

ARVAL REINFORCES ITS PRESENCE IN LATIN AMERICA WITH THE OPENING OF NEW OFFICES IN COLOMBIA IN PARTNERSHIP WITH RELSA

Arval Relsa opens new offices in Bogota, Colombia. The new centre, fully operational as of April 2020, will help develop full-service leasing and new mobility solutions across the country with special focus on passenger vehicles and light commercial fleets. The offices, led by Francisco Pardo, General Manager in Colombia for Arval Relsa, will be located at Urban Plaza, calle 90 #11-13, Bogota.

Already present in South America, Brazil and, with Relsa, in Chile and Peru, Arval's fleet grew by more than 34% within the past three years. The opening of the offices in Colombia will accelerate the development of Arval activities in the Latin American region, focusing on the migration from classic fleet financing solutions to full-service leasing and new mobility means.

"By deploying activities in Colombia, Arval completes and reinforces its presence in Latin America. With an already strong position in Peru, Chile and Brazil, Arval is becoming one of the main actors in the full-service leasing industry," declares François-Xavier Castille, Arval Managing Director, International. *"Full-service leasing and new mobility solutions are growing all over the world and have a huge potential for development in Latin America, especially in an economically stable country like Colombia".*

"At Arval, we are committed to accompanying clients all around the world by expanding our global coverage to better serve them. With this opening, we are now in a stronger position to serve both local corporates but also international clients present in Colombia. Beyond our mobility expertise, we will bring our support to energy transition in a country with growing demand", says Alain Van Groenendael, Arval Chairman and CEO.

In addition to its local footprint in South America, Arval also operates across the continent through the Element Arval Global Alliance, world leader in global fleet management. Through the Alliance, Arval can therefore rely on the robust footprint its partner Element has across Central and South America, giving it for instance a leading position in Mexico. Managing more than 3 million vehicles in over 50 countries and delivering harmonised products and services with customisation to meet local demand, the Element-Arval Global Alliance enables Arval to serve its clients on five continents. In 2020, Arval celebrates the 25 year-anniversary of this longest standing strategic alliance in the fleet management industry.



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About Arval:

Arval specialises in full service vehicle leasing and new mobility solutions, leasing 1.3 million vehicles globally by the end of December 2019. Every day, more than 7,000 Arval employees in 30 countries offer flexible solutions to make journeys seamless and sustainable for its customers, which range from large international corporates to smaller companies and individual retail clients. Arval is a founding member of the Element-Arval Global Alliance, a worldwide leader in the fleet management industry, with 3 million vehicles in 50 countries. Arval was founded in 1989 and is fully owned by BNP Paribas, within the Group, Arval sits within its Retail Banking & Services division.

www.arval.com

About BNP Paribas:

BNP Paribas is a leading bank in Europe with an international reach. It has a presence in 71 countries, with approximately 199,000 employees, of which more than 151,000 in Europe. The Group has key positions in its three main activities: Domestic Markets and International Financial Services (whose retail-banking networks and financial services are covered by Retail Banking & Services) and Corporate & Institutional Banking, which serves two client franchises: corporate clients and institutional investors. The Group helps all its clients (individuals, community associations, entrepreneurs, SMEs, corporates and institutional clients) to realise their projects through solutions spanning financing, investment, savings and protection insurance.

In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the European leader in consumer lending.

BNP Paribas is rolling out its integrated retail-banking model in Mediterranean countries, in Turkey, in Eastern Europe and a large network in the western part of the United States. In its Corporate & Institutional Banking and International Financial Services activities, BNP Paribas also enjoys top positions in Europe, a strong presence in the Americas as well as a solid and fast-growing business in Asia-Pacific.

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