

BNP PARIBAS MOBILITY: ARVAL AND BNP PARIBAS PERSONAL FINANCE INVEST IN THE SHIFT4GOOD FUND TO SUPPORT TOMORROW'S MOBILITY

- Shift4Good, the largest independent venture capital fund dedicated to decarbonising the transport industry, proudly welcomes several BNP Paribas Group entities as new investors.
- By investing in Shift4Good, Arval and BNP Paribas Personal Finance are supporting innovative start-ups looking to create more sustainable mobility solutions for the future.
- Operating under the BNP Paribas Mobility banner and in line with the BNP Paribas Group's strategic plan, Arval and BNP Paribas Personal Finance are actively contributing to the energy transition and the adoption of innovative mobility solutions.

Shift4Good is a venture capital fund dedicated to decarbonising the transport sector. Backed by prominent institutional financial investors and major mobility industry leaders, Shift4Good has built a unique model to identify and support entrepreneurs who develop and deploy innovative solutions for more sustainable mobility by promoting the reduction of CO₂ emissions.

The fund's investors now include:

- **Arval**, a major player in long-term vehicle leasing and that has expanded its services to innovative mobility solutions (such as leased bikes, car-sharing, bike-sharing, and mobility passes), in line with its Arval Beyond strategic plan. This ambitious plan aims to integrate 350,000 battery electric vehicles (BEVs) into its fleet and achieve a 35% reduction in CO₂ emissions by 2025. By the end of 2023, Arval had 166,000 leased BEVs in its fleet.
- **BNP Paribas Personal Finance**, a major player in credit, financial leasing and mobility services in Europe, is committed to helping consumers to achieve more sustainable mobility. By the end of 2023, BNP Paribas Personal Finance and its entities had financed more than 4.5 million vehicles worldwide. By 2025, the mobility business will account for 50% of its financial commitments.

As part of the BNP Paribas Mobility initiative, Arval and BNP Paribas Personal Finance are supporting the Shift4Good fund with the aim of:

- enhancing BNP Paribas Mobility's position as a pioneer in Europe by delivering innovative mobility solutions to its customers and partners through partnerships focused on energy transition, connected vehicles, electric mobility and digital applications to make journeys seamless.
- making Shift4Good a key ally of BNP Paribas Mobility within the innovation ecosystem so as to anticipate trends, identify innovations with the potential to transform the market and meet consumer expectations.



*"Our investment in the Shift4Good fund underscores our determination to be a leading mobility player on the international scene. We have already established several partnerships with innovative mobility start-ups and are delighted to be contributing to this fund" says **Hugo Salaun, Arval's Chief Strategy Officer**. "By joining forces with BNP Paribas Personal Finance under the BNP Paribas Mobility banner, Arval is stepping up its efforts to achieve the objectives laid out in its strategic plan."*

*"Through our BNP Paribas Mobility brand, this joint investment with Arval in a major fund supporting a more sustainable mobility in Europe and beyond perfectly aligns with our strategy to consolidate our role as a key player in the transformation of mobility. It is an opportunity to help accelerate the development and uptake of innovative practices so as to collectively make mobility more inclusive," adds **Vincent Sussfeld, Chief Operating Officer and Head of Global Business Lines at BNP Paribas Personal Finance**.*

Matthieu de Chanville, Shift4Good co-founder and CEO adds: *"After working successfully with BNP Paribas teams for eighteen months, Arval and BNP Paribas Personal Finance are sending out a strong signal through an investment that significantly strengthens our partnership via a collaborative approach with the various business lines, to jointly develop a more sustainable form of mobility".*

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About Shift4Good

Shift4Good is an impact venture capital fund focused on the decarbonization of the transportation sector. It aims to invest in the transport for goods and people, which alone accounts for around 20% of global CO2 emissions. Backed by top-notch institutional financial investors, but also major mobility players, Shift4Good has built a unique model to identify and support the best entrepreneurs, those capable of developing and deploying the radical innovations required by the climate emergency. Shift4Good has offices in Paris and Singapore.

<https://www.shift4good.com>

About Arval

Arval is a major actor in full-service vehicle leasing and a specialist in mobility solutions, leasing more than



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1.7 million vehicles as at the end of December 2023. Every day, 8,400 Arval employees in 29 countries offer flexible solutions to make journeys seamless and sustainable for its customers, ranging from large international corporate groups to smaller companies and individual retail clients.

Arval is a founding member of the Element-Arval Global Alliance, a world leader in the fleet management industry, with more than 4.4 million vehicles in 55 countries. Arval was founded in 1989 and is fully owned by BNP Paribas. Arval is positioned within the Group's Commercial, Personal Banking & Services division.

Arval has been rewarded with the EcoVadis 2024 gold medal, placing its Sustainability strategy in the Top 5% of the companies assessed.

www.arval.com

About BNP Paribas Personal Finance

BNP Paribas Personal Finance is a major consumer finance player in France and Europe, offering a wide range of consumer credit products. A wholly-owned subsidiary of the BNP Paribas Group, the company offers, via its brands Cetelem, Findomestic and Alpha Credit, a full range of personal loans in stores, at car dealerships or directly to customers through its customer contact centres and online.

Over a number of years, BNP Paribas Personal Finance has developed an active partnership strategy with retail chains, car manufacturers and distributors, e-commerce websites and other financial institutions (banking and insurance) based on its experience in the credit market and on its ability to offer integrated services tailored to the business activities and commercial strategy of its partners.

To support its customers and partners, BNP Paribas Personal Finance is committed to promoting access to more responsible and sustainable consumption.

For more information

www.bnpparibas-pf.com

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www.linkedin.com/company/bnp-paribas-personal-finance

About BNP Paribas :

BNP Paribas is the European Union's leading bank and key player in international banking. It operates in 63 countries and has nearly 183,000 employees, including more than 145,000 in Europe. The Group has key positions in its three main fields of activity: Commercial, Personal Banking & Services for the Group's commercial & personal banking and several specialised businesses including BNP Paribas Personal Finance and Arval; Investment & Protection Services for savings, investment and protection solutions; and Corporate & Institutional Banking, focused on corporate and institutional clients. Based on its strong diversified and integrated model, the Group helps all its clients (individuals, community associations, entrepreneurs, SMEs, corporates and institutional clients) to realise their projects through solutions spanning financing, investment, savings and protection insurance. In Europe, BNP Paribas has four domestic markets: Belgium, France, Italy and Luxembourg. The Group is rolling out its integrated commercial & personal banking model across several Mediterranean countries, Turkey, and Eastern Europe. As a key player in international banking, the Group has leading platforms and business lines in Europe, a strong presence in the Americas as well as a solid and fast-growing business in Asia-Pacific. BNP Paribas has implemented a Corporate Social Responsibility approach in all its activities, enabling it to contribute to the construction of a sustainable future, while ensuring the Group's performance and stability.

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