

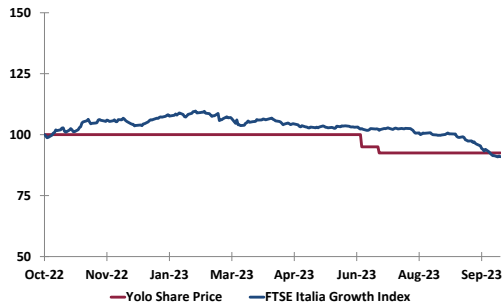


OUTPERFORM

Current Share Price (€): 3.70

Target Price (€): 5.10

Yolo - 1Y Performance



Source: S&P Capital IQ - Note: 04/10/2022=100

Company data

ISIN number	IT0005495871
Bloomberg code	YOLO IM
Reuters code	YOLO.MI
Industry	Tech
Stock market	Euronext Growth Milan-Pro
Share Price (€)	3.70
Date of Price	11/10/2023
Shares Outstanding (m)	8.7
Market Cap (€m)	32.4
Market Float (%)	26.15%
Daily Volume	0
Avg Daily Volume since IPO	16
Target Price (€)	5.10
Upside (%)	38%
Recommendation	OUTPERFORM

Share price performance

	1M	3M	6M	1Y
Yolo - Absolute (%)	0%	0%	-8%	-8%
FTSE Italia Growth Index (%)	-8%	-12%	-14%	-9%
1Y Range H/L (€)			4.00	3.70
1Y Change (€) / %			-0.30	-8%

Source: S&P Capital IQ

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Solid H1 growth: revenues surged around 30% on H2 2022, Allianceinsay accounts for 80% of brokerage, revenue mix aligned with our expectations

Stock performance: low trading volumes, minimal fluctuations

Over the last 12 months, Yolo's share price has experienced a modest decline of 8%, closely tracking the -9% drop observed for the Italia Growth Index. Throughout this period, the stock reached a peak of €4.0 and hit a low of €3.7, subsequently stabilizing at this level since July. Notably, trading volumes have remained quite low during this time.

H1 2023 top-line ca. 30% up, margin improved, new revenues mix

Yolo H1 2023 revenues €4.0m, +30% on H2 2022 and +157% on H1 2022 (tech services 39% on total, brokerage fees 61%). EBITDA was €(1.2)m vs €(0.9)m in H1 2022. Group net result was €(1.9)m. Net cash was €2.2m, from €6.7m as of year-end 2022, after capex on technology, and M&A (i.e. Allianceinsay) in H1 2023. Intangibles rose from €6.8m in FY22 to €9.1m in H1 2023, driven mainly by investment in tech platforms and Allianceinsay's goodwill.

Business update: actions support continued growth

In H1 2023, Yolo secured 10 new B2B2C partnerships, totaling 58, with banks, insurers, and retailers. The YIN platform growth accelerated through subsidiaries (i.e. AllianceinSay and Bartolozzi Assicurazioni broker). Phygital channel benefited from registrations rise.

Yolo's growth strategy comforts our projections

Reported figures consistent with our current-year estimates, encompassing the new revenue mix. Yolo's strategic expansion through M&A reinforces our FY23E projections, signaling revenues exceeding €10m, a robust 120% YoY increase. Sequential profitability is on an upswing, with a break-even target set for 2024. Also management evaluate today performance as in line with 2022-26E targets progressions.

Target Price €5.10 per share, OUTPERFORM rating confirmed

We stand by our growth forecast for Yolo, fine tuning our capex assumptions for the current year. Despite the uncertain macroeconomic environment, the Company is successfully executing its growth strategy. Our target price per share of €5.10 suggests 38% potential upside from the current price, with OUTPERFORM rating on the stock.

CONSOLIDATED KEY FINANCIALS AND ESTIMATES

€m	2020A	2021A	2021PF	2022A	2023E	2024E	2025E	2026E
Revenues	0.9	1.8	2.4	4.6	10.1	17.8	35.2	58.7
YoY %	n.a.	100.4%	34.2%	91.9%	119.3%	76.5%	97.7%	66.5%
EBITDA	(1.1)	(0.8)	(0.8)	(0.8)	(1.5)	0.0	4.8	12.3
Margin	-127.8%	-44.2%	-32.0%	-16.7%	-14.8%	0.2%	13.6%	20.9%
EBIT	(1.8)	(1.8)	(1.8)	(2.2)	(3.4)	(2.5)	1.7	8.7
Margin	-203.1%	-98.2%	-73.9%	-47.4%	-33.2%	-13.8%	4.9%	14.8%
Net Income	(1.4)	(1.2)	(1.3)	(1.6)	(2.7)	(2.0)	1.2	6.3
Trade Working Capital	(0.2)	(0.8)	(0.8)	(0.5)	(0.6)	(1.6)	(0.4)	(1.9)
Net (Debt) Cash	2.1	2.3	2.2	6.7	0.8	(1.0)	(0.3)	10.5
Equity	6.1	7.4	7.4	15.8	13.1	11.1	12.2	18.5

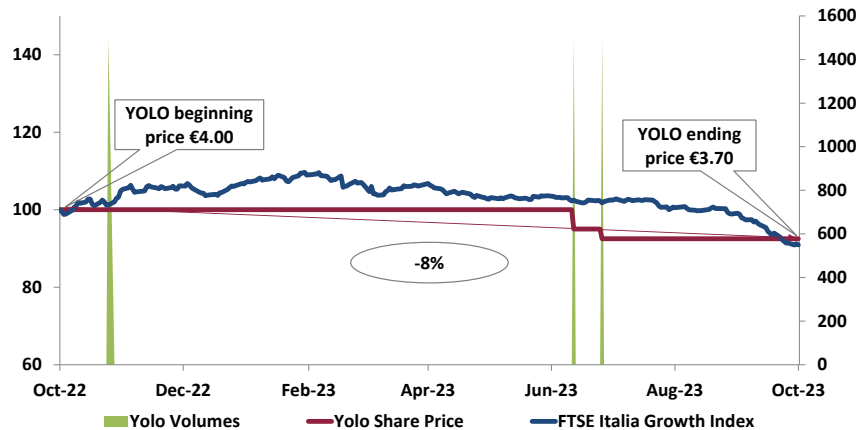
Source: Company data 2020-22A, EnVent Research 2023-26E

Market update

Trading price range €3.70-4.00 per share

Yolo share price performance at -8% vs -9% of the Italia Growth Index

Yolo - Share price performance and trading volumes since IPO



Source: EnVent Research on S&P Capital IQ - Note: 11/10/2022 =100

Investment case

Digital enabler and insurance broker

Yolo, listed on Euronext Growth Milan, is an insurtech company operating in the digital insurance market as a digital enabler and a digital insurance broker. The core offer is an insurtech cloud Platform-as-a-Service solution for incumbents, bancassurance, e-commerce retailers, utilities, telcos, etc. The proprietary platforms for digital insurance and customer engagement qualify Yolo as a partner for organizations willing to digitalize their offering or completing their offering with embedded insurance. As a broker, Yolo does not assume any underwriting risk and is not a competitor for insurance peers.

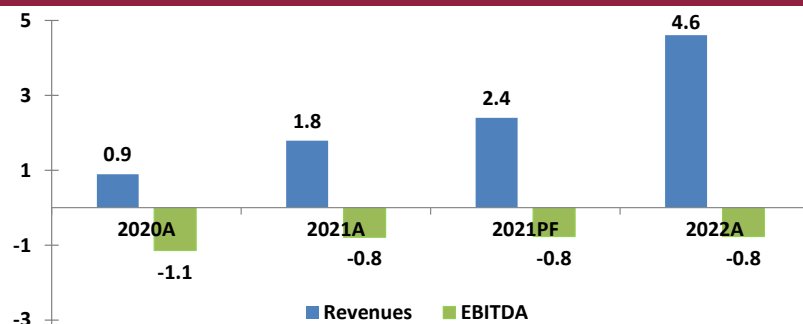
International presence by a subsidiary in Spain and a sales office in UK by a partnership.

Strategy

Strategic guidelines:

- continuing development of technology and digital insurance offer
- leverage on distribution scalability
- enter other international markets

Historical Consolidated Revenues and EBITDA, €m



Source: Company data

Note: 2021PF showing effect of Bartolozzi acquisition (Q12022) from 2021

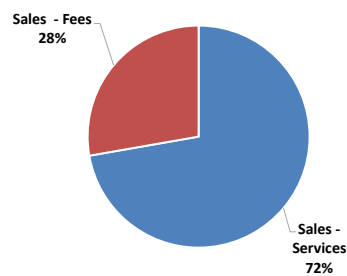
Industry and Company drivers

- Insurance market fueled by digitalization
- on-demand insurance products growth
- Incumbents need insurtech support for embedded insurance expected growth
- Consumer industries and services looking for custom made direct insurance solutions for their customers
- Proprietary SaaS white label platform, source of scalable and flexible business opportunities
- Fast development and marketing of new products, saving of customers resources as digital enabler

Challenges

- Keeping up with global and powerful competitors
- Dependence on technology providers
- Slower-than-expected penetration of digital products

Sales breakdown, FY22



Source: Company data - Note: rounded data

H1 2023 figures

- Revenues €4.0m, +157% on H1 2022 and +30% on H2 2022
- EBITDA €(1.2)m vs €(0.9) in H1 2022, weight on revenues respectively -30% vs -58%
- Group net result at €(1.9)m
- Net cash was €2.2m, from €6.7m as of year-end 2022, mainly due to capex and AllianceInsay acquisition

Consolidated Profit and Loss

€m	H1 2022	H1 2023
Sales	1.5	3.6
<i>of which: Services</i>	1.1	1.4
<i>of which: Fees</i>	0.4	2.2
Capitalization of R&D costs	0.0	0.2
Other income	0.0	0.2
Total Revenues	1.5	4.0
YoY %	265.8%	157.3%
Services	(1.4)	(3.2)
Personnel	(0.9)	(1.6)
Other operating costs	(0.2)	(0.3)
Operating costs	(2.4)	(5.2)
EBITDA	(0.9)	(1.2)
Margin	-58.2%	-30.4%
D&A	(0.7)	(1.2)
EBIT	(1.6)	(2.4)
Margin	-100.8%	-61.3%
Interest	(0.0)	(0.1)
EBT	(1.6)	(2.5)
Margin	-101.2%	-63.4%
Income taxes	0.3	0.6
Net Income (Loss)	(1.2)	(1.9)
Margin	-78.7%	-47.1%

Source: Company data

Consolidated Balance Sheet

€m	H1 2022	2022	H1 23
Trade receivables	1.6	2.8	3.3
Trade payables	(2.3)	(3.3)	(4.4)
Trade Working Capital	(0.7)	(0.5)	(1.0)
Other assets (liabilities)	1.8	2.9	4.1
Net Working Capital	1.1	2.4	3.0
Intangible assets	4.4	6.5	8.0
Goodwill	0.0	0.2	1.1
Property, plant and equipment	0.0	0.0	0.1
Non-current assets	4.4	6.8	9.2
Provisions	(0.1)	(0.1)	(0.3)
Net Invested Capital	5.5	9.1	12.0
Financial debt	0.6	4.7	4.6
Cash and equivalents	(1.2)	(11.4)	(6.8)
Net Debt (Cash)	(0.6)	(6.7)	(2.2)
Equity	6.2	15.8	14.2
Sources	5.5	9.1	12.0

Consolidated Cash Flow

€m	H1 2022	H1 2023
EBIT	(1.6)	(2.4)
Current taxes	0.3	0.6
D&A	0.7	1.2
Provisions	0.0	0.2
Cash flow from P&L operations	(0.5)	(0.4)
Trade Working Capital	(0.1)	0.5
Other assets and liabilities	0.2	(1.2)
Operating cash flow before capex	(0.5)	(1.0)
Capex	(1.2)	(2.7)
M&A, net of consolidation adjustment	0.0	(0.6)
Operating cash flow after working capital and capex	(1.6)	(4.4)
Interest	(0.0)	(0.1)
Paid-in Capital	0.0	0.0
Dividends/Changes in Equity	(0.0)	(0.0)
Net cash flow	(1.7)	(4.5)
Net (Debt) Cash - Beginning	2.3	6.7
Net (Debt) Cash - End	0.6	2.2
Change in Net (Debt) Cash	(1.7)	(4.5)

Source: Company data

Ratio analysis

	H1 2022	H1 2023
ROE	-40%	-26%
ROS (EBIT/Sales)	-102%	-68%
DSO (Services revenues)	160	138
DPO	126	104
TWC/Sales	-22%	-15%
NWC/Sales	38%	42%
Net Debt/EBITDA	0.4x	0.9x
Net Debt/Equity	cash	cash
Net Debt/(Net Debt+Equity)	cash	cash
Operating cash flow before capex/EBITDA	53%	85%
Per-capita sales (€k)	117	135
Per-capita costs (€k)	68	62

Business update

Premiums collected €4m in H1 2023 vs €3.8m in FY22 Management confirms H1 2023 results on track with expected growth and improved profitability. In insurance brokerage, premiums nearly tripled compared to H1 2022.

+10 B2B2C partnership Throughout the year, Yolo entered 10 new B2B2C partnerships, bringing the total number of agreements to 58.

Two new security certifications In September 2023, Yolo achieved two new security certifications:

- ISO 27001/2013 - Information Security Management System
- CSA Star - British Standards Institution (BSI) certification, measuring security maturity requirements for cloud services.

Estimates revision

We maintain our confidence in the effectiveness of Yolo's expansion strategy, which significantly bolsters our FY23E projections, anticipating a robust 120% YoY growth in the top-line, exceeding the €10m threshold. Furthermore, Yolo's promising upward trajectory of profitability supports our estimate of break-even in 2024. We have raised our capex assumptions for the current year, from €2.7m to €3.7m, confirming our previous projections for the coming years. Main growth challenge could be the acquisition and capex funding.

Financial projections

Consolidated Profit and Loss

€m	2020A	2021A	2021PF	2022A	2023E	2024E	2025E	2026E
Sales	0.9	1.7	2.4	3.8	10.1	17.8	35.2	58.7
<i>of which: Services</i>	0.7	1.6	1.6	2.7	4.2	6.3	9.3	12.1
<i>of which: Commissions</i>	0.2	0.2	0.8	1.1	5.9	11.5	25.9	46.5
Other income	0.0	0.1	0.0	0.5	0.0	0.0	0.0	0.0
Revenues	0.9	1.8	2.4	4.6	10.1	17.8	35.2	58.7
YoY %	<i>n.a.</i>	100.4%	34.2%	91.9%	119.3%	76.5%	97.7%	66.5%
Services	(1.1)	(1.5)	(0.6)	(3.2)	(4.4)	(9.2)	(19.0)	(32.9)
Personnel	(0.9)	(0.9)	(1.6)	(1.9)	(4.9)	(5.9)	(7.9)	(9.4)
Other operating costs	(0.1)	(0.1)	(1.0)	(0.3)	(2.2)	(2.7)	(3.5)	(4.1)
Operating costs	(2.0)	(2.6)	(3.2)	(5.4)	(11.6)	(17.8)	(30.5)	(46.4)
EBITDA	(1.1)	(0.8)	(0.8)	(0.8)	(1.5)	0.0	4.8	12.3
<i>Margin</i>	-127.8%	-44.2%	-32.0%	-16.7%	-14.8%	0.2%	13.6%	20.9%
D&A	(0.7)	(1.0)	(1.0)	(1.4)	(1.9)	(2.5)	(3.0)	(3.6)
EBIT	(1.8)	(1.8)	(1.8)	(2.2)	(3.4)	(2.5)	1.7	8.7
<i>Margin</i>	-203.1%	-98.2%	-73.9%	-47.4%	-33.2%	-13.8%	4.9%	14.8%
Financial income/expenses	(0.0)	0.0	0.0	(0.1)	(0.2)	(0.2)	(0.1)	(0.0)
EBT	(1.8)	(1.8)	(1.8)	(2.3)	(3.6)	(2.6)	1.6	8.7
<i>Margin</i>	-203.1%	-98.2%	-73.9%	-49.3%	-35.2%	-14.9%	4.6%	14.8%
Income taxes	0.5	0.5	0.5	0.7	0.9	0.6	(0.5)	(2.4)
Net Income (Loss)	(1.4)	(1.2)	(1.3)	(1.6)	(2.7)	(2.0)	1.2	6.3
<i>Margin</i>	-152.1%	-68.2%	-52.1%	-34.5%	-26.8%	-11.3%	3.3%	10.7%

Source: Company data 2020-22A, EnVent Research 2023-26E

Note: 2021PF showing effect of Bartolozzi acquisition (Q12022) from 2021

Consolidated Balance Sheet

€m	2020A	2021A	2021PF	2022A	2023E	2024E	2025E	2026E
Trade receivables	0.5	1.0	1.1	2.8	3.5	3.5	4.7	6.1
Trade payables	(0.7)	(1.9)	(1.9)	(3.3)	(4.1)	(5.1)	(5.1)	(8.0)
Trade Working Capital	(0.2)	(0.8)	(0.8)	(0.5)	(0.6)	(1.6)	(0.4)	(1.9)
Other assets (liabilities)	1.3	2.0	1.8	2.9	3.7	4.3	4.0	1.9
Net Working Capital	1.1	1.2	1.1	2.4	3.1	2.7	3.6	(0.0)
Intangible assets	2.9	3.9	4.2	6.5	8.3	8.5	8.2	7.4
Goodwill	0.0	0.0	0.0	0.2	0.9	0.8	0.7	0.6
Property, plant and equipment	0.0	0.0	0.1	0.0	0.2	0.3	0.4	0.5
Non-current assets	2.9	3.9	4.2	6.8	9.5	9.7	9.3	8.5
Provisions	(0.1)	(0.0)	(0.1)	(0.1)	(0.2)	(0.3)	(0.4)	(0.4)
Net Invested Capital	4.0	5.1	5.2	9.1	12.3	12.1	12.5	8.0
Net Debt (Cash)	(2.1)	(2.3)	(2.2)	(6.7)	(0.8)	1.0	0.3	(10.5)
Equity	6.1	7.4	7.4	15.8	13.1	11.1	12.2	18.5
Sources	4.0	5.1	5.2	9.1	12.3	12.1	12.5	8.0

Source: Company data 2020-22A, EnVent Research 2023-26E

Note: 2021PF showing effect of Bartolozzi acquisition (Q12022) from 2021

Consolidated Cash Flow

€m	2021A	2021PF	2022A	2023E	2024E	2025E	2026E
EBIT	(1.8)	(1.8)	(2.2)	(3.4)	(2.5)	1.7	8.7
Current taxes	0.5	0.5	0.7	0.9	0.6	(0.5)	(2.4)
D&A	1.0	1.0	1.4	1.9	2.5	3.0	3.6
Provisions	(0.0)	0.0	0.1	0.1	0.0	0.1	0.1
Cash flow from P&L operations	(0.3)	(0.2)	(0.0)	(0.5)	0.7	4.4	9.9
Trade Working Capital	0.6	0.6	(0.3)	0.1	1.0	(1.3)	1.5
Other assets and liabilities	(0.7)	(0.5)	(0.9)	(0.8)	(0.6)	0.4	2.1
Operating cash flow before capex	(0.3)	(0.2)	(1.2)	(1.2)	1.1	3.5	13.5
Capex	(2.0)	(2.3)	(4.1)	(3.7)	(2.7)	(2.7)	(2.7)
M&A, net of consolidation adjustment	0.0	0.0	(0.3)	(0.8)	0.0	0.0	0.0
Operating cash flow after WC and capex	(2.3)	(2.5)	(5.5)	(5.7)	(1.6)	0.8	10.8
Interest	0.0	0.0	(0.1)	(0.2)	(0.2)	(0.1)	(0.0)
Paid-in Capital	2.5	2.6	10.0	0.0	0.0	0.0	0.0
Net cash flow	0.2	0.1	4.4	(5.9)	(1.8)	0.7	10.8
(Net Debt)/Cash Beginning	2.1	2.1	2.3	6.7	0.8	(1.0)	(0.3)
(Net Debt)/Cash End	2.3	2.2	6.7	0.8	(1.0)	(0.3)	10.5
Change in (Net Debt)/Cash	0.2	0.1	4.4	(5.9)	(1.8)	0.7	10.8

Source: Company data 2020-22A, EnVent Research 2023-26E

Note: 2021PF showing effect of Bartolozzi acquisition (Q12022) from 2021

Ratio analysis

	2020A	2021A	2021PF	2022A	2023E	2024E	2025E	2026E
ROE	-22%	-17%	-17%	-10%	-21%	-18%	9%	34%
ROS (EBIT/Sales)	-205%	-103%	-74%	-57%	-33%	-14%	5%	15%
DSO (Services revenues)	212	190	208	310	250	165	150	150
DPO	180	153	145	132	120	105	60	60
TWC/Sales	-23%	-49%	-33%	-13%	-6%	-9%	-1%	-3%
NWC/Sales	128%	69%	44%	63%	30%	15%	10%	0%
Net Debt/EBITDA	cash	cash	cash	cash	cash	23.8x	0.1x	cash
Net Debt/Equity	cash	cash	cash	cash	cash	0.1x	0.0x	cash
Net Debt/(Net Debt+Equity)	cash	cash	cash	cash	cash	0.1x	0.0x	cash
Operating cash flow before capex/EBITDA	n.a.	41%	22%	159%	80%	nm	74%	110%
Per-capita sales (€k)	n.a.	133	114	115	121	188	290	429
Per-capita costs (€k)	n.a.	72	74	56	59	62	65	69
Earnings per Share (€), basic				-0.2	-0.3	-0.2	0.1	0.7

Source: Company data 2020-22A, EnVent Research 2023-26E

Note: 2021PF showing effect of Bartolozzi acquisition (Q12022) from 2021

Valuation

We have updated our DCF valuation and market multiples.

Discounted Cash Flows

Updated assumptions:

- Risk free rate: 4.0% (Italian 10-year government bonds interest rate - last 30 days average. Source: Bloomberg, October 2023)
- Market return: 12.5% (last 30 days average. Source: Bloomberg, October 2023)
- Market risk premium: 8.5%
- Beta: 1.2 (in line with comparables mean/median)
- Cost of equity: 14.1%
- Cost of debt: 6.0%
- Tax rate: 24% IRES
- 35% debt/(debt + equity) as target capital structure
- WACC calculated at 10.6%, according to above data
- Perpetual growth rate after explicit projections: 2.5%
- Terminal Value: considering Yolo value strongly depending on long run projections, we estimated equity value according to a sensitivity analysis: a) long-term EBITDA margin in the range 17.5%-22.5%; and b) long-term growth rate in the range 2.0%-3.0%
- Deferred tax assets are considered as a surplus asset.

DCF Valuation

n	2023E	2024E	2025E	2026E	Perpetuity
Revenues	10.1	17.8	35.2	58.7	60.1
EBITDA	(1.5)	0.0	4.8	12.3	12.0
<i>Margin</i>	-14.8%	0.2%	13.6%	20.9%	20.0%
EBIT	(3.4)	(2.5)	1.7	8.7	10.0
<i>Margin</i>	-33.2%	-13.8%	4.9%	14.8%	16.7%
Taxes - full rate estimates in case of earnings	0.0	0.0	(0.5)	(2.4)	(2.8)
NOPAT	(3.4)	(2.5)	1.3	6.3	7.2
D&A	1.9	2.5	3.0	3.6	2.0
Provisions	0.1	0.0	0.1	0.1	0.0
Cash flow from operations	(1.4)	0.1	4.4	9.9	9.2
Trade Working Capital	0.1	1.0	(1.3)	1.5	(1.8)
Capex	(3.7)	(2.7)	(2.7)	(2.7)	(2.0)
Other assets and liabilities different from tax assets	0.0	0.0	0.0	0.0	0.0
M&A, net of consolidation adjustment	(0.8)	0.0	0.0	0.0	0.0
Yearly Unlevered Free Cash Flows	(5.7)	(1.6)	0.4	8.7	5.4
- H1 Unlevered Free Cash Flows	4.4				
Unlevered free cash flow	(1.3)	(1.6)	0.4	8.7	5.4
WACC	10.6%				
Long-term growth (G)	2.5%				
Discounted Cash Flows	(1.2)	(1.4)	0.3	6.1	
Sum of Discounted Cash Flows	3.8				
Terminal Value					66.8
Discounted TV	46.9				
Enterprise Value	50.8				
Net (Debt) Cash as of 30/06/2023	2.2				
Equity Value	55.0				

DCF - Equity Value Sensitivity Analysis (€m)				
		Long-term EBITDA Margin		
		17.5%	20.0%	22.5%
Long-term growth (G)	2.0%	43.3	52.1	60.8
	2.5%	45.7	55.0	64.4
	3.0%	48.4	58.4	68.5

Source: EnVent Research

Market multiples

Within the Insurtech industry there are different criteria to select homogenous clusters as to operations, business model, size and growth-stage, relevant markets. Considering the Yolo two business units, we selected:

1. Cluster 1 – Digital insurance brokers or similar
2. Cluster 2 – Digital enablers or similar

Yolo is projected to have negative margins until 2024, so using typical profit metrics (i.e. EV/EBITDA, EV/EBIT, P/E) is not meaningful, since suitable only for companies in an advanced and profitable stage with normalized earnings comparable with industry standards. To estimate the market value of Yolo at this development stage is useful the EV/Revenues ratio. Based on both Digital Enabler and Digital Insurance Broker business unit revenues as segment reporting information, we have performed a SoP valuation per business unit, using 2023-25E revenue metrics.

Company	EV/REVENUES			EV/EBITDA			EV/EBIT			P/E			
	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	2023E	2024E	2025E	
Cluster 1	EverQuote	0.8x	0.7x	0.5x	neg	42.9x	8.9x	neg	neg	neg	neg	neg	17.4x
	SelectQuote	0.9x	0.7x	0.7x	17.8x	9.4x	7.2x	202.3x	15.1x	11.5x	n.a.	n.a.	n.a.
	BRP Group	2.6x	2.3x	2.0x	12.1x	9.7x	8.0x	neg	33.5x	24.4x	10.5x	7.3x	5.4x
	Goosehead Insurance	6.9x	5.4x	4.1x	28.2x	22.3x	12.8x	66.0x	36.1x	19.7x	64.4x	40.5x	24.3x
	GoHealth	1.0x	0.9x	0.8x	6.3x	5.6x	n.a.	neg	neg	neg	neg	neg	n.a.
	QuinStreet,	0.8x	0.7x	0.6x	27.7x	19.7x	10.5x	neg	neg	64.3x	79.9x	64.4x	29.3x
Mean	2.2x	1.8x	1.5x	18.4x	18.3x	9.5x	134.1x	28.3x	29.9x	51.6x	37.4x	19.1x	
Median	0.9x	0.8x	0.7x	17.8x	14.7x	8.9x	134.1x	33.5x	22.0x	64.4x	40.5x	20.9x	
Cluster 2	CCC Intelligent Solutions	9.9x	9.2x	8.5x	25.0x	22.6x	20.2x	28.0x	25.1x	22.6x	32.3x	28.1x	25.9x
	Guidewire Software	8.1x	7.0x	6.3x	n.a.	80.3x	45.4x	neg	100.2x	53.7x	neg	135.7x	73.8x
	MediaAlpha	1.2x	1.0x	0.8x	20.9x	12.3x	9.3x	neg	neg	neg	30.9x	17.4x	14.6x
	Mean	6.4x	5.7x	5.2x	22.9x	38.4x	25.0x	28.0x	62.7x	38.2x	31.6x	60.4x	38.1x
Median	8.1x	7.0x	6.3x	22.9x	22.6x	20.2x	28.0x	62.7x	38.2x	31.6x	28.1x	25.9x	
Combined Mean	3.6x	3.1x	2.7x	19.7x	25.0x	15.3x	98.7x	42.0x	32.7x	43.6x	48.9x	27.3x	
Combined Median	1.2x	1.0x	0.8x	20.9x	19.7x	9.9x	66.0x	33.5x	23.5x	32.3x	34.3x	24.3x	
YOLO Current Price and Consensus estimates	3.0x	1.7x	0.9x	neg	n.a.	6.3x	neg	neg	16.0x	n.a.	n.a.	n.a.	
Yolo according to EnVent TP and estimates	4.2x	2.4x	1.2x	neg	nm	8.8x	neg	neg	21.7x	neg	neg	34.1x	

Source: EnVent Research on S&P Capital IQ, 11/10/2023

Multiples application- Sum of the Parts

	Multiples - Comparables	(€m)	Multiple		Sum of the parts EV (€m)	Net (Debt)/Cash (€m) 30/06/23	Minorities (€m) 30/06/23	Equity Value		
								(€m)		
2023E	Yolo Revenues Dig. enabler prov.	4.2	Median 8.1x	Yolo Revenues Dig. ins. Broker	39.5	2.2	(0.0)	41.6		
2024E		6.3							5.9	Median 0.9x
2025E		9.3							11.5	Median 0.8x
					77.7	2.2	(0.0)	79.9		
Mean 2023-25E								59.3		

Source: EnVent Research

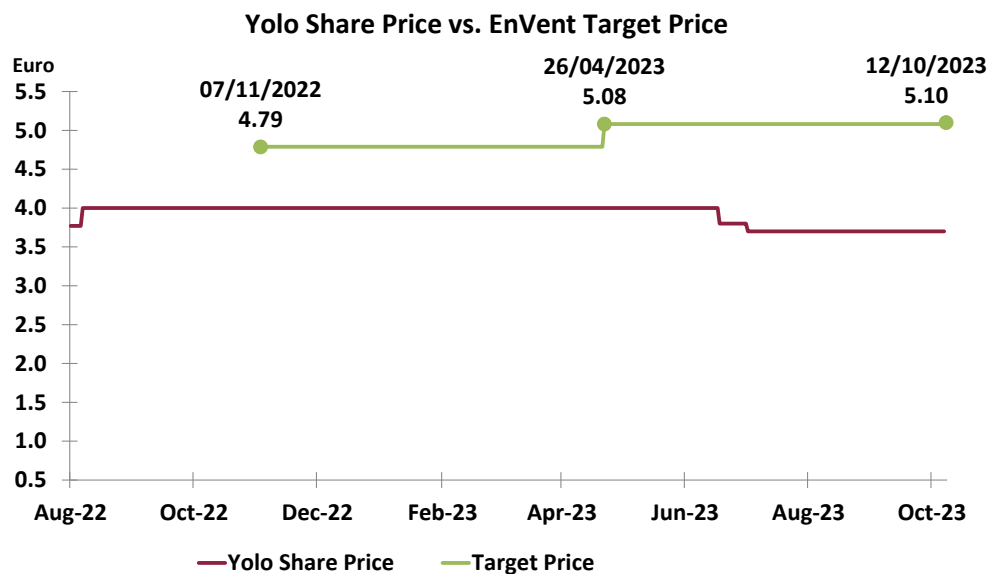
Target Price

The results from the multiples method are aligned with the range calculated using our DCF model. Given Yolo's distinct stage of development compared to selected peers, it makes sense to use the minimum value from our DCF range as reference point. As a result, we reiterate our target price of €5.10, signifying a potential upside of 38% from the current share price and the OUTPERFORM rating.

Please refer to important disclosures at the end of this report.

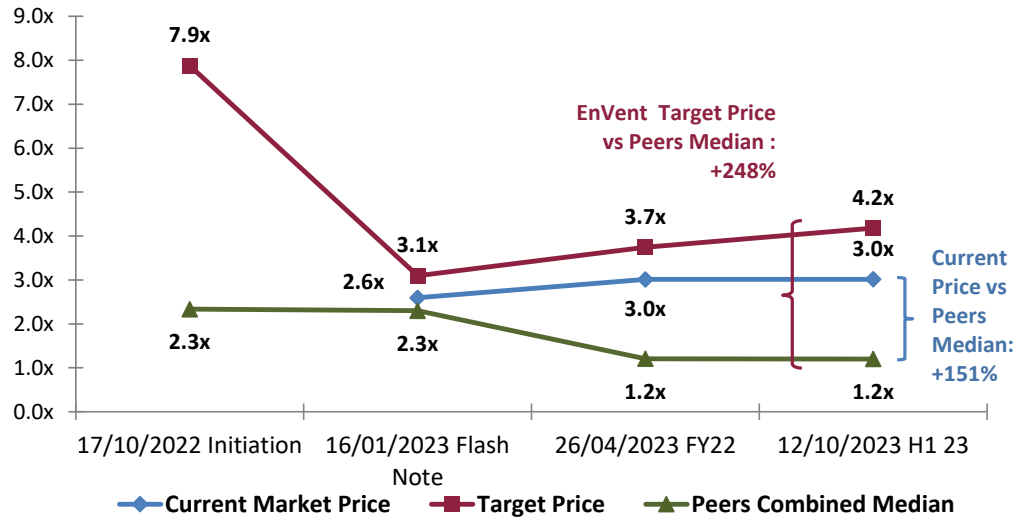
Yolo Price per share	€
Target Price	5.10
Current Share Price (11/10/2023)	3.70
Premium (Discount)	38%

Source: EnVent research



Source: EnVent Research on S&P Capital IQ, 12/10/2023

Implied EV/Sales vs. industry median multiples



Source: EnVent Research on S&P Capital IQ, 12/10/2023

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Equity ratings and valuations are issued in absolute terms, not relative to market performance.

Rating system and rationale (12-month time horizon):

OUTPERFORM: stocks are expected to have a total return above 10%;

NEUTRAL: stocks are expected to have a performance between -10% and +10% consistent with market or industry trend and appear less attractive than Outperform rated stocks;

UNDERPERFORM: stocks are among the least attractive in a peer group, with the target price 10% below the current market price;

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The stock price indicated in the report is the last closing price on the day of Production.

Date and time of Production: 11/10/2023 h. 7.00pm

Date and time of Distribution: 12/10/2023 h. 7.00pm

DETAILS ON STOCK RECOMMENDATION AND TARGET PRICE

Date	Recommendation	Target Price (€)	Share Price (€)
17/10/2022	OUTPERFORM	4.79	4.00
16/01/2023	OUTPERFORM	4.79	4.00
26/04/2023	OUTPERFORM	5.08	4.00
16/10/2023	OUTPERFORM	5.10	3.70

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of which EnVent clients % *		74%	50%	na	100%	0%	na

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