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Societa' : YOLO GROUP

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Oggetto : YOLO finalized the purchase of the majority of RCPolizza.it s.r.l.

*Testo del comunicato*

Vedi allegato



YOLO

## YOLO finalized the purchase of the majority of RCPolizza.it s.r.l.

### The company is a digital broker specialized in offering insurance products for SMEs

**Milan, 26 March 2025** - YOLO Group, one of the leading players in the Italian insurtech market of digital insurance services, listed on Euronext Growth Milan, today finalized the contract (*closing*) to acquire a majority stake (51%) in the capital of RCPolizza.it s.r.l. ("**RCPolizza.it**"), a digital broker specialized in the offer of insurance products for SMEs. The signing took place last 23 December 2024.

The transaction is part of the path of strengthening the offer and distribution capacity in the segment with high development potential and marginality of SMEs envisaged by the Strategic Plan 2025-2027.

Founded in 2013 by Maurizio Gnazzo and Rocco Verrastro, RCPolizza.it is included in Trustpilot's ranking of the best Italian digital insurance brokers. The company has established itself through the integration of a proprietary digital platform (which compares products, automates quotes and generates policies) and the personalized support of a network of intermediaries. 30% of premiums are collected through the direct digital channel; 70% are intermediated by a network of sub-agents and collaborators. In addition to professional indemnity risks, the company offers accident and third-party liability cover through collaboration agreements with leading insurance companies.

RCPolizza.it counts about 30,000 active customers, a portfolio of premiums of about 9 million Euro and closed 2024 with revenues of 1.7 million Euro, an EBITDA margin of about 11% and a positive NFP (cash) of 0.6 million Euro.

The deal will enable YOLO to increase its offering to the SME target and strengthen its phygital and digital channel proposition, consolidating its competitiveness in a market characterized by the trend towards consolidation of small and medium-sized operators.

The integration of RCPolizza.it's proprietary technology platform will allow YOLO to develop synergies and increase operational efficiency.

As a result of the due diligence activities, the consideration for the acquisition of 51% of RCPolizza.it was determined as (i) a fixed price, not subject to adjustment and to be paid at the closing date, totaling €350,000; (ii) a variable amount, by way of earn-out of up to a maximum of €350,000, subject to the achievement of specific targets, which, if accrued, will be paid in two instalments following the approval of the financial statements for the years ending 31 December 2026 and 31 December 2027. The contractual documentation also provides for option rights for the acquisition of the remaining 49% that may be exercised depending on RCPolizza.it's financial results and performance in the year ending 31 December 2027, based on RCPolizza.it's results for the year 2026, and on 31 December 2029, based on RCPolizza.it's results for the year 2028.



**Gianluca De Cobelli, co-founder and CEO of YOLO Group**, said: *'The integration of RCPolizza.it strengthens our competitive positioning allowing us to accelerate our growth in the SME, in line with our Strategic Plan'*.

**Maurizio Gnazzo, co-founder and CEO of RCPolizza.it**, said: *'The innovative business model and digital platform led us to identify YOLO as the perfect partner to capitalise on the professionalism and business network we have built up over ten years'*.

Please note that the acquisition does not qualify as a reverse take-over transaction pursuant to Article 14 of the Euronext Growth Milan Issuers' Regulations.

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

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## YOLO GROUP

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

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

*In direct distribution, YOLO has adopted, in addition to a digital model, a hybrid model combining digital and physical channels (so-called phygital). In 2022, it launched 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 since 2022 in the ordinary segment of Euronext Growth Milan. Major 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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