



ARVAL
BNP PARIBAS GROUP



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Press Release

Arval, an example of outstanding success

On 6 November 1989 Arval, a specialist long term, full service vehicle leasing company for the corporate sector, was first set up as a unit of the former Compagnie Bancaire, itself owned by Groupe Paribas. From a 6 person strong team, Arval grew in 20 years to more than 4,000 employees at year-end 2009, with operations in 22 countries. The company's early growth was organic and sustained by green field start-ups in Belgium in 1991, followed by Italy, Spain, Luxemburg, Portugal and Poland, rounded off by the acquisition of going concerns in Switzerland, in Great Britain, in Germany and in Benelux.

A challenger from the first to the market leader in its historic home market France, Arval has over the years risen to the status of a major international player in long term multibrand vehicle leasing, with the support of BNP Paribas, by whom it is wholly owned.

At the end of 2009, Arval's total direct park of leased vehicles was 607,000 worldwide, the total number of vehicles under management rising to 686,000, making Arval Europe's 2nd ranked player and number one in France and Italy in terms of numbers of vehicles leased.

As its business has grown by volume, Arval has become increasingly committed to sustainable development, where the car market has a critical role to play, be it in terms of pollution, greenhouse gas emissions or road risks. Thus Arval was the first long term vehicle leasing company to show its commitment to sustainable development through its signature of the Global Compact in 2004. Since then, Arval has fostered increasingly numerous and diverse initiatives in the sustainable development field, from offsetting CO₂ emissions from its own vehicles, to the development of a whole range of products and services to enable customers to optimise their use of vehicles, in terms both of environmental protection and driver and passenger safety. The recent signature of a partnership agreement with Renault in June 2009, with a view to developing electrically powered vehicles in the Arval fleet of leased vehicles, was a significant step forward.

Arval CEO Laurent Tréca says the company is as ambitious today as twenty years ago: "*Long term leasing daily demonstrates its superiority over other modes of management and finance of vehicle fleets. Arval performance over the last 20 years and in particular in 2009, which was a year of marked recession, confirmed the capabilities of our organisation as one of the unchallenged leaders of our industry at the international level. Our ambitions are not limited to Europe, the old continent, witness our move first into and then beyond the Central European markets, into fast-developing economies such as Turkey, India or Brazil.*"

About Arval

Arval, founded in 1989, is a major player in multibrand, full service vehicle leasing. It finances 607,000 vehicles, and had 686,000 vehicles under management at the end of June 2009. Operating in 39 countries through 22 subsidiaries and through partnerships in 17 further countries, Arval is a provider of long term vehicle leasing, automotive fleet management, and fuel card services. Arval is part of Equipment Solutions in BNP Paribas Retail Banking. www.arval.com

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