

*Press Release
22th October, 2024*

Smart Lenders AM announces an exclusive partnership with the Pony platform via The Lending Smart Fund 1

Smart Lenders AM, the asset management company exclusively dedicated to alternative credit and specialty finance, is proud to have significantly accelerated the growth of Pony, the French leader in soft mobility.

Founded in 2017 and operating in 21 towns, Pony offers shared electric scooters and bikes for hire in medium-sized towns in France and Belgium on a pay-per-use basis.

Smart Lenders AM has been supporting Pony with tailored financing to the tune of €10 million since **December 2023 via The Lending Smart Fund 1**, an innovative debt fund designed to **support the European fintech ecosystem**.

An atypical business model:

Pony is based on a unique participatory model: private individuals can purchase vehicles and, as they see fit, either privatize them or allow others to rent them on a pay-as-you-go basis. Pony takes care of the logistics, recharging and maintenance, and shares the revenue from each rental with the owners.

The company aims to triple its fleet over the next two years and is now targeting all French cities with populations of over 50,000.

In recent months, the company has diversified its scope by working with major public transport groups. The French company is the first station-free bike-sharing company to be integrated into Délégations de Service Publics, as in La Roche-Sur-Yon, where Pony is a partner of RATP Dev.

“The partnership with The Lending Smart Fund 1 enables Pony to finance the acquisition of vehicles, offering medium-sized cities the opportunity to invest in the transition to greener mobility.”

Paul-Adrien Cormerais, CEO and Founder de Pony

“Through The Lending Smart Fund 1, Smart Lenders AM is proud to contribute in financing the unique participative model of Pony, one of the very first micromobility operators to have launched into shared bikes in France and Europe.”

Erich Bonnet, CEO of Smart Lenders AM

The Lending Smart Fund 1, an innovative debt fund launched in 2022, will accelerate the development of new players in European financing.

The partnership with Pony comes after having already signed an agreement to finance the activity of the following players:

1. Silvr, European champion in non-dilutive financing of very small businesses based on future revenues,
2. Student Finance, an impact platform for financing professional training,
3. Triple Dragon, specialized in financing the video game and mobile application industries.
4. Ooodles, specialized in financial leasing of high-end technological equipment.

About Smart Lenders AM

Smart Lenders AM is a management company specialized in alternative credit and specialized financing. Founded in 2014, the management company relocated to Paris from London on January 1, 2018. It is registered with the AMF, has full-scope AIFM status and holds loan-granting approval.

For over a decade, Smart Lenders AM's investments have focused on emerging financing niches emerging from fintech's that generate robust revenues with low volatility and low correlation with major indices (Marketplace Lending, Revenue Based Finance, Buy Now Pay Later...).

Since its launch, Smart Lenders AM has financed over \$2.5bn in loans on behalf of European institutional and professional investors.

The company is positioned as a key player in alternative credit investment for European investors.

Smart Lenders AM is a signatory of the United Nations Global Compact and the Principles for Responsible Investment (PRI).

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