

PRESS RELEASE

ONNO BIERHOFF NEW DIRECTOR SME AND PRIVATE LEASE AT ARVAL NETHERLANDS

On January 3, 2018 Onno Bierhoff takes over the responsibility of Director SME and Private Lease at Arval. Onno succeeds Dick Bakker who launched this business in 2014. Dick will become the Director for Arval Mid Term Rental, Arval's Short-lease product, and Re-marketing.

Onno, having completed his Strategic Management degree at the Erasmus University in Rotterdam and International Business at Maastricht University has held a couple of key marketing roles within Deloitte Netherlands and BMW Group Financial Services. Onno will focus on growing our SME and Private Lease business which today is growing rapidly, a trend that is expected to continue, and which Arval wants to double in size within the next three years.

In order to strengthen the development of Arval Mid-Term Rental, Dick Bakker has been asked to take the lead in this process. With over 25 years of experience in the corporate arena Dick is perfectly capable to put this product firmly on the map. The sale of ex-lease cars also becomes Dick's focus area. Dick remains part of Arval Nederland's senior management team.

Liam Donnelly, General Manager Arval Netherlands: "With the SME and Private Lease segment growing and the demands for a more flexible mobility offerings between 1-24 months I am convinced Onno and Dick can use their respective skills to support Arval's growth ambitions in these key arenas that supports an improved user experience"

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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 6,400 employees. Arval's total leased fleet adds up to 1,028,142 vehicles throughout the world (December 2016). 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 50 countries. Within BNP Paribas, Arval belongs to the Retail Banking core activity.

www.arval.com

About BNP Paribas

BNP Paribas is a leading bank in Europe with an international reach. It has a presence in 74 countries, with more than 192,000 employees, including more than 146,000 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, corporates 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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