



PRESS RELEASE

RGI ACQUIRES GERMAN DIGITAL SOLUTION PROVIDER FLEXPERTO

Transaction Strengthens RGI's Presence in Germany and Supports Continued European Expansion

Milan, 14 April 2021 – RGI, European leader in the digital transformation of Insurers and portfolio company of Corsair Capital, today announced that it has acquired 100% of FLEXPERTO, a German-based software provider for digital B2C communication and collaboration.

The acquisition builds upon RGI's leading position in Europe while strengthening the company's presence in the DACH Region and expands its range of cloud-based offering and communication services. FLEXPERTO will also help to enrich RGI's ecosystem of innovative solutions – starting with NOVUM-RGI – that support the continued digital transformation of the European insurance industry.

Founded in 2012 and headquartered in Berlin, FLEXPERTO has achieved a strong growth in the enterprise market in Germany, with a portfolio of over 100 customers, including well-known brands across the insurance and financial services sectors. The company offers a 100% web-based SaaS communications platform that seamlessly connects all the collaboration tools and channels that sales employees need to better communicate with their customers, enabling insurers to increase their productivity and offer a unique, tailored customer experience.

RGI began accelerating its growth strategy four years ago with the acquisition of KAPIA-RGI, which operates as a successful competence centre on the local market in France and Luxembourg, and subsequent acquisitions of DACH solution provider NOVUM and of a majority stake in UNIMATICA, an Italian leader in digital signature and legally binding archiving services.

*“Customer satisfaction is a crucial lever for success within the insurance industry, and our clients have been making strides to develop digital services that make it easier, clearer and more convenient to manage risks and provide an enhanced customer experience,” said **Cécile André Leruste, RGI Group CEO**. “A key aspect of RGI's longstanding strategy has been centered around accelerating digitization across the European insurance market, and with the addition of FLEXPERTO's cloud-based communications platform, businesses will be able to communicate through digital channels in a simple and effective way.”*

Michael Kraus, Country CEO of NOVUM-RGI, commented: *“I am very pleased with the acquisition of FLEXPERTO, which will support enhanced value creation for NOVUM-RGI clients. We believe that innovation, leading cloud technology, and highly qualified employees are key drivers of success in the insurance space, and we are excited work with FLEXPERTO to build upon our market-leading position.”*

“Thanks to our partnership with RGI and Corsair, we are more equipped than ever to expand FLEXPERTO'S activities to other European markets, such as Italy and France. This is in line with our mission to become the European leader for B2C customer communication in Financial Services.



*Combining RGI's experience with enterprise core-systems and our state-of-the-art customer-experience-know-how is exciting for FLEXPERTO and RGI, but most importantly for our existing customers and partners," stated **Felix Anthonj, FLEXPERTO CEO**. "The global pandemic has demonstrated the importance of effective digital communications strategies, and we are excited to double-down on our growth and development efforts."*

Raja Hadji-Touma, Partner at Corsair Capital, RGI's strategic and financial partner, commented: *"In today's digital world, insurers are looking to leverage technology to help streamline and digitize their core processes, and the addition of FLEXPERTO will allow RGI to continue expanding both its solutions offering and geographic footprint to better serve its growing customer base. This acquisition aligns with several of RGI's strategic growth initiatives and we are confident that the company will further its global presence and remain at the forefront of the opportunity-rich insurance technology sector."*

About RGI

RGI is one of the leading providers of end-to-end digital solutions to the insurance market, providing a comprehensive and modular offering which addresses core insurance processes including policy administration, claims handling, market management, and sales and distribution in Life and P&C markets. With a team of about 1,200 professionals specialised in IT and insurance, and operating from 21 offices in Italy, Ireland, France, the DACH Area, the Maghreb Region and Luxembourg, RGI has digitised the business of more than 120 Insurers and 300 brokers across different geographies. RGI is a portfolio company of Corsair Capital, a leading global investor in the financial services industry. www.rgigroup.com

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About FLEXPERTO

Flexperto GmbH is the leading software provider for digital B2C communication and collaboration. With the web-based solution, sales staff can communicate with their customers in a contemporary way via video chat or instant messaging or via one of the various collaboration modules (online appointment booking, screen sharing, e-signature, etc.) and improve their sales efficiency.

Flexperto has become the preferred partner for digital consulting, especially in the insurance and banking sector, thanks to its high level of integration into the IT landscape of companies, such as CRM systems or customer portals and the focus on data protection, regulation and IT security.

www.flexperto.com

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About Corsair

Corsair is a global specialist investment firm offering opportunities for investors and solutions for companies across financial & business services and infrastructure. The firm has almost three



decades of experience partnering with businesses at the crossroads of technology transformation and financial services complexity and established its complementary infrastructure investment practice in 2015. Corsair has invested \$12 billion in capital across its global buyouts and infrastructure platforms since inception.

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