

Solid growth and financial results for Younited in 2022 and a new €60m fundraising just announced.

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Younited, the European leading "instant credit"¹ provider, offers individuals in France, Italy, Spain, Portugal and Germany financing solutions for amounts up to 50,000 euros.

Solid results in 2022 combining strong growth and convergence towards profitability

Younited confirms strong growth in 2022 with +70% growth in GMV² (+119% in 2021) to reach €1.6bn and +54% in total revenues³ to reach €190m.

This growth gives Younited a critical size (nearly €2 billion in annual GMV⁴, €190 million in total annual revenues and nearly one million customers) allowing it to quickly converge towards profitability:

- Its historical "Direct-to-Consumer" business is profitable (positive net income) in France since 2019 and in Italy since 2021 and will be profitable across all 5 countries this year (2022).

The company's growth is driven by both its historical "Direct-to-consumer" channel (+50% of GMV in 2022) and its "Partnerships" channel (+185% of GMV in 2022), the development of which the company has strongly accelerated.

Launched at the end of 2018, the "Partnerships" channel offers Younited's partners, merchants and financial institutions, the opportunity to use the unique technologies and expertise developed by the company for the purpose of deploying an instant credit solution on their platforms.

Merchants can deploy the Younited Pay financing solution on their website or in-store in just a few days to finance shopping carts of up to €50,000 in a few clicks, for a term of up to 84 months. This solution offers their consumers a simple, seamless UX and all the consumer protection guarantees offered by regulated amortizing credit, unlike unregulated split payment solutions or BNPL⁵ that typically perform little or no credit analysis, and thus offer little or no protection to borrowers.

Financial institutions can also offer, within days, a new customized personal loan product on their platforms (websites, mobile apps, and physical branch network), leveraging over 10 years of expertise developed by Younited.

¹ With over €5bn in credits financed in France, Italy, Spain, Portugal and Germany, Younited has become the leading instant credit provider in Europe, financing credits up to €50,000, with a fully automated process and instant decision.

² GMV = Gross Merchandise Value = credits financed through Younited platform, excluding SMEs financed by Bpifrance and serviced by Younited.

³ Total revenue generated by the platform (of credits on balance-sheet or refinanced by third-party investors).

⁴ October 2022 annual GMV run-rate.

⁵ BNPL = Buy Now Pay Later = 3x or 4x unregulated split payment solutions.

Younited announces a €60m fundraising to deploy and consolidate its technological lead and develop the "Partnerships" channel in all 5 countries.

Younited announces that it has raised €60m from its main shareholders, Eurazeo, Crédit Mutuel Arkéa, Bpifrance via its Large Venture fund and Goldman Sachs.

This operation brings Younited's valuation to €1.1bn, a significant increase since the last round announced by the company in May 2021.

This fundraising will allow the company to continue the deployment of its "instant credit" and open banking solutions and the development of its "Partnerships" activity in all its geographies.

Based on open banking⁶ - the possibility for customers to share their bank account history in just a few clicks - the "instant credit" offer provides a seamless process and a decision in a few seconds.

The company, which launched this offer in 2018 for a merchant partner, rolled it out to its Direct-to-Consumer (DTC) channel in Spain and Portugal in 2018 and in France starting in 2021 and is preparing to roll it out in its other geographies.

This offer currently represents around 40% of loans financed by the Direct-to-Consumer channel in France, with a target of 80% by the end of 2023, 97% of loans financed by the DTC Spain channel and 100% of credits financed by the Merchant Partnerships channel.

"While Younited's historical activity ("Direct-to-Consumer") is profitable in 2022 across all of our 5 countries, this new fundraising will allow us to continue investing in our disruptive technology as well as in the deployment of our second activity ("Partnerships") launched more recently."

Charles Egly, Chairman of the Management Board and co-founder of Younited.

"This fundraising, despite a market context marked by the macroeconomic uncertainties we are experiencing, demonstrates the confidence of Younited's investors, which I fully share thanks to the demonstrated maturity of its development strategy. Younited has all the cards in hand to become a major player in the European credit industry."

Gilles Grapinet, Chairman of the Supervisory Board of Younited;
Chief Executive Officer of Worldline.

⁶ Open banking is the ability for individuals to share their bank account history. It has been allowed by the second European Payment Services Directive (PSD2).

About Younited

Younited is the leading instant credit provider in Europe. Constant innovation, cutting-edge technology and exceptional user experience have allowed nearly a million customers to have access to instant, simple and transparent credit to refurbish their home, go on vacation, buy a new smartphone or bring any other project to life. Younited operates in 5 European countries (France, Italy, Spain, Portugal & Germany) and generates close to €2bn in yearly GMV. As the pioneer in personalized budget coaching, Younited deploys a credit strategy at the service of all to promote more transparency and more inclusiveness. Younited has launched the process to become B-Corp certified.

More information on <https://www.younited-group.com>

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