



CA Auto Bank unveils the strategic plan which aims to propel the Bank among the top three vehicle and mobility financing and leasing operators in Spain

- The new Bank, a wholly owned subsidiary of CA Consumer Finance, is one of the leading independent, multi-brand pan-European players in vehicle financing and leasing and the mobility sector.
- The Bank's objective is to lead the energy transition. By 2026, it intends to achieve outstandings in the amount of at least €10 billion, with 80% of such portfolio devoted to green vehicles.
- In Spain, the goal is to become one of the top three operators by 2026, with a total financed value of €1.3 billion and total coverage of the national dealer network.

Madrid, 1 June 2023

Following its official launch in Turin last April as the "Mobility bank for a better planet", CA Auto Bank is introducing itself in Madrid, the first stop of a roadshow where company executives will unveil the Bank's ambitious strategic plan in major European capitals. Thanks to a strong presence in 17 European countries and Morocco, CA Auto Bank is poised to become as a **pan-European, independent, multi-brand leader in vehicle financing and leasing and mobility**.

Backed entirely by **Crédit Agricole Consumer Finance**, CA Auto Bank aims to reach at least €10 billion in Group-wide outstandings by 2026, with 80% of this portfolio consisting of new green vehicles.

The Madrid branch, which oversees operations in the Spanish, Portuguese, and Moroccan markets, has a no less ambitious plan. The goal for the next three years is to reach **€1.3 billion** in outstandings. Growth will be achieved by entering into new partnerships with many international and local brand manufacturers and dealers, as well as becoming an independent partner for new and used vehicles. This part of the company's business is progressing at a remarkable pace. In 2022 it accounted for 4.8% of the outstanding portfolio, while in the first 3 months of 2023 **it reached 50% of total outstandings**.

CA Auto Bank's journey towards establishing itself as an **independent multi-brand player** involves expansion **into new sectors**. Alongside the more conventional segments like four- and two-wheelers, the Group has made inroads into the industrial vehicle and heavy transport sectors, as well as in leisure vehicles. Furthermore, it has plans to venture into the marine and agricultural machinery sectors in the near future. The Group boasts an impressive lineup of over 35 prestigious international partners. In Spain, it has entered into partnerships with Ferrari, Aston Martin, Lotus, Tesla, and exciting newer brands such as DR Automobiles, Invicta Electric, VinFast, Aways, XEV, and Electric Brands for the four-wheelers category. For two-wheelers, partnerships have been established with Harley Davidson and Cake. In the realm of industrial vehicles and heavy transport, CA Auto Bank has joined forces with Ford Trucks and BMC. Additionally, in the domain of campers and caravans, the Group has partnered with Erwin Hymer Group, Pilote, Rapido, Knaus Tabbert, Concorde, and Carthago. For all these partnerships, CA Auto Bank proudly offers a comprehensive range of financial, insurance, and rental solutions, **with a service approach characterized by flexibility and proactivity**.



Sustainability and digitalization form the core pillars of CA Auto Bank's strategic approach. The Company is committed to spearheading the sector's **energy transition**, aiming to make access to zero- and low-emission vehicles more democratic, and affordable for all. This ambition is realized through the introduction of cutting-edge digital platforms for contract signing (e-commerce) and service delivery. Currently, 98% of contracts are signed digitally.

To further propel **green mobility**, **Drivalia**, a subsidiary of the CA Auto Bank Group, offers a **comprehensive range of leasing, rental, and mobility plans**. These encompass such options as electric car sharing, subscriptions, and vehicle rentals of flexible durations, including operating leases. Drivalia serves as a true Mobility Planet, providing a diverse array of plans and services tailored to individual needs and every occasion.

Drivalia currently has **Mobility Stores** in airports and train stations throughout Spain. These are physical outlets where individuals can explore a wide range of new-mobility solutions. Drivalia expects to have **50 Mobility Stores by the end of 2023 and to reach a total of 160 by 2026**, to achieve its goal of democratizing the use of zero- and low-emission vehicles by making them accessible to as many people as possible. The number of charging stations in the Stores is estimated at 100 by the end of 2023, rising to 400 in 2026. The fleet will also increase, going from 9,000 to 20,000 vehicles over the same period.

"With CA Auto Bank, the Crédit Agricole Group now has an innovative tool to serve all participants in the mobility market - including cars, motorcycles, leisure vehicles, among others - on a pan-European scale. This comprehensive and operational offering, which extends to white-label services, plays a vital role in our pursuit of becoming a leading force in green mobility throughout Europe", said **Stéphane Priami**, CEO of Crédit Agricole Consumer Finance and Deputy CEO of Crédit Agricole S.A., in charge of Specialized Financial Services.

"The story of CA Auto Bank begins almost a century ago with the birth of SAVA, one of the first finance companies in Europe, created in 1925 to help people buy a car. Some 100 years later, our mission remains the same. Today it applies to green and sustainable mobility, the mobility of the future," said **Giacomo Carelli**, CEO of CA Auto Bank.

"As a leading player in the auto financing industry, it is crucial to have a comprehensive presence across the market. Being the sole independent operator in Europe with the capability to function as a captive entity has significantly expedited our growth journey," affirmed **Antonio Elia**, CA Auto Bank's country manager for Spain, Portugal, and Morocco. *"Drivalia will serve as the driving force behind the democratization of zero and low emission vehicles, actively contributing to the energy transition in the field of mobility. Our focus is particularly on young individuals, who demonstrate a heightened awareness of sustainable practices and are setting the standards for the future of mobility."*



PRESS RELEASE

CA Auto Bank S.p.A.

CA Auto Bank is a universal bank, wholly owned by Crédit Agricole Consumer Finance, which operates as an independent and multi-brand player in the vehicle financing and leasing and in the mobility sector. CA Auto Bank provides a complete range of credit and rental solutions and insurance services. Loan, lease and rental and mobility financing products provided by CA Auto Bank are specifically designed for the sale networks, for private customers and corporate fleets. CA Auto Bank has a presence in 17 European countries (Austria, Belgium, Denmark, Finland, France, Germany, Greece, Ireland, Italy, Norway, Netherlands, Poland, Portugal, Spain, Sweden, Switzerland and the United Kingdom) and in Morocco, directly or through branches, with a total of over 1,900 employees.

Through **Drivalia**, CA Auto Bank's rental and mobility company, the Bank provides a full range of mobility solutions, from electric car sharing to innovative car subscriptions and rental for all durations. Drivalia deals with mobility in all its facets, providing innovative mobility plans that combine flexibility, digital use, on-demand approach and sustainability. In June 2019, the company launched the Mobility Stores, physical outlets where customers can access all of the company's mobility services. With the opening of the first totally electrified Mobility Store in Torino Caselle airport in 2020, followed by many others, Drivalia has become a key operator also in sustainable mobility. In fact, thanks to the over 1,600 charging stations installed in all the Stores, Drivalia has Italy's largest private electrified network. In 2023, the electrification project will continue also in the European countries in which Drivalia operates.

For more information:

www.ca-autobank.com

www.drivalia.com