



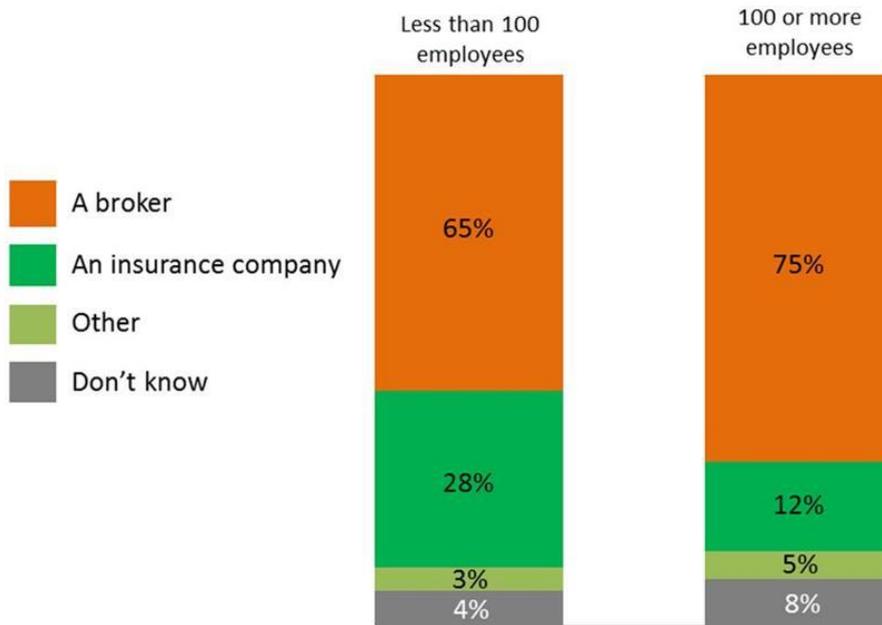
NEWS RELEASE

Arval provides a new alternative for UK fleets

Arval UK, a leading vehicle leasing and fleet management company, is giving businesses in the UK a new option when it comes to insuring their company vehicles.

Research commissioned by Arval shows that companies in the UK generally opt for one of two solutions when it comes to insurance. They either use an insurance broker or go direct through an insurance company. Arval is now offering a third choice which delivers new levels of flexibility and convenience at a competitive price.

How fleet insurance is sourced in the UK



Arval currently provides two products in the UK. The first is Arval Total Care which is an optional package allowing customers to choose an insured lease vehicle. The package includes Contract Hire with third party insurance, own damage protection, glass damage protection, maintenance management, breakdown assistance and accident management. Pricing is fixed for the duration of the vehicle lease



Tuesday, 12 May 2015

providing reassurance and stability for customers. While Arval has also just launched a fleet insurance product which simply and cost effectively enables coverage of an entire fleet of vehicles, including those cars and vans that are not funded by Arval. These new options are initially available to Arval's small and medium sized customers.

Arval is already seeing encouraging demand for the newly launched products, a position reinforced by the research which sought the views of 300 UK fleet operators. It showed that as many as 22% of companies with less than 100 employees are considering taking insurance through their leasing company.

The research among companies of all sizes also shows that the majority of companies separate their fleet insurance policy needs from overall business insurance needs. 72% of companies with less than 100 employees and over 50% of larger companies have separate fleet insurance policies making comparisons and switching much easier.

Robert Pieczka, Marketing & Insurance Director at Arval comments:

"Traditionally companies have sourced their fleet insurance from either a broker or an insurer directly. Arval is now providing a third way. A new alternative with easy switching process, competitive pricing, a unique offer and an option for Arval Total Care with fixed pricing for the duration of the lease."

He adds, "Products like this have been popular across other European countries for a number of years where we see high levels of take-up. With the benefits that these products provide, we anticipate a growing number of businesses in the UK to consider this alternative option."

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Editor's Notes

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About Arval UK

Arval UK, part of the Arval Group, is a leader in the provision of vehicle funding and fleet management solutions. Owned by BNP Paribas, with substantial buying power, we have 40 years of industry experience and fund more than 100,000 cars and vans. Focused on service quality, Arval UK is a people-

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led company, with specialist teams dedicated to businesses from start-ups to FTSE 100 companies. Arval continues to invest significantly in technology to improve fleet efficiency and has a comprehensive range of products and services covering funding solutions including contract hire, vehicle maintenance, fuel management, accident management, breakdown recovery, short and medium term hire, insured lease vehicles, full outsourcing and consultancy services.

arval.co.uk

About Arval

Founded in 1989 and fully owned by BNP Paribas, Arval specialises in full service vehicle leasing. Arval offers its customers – professionals, SMEs and large international corporates – tailored solutions that optimise their employee's 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 25 countries by over 4,000 employees, and in 14 other countries through a network of partners. Arval's total leased fleet adds up to more than 700,000 vehicles throughout the world. Within BNP Paribas, Arval belongs to the Retail Banking core activity.

arval.com

About BNP Paribas

BNP Paribas has a presence in 75 countries with more than 185,000 employees, including 145,000 in Europe. It ranks highly in its two core activities: Retail Banking & Services (comprised of Domestic Markets and International Financial Services) and Corporate & Institutional Banking. In Europe, the Group has four domestic markets (Belgium, France, Italy and Luxembourg) and BNP Paribas Personal Finance is the leader in consumer lending. BNP Paribas is rolling out its integrated retail banking model across Mediterranean basin 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 and solid and fast-growing businesses in Asia-Pacific.

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