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## PRESS RELEASE

### Element-Arval Global Alliance names new partner in the Republic of Ireland

**The Element-Arval Global Alliance** today announced a partnership agreement with Johnson & Perrott Fleet to provide their full range of Business Mobility solutions in the Republic of Ireland.

Arval and Element are the founding members of the Element-Arval Global Alliance, the longest standing strategic alliance in the fleet management industry with **3 million vehicles** in more than **50 countries**.

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 **29 countries** by over **6,500 employees**. Arval's total leased fleet adds up to **1,103,835 vehicles** throughout the world (December 2017).

Element Fleet Management (TSX: EFN) is a leading global fleet management company, providing world-class management services and financing for commercial vehicle and equipment fleets, Element's suite of fleet management services span the total fleet lifecycle, from acquisition and financing to program management and remarketing – helping customers optimize performance and improve productivity. Element operates in the United States, Canada, Mexico, Australia and New Zealand, and has over one million vehicles under management.

Johnson & Perrott Fleet is part of Johnson & Perrott Motor Group, a market-leading family-owned motor retailer and fleet management company business founded in 1810. The Group has recently announced a major expansion plan with the construction of a new dealership cluster in Cork and the acquisition of National Truck Rental – the leader in the provision of both light and heavy commercial vehicle rental solutions. Johnson & Perrott will provide the full range of products and solutions to Alliance clients, including personal leasing, short-term car hire, full service leasing and sale and leaseback, as well as add-on mobility products and services, including fuel cards, replacement vehicles, roadside assistance and insurance.

Bart Beckers, Chief Commercial Officer of Arval said: "We are delighted to enter into a partnership with Johnson & Perrott Fleet and strengthening our presence in Ireland. Johnson & Perrott has a reputation for excellent service to its customers and we look forward to collaborating with our new partners to extend the full range of our collective services in this growing economy."

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Jim Halliday, President & CEO of Element Fleet Management, International, said, “Johnson & Perrott makes an excellent addition to the Element-Arval Global Alliance. Our customers want to manage their fleet spend globally, and know that their teams are getting the best customer service in each country where they do business. We know that Johnson & Perrott is the right partner to deliver on this promise.”

Mark Whitaker, Chief Executive of Johnson & Perrott Motor Group welcomed the company’s inclusion in the Element-Arval Global Alliance. “We are very excited at the opportunity to represent the Element-Arval Global Alliance in Ireland and look forward to working with our new partners to serve their clients in Ireland. This is a wonderful opportunity for us to join a very successful alliance who are expert in mobility and enables us to further develop our products and services for the benefit of all of our clients.”

**About the Element-Arval Global Alliance:**

Managing more than three million vehicles in 50 countries, Element-Arval Global Alliance customers benefit from an extended global scale, expert advice, digital tools, global reporting, harmonized service delivery and an account team with a single point of contact. The Element-Arval Global Alliance is the longest standing strategic alliance in the fleet management industry, and the worldwide leader in fleet management.

For more information, visit <http://www.elementarval.com/>.

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