

***"Be" and Yolo sign a strategic partnership.  
Innovation, technology and international footprint to  
consolidate leadership in the On-Demand Insurance segment***

Be Group and Yolo have signed a strategic partnership agreement in the areas of technology innovation and domestic/international marketing to accelerate the transformation of the Insurance segment.

Yolo Digital Insurance products and the evolution of its proprietary solutions will benefit from the full stack of Be Group capabilities in terms of design, development and management of innovative solutions in the Insurance and Financial industry.

The agreement sets the conditions for a strong disruption in this dynamic market segment. Yolo's innovative capacity and different offering dimensions (B2C, B2B, B2B2C) will be fully supported by labs, teams of specialists and industry experts from Be.

Be will assist Yolo in managing its technological platform and in the digital evolution of the offering, taking care of the medium-term architectural and technological roadmap.

The agreement, in line with Yolo's strategic plan, will strengthen the commercial proposition of the leading Italian player in Insurtech, by leveraging Be's professional network present in nine European countries.

**STOCK DATA**

Reuters Code: BET.MI  
Bloomberg Code: BET IM

**SHAREHOLDERS DATA**

No of Ord. Shares (ml): 134.9  
Total no of Shares (ml): 134.9  
Mkt Cap. (Eur mln): 134.1  
Mkt Float. (%): 43.3  
Mkt Float. (Eur mln): 58.1  
Main Shareholder: T.I.P.

**GROUP DATA (as of 31.12.2018)**

Total revenues (Eur mln): 150.2  
EBITDA (Eur mln): 23.6  
EBIT (Eur mln): 11.3  
EBT (Eur mln): 10.1  
Net profit (Eur mln): 5.5  
NFP(Eur mln): 0.9

**HEADQUARTER**

Rome

**MAIN OFFICES**

Milan  
London  
Munich  
Frankfurt  
Madrid  
Vienna  
Warsaw  
Bucharest  
Kyiv  
Zurich

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April 2, 2019 // Milan

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*Thanks to the partnership with Be - say Gianluca De Cobelli, Co-founder and CEO of Yolo Group - and the support of all the investors who believed in our project, we will work to significantly speed up the innovation and digital transformation process in the Insurance segment, as well as increasing the potential for international expansion”.*

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*We are very satisfied with this agreement - says Pierangelo Mortara, Director at Be - The Insurance sector is strategic for us and the partnership with Yolo allows us to be next to a very high growth potential player. Our experience, strength and ability to create value will be made available to Yolo, boosting its development in all the markets where Be Group is present”.*

*This press release is available on the Company's website [www.be-tse.it](http://www.be-tse.it).*

#### **About Yolo**

**Yolo** is an Insurtech player that performs insurance brokerage activities only in digital mode, acting as technological enabler for major Insurance and Banking groups. Yolo targets digital consumers proposing On-Demand policies, that allow access to a new digital bank-assurance model and responsive ad hoc offering. Through dedicated apps, it is possible to subscribe to instant and pay-per-use products on a daily or monthly basis: from travel coverage, to flight and smartphone protection, up to coverage for sports activities.

#### **About Be**

**Be Group** is listed to the STAR segment of Borsa Italiana and is one of the leading Italian players in the Consulting sector. The Company provides Business Consulting and Information Technology services. A combination of specialist skills, advanced proprietary technologies and a wealth of experience enable the Group to work with leading international financial and insurance institutions to create value and boost business growth. With more than 1,100 employees and branches in Italy, United Kingdom, Germany, Austria, Switzerland, Spain, Romania, Poland and Ukraine, in 2018 the Group recorded revenues in the amount of Euro 150.2 million.