



ARVAL | **RELSA**
BNP PARIBAS JOINT-VENTURE



Arval and Relsa complete their joint venture in South-America

Arval and Empresas Relsa today announced they have completed their joint venture (JV) in Chile and Peru, first announced last December, while Arval Brazil also confirms the purchase of Relsa's activities in the country. Arval, is a major player in the full-service leasing of vehicles to companies, and Empresas Relsa, a key actor operating in the same sector in Chile, Peru and Brazil.

Ten years since it entered Brazil, Arval is increasing its footprint in South-America via this agreement with Empresas Relsa. Empresas Relsa now become Arval Relsa, the leading player in the full service leasing industry in Chile and Peru, with a total fleet of over 9,000 vehicles under management in these two countries.

In Brazil, Arval takes over the existing activities of Relsa. With 2,500 vehicles added to its fleet thanks to this acquisition, Arval Brazil total leased fleet now reaches the milestone of 20,000 vehicles. The total combined leased fleet in the 3 countries of Arval Brazil and Arval Relsa is expected to reach around 30,000 leased vehicles.

The Element-Arval Global Alliance is thus strengthening its Latin America footprint and will be able to provide the best products and services across the region.

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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 5,000 employees. Arval's total leased fleet adds up to 930,000 vehicles throughout the world (November 2015), making Arval number one of the full service leasing industry in Europe. 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 48 countries. Within BNP Paribas, Arval belongs to the Retail Banking core activity.

www.arval.com

About RELSA

Founded in 1977, RELSA is owned by Inversiones Juan Yarur and is part of the Yarur Group, one of Chile's leading business conglomerates with investments in various sectors. RELSA currently leads the operative leasing industry in Chile and Peru and is a relevant player in the Brazilian market. With more than 38 years of successful business RELSA is present in over 46 cities in three countries and manages a fleet over 12.000 vehicles, considering light fleet and machinery.

www.relsa.com