



Press release
14 October 2020

The home help network Petits-fils signs a partnership with Crédit Agricole to accelerate its development in medium- sized cities.

300 agencies by 2025 - around 20,000 personal service jobs created

Petits-fils, France's second-largest private homecare network for elderly people in loss of autonomy¹, a subsidiary of the Korian Group, is entering a new stage in its regional development through a partnership agreement with the Crédit Agricole Group to support its future franchisees in their financing efforts.

The network of Petits-fils branches has succeeded in building the loyalty of a community of more than 20,000 families thanks to a range of local services and a particularly rigorous selection of qualified home support workers who provide day-to-day support to nearly 7,000 elderly people. Mainly located in towns of more than 100,000 inhabitants, Petits-fils has tripled in size in two years and now has 150 branches.

In order to make its services accessible to as many people as possible, Petits-fils now wishes to extend its presence in the heart of medium-sized towns (from 30,000 to 100,000 inhabitants) where the need for home help is also very great.

This partnership enables the Crédit Agricole Group to support the development of Petits-fils through the territorial network of the 39 Regional Banks and to offer future franchisees support and financing solutions to help them carry out their projects. As part of this partnership coordinated by Crédit Agricole CIB, Foncaris (a Crédit Agricole S.A. subsidiary that assists the regional banks in the mid-size and large corporate market) centralises financing requests from franchisees and acts as a business introducer for the regional banks.

To date, the Petits-fils network has created 4,500 jobs for qualified personal assistants, making it France's 40th largest recruiter². Its ambition is to double the number of branches by 2025 with around 20,000 associated jobs.

"The quality of service provided by Petits-fils, which is highly appreciated by the people being cared for and their families³, explains the success of the network, whose franchise development is two years ahead of the initial objective. The competence and know-how of the qualified home support workers it employs, as well as the commitment to keep the same home support worker in the home over the long term, are its major assets. The creation of these branches will therefore contribute to making the service accessible to a greater number of people and to creating jobs in these new territories," underlines Olivier Lebouché, Managing Director of Korian Domicile and President of Petits-fils.

¹ In number of agencies

² *Palmarès les entreprises qui recrutent*, Le Figaro, mars 2020

³ 97% satisfied or very satisfied customers (source: satisfaction survey carried out among 1000 people in September 2020).

"The services developed by Petits-fils will help improve the care of our seniors in the territories. We are particularly proud of the signing of this partnership, which enables the Crédit Agricole Group to support Petits-fils' development and strengthen our ties with the Korian Group. This initiative perfectly illustrates the Crédit Agricole Group's raison d'être: to act every day in the interests of our customers and society", added Didier Reboul, Foncaris CEO.

About Korian

Korian is the leading European care and support services group for the elderly and fragile.

www.korian.com

Korian has been listed on Euronext Paris (Compartment A) since November 2006 and is included in the following indices: SBF 120, CAC Health Care, CAC Mid 60, CAC Mid & Small and MSCI Global Small Cap

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