Corporate News

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JDC Group AG Subsidiary Jung, DMS & Cie. acquires Majority Stake in FMK Group and significantly raises 2026 Earnings Forecast

- **JDC acquires 60 Percent of Lead Generation Specialist FMK Group - Accelerating Platform Growth by providing Business Partners with enhanced Customer Access**
- **To finance the transaction, JDC Group AG plans to issue a senior secured floating rate bond with an initial volume of EUR 70 million and a term of four years as part of a private placement.**
- **For the year 2025, JDC Group now expects revenues of EUR 260 to 280 million (previously: EUR 245 – 265 million) and EBITDA of EUR 20.5 to 22.5 million (previously: EUR 18.5 – 20.5 million).**
- **For the year 2026, JDC now expects EBITDA of at least EUR 35 million**

Jung, DMS & Cie. AG, a wholly owned subsidiary of JDC Group AG, has signed a purchase agreement to acquire 60% of the shares in FMK Compare GmbH and HVG Hanse GmbH (together referred to as the “FMK Group”). The transaction is expected to close by the end of September.

Over the past years, JDC Group has experienced significant growth and, thanks to substantial investments in platform technology, now offers a comprehensive range of services to its affiliated intermediaries. In addition to its core focus on insurance and investment funds, JDC intermediaries can also offer and process other relevant asset classes such as wealth management, mortgage financing, real estate, and alternative assets via the JDC platform. The platform is highly efficient and scalable.

With the acquisition of the FMK Group, JDC is taking the next logical step. To accelerate growth and optimize platform utilization and scalability, JDC will, in addition to providing technical services, ensure end-customer access for platform users through FMK.

The FMK Group is a data-driven technology platform specializing in digital lead generation, enabling companies to close online transactions with ready-to-buy consumers. Since its founding in 2021, FMK has been highly profitable and facilitated well over 400,000 transactions in 2024, primarily in the insurance sector. By comparison, JDC currently processes approximately 150,000 new business transactions and around 600,000 contract transfers annually, mainly in the investment and insurance sectors.

FMK will continue to operate independently as a subsidiary and is expected to maintain strong growth with its highly satisfied customer base. To date, FMK has been compensated on a cost-per-order basis for each transaction.

Going forward, FMK is expected to generate recurring revenues from transactions in the insurance and investment/financial products segments. Parts of its rapidly growing lead production will be processed via the JDC platform, resulting in additional revenue for both JDC and FMK.

As a result of the acquisition, JDC Group is raising its annual forecast and providing an outlook for 2026. For the year 2025, JDC now expects revenues of EUR 260 to 280 million (previously: EUR 245 – 265 million) and EBITDA of EUR 20.5 to 22.5 million (previously: EUR 18.5 – 20.5 million). For 2026, JDC Group now expects consolidated EBITDA of at least EUR 35 million.

JDC Group AG
Söhnleinstraße 8
65201 Wiesbaden
Germany

Phone +49 611 3353-2200
Fax +49 611 3353-2209
info@jdcgroup.de
www.jdcgroup.de

Investor Relations
ir@jdcgroup.de

To finance the acquisition, JDC Group plans to issue a senior secured floating rate bond under Norwegian law ("Nordic Bond") with an initial volume of EUR 70 million and a term of four years, as part of a private placement to institutional investors. The placement of the Nordic Bond is fully backed by subscription commitments from selected institutional investors. Pareto Securities AS, Frankfurt Branch, has been mandated as sole manager for the bond issuance.

"The acquisition of the FMK Group is a logical next step in expanding our platform for financial and insurance products", says Dr. Ramona Evens, COO of JDC Group AG, expressing her enthusiasm about the transaction. "The integration of tens of thousands of customers to our existing network of brokers, business partners, and our own advisory services will already translate into accelerated revenue growth this year."

"We made a very deliberate decision to choose JDC as our strategic partner", says Florian Mayer, co-founder and managing director of the FMK Group. "The dynamic orientation of the JDC Group, its strong entrepreneurial environment, and the clearly visible growth prospects convinced us. As part of this successful corporate group, we see significant potential for FMK's further development – and we look forward to creating long-term value together."

Ralph Konrad, CFO and CTO of the Group, adds: "We do not expect significant effort for integrating FMK into our platform operations. On the contrary, we anticipate quickly realizing economies of scale and significantly improving the utilization of our existing tech and processing platform through the additional volume. Against this backdrop, the transaction will prove to be highly beneficial for JDC."

"By integrating FMK into our platform, we are significantly increasing its attractiveness for all types of intermediaries," confirms Dr. Sebastian Grabmaier, CEO of JDC Group AG. "What's particularly exciting is the impact for our shareholders: the FMK integration will make the JDC platform substantially more profitable. We expect our consolidated EBITDA to increase by at least 50 percent, bringing us remarkably close to our recently announced goal of earning at least EUR 40 million by 2030 — already by 2026!".

We invite investors and analysts to learn more about the FMK transaction on Wednesday, August 6, 2025, at 2:00 PM CEST. You can find the registration link in the financial calendar on our website: jdcgroup.de/investor-relations.

About JDC Group AG

JDC Group AG (ISIN: DE000A0B9N37) operates a digital platform for insurance, investment funds, and all other financial products and services under the brands Jung, DMS & Cie., MORGEN & MORGEN, allesmeins, Top Ten, and Geld.de. By offering and processing the full range of products from all providers in the financial market — including complete data and document services — JDC creates the ideal digital workspace for all types of financial intermediaries (brokers, agents, tied intermediaries, banks, exclusive organizations, FinTechs) and the first true "Financial Home" for financial services customers. Through smartphone app, tablet, or PC, customers and intermediaries gain full access to their individual insurance and fund portfolios, streamlined transaction processes, transfer options, and comprehensive market comparisons — enabling both customers and advisors to optimize coverage and financial planning with an ideal cost-performance ratio. Around 250 highly qualified advisors under the FiNUM brand complement the platform offering for sophisticated and high-net-worth private clients. With more than 16,000 affiliated platform users, approximately 2.4 million customers, over EUR 7.5 billion in fund assets, and annual insurance premiums exceeding EUR 1.4 billion, JDC is one of the market leaders in the German-speaking region. JDC is committed to sustainability and adheres to ESG criteria: As a digitalization service provider, JDC helps save tons of paper and makes everyday life easier for financial intermediaries and customers alike.

About FMK Group

Headquartered in Hamburg, FMK Group is a data-driven technology company specializing in targeted lead generation since its founding in 2021. The company connects ready-to-buy consumers with leading brands — data-based, performance-oriented, and highly efficient. Its focus lies in addressing users with a high likelihood of conversion and an above-average customer lifetime value.

This is made possible by scalable, automated online business processes that can be developed further in an efficient and sustainable manner. A modern, high-performance tech platform enables seamlessly integrated and scalable sales solutions.

In 2024, the group facilitated more than 400,000 business transactions and continues to experience strong growth.

Disclaimer

The members of the Management Board of JDC Group AG hold a stake in JDC Group AG and therefore have a personal interest in the nature and content of the information provided in this announcement.