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Societa' : YOLO GROUP

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Oggetto : YOLO strengthens its Advisory & Education  
platform with the entrance of Risorsa Uomo into  
the group

*Testo del comunicato*

Vedi allegato



## YOLO strengthens its Advisory & Education platform with the entrance of Risorsa Uomo into the group

**Risorsa Uomo Srl (the “Company” or “Risorsa Uomo”) is active in business and managerial education with a distinctive presence in the insurance industry.**

**Milan, 27 November 2024** - YOLO Group, one of the leading operators in the Italian insurtech market of digital insurance services and listed on Euronext Growth Milan, today signed the agreement (*signing*) to acquire a majority stake (51%) in the share capital of Risorsa Uomo, a company specialised in business and managerial training (**‘Risorsa Uomo’**).

The transaction is fully consistent with one of the growth guidelines identified in the 2025-2027 Strategic Plan, communicated to the market last 20 November. In addition to investments in A.I., data analytics and tech operations aimed at preserving the competitive advantage held in the Italian insurtech market, YOLO plans to enhance and diversify its offer by strengthening, among others, Advisory & Education services, which will be developed and managed through a dedicated business line.

Founded in Milan in 1984 by a group of consultants led by the current majority partner Alessandro Frè and specialised in business and managerial education, Risorsa Uomo supports companies in change through cutting-edge training tools and new digital technologies.

The company, which already operates in the insurance market serving primary operators, employs around 50 advisors and coordinates a network of highly qualified structures capable of offering customised projects. Risorsa Uomo expects to close 2024 with revenues of 820 thousand Euro (+22% compared to 2023), an EBITDA margin of 18%, doubled compared to 2023 when it was 9%, and no financial debt.

Significant commercial and operational synergies are expected from the transaction.

For the acquisition of 51% of the share capital of Risorsa Uomo, YOLO will pay a consideration of 230 thousand Euro, divided into two tranches: the first at the closing and the second, subject to the achievement of target revenues and EBITDA, in the financial year 2025. The agreement also includes an option to acquire the remaining 49% of the share capital, based on the results that will be achieved by Risorsa Uomo in the 2027 financial year.

The closing of the transaction is expected by 31 December 2024 and is subject to the outcome of due diligence.

YOLO Group was assisted in the deal by ADVANT Nctm for the legal aspects and by Studio Franzoia for the tax and accounting aspects.

**Gianluca De Cobelli, co-founder and CEO of YOLO Group**, said: ‘In a context in which digital transformation is revolutionising the offer and distribution in the insurance market, generating a



growing demand for training and consultancy services, YOLO sees significant opportunities that it believes it can exploit through the integration of a specialist such as Risorsa Uomo’.

**Alessandro Frè, co-founder and CEO of Risorsa Uomo**, said: ‘The company's position as an innovator in insurance services, combined with its extensive network of clients and partners, makes YOLO the ideal partner to enhance the heritage of skills and experience that Risorsa Uomo has built up over forty years of activity’.

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The press release is available in the Investor/Press Releases section of the website [www.yolo-insurance.com](http://www.yolo-insurance.com).

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## YOLO GROUP

*YOLO Group is an insurtech company, among the main ones in Italy and with a presence abroad, with two lines of offer: services to enable the digital distribution of insurance products of insurance companies, banks and retailers (e.g., utilities and large-scale distribution); direct distribution of insurance products made in collaboration with companies.*

*Since its establishment at the end of 2017, YOLO has developed around 140 partnerships, in Italy and abroad, to enable digital insurance offerings.*

*In direct distribution, YOLO has adopted a hybrid (so-called phygital) model, combining digital and physical channels. In 2022, it launched the Yolo Insurance Network (YIN), a platform that enables smaller insurance agencies and brokers to integrate digital into the physical management and distribution model. About 600 brokers have joined YIN.*

*YOLO has been listed in the ordinary segment of Euronext Growth Milan since 2022. The main shareholders, in addition to the two co-founders (Gianluca De Cobelli and Simone Ranucci Brandimarte), include Generali Italia, Intesa Sanpaolo Vita, Neva SGR, Primo Ventures SGR, Mansutti, IBL Banca, Net Insurance, Smart4Tech, and Banco Desio e della Brianza. Website: [www.yolo-insurance.com](http://www.yolo-insurance.com)*

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