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Diffusione presunta

Oggetto : Gruppo MutuiOnline announces the signing
of an agreement aimed at acquiring
Rastreator and LeLynx

Testo del comunicato

Vedi allegato.

Milan, 29 August 2022

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PRESS RELEASE

GRUPPO MUTUIONLINE ANNOUNCES THE SIGNING OF AN AGREEMENT AIMED AT ACQUIRING RASTREATOR AND LELYNX, LEADING INSURANCE PRICE COMPARISON PORTALS IN SPAIN, FRANCE AND MEXICO

Yesterday, Gruppo MutuiOnline S.p.A. (“**Gruppo MutuiOnline**” or “**GMOL**”) signed a binding agreement with ZPG Comparison Services Holdings UK Ltd and with its subsidiary Penguin Portals Ltd (the “**Sellers**”), both part of the RVU Group (“**RVU**”), concerning (i) the acquisition by GMOL of 100% of the share capital of Rastreator.com Ltd and Preminen Price Comparison Holdings Ltd and their subsidiaries, (ii) the grant by GMOL to the Sellers of a put option on 100% of the share capital of LeLynx SAS, exercisable pursuant to articles L 23-10-1 and 23-10-7 of the French *Code de Commerce* (iii) the transfer to one of the entities of the perimeter acquired by GMOL of the IT excellence center with headquarters in India currently at the service of the companies interested by the transaction, with the transfer of a company branch from Inspop.com Limited (the “**Transaction**”). The main assets of the group of companies involved in the Transaction are the Rastreator.com, LeLynx.fr, and Rastreator.mx portals, which represent leading operators in the sector of the online comparison and intermediation of insurance products in Spain, Mexico and France.

The agreed price for the entire perimeter of the Transaction is equal to an enterprise value of Euro 150 million, adjusted by the expected net cash at the time of closing, which is expected to take place in the first days of 2023. The payment of the price by GMOL will be made at closing and will be financed with available cash and the use of already available credit lines.

The companies involved in the Transaction and their subsidiaries project Euro 62 million in revenues and EBITDA above EUR 8 million for 2022.

The Transaction has been approved by the respective boards of directors of the Sellers and of GMOL and it is subject to customary regulatory approvals.

Following the completion of the Transaction, the acquired companies will join the perimeter of the Broking Division, whose reporting will be updated to factor the new international operations.

Marco Pescarmona, Chairman of Gruppo MutuiOnline, says: *“We are grateful to RVU for giving us the opportunity to pursue this transaction. Rastreator and LeLynx are pioneers and leaders in the price comparison business in the respective countries, that are characterized by an untapped market potential. The acquired entities acquired will continue to be managed by their current management, with whom we immediately found a shared understanding. Our objective with this deal is to transform our Broking Division in a best-in-class multi-national operator in the comparison*

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

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and intermediation of financial products with a business model centered around the consumer. Finally, we thank Intesa Sanpaolo, Crédit Agricole Italia, Banco BPM and Unicredit for their continued support to our growth plans”

Alessio Santarelli, general manager of the Broking Division of Gruppo MutuiOnline, adds: *“We are honored to see Rastreator and LeLynx join our group and we are keen to work closely together to design the next phase of growth, sharing best practices, finding synergies, and building on the successful business this team has created over the course of the years. We welcome all the colleagues in the Madrid, Paris, Mexico City and Gurgaon offices, of which we appreciate the team spirit and that we are keen to meet in the coming months.”*

Tariq Syed, CEO of RVU, said: *“It was a difficult choice to say goodbye to Rastreator and LeLynx, but we are very pleased to have found a new owner in Gruppo MutuiOnline, that for strategy and values could represent the best long term new home for these companies. We firmly believe that Gruppo MutuiOnline will enable the brands to grow even stronger and continue to deliver outstanding outcomes for our customers in Spain, France and Mexico.”*

Gruppo MutuiOnline has been assisted by BE Partner as financial advisor, as well as by Clifford Chance as legal advisors and PwC as tax advisor.

Sellers have been assisted by Baker McKenzie 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.

RVU, formed in May 2018, operates international digital brands that empower people to make confident decisions. With offices in London, Cardiff, Manchester, Madrid, Paris, Mexico City and Gurgaon, RVU reaches millions of consumers around the world, solving everyday complex problems through outstanding experiences. RVU is jointly owned by US-based Red Ventures, a global group of influential brands, digital platforms and strategic partners, as well as Silver Lake, GIC and PSP Investments.

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