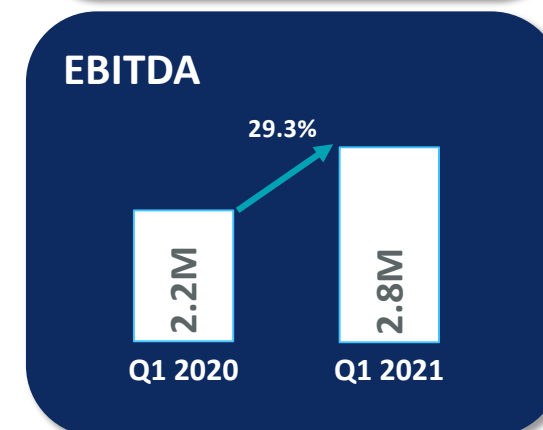
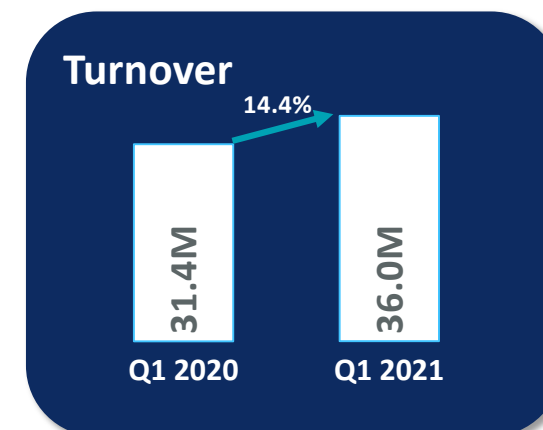
Already over 20% of JDC's turnover contributed by major customers

Q1 2021

Q1 2021 IN NUMBERS – GROUP



in million EUR	Q1 2021	Q1 2020	Q1 2021 vs. Q1 2020
Revenues	36.0	31.4	14.4%
→ Advisortech	30.6	27.1	12.9%
→ Advisory	8.3	7.1	16.7%
→ Holding/IC	-2.9	-2.7	-5.1%
Gross profit margin	9.9	8.9	11.0%
EBITDA	2.8	2.2	29.3%
EBITA	2.1	1.5	40.0%
EBIT	1.7	1.1	54.9%

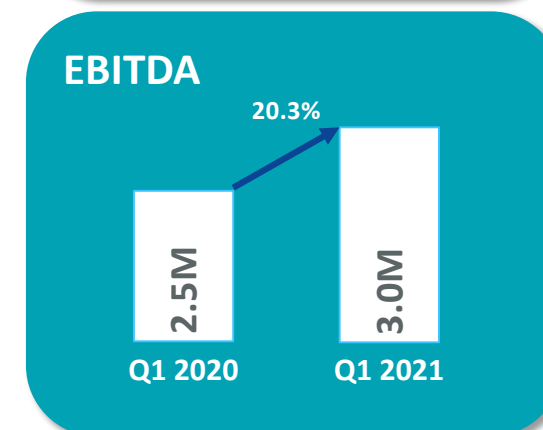
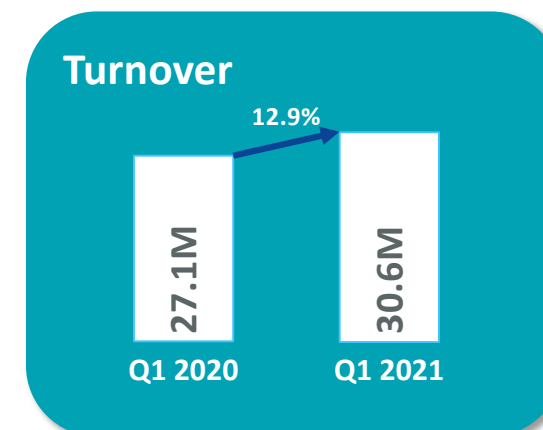


Q1 2021

Q1 2021 IN NUMBERS – ADVISORTECH



ADVISORTECH	Q1 2021	Q1 2020	Q1 2021 vs. Q1 2020
Revenues	30.6	27.1	12.9%
Gross profit margin	7.9	7.1	11.8%
Depreciation and amortization	-0.8	-0.9	6.2%
Personell expenses	-3.2	-3.0	-8.3%
Other operating expenses	-1.7	-1.6	-5.0%
EBITDA	3.0	2.5	20.3%
EBITA	2.5	1.9	29.1%
EBIT	2.1	1.6	35.1%

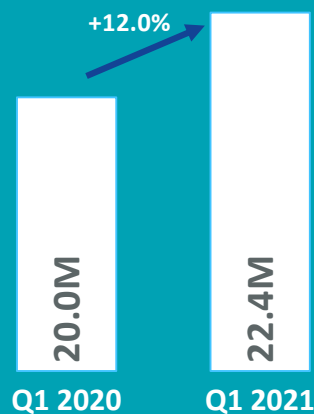


Growth contribution in the Advisortech segment



IFA business

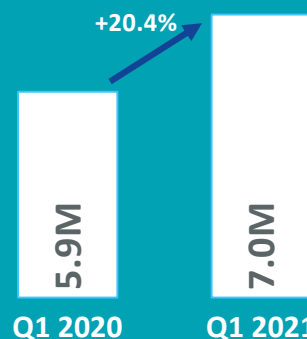
raises from 20.0m to 22.4m



Very satisfying growth in traditional IFA business driven by efficiency and recommendations

Major customers

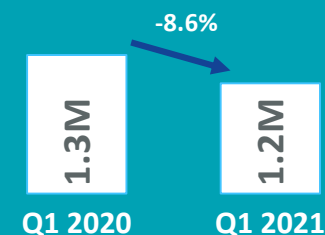
raises from 5.9m to 7.0m



Major Customers with 20% growth, but still at the beginning of the J-Curve

Direct Clients

Is churning slower than the amortization



Slight (and expected) churn in JDC's direct clients business

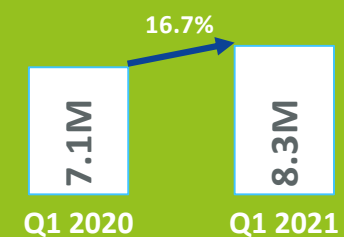
Q1 2021

Q1 2021 IN NUMBERS – ADVISORY

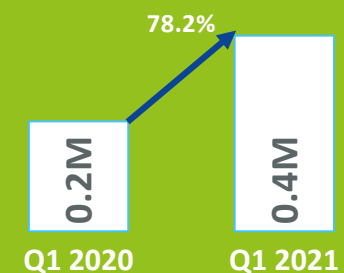


ADVISORY	Q1 2021	Q1 2020	Q1 2021 vs. Q1 2020
Revenues	8.3	7.1	16.7%
Gross profit margin	2.2	2.0	8.7%
Depreciation and amortization	-0.2	-0.2	-16.2%
Personell expenses	-0.9	-0.9	3.1%
Other operating expenses	-0.9	-0.8	-5.0%
EBITDA	0.4	0.2	78.2%
EBITA	0.2	0.1	>100%
EBIT	0.1	0.0	>100%

Turnover



EBITDA

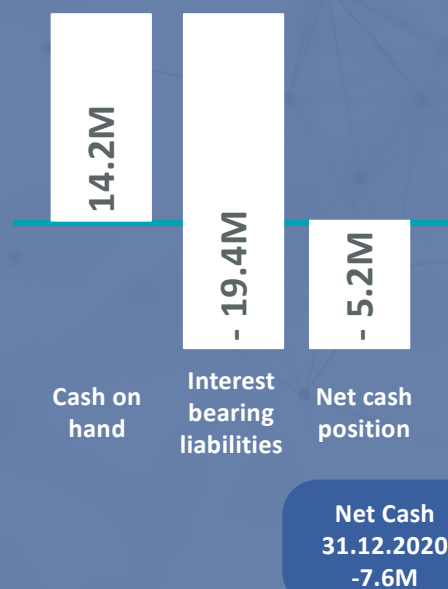


Q1 2021

FURTHER FACTS



Cash & Liabilities



Bond 2019/2024



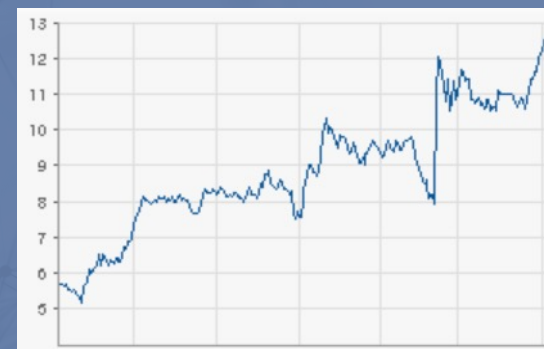
Quote: 103.50 EUR (May 11, 2021)

Volume: 25,000,000 EUR

coupon: 5.5% p.a

ISIN: DE000A2YN1M1

Development of share price



Share price: 12.20 EUR (May 11, 2021)

505.202 own shares

Purchase price 6.10 per share

Hidden reserves as of today 3.1M

ICRM - voted as best broker platform of all broker pools JDC - voted as TOP 100 Innovator 2021



Quelle: ServioValue/Versicherungsmagazin, Studie: Makler-Champions 2021

2020	2021	Servicewert P
Professional works von DEMV	Professional works von DEMV	90
Keasy	2. JUNG, DMS & CIE.	81
ELVIS.one von [pma.]	Finass	81
JUNG, DMS & CIE.	Keasy	79
Finass	ELVIS.one von [pma.]	72
blau direkt - MVP	VENTAKVM von fonds finanz	71
aB - Agenta	blau direkt - MVP	68
meinMVP	aB - Agenta	65
Solia	Charla.Casa	65
VENTAKVM von fonds finanz	meinMVP	52

Customer Profile: Muster, Paula (P21028)
Provisionen
E-Mail: laura.thomae@jungdms.de
Telefon (privat): 0151 12345679
Telefon (geschäftlich):
Mobilnummer (privat):
Mobilnummer (geschäftlich):
Fax (privat):
Fax (geschäftlich):
Karte: Hamburg (der Hönig), Frankfurt am Main, Mainz, Karlsruhe, Nürnberg



Top-Innovator 2021

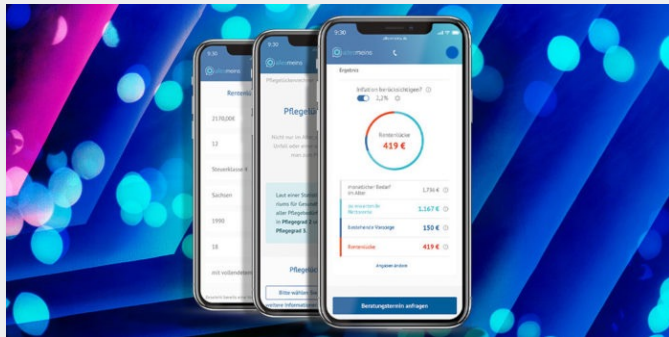
JDC Group AG

Prof. Dr. Nikolaus Franke
Wissenschaftlicher Leiter von TOP 100

Ranga Yogeshwar
Mentor von TOP 100

New platform features & backend automation

NEW FEATURES



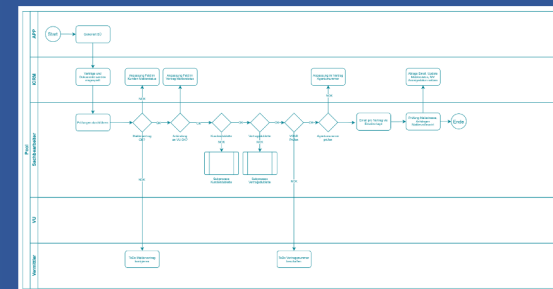
NEW Easy GAP Analysis Tools

- Disability Insurance
- Care Insurance
- Pension Plans



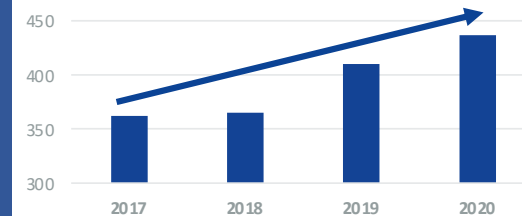
NEW Reading out bank accounts for an easy transfer of all insurance contracts with only one click

FURTHER AUTOMATION



Focus on further backend automation with focus on process quality and process efficiency to handle the upcoming growth

Turnover per employee segment
Advisortech (in kEUR)



Guidance 2021 & Q1 Achievements



Guidance 2021

Turnover
135 to 142 million

EBITDA
> 7 million

Q1 / Achievements so far

Turnover
36 million



EBITDA
2.8 million



- | | | | |
|--|---|------------------------------------|--|
| • Successfully onboard Provinzial and the first savings banks | → | ongoing | |
| • Add further major customers | → | Mediolanum, Finanzguru, Provinzial | |
| • Roll out and leverage existing partnerships and scale business | → | double digit growth | |
| • Meaningful success in the further technical development of the JDC platform (new features, further automation) | → | ongoing | |



Thank you for your attention!

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