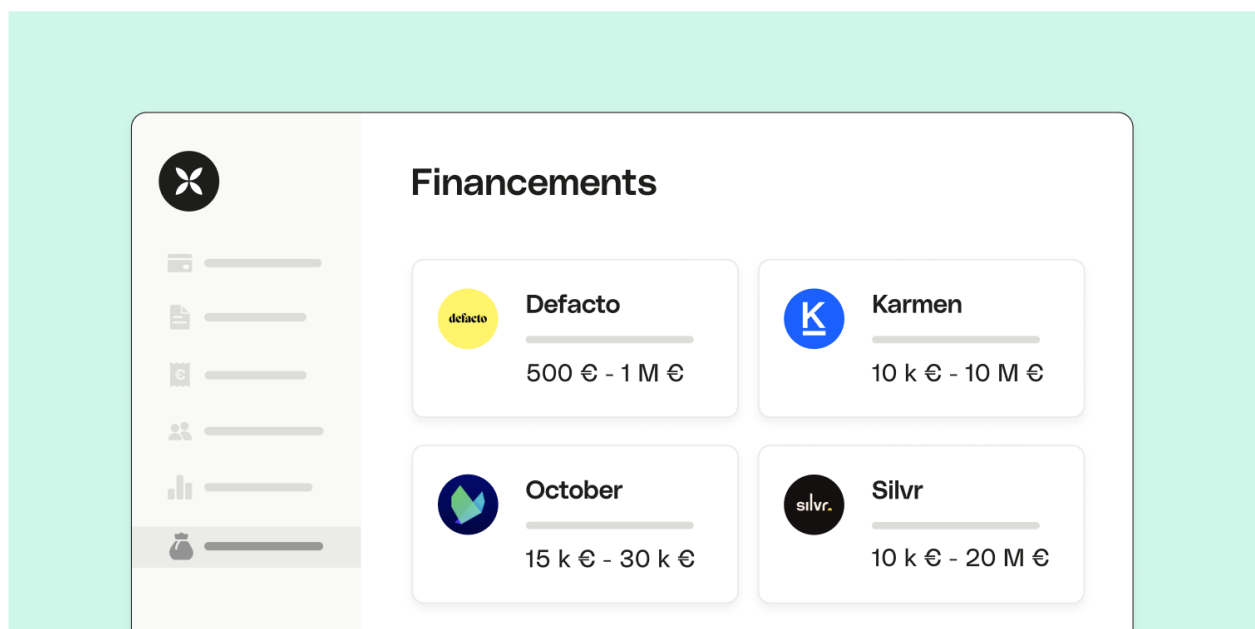


## Qonto launches a dedicated financing platform to meet the financing needs of French SMEs

- The goal: Provide Qonto clients with access to financing offers in a challenging economic climate.
- The curated financing offers of Qonto's partners are directly accessible via the Qonto app.
- Next to Qonto's historic financing partner October, three new partners are already onboarded on the platform: Defacto, Karmen and Silvr.
- This launch is a further step for Qonto towards becoming an all-in-one business finance solution.



**Paris, January 31st, 2023.** Qonto, the leading European business finance solution, today announces the launch of a dedicated platform for financing. Directly integrated into the Qonto app, the platform offers Qonto customers a seamless access to various financing offers from different partners, tailored to their specific needs of SMEs. Four partners have already onboarded on the platform: Qonto's historic financing partner October, as well as Defacto, Silvr and Karmen. The launch is an important next step for Qonto on its path to becoming an all-in-one business finance solution for European SMEs.

### **A challenging climate creating an increasing need for financing**

The beginning of 2023 is particularly challenging for SMEs: Inflation, pressure on wages, soaring energy costs,... Offering the best service to its customers and doing its utmost to meet their evolving needs and demands is a top priority for Qonto. With this launch, the company is replying to the increasing demand of its clients to financing.

## **Seamless, simple and secure: Tailor-made financing offers directly accessible via the Qonto app**

From today, Qonto clients in France apply via the financing section in the Qonto app. They can browse financing partner offers that were handpicked by Qonto to support their customers' needs. Qonto provides the selected partner with a secure permission to access the client's account information so they can process their financing request directly. If the application is approved, the funds will directly appear on the Qonto account. Qonto clients thus don't only get access to more financing offers, but also win time due to a seamless process, with less paperwork and fewer application steps.

## **Four financing partners for a comprehensive financing offering**

Qonto's clients' financing needs differ significantly. To respond to those different needs, Qonto decided to select and onboard partners with complementary offers, to answer the financing needs of the vast majority of its clients: Defacto, Karmen, October, and Silvr..

With the different partner offers, Qonto clients in France can now access different types of financing offers, with a flexibility in terms of amount and repayment periods.

- **Types of financing:** Invoice Financing; Revenue-based Financing; Business Loans;
- **Amount:** from €500 to €20 million
- **Repayment periods:** from 0 to 24 months.
- **Interest Rates:** from 0.05% daily to 12%

**Albertine Lecointe, VP Strategy at Qonto says:** *"We're very happy to be able to provide our customers with financing solutions matching their unique needs, thanks to our first partners, October, Defacto, Silvr and Karmen. At Qonto, we do our utmost to create the most value for our clients, by making them save valuable time and energy. Launching our financing platform, is a big next step for us on our way to becoming the all-in-one business finance solution for European SMEs".*

**Patrick de Nonneville's, Co-founder and CEO of October adds:** *"With its offer embedded in the Qonto account, October has made affordable, long-term loans available to SMEs in a few clicks. We're proud to have already financed many Qonto clients in France and Italy, and that's just the start !"*

**Morgan O'hana, co-founder of Defacto says:** *"We share the same DNA with Qonto, helping SMEs in managing their financial life. It made a lot of sense to collaborate on Financing and deliver the most simple, instant and friction-less working capital financing tool"*

*"The integration between Karmen and Qonto re-defines the financing funding experience for small businesses. With Karmen's integration into the Qonto Financing platform, companies can now get debt funds in a few clicks, and focus on what really matters to them : growth."* **adds Gabriel Thierry, CEO at Karmen**

**Chief Revenue Officer Pierre Youénou of Silvr says:** *“Qonto is the biggest B2B finance application in France that is growing rapidly in Europe, and we're delighted to become their partner. Our tech teams have been working hand in hand for the past months to deliver tailor-made financing solutions to all digital entrepreneurs. I am very pleased with the frictionless customer journey and financing flow that we created together.”*

More information about Financing on Qonto are available [\[HERE\]](#)

### **About Qonto**

Qonto is the leading European business finance solution. It simplifies everything from everyday banking and financing to bookkeeping, invoicing and spend management. With its fast and innovative product, highly responsive customer service and transparent prices, Qonto energizes SMEs and freelancers so that they can achieve more.

Launched in 2017 by Steve Anavi and Alexandre Prot, Qonto serves more than 350,000 clients in 4 countries (France, Germany, Italy and Spain) and employs more than 1,000 team members in Paris, Berlin, Milan, Barcelona and Belgrade. Since its creation, Qonto has raised a total of €622 million from Valar, Alven, the European Investment Bank, Tencent, DST Global, Tiger Global, TCV, Alkeon, Eurazeo, KKR, Insight Partners, Exor Seeds and Gaingels to support its global growth ambitions. In July 2022, Qonto joined forces with German fintech champion Penta and became the market leader in Germany.

More information: [Web site](#), [Twitter](#), [Facebook](#), [Linkedin](#)

### **About October**

October is a European FinTech whose mission is to finance businesses better. Leader in continental Europe, it has already financed thousands of SMEs for a total amount of €962m in France, Spain, Italy, the Netherlands and Germany.

Since late 2020, its technological platform October Connect is helping banks such as Bpifrance and Asset Managers in making better financing decisions based on data.

October's shareholders include Allianz, CNP Assurances, CIR Group, Decaux Frères Investissement, Eurazeo, Partech, Bank Wormser Frères and Matmut.

### **About Defacto**

Created in 2021 by the former co-founder of Spendesk, Defacto takes a technology-first approach to lending. Neglected by traditional players, SMEs need access to short-term financing adapted to their cash flow in order to grow. Defacto's solves this problem by embedding a financing solution in SMEs favorite solutions. Fintechs & marketplaces have deployed their solution to solve critical challenges for their customers, increase their revenue & reduce churn. This led Defacto to lend more than 100M€ to SME in their first year in business.

### **About Karmen**

Karmen simplifies access to capital raising for all digital SMBs, offering a new, faster and 100% digital approach. Karmen provides financing offer of up to €10M in less than 48 hours, using a data driven, revenue based underwriting model of companies' operational and financial performance. Karmen offers founder friendly capital, with total transparency on repayment

schedule, no hidden fees, and no guarantees required. Founded in 2021 by Gabriel Thierry, Baptiste Wiel and Sébastien Lubineau, Karmen raised €22M in seed funding at the beginning of 2022, followed by another fundraising of €50M in November 2022. In 2023, Karmen will support the growth of over several hundred digital SMBs in France.

### **About Silvr**

Pioneering advanced data-based scoring technology, Silvr offers digital businesses a new way to finance their growth. Since 2020, Silvr has deployed over 100 million euros. Partoo, Virtuo, Merci Handy and more than 300 other companies trust Silvr as their financial partner. Business owners can now apply for financing online in minutes, without collateral or equity dilution. They can finance their marketing, recruiting, stocks or more, without tapping into their cash flow. With its technology and expertise, Silvr helps growing entrepreneurs develop their financial strategy: 2 out of 3 get financed twice or more. Silvr is backed by Europe's top investors, has offices in Paris and Berlin, and employs over 100 experts all over the globe.