

Crédit Agricole Consumer Finance welcomes FCA Bank's acceleration in sustainable mobility

FCA Bank has entered into negotiations with e-vehicles manufacturer VinFast

After the announcement made on 17th December 2021, where Crédit Agricole Consumer Finance indicated its intention to obtain the full ownership of FCA Bank and Leasys Rent to create a Europe-wide player in motor finance and mobility, CA Consumer Finance fully supports FCA Bank's new strategic path: supporting carmakers through joint ventures and strategic partnerships and working towards greener and more sustainable mobility. This approach is fully in line with the Crédit Agricole Group's strategy and commitment to act for the climate and the transition to a low-carbon economy, one of the priorities of its Societal Project.

Future partner of VinFast in Europe

In this context, CA Consumer Finance welcomes the entry of FCA Bank into negotiations with VinFast. This Vietnamese manufacturer of premium, cutting-edge electric vehicles is growing rapidly and is now entering the European market. The collaboration between the two companies intends to provide online financial and mobility services and a seamless experience to VinFast's European customers.

Nguyễn Thanh Thúy, VinFast Europe CEO, said: *"We are delighted to announce this potential partnership with FCA Bank and look forward to forging a dynamic cooperation that reflects VinFast's commitment to establishing its place in the European market through pioneering strategic alliances and advanced technologies throughout our business. VinFast is proud of its dedication to exemplary customer service, from an innovative reservation programme for our VF 8 and VF 9 models to aftersales, and this partnership will enable VinFast to offer customers a high level of financial services and support."*

With almost 100 years of experience in the automotive financing industry, more than 1.7 million customers in 18 countries and €25 billion of outstanding loans and leasing, FCA Bank is today one of the leading players in Europe and was elected "Captive of the Year" in 2019 and 2020 at the Motor Finance Awards in Munich. Existing and future partners of FCA Bank can also benefit from the European network of 550 Leasys Rent Mobility Stores, true one-stop-shops of mobility products, equipped with more than 1,200 charging stations to promote short-term rentals, subscriptions and mobility solutions to the customers of e-vehicles in particular.

Close to innovative and "green" OEM and dealers

Preparing its future and fostering its new strategy, FCA Bank is reviewing and expanding its current portfolio, continuing to build on their reputation for providing premium services, including to a number of elite and prestigious performance vehicle brands. These along with the partnership to come with VinFast are demonstrating how much FCA Bank is willing to be close to the future needs of key manufacturers and innovative and "green" OEMs. Furthermore, the partnerships set up between CA Consumer Finance and Cosmobilis / ByMyCar will provide further opportunities for FCA Bank.

Stéphane Priami, Deputy CEO of Crédit Agricole S.A., CEO of CA Consumer Finance and Chairman of the Board of Directors of FCA Bank, explained: *"I fully support FCA Bank's strategy of refocusing its business on financial and mobility services for car manufacturers involved in the energy transition. I sincerely welcome the discussions with VinFast, a prestigious and innovative brand, and a perfect example of what the automotive industry of tomorrow will be like."*

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About Crédit Agricole Consumer Finance

Crédit Agricole Consumer Finance, Crédit Agricole S.A.'s consumer credit subsidiary, distributes (in France mainly through its Sofinco brand) a wide range of loans and related services through all distribution channels: direct sales, point-of-sale financing (automotive and household equipment) and partnerships. Alongside major retailers and institutions in the 19 countries where it operates, CA Consumer Finance offers its partners flexible and responsible solutions tailored to their needs and those of their customers. Excellence in customer relationships, empowered teams for customers and commitment to society are the pillars that make CA Consumer Finance a group working every day in the interest of its 15 million customers and society. As of 31 December 2021, CA Consumer Finance managed €92.5 billion in outstanding loans, half of which was in automobile financing.

www.ca-consumerfinance.com

About VinFast

VinFast - a member of Vingroup – has a vision to drive the global smart electric vehicle revolution. Established in 2017, VinFast owns a state-of-the-art automotive manufacturing complex with globally leading scalability that boasts up to 90% automation in Hai Phong, Vietnam.

Strongly committed to the mission of developing a sustainable future for everyone, VinFast constantly innovates to bring high-quality products, advanced smart services, seamless customer experiences, and pricing strategy for all to inspire global customers to jointly create a future of smart mobility and a sustainable planet.

<https://vinfastauto.com>.

About Vingroup

Established in 1993, Vingroup is one of the leading private conglomerates in the region, with a total capitalization of \$35 billion USD from three publicly traded companies (as of November 4, 2021). Vingroup currently focuses on three main areas: Technology and Industry, Services and Social Enterprise.

<https://www.vingroup.net/en>.