



PRESS RELEASE STATEMENT

Blue successfully closes a new £250 million warehouse facility with senior funding from Societe Generale and mezzanine finance from Insight Investment

Blue Motor Finance (Blue) has successfully closed a new £250 million warehouse facility with senior funding from Societe Generale and mezzanine subscriptions from funds managed by Insight Investment. This is the first transaction Blue has undertaken with Societe Generale and the second tranche of mezzanine financing from Insight Investment managed funds. This financing demonstrates Blue's desire to both diversify and extend the partnerships that Blue works with across its funding platform. Blue's platform and business model continues to benefit from the confidence of a broad range of blue chip funders and investors. This new warehouse facility strengthens Blue's financial position as it continues to grow lending for used cars from its auto dealer network.

The transaction highlights Blue's continuing commitment to developing its funding platform through furthering longer term relationships with financing partners. Blue's relationship focused funding approach has enabled it to lend in excess of £1.7bn in loans, supporting over 160,000 customers, and is underpinned by long term consistency and prudence in managing credit risk and delivery of diversified loan portfolios with relatively low average loan sizes, short term lengths, good security and predictable low default rates.

Tiku Patel, CEO of Blue Motor Finance commented "We've been working closely with the Societe Generale team for some time now looking for a way in which we can develop a meaningful relationship together. We are delighted to agree this important and valuable partnership with them and again with Insight Investment. This is a significant financing for Blue and we look forward to further developing from here in the longer term. Blue has bounced back well from the impacts of the pandemic and we are growing strongly. This new facility shows confidence in our credentials for carefully managing credit risk, delivering continued predictable performance, and further growing our business."

Emmanuel Blind, Co-Head of Securitisation for Financial Institutions and Advisory at Societe Generale, commented "Societe Generale is committed to real economy financing and Blue Motor was identified as a key partner with a sound business and strategy. We are delighted to have granted them with such a facility to support their growth and we are excited to further develop our partnership with Blue."

Shaheer Guirguis, Head of Secured Finance at Insight Investment, added "This second facility with Blue Motor is the fruit of a strong relationship with a prime sponsor, which allows us to continue to deploy our clients' strategy within the UK consumer space into what we believe is a sound, robust product, all while providing Blue with an efficient funding solution. We look forward to the success of this new origination platform."

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Note to editors:

About Blue Motor Finance:

Blue provides loans to consumers for used cars through dealers. Remarkable growth has led to Blue being ranked on the Financial Times' 1,000 Fastest Growing Companies in Europe (FT1000) for 3 consecutive years, topping the list in 2019. Since start up in 2015, Blue has lent more than £1.7bn to more than 160,000 customers.

Blue provides its introducers and customers with outstanding service based on technological innovation and the use of data and analytics. Blue is one of the most flexible and advanced direct lenders in the market. It offers loans to a very broad range of customers, fast decisions and great convenience.

About Societe Generale

Societe Generale is one of the leading European financial services groups. Based on a diversified and integrated banking model, the Group combines financial strength and proven expertise in innovation with a strategy of sustainable growth. Committed to the positive transformations of the world's societies and economies, Societe Generale and its teams seek to build, day after day, together with its clients, a better and sustainable future through responsible and innovative financial solutions.

Active in the real economy for over 150 years, with a solid position in Europe and connected to the rest of the world, Societe Generale has over 133,000 members of staff in 61 countries and supports on a daily basis 30 million individual clients, businesses and institutional investors around the world by offering a wide range of advisory services and tailored financial solutions. The Group is built on three complementary core businesses:

French Retail Banking which encompasses the Societe Generale, Credit du Nord and Boursorama brands. Each offers a full range of financial services with omnichannel products at the cutting edge of digital innovation;

International Retail Banking, Insurance and Financial Services to Corporates, with networks in Africa, Russia, Central and Eastern Europe and specialised businesses that are leaders in their markets;

Global Banking and Investor Solutions, which offers recognised expertise, key international locations and integrated solutions.

Societe Generale is included in the principal socially responsible investment indices: DJSI (World and Europe), FTSE4Good (Global and Europe), Bloomberg Gender-Equality Index, Refinitiv Diversity and Inclusion Index, Euronext Vigeo (Europe and Eurozone), STOXX Global ESG Leaders indexes, and the MSCI Low Carbon Leaders Index (World and Europe).

For more information, you can follow us on Twitter [@societegenerale](https://twitter.com/societegenerale) or visit our website www.societegenerale.com.

About Insight Investment:

Insight Investment is a leading asset manager focused on designing investment solutions to meet its clients' needs. Founded in 2002, Insight's collaborative approach has delivered both investment performance and growth in assets under management. Insight managed £741.9bn¹ of assets as at 30 June 2021 across its core liability-driven investment, risk management, full-spectrum fixed

income, currency and absolute return capabilities. Insight Investment is owned by BNY Mellon, a global leader in investment management and investment services with \$2.3 trillion in assets under management.

More information about Insight Investment can be found at: www.insightinvestment.com

¹As at 30 June 2021. Assets under management (AUM) are represented by the value of cash securities and other economic exposure managed for clients. Figures shown in GBP. Reflects the AUM of Insight, the corporate brand for certain companies operated by Insight Investment Management Limited (IIML). Insight includes, among others, Insight Investment Management (Global) Limited (IIMG), Insight Investment International Limited (IIL), Insight Investment Management (Europe) Limited (IIMEL) and Insight North America LLC (INA), each of which provides asset management services