

PRESS RELEASE

# ARVAL LAUNCHES ARVAL CONNECT, A POWERFUL SOLUTION TO HELP CUSTOMERS BETTER CONTROL THEIR FLEET COSTS AND ACCELERATE ENERGY TRANSITION

Today, the shortage of semiconductors and inflationary pressures are having a direct impact on companies. At the same time, CSR is becoming increasingly important with companies being more and more aware of their responsibility to accelerate energy transition. More than ever, controlling costs and acting positively on environmental issues are key priorities. To support its customers, Arval has revamped Arval Active Link, its existing connected services offer, and is now launching Arval Connect.

## Arval Connect: leveraging customers' success stories

With dedicated, in-house expert teams, Arval has been investing in telematics for ten years and now counts 400,000 connected vehicles in its fleet. Within the Arval Beyond strategy, Arval has announced the ambitious objective of having 1.5 million connected vehicles by the end of 2025, representing 75% of its leased fleet.

Practically speaking, with Arval Connect customers can expect:

- **an optimised TCO:** for example, by identifying ways to reduce fuel consumption (up to 16% fuel spend savings),
- **improved safety and a more sustainable fleet:** by providing a personalised driving behaviour profile and promoting road safety (up to 25% accident reduction), analysing electrification opportunities and reducing CO<sub>2</sub> emissions,
- **a more efficient workforce:** offering the possibility to assign urgent tasks, optimising time spent driving and easing tax administration.

Customers receive tailored assistance throughout their project implementation, making sure their journey to connectivity is a success. Arval is **committed with a strong and differentiating “money back guarantee”**.

## One step further: Arval Connect combined with connected insurance

With the aim of increasing safe and eco-conscious driving, reducing the number of road collisions and helping customers save money, Arval is going even further by connecting driving behaviour



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data with risk management. Arval Connect customers in Italy are the first to benefit from two new pilot services:

- a **Connected insured rental service** which will provide a discount on the lease, based on driving history, when the vehicle is insured by Arval,
- a **Connected Drivers programme** to support customers in improving the drivers' scores. It comes with a set of driver training courses and incentives.

*“At a time when companies are closely monitoring CO<sub>2</sub> emissions and fleet, our mission is to help our customers achieve their goals by achieving smarter mobility. With Arval Connect, we provide them with a kind of mini leasing consulting tool that enables tangible benefits and better decisions. Combined with insurance-related services, we offer an innovative approach to encourage safe and eco-conscious driving”*, comments Alain van Groenendael, Arval Chairman and CEO.

Arval Connect is currently deployed in 22 countries.

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### **About Arval:**

Arval specialises in full-service vehicle leasing and new mobility solutions, leasing close to 1.5 million vehicles at the end of December 2021. Every day, 7,500 Arval employees in 30 countries offer flexible solutions to ensure seamless and sustainable journeys for its customers, ranging from large international corporate groups to smaller companies and individual retail clients.

Arval is a founding member of the Element-Arval Global Alliance, a world leader in the fleet management industry, with more than 3 million vehicles across 53 countries. Arval was founded in 1989 and is fully owned by BNP Paribas. Arval is positioned within the Group's Commercial, Personal Banking & Services division.

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

### **About BNP Paribas:**

BNP Paribas is the European Union's leading bank and key player in international banking. It operates in 65 countries and has nearly 190,000 employees, including nearly 145,000 in Europe. The Group has key positions in its three main fields of activity: Commercial, Personal Banking & Services for the Group's commercial & personal banking and several specialised businesses including BNP Paribas Personal Finance and Arval ; Investment & Protection Services for savings, investment and protection solutions ; and Corporate & Institutional Banking, focused on corporate and institutional clients. Based on its strong diversified and integrated model, the Group helps all its clients (individuals, community associations, entrepreneurs, SMEs, corporates and institutional clients) to realise their projects through solutions spanning financing, investment,



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savings and protection insurance. In Europe, BNP Paribas has four domestic markets: Belgium, France, Italy and Luxembourg. The Group is rolling out its integrated commercial & personal banking model across several Mediterranean countries, Turkey, Eastern Europe as well as via a large network in the western part of the United States. As a key player in international banking, the Group has leading platforms and business lines in Europe, a strong presence in the Americas as well as a solid and fast-growing business in Asia-Pacific.

BNP Paribas has implemented a Corporate Social Responsibility approach in all its activities, enabling it to contribute to the construction of a sustainable future, while ensuring the Group's performance and stability.

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