



PRESS RELEASE

2010, a year of strong growth for the Arval group

Despite the economical climate, ARVAL Romania showed in 2010 a raise of 10% of its market share, consolidating the 3rd position on the Romanian market of auto full service operational leasing.

With access to the resources and the experience of a strong group, Arval Romania proved in 2010 that the financial crisis could become an opportunity. As a consequence, the measurable results, quantified in the enlarged fleet, also meant creativity, expertise and the quality of service – the three pillars that define Arval business.

2010 brought Arval Romania a 10% growth of the market share and the launch of several new products, created to answer the clients' needs. We should mention, among them: Sale & Lease Back Arval, developing the Service Locator and Arval Mobile application, the first ever created for i-Phone on the Romanian market of operational leasing or the new safety & eco driving program – Drive4Life.

By the end of 2010, the total fleet of Arval Romania summed up 3,500 vehicles, with a raise of 30% compared to 2009 and a turnover of Euro 21 million, 40% bigger than the previous year. The investments carried out in 2010 reached Euro 11 million. In 2011, Arval Romania plans to invest 5 million more above this amount (a raise of 45%).

For this year, the growth of the fleet is assessed to 4,300 vehicles and the turnover is estimated to register a raise of 20 - 25%, in accordance with the general growing trend of the market. Christian Busch, Managing Director of Arval Romania said: "We will keep offering down to earth services and solutions, tailored to the customers' needs, with emphasis on quality and innovation. We want to become a quality benchmark for the Romanian operational leasing market".

The same trend was applied within the entire Arval group that showed a strong upturn in its activities for 2010. Its performance significantly outstripped that of the market, with a 10% increase in the fleet, that now reaches a total of 667,500 vehicles, compared to the market's limited growth of 1%. The group now holds 10% market share in Europe, thereby consolidating its n°2* position.

Despite an economic climate that remains difficult, Arval's fleet progressed steadily from 2009 (10% up) and the vehicle purchased rose with 180,600 units (27% up from 2009). In turn, the number of vehicles sold (149,800) increased by 7% compared to 2009.



About Arval

Founded in 1989, Arval specializes in full service auto operational leasing, offering companies tailored solutions that optimize their employee's mobility and outsource the risks associated with fleet management. Arval is market leader in France and Italy. Arval has businesses in 34 countries, with 22 subsidiaries, 4,000 employees and in 12 other countries through its network of partners. Arval Romania was founded in 2006.

By the end of 2010, Arval's fleet was of 3,500 vehicles, with 30% more than 2009 and a turnover of Euro 21 million, 40% more than the previous year. Arval's total leased fleet adds up to 667,500 vehicles throughout the world (December 2010). Arval is part of BNP Paribas Group, the European leader in banking services and one of the first six banking groups in the world, according to Standard & Poor's. For more information please access www.arval.ro

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