

## *Be: strengthened partnership with YOLO by acquiring a capital share and signing a strategic cooperation agreement.*

‘Be’ took part to a dedicated capital increase of YOLO, the *on demand, instant and micro insurance* platform founded by Simone Ranucci Brandimarte and Gianluca de Cobelli.

‘Be’'s investment in YOLO is made alongside those of Intesa San Paolo Vita, Banca di Piacenza and CRIF. ‘Be’'s stake will be 2.5% of YOLO's capital.

‘Be’ is also joining to a newly signed Shareholders’ Agreement amongst founders and new investors.

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*We have been working together with YOLO for the past two years - says **Stefano Achermann**, CEO of ‘Be’ – supporting the development of Yolo's digital platform and bringing our best knowledge to the insurance industry. We appreciate the innovative capacity and high potential of the Yolo team. Closer cooperation can only give value to both of them”.*

#### STOCK DATA

Reuters code: BEST.MI  
Bloomberg code: BEST.MI

#### SHAREHOLDERS DATA

No. of ordinary shares (mln): 134.9  
Total no. of shares (mln): 134.9  
Market cap. (Eur mln): 146.8  
Floating (%): 39.4  
Floating (Eur mln): 57.7  
Main Shareholder: T.I.P.

#### GROUP DATA (as of 31.12.2019)

Total Revenues (Eur mln): 152.3  
EBITDA (Eur mln): 25.9  
EBIT (Eur mln): 12.2  
EBT (Eur mln): 11.1  
Net Profit (Eur mln): 6.1  
Net Financial Position (Eur mln): (11.4)

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Rome

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The partnership provides 'Be' with an additional platform to offer its customers insurance solutions, enabling it to work with a group of excellent professionals with high technical expertise.

From YOLO's point of view, the association with Be offers preferential access to 'Be's solution design capability, and leverages 'Be's access to high-level Financial Industry customers across Europe.

'Be's investment for the 2.5% of YOLO amounts to about €500K, implying YOLO's post-money valuation of about €20M.

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This press release is available on the Company's website [www.be-tse.it](http://www.be-tse.it) and on the centralized storage mechanism "eMarket STORAGE" at [www.emarketstorage.com](http://www.emarketstorage.com)

### About Be

Be Group is listed in 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 1,300 employees and branches in Italy, United Kingdom, Germany, Austria, Switzerland, Spain, Romania, Poland and Ukraine, in 2019 the Group recorded revenues in the amount of Euro 152.3 million.

**Be S.p.A.**

Investor Relations | Claudio Cornini | +39 06 54 24 86 24 | [IR.be@be-tse.it](mailto:IR.be@be-tse.it)

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