

Webrock Ventures' portfolio company Olik achieves positive cash flow

São Paulo, Brazil – May 6, 2025 – Webrock Ventures is pleased to announce that its portfolio company Olik, a pioneering insurtech company, has achieved positive cash flow as of April 2025 - just three years after launching its product. This milestone underscores Olik's rapid growth, operational discipline, and the growing demand for its innovative insurance solutions.

In the first quarter of 2025, Olik delivered its strongest performance to date, with revenue growing 567.3 percent year-over-year (in local currency) to SEK 2.2 million and a significant improvement in EBITDA margin. This momentum carried into April, as revenue increased by 180.9 percent to 1.3 million year-over-year and the company reached profitability with a positive EBITDA margin of 7.5 percent.

"The breakthrough to profitability and accelerated growth marks an important milestone for Olik," says Joakim Pops, CEO and Co-Founder of Webrock Ventures. "Olik's success is a testament to our venture-building model, which combines Nordic technology and business expertise with deep local expertise to scale companies in Brazil. As Olik gains traction, we are confident in its long-term potential in one of the world's most dynamic and expansive insurance markets."

Olik entered the year with strong momentum, growing revenue from existing clients and onboarding a new insurer to its SaaS (Software-as-a-Service) platform in the first quarter. At the same time, its IaaS (Insurance-as-a-Service) offering continues to grow rapidly, as the company expands its partner ecosystem and integrates its services across more platforms.

"This achievement is a monumental milestone for Olik and a reflection of our team's dedication, the strength of our technology, and the trust our customers place in us," says Marcio Magnaboschi, CEO and Founder of Olik. "In a traditionally slow-moving industry, we have proven that a digital-first and customer-centric model can drive both innovation and profitability. Reaching positive cash flow is just the beginning – we are only getting started in our mission to redefine the future of insurance in Brazil."

Looking ahead, Olik is targeting over 300 percent annual growth in 2025, while maintaining its positive cash flow. The company remains on track for key deliverables in early 2025. Webrock Ventures' ownership in Olik amounts to 56.7 percent of the shares and votes.

About Olik

Olik's cutting-edge software bridges insurance companies with distribution channels through a seamless, fully digital experience. The company provides innovative IaaS (Insurance-as-a-Service) solutions for distributors and SaaS (Software-as-a-Service) tools tailored for insurers, driving efficiency and unlocking new growth opportunities in the insurance ecosystem.

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About us

Founded in 2018, Webrock Ventures is a venture studio that starts and builds companies in Brazil in partnership with successful Swedish tech companies. Brazil has over 215 million people and is one of the world's largest economies and the population is among the most digitally engaged in the world. Webrock leverages established Swedish companies' proven business models and technology to gain a head start in Brazil's fast-growing digital industry that often matures later than in Sweden. By bringing together ideas, capital, resources, and talent, Webrock acts as a co-founder, building growth companies from the ground up. With a 35-60 percent ownership stake in its portfolio companies, Webrock ensures substantial value for a limited initial investment. The company's share WRV is traded on Nasdaq First North Growth Market with Redeye AB as Certified Adviser.

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