

Younited raises \$170 million to become a leading European credit and payment platform

- *Younited welcomes **Goldman Sachs Asset Management** (“Goldman Sachs”) and **Bridgepoint**, two leading international investors, alongside its historical shareholders **Eurazeo, Bpifrance Large Ventures and AG2R LA MONDIALE**, bringing total amount raised since launch to \$400 million.*
- *Younited has originated in excess of €2.6 billion of loans since its launch in 2012*
- *Funds raised will be used to accelerate product innovation and expansion of its B2B solutions including the launch of Younited Pay, a payment facility exclusively dedicated to European retailers and e-merchants.*

A leading European fintech in the personal lending sector, Younited aims to make daily life easier for consumers and businesses seeking personal financings and extended payment solutions.

In 2018, Younited already successfully carried out the second largest fundraising on the French fintech market. Taking into account today’s new equity round, Younited has now raised a combined total of \$400 million from its shareholders.

100% tech and client focussed, Younited’s credit model has proven its worth

Younited was created from a desire to improve the credit experience, which is still too often opaque and misleading.

Younited, a French #Next40 company¹, is present in five countries covering a market of more than 265 million European consumers, and has originated in excess of €2.6 billion euros of loans since its launch in 2012.

With this new equity financing round, Younited underscores its ambition to continue to simplify what otherwise remains an over-complicated credit and payment experience.

Younited’s cloud-only SaaS platform enables full use of open banking data, made accessible thanks to the EU PSD 2 directive.²

¹ An initiative by the French government to support the country’s most promising scale-ups.

² Payment services (PSD 2) - Directive (EU) 2015/2366 ([more information here](#)).

As a truly “data-driven” business, Younited has developed cutting-edge technology to provide a responsible, seamless proposition for customers. With constant improvements to its already leading client experience, the platform provides transparent, instant response to financing requests.

Launched in 2018, Younited dedicated solutions for B2B clients are ideally suited to businesses (banks, insurance companies, telcos, e-merchants, tech companies, etc.) seeking to offer their clients a 100%-digital personal loans or extended payment solutions. Younited already counts more than 30 leading financial institutions, insurers and corporates as customers, including Orange Bank, N26, Wizink, Admiral-Conte, HSBC France, Fortuneo, Lydia, as well as major e-commerce and tech companies. As of 2021, B2B solutions already represent c. 30% of Younited’s net banking income.

A fully EU-authorized and regulated credit institution - *the only player having obtained full credit institution status in France in the last twenty years enabling it to serve retail consumers* - Younited is the only player on the European market to now offer seamless API integration covering short and long loan maturities alike. Financing and payment products offered are fully compliant with European banking regulations making them easy to deploy across the EU.

“This new - significant - equity round will allow us to invest heavily towards a more disruptive technology and data-driven product for the benefit of our clients and partners as we accelerate innovation. More specifically, we are delighted to welcome Goldman Sachs and Bridgepoint, two renowned shareholders who, thanks to their deep financial and tech expertise, and alongside our historical shareholders, will help us to grow Younited into a global technological leader in the lending and payment sector.” said Charles Egly, co-founder and CEO of Younited.

\$170 million to achieve three strategic objectives

Funds raised will be used to **consolidate Younited’s presence on the European market**, in France, Italy, Spain, Portugal and Germany, the latter four countries already representing 40% of Younited’s revenues (net banking income).

Younited is industrialising its B2B offering, to win new markets and increase its partner network.

In particular, Younited will launch its **Younited Pay** solution in the second half of 2021. This exclusive payment method allows e-businesses and physical distributors to provide an extended payment product, spread over three to 48 months, to their clients. This solution is already available in France on selected merchant sites including Free, Micromania, LDLC; and in Italy with the main Apple distributors, providing financing to several hundred thousand transactions. Younited Pay will be available both on-line and at physical points of sale, where it has shown exceptional penetration (over 50% of Younited Pay payments made since January 2021 have been done at physical points of sale).

These ambitious developments will need fresh talents. Younited, which currently employs 440 staff in Paris, Rome, Barcelona and Munich, plans to recruit an additional 200 employees by the end of 2022.

Finally, Younited is aiming to **boost product innovation based on data and artificial intelligence and accelerate the development of new personal finance tools.**

“On behalf of the Supervisory Board, I am delighted to welcome among us Bridgepoint and Goldman Sachs as part of Younited’s most important capital increase. We are fully committed alongside Charles Egly, Geoffroy Guigou and their teams to support the next, most ambitious stage, in Younited’s development on international markets. As a model European fintech, Younited holds all the cards

*needed to become a global leader in the lending and payment sector.” said **Gilles Grapinet, chair of the Younited supervisory board, and chairman and CEO of Worldline.***

*“With this new funding round, Younited is strengthening its leadership position in Europe. We are very proud to support this great Next40 company, as it accelerates and improves the process of simplifying credit and payment, which are two prime economic challenges.” said **Yann du Rusquec, Partner, Eurazeo.***

*“The recent strengthening of operational partnerships between Bpifrance and Younited reflects the trust we place in both the excellence of their teams and the strength & agility of their cutting-edge tech solutions. We are proud to support Younited in this fundraising, alongside investors whose stature bears witness to the company’s maturity, ambitions, and potential.” said **Arnaud Caudoux, member of Younited supervisory board and deputy CEO of Bpifrance.***

*“We embrace Younited’s mission to help consumers and enterprises access much simpler, faster and transparent financing solutions, powered by technology, to realize their projects. We have been impressed by the talent of their management team, the quality of their tech architecture, and the strength of their client-centric culture. We are excited to support Charles, Geoffroy, and their team to bring their innovative solutions to the next level across Europe.” comments **Alexandre Flavier, Executive Director in the Growth Equity team within Goldman Sachs Asset Management.***

*“Younited has exceptional technological resources, coupled with visionary leadership. Younited’s DNA is fully in step with Bridgepoint’s sectorial expertise in financial services and technologies and its strategy of supporting the best technological entrepreneurs on their markets. We are very happy to support its strong ambitions for growth.” said **Carl de Vergie, Director, Bridgepoint.***

*“As an historical partner since 2012, AG2R LA MONDIALE is delighted to accompany Younited further, now a #Next40 company, on their journey to make lending and payment simpler and safer.” said **Cyrille Roustang, Head of Private Equity investments at AG2R LA MONDIALE.***

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About Younited:

Younited, a French #Next40 company and leading European fintech aims to transform the lending and payment industry. Through its personal loan offering, extended payment solutions and budget coaching offering, Younited enables clients to make their projects real. Safe and simple.

Younited offers financial services to individuals: amortizing personal loans up to €50k, extended payment solutions, budget coaching and term deposits. It also provides Banking-as-a-Service technology solutions to businesses - banks, insurance companies, telecoms operators, e-merchants, tech companies, etc. - who want to offer their clients a 100%-digital, seamless, fast and transparent client experience thanks to its innovative, data-driven, technology platform.

A fully EU-authorized and regulated credit institution, Younited operates in France, Italy, Spain, Portugal, Germany, and Austria, and employs over 440 staff. Since its launch in 2012, Younited has raised over \$400m of equity capital, and extended over €2.6 billion in loans.

Further information: <https://www.younited-group.com> - Follow us on Twitter: @younited

About Eurazeo:

Eurazeo is a leading global investment group, with a diversified portfolio of €22.7 billion in assets under management, including €16.0 billion from third parties, invested in 450 companies. With its considerable private equity, private debt, real estate and infrastructure expertise, Eurazeo accompanies companies of all sizes, supporting their development through the commitment of its nearly 300 professionals and by offering deep sector expertise, a gateway to global markets, and a responsible and stable foothold for transformational growth. Its solid institutional and family shareholder base, robust financial structure free of structural debt, and flexible investment horizon enable Eurazeo to support its companies over the long term. Eurazeo has offices in Paris, New York, São Paulo, Seoul, Shanghai, Singapore, London, Luxembourg, Frankfurt, Berlin and Madrid.

Eurazeo is listed on Euronext Paris. ISIN: FR0000121121 - Bloomberg: RF FP - Reuters: EURA.PA

About Bpifrance and Large Venture:

Bpifrance's equity investments are carried out by Bpifrance Investissement. Bpifrance finances companies - at every stage of their development - in credit, collateral and equity. Bpifrance supports them in their innovation projects and internationally. Bpifrance also ensures their export activity through a wide range of products. Consulting, university, networking and acceleration programs for start-ups, SMEs and ETIs are also part of the offer proposed to entrepreneurs. Thanks to Bpifrance and its 49 regional offices, entrepreneurs benefit from a close, unique and efficient contact to help them face their challenges.

With €1.75 billion, Large Venture is Bpifrance's venture growth fund dedicated to high-potential technology companies, with the aim of fostering the emergence of French champions, future world leaders in their markets. Large Venture is active in governance and has a long-term vision. It is always in a co-investment approach with a lead or follower positioning. Large Venture participates in fundraising projects of more than €20m with a minimum initial investment of €10m. The fund has already invested in more than 55 companies since its creation in 2013.

More information on: www.Bpifrance.fr - Follow us on Twitter: @Bpifrance - @BpifrancePresse

About Goldman Sachs Asset Management Growth Equity:

Bringing together traditional and alternative investments, Goldman Sachs Asset Management provides clients around the world with a dedicated partnership and focus on long-term performance.

As the primary investing area within Goldman Sachs (NYSE: GS), we deliver investment and advisory services for the world's leading institutions, financial advisors and individuals, drawing from our deeply connected global network and tailored expert insights, across every region and market—overseeing more than \$2 trillion in assets under supervision worldwide as of March 31, 2021. Driven by a passion for our clients' performance, we seek to build long-term relationships based on conviction, sustainable outcomes, and shared success over time. Goldman Sachs Asset Management invests in the full spectrum of alternatives, including private equity, growth equity, private credit, real estate and infrastructure. Since 2003 the Growth Equity business within Goldman Sachs Asset Management comprising more than 75 individuals has invested over \$13 billion in companies led by visionary founders and CEOs. We focus exclusively on investments in growth stage and technology-driven companies spanning multiple industries, including enterprise technology, financial technology, consumer and healthcare. Follow us on [LinkedIn](#).

About Bridgepoint:

Bridgepoint is an international alternative asset management firm providing equity and credit financing solutions to middle market companies.

Bridgepoint invests mainly in well established companies active attractive sectors, with strong potential for value creation driven by growth and operational improvements. With over €26 billion of assets under management, Bridgepoint leverages a wide network of offices in Europe, the United States and China, focusing on six principal sectors: Digital Tech and Media, Financial Services, Consumer, Industrials, Healthcare, MedTech and Pharma, as well as Business Services.

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