

PRESS RELEASE

## Arval appoints Alessandro Pigazzi as Director of its International Business Office

**Arval, the expert in full service leasing (FSL), fully owned by BNP Paribas Group, announces the appointment of Alessandro Pigazzi as Director of its International Business Office (IBO).**

Aged 44, Alessandro Pigazzi is a Political Science graduate from Sapienza University in Rome where he also obtained a Graduate Program Degree on Accounting and Bank Law. Alessandro joined Arval Italy in September 1998, to develop the newly established sales branch in Rome. With almost 20 years' experience in the operational leasing services, Alessandro has held Sales, Management and Consulting roles at local & international levels. After spending 7 years as Director of Large and International Corporates at Arval Italy, he joined the Arval Head Offices in France in 2011. In 2014 he was appointed Director of Arval Consulting and the Corporate Vehicle Observatory (CVO). Today, Arval announces his appointment as Director of the International Business Office, welcoming him back in the forefront of its developing international business.

The Arval International Business Office is a multi-cultural, multi-lingual team of experts in managing international fleets, accounting 1/4th of the total Arval leased fleet and growing by 10% per year. With its head office in Paris, the IBO team of international business managers have the expertise to design, optimize and implement customized fleet strategies. With a dedicated international account management structure, IBO implements the global contracts throughout the network of Arval subsidiaries and partners, performing regular reviews at both local and international levels.

"Following a successful integration with GE and a reinforced and expanding Element-Arval Global Alliance, the Arval International Business Office (IBO) counts today more than 200 international clients and brings together a team of international fleet experts than can support the globalization journey of our existing and future clients across all geographies and all different phases" Alessandro Pigazzi comments.

Bart Beckers, Chief Commercial Officer of Arval, states: "We are happy to welcome Alessandro back at the International Business Office after a very successful tenure at Arval Consulting and CVO. With him at the pilot seat of the IBO, our international as well as global offer with the Element-Arval Global Alliance, is at the forefront of our business with innovative global services and solutions that can optimize the fleet strategies of our existing and future international clients".

### Arval

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### 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. Expert advice and service quality, which are the foundations of Arval's customer promise, are delivered in 28 countries by over 5,500 employees. Arval's total leased fleet adds up to 949,000 vehicles throughout the world (December 2015). 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 nearly 50 countries. Within BNP Paribas, Arval belongs to the Retail Banking core activity.

[www.arval.com](http://www.arval.com)

### **About BNP Paribas**

BNP Paribas is a leading bank in Europe with an international reach. It has a presence in 75 countries, with more than 189,000 employees, including more than 146,000 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 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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