

COMMUNIQUÉ DE PRESSE

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RCI BANK AND SERVICES CREATES A MOBILITY SERVICES AND INNOVATION DIRECTION AS PART OF ITS AMBITION TO BECOME A B2B MOBILITY OPERATOR

As of May 1, 2018, the new Mobility Services and Innovation Direction will be in charge of providing end-to-end, innovative, tailor-made mobility solutions to Alliance brand customers. The Direction's creation is in line with RCI Bank and Services' ambition to become a B2B mobility operator and is part of Groupe Renault's Drive the Future plan and the Nissan M.O.V.E. to 2022 strategy. Executive Committee member Alice Altemaire will take the helm of this department starting May 1, 2018.

Supporting the new usages of the customers of the Alliance brands

Mobility needs are swiftly evolving: Individual customers want access to car-sharing or chauffeured services, such as PHVs (Private Hire Vehicles). Businesses want to optimize fleet use by pooling vehicle resources among employees. Cities are seeking alternative solutions to reduce pollution and congestion across their infrastructures. To support the changing ways Alliance brand customers are using cars today, RCI Bank and Services is creating a Mobility Services and Innovation Direction to provide end-to-end, innovative, tailor-made mobility solutions. These will expand the already broad palette of available options to Alliance brand customers, but will also be marketed on a stand-alone¹ basis. The Mobility Services and Innovation Direction will ensure profitability for the startups in which RCI Bank and Services has invested, while fostering reciprocal sales synergy. Lastly, this new department will pursue partnerships with recognized startup accelerators and open-innovation programs to stay on the cutting edge of the latest technological advances.

Developing innovative solutions for customer automobility

Creation of the Mobility Services and Innovation Direction is a logical next step following the group's investments over the past three years. Through its subsidiary RCI Mobility, and in collaboration with the Alliance brands, RCI Bank and Services offers businesses car-sharing solutions to facilitate employee travel. Using the Karhoo platform, employees and business customers can reserve a taxi or PHV, track and pay for their trips, all in real time. RCI Bank and Services has also chosen to invest in Marcel, a 24/7 platform through which customers can reserve – in advance or in the moment – a PHV in the region of Paris (Ile-de-France). For mobility-sector professionals, RCI Bank and Services has developed dedicated services. Yuso, a dispatch-management solution dedicated to PHVs, taxis, and delivery companies, gives companies the peace of mind of automated fleet and driver management, and in February 2018 with the creation of COMO Urban Mobility RCI Bank and Services offers an integrated payment solution designed specifically for urban mobility

professionals.

*"To keep up with the pace of new automotive usages and improve the customer experience, RCI Bank and Services is continuously developing innovative, personalized automobility solutions. By opening a new Mobility Services and Innovation Direction, we are supporting the Alliance's mobility projects while pursuing our ambition to become a B2B mobility operator," explains **Bruno Kintzinger, Chief Executive Officer of RCI Bank and Services.***

¹ Stand-alone service: any service or insurance provision for an individual or business customer that is subscribed to independent of financing.

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About RCI Banque S.A.:

Created and wholly owned by Groupe Renault, RCI Banque S.A. is a French bank specializing in automotive financings and services for the customers and dealership networks of Groupe Renault (Renault, Renault Samsung Motors and Dacia) worldwide, the Nissan Group (Nissan, Infiniti and Datsun) mainly in Europe, Brazil, Argentina and South Korea and through joint ventures in Russia and India, and Mitsubishi Motors in the Netherlands. RCI Bank and Services has been the new commercial identity of RCI Banque S.A. since February 2016. With nearly 3,400 employees in 36 countries, RCI Bank and Services financed over 1.77 million contracts (for new and used vehicles) in 2017 and sold more than 4.4 million services. At end-December 2017, average performing assets stood at €39.6 billion of financings and pre-tax income at €1,077 million. RCI Bank and Services has rolled out a deposits collection business in four countries since 2012. At end-December 2017, net collected deposits totaled €14.9 billion, or 34% of the company's assets.

Find out more about RCI Bank and Services: www.rcibs.com

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