

WIDE GROUP S.p.A. ANNOUNCES THE SIGNING OF A STRATEGIC INVESTMENT AGREEMENT FROM POLLEN STREET

Wide Group S.p.A. (“Wide Group”), innovative insurance broker and leader by growth, business model and technological platform, announces today that it has signed an investment agreement with Pollen Street, representing one of the largest transactions in the Italian insurance market for 2023.

Wide Group is one of the largest and fastest growing insurance brokers in Italy. It operates at a national level with a full and complete insurance products and services offering, through more than 150 brokers engaged in its exclusive ecosystem.

Wide Group is recognised as one of the most innovative businesses in the sector, thanks to a differentiated proposition built around a digital and proprietary platform for placement and management, aimed at supporting and automizing interactions between professionals, clients and insurance companies. The company is leading the industry in using advanced technology, leveraging the opportunities offered by the highly fragmented insurance distribution sector in Italy, while delivering a market-leading organic growth and establishing itself as one of the major national players in terms of size.

Wide Group, established in 2016, has rapidly gained scale through the aggregation and onboarding of experienced brokers and professionals at a national level, thus positioning itself as the largest BrokerTech-enabler in Italy.

Pollen Street is one of Europe’s leading specialist financial services investors with over €4.1bn of assets under management.

The investment in Wide Group is the latest in a series of recent Pollen Street investments into high growth insurance businesses including Specialist Risk Group, Markerstudy and Punkta.

Pollen Street’s investment and ongoing support will reinforce, enhance and accelerate Wide Group’s services integration and deployment for its professionals and customers. Pollen Street’s investment will be deployed to accelerate growth, enlarge services offering and support the ongoing development of Wide Group’s proprietary technologies. The group will continue to be led by its founders Gianluca Melani, Gerardo di Francesco and Matteo Barbini, leveraging Pollen Street’s resources and experience in effective industry consolidation.

Transaction closing is expected to occur in the coming months, following customary regulatory authorizations.

Wide Group has been supported by Jefferies as sole financial advisor, by Bonelli Erede, Grimaldi Alliance and EY as legal, fiscal and industrial advisors, respectively.

Commenting on the announcement, **Gianluca Melani, Founder and CEO at Wide Group, said:** *“We are delighted to announce the investment from Pollen Street in our company and are excited to have their support to boost Wide Group’s growth. We have chosen to partner*

with Pollen Street as they have unrivalled expertise and experience in supporting technology-led insurance businesses across Europe.

The substantial growth capital and ongoing professional and financial support from Pollen Street will allow us to further develop our tech-platform to accelerate the deployment of services and the correlated organic aggregation model, while providing capital funding and expertise to expand our strategic growth programme to fulfil our ambition to become Italy's leading commercial insurance distributor."

Ian Gascoigne, Partner at Pollen Street, said: *"Wide has developed an exciting and highly differentiated proposition which makes it uniquely positioned in the €36bn Italian non-life insurance market.*

Pollen Street is proud of its track record of supporting consolidators in the financial services sector and believe that Wide has the potential to be transformational in a market which is highly fragmented and poised for technology-led transformation. Wide is led by a dynamic and highly regarded team, and we look forward to working with Gianluca, Gerardo and Matteo to accelerate the growth of the business."

WIDE GROUP

Wide Group (www.widegroup.eu) is one of the leading insurance brokers in Italy. Wide Group was established in 2016 and, since then, the company has created a unique Insurtech Broker Aggregator operating model, based on insurance brokerage process digitization, which is aimed at offering a highly distinctive technological innovation service on the market.

The Group, among the top ten players in the insurance brokerage sector, has recorded the highest growth rate in the last five years and employs over 200 people overall in its eleven operating offices located in Bozen, Bologna, Treviso, Milan, Turin, Padua, Verona, Brescia, Reggio Emilia, Rome and Pescara.

POLLEN STREET

Pollen Street is a fast growing, purpose led and high performing private capital asset manager. Established in 2013, the firm has built deep capability across the real estate, financial and business services sector aligned with mega-trends shaping the future of the industry. Pollen Street manages over €4.1bn of AuM across private equity and credit strategies on behalf of investors including leading public and corporate pension funds, insurance companies, sovereign wealth funds, endowments and foundations, asset managers, banks, and family offices from around the world. Pollen Street has a team of over 80 professionals with offices in London and the US.