



Crédit Agricole Consumer Finance enters the capital of Hiflow with the ambition to strengthen its offering and accelerate internationally

Paris, September 5, 2023 – As part of the IAA Mobility in Munich 2023, Hiflow and Crédit Agricole Consumer Finance announce the acquisition of a stake by Crédit Agricole Consumer Finance in the capital of Hiflow. The subsidiary of the Crédit Agricole group thus becomes the majority shareholder of the leader in single vehicle delivery to strengthen the offer and accelerate the development of Hiflow in 10 countries by 2026. This merger is also strategic for CA Consumer Finance, which at the same time announces the creation of a European automotive services hub, a new pillar of its automotive and mobility strategy: **Crédit Agricole Mobility Services**. It aims to offer more than 20 services dedicated to mobility by 2026. Hiflow will operate the *Deliveries* service, relying on its unique technology. In a rapidly changing automobile market, where the end user will become more and more central, local services at home are becoming essentials.

CA Consumer Finance becomes majority shareholder of Hiflow to support the growth of the leader in single vehicle delivery

Crédit Agricole Consumer Finance (subsidiary of the Crédit Agricole group, specialist in financing for individuals and provider of access to all mobility solutions in Europe) is targeting the strategic market of home automobile services. The ambition of the two players is to strengthen the offer, by creating synergies with the Group, but also to continue the international development of the French scale-up, already present in Belgium and Spain.

« We are carrying out a strategic operation for Crédit Agricole Consumer Finance, but also for Hiflow, a French gem at the crossroads of mobility and tech. It is part of our desire to build a complete catalog of mobility services in which the “home delivery” component was a priority. Taking a stake in Hiflow allows us to support its development while quickly providing our customers with reliable, quality service throughout Europe. This meets our ambition to become the European leader in green mobility », says Stéphane Priami, CEO of Crédit Agricole Consumer Finance and Deputy CEO of Crédit Agricole S.A. in charge of Specialized Financial Services.

« We are proud to have been identified as the reference player on these subjects in Europe, and to have entered into this partnership with a company as dynamic and pioneering in mobility issues as CA Consumer Finance. Accelerating access to mobility for all, while preserving the environment, has always been in our DNA at Hiflow, and it is also that of CA Consumer Finance. This association helps support our ambition towards new stages of development and growth. This is a very strong signal in a market in full transformation where logistics and the link with the end customer are now key to these new modes of access to vehicles (Long term rental, car-sharing, etc.), as the sector has experienced. e-commerce a few years ago », declared Claire Cano-Houllier, co-fondatrice d’Hiflow.

Hiflow, independent subsidiary of CA Consumer Finance: cooperation under the sign of trust and performance

As an independent subsidiary of CA Consumer Finance, Hiflow will operate the home delivery activity of **Crédit Agricole Mobility Services**, while continuing to work with its entire customer ecosystem. By welcoming CA Consumer Finance as a majority shareholder as part of a cooperation agreement with its founders, Hiflow guarantees its independence to co-develop the company. The governance of Hiflow thus remains unchanged with its two co-founders at its head, Claire Cano-Houllier and Idris Hassim, retaining a significant part of their shares in the company and ensuring the continuity of the strategy with the help of Laura Peterschmitt, Deputy CEO.

A strategic activity based on unique expertise and technology

With its technology based on an application suite developed in 6 languages, Hiflow offers a unique approach on the market combining innovation and agility. Thanks to its network of more than 7,000 independent drivers and the relationship of trust established with them, Hiflow defends a quality service whatever the location and context.

Its ability to operate a consistent quality service in Europe, adjusted to the precise requests of each client, convinced CA Consumer Finance to deploy its services to all of the Group's entities concerned: CA Auto Bank, Drivalia, Leasys, etc.

Hiflow also aims to be present in 10 countries by 2026 thanks to this new partnership, and thus allow end customers to benefit from home services for their vehicle throughout Europe: turnkey delivery, return, pick-up for maintenance operations.

« Home vehicle delivery, and more broadly home auto services, are essentials in tomorrow's mobility, entirely focused on the end user. The entry of CA Consumer Finance into our capital confirms the extent to which our activity is strategic and our technology relevant, in that it makes it possible to create the link between these end customers and the entire chain of service providers », **concludes Claire Cano-Houllier.**

This agreement was carried out in collaboration with the financial advisors IPTP and KPMG, as well as the legal advisors of the firms Gide Loyrette Nouel and Parralel Avocats.

About HIFLOW

Founded in 2012 by Claire Cano-Houllier and Idris Hassim, Hiflow has 90 employees and is today number 1 in France in the delivery of single vehicles with more than 12,000 vehicles delivered per month. The company supports the digital transformation of the automotive sector and contributes to better access to automobility for all by delivering the right vehicle, to the right place, at the right time. With 3 transport solutions and an innovative platform, the company has established itself as the preferred partner of professionals and today has more than 300 major account clients active in France (ALD, RRG, Stellantis & You, Fraikin, Arval, Aramis...), in Belgium (Alphabet, Van Mossel, Cardoen, etc.) and in Spain (Auto1, Okmobility, Clicars, etc.).

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About Crédit Agricole Consumer Finance

Crédit Agricole Consumer Finance, a subsidiary of the Crédit Agricole Group, is a specialist in financing for individuals and provider of access to all mobility solutions in Europe. It distributes directly, at the point of sale or its partners' e-commerce platforms, a wide range of financing solutions - amortizing credit, revolving credit, leasing and credit repurchase - with associated services including insurance, solutions split payment and services dedicated to mobility, with the aim of responding to the challenges of energy transition in mobility, housing and consumption. Its financing solutions and services are offered in France via Sofinco, in Italy via Agos, in Germany via Creditplus, in Portugal via Credibom, in Spain via Sofinco Espana, in Morocco via Wafasalaf, and in China via GAC-Sofinco (automotive financing uniquely). Crédit Agricole Consumer Finance aims to be the leader in green mobility in Europe and offers a continuum of all mobility solutions in the 19 countries where it is present (leasing, medium and short-term rental, subscription, car sharing, installation of charging stations). charged...). It will be based on the JV with Stellantis, the 100% integration of FCA Bank and Drivalia and the development of automobile financing in its historic entities in Europe and in the regional banks of Crédit Agricole and at LCL via Agilauto. CA Consumer Finance acts every day in the interest of its 16.7 million customers and society. As of December 31, 2022, CA Consumer Finance managed €103.1 billion in outstanding credit. www.ca-consumerfinance.com

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