

*Press Release
17th Mars 2025*

Smart Lenders AM announces an exclusive partnership with the Dance platform via its fund The Lending Smart Fund 1

Smart Lenders AM, the management company exclusively dedicated to alternative credit and specialized financing, is proud to have significantly accelerated the growth of Dance, the **European leader in soft mobility**.

Founded in 2020 and based in Berlin, Dance specializes in the rental and subscription of electric bicycles for individuals and companies. The company already has operations in Paris, Berlin, Hamburg, Munich and Vienna.

Smart Lenders AM will support Dance with a tailor-made €10 million financing package via its The Lending Smart Fund 1, **an innovative debt fund designed to support the European fintech ecosystem**.

An atypical business model:

Dance offers top-of-the-range electric bike subscriptions, combining convenience and sustainability for urban commuters looking to reduce their carbon footprint. Its flexible subscription model, with or without commitment, allows individuals to rent an e-bike for a fixed period, without the commitment of a costly purchase.

To expand its activities, Dance has developed an offer for companies. The Dance for Business service offers employers an advantageous subscription offer for their employees, eligible for the Sustainable Mobility Package. The solution has already been adopted by more than 80 companies such as Google and Swile.

The company relies on an impeccable quality of service, including regular monitoring of the bikes, insurance against theft and a technical assistance and maintenance service that promises an intervention in less than 48 hours.

"The partnership with The Lending Smart Fund 1 allows Dance to finance the acquisition of vehicles, providing mid-sized cities with the opportunity to invest in the transition to greener mobility."

Eric Quidenus-Wahlforss, CEO and Founder of Dance

"Through The Lending Smart Fund 1, Smart Lenders AM is proud to participate in the financing of Dance's model. The company's strong financial performance and market profitability have inspired us to participate in their journey. »

Erich Bonnet, CEO & CIO 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 Dance 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.
5. Pony, a platform dedicated to the rental of shared electric scooters and bikes in medium-sized towns across Europe.

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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