



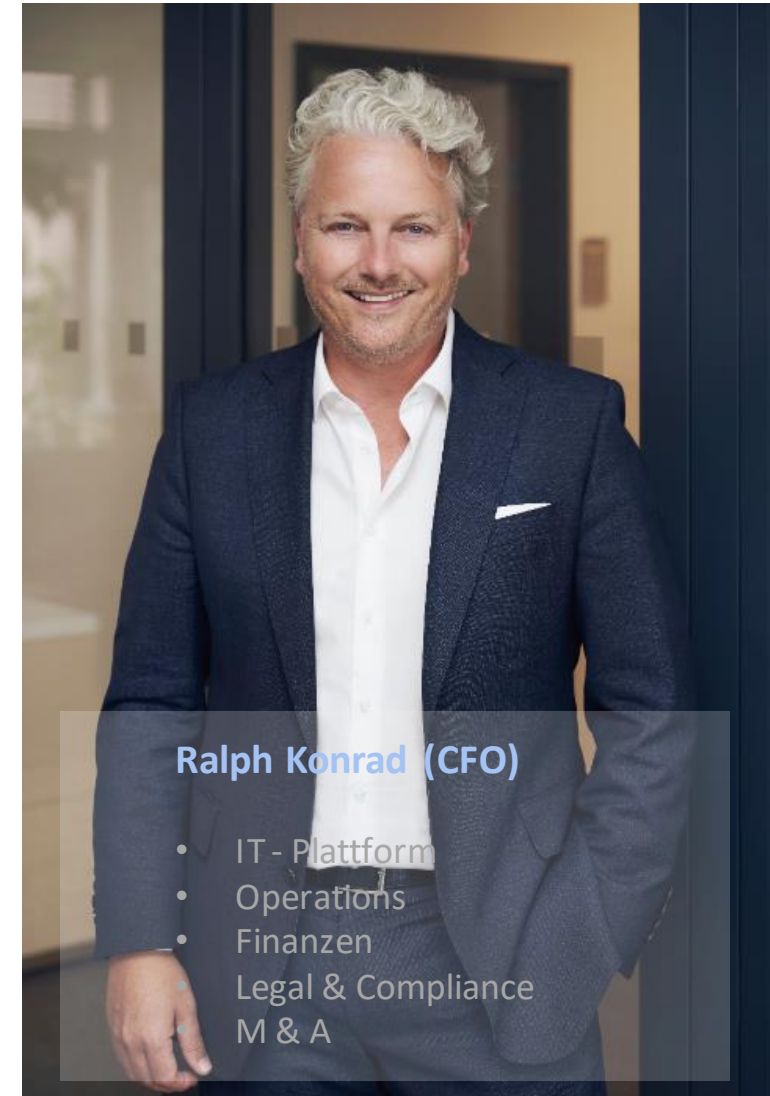
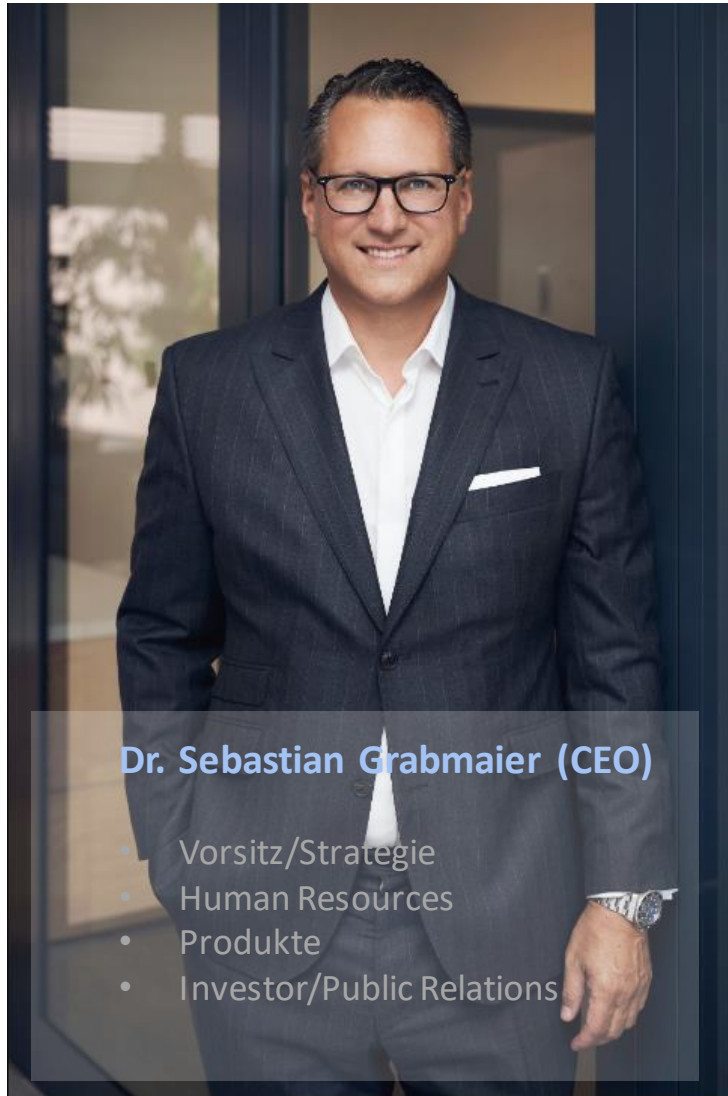
# EARNINGS CALL HY1 2023:

**Back on track!**

Dr. Sebastian Grabmaier (CEO)

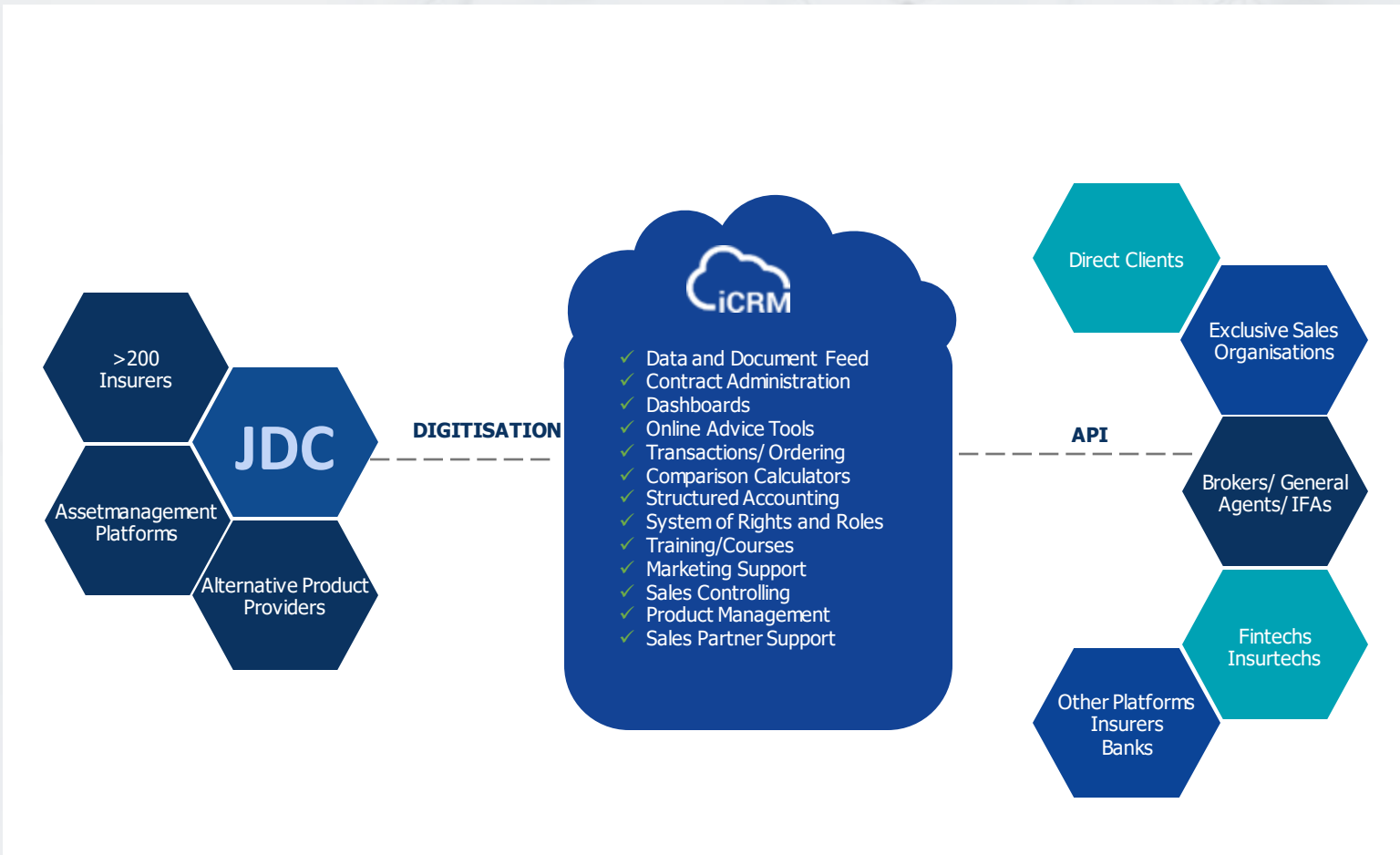
Ralph Konrad (CFO)

# JDC's Earnings Call presented by



# Platform technology

## MAKING GERMAN INSURANCE DIGITAL



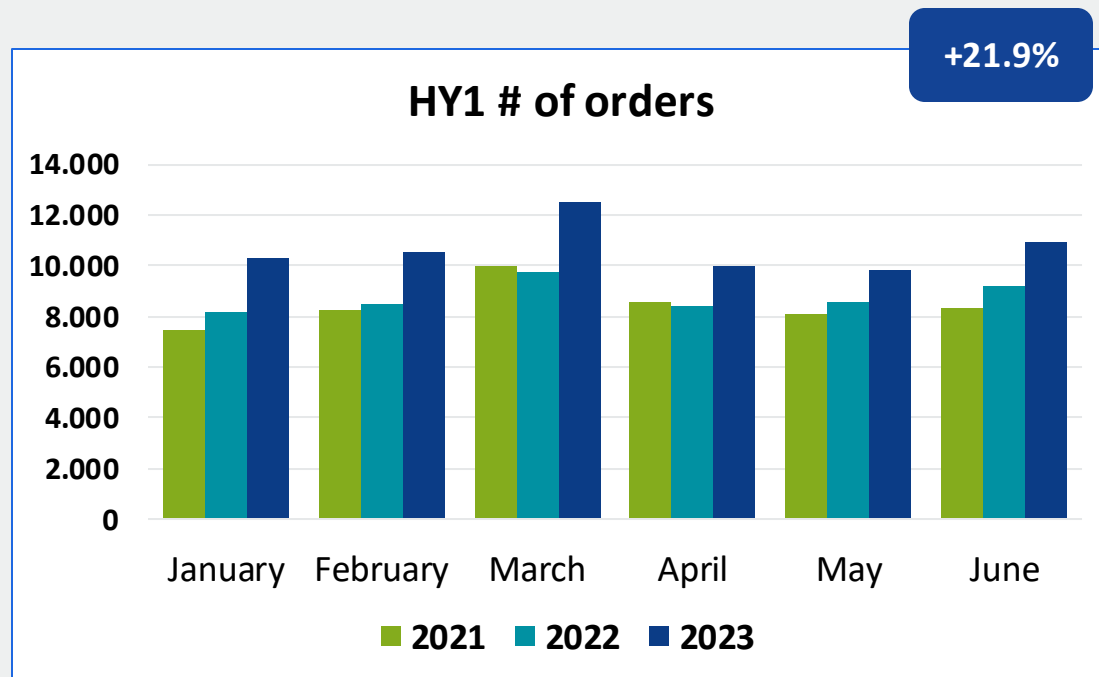
- JDC's platform is a market leader for the administration and processing of financial products and the #1 for insurance contracts.
- Currently there are 4.5M contracts on the platform.
- Next to increasing back-office efficiency through digitization, JDC's solutions and iCRM also actively support the 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.

# JDC platform activity at all-time high levels

## NUMBER OF ORDERS & CONTRACT TRANSFERS IN HY1 2023



- Overall Platform activity with an All-Time-High! – driven by the insurance sector
- HY1 # of orders more than + 20%
- HY1 # of contract transfers approximately +60%



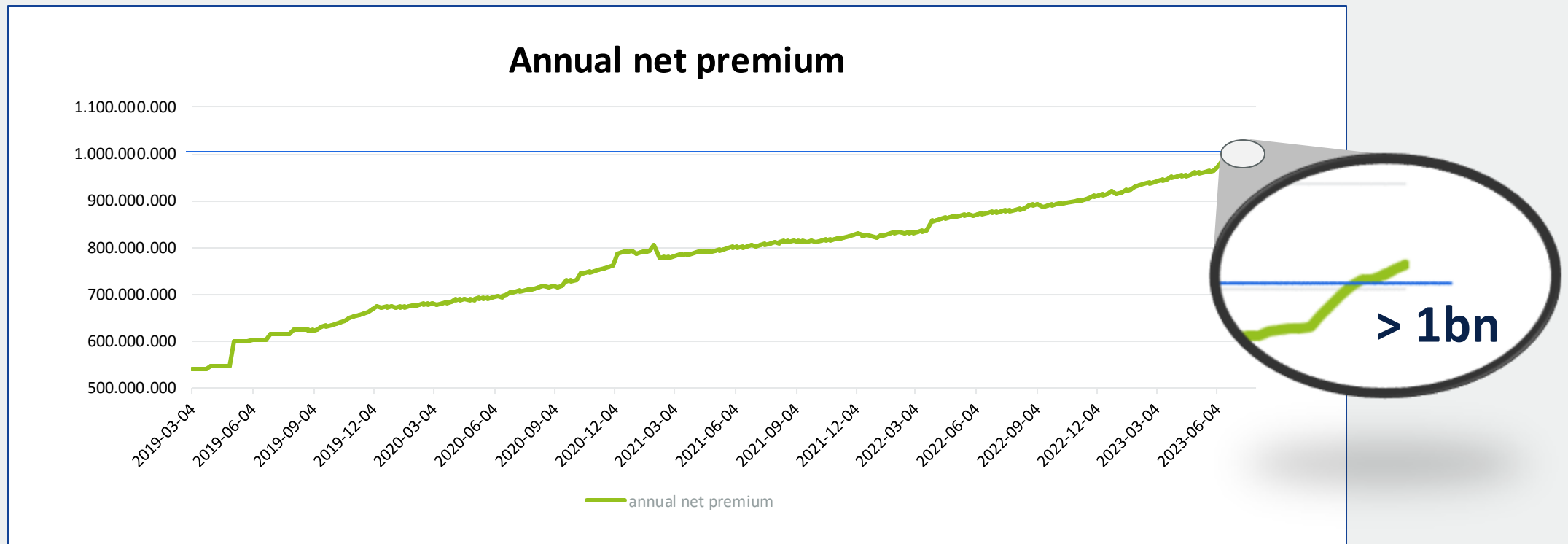
# JDC insurance assets reaching 1bn net premium

## IMPORTANT MILESTONE



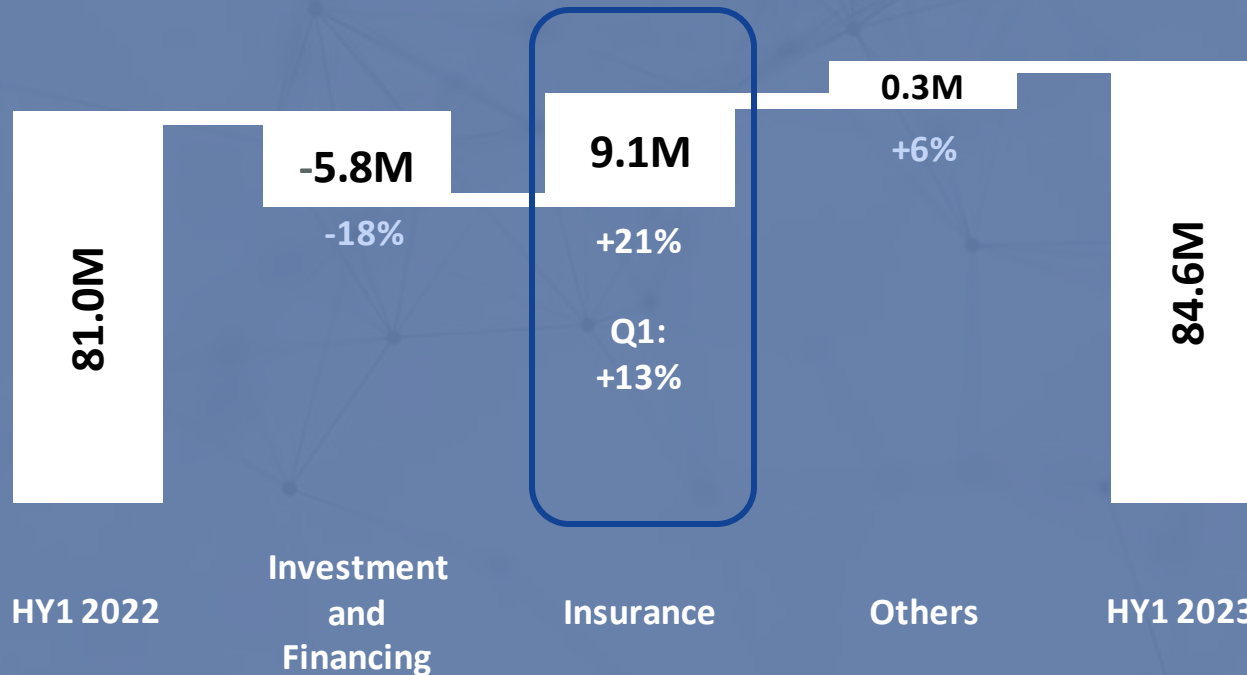
Driven by new insurance business and portfolio transfers, the insurance portfolio on the JDC platform is growing very steadily and reliably

Today's insurance portfolio is the result of past growth. Today's platform activity ensures future growth



# Strong and accelerating insurance business (+21%!)

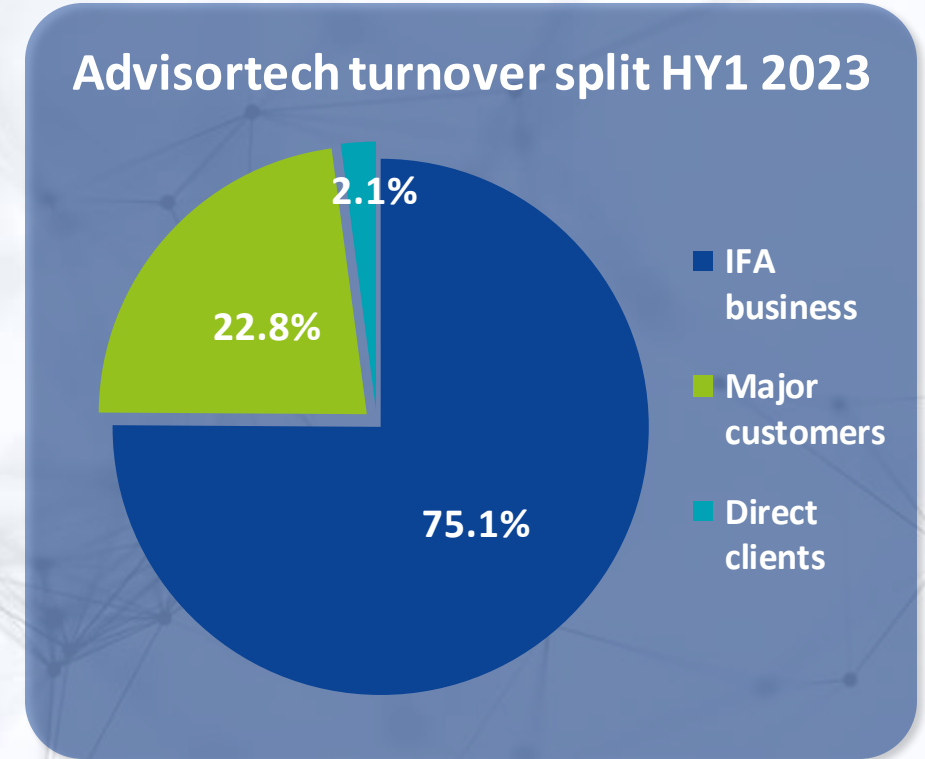
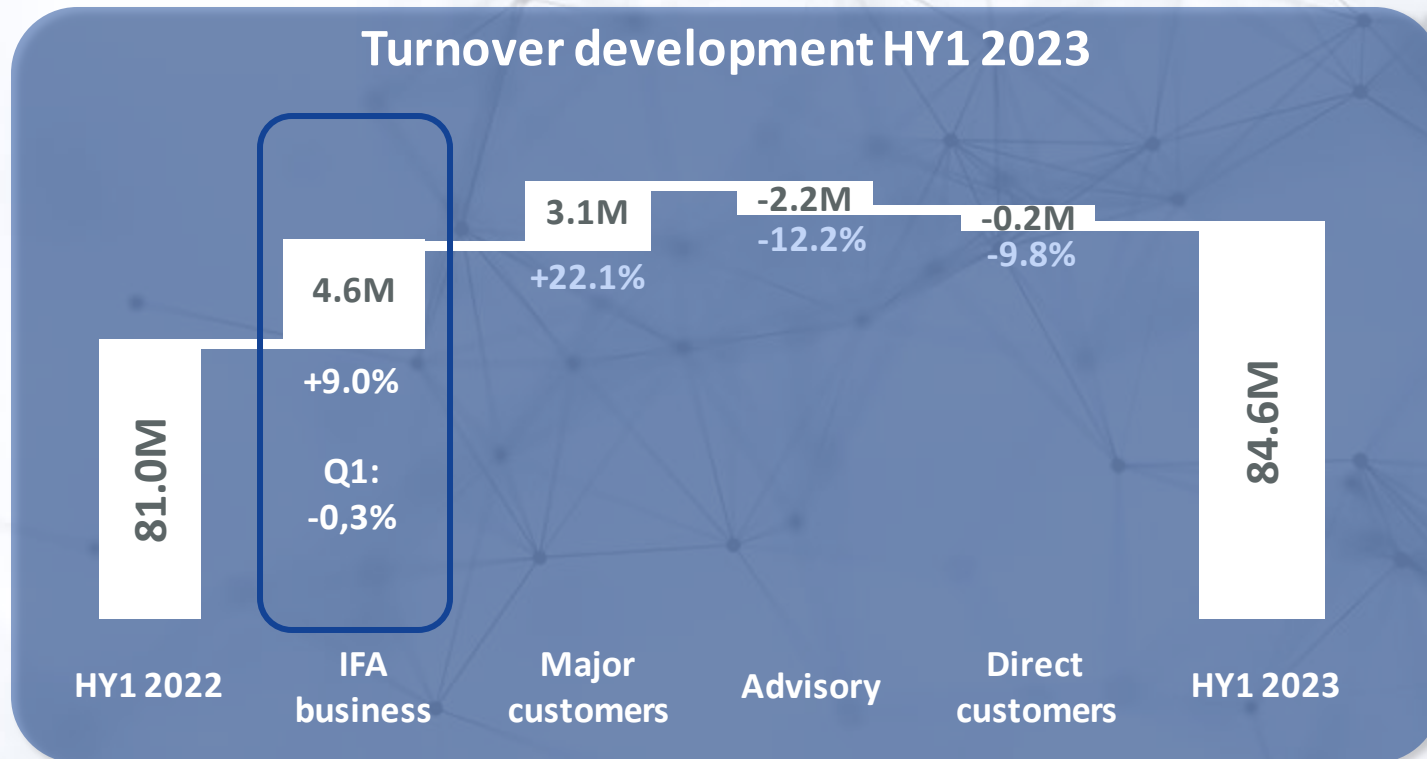
## Turnover development HY1 2023



As a result of the crisis-related buying reluctance of consumers, the turnover in the sector of investment is still down by 18% yoy.

But this more than compensated by a very strong and accelerating growth in the insurance sector with 21 % (Q1 23: 13%)

# IFA Business is recovering – soon back to double digit growth – despite weak first quarter



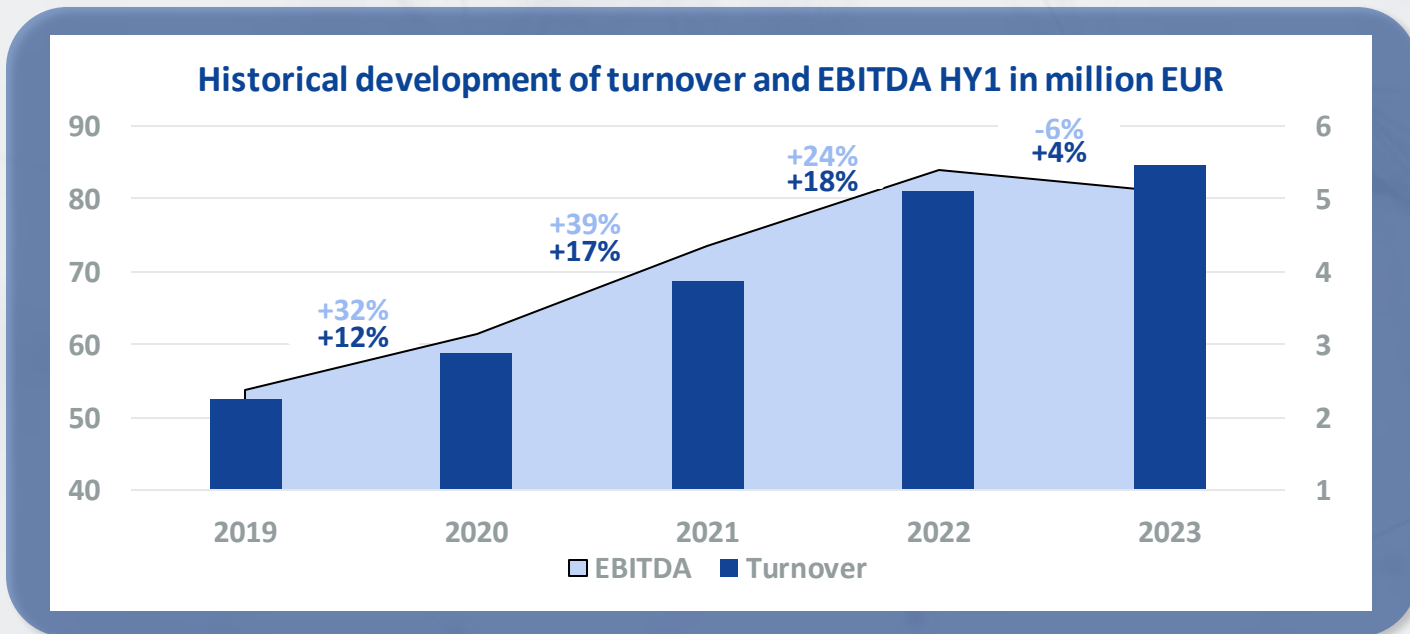
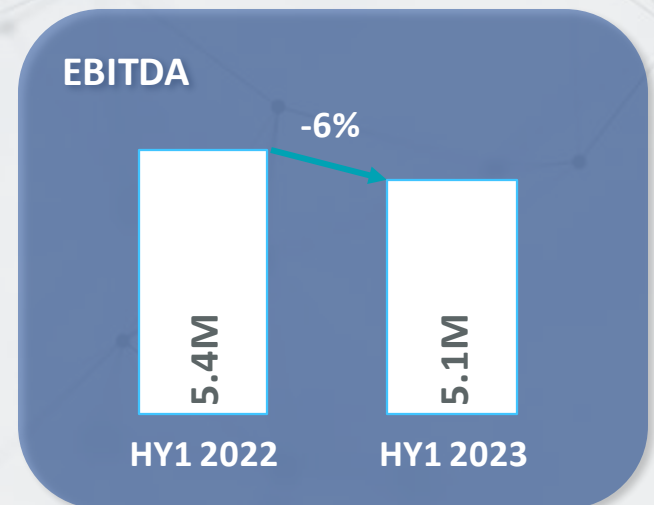
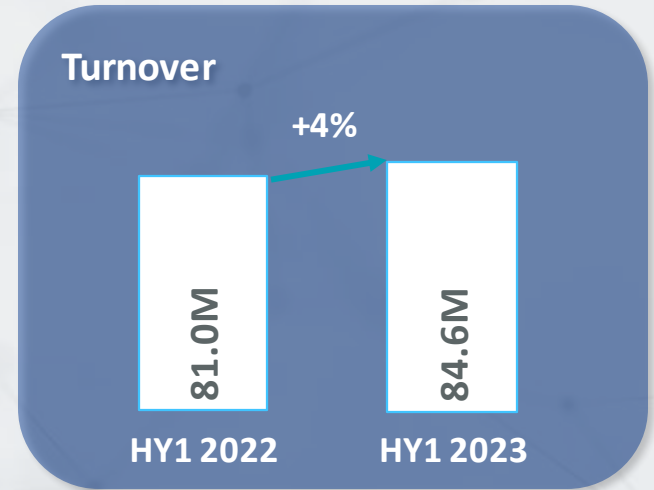
- Despite the weak first quarter the IFA business is back to stable growth – soon with double digit rates again.
- Development of Key Account Business very satisfying

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

# HY1 2023

## FULL YEAR GUIDANCE CONFIRMED

- Overall growth in the first half year held back by weaker performance of the investment/construction financing sector – especially in the first quarter
- Strong Outperformance of the insurance segment overcompensates the weaker sectors
- Strong Q2 in the Advisortech segment with turnover growth of +17%
- HY EBITDA with -6% still below previous year but recovering fast (Q1: -15%)
- HY EBITDA Advisortech segment already above Q1

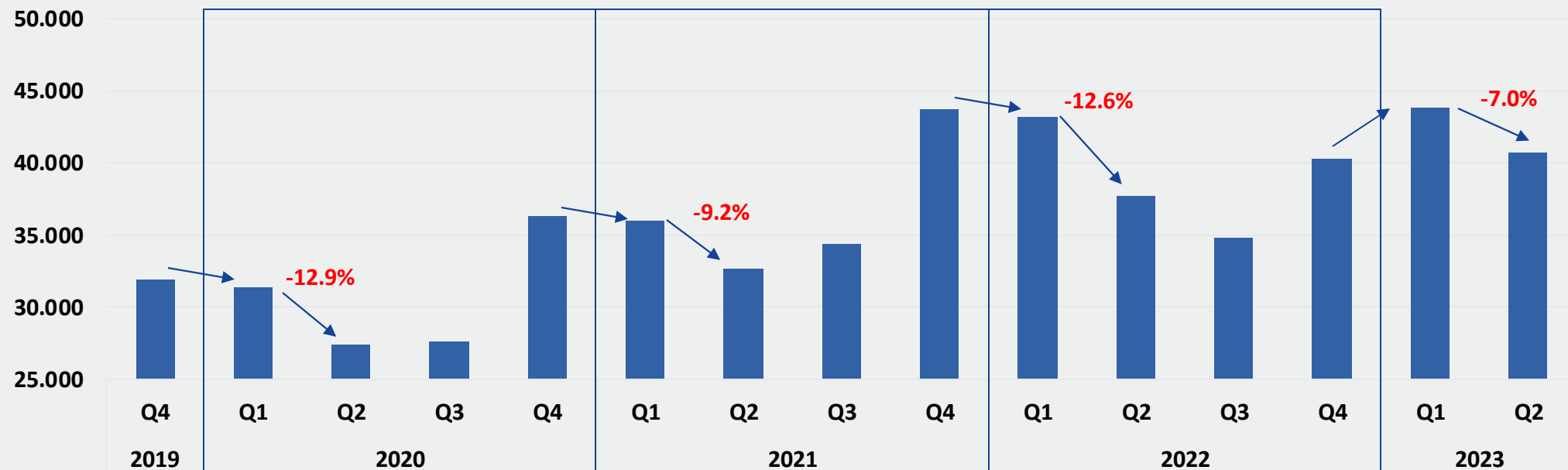




# EXCURSUS: quarterly comparison shows satisfying development shows recovery in Q2

The QoQ comparison normally shows a bigger turnover decrease from Q1 to Q2

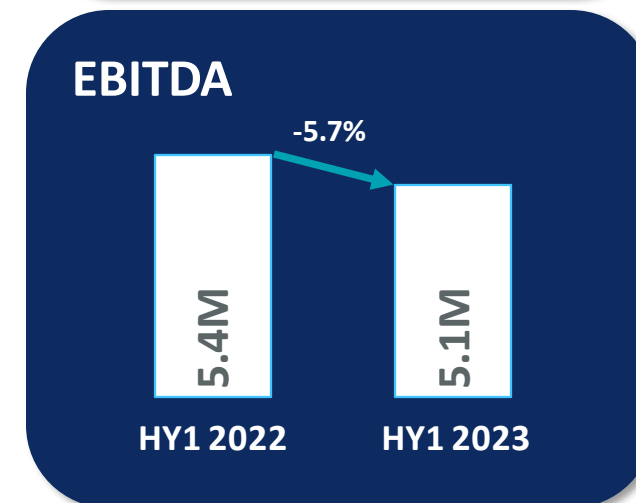
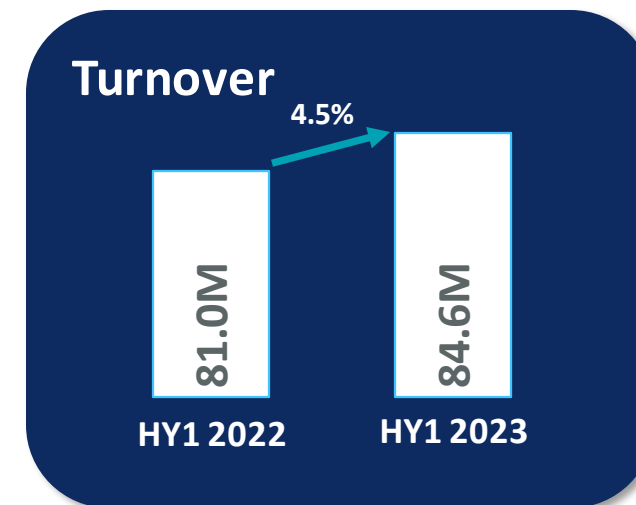
Development of quarterly turnover (in kEUR)



# HY1 2023

## HY1 2023 IN NUMBERS – GROUP

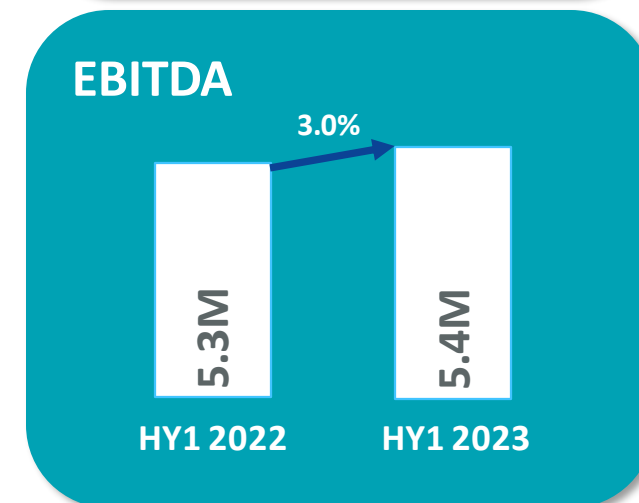
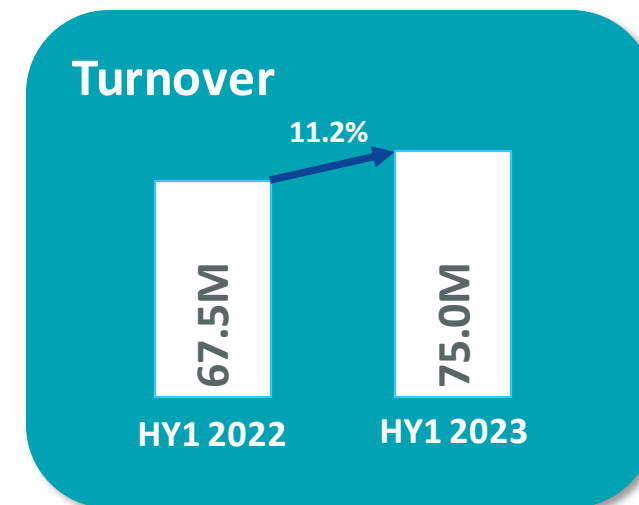
in million EUR	Q2 2023	Q2 2022	Q2 2023 vs. Q2 2022	HY1 2023	HY1 2022	HY1 2023 vs. HY1 2022
Revenues	40.8	37.8	8.0%	84.6	81.0	4.5%
→ Advisortech	35.6	30.4	16.9%	75.0	67.5	11.2%
→ Advisory	7.8	9.0	-14.1%	15.9	18.1	-12.2%
→ Holding/IC	-2.5	-1.7	-51.1%	-6.3	-4.6	-37.1%
Gross profit	11.9	10.8	10.3%	24.9	23.9	4.3%
EBITDA	1.9	1.7	14.6%	5.1	5.4	-5.7%
EBITA	1.0	0.6	66.4%	3.4	3.4	-1.5%
EBIT	0.5	0.1	>100%	2.3	2.4	-2.5%



# HY1 2023

## HY1 2023 IN NUMBERS – ADVISORTECH

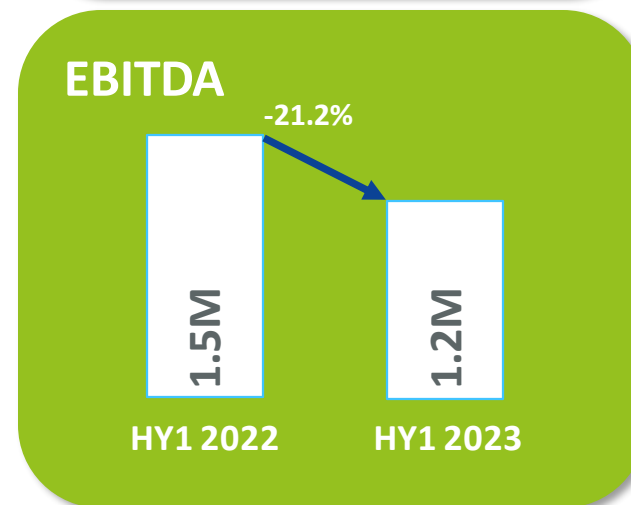
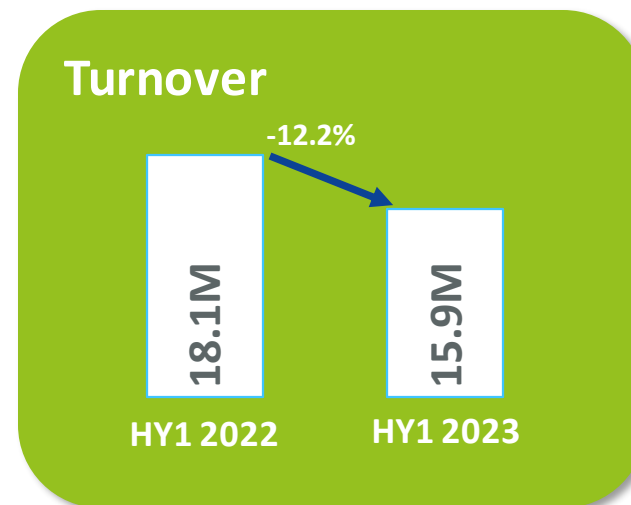
ADVISORTECH	Q2 2023	Q2 2022	Q2 2023 vs. Q2 2022	HY1 2023	HY1 2022	HY1 2023 vs. HY1 2022
Revenues	35.6	30.4	16.9%	75.0	67.5	11.2%
Gross profit	9.4	8.1	14.9%	19.7	18.3	7.1%
Depreciation and amortization	-1.0	-1.1	6.4%	-2.0	-2.1	7.0%
Personell expenses	-4.9	-4.6	-6.3%	-9.7	-9.1	-6.4%
Other operating expenses	-2.3	-2.0	-17.3%	-4.5	-3.9	-14.5%
EBITDA	2.2	1.6	36.9%	5.4	5.3	3.0%
EBITA	1.6	0.9	72.6%	4.2	3.9	8.1%
EBIT	1.2	0.5	>100%	3.5	3.1	9.8%



# HY1 2023

## HY1 2023 IN NUMBERS – ADVISORY

ADVISORY	Q2 2023	Q2 2022	Q2 2023 vs. Q2 2022	HY1 2023	HY1 2022	HY1 2023 vs. HY1 2022
Revenues	7.8	9.0	-14.1%	15.9	18.1	-12.2%
Gross profit	2.6	2.8	-7.2%	5.3	5.7	-7.6%
Depreciation and amortization	-0.3	-0.3	3.0%	-0.6	-0.6	2.8%
Personnel expenses	-1.3	-1.2	-8.2%	-2.5	-2.4	-3.0%
Other operating expenses	-0.7	-0.9	19.3%	-1.6	-1.8	10.8%
EBITDA	0.6	0.7	-17.2%	1.2	1.5	-21.2%
EBITA	0.4	0.5	-20.9%	0.8	1.1	-25.8%
EBIT	0.3	0.4	-28.3%	0.6	0.9	-33.7%



# HY1 2023

## CASH FLOW STATEMENT



in kEUR	01/2023 – 06/2023	01/2022 – 06/2022	2023 Vs. 2022
Cash and cash equivalents at the beginning of the period	16,672	21,906	-5,234
Cash flow from operating activities	4,099	3,059	1,040
Cash flow from investment activities	-2,227	-2,125	-102
Cash flow from financing activities	-466	-1,734	1,268
Cash and cash equivalents at the end of the period	18,078	21,106	-3,028

Cash Flow from operating activities with 4m more than 30% above HY1 2022.

Despite negative CF from investment activities, funds increase to 18m

### Bond 2019/2024



Quote (Tradegate): 99.23 % (August 9th, 2023)

Volume: 25,000,000 EUR

coupon: 5.5% p.a

ISIN: DE000A2YN1M1

### Development of share price



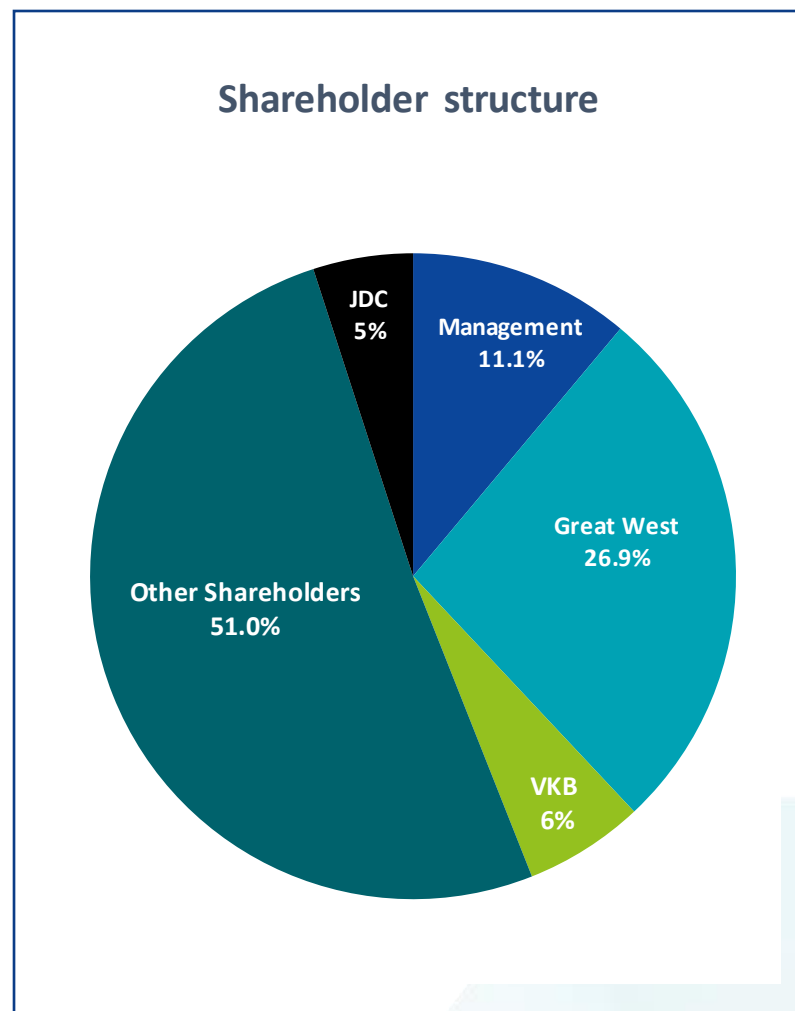
Price: 17.30 EUR (August 9th, 2023)

687,022 own shares

Purchase price 9.09 per share

Reserves 5.6M / Share value 11.9M

# JDC Group – stock market data





# Spotlights:

JDC Platform summit

Awards & ESG

Tech Update





# #MORGEN 2023

## THE NEW NETWORKING PLACE FOR TOP DECISION MAKERS IN THE INSURANCE INDUSTRY



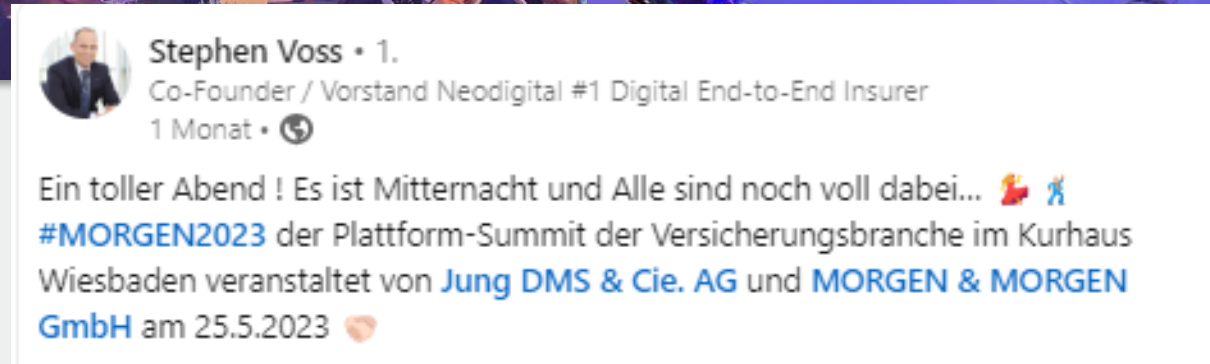
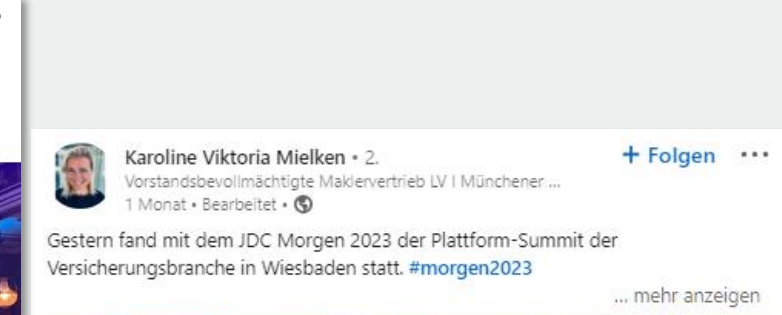
MORGEN 2023 - the platform summit of the insurance industry - initiated and hosted by JDC Group AG.

100 guests from the insurance industry, including JDC key accounts and board members from 50 insurance companies.

With key notes from:

Professor Dr. Dr. Hans-Werner Sinn (former President of the ifo Institute for Economic Research) on the topic of the energy transition.

Thomas Langkabel (CTO Microsoft Germany) on the topic of Artificial Intelligence (AI)





# Top award for comprehensive platform services

ACTUAL AWARD OF FINANZWELT



JDC in Maklerpoolstudie 2023

**7x HERAUSRAGEND**

in allen Leistungskategorien

JDC delivers across the board for connected brokers.

**BEST ratings in all 7 categories, even better than the year before!**

Marketing Support

Product Range

Processes/Services/Administration

Software Support/Digitization

Sales support

Further education

Broker orientation

# Sustainability Report JDC Group AG

JDC IS CARBON NEUTRAL FROM 2022 ON!



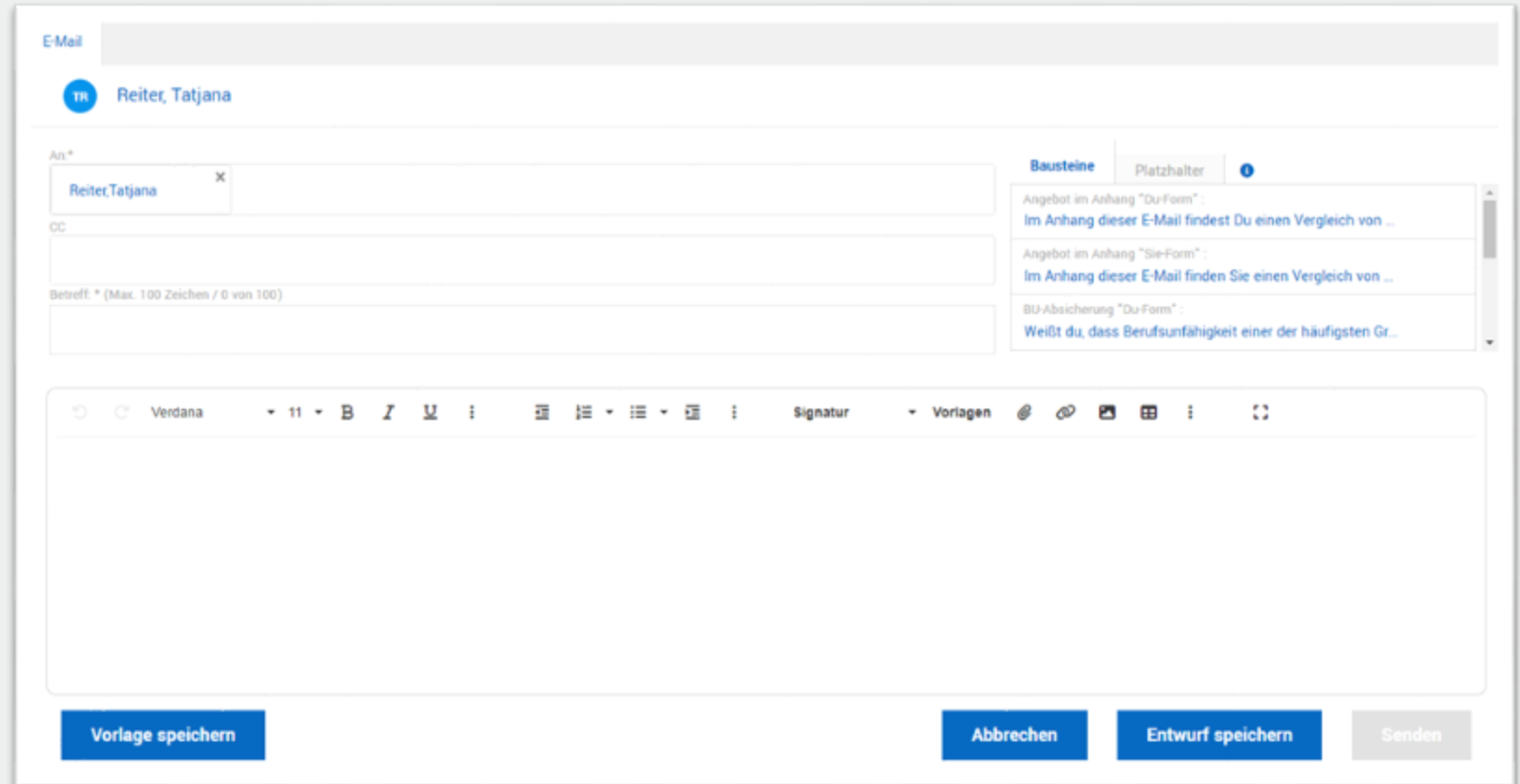
- JDC Group AG voluntarily published the first sustainability report for the year 2022
- Annual update planned
- The management board has formulated a sustainability strategy, which will be continuously developed in the next years
- Publication obligation for JDC Group AG comes into effect for the fiscal year 2025
- JDC Carbon Neutral from 2022 on due to compensation of 370t CO2



# The platform has been upgraded by three new tools!

## E-MAIL PLUGIN

- The new e-mail tool enables the advisors to contact customers directly from the CRM
- all correspondence is stored in the customer's history
- With the use of text modules and templates, the advisor can organize his daily routine more efficiently

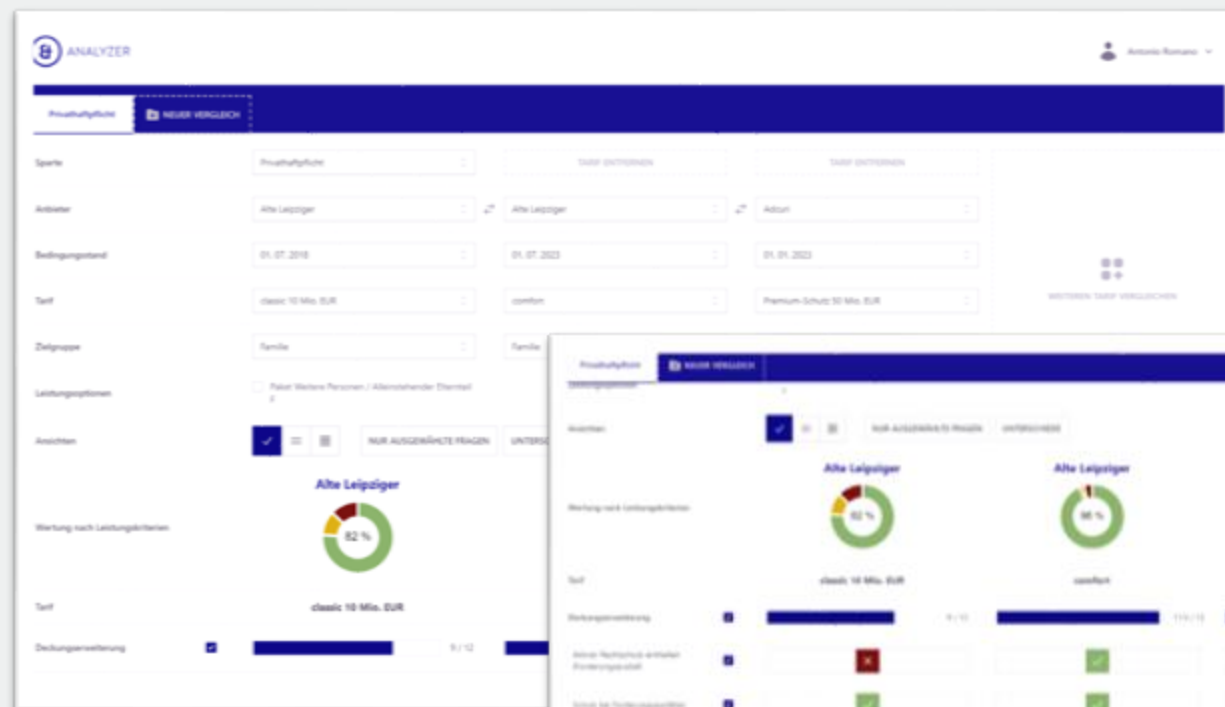


The screenshot displays the email composition interface within the CRM. At the top, it shows the recipient's name 'Reiter, Tatjana' with a circular profile icon. Below this, there are fields for 'An:' (To), 'CC:', and 'Betreff:' (Subject). The 'An:' field contains 'Reiter, Tatjana' with a close button. The 'Betreff:' field has a character count '(Max. 100 Zeichen / 0 von 100)'. To the right, there are tabs for 'Bausteine' and 'Platzhalter', and a list of suggested text modules such as 'Angebot im Anhang "Du-Form"', 'Angebot im Anhang "Sie-Form"', and 'BU-Absicherung "Du-Form"'. Below the fields is a rich text editor with a toolbar containing options for font (Verdana), size (11), bold, italic, underline, bulleted list, numbered list, link, unlink, insert image, and full screen. At the bottom, there are four buttons: 'Vorlage speichern' (Save template), 'Abbrechen' (Cancel), 'Entwurf speichern' (Save draft), and 'Senden' (Send).

# The platform has been upgraded by three new tools!

## COMPARISON OF EXISTING INSURANCES

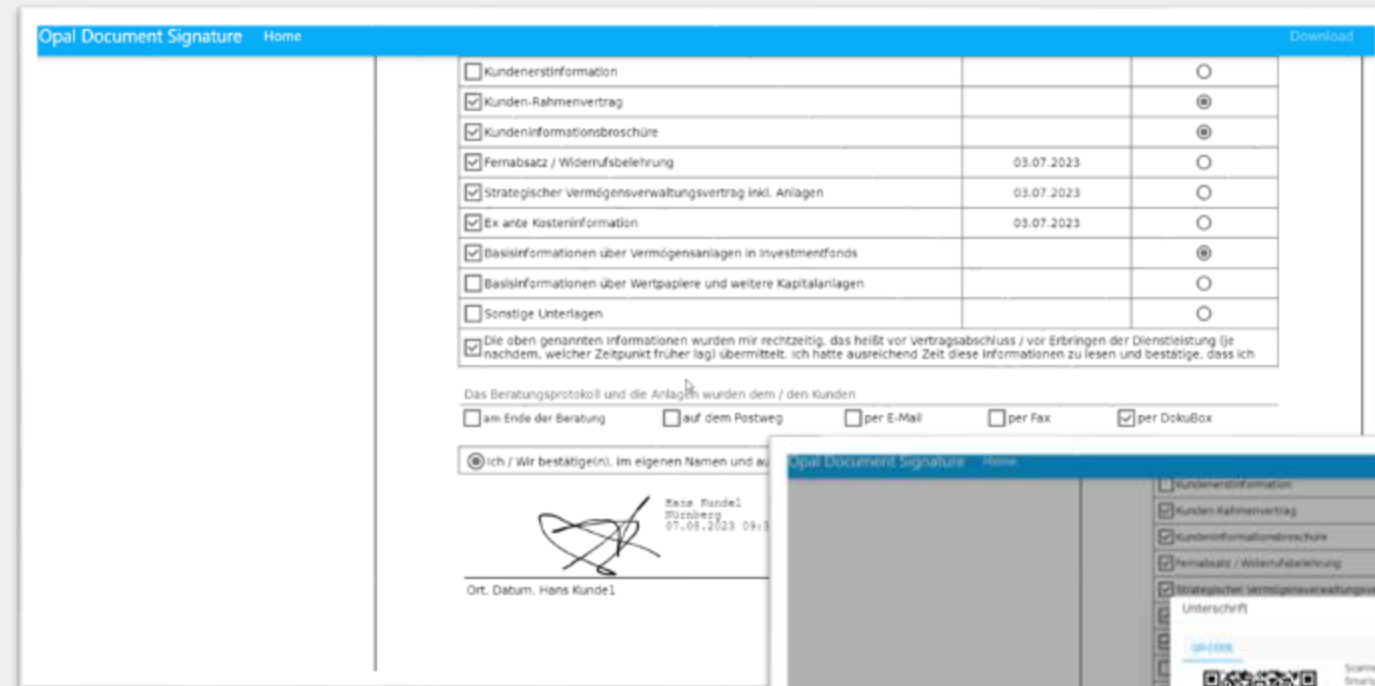
- The M&M Analyzer makes it possible to assess the quality of customers' existing tariffs at the speed of sound.
- Analyze the performance of current tariffs in terms of benefits compared to historical ones.
- Showcase a graphical overview of individual benefits, facilitating quick comprehension.



# The platform has been upgraded by three new tools!

## INHOUSE DIGITAL SIGNATURE SOLUTION

- Opal-Sign is a signature solution that will be available to all advisors free of charge.
- Opal Sign enables the user to sign contracts and advisory protocols quickly and easily, for example via QR code.



Opal Document Signature Home Download

<input type="checkbox"/>	Kundenerstinformation		<input type="radio"/>
<input checked="" type="checkbox"/>	Kunden-Rahmenvertrag		<input checked="" type="radio"/>
<input checked="" type="checkbox"/>	Kundeninformationsbroschüre		<input checked="" type="radio"/>
<input checked="" type="checkbox"/>	Fernabsatz / Widerrufsbelehrung	03.07.2023	<input type="radio"/>
<input checked="" type="checkbox"/>	Strategischer Vermögensverwaltungsvertrag inkl. Anlagen	03.07.2023	<input type="radio"/>
<input checked="" type="checkbox"/>	Ex ante Kosteninformation	03.07.2023	<input type="radio"/>
<input checked="" type="checkbox"/>	Basisinformationen über Vermögensanlagen in Investmentfonds		<input checked="" type="radio"/>
<input type="checkbox"/>	Basisinformationen über Wertpapiere und weitere Kapitalanlagen		<input type="radio"/>
<input type="checkbox"/>	Sonstige Unterlagen		<input type="radio"/>

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Wass Prodel  
Münchberg  
07.08.2023 09:18

Ort, Datum, Hans Kunde1



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<input type="checkbox"/>	Kundenerstinformation		<input type="radio"/>
<input checked="" type="checkbox"/>	Kunden-Rahmenvertrag		<input checked="" type="radio"/>
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<input checked="" type="checkbox"/>	Strategischer Vermögensverwaltungsvertrag inkl. Anlagen	03	<input type="radio"/>

Unterschrift

QR-Code

Scannen Sie den QR-Code per auf einem Smartphone oder Tablet zu unterschreiben. Sie müssen den Code nur einmal pro Dokument scannen.

Ort, Datum, Hans Kunde1

Ort, Datum, Musterbeleg



**JDC**  
GROUP

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Logout

Meine Daten

Schaden melden

Kontakt

News

41) **Achtung! Meine Absicherung ist nicht ausreichend.**  
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



Konzept & Marketing

120,00 €  
jährlich

Vertrag optimieren

Vertragsdetails und Dokumente anzeigen

**Guidance**



# Guidance 2023 confirmed

## Achievements HY1

Turnover  
**84.6 million**

EBITDA  
**5.1 million**

## Guidance 2023

Turnover  
**175 to 190 million**

EBITDA  
**11.5 to 13 million**

### Goals 2023

- Further development of bancassurance business
- 3 to 5 acquisitions of Summitas and first turnover on the JDC platform
- Successful market launch of JDC's corporate benefit platform (Plug-InSurance)
- Integration of Top Ten after the approval of BaFin (owner control procedure)
- Meaningful further development of IT platform
- Further reduction of costs per contract (economies of scale)



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.



**Thank you for your attention!**

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