

**Mobilize
Financial Services**

WHO ARE WE?

WE ARE THE FINANCIAL PARTNER

of Renault-Nissan-Mitsubishi brands.

WE AIM TO STRENGTHEN THEIR PROFITABLE GROWTH

and reinforce customer satisfaction.

WE ARE A UNIQUE COMMERCIAL BRAND

to meet all customers car-related and mobility needs.

OUR PURPOSE



/ AS A PARTNER WHO CARES FOR **ALL ITS CUSTOMERS**
WE BUILD **INNOVATIVE** FINANCIAL SERVICES TO
CREATE **SUSTAINABLE MOBILITY FOR ALL**

OUR CUSTOMERS

RETAIL CUSTOMERS

- ▶▶▶ A simple access to car mobility for new and used vehicles.



CORPORATE CUSTOMERS

- ▶▶▶ Personalized offers regardless of the business activity, vehicle type or fleet size.



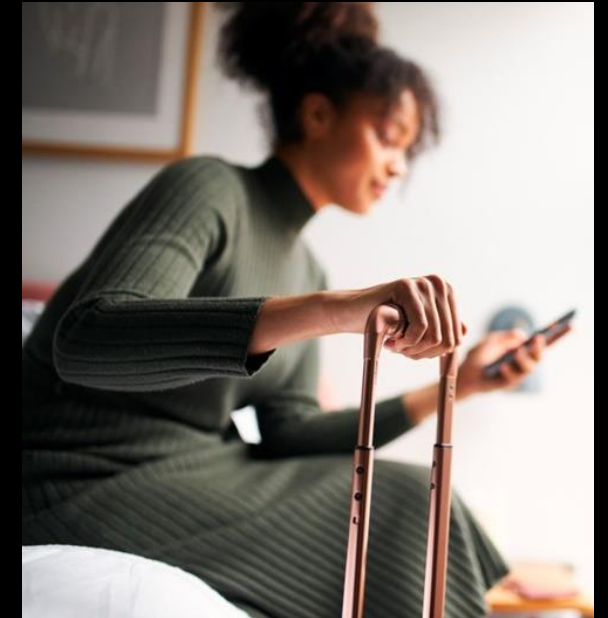
CAR DEALERS

- ▶▶▶ Financial support and optimized sales tools.



NEW MOBILITY ACTORS

- ▶▶▶ Customized solutions for specific uses: car subscription offers, service packages and innovative charging solutions.



OUR EXPERTISES



BANK

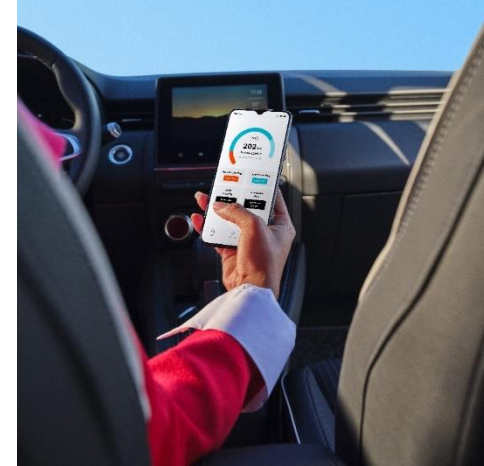
100 years of solid expertise to support the development of Renault-Nissan-Mitsubishi brands. RCI Banque S.A* is under the supervision of the ECB since January 2016.

*Mobilize Financial Services is a commercial brand of RCI Banque S.A



AUTOMOTIVE

Facilitating access to car mobility is in our DNA. We continue today to accompany new challenges in the automotive world by strengthening our synergies with Mobilize and the Alliance brands.



SERVICES

are one of our core activities. Our offers are evolving to support our customers' new usages with flexible and digitalized services, such as insurtech and payments.

OUR PRESENCE WORLDWIDE



- ▶ 35 COUNTRIES
- ▶ 4 CONTINENTS
- ▶ 4,000 EMPLOYEES

OUR 2022 KEY FIGURES



CAR FINANCINGS

44.8%

of financed registrations*

*Alliance registrations in the operating scope of the group subsidiaries, 35 countries

1.2 MILLION

new financing contracts

341,655 FINANCING CONTRACTS

for used vehicles



SERVICES

3 SERVICES

per vehicle financed



FINANCIAL PERFORMANCE

€ 44.7 BILLION

of average performing assets (APA)

€ 1,050 MILLION

of pre-tax income



CUSTOMER SATISFACTION

+56 POINTS

Net Promoter Score



DEPOSIT

49%

of the company's net assets come from the €24.4 billion deposits collected

OUR ENTITIES



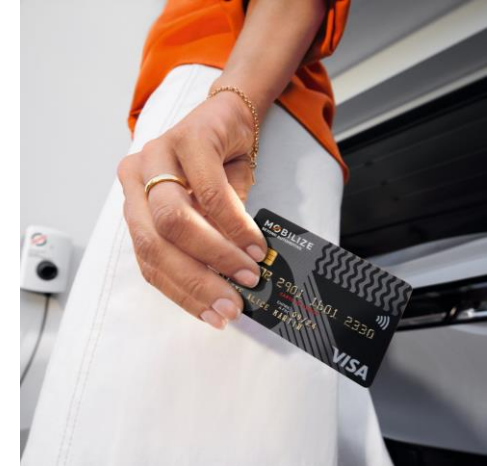
MOBILIZE Lease&Co

A dedicated subsidiary to accelerate operating lease offers in all geographical areas where the Alliance brands are present. The goal is to reach a fleet of one million vehicles by 2030 and to double its international presence.



MOBILIZE Insurance

A subsidiary specialising in car insurance for the European market and responding to new mobility usages. The objective is to triple the number of insurance contracts by 2030 and reach 3.6 million contracts in Europe.



MOBILIZE Pay

To design an ecosystem of payments around the car. In 2022, Mobilize Pay launched a new eco-friendly credit card developed with Visa that can be used to charge electric vehicles. The goal is to reach 1 million contract by 2030.

OUR EMPLOYER IDENTITY

WORKING AT MOBILIZE FINANCIAL SERVICES IS ABOUT...



JOINING

AN INTERNATIONAL GROUP

A solid bank, partner of the Renault-Nissan-Mitsubishi carmakers. Expertise in all the banking and services professions. Working experiences in an international environment with various career evolution opportunities.



WORKING

**IN AN INNOVATIVE ENVIRONMENT
AT THE SERVICE OF CUSTOMERS**

A bank with a **pioneering spirit**, which made cars widely accessible.
A group that is **constantly adapting** in response to technological, environmental and social challenges.
A business that is evolving **to create sustainable mobility for all.**



ACTING

FOR COLLECTIVE INTELLIGENCE

A **human-sized** company with **agile** and **enthusiastic** teams.
A **culture** that promotes the diversity of profiles and experiences and encourages initiatives.
Working methods that favor **cross-functionality** to blend expertise sets and approaches.

We all want a world with a better quality of life. A world where mobility will be more responsible, with less pollution, fewer cars, a better management of resources, and 0 CO2 emission. But the transition is not easy for anyone, whether they are an individual, a company or even a local collectivity. It was time for a major player to commit to taking action on a large scale, on all responsible mobility solutions, accessible to everyone, everywhere. By working together with other mobility players. By mobilizing all expertise. By providing real solutions for the use and management of energy and smart mobility services. Solutions that are able to improve the quality of life for everyone in the long term, no matter where they live and where they work. Responsible mobility will then become a daily reality for us, our children and future generations. Beyond automotive.

