

ARVAL LAUNCHES ARVAL ENERGY, A STRATEGIC INITIATIVE UNLOCKING THE FULL POTENTIAL OF SMART CHARGING FOR ELECTRIC VEHICLES

Arval Energy is a strategic initiative led by Arval's Executive and Strategy Management, which embarks all Arval's centres of expertise, as part of its long-term strategy.

The development of electric mobility continues in Europe (+28% battery electric vehicle registrations in 2023 vs 2022*) multiplying the number of batteries to charge daily, while offering new and important storage for energy coming from wind or solar power. Various technologies are now available, allowing to benefit from cheaper electricity while promoting the development of renewable energy. The challenges and opportunities to massively deploy these technologies require the construction of an ecosystem connecting the different actors of the value chain.

"Arval Energy" is the bridge between the worlds of mobility and energy. Its purpose is to develop synergies between the two markets in all Arval geographies, targeting more specifically leased vehicles.

This initiative, built as the result of existing and future collaborations, puts forward the technologies of V1G, Vehicle-to-Grid (V2G) and Vehicle-to-Home (V2H) in particular.

Following EVs, it's time for charging solutions

With an expertise and commitment to energy transition, Arval is experiencing an exponential growth in the adoption of battery electric vehicles (BEVs). With more than 166,000 units in its customers' fleets at the end of 2023 in the world, marking an 85% growth in one year, Arval aims to reach 350,000 BEVs by 2025. In addition, all the new vehicles Arval orders for its employees' fleet are now 100% electric**.

With the adoption of electric vehicles by customers now underway, Arval Energy aims to address the remaining challenge of charging as one of the remaining barriers to EV adoption. In fact, the Arval Mobility Observatory's latest Barometer shows that 70% of the surveyed companies are not yet on board with the transition to all-electric due to a lack or absence of sufficient charging infrastructure.

A holistic approach to charging

Together with its partners, Arval Energy explores, tests, develops, and industrializes all advanced charging components for vehicles:

1. **Charging everywhere**, at home, on the road, at work: Following the launch of Arval Charging Services in January 2024 – a bundle offer comprising a leased vehicle together with its charging station at home or in the office –, and the partnership announcements with Charging Point Operators (CPO) and Mobility Service Providers in Europe granting access to 600,000 charging points across 22 countries, Arval forges two new major partnerships with:



- **Last Mile Solutions:** The leading provider of EV charging and smart energy management platforms that will facilitate Arval fleet customers to get direct access to over 600,000 charge points across Europe via a single platform.
 - **FastNed:** A major player of fast charging on the road, particularly highways and high-traffic corridors. FastNed provides electricity coming exclusively from renewable energy sources through its more than 1,700 charging points available in 7 European countries. Thanks to this partnership, Arval customers and drivers will be able to benefit from simplified access to high-quality charging experience.
2. **Smart charging** optimizes the best time of charge for the electric vehicle to lower its cost. Thanks to V1G technology, the vehicle charges when electricity is at its cheapest and comes from renewable sources, such as solar and wind energy. In addition, it contributes to the balance of the electricity grid and creates value on the electricity distribution chain. Estimated value creation is set to be more than €200 per vehicle per year. This is still early stage and in order to test the concept, Arval teams up with **Jedlix** in the Netherlands. Jedlix is a Dutch scale-up whose mission is to optimise the use of renewable energy by unlocking the value of the flexibility of electric car battery charging and discharging process.
 3. **The battery as a renewable energy reserve source:** Thanks to the Vehicle-to-Grid (V2G) technology, an electric vehicle's battery can store sun or wind-powered energy, then send it back to the grid at nighttime or when wind power is at its lowest, conversely, when demand reaches its peak. Combined with solar panels and Vehicle-to-Home (V2H) technology, it allows the user to "produce" its own electricity, store it in the vehicle and use it for household purposes in the evening or at night. In France for example, the car-sharing vehicles available at Arval head office are already compatible with V2G and have generated a gain of €250 per charging station per year.

Arval' V2X strategy is supported by the ecosystem of Arval's key partners and innovative technologies.

These new energy challenges are complex, particularly for companies. Therefore, Arval Energy also relies on the expertise of Arval Consulting to support clients in defining the strategy that best suits their situation and that of their employees.

"Thanks to these multiple partnerships, Arval is engaged in the acceleration of fleet electrification for its customers by lifting the barriers to charging solutions" says Hugo Salaun, Chief Strategy Officer of Arval. "The launch of the Arval Energy initiative allows us to accelerate the development and deployment of smart charging. Our ambition is to make energy more accessible and more sustainable for all our stakeholders, and explore the future possibilities around energy trading."

«Confirming its position as a key player in the mobility sector, Arval anticipates, through the launch of Arval Energy and its first actions in favor of the adoption of electric vehicles, the topics that will be key for energy transition, tomorrow» confirms Alain van Groenendael, Chairman and CEO of Arval.

* Source: ACEA

** With the temporary exception of Morocco and Latin American countries, due to a weak development of local charging infrastructure.



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About Arval:

Arval is a major actor in full-service vehicle leasing and a specialist in mobility solutions, leasing more than 1.7 million vehicles as at the end of December 2023. Every day, 8,400 Arval employees in 29 countries offer flexible solutions to make journeys seamless and sustainable 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 4.4 million vehicles in 56 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. Arval has been rewarded with the EcoVadis 2023 gold medal, placing its Sustainability strategy in the Top 5% of the companies assessed.

www.arval.com

About BNP Paribas:

BNP Paribas is the European Union's leading bank and key player in international banking. It operates in 63 countries and has nearly 183,000 employees, including more than 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, 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, and Eastern Europe. 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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