

JDC GROUP AG

Company Presentation



JDC Group AG Management Board





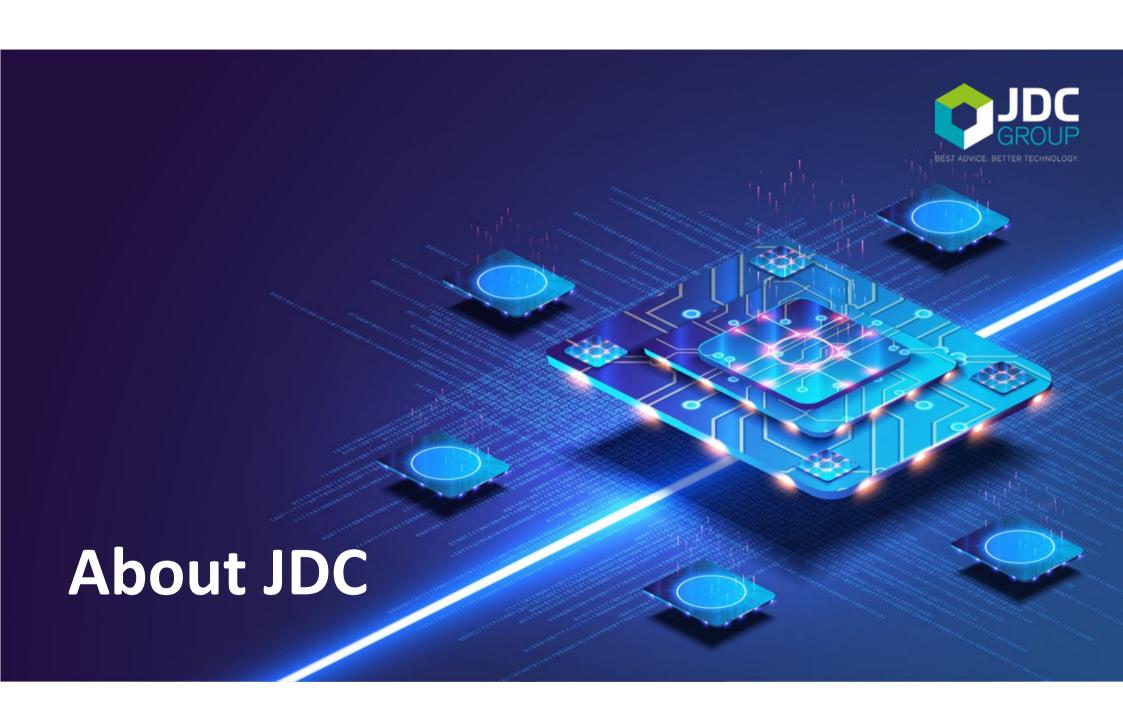
Strategy, Sales, Products, IR/PR



Finance, IT, Operations, Legal



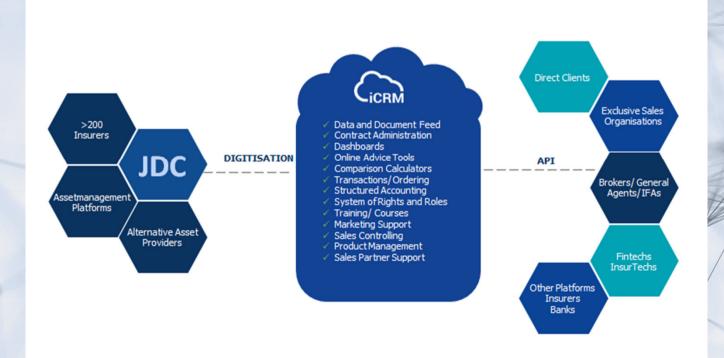
Bancassurance, Marketing, Service, People Ops



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 3.9M 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.

Insurance Market Germany



HIGH INSURANCE DENSITY WITH 17BN IN COMMISSION FOR INTERMEDIARIES IN P&C ALONE



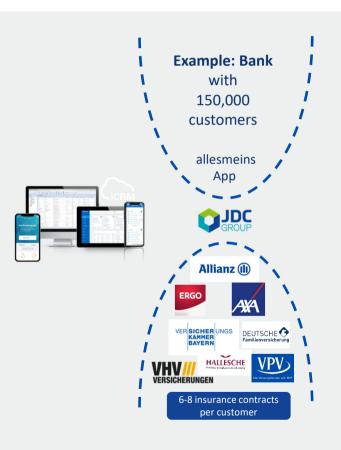
- 41.5m German households with more than 10 contracts on average.
- Average household pays intermediaries more than EUR 350 annual commission.
- Still a very domestic and fragmented market with >500 insurance companies.
- Despite innovation in customer interfaces (apps, insurance wallets, comp. platforms,...), information gathering and processing remain very manual.

- Contracts on the JDC platform pay an average of EUR 32 commission p.a.
- Tied and independent financial agents are still dominate the market.
- However banks and direct channels are getting more important.

^{*} Source: Website GDV- Gesamtverband der Deutschen Versicherungswirtschaft (Association of the German Insurance Industry)

Aggregation business model INSURANCE AS THE OPPORTUNITY





150,000 customers

EUR 33.6 million

Recurring portfolio commission per year

150,000 customers x 7 contracts x EUR 32,-*

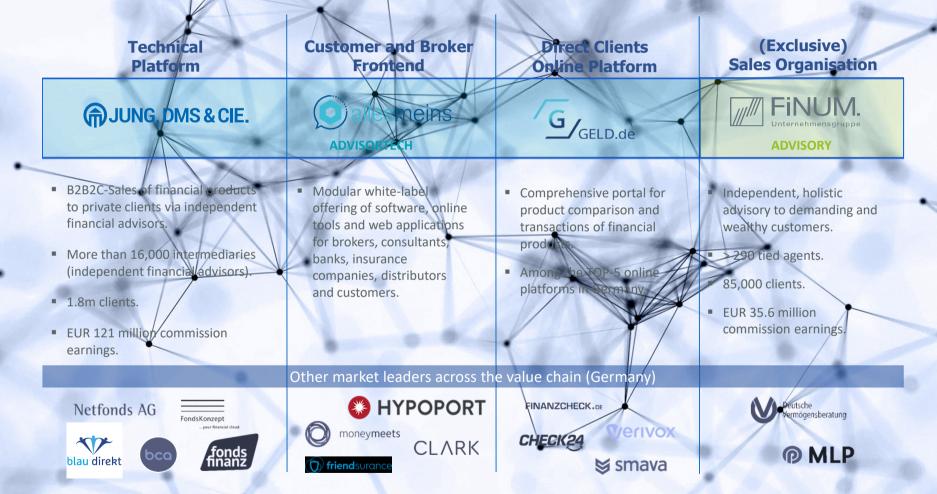
Insurance premiums are already paid out of customers' accounts. They just have to drag them into a digital wallet with a few clicks.

^{*}Source: internal JDC System iCRM

JDC Group:



AS A PLATFORM, OUR BRANDS & SERVICES COVER THE ENTIRE VALUE CHAIN



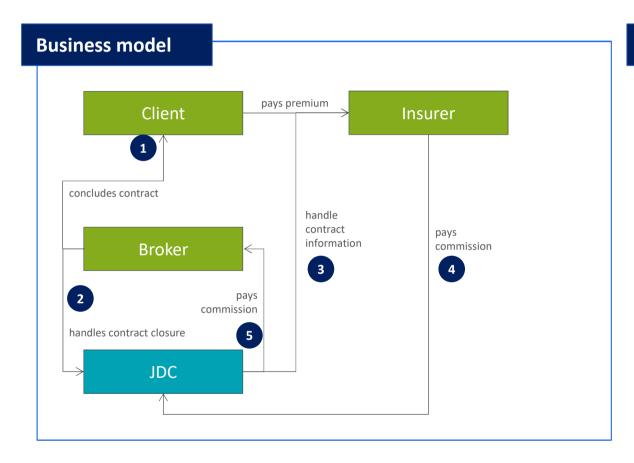
JDC Group AG

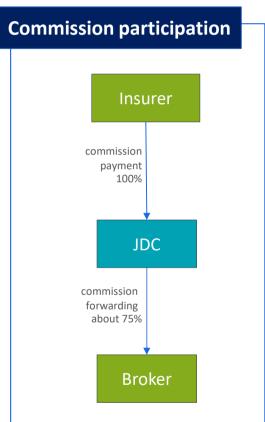
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Economics

BUSINESS MODEL













Display and aggregate insurance contracts

- Automatic data procurement
- All contracts at a glance
- Easy administration
- · Automatic update



Transfer with just two clicks!

WebApp on all devices

- No Download in App-/Playstore necessary
- No new or parallel installations required



Insight on smartphone, tablet or desktop-PC!

Online damage claims

- Online form including photo upload
- Contact the consultant



Your contact-App – that is all that is required!

Needs analysis

- Match with portfolio
- Recommendation of existential / obligatory insurance products
- Contact consultant for any changes
- · Regardless of the insurance folder



10 simple questions!

Comparison calculator

- Available for six different items
- Performance comparison
- Continuous development



Conveniently complete online!

Compare existing contracts



Smart and easy!

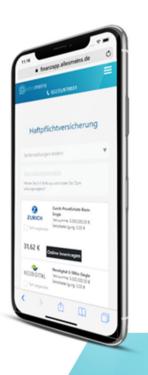
App & comparison tools

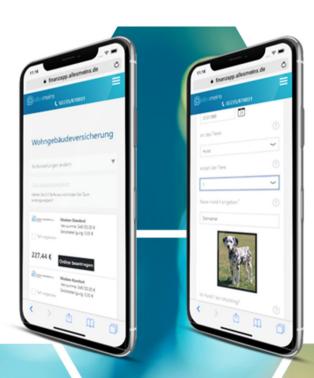
B2C READY IN 7 P&C INSURANCE PRODUCTS – USER SELF DIRECTED







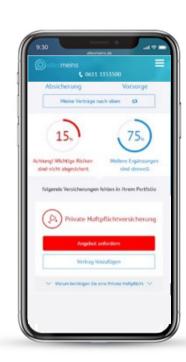




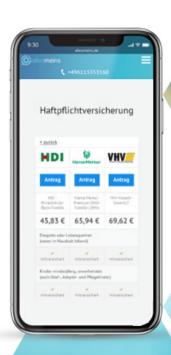
App & comparison tools

B2C READY IN 7 P&C INSURANCE PRODUCTS – USER SELF DIRECTED





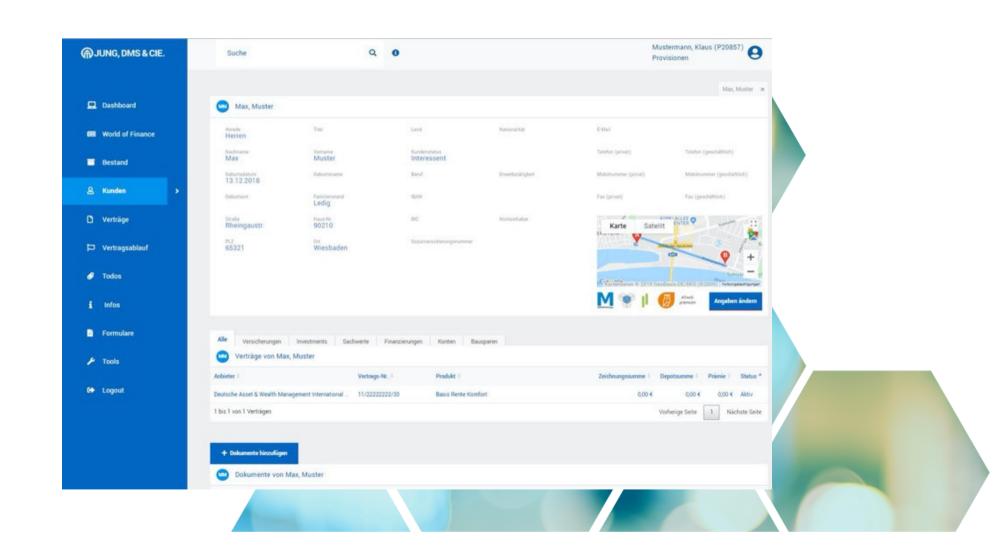






iCRM – Web based Customer Relationship Management Program





Interfaces to all leading comparison tools in the market



FOR INTERMEDIARIES

Comparision Tool f	or IFAs	Product segment
Franke Bornberg MORGEN HORGEN	F&B/M&M	Life & Health
ACIO MIT UNS VERSO-ERIT	ACIO	Health supplement
Mr-Money	Mr. Money	P&C
nafi ACTURES GRUTECHS, ARR	nafi	Car
fundsaccess	ATweb	Investment/AIF
XbAV Beratungssoftware	xbAV	Occupationoal pension fund
FinanzPortal24 Die Software für Finanzdienstleister	Finanzplaner	Financial analyses as to DIN 77230, Calculation of biometrc risk, Calculators for state pension schemes
THINK	Thinksurance	corporate insurances

Landingpages or SSO (> 120 tools, free con	-Access to tools of insuran figuration)	ce companies
Aachener Aachener Bausparkasse	e Continentale Leben Tarifsoftware	A HDI Leben Tarifsoftware
Aachener Anmeldedaten Aachene	Covomo Reise-und Spezialversicherungen	HEK Maklerportal
allesmeins-Berater-App	DAK-Gesundheit Maklerportal	A Helvetia LV Bruttotarife Tarifsoftware
Allianz Kranken Tarifsoftware	DBV Kranken Tarifsoftware	A Helvetia LV Nettotarife Tarifsoftware
Allianz Leben Tarifsoftware	Q DBV Leben Tarifsoftware	Hiscox Onlienrechner Ferienimmobilien
Q Alte Leipziger Anmeldedaten	DEFINO	Hiscox Onlinerechner BHV für IT-

Soon to come:

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occupational pension funds, employer platform, employee benefits



Albatros

A member of the Lufthansa Group









Sparda-Bank



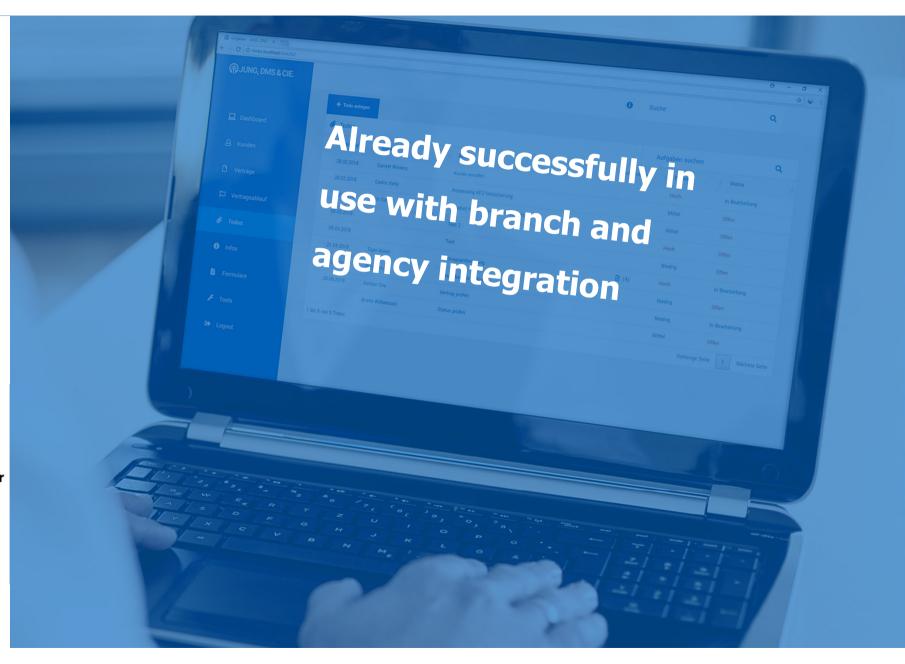






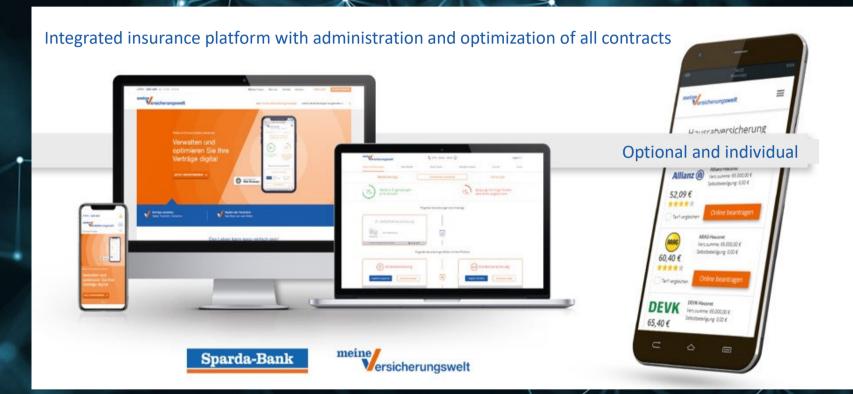
PROVINZIAL





Example: Sparda – White Label COMPLETE SOLUTION WITH OWN COMPARISON PORTAL





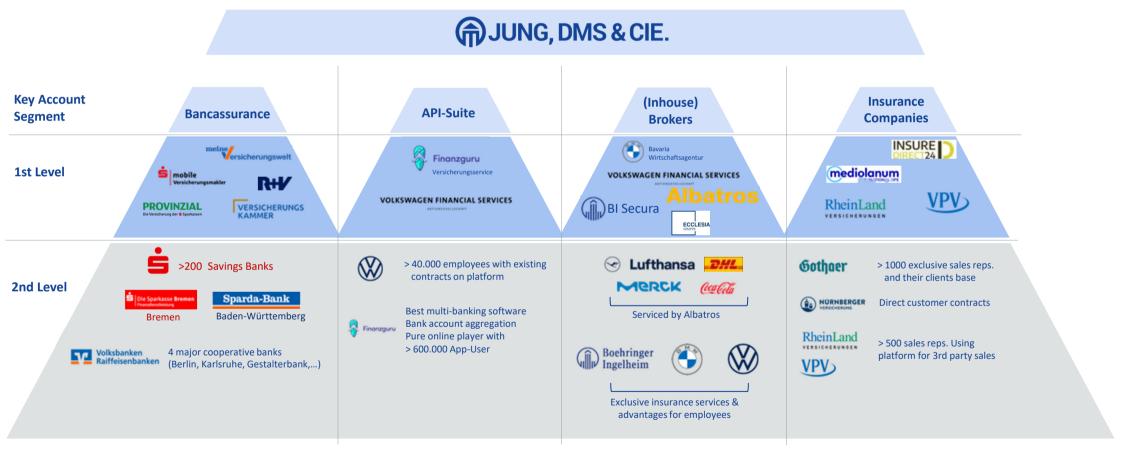


Example: Sparkasse (Savings Bank) – White Label



JDC platform growth potential with existing key accounts





Life Cycle of JDC's Key Accounts

FOUR EXAMPLES



Albatros Ramp **Up & Pilot Optimize & Project** Organic & Contract Effort Phase **Roll Out** Growth mobile Versicherungsmakler VER SICHER UNGS **PROVINZIAL KAMMER BAYERN** Months: 6 to 18 6 to 12 24 to 36 ongoing 3 to 6 **EBITDA Contribution**

Growth contribution of key accounts expected to

increase in the future

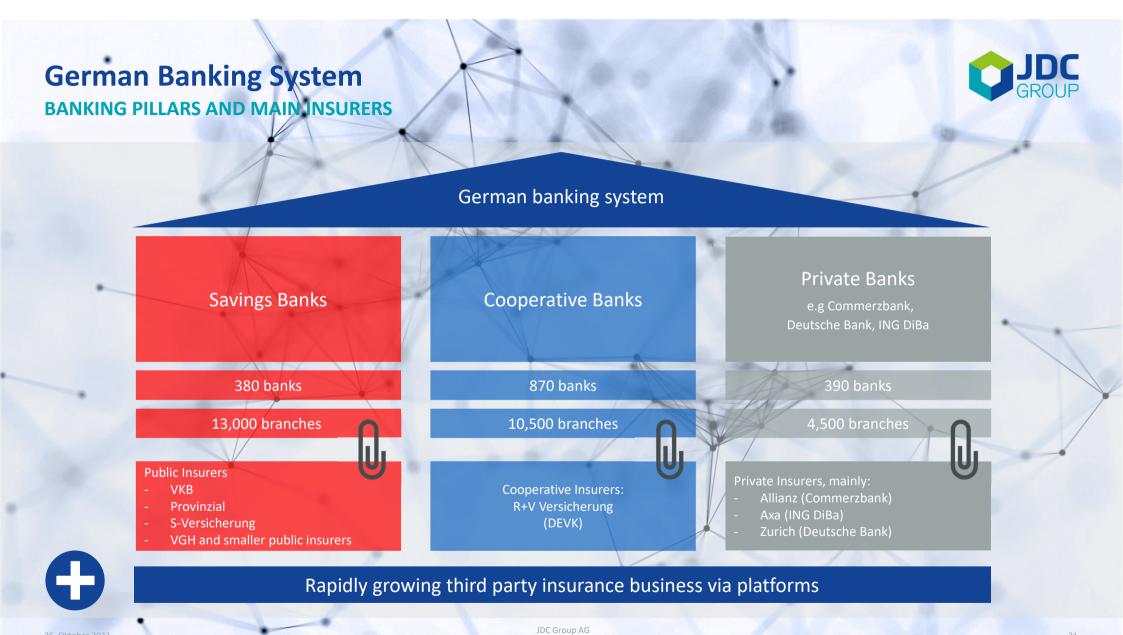
accounts is still in the Ramp-

Up or in the beginning of the

Majority of JDC's key

Major impact of the Provinzial cooperation from 2023 onwards





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German Banking System

SAVINGS BANKS AND OTHERS.





- Savings banks with the most customers by far, cooperative banks second
 - Savings banks network more than twice as big as Commerzbank or Deutsche Bank
- Savings- and
 Cooperative banks adressing
 almost every customer
 in Germany



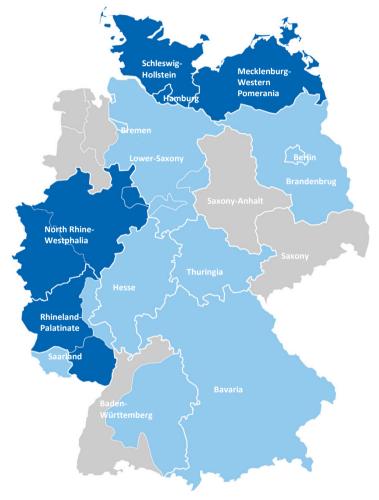


Rapidly growing third party insurance business via platforms

The Ten Largest Public Primary Insurance Groups

IN GERMANY

Insurance Group	Gross premium income in mil. euros	Business Area	Legend		
Konzern Versicherungskammer	9.358	Bavaria, Palatinate, Saarland, Berlin, Brandenburg	VERSICHERUNGS KAMMER		
Provinzial Konzern	6.511	North Rhine-Westphalia, Rhineland-Palatinate (former administrative districts of Koblenz and Trier), Schleswig-Holstein, Free and Hanseatic City of Hamburg, Mecklenburg- West Pomerania	DD01//11/14		
SV SparkassenVersicherung	3.475	Baden-Württemberg, Hesse, Thuringia and parts of Rhineland-Palatinate	Sparkassen Versicherung		
VGH Versicherungen	2.270	Lower Saxony, Bremen	VGH 5		
Sparkassen-Versicherung Sachsen	720	Free State of Saxony	Sparkassen Versicherung		
Öffentliche Versicherung Braunschweig	435	Old Country Brunswick	Öffentliche		
Badischer Gemeinde- Versicherungs-Verband	391	Former administrative districts of North and South Baden in their boundaries as of December 31, 1972	BGV_A Badische Versicherungen		
ÖSA Öffentliche Versicherungen Sachsen- Anhalt	321	Saxony-Anhalt	ÖSA SVersicherungen		
Öffentliche Versicherung Oldenburg	273	Former Land of Oldenburg	ÖFFENTLICHE		
Ostfriesische Landschaftliche Brandkasse	43	Former government district of Aurich	OSTERIESISCHE		



Source: Verband der öffentlichen Versicherer, 03/2022

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German Banking System BANKING PILLARS AND MAIN INSURERS



German banking system

Cooperative Banks

870 banks

10,500 branches

Cooperative Insurers: R+V Versicherung (DEVK)



- contract for 5 years
- Hybrid sales model for agents
- Full JDC whitelabel using app and CRM
- Pilot with 4 major banks
- 12 months pilot with rollout mandate in cooperation with R+V as key insurer
- using R&Vs insurance specialists embedded in the bank branches for sales rollout



Rapidly growing third party insurance business via platforms

German Banking System





German banking system

Private Banks

e.g Commerzbank, Deutsche Bank, ING DiBa

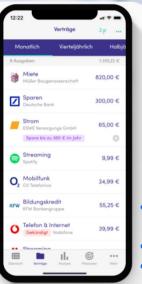
390 banks

4,500 branches



- Allianz (Commerzbank)
- Axa (ING DiBa)
- Zurich (Deutsche Bank)







- Most successful multi-banking app in Germany
- Already 500.000+ app-users
 Rapidly growing aggregation of insurance contracts



Rapidly growing third party insurance business via platforms

JDC Figures FY 2021 & HY1 2022



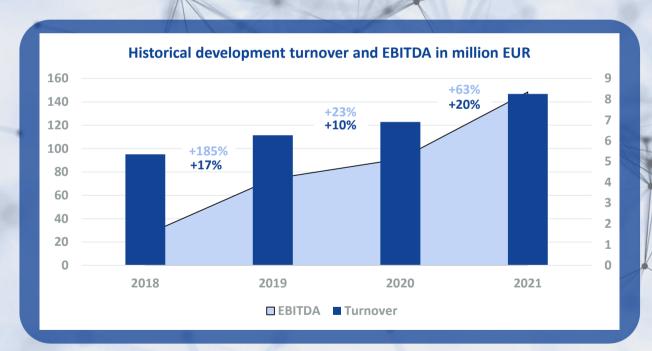


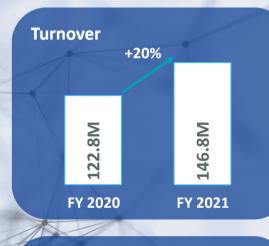
FY 2021

HIGHLIGHTS



- FY 2021 with very satisfying development
- Turnover growth FY 2021 + 19.5% to 146.8m EUR
- EBITDA rises from 5.1 to 8.3m EUR (+62.8%)
- Long term growth path growth accelerating





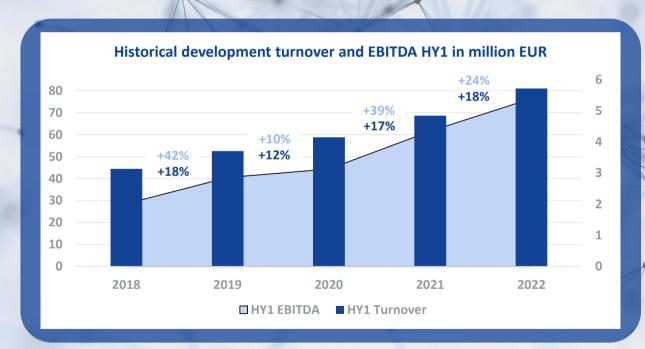


HY1 2022

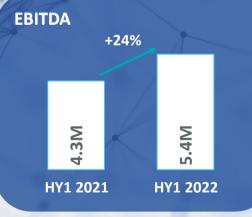
HIGHLIGHTS



- Despite all global economic difficulties, the positive development continued
- Turnover growth first half year 2022: +18.0% to 81.0m EUR
- EBITDA rises from 4.3 to 5.4m EUR (+24.2%) / compared to EBITDA FY 2021 8.3m
- Long-term growth path







Composition of turnover growth & turnover







- Positive turnover development with an increase of 18% (from 68.6m to 81.0m)
- Traditional IFA business continues to grow strongly
- Major customer-business picks up speed and develops very satisfying

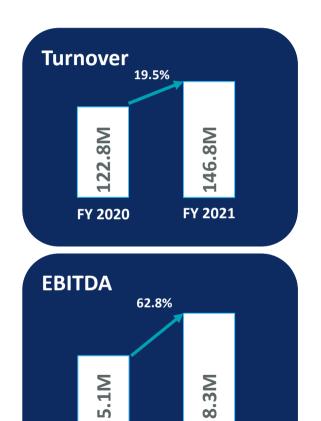
Already 22% of JDC's Advisortech turnover contributed by major customers

FY 2021

FY 2021 IN NUMBERS – GROUP



in million EUR	Q4 2021	Q4 2020	Q4 2021 vs. Q4 2020	FY 2021	FY 2020	FY 2021 vs. FY 2020
Revenues	43.8	36.4	20.4%	146.8	122.8	19.5%
→ Advisortech	36.7	30.9	18.8%	121.0	102.6	18.0%
→ Advisory	9.5	8.4*	13.1%	35.6	29.7*	20.2%
→ Holding/IC	-2.4	-2.9*	16.8%	-9.9	-9.4*	-4.8%
Gross profit margin	13.0	9.4	38.0%	41.8	33.7	23.8%
EBITDA	3.0	1.4	>100%	8.3	5.1	62.8%
EBITA	1.8	0.7	>100%	4.8	2.1	>100%
EBIT	1.4	0.2	>100%	2.9	0.5	>100%



FY 2021

FY 2020

^{*}allocation advisory/holding reaudited due to consolidation

HY1 2022

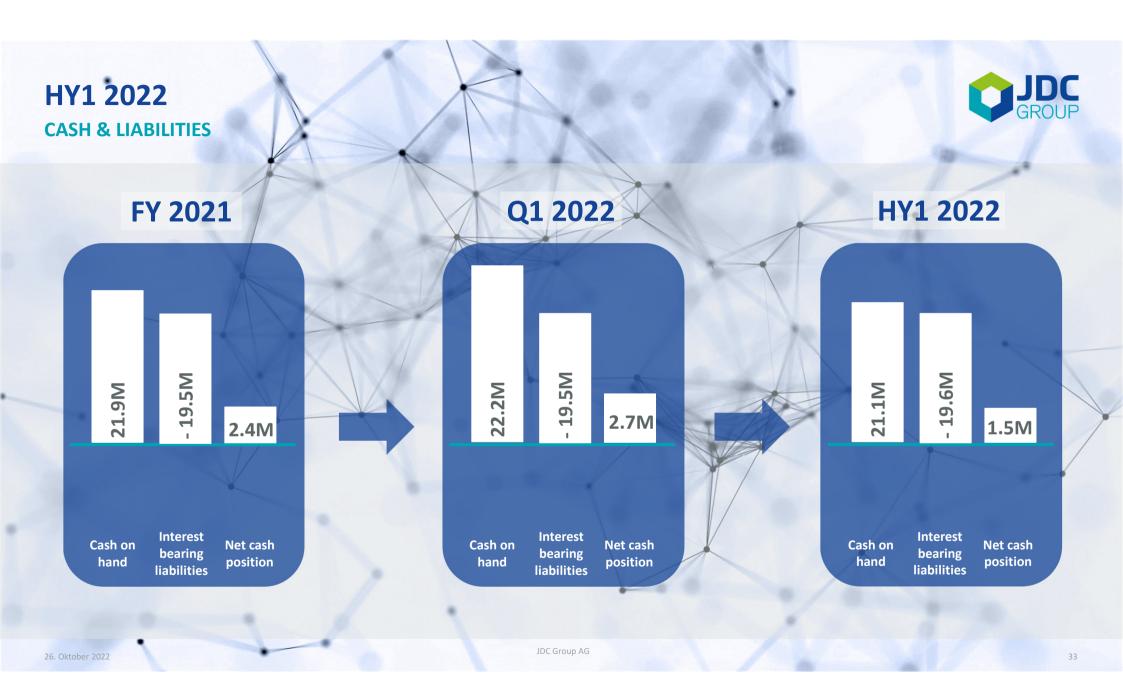
HY1 2022 IN NUMBERS – GROUP



in million EUR	Q2 2022	Q2 2021	Q2 2022 vs. Q2 2021	HY1 2022	HY1 2021	HY1 2022 vs. HY1 2021
Revenues	37.8	32.6	15.7%	81.0	68.6	18.0%
→ Advisortech	30.4	25.8	17.6%	67.5	56.4	19.5%
→ Advisory	9.0	9.0	0.1%	18.1	17.3	4.9%
→ Holding/IC	-1.7	-2.2	24.8%	-4.6	-5.1	10.2%
Gross profit	10.8	9.0	20.5%	23.9	18.9	26.6%
EBITDA	1.7	1.5	10.3%	5.4	4.3	24.2%
EBITA	0.6	0.7	-5.6%	3.4	2.8	23.5%
EBIT	0.1	0.2	-45.5%	2.4	1.9	25.4%







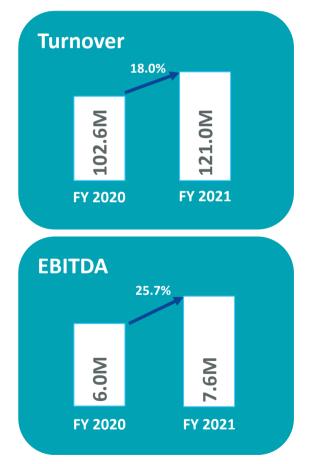
FY 2021

FY 2021 IN NUMBERS – ADVISORTECH



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ADVISORTECH	Q4 2021	Q4 2020	Q4 2021 vs. Q4 2020	FY 2021	FY 2020	FY 2021 vs. FY 2020
Revenues	36.7	30.9	18.8%	121.0	102.6	18.0%
Gross profit margin	9.2	6.8	34.7%	31.0	25.7	20.5%
Depreciation and amortization	-1.3	-0.9	-42.3%	-4.1	-3.6	-13.8%
Personell expenses	-4.3	-3.5	-25.5%	-14.9	-12.5	-19.0%
Other operating expenses	-2.8	-1.9	-46.0%	-8.5	-7.2	-18.9%
EBITDA	2.0	1.4	41.9%	7.6	6.0	25.7%
EBITA	1.1	0.9	20.8%	4.8	3.7	31.8%
EBIT	0.7	0.5	41.1%	3.5	2.5	42.8%



HY1 2022

HY1 2022 IN NUMBERS – ADVISORTECH



ADVISORTECH	Q2 2022	Q2 2021	Q2 2022 vs. Q2 2021	HY1 2022	HY1 2021	HY1 2022 vs. HY1 2021
Revenues	30.4	25.8	17.6%	67.5	56.4	19.5%
Gross profit	8.1	6.6	22.8%	18.3	14.5	26.3%
Depreciation and amortization	-1.1	-1.0	-11.0%	-2.1	-1.8	-19.7%
Personell expenses	-4.6	-3.3	-40.2%	-9.1	-6.5	-40.0%
Other operating expenses	-2.0	-1.8	-6.0%	-3.9	-3.5	-12.1%
EBITDA	1.6	1.5	5.6%	5.3	4.5	17.7%
EBITA	0.9	0.8	11.4%	3.9	3.3	17.4%
EBIT	0.5	0.6	-3.8%	3.1	2.7	16.3%





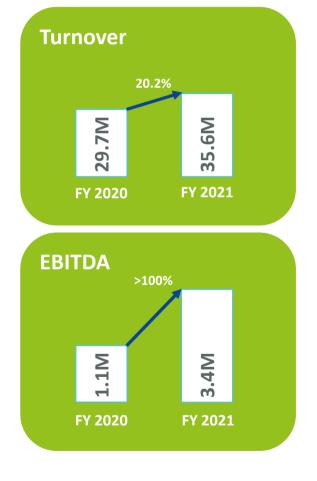
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FY 2021

FY 2021 IN NUMBERS – ADVISORY



ADVISORY	Q4 2021	Q4 2020	Q4 2021 vs. Q4 2020	FY 2021	FY 2020	FY 2021 vs. FY 2020
Revenues	9.5	8.4*	13.1%	35.6	29.7*	20.2%
Gross profit margin	3.9	2.8	39.8%	11.3	8.8	28.9%
Depreciation and amortization	-0.2	-0.2	7.8%	-1.1	-0.9	-17.3%
Personell expenses	-1.3	-1.1	-22.8%	-4.5	-4.0	-12.7%
Other operating expenses	-0.8	-1.3	36.9%	-3.5	-3.7	7.4%
EBITDA	1.8	0.4	>100%	3.4	1.1	>100%
EBITA	1.7	0.3	>100%	2.8	0.6	>100%
EBIT	1.5	0.2	>100%	2.3	0.2	>100%



^{*}allocation advisory/holding reaudited due to consolidation

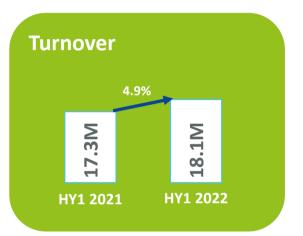
HY1 2022

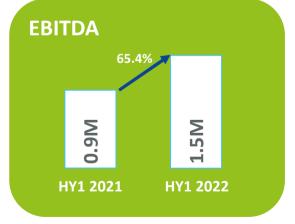
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Revenues	9.0	9.0	0.1%	18.1	17.3	4.9%
Gross profit	2.8	2.5	13.3%	5.7	4.6	23.7%
Depreciation and amortization	-0.3	-0.3	-19.0%	-0.6	-0.5	-20.9%
Personell expenses	-1.2	-1.1	-6.7%	-2.4	-2.0	-20.6%
Other operating expenses	-0.9	-0.8	-11.2%	-1.8	-1.7	-5.5%
EBITDA	0.7	0.5	30.1%	1.5	0.9	65.4%
EBITA	0.5	0.5	13.7%	1.1	0.6	80.5%
EBIT	0.4	0.3	40.2%	0.9	0.4	>100%





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Guidance 2022



Guidance 2022 Turnover 165 to 175 million EBITDA >11 million Achievements HY1 Turnover 81.0 million EBITDA 5.4 million



- 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)

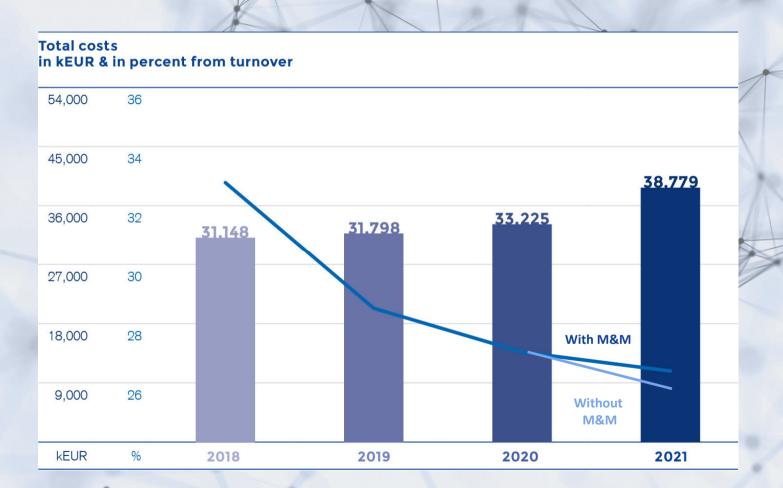




JDC's future business performance also depends on the further development of global economic environment, such as the course of the Corona pandemic, inflation, the current energy crisis or the development of the Ukraine war. Even if the business development has not been impaired so far, it is possible that the current influences will also affect JDC in the second half of the year.

Scaling up with JDC's platform





Very **stable cost structure**:

- from 31.1 Mio. EUR 2018
- only to 33.2 Mio. EUR 2020

Jump in total costs 2021 due to acquisition of IT company Morgen & Morgen

Platform shows scale. Total costs in percent from turnover with a continuous decrease

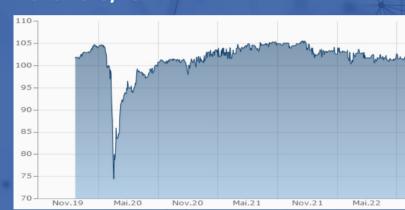
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HY1 2022 FURTHER FACTS



Bond 2019/2024



Quote: 101.50 % (September 01, 2022)

Volume: 25,000,000 EUR

coupon: 5.5% p.a

ISIN: DE000A2YN1M1

Development of share price



Price: 18.80 EUR (September 01, 2022)

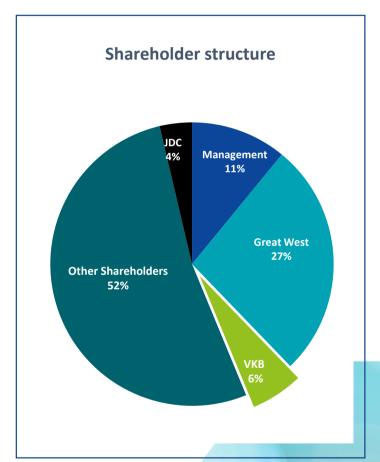
546,275 own shares

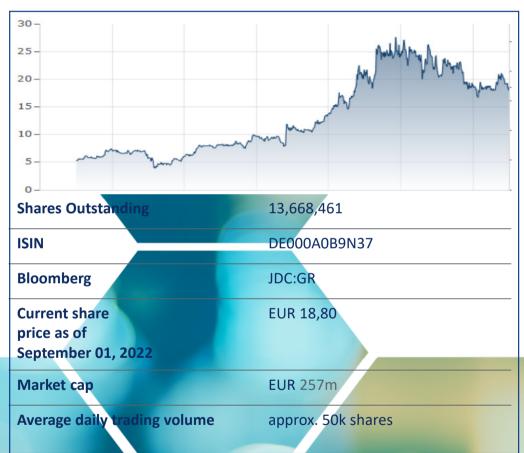
Purchase price 7.06 per share

Reserves 6.4M / Share value 10.3M



JDC Group – stock market data – VKB a new anchor shareholder





Strategy of SUSTAINABILITY: JDC is a good investment as to



ESG Criteria



- All of our decision-making processes are taking into account social and ecological aspects with the involvement of suppliers and contractual partners.
- Participation in industry-wide solutions and contribution in cross-company sustainability networks.
- JDC subsidiary FiNUM. Finanzhaus as first climate neutral financial distributor:



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Management Team JDC Group

AGE 30 TO 52, 50% FEMALE EMPLOYEES, > 50 NATIONS REPRESENTED IN WORKFORCE





Dr. Werner Stein
IT & Technology



Petra Adler
Product Management
White Label Services



Johanna Bartsch
Project Management



Christian Jaffke
Product Management Life &
Health



Claudia Gerke
Operations



Amra Hrstic Legal



Ralf Funke
Finance & Accounting



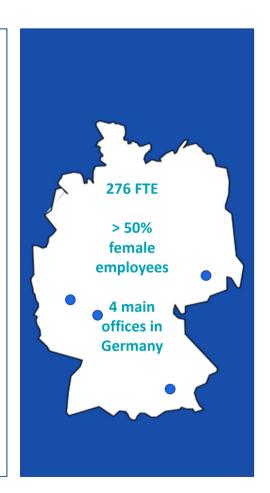
Jens Hildebrandt Billing



Christina Scheunig
Product Management P&C



Christoph SchmitzDigitization & Data
Management



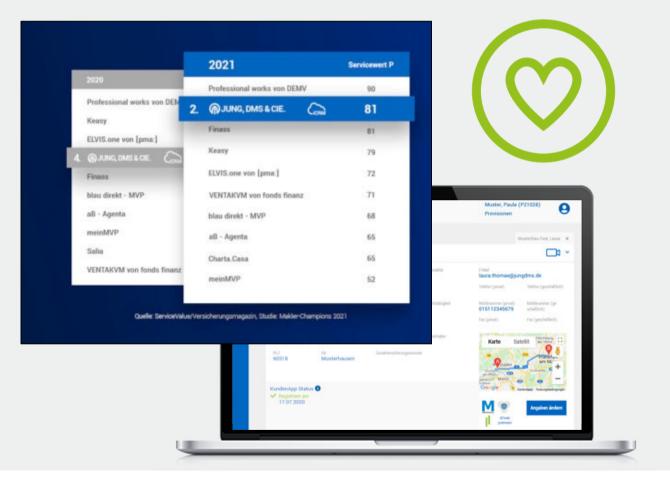
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4

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







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Top award for comprehensive broker pool services

JDC GROUP

CURRENT AWARD FROM FINANZWELT



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JDC delivers across the board for connected platform partners.

BEST ratings in 6 out of 7 possible categories.

- Marketing support
- Product range
- Processes/Services/Administration
- Software support/digitalization
- Sales support
- Training







bachmann@jdcgroup.de

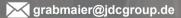
Ralph Konrad





Dr. Sebastian Grabmaier





CAPITAL MARKET



JDC Group - Contact

Ralf Funke

Head of Investor Relations

JDC Group AG

Rheingau-Palais

Söhnleinstraße 8

65201 Wiesbaden

Germany

Fon: +49 611 3353-500

Fax: +49 611 3353-355

E-Mail: ir@jdcgroup.de





Thank you for your attention!



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