

PRESS RELEASE

ARVAL LAUNCHES “THE JOURNEY GOES ON” IN RESPONSE TO NEW EXPECTATIONS FROM COMPANIES AND INDIVIDUALS ENTERING THE POST-COVID-19 LOCKDOWN PERIOD



THE JOURNEY GOES ON FOR INDIVIDUALS:

- From 6.99€ / day for a new car, including all services
- Fast-track delivery
- 100% from home
- 3,000+ Arval used cars for buying or leasing

THE JOURNEY GOES ON FOR COMPANIES:

- A car NOW!
- e-Bike leasing
- Adapted operations to comply with social-distancing and driver safety
- Cost optimisation through contract extensions

Arval, the specialist in full service vehicle leasing and a leading mobility player, is constantly adapting its offer and anticipating the needs of companies and individuals in terms of mobility. Arval is now launching a comprehensive offer specially designed for the post-lockdown period to support its customers who are dealing with the consequences of the pandemic and, more importantly, to help them restart their business and get back to work with safe, sustainable and cost-effective mobility solutions.

As soon as the COVID-19 crisis started, Arval took the necessary measures to help its customers and drivers face its impact. Now that the lockdown measures have been lifted in many of Arval's countries, new accelerating trends are being observed in terms of mobility: higher expectations in terms of disinfection and protection, widespread teleworking, massive use of door-to-door delivery services, and the need for alternative mobility solutions. To support its customers, Businesses (from large international companies to smaller SMEs and self-employed professionals) and Consumers, Arval is now launching its new "The Journey Goes On" offer.

"Arval changed its brand signature a few months ago to "For the many journeys in life". More than ever, we believe that our mission is to help our customers, their drivers and individuals, to face the new journey we are all engaging in. They are all calling for more flexibility, as well as more safety. We want to be there for them, and that's what "The Journey Goes On" is all about", comments Alain van Groenendael, Arval Chairman & CEO.

In the current context, a personal car is the right option to move around safely. It has to be affordable, easy and fast. These are the ingredients of the *Journey goes on* for Individuals and self-employed professionals alike:

- **From 6.99€ / day for a new car**, including all services: maintenance, insurance, tires, assistance (limited number / 36 month + contract)
- **Fast-track delivery:** 2 weeks delivery for many cars in stock (5000+ cars).

- **100% from home:** order your car from your sofa and get it delivered to your door
- **In addition, a large stock also of 3,000+ Arval used cars for buying or leasing**

An increasing number of individuals and professionals/ small businesses are choosing full service leasing for their cars since this solution does not require any down payments or large cash investments, and is hassle free, because it includes all services. With the current situation, and The Journey Goes On offer, leasing makes even better sense in this period of uncertainty. Arval believes more people will benefit from these safe, convenient solutions for their mobility.

The Journey Goes On offer is also designed for Companies and is built around three main pillars to answer their specific needs:

- **A car NOW!: Flexible & immediate car leasing solutions to help companies restart their business:** a large stock of sanitized cars immediately available for leasing for just a few months, especially adapted for commuters and workers who want to move around safely. A "Staff rotation" option allows for safe and regular driver swapping with the same car (every week or more).
- **e-Bike leasing,** as a safe and eco-friendly alternative for daily trips: for employees living up to 15km away from their office, eBike is one of the healthiest and most sustainable mobility options to travel to work.
- **Adapted operations to comply with social-distancing and driver safety:** car pick-up and delivery at home or office, on-site maintenance, car sanitization.

Arval has always stood by its customers to help them face all the challenges they meet. As soon as the lockdown began, the company started helping its customers experiencing difficulties by offering – among other initiatives – to review their contracts, especially by extending them. The Journey Goes On offer has been designed with the same mind-set. The offer dedicated to individuals is also available for the employees of companies who want to provide them with an alternative mobility mean such as Electric Bike leasing or Electric Vehicle leasing – one of Arval's key area of expertise.

The Journey Goes On will be progressively launched across Arval's 8 biggest territories (France, Italy, UK, Spain, Germany, the Netherlands, Poland and Belgium) and further extended within the Arval world. In all territories, the content of the offer is adapted to local conditions and constraints.

Contacts:

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

Arval is the specialist in full service vehicle leasing (1.3 million leased vehicles in the world at end Dec. 2019) and new mobility solutions. Every day, the 7,100 Arval employees, in their 29 countries, strive with passion to accomplish Arval's promise: offer to all its customers – large international corporates, smaller companies or retail clients (including individuals), flexible solutions to make their journeys seamless and sustainable. 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 belongs to the Retail Banking & Services field of activity.

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, corporate 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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