

PRESS RELEASE

ARVAL: 2024 ANNUAL RESULTS
SOLID PERFORMANCE AND VERY GOOD BUSINESS GROWTH
GRADUAL NORMALISATION OF THE USED VEHICLE MARKET
AFTER TWO EXCEPTIONAL YEARS

Rueil-Malmaison, 07/03/2025

VERY GOOD BUSINESS GROWTH

FINANCED FLEET: +5.6% compared to 31/12/2023
FINANCIAL OUTSTANDINGS: +19.9% vs. 2023

STRONG INCREASE IN THE FINANCIAL MARGIN AND IN THE SERVICE MARGIN
IMPACT OF THE NORMALISATION OF USED VEHICLE PRICES

GROSS OPERATING INCOME: €2,606.5 million, or -10.3% compared to 2023
GROSS OPERATING INCOME EXCLUDING CAR SALES RESULT:
€1,780.6 million, or +14.7% compared to 2023

OPERATING EXPENSES UNDER CONTROL

OPERATING EXPENSES: €1,022.6 million (+4.3% compared to 2023)

COST OF RISK REMAINS MODERATE

17 bp¹

GOOD RESILIENCE OF OPERATING RESULT

OPERATING RESULT: €1,525.0 million (-18.5% compared to 2023)

NET INCOME: €1,129.9 million

NET INCOME²: -19.2% compared to 2023
Gradual return to normal of used car prices after two years in 2022 and 2023
at exceptionally high levels

¹ Calculated on the basis of the average financial outstandings, in bp, where the financial outstandings (management data) represent the value of the rental fleet based on financial amortisation.

² Before net income attributable to minority interests.

*"In a context of gradual normalisation of used vehicle prices, which were at exceptionally high levels over the last two years, Arval achieved a very good performance in 2024 with a financed fleet up by 5.6% compared to 2023, to 1.8 million vehicles, and outstandings up by 19.9%. **Thanks to its profitable and sustainable growth strategy**, Arval's gross operating income proved resilient and increased by 14.7% compared to 2023 excluding car sales result.*

Operating expenses are well under control and grew by only 4.3%, significantly slower than the fleet, due to efficiency and digitalisation measures. Arval thus recorded a net income of €1,130 million, remaining at a very good level.

Arval is pursuing with determination its investments in sustainable mobility for the benefit of its clients' energy transition, and has seen its CSR strategy recognised by obtaining the EcoVadis platinum medal, which places it among the top 1% of companies assessed. The electric vehicle fleet is up by 52% compared to 2023 and the launch of Arval Mobility Pass is a success with already more than 60,000 users.

I would like to thank all Arval employees for this good performance, which enables our company to start 2025 with confidence", declared Alain van Groenendael, Chief Executive Officer of Arval.

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The Board of directors of Arval Service Lease met on 6 March 2025 and approved the Arval Group's full-year results for 2024.

SOLID RESULTS: STRONG INCREASE IN THE FINANCIAL MARGIN AND IN THE SERVICE MARGIN BUT GRADUAL NORMALISATION OF USED VEHICLE PRICES AFTER TWO EXCEPTIONAL YEARS

Arval continues its growth in 2024 with a **financed fleet that now stands at 1,796,396 vehicles worldwide, or 5.6% growth compared to 2023.**

The financed fleet in the Corporate segment amounts to 1,193,302 vehicles at the end of December 2024 (+5.1 % compared to the end of December 2023). The **Retail** segment reached 557,089 vehicles, an increase of 10.0 % compared to the end of December 2023, demonstrating the growing interest of SMEs and individuals for long-term leasing (growth in the individual customer segment amounting to 17.0%). The **Arval Flex** fleet (flexible medium-term subscription) stood at 46,005 cars, down 23.5 % compared to the end of December 2023, due to the better availability of vehicles for long-term leasing thanks to the gradual return to a normal level of delivery times.

The Arval fleet comprises 573,086 electrified vehicles (hybrid vehicles and electric vehicles) as at 31 December 2024, up by 30.7 % compared to last year. Fully electric vehicles saw very strong growth: +52.3 %, at 253,373 vehicles.

In line with its Arval Beyond strategic plan, in 2024, Arval signed numerous partnerships enabling it to **continue to grow its fleet, expand its international presence and broaden its offering to propose ever more personalised support to its customers and support them in their energy transition.**

- This year, Arval signed **numerous partnerships with several key sector players**: with **car manufacturers** to propose an increasingly developed offer to its customers (80 white-label partnerships now in place with 15 manufacturers), and with **charging point suppliers** (700,000 charging points accessible in Europe).

BNP Paribas Mobility, through Arval, BNP Personal Finance and BNP Paribas Cardif and **La Banque Postale**, with its consumer finance subsidiary La Banque Postale Consumer Finance

(LBPCF), signed a memorandum of understanding in 2024 to set up a **partnership to distribute a mobility offer to individual customers of the La Banque Postale Group.**

- Arval also continues to **enhance its offers and services** with:
 - o The deployment of **Arval STAR** (Strategic Transformation through Actionable Recommendations) offering to support companies in their challenges related to the energy transition, sustainability and new mobility requirements;
 - o **Arval Connect**, which now counts **800,000 connected vehicles** to offer customers and drivers value-added services on their vehicles;
 - o **Arval Mobility Pass**, a physical or virtual card enabling its beneficiaries to easily spend their mobility subsidies, whether they benefit from a fixed Sustainable Mobility amount and/or a Mobility Credit granted by their employer;
 - o At the end of 2024, Arval had more than **410,000 users of extended mobility solutions**, of which 60,000 Arval Mobility Pass users; and more than 9,000 bicycle users.

- Arval devoted more than **7,800 days of Consulting** to support its customers in their energy transition, and has set up services **facilitating the adoption of electric mobility and associated services**, promoting a smoother experience, particularly with charging at home, in the workplace or on the go. Through numerous partnerships, Arval's clients can now access more than **700,000 charging points**.

- Arval has also launched **Arval Energy, a strategic initiative** to create synergies between the world of mobility and that of energy, in particular thanks to V1G, Vehicle-to-Grid (V2G) and Vehicle-to-Home (V2H) technologies. Arval has also become a **member of smartEn - Smart Energy Europe**, the professional association integrating consumer-focused solutions for the clean energy transition. Arval has invested in **Shift4Good**, the largest independent venture capital fund dedicated to **decarbonising the transport industry**, and has also become a partner of **EVVE project** (Environmental Recovery of Virtual Energy Storage), aimed at deploying **800 V2G charging stations** in Europe.

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In 2024, Arval's gross revenues increased by 22.2%, to €19,669.3 million (€16,095.6 million in 2023), in line with business growth.

Gross operating income amounted to €2,606.5 million (-10.3% compared to 2023), recording the impact of the gradual normalisation of used vehicle prices which experienced exceptionally high levels in 2022 and 2023 due to the lower production of new vehicles, but showing good resilience thanks to the increase in lease contract margins (financial margin) and in service margins in connection with the increase in financed outstandings (+19.9%).

Gross operating income, excluding car sales result, thus recorded an overall increase of 14.7% reflecting the good growth of the business: the margin on lease contracts, at €798.1 million, increased by 18.5% compared to 2023 and the service margin stood at €982.5 million, up 11.8% compared to 2023.

Car sales result and expected capital gains on disposals were €825.8 million in 2024, still at a high level, in a used vehicle market where sales prices are gradually normalising after two years at exceptional levels (result of €1,129.6 million in 2022 and €1,353.6 million in 2023), and with some expected capital gains on disposals having been revised upwards.

At €1,022.6 million, Arval Group's **operating expenses** are well controlled. They grew slower than the fleet, increasing by 4.3 % compared to 2023. The cost-income ratio stands at 39.2 % in 2024 compared to 33.7% in 2023 reflecting the impact of the gradual normalisation of used vehicle prices. The cost/income ratio excluding car sales result improved slightly to 57.4% compared to 63.2% last year, resulting from the positive effect of operational efficiency measures.

The **cost of risk** remained moderate at €58.9 million, or 17 basis points relative to financial outstandings³. It is close to the level of the previous year (€53.9 million, or 18 basis points).

Operating result, at €1,525.0 million (€1,871.6 million in 2023), thus reflected the gradual normalisation of used vehicle prices compared to the exceptionally high levels of the previous two years and showed good overall resistance (-18.5%) thanks to the very good growth in outstandings.

Non-operating items totalled -€22.4 million (€20.1 million in 2023). They include the effect of the application of IAS 29 "Financial reporting in hyper-inflationary economies" within Arval's Turkish subsidiary (TEB Arval) for -€35.6 million compared to +€4.8 million in 2023.

Profit before tax at €1,502.5 million (€1,891.8 million in 2023) is down by 20.6 %.

Net income thus stood at €1,129.9 million, down by -19.2 % compared to 2023, reflecting the impact of the gradual normalisation of used car prices after two exceptional years (net income of €1,249.2 million in 2022 and €1,398.1 million in 2023). **Net income, Group share** amounted to €1,087.4 million (-21.2 % compared to the same period of 2023).

Despite the gradual return to normal in vehicle sales, Arval achieved good performance in 2024, resulting from the good growth in its business and in its financial outstandings. These solid results testify to the success of its long-term leasing business model as well as the diversification of its customer base, the geographical areas in which it operates and its products.

The **balance sheet total** shows growth of 8.1 % compared to 2023 to reach €47,915 million at the end of December 2024 related, in particular, to the growth of the fleet and the increase in vehicle prices. Total equity amounts to €4,550 million at the end of December 2024 (€3,980 million at the end of December 2023).

As part of the preparation of its future strategic plan, Arval is extending its Arval Beyond plan by one year, with a fleet target of 2 million vehicles by 2026, including 400,000 electric vehicles.

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³ In bp. Financial outstandings (management data) represent the value of the rental portfolio based on financial amortisation.

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Arval is a major actor in full-service vehicle leasing and a specialist in mobility solutions founded in 1989. Arval is fully owned by BNP Paribas and positioned within the Group's Commercial, Personal Banking & Services division. Arval was leasing nearly 1.8 million vehicles as of the end of 2024. Every day, nearly 8,600 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 private customers. Arval is a founding member of the Element-Arval Global Alliance. The fleets of all the Alliance members represent more than 4.5 million vehicles in 55 countries. Arval has been rewarded with the highest level of the EcoVadis medal, the platinum level, placing its CSR strategy in the Top 1% 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.

<https://group.bnpparibas/en/>

Appendices

Consolidated income statement

In millions of euros	Notes	Year to 31 December 2024	Year to 31 Decembre 2023
Lease contract revenues		7 363,11	6 183,08
Lease contract costs depreciation		(5 294,29)	(4 706,77)
Lease contract - Financing		(1 269,45)	(801,96)
Foreign exchange gain/loss		(1,27)	(1,01)
LEASE CONTRACT MARGIN	3.a	798,10	673,33
Service revenues		5 482,12	4 877,25
Costs of service revenues		(4 499,59)	(3 998,14)
LEASE SERVICES AND OTHER MARGIN	3.b	982,53	879,11
Proceeds of cars sold		6 824,05	5 035,32
Cost of cars sold and revaluation		(5 998,22)	(3 681,74)
CAR SALES RESULT AND REVALUATION	3.c	825,82	1 353,58
GROSS OPERATING INCOME		2 606,45	2 906,03
Salary and employee benefit expense	3.d	(708,74)	(654,88)
Other operating expenses	3.d	(246,68)	(262,04)
Depreciation, amortisation and impairment of property, plant and equipment and intangible assets	3.d	(67,19)	(63,63)
OPERATING EXPENSES		(1 022,61)	(980,54)
Cost of risk	3.e	(58,89)	(53,85)
OPERATING RESULT		1 524,95	1 871,63
Other incomes and other expenses	3.f	(22,41)	20,15
Share of earnings of equity-method entities	3.g	-	-
PROFIT BEFORE TAX		1 502,54	1 891,78
Corporate income tax	3.h	(372,63)	(493,67)
NET INCOME		1 129,91	1 398,11
Net income attributable to minority interests		42,50	18,36
NET INCOME ATTRIBUTABLE TO EQUITY HOLDERS		1 087,41	1 379,75

Consolidated balance sheet

In millions of euros	Notes	31 December 2024	31 December 2023
ASSETS			
Goodwill	5.a	641,22	633,01
Other intangible assets	5.b	156,86	143,73
INTANGIBLE ASSETS		798,08	776,74
Rental fleet	5.c	40 164,26	34 659,07
Property, plant and other equipment	5.d	191,36	183,44
TANGIBLE ASSETS		40 355,63	34 842,51
Equity-method investments	5.e	-	-
Securities at fair value through profit or loss	5.f	-	-
Derivatives used for hedging purposes	5.g	39,46	11,80
Other non current financial assets	5.h	287,41	244,51
FINANCIAL ASSETS		326,88	256,31
Deferred tax assets	5.i	41,77	37,99
NON CURRENT ASSETS		41 522,35	35 913,54
Inventories	5.j	971,07	944,24
Trade receivables	5.k	1 559,50	1 483,60
Cash and cash equivalents	5.l	1 438,54	3 662,70
Derivatives used for hedging purposes	5.g	15,79	4,72
Other financial assets	5.h	1,00	1,14
Current income tax receivable	5.i	90,21	112,64
Other receivables and prepayments	5.m	2 316,54	2 205,30
CURRENT ASSETS		6 392,66	8 414,33
TOTAL ASSETS		47 915,01	44 327,87
LIABILITIES			
Share capital		66,41	66,41
Share premium		0,75	38,75
Retained earnings and other reserves		3 353,14	2 476,62
Net income		1 129,91	1 398,11
<i>Net income for the period attributable to shareholders</i>		<i>1 087,41</i>	<i>1 379,75</i>
<i>Net income for the period attributable to minority interests</i>		<i>42,50</i>	<i>18,36</i>
TOTAL EQUITY		4 550,21	3 979,90
Subordinated debt	5.o	90,00	90,00
Debt securities	5.p	2 909,55	5 018,98
Borrowings from financial institutions	5.q	23 798,82	18 712,33
Derivatives used for hedging purposes	5.g	17,14	30,12
Retirement benefit obligations and long term benefits	5.r	59,29	55,83
Provisions	5.s	354,79	626,40
Deferred tax liabilities	5.i	858,45	693,06
Trade and other payables	5.t	267,64	252,72
NON CURRENT LIABILITIES		28 355,68	25 479,43
Borrowings from financial institutions	5.q	9 092,54	7 531,06
Debt securities	5.p	2 283,14	3 847,15
Derivatives used for hedging purposes	5.g	6,86	12,05
Provisions	5.s	141,35	249,63
Current income tax liabilities	5.i	110,85	150,30
Trade and other payables	5.t	3 374,39	3 078,36
CURRENT LIABILITIES		15 009,12	14 868,55
TOTAL LIABILITIES		43 364,80	40 347,97
TOTAL EQUITY AND LIABILITIES		47 915,01	44 327,87