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Oggetto : Gruppo MutuiOnline acquires from the founders 100% of SOS Tariffe, comparison portal specialized in telecommunication and energy

*Testo del comunicato*

Vedi allegato.

Milano, 27 November 2020

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## PRESS RELEASE

### **GRUPPO MUTUIONLINE ACQUIRES FROM THE FOUNDERS 100% OF SOS TARIFFE, COMPARISON PORTAL SPECIALIZED IN TELECOMMUNICATION AND ENERGY**

Today, Gruppo MutuiOnline S.p.A. (“**Gruppo MutuiOnline**”) acquired from founders Alberto Mazzetti, Giuliano Messina and Umberto Lentini and from minority shareholder Noosalab S.r.l., 100% of the share capital of SOS Tariffe S.r.l. (“**SOS Tariffe**”), an historic operator with a leadership position in Italian market for the comparison and promotion of telecommunication and energy contracts through the portal “**SOStariffe.it**”.

The agreed price for the purchase of the shares of SOS Tariffe is Euro 28.7 million, of which Euro 25.7 million paid at closing Euro 3.0 million retained as escrow to guarantee any indemnity obligations arising from the purchase and sale contract, with progressive release over a three-year period. In addition, a deferred price component of up to Euro 0.8 million is provided, subject to the occurrence of certain events, which may be paid by January 2022. All payments will be financed with available cash and cash equivalents and/or the use of already available credit lines.

As part of the transaction, today, SOS Tariffe acquired from founders Alberto Mazzetti, Giuliano Messina and Umberto Lentini 100% of the share capital of SOS Consulting S.r.l., which owns some immaterial assets used within the activity of SOS Tariffe, for a price corresponding to an enterprise value (i.e. on a debt-cash free basis) of Euro 1.4 million.

The consolidated revenues of SOS Tariffe and the relevant subsidiaries (including SOS Consulting S.r.l.) have been Euro 8.7 million in 2018, Euro 8.2 million in 2019 and Euro 6.3 million in first half of 2020, while the EBITDA has been Euro 1.4 million in 2018, Euro 0.1 million in 2019 and Euro 1.7 million in first half of 2020. On June 30, 2020, the aggregated net financial position of SOS Tariffe and its subsidiaries was equal to Euro 1.9 million of net cash.

For 12 months after the closing, founders Alberto Mazzetti, Giuliano Messina and Umberto Lentini will continue to work to the benefit of SOS Tariffe, accompanying its transition into Gruppo MutuiOnline.

With the acquisition of SOS Tariffe, the Broking Division will add in its reporting a new line of business, called Telco & Energy Comparison.

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**Gruppo MutuiOnline S.p.A. (in breve Gruppo MOL S.p.A. o MOL Holding S.p.A.)**

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**Marco Pescarmona**, Chairman of Gruppo MutuiOnline, says: *“We are proud of the acquisition of SOS Tariffe, which represents the reference brand in its sector and is strongly complementary to our comparison and intermediation businesses”*. Alberto Santarelli, general manager of the Broking Division of Gruppo MutuiOnline, adds: *“We look back with admiration at what the SOS Tariffe team has built in ten years and our goal is to continue to build with this team the next phase of growth in the telecommunication and energy comparison business.”*

**Alberto Mazzetti, Giuliano Messina and Umberto Lentini**, founders of SOS Tariffe, remark: *“This transaction makes us proud since it guarantees the continuity of the SOStariffe.it brand within a group which will be able not only to give value to what has been built in these years, but also and above all to the people within the organization, whose passion and dedication have been the foundation of the company’s success.”*

### **Advisors for the transaction**

Gruppo MutuiOnline has been assisted by BE Partner as financial advisor, as well as by Studio Gattai, Minoli, Agostinelli & Partners and Studio Morpurgo as legal advisors.

The shareholders of SOS Tariffe have been assisted by Scouting Group, through Scouting Capital Advisors and a team composed of Filippo Bratta and Elena Dal Pozzo as financial advisors, and by Francesca de Fraja and Giulia Gandolfi, Pirola Pennuto Zei & Associati, as legal advisor.

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**Gruppo MutuiOnline S.p.A.**, a company listed on the STAR segment of the Italian Stock Exchange, is the holding company of a group of firms operating in online broking of financial products with an aggregator model (main web sites: MutuiOnline.it and Segugio.it) and in the outsourcing of complex processes for the financial services industry in the Italian market.

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