

PRESS RELEASE

ARVAL ANNOUNCES RECENT APPOINTMENTS

In order to capture the market potential, Alain Van Groenendael, Arval CEO, is enriching his team thanks to the following appointments:

Amélie Phélip, Arval Mobility Director



Amélie Phélip, aged 40, started her career at Deloitte in the business valuation department. In 2007, Amélie Phélip joined the BNP Paribas Group. After having started as Corporate Development Manager within Cetelem's Mergers & Acquisitions department, she has been then in charge of Strategy and Corporate Development in 2008 at BNP Paribas Retail Banking level and then at BNP Paribas Group level. In 2014, Amélie Phélip became Head of Insurance for BNP Paribas Personal Finance. In October 2018, Amélie Phélip joined Arval as Car Sharing Program Director. In her new role since May 1st, 2019, as Mobility Director, reporting to Hugo Salaun, Chief Marketing Officer, Amélie Phélip is in charge of accelerating the Arval's Mobility Program, creating

innovative solutions, developing partnerships and intensifying the internationalization. Amélie Phélip is a graduate of ESCP Europe.

Christelle Paillès, Arval Communications Director



Christelle Paillès, aged 38, begins her career as project manager in the Communications Department of the vehicle and mechanical Business Branch of Renault Group. In 2007, she joins the Corporate Relations Department of British American Tobacco in France, and moves to Arval late 2010 as Communications Manager. She progressively moves to broader functions within the Corporate Communications Department. In her new role as Arval Communications Director since April 1st, 2019, she reports directly to Alain Van Groenendael, Arval CEO, and is a member of the Arval Management Committee. With her team, Christelle Paillès oversees all aspects of the company's communications strategy at an

international scale, internally and externally, and supports Arval Countries in delivering the right messages and brand image in their respective markets. Christelle Paillès has a Master in Communications of ISCOM Paris and a Master of Science in International Management from the Lille Institute of Business Administration and Staffordshire University (UK).





Stefano Berlenghi, Arval Global Operations Director

Aged 45, Stefano Berlenghi started his career in 1999 at Arval in the International Sales department. After having joined Italy as Sales Network Director, he joined Arval Spain in 2008 as SME Solutions, Marketing and Remarketing Director. He was then appointed General Manager of Arval India in 2011. In 2014, he came back to Italy to become Director Business Engineering & Organisation and Supervisor of Arval Fleet Services in Italy, before taking the position 3 years later of General Manager Arval Italy Networks & Business Development. In his new role since March 1st, 2019, as Global Operations Director, he reports to Angela Montacute, Arval Chief Operating Officer, and is a member of the Arval Executive Committee. He is in charge at an international level

of 4 major activities (Aftermarket networks, Vehicle & logistics, Customer & driver care, Services) and several transversal topics (Transformation, Operational convergence and Digitalisation). Stefano Berlenghi is a graduate of Institut Supérieur de Gestion.



Grégoire Chové, Arval Managing Director, Europe

Aged 48, Grégoire Chové started his career at Arval in 1999 and completed a number of roles in France, at Arval Italy headquarters in Florence and at an international level, mainly in the sales area. After spending more than 10 years driving the set up and development of Arval International Business Office (IBO) and Arval Sales, he became the head of Arval's international business line dedicated to small businesses in 2010. In 2012, he was appointed General Manager of Arval Italy. During these 7 years, he contributed to major successes of the Italian subsidiary, namely the reach of 200,000-vehicle milestone and recently the opening of a physical private lease store in Turin. Grégoire Chové has been appointed Managing Director, Europe for Arval. In this newly created position, effective as of July 1st, 2019, he

reports directly to Alain Van Groenendael, Arval CEO, and is a member of the Arval Executive Committee. Grégoire Chové has the responsibility of the 4 key European Countries for Arval: France, Spain, UK and Italy, leading the efforts to implement development and synergies in these countries. Grégoire Chové is a graduate of IUT (Institut Universitaire de Technologie) in Finance & Accounting as well as of Institut Supérieur de Gestion in International Business, Business Administration and Management.



Grégory Libre, Arval Commercial Performance Director

Aged 48, Grégory Libre began his career at Cetelem, in the commercial department. In 1996, he joined Arval France as Head of Sales Administration. In 2002, he became branch manager then Head of Strategic Accounts before leading the commercial network of mid and large companies in 2006. In 2009, he was appointed Marketing Director of Arval France. His scope of work was extended in 2012 to Sales and Marketing Director of Arval France. As Commercial Performance Director since April 1st, 2019, Grégory Libre aims at providing the right tools, for the right customers, with the right people, and supervises the application of the right processes and organisation to better serve clients. He supports sales managers of each country in the way they

promote Arval's offer in their respective markets and in finding the most effective ways to address customer's needs. He reports to Bart Beckers, Arval Chief Commercial Officer, and is a



ARVAL
BNP PARIBAS GROUP

**We care about cars.
We care about you.**

member of the Arval Executive Committee. Grégory Libre is a graduate of DESS Gestion des entreprises at Université Paris – Val-de-Marne (Paris XII).

Contacts :

ELAN EDELMAN

Juliette Guillaume – juliette.guillaume@elanedelman.com - +33 (0)6 35 38 28 12

Arval

Christelle Paillès – christelle.paillès@arval.com - +33(0)1 57 69 53 69

Mathilde Aureau – mathilde.aureau@arval.com - +33(0)1 57 69 54 15

About Arval:

Founded in 1989 and fully owned by BNP Paribas, Arval specialises in full service vehicle leasing. Arval offers its customers – large international corporates, SMEs and professionals – tailored solutions that optimise their employees' mobility and outsource the risks associated with fleet management. More recently, Arval expanded its customer segments to individuals. Expert advice and service quality, which are the foundations of Arval's customer promise, are delivered in 29 countries by around 7,000 employees. Arval's total leased fleet adds up to 1,193,910 vehicles throughout the world (December 2018).

Arval is a founding member of the Element-Arval Global Alliance, the longest standing strategic alliance in the fleet management industry and the worldwide leader with 3 million vehicles in 50 countries. Within BNP Paribas, Arval belongs to the Retail Banking core activity.

www.arval.com

About BNP Paribas:

BNP Paribas is a leading bank in Europe with an international reach. It has a presence in 73 countries, with more than 196,000 employees, including more than 149,000 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.

www.bnpparibas.com



ARVAL
BNP PARIBAS GROUP

**We care about cars.
We care about you.**