

For immediate release

Paris, 11 February 2019

Lemon Way, France's first FinTech, continues its astounding growth in Europe with major increases to turnover and new payment accounts for 2018

Lemon Way, the #1 FinTech in France with over 5.7 million payment accounts opened since 2012, maintained its strong growth in 2018 and strengthened its leadership among marketplaces and crowdfunding companies.

Lemon Way opened **1.7 million user accounts in 2018, a +49% increase over 2017. The company aims** to open two million in 2019.

The company handled **total business volume of 1.9 billion euros in flows** compared to €1.4 billion in the prior year (+37%), thanks to the natural growth of its partner platforms that continue to expand. The FinTech aims to further accelerate and targets €3.2 billion in transactions for 2019.

Lemon Way serves **over 1,400 websites throughout Europe, including 200 crowdfunding platforms.** A pioneer on this segment, where it holds a #1 position not only in France but in Spain and Italy, the company plans to leverage this position in 2019 to continue expansion on this promising market.

Additional highlights from the year include a **10 million-euro fundraising round in July**, and contracts with several stellar marketplaces, including the Fédération Française de Football, France's official football organisation.



2019 Objective: to become one of Europe's three leaders and develop its key accounts business

For 2019, Lemon Way aims to strengthen its portfolio of 'key account' clients and become one of Europe's three leaders in payment solutions for marketplaces via business development in the United Kingdom and Germany.

'Our payment platform makes it possible for us to assist all types of web companies, and particularly the major marketplaces and operators of crowdfunding sites, which need a tool capable of handling the complexity of their payment flows that complies with the regulatory requirements in Europe and in the UK,' explains Damien Gueronprez, Chairman of Lemon Way.

Projects and teams as ambitious as our goals

To uphold its leadership position, the FinTech will be launching innovative products and services with a particular focus on Artificial Intelligence and fraud control.

Antoine Orsini, the company's CEO, strengthened his steering committee in 2018 with several new arrivals, including heads of communications & marketing and sales, adding a head of Innovation at the beginning of 2019. Several dozen positions are currently open within the sales, marketing and IT teams.

About Lemon Way:

Lemon Way offers a regulated payment solution dedicated to marketplaces, crowdfunding platforms and e-commerce sites as well as financial services companies requiring payment and fundraising services on behalf of third parties within a secure and regulated framework (KYC, anti-fraud...). Lemon Way was licensed by the ACPR/Banque de France as a Payment Institution in 2012 and has a "financial passport" in 29 countries. The FinTech is based in Paris (head office), London, Madrid, Milan and employs 70 people representing 14 different nationalities.

For more information visit: www.lemonway.com / Twitter @LemonWay

Press contact :

Hana Ditta | Fargo agency

hditta@fargo.agency | +33 6 16 83 93 77