

NEW FCA BANK AND LOTUS PARTNERSHIP TO OFFER ATTRACTIVE RANGE OF SPORTS CAR FINANCE PACKAGES

- Improved customer payment choices via multi-year pan-European partnership with FCA Bank – a joint venture with Crédit Agricole Consumer Finance.
- Lotus Elise, Exige and Evora included in new and flexible mobility packages.
- Phased introduction by Country from July to September.
- Agreement with FCA Bank also covers wholesale funding for retailers, delivering support and confidence to the Lotus sales network.
- Another key milestone in transformation of Lotus brand.

Turin, 16 July 2020

Lotus customers are to benefit from an attractive range of innovative finance products with a new multi-year strategic partnership signed with **FCA Bank – a joint venture with Crédit Agricole Consumer Finance**. The deal sees FCA Bank become the **exclusive retail finance provider** for the **UK and nine other European markets**. The initiative replaces five existing suppliers with a single consolidated solution, creating a one-stop shop across the region that will lead to improved process efficiency and increased sales.

For Lotus, it's another significant milestone in the ongoing transformation of the brand. For Lotus customers, it means access to a whole suite of flexible and appealing **new retail finance products**. These include sale, lease and insurance policies on new and 'approved used' examples of all models in the current Lotus sports car range – the **Elise, Exige and Evora**.

The agreement also sees FCA Bank providing financial services and support **for the Lotus** European retail network. this will give them additional confidence and support the supply of Lotus vehicles for their showrooms and demonstration fleets.

The contract initially covers **10 European markets**, which are Austria, Belgium, France, Germany, Italy, Luxembourg, Netherlands, Spain, Switzerland and the UK. It will be phased in by market **between July and September**. Other countries will follow in due course.

Phil Popham, CEO, **Lotus Cars**, said: "I'm delighted that Lotus and FCA Bank will be working together. This partnership is a huge step forward for customer choice, and yet another example of how we're transforming the Lotus business. For those who have always wanted to own a new Lotus, they're now more attainable than ever."

Giacomo Carelli, CEO and General Manager of **FCA Bank**, commented: “We are delighted to have been selected as the finance provider for Lotus across Europe. This is a further endorsement of our success in providing finance and mobility services arrangements to strategic OEM partners. Lotus is an iconic British brand and we are very proud to contribute to its continued transformation”.

FCA Bank

FCA Bank S.p.A. engages mainly in car finance with the aim to meet all mobility requirements. It is an equally-held joint venture between FCA Italy S.p.A., a company of the global automotive company Fiat Chrysler Automobiles N.V., and Crédit Agricole Consumer Finance, a leading consumer credit company of the Crédit Agricole group. FCA Bank S.p.A. provides financing products to drive the sales of prestigious car brands in Italy and in Europe. The loan, lease, rental and mobility financing programs provided by FCA Bank S.p.A. are specifically designed for sale networks, private customers and corporate fleets. FCA Bank S.p.A. has operations in 17 European countries and in Morocco. At 31 December 2019 FCA Bank had a credit portfolio of approximately €32 billion.

For more information: www.fcabankgroup.com

Lotus

Group Lotus is based in Hethel, Norfolk, UK. It is part of Geely Automotive, the fastest growing automotive group in the world. Geely has a 51% controlling stake, with 49% owned by Etika Automotive, a Malaysian conglomerate. **Lotus Cars** builds world-class, high-performance sports cars including the Evora, Elise and Exige ranges. In July 2019 it launched the Evija, the world's first all-electric British hypercar. Production will start in 2020. **Lotus Engineering** provides a comprehensive consultancy service which works with many of the world's OEMs and Tier 1 suppliers. It is internationally recognised for its long-standing contribution to ground-breaking automotive engineering and vehicle development.

The Lotus media site – <https://media.lotuscars.com> – contains news, images, specifications and full details of current models, as well as heritage cars and engineering technology.

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