

<p>Informazione Regolamentata n. 20264-4-2025</p>	<p>Data/Ora Inizio Diffusione 27 Gennaio 2025 18:09:24</p>	<p>Euronext Growth Milan</p>
---	--	------------------------------

Societa' : YOLO GROUP

Identificativo Informazione Regolamentata : 200727

Utenza - Referente : YOLOGROUPN01 - -

Tipologia : REGEM

Data/Ora Ricezione : 27 Gennaio 2025 18:09:24

Data/Ora Inizio Diffusione : 27 Gennaio 2025 18:09:24

Oggetto : YOLO boosts the implementation of the Strategic Plan 2025-2027

Testo del comunicato

Vedi allegato



YOLO boosts the implementation of the Strategic Plan 2025-2027

Milan, 27 January 2025 - YOLO Group, one of the leading players in the Italian insurtech market of digital insurance services, listed on Euronext Growth Milan, started the year by accelerating the implementation of its Strategic Plan 2025-2027 approved last November, which confirmed the company's positioning as a Tech Insurance Enabler (B2B and *white/co-label* solutions for insurance companies, banks, retailers and other insurance intermediaries) and Digital Broker with innovative digital and phygital distribution.

YOLO had already completed two transactions in December to diversify its offering and strengthen it in the segments with the highest commission revenue potential, one of the Plan's development guidelines. Firstly, the acquisition of Risorsa Uomo, specialising in business and managerial training, was finalised, increasing growth potential in Advisory & Education; then the contract (*signing*) was signed to acquire a majority stake in RCPolizza.it, a digital broker specialising in offering insurance products for SMEs.

2025 opened with a series of actions enhancing the distribution model developed thanks to Artificial Intelligence applications and data analytics, in which YOLO is continuing to invest with the aim, set by the Strategic Plan, of expanding and diversifying the offer.

Actions at the beginning of the year were implemented by YOLO in Italy and abroad. An agreement was reached with GNP Seguros, a historic Mexican insurance group (founded in 1901), the second largest company in the country. GNP Seguros will use YOLO's technology to enable the digital placement of its products in the different channels (banks, large distribution, direct).

YOLO has also extended the territorial scope of its partnership, established in 2024, with CNP Santander Insurance (CNPSI), a joint venture between CNP Assurance S.A, one of France's leading life insurers, and Banco Santander S.A, one of the world's top ten banking groups. The object of the partnership is the development of a digital platform for the distribution of insurance solutions, in several European countries. The partnership agreement was extended to include further digital distribution solutions in Poland and Germany.

In the domestic market, YOLO has signed an agreement with Confcommercio Professioni, the Confcommercio-Imprese federation that represents professional associations and counts around 20,000 professionals. Thanks to the agreement, associations will be able to access an offer of insurance products covering four areas: professional liability; health; legal protection; and cybersecurity.

YOLO has also won, in temporary association with Covercare, the selection called by the IREN multi-utility for the identification of the partner that, from next March, will offer an insurance product within a new energy offer for the clients of Iren Luce Gas e Servizi.



Also in March, YOLO's partnership with Jakala, a company that operates in marketing services based on Artificial Intelligence and data, to integrate the offer with insurance solutions, will become operational.

Finally, with the start of the year, YOLO has strengthened its managerial structure: Riccardo Porta, a manager with solid experience in the fintech and insurtech sectors, will take on the role of Chief Business Officer from 3 February. YOLO Insurance Network (YIN), the digital services platform that allows agents and brokers to increase their operational efficiency and portfolio of offerings, both with digitally native products and with traditional policies that have been digitally redesigned, has also been strengthened.

Gianluca De Cobelli, co-founder and CEO of YOLO Group, said: 'Between the end of last year and January, we have increased our growth potential, organically and by external lines, following the guidelines of the Strategic Plan. In 2025, we expect the foundations we have laid to fuel revenues and profitability, enabling us to reach the goals we have set'.

The press release is available in the Investor/Press Releases section of the website www.yolo-insurance.com.

For the transmission and storage of Regulated Information, YOLO Group S.p.A. uses the eMarket SDIR dissemination system and the eMarket STORAGE storage mechanism available at www.emarketstorage.com managed by Teleborsa S.r.l. - based in Piazza di Priscilla, 4 - Rome. Roma.

YOLO

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,

GROUP

CONTACTS

Investor Relations

Francesco Grieco
investor.relations@yolo-group.com

Media Relations

Twister communications group

Lucia Saluzzi + 39 347 5536979
Emilio Miosi + 39 338 6546410
yolo@twistergroup.it

Euronext Growth Advisor

EnVent Italia SIM S.p.A

Paolo Verna
pverna@envent.it



*Smart4Tech, and Banco Desio e della Brianza. Website:
www.yolo-insurance.com*

Fine Comunicato n.20264-4-2025

Numero di Pagine: 5