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1. YOLO at a glance
2. **Key Investment Highlights**



Who we are and how we create value

- **YOLO** provides a complete solution acting as a **digital and phygital insurance broker** and a **technology enabler** for insurance companies and distributor partners
- YOLO boasts two lines of offerings:
 - **Sale of insurtech services** according to the software as a service model to insurance players interested in digitalize their product offering
 - **Distribution of digital insurance products** created in collaboration with insurance companies

Listed on the EGM (PRO Segment) on August 2022 and **migration to the Ordinary segment ongoing**



> 90% embedded policies
On total policies volumes



2+ MLN
Insurance policies managed

1° mover in Italian Insurtech and recognized Leader for Open & Embedded Insurance

> 30 P&C products from leading national/international insurance companies



Digital and Phygital brokerage of insurance policies through:

- Yolo's insurtech platform, provided to bancassurance partners
- **service revenues + revenue share of brokerage** ("commission revenues")
- Partners' distribution channels
- **revenue share of brokerage**

Multi-channel distribution strategy with a large, diversified and growing distribution network



350+ partners
(domestic and international)



15+ partners
Tech enabler

Technology enabler for the distribution of digital insurance products

White-label insurtech platform

- **set-up** fees at the activation of the partnership
- **recurrent maintenance** fees
- **up-selling/upgrading** fees

A solid track record of achievements from 2017 until now

Incorporation by

Gianluca De Cobelli &
Simone Ranucci

Brandimarte

Seed Capital

First 2 tranches

€ 1.8M

Backed by



Miro Venture S.r.l

- Launch of the first **digital sport insurance** policy
- Launch of the first **digital bancassurance partnership** in Italy
- Launch of **first mult-insurance proprietary mobile app**
- **Agreements** with 5 insurance groups

Series A Round
Capital Increase: €
5M

Backed by



Expansion in

Selected partners



Expansion in

Bridge Round
Capital Increase: €
3M

Backed by



Reserved Capital
Increase
€ 2.5M

New Partner
selected

IPO on the EGM
market PRO
€ 10 + 3M

Acquisition of a
majority stake in
Bartolozzi
Assicurazioni
and
AllianceInSay
Broker (feb.2023)
to develop the
“phygital”
distribution

Migration to EGM
Ordinary
Segment



Signed NBO to
acquire a
majority stake of
a Spanish
insurance player

2017

2018

2019

2020

2021

2022

2024

100k
Insurance policies
managed

350k
Insurance policies
managed

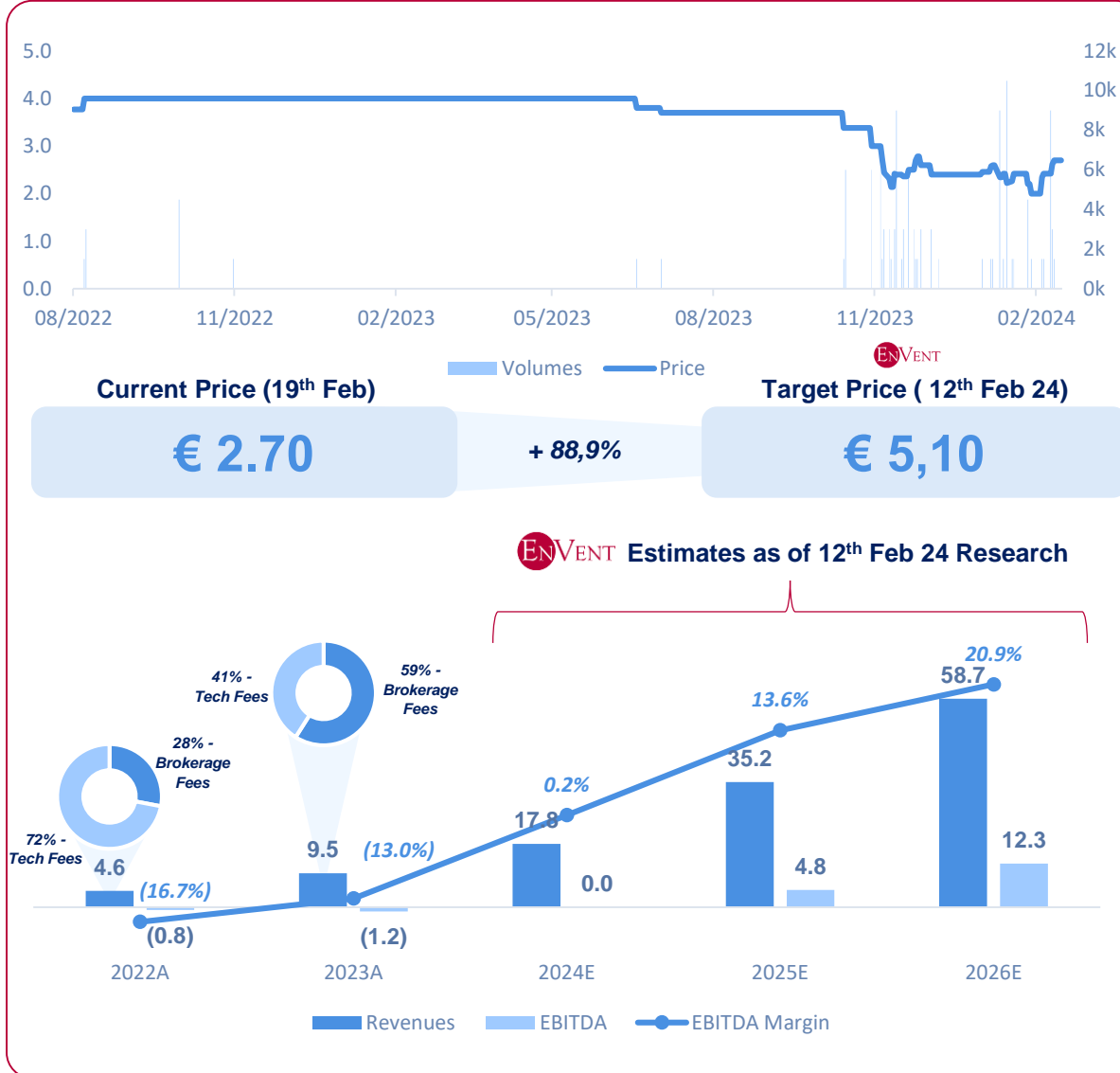
+1M
Insurance policies
managed

IPO

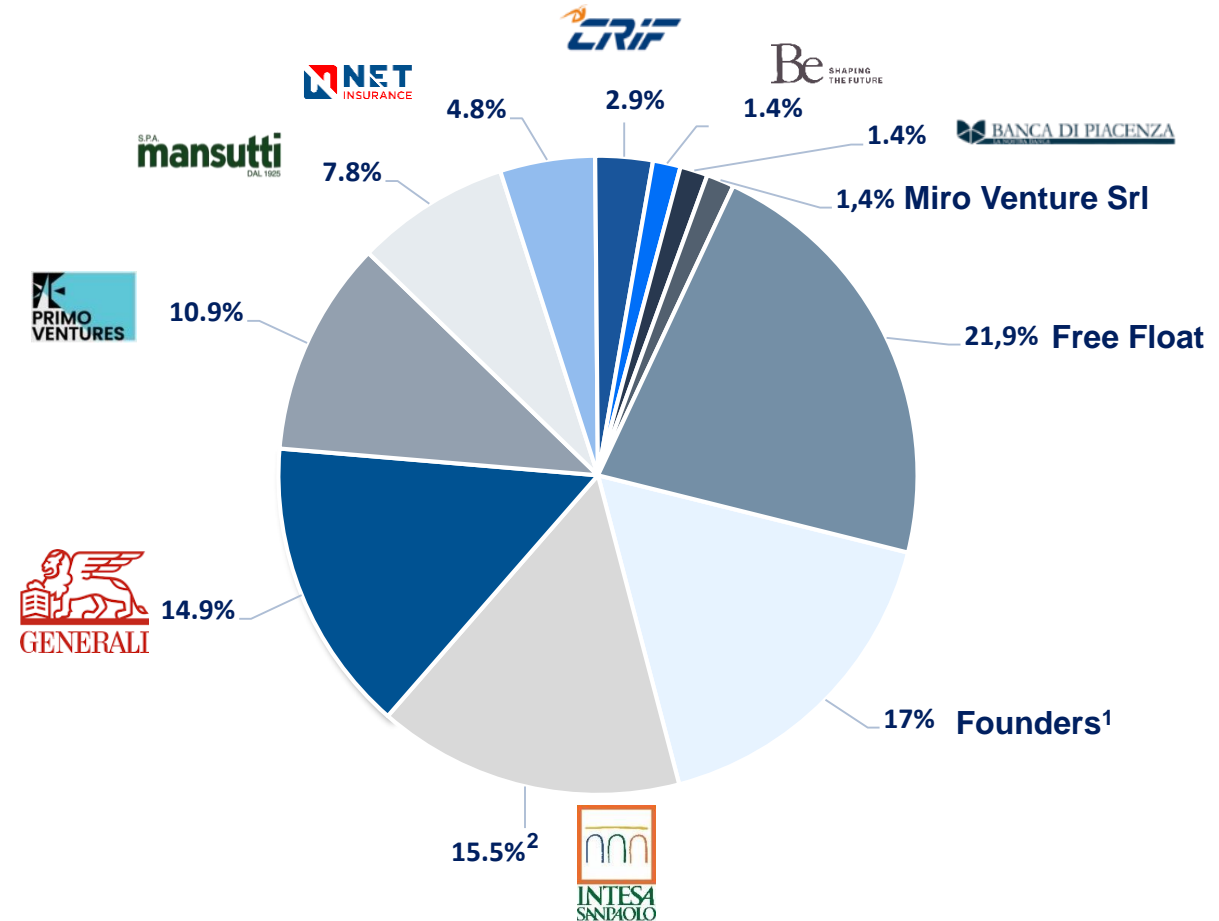
M&A

M&A
Migration to EGM
ordinary segment

Constructive stance from independent research...



...coupled with reputable shareholders base



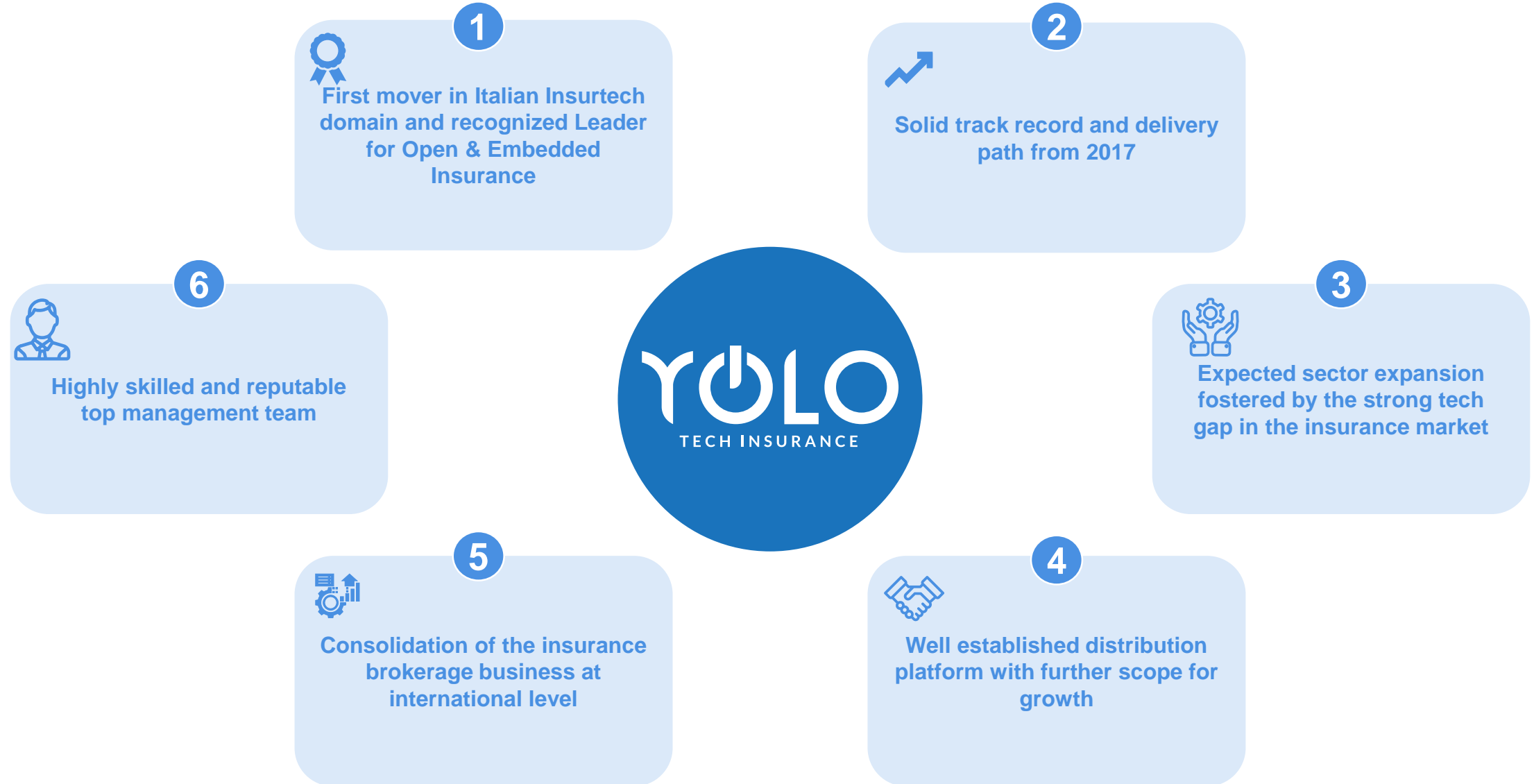
(1) Cumulated stakes of Simone Ranucci Brandimarte (8.5%), Gianluca de Cobelli (8.5%)

(2) Cumulated stakes of Neva SGR (14.1%) and Intesa Sanpaolo Vita (1.4%);

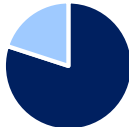
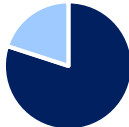



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Solid *Equity* Story and actionable growth opportunities



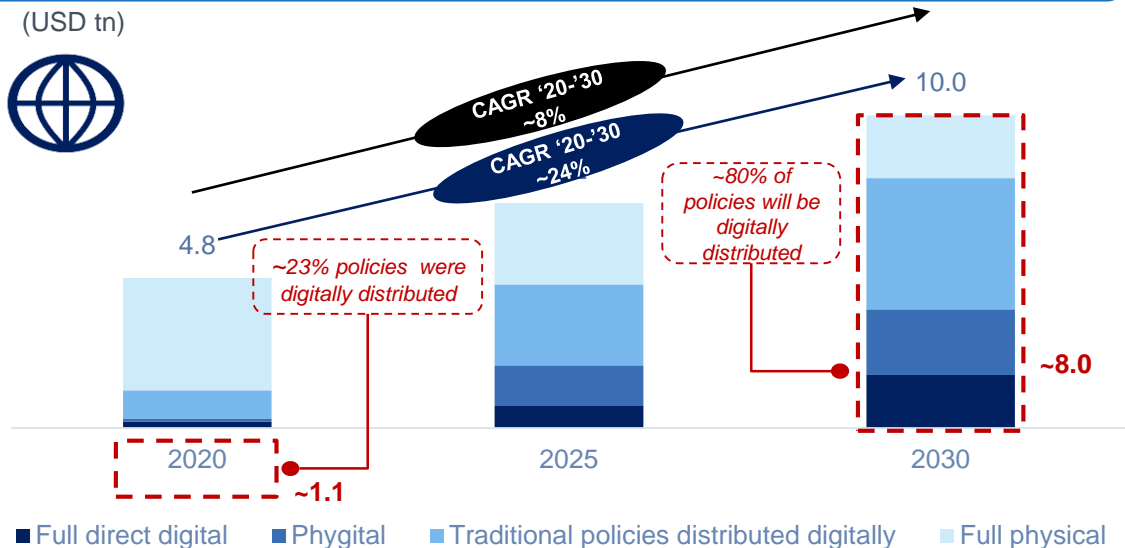
② We deliver what we promised and we are on track to achieve future growth

Our five key strategic pillars...			...Our future strategic directions	
	Pillars	Description	% Completion	
1	Development of Digital Insurance	<ul style="list-style-type: none"> Introduction of new products in innovative segments for retail customers and SMEs Consolidation of Yolo's strong position in on-demand digital policies Increase offering of higher-margin products 		1 Development of the phygital distribution model
2	Network widening & enhancement of distribution strategies	<ul style="list-style-type: none"> Consolidation of partnerships in digital bancassurance sector New "phygital" channel as an accelerator of Yolo's strategy Enhance Yolo's solutions for embedded insurance 		
3	Technological Development	<ul style="list-style-type: none"> Upgrade and improvement of the insurtech platform Upgrade and improvement of the customer engagement platform International partnerships to widen integration capabilities 		2 Increase of the product portfolio
4	Organisational structure consolidation	<ul style="list-style-type: none"> Focus on internal competencies in strategic group operations Possible in-housing of selected FTE rental currently outsourced Sustainable workforce expansion and talent acquisition 		
5	International Development	<ul style="list-style-type: none"> Leverage on current partnerships to accelerate revenue growth Penetration and/or consolidation in selected European markets Improve central delivery structure 		3 Focus on international development

③ Digital insurance market growth

Market overview and main trends

Global insurance market growth to be spurred by the expanding digital distribution



- Value of **total premiums** will grow from 5 trillion in 2020 to 10 trillion in 2030
- From 23% to 80% of policies will be purchased through **digital platforms**
- Increased demand for **customized products**
- **Direct distribution** (B2C or B2B2C) grows from 200 Billion in 2020 to 1.7 trillion in 2030
- **Embedded insurance** is expected to **grow** significantly in the next decade, bringing market share from 2% in 2020 to around 25%
- **€ 5 billion invested** in major EU Insurtech markets in 2022

Key trends in the post COVID-19 world

1

The pandemic saw a “decade in days” **acceleration in digital uptake in terms of purchases and experiences**

2

Consumers are looking for **truly personal, needs-based contextual products**.

3

Insurtech players represent the “**game changer**” providing **innovative digital products** with a very short time-to-market

4

Over the past decade **brokers**, leveraging on their asset-light client relationship model, **have emerged as the new winners in the insurance value chain**

5

The Italian Government has allocated through the **Next Gen EU** **~24bn for the digitisation, innovation and competitiveness of the industrial system^d**

③ Strong gap in the market on Digital & Tech skills

85%

Sees a growing relevance of technical and digital skills within the insurance sector (was 55% in 2021)

33%

Workers in the insurance sector believe that there is a **technical and digital gap** in the use of basic tools for their work (Email, operational tools)

70%

Workers in the insurance sector believe that there is a **technical and digital gap** in their skills

43%

Workers in the insurance sector believe they do not know what On demand policies are

65%

Workers in the insurance sector are unable to give a definition of Blockchain, IoT and Machine Learning

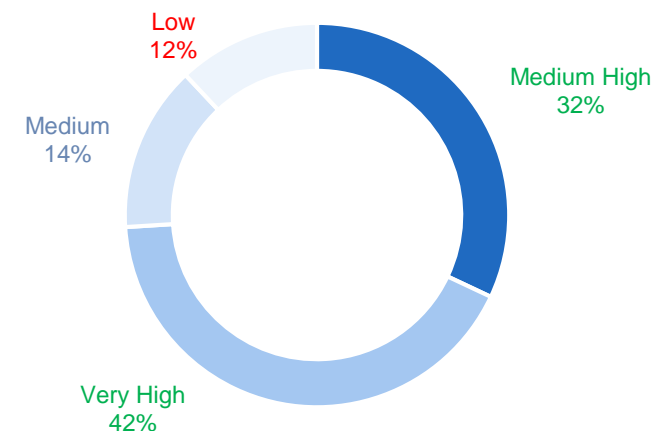
51%

Workers in the insurance sector are "VERY" worried about the **technical and digital gap** in their skills

82%

Workers in the insurance sector hope that in the next 12 months there will be more education and training in the **technical and digital field**

> 70 of top managers consider Insurtech as highly relevant



④ Focus on widening & enhancement of distribution strategies

YOLO is the top enabler in Italy, and not only, of **digital bancassurance** partnering with Italy's most trusted banks.



In times with **reducing margins** and **profitability**, many Utilities are partnering with Yolo to extend their offer.



Leveraging on their **well-recognized brands** and large **customer bases**, TelCos are also looking to creating new revenue streams with insurance.



YOLO's partners also refer to **other industries** (e.g. eCommerce, groceries, telematics).



Agents & Intermediaries

YOLO also leverages its own **distribution network** and partners with external **agency networks** to foster **phygital** distribution



■ Digital

■ Phygital

⑤ Focus on international development: signed NBO for the acquisition of a Spanish target

Target overview

- ✓ The selected Target offers insurance policies for individuals, companies, and self-employed both through traditional **physical channel** and **on-line distribution**
- ✓ The target's policies cover **Pet insurance**, **Retail clients**, **Business clients**

Size of the target

- ✓ Expected revenues in 2023 are in the range of €3.0m and €3.5m, with a margin of approximately 13%. The Target is cash positive
- ✓ **Strong positive cashflow**

Spain as preferred market

- ✓ International growth in a **Key market** like Spain that will potentially the expansion in **Iberia/LatAm market**.
- ✓ **Yolo has won a critical tender** to distribute products in Spain and the acquisition would enable a “**buy strategy**” to **consolidate its premises** in the market
- ✓ **Low penetration** and **large profitability in the Non-life insurance market** (combined ratio approx. 84%)
- ✓ **Market multiples** are **lower** than other European countries

Strategic and cultural fit

- ✓ Coherence of the **corporate culture** with Yolo's ecosystem, **values** and **medium-long term strategy**
- ✓ **High level of digitalization** and usage of tech solution, propensity to grow towards a digitally-driven organization as essential requirements
- ✓ The **Target is actively engaged on inorganic growth** initiatives (already achieved 2 acquisitions over FY22-23)

Yolo is currently considering different sources to fund the acquisition, including a potential equity raising as disclosed to the market on February 6th

⑥ Highly skilled and reputable top management team

Founders



Simone Ranucci Brandimarte

Co-Founder & Chairman

- Serial entrepreneur with an extensive knowledge of the digital and technological innovation sectors
- Led two **ventures** to **IPO** (Digitouch and Buongiorno)



Gianluca De Cobelli

Co-Founder & CEO

- Recognized and experienced **manager**, with a diversified and **strong knowledge** of **digital**, **payments** and **insurance** sectors
- Former **CCO**, **CFO** and **Deputy General Manager** of CartaSi group (now part of **Nexi**)



YOLO's top management



Francesco Grieco

Chief Financial Officer



Diego Vagni
Chief Operating Officer



Nicola Tonetti
Chief Commercial Officer



Luca Pegurri
Chief Marketing Officer



Emanuel Sitzia
Strategy & Business Development



Thank you



www.yolo-insurance.com

