

Informazione Regolamentata n. 20264-36-2025	Data/Ora Inizio Diffusione 26 Settembre 2025 17:36:04	Euronext Growth Milan
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Societa' : YOLO GROUP

Identificativo Informazione : 210309
Regolamentata

Utenza - referente : YOLOGROUPN01 - -

Tipologia : 1.2

Data/Ora Ricezione : 26 Settembre 2025 17:36:04

Data/Ora Inizio Diffusione : 26 Settembre 2025 17:36:04

Oggetto : YOLO GROUP APPROVES HALF-YEARLY
FINANCIAL REPORT AS AT 30 JUNE 2025

Testo del comunicato

Vedi allegato



YOLO GROUP APPROVES HALF-YEARLY FINANCIAL REPORT AS AT 30 JUNE 2025

Main results of the period and comparison with the results as at 30 June 2024

- **Total revenues: 6,4 million Euro (+52% compared to 4,2 million in the first half of 2024)**
- **Volume of policies managed by platforms: 11,8 million Euro (+88% compared to the first half of 2024)**
- **EBITDA: negative by 1,2 million Euro (-19% of total revenues), improving in absolute and incidence terms compared to 2024 (-1,3 million and -31% of total revenues)**
- **Partnerships with banks, insurance companies, retail groups, and car dealers to place policies and enable digital distribution grew to 150 (+12% compared to the first half of 2024).**

Milan, 26th September 2025 - YOLO Group S.p.A. (“YOLO” or the “Company”), one of the leading players in the Italian insurtech market of digital insurance services, listed on Euronext Growth Milan, approved the consolidated half-yearly report for the first half of 2025 prepared in accordance with the national accounting standards OIC and subject to limited voluntary audit.

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Main operating results and events

In the first half of 2025, YOLO's business developed in line with the guidelines of the 2025-2027 Strategic Plan: enhancement and development of partnerships for policy placement and digital distribution enablement; strengthening and diversifying the insurance offering, particularly in the SME segment and in Advisor & Education services; investments in AI, data analytics, and tech operations to increase and improve the service offering; expansion of the network of physical and digital dealers in the mobility segment.

The results confirmed the positive trends of 2024, with total revenues growing to 6,4 million (+52% compared to 4,2 million Euro in the previous financial year), driven by insurance brokerage, whose share of the total increased to 81% (66% in 2024), in line with the forecasts of the 2025-27 Strategic Plan.

Two factors fueled brokerage activity: the placement of policies through the phygital channel, particularly in the automotive segment, where the strengthening of the sales network more than offset the slowdown in registrations; and the expansion of the scope of consolidation resulting from the integration of the tech broker RcPolizza.it.

The greater focus on higher-value policies led to an increase in the average premium, which was reflected in growth in the volume of premiums managed by the platform (11,8 million Euro, +88% compared to the first half of 2024).



EBITDA for the half-year was negative at 1,2 million Euro, an improvement on the negative figure of 1.3 million Euro in 2024, but also an improvement in terms of its impact on revenues (from -31% to -19%).

The **Net Result** was negative at 2,1 million Euro. The Net Financial Position was negative at 1,3 million Euro.

In terms of development, partnerships with banks, insurance companies, retail groups, and car dealers grew to 150 (+12% compared to the first half of 2024).

The portfolio of offerings for individuals, professionals, and businesses was further enriched. A significant boost to the offering for SMEs came from RCPolizza.it, acquired at the end of 2024, which strengthened YOLO's phygital proposition, consolidating its competitiveness as a broker. In Advisory & Education, Risorsa Uomo, the training company acquired at the end of 2024, has enabled the company to increase its offering in management training.

Thanks to new partnerships with leading players in the market, including international ones, penetration in the automotive and mobility services segment has grown, a segment in which the subsidiary AllianceInsay, a tech broker active in the indirect distribution of non-life insurance products and services, plays a key role.

New partnerships in Italy and abroad have also consolidated the role of tech services provider for insurance distribution. Leadership in technologies supporting omnichannel insurance distribution has been strengthened with two AI agents (one for the phygital channel, the other for the digital channel) aimed at enhancing the sales and consulting activities of intermediaries and improving the end-customer experience.

Finally, the development of YOLO Insurance Network, the platform for insurance intermediaries, continued, including through agreements with trade associations.

Significant events after the end of the half-year

On July 31, the issue of 22 bonds with a nominal value of 100.000 Euro was completed, for a total amount of 2,2 million Euro, as part of a non-convertible, non-subordinated bond loan with a maximum amount of 4 million Euro. Additional tranches of the Bond Loan may be issued by June 30, 2026. The bonds are traded on Euronext Access Milan – professional segment, organized and managed by Borsa Italiana S.p.A.

On August 5, the 3 million Euro “Yolo Group Convertible 5% 2022-2025” Bond was repaid.

As of September 29, the role of Investor Relations Manager will be performed on an interim basis by the CEO, Gianluca De Cobelli.

Predictable management outlook



Demand in the Italian insurance market is growing strongly, both in the non-life segment (+7.6% in the first half of the year) and in the life segment (+19.9%), a trend that takes on greater significance when viewed in the context of the general uncertainty of the domestic and international economic scenario. The development of the phygital-digital distribution model and the comprehensiveness of the product portfolio put YOLO in a position to benefit from this phase.

Gianluca De Cobelli, Co-founder and CEO of YOLO Group, said: "The strong growth in revenues and premiums managed confirms the validity of the strategic choices made, both to innovate technology and services and to strengthen the phygital proposition. In the second half of the year, revenue growth will be fueled by development projects implementing the 2025-2027 Strategic Plan and by demand from companies to comply with insurance obligations on catastrophic risks. We are therefore confident that results will improve further."

The press release is available in the Investor/Press Release section of 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 operated by Teleborsa S.r.l. - based in Piazza di Priscilla, 4 - Rome.

YOLO GROUP

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); distribution, through partnership agreements, of insurance products made in collaboration with companies. Since its establishment at the end of 2017, YOLO has developed numerous 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 the Yolo Insurance Network (YIN), a platform that allows smaller insurance agencies and brokers to integrate digital into the physical management and distribution model. Around 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 Capital SGR S.p.A., Enablia, IBL Banca, Net Insurance, Smart4Tech, Banco di Desio e della Brianza. Website: www.yolo-insurance.com

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CONSOLIDATED BALANCE SHEET

	<u>Es. 30.06.2025</u>	<u>Es. 31.12.2024</u>
ATTIVO:		
B) IMMOBILIZZAZIONI:		
I - Immobilizzazioni immateriali		
1) costi di impianto e di ampliamento	1.114.455	1.302.443
2) costi di sviluppo	297.193	29.388
3) diritti di brevetto industriale e diritti	1.110.197	1.355.083
4) concessioni, licenze, marchi e diritti simili	1.275	1.033
5) avviamento	2.144.708	1.597.483
6) immobilizzazioni in corso e acconti	296.235	0
7) altre	5.839.098	6.280.418
Totale immobilizzazioni immateriali	10.803.161	10.565.848
II - Immobilizzazioni materiali		
2) impianti e macchinario	3.630	9.206
3) attrezzature industriali e commerciali	28.244	29.482
4) altri beni	54.419	51.979
Totale immobilizzazioni materiali	86.293	90.666
3) altri titoli	2.378	2.378
4) strumenti finanziari derivati attivi	833.810	503.810
Totale immobilizzazioni finanziarie	836.188	506.188
Totale immobilizzazioni	11.725.642	11.162.702
C) ATTIVO CIRCOLANTE		
I - Rimanenze		
4) prodotti finiti e merci	23.880	23.425
5) acconti	17.968	0
Totale rimanenze	41.848	23.425
II - Crediti:		
1) verso clienti	5.778.162	6.168.917
5-bis) crediti tributari	1.509.550	1.741.731
5-ter) imposte anticipate	5.265.662	4.587.280
5-quater) verso altri	770.556	617.978
Totale crediti	13.323.930	13.115.905
IV - Disponibilità liquide:		
1) depositi bancari e postali	2.533.932	5.125.440
2) assegni	3.301	31.478
3) denaro e valori in cassa	13.493	7.462
Totale disponibilità liquide	2.550.726	5.164.380
Totale attivo circolante	15.916.504	18.303.711
D) RATEI E RISCONTI	210.005	325.044
TOTALE ATTIVO	27.852.151	29.791.457



	<u>Es. 30.06.2025</u>	<u>Es. 31.12.2024</u>
PASSIVO:		
A) PATRIMONIO NETTO		
I - Capitale	126.487	126.487
II - Riserva da sovrapprezzo delle azioni/quote	29.177.068	29.177.068
VI - Altre riserve, riserva di consolidamento	-733.499	-526.055
VIII - Utili (perdite) portate a nuovo	-11.979.766	-8.676.461
IX - Utile (perdita) d'esercizio	-2.245.267	-3.361.497
Totale patrimonio netto di Gruppo	14.345.023	16.739.542
Capitale e riserve di terzi	547.569	359.681
Totale patrimonio netto	14.892.592	17.099.224
B) FONDI PER RISCHI E ONERI		
1) per trattamento di quiescenza e obblighi simili	29.659	0
4) altri	711.088	254.711
Totale fondi per rischi e oneri	740.747	254.711
C) TRATTAMENTO FINE RAP. LAVORO SUB.	487.493	357.466
D) DEBITI		
2) obbligazioni convertibili	2.996.300	2.996.300
4) debiti verso banche:		
- entro l'esercizio successivo	226.905	451.457
- oltre l'esercizio successivo	621.454	687.869
6) acconti	24.091	3.984
7) debiti verso fornitori	4.556.758	5.436.755
12) debiti tributari	505.023	299.818
13) debiti vs. ist. di prev. e di sicurezza soc.	338.129	318.450
14) altri debiti	2.067.838	1.630.287
Totale debiti	11.336.498	11.824.920
E) RATEI E RISCONTI	394.822	255.136
TOTALE PASSIVO	27.852.151	29.791.457

CONSOLIDATED PROFIT & LOSS

	Es. 30.06.2025	Es. 30.06.2024
A) VALORE DELLA PRODUZIONE		
1) ricavi delle vendite e delle prestazioni	5.926.151	3.886.966
4) incrementi di immobiliz. per lavori interni	314.771	252.670
5) altri ricavi e proventi:	151.610	64.406
A - Totale valore della produzione	6.392.532	4.204.041
B) COSTI DELLA PRODUZIONE		
6) materie prime, sussid., di cons. e di merci	42.693	22.023
7) per servizi:	4.549.861	3.498.629
8) per godimento di beni di terzi	181.304	146.662
9) per il personale:		
a) salari e stipendi	1.796.524	1.328.448
b) oneri sociali	425.698	294.646
c) trattamento di fine rapporto	118.155	76.517
d) trattamento di quiescenza e simili	1.215	1.250
e) altri costi	22.684	8.369
	2.364.276	1.709.230
10) ammortamento e svalutazioni:		
a) amm.to delle immobilizzazioni immateriali	1.796.025	1.494.198
b) amm.to delle immobilizzazioni materiali	15.500	16.025
d) svalutazioni dei crediti compresi nell'attivo circolante e delle disponibilità liquide	69.029	69.771
	1.880.554	1.579.994
11) variazioni delle riman. di materie prime, sussidiarie, di consumo e merci	-455	4.115
12) accantonamenti per rischi	106.377	0
14) oneri diversi di gestione	262.889	135.078
B - Totale costi della produzione	9.387.499	7.095.732
Differenza tra valore e costi della produzione (A-B)	-2.994.966	-2.891.690
C) PROVENTI E ONERI FINANZIARI:		
15) proventi da partecipazioni:		
- da altri	0	984
16) altri proventi finanziari:		
a) da crediti iscritti nelle imm.ni:		
- da altri	0	31
d) proventi diversi da precedenti:		
- da altri:	14.784	40.913
17) interessi ed altri oneri finanziari		
- interessi passivi prestito obbligazionario convertibile	74.908	75.818
- interessi passivi banche	26.049	44.638
17-bis) utili e perdite su cambi	7.688	0
C - Totale proventi e oneri finanziari	93.861	78.528
D) RETTIFICHE DI VALORE E DI ATT. FIN.:		
18) rivalutazioni:		
d) di strumenti finanziari derivati	330.000	0
D - Totale delle rettifiche	330.000	0
Risultato prima delle imposte (A-B +/-C +/-D)	-2.758.827	-2.970.218
20) imposte sul reddito dell'esercizio, correnti, differite e anticipate	643.487	664.052
21) Utile (perdita) d'esercizio totale	-2.115.340	-2.306.166
Utile (perdita) di terzi	130.027	50.339
21) Utile (perdita) d'esercizio del Gruppo	-2.245.366	-2.356.505



CASH FLOW

RENDICONTO FINANZIARIO		Importo	
A. FLUSSI FINANZIARI DERIVANTI DALLA GESTIONE		30/06/25	30/06/24
REDDITUALE (METODO INDIRETTO)			
Utile (perdita) dell'esercizio		-2.115.240	-2.306.166
Imposte sul reddito		-643.487	-664.052
Interessi pagati/(incassati)		93.861	161.400
1. Utile (perdita) dell'esercizio prima d'imposte, interessi e comp. straordinarie		-2.664.866	-2.808.818
Rettifiche per elementi non monetari che non hanno avuto contropartita nel capitale circolante netto			
Accantonamento ai fondi		106.377	0
Ammortamenti delle immobilizzazioni		1.811.525	1.579.994
Rettifiche di valore di attività e passività finanziarie di strumenti finanziari derivati che non comportano movimentazione monetaria		-330.000	0
Altre rettifiche per elementi non monetari		-590.072	-207.282
2. Flusso finanziario prima delle variazioni del ccn		-1.667.036	-1.436.106
Variazione del capitale circolante netto			
Decremento/(incremento) delle rimanenze		-18.423	4.115
Decremento/(incremento) dei crediti vs clienti		390.755	336.305
Incremento/(decremento) dei debiti verso fornitori		-859.891	917.031
Decremento/(incremento) ratei e risconti attivi		115.039	-43.692
Incremento/(decremento) ratei e risconti passivi		139.685	14.667
Altre variazioni del capitale circolante netto		63.655	-1.383.915
3. Flusso finanziario dopo le variazioni del ccn		-1.836.216	-1.591.595
Altre rettifiche			
Interessi incassati/(pagati)		-93.861	-161.400
(Imposte sul reddito)		643.487	664.052
4. Flusso finanziario dopo le altre rettifiche		-1.286.590	-1.088.943
Flusso finanziario della gestione reddituale (A)		-1.286.590	-1.088.943
B. FLUSSI FINANZIARI DERIVANTI DALL'ATTIVITA' D'INVESTIMENTO			
Immobilizzazioni materiali (Investimenti)		-17.679	-6.592
Immobilizzazioni immateriali (Investimenti)		-985.885	-2.221.957
Acquisizione o cessione di società controllate o di rami d'azienda al netto delle disponibilità liquide		-107.955	-4.900
Flusso finanziario dell'attività di investimento (B)		-1.111.519	-2.233.449
C. FLUSSI FINANZIARI DERIVANTI DALL'ATTIVITA' DI FINANZIAMENTO			
Mezzi di terzi			
Rimborso finanziamenti		-290.966	-163.418
Mezzi propri			
Aumento di capitale a pagamento/conferimenti soci		0	7.007.155
Dividendi (e acconti su dividendi) pagati		75.421	50.166
Flusso finanziario dell'attività di finanziamento (C)		-215.545	6.893.903
Incremento (decremento) delle disponibilità liquide (a+b+c)		-2.613.654	3.571.511
Disponibilità liquide iniziali		5.164.380	4.665.815
Disponibilità liquide finali		2.550.726	8.237.326
VARIAZIONE DELLE DISPONIBILITA' LIQUIDE		-2.613.654	3.571.511

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