

Uber and BNP Paribas Personal Finance are collaborating to offer drivers of chauffeur-driven cars easier access to credit

Paris, Monday 17th September - Uber and BNP Paribas Personal Finance are proud to announce their partnership, which is designed to assist drivers of chauffeur-driven cars using the Uber app in acquiring nearly new second-hand cars. The chauffeurs will be able to take advantage of specific criteria relating to accessibility and eligibility. There will be a dedicated site available, providing access to a large choice of second-hand vehicles selected for them which adhere to chauffeur-driven car regulation and can be reserved directly online.

BNP Paribas Personal Finance, under its commercial brand Cetelem, has built a finance model specifically for its partner Uber. Indeed, while more than 50% of chauffeurs buy their vehicle second-hand, they find themselves facing difficulties when seeking credit due to their self-employed status.

This funding assistance offers not only specific eligibility criteria and more flexible conditions, but also the possibility of HP (hire purchase) over two or three years, taking into account the specific usage conditions of these professional drivers, in particular the very high mileage.

For this, the two partners have created and made available for use a platform hosted by Cetelem which displays a selection of nearly new second-hand vehicles, adapted to chauffeur-driven car usage and fulfilling Uber criteria. The hire costs for these vehicles is reasonable, which means that launching a chauffeur-driven car business is made easier. They are available on the site via Cetelem partners. The offer is continually updated with nearly new second-hand and 'zero-kilometre' vehicles. The platform has been designed to make it easier for drivers to connect directly to their Uber account.

This also allows them to quickly calculate their rental costs in terms of the duration of their rental period and their financial contribution. This contribution can itself benefit from assisted funding thanks to the partnership between BNP Paribas Personal Finance and Uber with ADIE [Association for the Right to Economic Initiative]. A Cetelem advisor will call the chauffeur to set up their contract.

Access to credit is therefore swift and easy, allowing the chauffeur to utilise their vehicle as soon as practicable.

For **Steve Salom, General Manager Uber - France, Switzerland, Austria**, *"We wish to continue our innovation in achieving profitability for drivers and to support them even further by assisting them to optimise their business. This new partnership with BNP Paribas Personal Finance, which offers them easier access to credit, gives them the tools to easily acquire a second-hand vehicle"*.

For **Jean-Marie Bellafiore, BNP Paribas Personal Finance's Deputy Chief Executive Officer and CEO of France**, *"This new partnership is fully in line with our strategy of diversification and support for all operators in the mobility market. We have great ambitions in this field to respond to new consumption trends, and are delighted to be associated with Uber, in order to support current and future chauffeurs in their businesses."*

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About Uber

Uber is a technology company functioning in more than 600 cities across the world, whose smartphone app puts private chauffeurs in contact with passengers subscribed on the platform. Currently available in France in more than 300 municipalities and 15 cities, the Uber app allows more than 3 million users to move around reliably, safely and economically. It is available 24/7.

About BNP Paribas Personal Finance

BNP Paribas Personal Finance is the leading consumer finance company in France and Europe through its consumer finance and home loan activities. A wholly-owned Groupe BNP Paribas subsidiary, BNP Paribas Personal Finance boasts over 20,000 employees and operates in approximately 30 countries. With such brands as Cetelem, Cofinoga, Findomestic and AlphaCredit, it offers a full range of personal loans available in stores, at automobile dealers or directly to customers through its customer relations centres and on the Internet. BNP Paribas Personal Finance has rounded out its offer with insurance and savings products for its customers in Germany, Bulgaria, France and Italy.

BNP Paribas Personal Finance has developed an active partnership strategy with retailers, automakers, car dealers, web merchants and other financial institutions (banking and insurance) based on its credit market experience and ability to offer integrated services geared to the activity and its partners' sales strategies. It is also a key player in the areas of responsible credit and budget education.