

**ARVAL SERVICE LEASE**  
**Statutory auditor's report on the Consolidated**  
**Financial Statements**

Years ended December 31st, 2018 and December 31st, 2019

**MAZARS SA**

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SA D'EXPERTISE COMPTABLE ET DE COMMISSARIAT AUX COMPTES A DIRECTOIRE ET CONSEIL DE SURVEILLANCE  
Capital de : 8 320 000 euros - RCS Nanterre B 784 824 153

## **ARVAL SERVICE LEASE**

A French limited company in the form of a *Société anonyme*  
with share capital of €66,412,800  
Registered office: 1 boulevard Haussmann, 75009 Paris  
Siren N°: 352 256 424

### **Statutory auditor's report on the Consolidated Financial Statements**

Years ended December 31<sup>st</sup>, 2018 and December 31<sup>st</sup>, 2019

ARVAL SERVICE LEASE  
STATUTORY AUDITOR'S REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

For the years ended December 31<sup>st</sup>, 2018 and December 31<sup>st</sup>, 2019

To the Board of Directors of ARVAL SERVICE LEASE,

In our capacity as statutory auditor of ARVAL SERVICE LEASE (the “**Company**”) and in accordance with your request and with Commission Regulation (EU) 2017/1129 supplemented by Commission Delegated Regulation (EU) 2019/980 in the context of the contemplated admission of debt securities of the Company to trading on regulated market of Euronext Paris, we have audited the accompanying Consolidated Financial Statements prepared for the purpose of the prospectus under International Financial Reporting Standards (“**IFRS**”) as adopted by the European Union for the years ended December 31<sup>st</sup>, 2018 and December 31<sup>st</sup>, 2019 (thereafter the “**Consolidated Financial Statements**”).

These Consolidated Financial Statements are the responsibility of Board of Directors on the basis of the information available at that date in the evolving context of the crisis related to Covid-19 and of difficulties in assessing its impacts and future prospects.

Our role is to express an opinion on these Consolidated Financial Statements based on our audit.

We conducted our audit in accordance with professional standards applicable in France, as well as with the professional guidance of the French Institute of Statutory Auditors (“**CNCC**”) applicable to such engagement. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the Consolidated Financial Statements are free of material misstatement. An audit involves performing procedures, using sampling techniques or other methods of selections, to obtain audit evidence about the amounts and disclosures in the Consolidated Financial Statements. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made, as well as the overall presentation of the Consolidated Financial Statements. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

In our opinion, the Consolidated Financial Statements prepared for the purpose of the prospectus, present fairly, in all material respects, the assets and liabilities and the financial position of the Group as December 31<sup>st</sup>, 2018 and December 31<sup>st</sup>, 2019, and the results of its operations for the years then ended in accordance with IFRS as adopted by the European Union.

Without qualifying our opinion, we draw your attention to the following matters set out in Note 5.3.2 to the Consolidated Financial Statements regarding the effects of changes in presentation and application of IFRS 15 and IFRS 9 on the Consolidated Financial Statements since January 1<sup>st</sup>, 2018 and of IFRS 16 on the Consolidated Financial Statements since January 1<sup>st</sup>, 2019.

This report shall be governed by, and construed in accordance with, French law and professional standards applicable in France. The Courts of France shall have exclusive jurisdiction in relation to any claim, difference or dispute which may arise out of or in connection with our engagement letter or this report.

*Paris La Défense, January 28<sup>th</sup>, 2021*

The Statutory Auditor

**M A Z A R S**

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**MATTHEW BROWN**

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**ARVAL**  
**BNP PARIBAS GROUP**

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CONSOLIDATED

FINANCIAL STATEMENTS

YEAR ENDED DECEMBER 31, 2018 & 31, 2019

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## PRELIMINARY REMARK

The financial statements and notes presented within this document are referring to consolidated accounts.

In terms of communication of consolidated financial statements, a subsidiary may become a first-time adopter later than its parent company. In this context, two options are possible for presenting the first IFRS financial statements. Indeed, IFRS 1 D16 allows to measure its assets and liabilities as follow:

- . use the figures included within the parent's consolidated financial statements without any adjustments regarding the consolidation procedures or effects of the business combination in which the parent company acquired the subsidiary (IFRS 1 D16(a))
- . produce its own IFRS figures adopting IFRS independently (IFRS 1 D16(b)).

Arval, fully part of BNP Paribas group that already produces consolidated accounts integrating Arval, has opted for the first option (IFRS 1 D16(a)). Indeed, as BNPP created Arval, it is therefore not necessary to eliminate the effects of a takeover.

It means that Arval uses the same figures (which comply with IFRS Standards) it produced for the BNP Paribas group consolidated financial statements based on BNP Paribas group's principles adopted at the date of transition.

This option is also an opportunity to use the same accounting bookings for both BNP Paribas group and for Arval in order to publish the financial statements drawn up on the same basis.

Otherwise, GREENVAL (Insurance Captive), a company attached to Arval activity but owned by BNP PARIBAS Ireland is not integrated within the ARVAL consolidation perimeter.

These consolidated financial statements were authorized for issue by ARVAL Board of directors on January 28, 2021.

# 1. CONSOLIDATED PROFIT AND LOSS STATEMENT AND STATEMENT OF COMPREHENSIVE INCOME

## 1.1. CONSOLIDATED PROFIT AND LOSS STATEMENT

In Millions of Euros	Notes	Year Ended 2019	Year Ended 2018	VARIATION 2018-2019
Lease contract revenues	5.6.11	4 387,5	4 060,2	327,3
Lease Contract Costs depreciation	5.6.12 & 5.4.2	-3 546,0	-3 328,4	-217,6
Lease contract - Financing	5.6.13	-230,2	-206,4	-23,8
Foreign exchange gain/loss	5.4.5	-11,5	-24,4	12,9
<b>Lease contract margin</b>		<b>599,7</b>	<b>501,0</b>	<b>98,8</b>
Service revenues	5.6.2.1	3 031,8	2 885,5	146,2
Costs of service revenues	5.6.2.2	-2 433,3	-2 311,1	-122,2
<b>Lease services margin</b>		<b>598,4</b>	<b>574,4</b>	<b>24,0</b>
Proceeds of cars sold & End of Contract Fees	5.6.3	3 064,6	2 726,2	338,4
Cost of cars sold	5.6.3	-2 935,9	-2 589,6	-346,3
<b>Car Sales Result</b>		<b>128,7</b>	<b>136,6</b>	<b>-7,9</b>
<b>Gross Operating Income</b>		<b>1 326,9</b>	<b>1 212,0</b>	<b>114,9</b>
Staff expenses	5.6.4	-467,5	-412,2	-55,3
General and administrative expenses	5.6.4	-206,2	-234,0	27,8
Depreciation and amortisation	5.6.4	-51,6	-28,7	-22,9
<b>Operating expenses</b>		<b>-725,3</b>	<b>-674,8</b>	<b>-50,4</b>
Cost of Risk (Impairment Charges on Receivables)	5.6.5	-36,6	-38,0	1,4
<b>Operating Result</b>		<b>565,0</b>	<b>499,1</b>	<b>65,9</b>
Other Incomes/Expenses	5.6.6	-0,8	-4,1	3,2
Share of profit associates and jointly controlled entities	5.6.7	0,5	1,1	-0,6
<b>Profit before tax</b>		<b>564,7</b>	<b>496,2</b>	<b>68,5</b>
Income tax	5.6.8	-90,6	-82,7	-7,8
<b>Net income</b>		<b>474,2</b>	<b>413,4</b>	<b>60,7</b>

Net income attributable to :

Owners of the Company:	469,6	416,4	53,1
Non-controlling interests:	4,6	-3,0	7,6

## 1.2. CONSOLIDATED OTHER COMPREHENSIVE ACCOUNT

Millions of Euros		Year Ended 2019	Year ended 2018
Net Income		474,2	413,4
Non Recyclable	FVOCIE - non recyclable Reval. Reserves	-0,2	-0,2
	Actuarial gain/loss on DB pension plan	-3,7	1,1
	Actuarial Gain/Loss on DB pension plan - minor interest	0,0	0,0
	ID s/ FVOCIE - résv rééval non recyclables	0,2	0,2
	Deferred tax on actuarial gain/loss on DB scheme	1,6	0,4
	Deferred Tax on Actuarial Gain/Loss on DB pension plan - minor interest	0,0	0,0
Recyclable	CFH - Dérivative - reval resv - minor interest	0,0	0,0
	CFH-Derivative Change - reval.reserve	-8,7	-5,2
	NIH - rééval.reserve	1,4	0,6
	Deferred tax - CFH - Dérivative - reval resv - minor interest	0,0	0,0
	Deferred tax CFH-Dérivé Change - résv rééval	1,9	1,2
	Deferred tax - NIH - rééval.reserves	-0,4	-0,2
Non recyclable OCI		-2,2	1,4
recyclable OCI		-5,9	-3,6
Total		-8,1	-2,2
Total comprehensive income of the period		466,1	411,2

Attributable to :

Owners of the company	461,5	414,2
Non-controlling interests	4,6	-3,0

## 2. CONSOLIDATED BALANCE SHEET

### ASSETS

In Millions of Euros	Notes	Year Ended 2019	Year ended 2018	01.01.2018
Goodwill	5.7.1.1	515,5	503,4	505,5
Other intangible assets	5.7.1.2	76,9	75,4	67,6
<b>INTANGIBLE ASSETS</b>		<b>592,4</b>	<b>578,8</b>	<b>573,1</b>
Rental fleet	5.7.1.3	20 077,8	17 526,9	15 436,5
Other property and equipment	5.7.1.4	151,3	84,2	73,1
<b>TANGIBLE ASSETS</b>		<b>20 229,1</b>	<b>17 611,1</b>	<b>15 509,6</b>
Investments in associates and jointly controlled entities	5.7.1.5	36,0	30,9	100,7
<b>FINANCIAL ASSETS</b>		<b>36,0</b>	<b>30,9</b>	<b>100,7</b>
Derivative financial instruments	5.4.6 & 5.7.1.8	3,3	4,5	1,1
Deferred tax assets	5.7.3	47,8	64,3	69,8
Other financial assets	5.7.1.11	159,9	187,3	183,0
<b>NON CURRENT ASSETS</b>		<b>21 068,5</b>	<b>18 476,8</b>	<b>16 437,3</b>
Inventories	5.7.1.6	336,7	225,8	215,5
Receivables	5.7.1.7	1 112,7	898,3	802,0
Derivative financial instruments	5.4.6 & 5.7.1.8	1,3	1,8	0,5
Cash and cash equivalents	5.7.1.9	337,2	563,9	746,2
Other receivables and prepayments	5.7.1.10	1 678,4	1 212,5	1 017,7
Other financial assets	5.7.1.11	35,1	0,8	0,6
Current income tax receivable	5.7.3	49,2	50,6	59,4
<b>TOTAL CURRENT ASSETS</b>		<b>3 550,5</b>	<b>2 953,7</b>	<b>2 841,9</b>
<b>TOTAL ASSETS</b>		<b>24 619,0</b>	<b>21 430,5</b>	<b>19 279,2</b>

### EQUITY AND LIABILITIES

In Millions of Euros	Notes	Year Ended 2019	Year ended 2018	01.01.2018
Share capital	3 & 5.7.2.1	66,4	66,4	66,4
Share premium	3 & 5.7.2.1	272,2	472,2	472,2
Retained earnings and other reserves	3 & 5.7.2.1	881,6	638,0	867,9
Net income	3 & 5.7.2.1	474,2	413,4	
<i>Equity attributable to owners</i>		<i>469,6</i>	<i>416,4</i>	
<i>Equity attributable to non-controlling interests</i>		<i>4,6</i>	<i>-3,0</i>	
<b>TOTAL EQUITY</b>		<b>1 694,4</b>	<b>1 590,1</b>	<b>1 406,5</b>
Subordinated loan	5.7.2.1	90,0	90,0	90,0
Retirement benefit obligations and long term benefits	5.4.7 & 5.7.2.2	79,0	64,0	62,8
Provisions	5.7.2.2	168,7	200,9	222,6
Borrowings from financial institutions	5.7.2.3	13 758,5	11 453,2	10 746,4
Derivative financial instruments	5.4.6 & 5.7.2.4	9,0	13,3	12,1
Trade and other payables	5.7.2.5	57,8	0,0	0,0
Deferred tax liabilities	5.7.3	221,4	160,8	146,3
<b>NON CURRENT LIABILITIES</b>		<b>14 384,4</b>	<b>11 982,0</b>	<b>11 280,2</b>
Borrowings from financial institutions	5.7.2.3	6 223,2	5 545,7	4 437,9
Trade and other payables	5.7.2.5	2 208,5	2 203,3	2 009,1
Derivative financial instruments	5.4.6 & 5.7.2.4	3,6	5,3	4,9
Current income tax liabilities	5.7.3	40,8	25,0	52,4
Provisions	5.7.2.2	64,2	79,1	88,2
<b>CURRENT LIABILITIES</b>		<b>8 540,2</b>	<b>7 858,4</b>	<b>6 592,5</b>
<b>TOTAL LIABILITIES</b>		<b>22 924,7</b>	<b>19 840,5</b>	<b>17 872,7</b>
<b>TOTAL EQUITY AND LIABILITIES</b>		<b>24 619,0</b>	<b>21 430,5</b>	<b>19 279,2</b>

### 3. CONSOLIDATED STATEMENT OF CHANGES IN EQUITY

Equity Variation from 1<sup>st</sup> of January 2018 to 31<sup>st</sup> of December 2019

In millions of euros	Capital and retained earnings			Changes in assets and liabilities recognised directly in equity that will not be reclassified to profit or loss		Changes in assets and liabilities recognised directly in equity that may be reclassified to profit or loss			Total shareholders' equity	Minority interests	Total equity
	Share capital and additional paid-in capital	Non-distributed reserves	Total	Remeasurement gains (losses) related to postemployment benefits plans	Total	Exchange differences	Derivatives used for hedging purposes	Total			
<b>Capital and retained earnings at 1 January 2018</b>	<b>538,6</b>	<b>985,3</b>	<b>1 523,9</b>	<b>-2,9</b>	<b>-2,9</b>	<b>-130,4</b>	<b>-3,6</b>	<b>-134,0</b>	<b>1 387,1</b>	<b>19,5</b>	<b>1 406,5</b>
<b>Appropriation of net income for 2017</b>		<b>-214,3</b>	<b>-214,3</b>						<b>-214,3</b>	<b>-0,9</b>	<b>-215,2</b>
Acquisitions of additional interests or partial sales of interests		8,8	8,8						8,8		8,8
Changes in assets and liabilities recognised directly in equity				4,3	4,3	-23,8	-0,4	-24,3	-20,0	-3,6	-23,6
<b>Net income for 2018</b>		<b>416,4</b>	<b>416,4</b>						<b>416,4</b>	<b>-3,0</b>	<b>413,4</b>
<b>Capital and retained earnings at 31 December 2018</b>	<b>538,6</b>	<b>1 196,3</b>	<b>1 734,9</b>	<b>1,4</b>	<b>1,4</b>	<b>-154,2</b>	<b>-4,0</b>	<b>-158,2</b>	<b>1 578,1</b>	<b>12,0</b>	<b>1 590,1</b>
Effect of IFRS 16 first time adoption		-2,6	-2,6						-2,6		-2,6
<b>Capital and retained earnings at 1 January 2019</b>	<b>538,6</b>	<b>1 193,7</b>	<b>1 732,3</b>	<b>1,4</b>	<b>1,4</b>	<b>-154,2</b>	<b>-4,0</b>	<b>-158,2</b>	<b>1 575,5</b>	<b>12,0</b>	<b>1 587,5</b>
<b>Appropriation of net income for 2018</b>		<b>-187,3</b>	<b>-187,3</b>						<b>-187,3</b>	<b>-0,1</b>	<b>-187,4</b>
Reduction or redemption of capital	-200,0		-200,0						-200,0		-200,0
Changes in assets and liabilities recognised directly in equity				-3,6	-3,6	27,2	-2,8	24,4	20,8	-0,6	20,2
<b>Net income for 2019</b>		<b>469,6</b>	<b>469,6</b>						<b>469,6</b>	<b>4,6</b>	<b>474,2</b>
<b>Capital and retained earnings at 31 December 2019</b>	<b>338,6</b>	<b>1 476,0</b>	<b>1 814,6</b>	<b>-2,2</b>	<b>-2,2</b>	<b>-127,0</b>	<b>-6,8</b>	<b>-133,8</b>	<b>1 678,6</b>	<b>15,7</b>	<b>1 694,4</b>

## 4. CONSOLIDATED STATEMENT OF CASH FLOWS

	Meuros 2019	Meuros 2018
<b>NET CASH FLOW FROM OPERATIONAL ACTIVITIES</b>	<b>182</b>	<b>304</b>
Net profit before Tax	565	496
Non monetary items included in the Net Income before tax and other adjustment	2 996	3 340
Net Depreciation amortization expense on PPE and tangible assets	3 578	3 337
Intangible assets amortization	19	15
Other fixed assets depreciation	-8	-4
Risk provision net variation	41	39
Other provision net variation	-43	-29
Share of earnings of equity method entities	-1	-1
Net income from investing activities	0	5
Other (including Accruals variation)	-595	-17
Other flows without any treasury impact	4	-7
<b>Net Decrease / Increase of operational assets</b>	<b>-6 189</b>	<b>-4 772</b>
Customers debts	-254	181
MFVPL	0	1
Derivative instruments	0	0
Leased assets increase	-8 019	-7 003
Leased assets decrease	2 084	2 049
<b>Net Decrease / increase of operational liabilities</b>	<b>2 800</b>	<b>1 318</b>
Borrowings	2 800	1 318
<b>Tax paid</b>	<b>10</b>	<b>-78</b>
<b>NET CASH FLOWS FROM INVESTMENT ACTIVITIES</b>	<b>-51</b>	<b>-37</b>
Subsidiaries acquisitions	0	-6
Subsidiaries disposals	3	14
Tangible and intangible assets increase	-73	-57
Tangible and intangible assets decrease	27	11
Equity Method capital variation	-8	
Dividends paid equity method		1
<b>NET CASH FLOWS FROM FINANCING ACTIVITIES</b>	<b>-386</b>	<b>-214</b>
Issue of ordinary and reference shares	0	0
Share premium reimbursement	-200	0
Dividend paid	-186	-214
<b>VARIATION OF EXCHANGE RATE EFFECT</b>	<b>-11</b>	<b>2</b>
<b>NET INCREASE / DECREASE OF CASH</b>	<b>-266</b>	<b>55</b>
<b>CASH OPENING BALANCE</b>	<b>309</b>	<b>253</b>
<b>CASH CLOSING BALANCE</b>	<b>43</b>	<b>309</b>

## 5. NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 5.1. GENERAL INFORMATION AND STRATEGY

#### 5.1.1. GENERAL INFORMATION

Arval was founded in 1989 and is fully owned by BNP Paribas, in the BNPP Group, Arval sits within Domestic Market as part of BNPP's Retail Banking & Services division.

The ARVAL group is specialized in full service vehicle leasing and new mobility solutions, leasing 1.3 million vehicles globally by the end of December 2019 in 31 countries in the world.

Arval Contracts are operating leases contracts which means that substantially all the risks and rewards of ownership of the vehicle are not transferred to the lessee.

In 2018, Arval's leased fleet grew by a total of 8.2% to 1,193,910 vehicles. The number of vehicles ordered increased by 9% from the previous year to 353,302 vehicles. The number of vehicles sold at the end of the contract remained stable compared to 2017, i.e. 254,207.

Arval's four main markets recorded excellent growth performances: France + 5%, United Kingdom + 5%, Spain + 19% and Italy + 8%. This progression was also supported by the double-digit growth of many other regions such as Benelux (+ 12%), Southern Europe (+ 16%), Central Europe (+ 14%) and the Nordic countries (+ 25%).

In 2018, Arval made progress in all business customer segments with a growth rate of + 4% in the Business & Public segments and 17% in VSEs / SMEs. Arval's international customers represented organic growth of over 7% and now account for over 25% of all business activities.

Throughout 2018, Arval developed its offer for individuals in Europe, with the fleet of vehicles leased to this customer segment recording a growth rate of + 45% (from low level) between 2017 and 2018.

In 2019, the number of vehicles leased by Arval increased by 9.1% in total, reaching 1,298,404 vehicles. The number of vehicles ordered increased by 8% compared to the previous year, to reach 380,982 vehicles. The number of vehicles at the end of the contract sold increased by 6% compared to the previous year, reaching 269,830 vehicles.

Most of Arval's geographic areas experienced double-digit growth in their fleet: + 20.8% for the Nordic countries, + 19.3% in Central Europe, + 16.2% in Benelux and Southern Europe. The largest Arval countries in terms of fleet (France, United Kingdom, Spain and Italy) grew by + 7.3%.

In terms of customer segmentation, in 2019 Arval experienced growth in all segments, with + 7% in the Corporate & Public segments and + 25% for the leased fleet medium term. In 2019, the Retail fleet (SMEs or midcaps, independent or individuals) experienced a very strong growth (+ 14% compared to 2018), in which the rental fleet for individuals increased by + 42% compared to 2018, ending the year just below the 300,000 vehicles.

Taking into account the rapid evolution of its industry and in accordance with its strong commitment in terms of CSR, Arval has taken a step forward towards the energy transition with two main trends in 2019: the decrease in the share of diesel in Arval's fleet (61% at production), and accelerating the adoption of electric vehicles.

ARVAL Services Lease (Parent company) is a French « Société Anonyme » and is part of BNP Paribas group. Its registered office is located at 22/24 Rue des Deux Gares – 92 500 Rueil-Malmaison.

The company is a subsidiary of the BNPP Group (100% ownership) and is a direct subsidiary of BNPP Fortis Group (100% ownership).

The consolidated financial statements are presented in millions of Euros. In certain cases, rounding may cause non-material discrepancies in the lines and columns showing totals.

### 5.1.2. STRATEGY

Arval's strengths are centered on its position as a global leader in providing high-quality and innovative driver mobility solutions, with a track record of effective management, profitable growth and a strong risk management culture.

The Arval Group strategy is built on growing its position as a global leader in delivering convenient, efficient and flexible car usage solutions to companies of any size and individuals. The Arval Group strategic objectives impacting these consolidated financial statements have been detailed in the context of the 2017-2020 plan which defines the guidelines and financial targets to be applied, taking into account the risk and business environments.

This plan was based on four strategic pillars:

(1) Maximizing the value of fleet, (2) addressing new population, (3) leveraging multiple channel, (4) adapting the operating model.

## A PLAN FOR GROWTH TO CONNECT WITH THE FUTURE

### 4 ambitions



### 2 levers



In 2020, a new objectives plan "ARVAL BEYOND" has been launched to target the new objectives for the years 2020-2025.



## 5.2. RISK MANAGEMENT

### 5.2.1. ASSET RISK

Arval is exposed to asset risk, which can be split into two main underlying risk components: the residual value risk and the risk related to service maintenance.

#### Residual value risk

The residual value, defined as the value of the vehicle at the end of the lease as estimated by Arval at inception of the lease, may differ from the future market value of the car at the end of the contract. This difference is a part of the global risk on used car sales and is managed through robust internal procedures applied to all Arval subsidiaries in order to set, control and reevaluate the residual values on the running fleet.

In accordance with International Accounting Standards (IAS) calculations, the valuation of the financial disposal result is done contract by contract and spread over contract lifetime; as such, contract is, on a monthly basis, appreciated or depreciated to a residual value giving a better economical view derived from the current state of the used-car market and the time horizon when the vehicles will be sold.

#### Risk related to services maintenance and tyres

The maintenance risk is the risk that the actual costs of maintenance incurred during the contract life are greater than the costs forecasted and included in the quotation at the beginning of the contract.

Maintenance pricing setting is done locally using local historical statistics, under the supervision of Arval Finance department (central teams). A global review of the maintenance margins is done for each country on a regular basis in order to back test the pricing assumptions in terms of costs and frequencies and to make the necessary adjustments if maintenance and tyre costs are higher in the latter part than in the first part of a contract's life.

### 5.2.2. TREASURY RISK

Treasury risk entails 3 types of risks: interest rate risk, foreign exchange risk and liquidity risk.

- Interest rate risk is the risk that the profitability of Arval is affected by movements in interest rates.
- Foreign exchange risk is the risk that the profitability is affected by currency fluctuations.
- Liquidity risk is the risk that Arval is not able to meet its cash flow obligations when they fall due, because of a mismatch between the financing of its assets and liabilities.

ALM Treasury risk management policy consists in matching assets and liabilities in terms of maturities, currencies, and interest rate exposure. Arval procedures defining the sensitivity measurement of such risks and tolerance levels are applied across the group to allow a close monitoring of the treasury risk. These risks are monitored at corporate level by the ALM Treasury, which reports on a quarterly basis to the management team of Arval during a dedicated committee. This committee is informed about all relevant developments with regard to the Arval's treasury risk profile and decides any action to mitigate the risks when necessary.

## Interest rate risks management

Arval policy consists in financing the underlying assets with a perfect interest rate matching: Fixed rates for operating lease contracts indexed on fixed rates and floating rates for operating lease contracts indexed on floating rates. Rate loans as lease contracts are mostly priced at fixed rates. Structural interest rate risk arises from the residual gap (surplus or deficit) in each entity's fixed-rate forecasted position. To this end, any residual interest rate risk exposure must comply with the sensitivity limits set for each entity.

The Arval ALM Treasury monitors the interest rate risks exposure and advises subsidiaries to implement adequate adjustments. A monthly or quarterly report (depending on the subsidiaries) measuring the interest risk exposure is produced by each entity to be reviewed and consolidated by the Arval ALM Treasury department.

The global risk exposure measurement is discussed by the ALCO members on a quarterly basis.

To summarize, there is a close follow up of the interest rate risk exposure by subsidiaries and the supervision of asset and liability monitoring performed at corporate level.

## Foreign exchange risks management

Arval is present in countries outside the Euro zone and is therefore exposed to foreign exchange risks related to inflows and outflows of cash from daily business activities as well as participations in subsidiaries outside the Euro zone.

Arval policy mainly consists of financing the underlying asset in the same currency as the corresponding lease contract.

## Liquidity risks

Arval is exposed to liquidity risk which is the risk of not being able to meet cash flow requirements when they fall due and at a reasonable price. A structural liquidity position is defined as resulting from the maturities of all balance sheet or off balance sheet outstanding positions according to their liquidity profile.

Arval's exposure to liquidity risks is limited as the group policy consists in financing the underlying asset over the same duration as the corresponding lease contract. A potential residual liquidity gap is measured on a monthly basis, under the supervision of Arval ALM Treasury department, by assessing the matching of the run off of the existing leased assets with the remaining liabilities.

The liquidity position measured is then reviewed and consolidated at a group level. Any deviation from the sensitivity threshold is corrected under the supervision of the Arval ALM Treasury.

### 5.2.3. CREDIT RISK

The credit risk is the risk of possible losses arising from the inability of the Arval's customers to meet their financial commitments. Credit risk includes the counterparty risk. In addition, credit risk may be further amplified by concentration risk, which arises from a large exposure to a given risk, to one or a few counterparties.

#### Credit risk management policy

Credit risk is the risk that a customer is not able to fulfil its financial obligations towards Arval. All Arval entities have to comply with risk policies and procedures issued centrally which define the way credit requests have to

be studied and validated, as well as the roles and responsibilities of all staff involved in the credit vetting process. Each subsidiary has a specific credit authority approved by Arval General Management and RISK Arval, and determined according to the subsidiary's size of the fleet, the maturity of the subsidiary and the type of customer concerned (corporate, retail). Within its credit delegation (while respecting all policies and special rules), each subsidiary can decide directly on its counterparty risk. Above this threshold, credit decision is made at central level.

Regular risk committees are held by Arval both at local and central level in order to review all potential risk issues and to ensure the credit risk procedures are properly applied. All standard risk indicators (arrears / default / cost of risk) are also monitored both locally and centrally. All Arval entities are applying the same or similar process locally.

The primary responsibility for debt collection remains under the direct responsibility of Arval's entities with dedicated teams in charge of recovering unpaid invoices in compliance with local regulations and market practices.

Impairment charges on receivables (cost of risk) has historically remained low due to the nature of the products proposed by Arval, a strict control of the risk assessment process and a very diversified customer portfolio.

#### Derivative financial instruments

In addition to its natural exposure to credit risk in the leasing of vehicles, Arval is also potentially exposed to credit risk because of its use of derivative financial instruments, but with very limited risk as Arval only have currency hedging in few countries (Turkey, Romania, Brazil, Peru).

### 5.2.4. OPERATIONAL RISK

Arval aims at protecting its customers, its staff and its shareholders from operational risk either by avoidance, mitigation or transfer. It strives to contain operational risk to acceptable levels. Arval develops a comprehensive risk and control management framework covering risk awareness and culture, risk identification and anticipation, risk mitigation techniques, risk monitoring and governance.

In addition to the general principles governing operational risk, Arval considers that four specific risk areas are particularly significant with regard to its activities: Risks emerging from its own leasing operations, Frauds, IT Security and Third party risk.

### 5.2.5. COMPLIANCE RISK

Arval endeavours to comply with all applicable laws and regulations and to have strong working relationships with the regulatory authorities responsible for implementation of legal and regulatory requirements.

Beyond compliance with laws and regulations, Arval also strives to protect its reputation, that of its shareholder and that of its customers, to ensure ethical professional behaviour, to prevent conflicts of interest, protect customers' interests and market integrity, fight against money laundering, bribery and the financing of terrorist activities, as well as ensure compliance with sanctions and embargoes. Arval is fully applying BNPP Group's Code of Conduct which embodies these rules and serves to protect the Group's reputation.

## 5.2.6. CONDUCT RISK

Arval considers as a top priority the long-term relationships and partnerships built with the customers, employees, shareholders and communities in countries in which it operates. In pursuit of this objective Arval is committed to i) acting in a way that protects customers' interests in compliance with all relevant laws, ii) complying with all applicable laws for preventing criminal and terrorist activities and with sanctions and embargoes, iii) upholding and protecting the integrity of markets, iv) ensuring that a consistent high standard of individual integrity and professional ethics is maintained by all employees, v) ensuring that all employees apply best standards in professional behaviour, vi) protecting and upholding its long-term viability for its own sake and that of its shareholders and of the wider economy and vii) having a positive impact on the stakeholders and on the wider society.

Arval ensures that these principles and the highest ethical standards are applied by its employees in their activities. They are embodied in the Group's Code of Conduct which is applicable to all Group employees. It encompasses the Group's Values and Mission and a set of Conduct rules with the objective of driving the behaviours of all Group employees.

## 5.3. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

### 5.3.1. PRESENTATION FORMAT OF FINANCIAL STATEMENTS

The principal accounting policies applied in the preparation of these consolidated financial statements are set out below. All valuation methods are defined in the notes describing the relevant categories.

The breakdown between current and non-current items has been done based on the best estimation known at the date of the establishment of these consolidated accounts by using, in certain cases, the average maturity of the rental fleet.

Greenval Insurance DAC, which is fully part of Arval's activity, is currently outside the consolidation perimeter because directly owned by BNPP Ireland.

### 5.3.2. APPLICABLE ACCOUNTING STANDARDS

The consolidated financial statements of ARVAL have been prepared in accordance with international accounting standards (International Financial Reporting Standards – IFRS), as adopted for use in the European Union.

Since 1 January 2019, ARVAL applies IFRS 16 « Leases », adopted by the European Union on 31 October 2017.

- New and amended standards and interpretations applicable

Year 2018:

IFRS15 "revenue from contract with customers" sets out the requirements for recognising revenue that apply to all contracts with customers.

Henceforth, to recognise revenue, the following five steps have to be applied:

- identification of the contract with the customer;
- identification of the performance obligations in the contract,
- determination of the transaction price,
- allocation of the transaction price to each performance obligation
- revenue recognition when a performance obligation is satisfied.

The ARVAL group has evaluated the impacts of this new standard, and concluded that the phasing of the yearly revenue recognition will have to be modified for maintenance and tyres contracts (in case of fixed price contracts). Nevertheless, over the life of the contract, the revenue remains exactly the same as it was under IAS18.

Then, its application has generated a change in the timing of recognition of revenues derived from maintenance and tyres services, previously recognized on a linear basis and now recognized to the extent of the costs incurred. In order to do so, a deferred income is therefore, booked in the maintenance and tyres revenue accounts instead of a provision for future costs as done previously under IAS 18.

The IFRS 15 First Time Application impact equals to -32.4 Meuros. This impact has been included within the retained earnings and other reserves as at 01.01.2018.

Since 1 January 2018, the Group applies IFRS 9 “Financial Instruments” and amendments to IFRS 9: “Prepayment Features with Negative Compensation” adopted by the European Union, on 22 November 2016 and on 22 March 2018 respectively.

IFRS 9 replaces IAS 39 “Financial Instruments: Recognition and Measurement”, related to the classification and measurement of financial instruments. It sets out the new principles for the classification and measurement of financial instruments (Phase 1), for impairment for credit risk on debt instruments measured at amortised cost or at fair value through Other Comprehensive Income (OCI), loan commitments given, financial guarantee contracts, lease and trade receivables and contract assets (Phase 2), as well as for general hedge accounting; i.e. micro hedging (Phase 3).

This standard defines in its “Phase 2 (“Derecognition Impairment” stream) the necessity to adapt the provisioning model existing under IAS 39.

This has led, for the ARVAL group, to:

- Book impairment on financial assets as soon as they are originated (i.e. even on performing assets) according to the simplified methodology allowed by IFRS 9
- Adapt the provision calculation method according to the evolution of the credit risk of this asset's counterparty.

The IFRS9 First Time Application impact equals to -5.4 Meuros. This impact has been included within the shareholders equity as at 01.01.2018.

Year 2019:

IFRS 16 supersedes IAS 17 « Leases » and the interpretations relating to the accounting of such contracts. It defines new accounting principles applicable to lease contracts for the lessee that rely on both the identification of an asset and the control of the right to use the identified asset by the lessee.

The standard requires the recognition in the balance-sheet of the lessee of all lease contracts, in the form of a right-of-use on the leased asset presented under fixed assets, along with the recognition of a financial liability for the rent and other payments to be made over the leasing period. The right-of-use assets are amortized on a straight-line basis and the financial liabilities are amortized on an actuarial basis over the lease period. The main change induced by this new standard is related to contracts which, under IAS 17, met the definition of operating leases, and as such, did not require recognition of the leased assets in the balance sheet.

The main impact in the profit and loss account is the replacement of rental expenses previously accounted for on a linear basis in operating expenses by additional interest expenses in Net Banking Income in relation with lease liabilities, and the recognition of additional amortizing expenses in relation with rights-of-use.

From the lessor's point of view, the impact is limited, as the requirements of IFRS 16 remain mostly unchanged from IAS 17.

The IFRS16 First Time Application impact equals to -2.6 Meuros. This impact has been included within the shareholders equity as at 01.01.2019.

The Group has applied IFRIC 23 "Uncertainty over income tax treatment" for the preparation of its consolidated financial statements for the financial year 2019. The consequence of this standard is the reclassification in current and deferred tax liabilities of provisions for uncertainties relating to income tax.

At ARVAL group level, this new standard application did not have a significant impact.

- New Accounting Standards, Published but not yet applicable:

The main one is IFRS 17 "Insurance Contracts", issued in May 2017, will replace IFRS 4 "Insurance Contracts" and will become mandatory for annual periods beginning on or after 1 January 2023, after its adoption by the European Union for application in Europe.

The analysis of the standard and the identification of its effects are going on. The impact should be limited given the relative weight of Greenval insurance DAC within the consolidation perimeter.

- Amendments and interpretation:

In September 2019, the IASB issued amendments to IAS 39 and IFRS 7, modifying specific hedge accounting requirements to allow hedge accounting to continue for hedges affected by the reform during the period of uncertainty before the hedged items or hedging instruments are amended to incorporate the reformed benchmark rates. These amendments, endorsed by the European Commission on 15 January 2020 are mandatorily applicable for annual reporting periods beginning on or after 1 January 2020, however early application is possible and is the option chosen by the Group, for its existing hedge accounting relationships to continue.

The IFRS Interpretation Committee has been requested with a question concerning the determination of a lease term of two types of contracts cancellable or renewable:

- Contracts without no particular contractual term, cancellable at any time with notice period by either the lessee and the lessor without penalty to paid;
- Contracts concluded for an initial short period (normally 12 months), renewable indefinitely by tacit renewal for the same period, unless the lessor and the lessee gives notice to the contrary.

At the end of its meeting of 26 November last, IFRIC confirmed its reading of IFRS 16 by stating that the enforceability of the two types of contract may extend beyond the notice period if either party has an economic incentive not negligible to not terminate the lease. IFRIC also confirmed that if an entity expects to use non-removable leasehold improvement after the date on which the contract can be terminated, the existence of such improvements indicates that the entity may incur a significant economic penalty in the event of termination and in this case the contract becomes enforceable beyond the date of termination.

The application of this decision should have a non-significant impact for the Group and will be applied in 2020.

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New standards and amendments to standards and interpretations that are non-effective for annual periods starting after 1st of January 2019 have not been applied in the preparation of this consolidated financial statements.

Except for IAS 39 and IFRS 7 mentioned above, the ARVAL Group did not anticipate the application of the new standards, amendments, and interpretations adopted by the European Union, when the application in 2019 was optional.

- Context of the 2018 & 2019 consolidated accounts preparation:

The 2018 & 2019 consolidated accounts have been prepared in accordance with international accounting standards (International Financial Reporting Standards – IFRS), as they have been built in a context of a voluntary consolidation and not a mandatory one.

### 5.3.3. CONSOLIDATION

All ARVAL Group entities are included within the scope, as described in Note 5.3.3.3.

The consolidated financial statements of the ARVAL group include entities that are controlled by the Group, jointly controlled, and under significant influence, with the exception of those entities whose consolidation is regarded as immaterial. Companies that hold shares in consolidated companies are also consolidated.

Subsidiaries are consolidated from the date on which the Group obtains effective control. Entities under temporary control are included in the consolidated financial statements until the date of disposal.

Changes to the scope are presented in Note 5.3.3.3.

### 5.3.3.1. Methods

#### *Exclusive control*

Controlled enterprises are fully consolidated. ARVAL controls a subsidiary when it is exposed, or has rights, to variable returns from its involvement with the entity and has the ability to affect those returns through its power over the entity.

For entities governed by voting rights, ARVAL generally controls the entity if it holds, directly or indirectly, the majority of the voting rights (and if there are no contractual provisions that alter the power of these voting rights) or if the power to direct the relevant activities of the entity is conferred on it by contractual agreements.

In assessing whether it has power, ARVAL considers only substantive rights which it holds or which are held by third parties. For a right to be substantive, the holder must have the practical ability to exercise that right when decisions about the relevant activities of the entity need to be made.

Control shall be reassessed if facts and circumstances indicate that there are changes to one or more of the elements of control.

Minority interests are presented separately in the consolidated profit and loss account and balance sheet within consolidated equity. The calculation of minority interests takes into account the outstanding cumulative preferred shares classified as equity instruments issued by subsidiaries, when such shares are held outside Arval Group.

#### *Joint control*

Where the Group carries out an activity with one or more partners, sharing control by virtue of a contractual agreement which requires unanimous consent on relevant activities (those that significantly affect the entity's returns), the Group exercises joint control over the activity. Where the jointly controlled activity is structured through a separate vehicle in which the partners have rights to the net assets, this joint venture is accounted for using the equity method.

Where the jointly controlled activity is not structured through a separate vehicle or where the partners have rights to the assets and obligations for the liabilities of the jointly controlled activity, the Group accounts for its share of the assets, liabilities, revenues and expenses in accordance with the applicable IFRSs.

#### *Significant influence*

Companies over which the Group exercises significant influence or associates are accounted for by the equity method. Significant influence is the power to participate in the financial and operating policy decisions of a company without exercising control.

Significant influence is presumed to exist when the Group holds, directly or indirectly, 20% or more of the voting rights of a company. Interests of less than 20% can be included in the consolidation scope if the Group effectively exercises significant influence.

Whenever there is an indication of impairment, the carrying amount of the investment consolidated under the equity method (including goodwill) is subjected to an impairment test, by comparing its recoverable value (the higher of value-in-use and market value less costs to sell) to its carrying amount. Where appropriate, impairment



is recognized under "Share of earnings of equity-method entities" in the consolidated income statement and can be reversed at a later date.

### 5.3.3.2. Consolidation Rules

#### *Elimination of intragroup balances and transactions*

Intragroup balances arising from transactions between consolidated enterprises, and the transactions themselves (including income, expenses and dividends), are eliminated.

#### *Translation of accounts expressed in foreign currencies*

The consolidated financial statements of ARVAL are prepared in million euros.

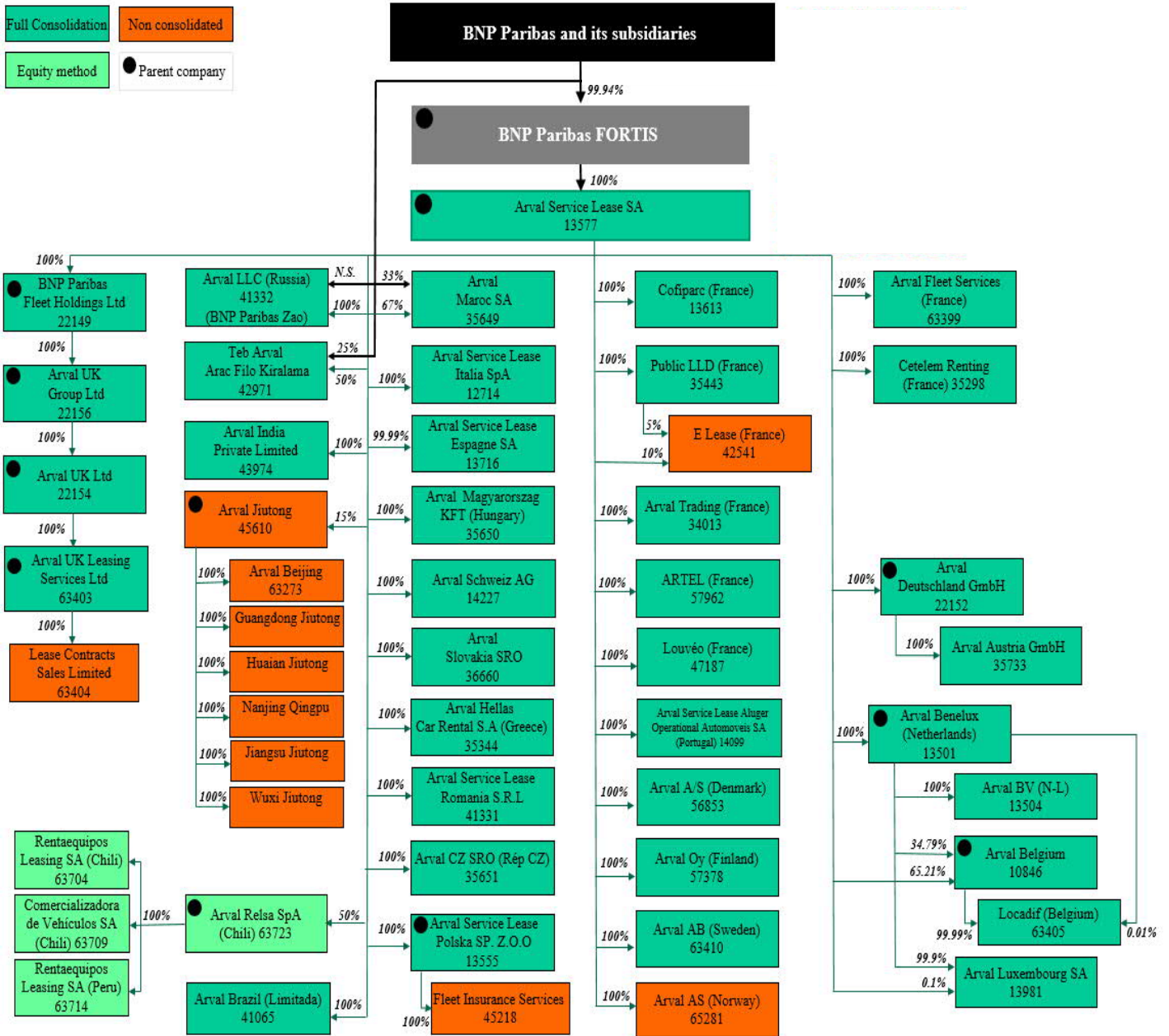
The financial statements of companies whose functional currency is not the euro are translated using the closing rate method. Under this method, all assets and liabilities, both monetary and non-monetary, are translated using the spot exchange rate at the balance sheet date. Income and expense items are translated at the average rate for the period.

#### *Exchanges rates (vs Euros):*

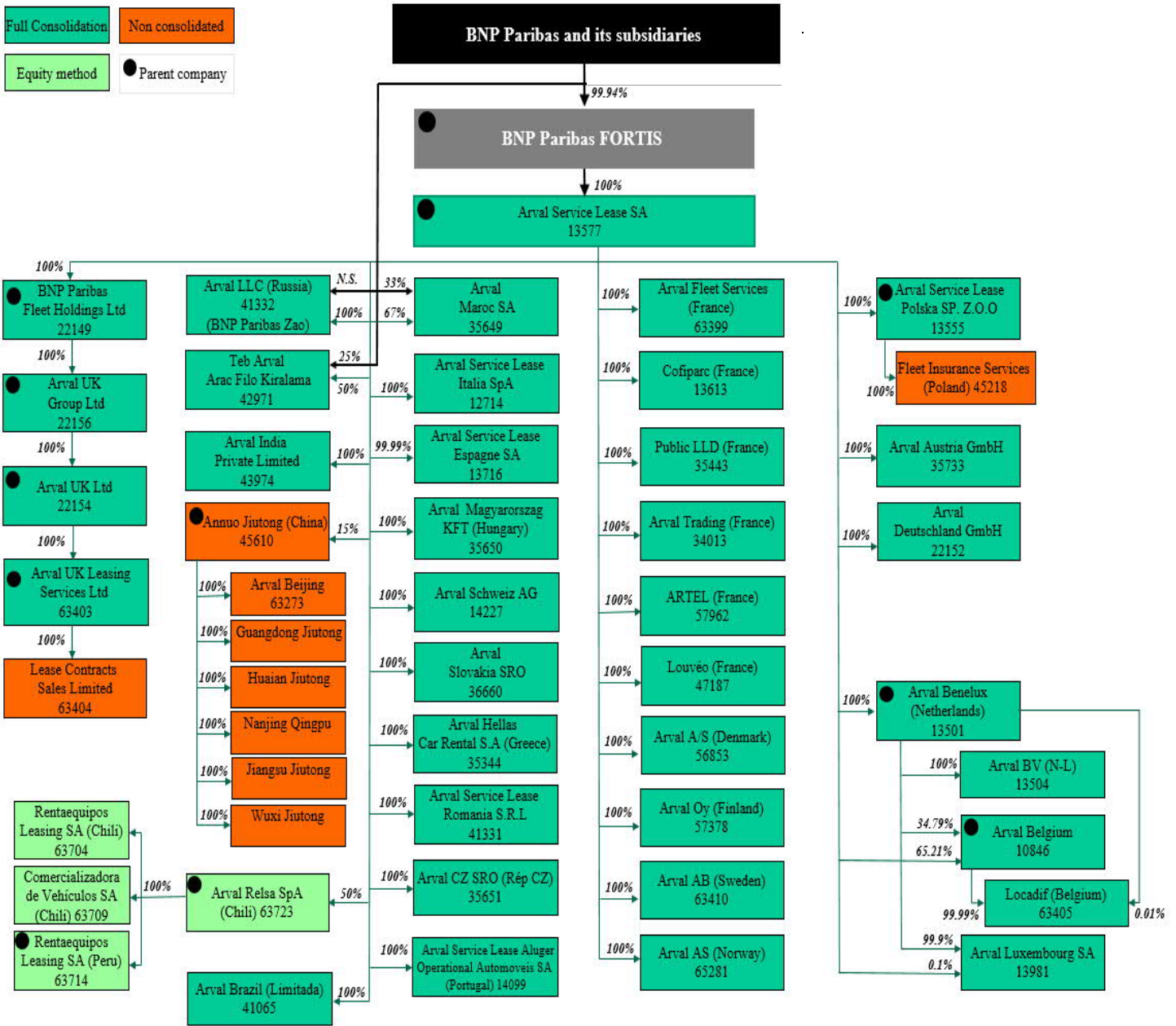
Iso code	Country	Year Ended 2019	2019 Average	Year Ended 2018	2018 Average
BRL	Brazil	4,5	4,4	4,4	4,3
CHF	Switzerland	1,1	1,1	1,1	1,2
CLP	Chile	843,3	787,0	795,0	757,2
CZK	Czech republic	25,4	25,7	25,7	25,6
DKK	Denmark	7,5	7,5	7,5	7,5
EUR	Euro	1,0	1,0	1,0	1,0
GBP	UK	0,8	0,9	0,9	0,9
HUF	Hungary	330,6	325,3	321,0	318,8
INR	India	80,1	78,8	79,9	80,7
MAD	Morocco	10,7	10,8	10,9	11,1
NOK	Norway	9,9	9,8	9,9	9,6
RUB	Russia	69,8	72,4	79,8	74,0
SEK	Sweden	10,5	10,6	10,2	10,3
TRY	Turkey	6,7	6,4	6,1	5,7
PEN	Peru	3,7	3,7	3,9	3,9

### 5.3.3.3. Scope of consolidation

- 2018 ARVAL Group Chart:



• 2019 ARVAL Group Chart:



- Control, interest percentages and consolidation method per entity:

Entity name	Country	December 31 2019			December 31 2018			January 01 2018		
		Method	% control	% interest	Method	% control	% interest	Method	% control	% interest
ARVAL Service Lease France	FR	Parent Company			Parent Company			Parent Company		
Arval Belgium NV SA	BE	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Service Lease Italia SPA	IT	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Benelux BV	NL	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval BV	NL	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Service Lease Polska SP ZOO	PL	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Cofiparc	FR	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Service Lease SA	ES	FC	100,00	99,99	FC	100,00	99,99	FC	100,00	99,99
Arval Luxembourg SA	LU	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Service Lease Aluger Operational Automoveis SA	PT	FC	100,00	100,00	FC	100,00	100,00	EQM	100,00	100,00
Arval Schweiz AG	CH	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
BNPP Fleet Holdings Ltd	GB	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Deutschland GmbH	DE	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval UK Ltd	GB	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval UK Group Ltd	GB	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Trading	FR	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Cetelem Renting	FR	-	-	-	FC	100,00	100,00	NC	100,00	100,00
Arval Hellas Car Rental SA	GR	FC	100,00	100,00	FC	100,00	100,00	EQM	100,00	100,00
Public Location Longue Durée	FR	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Maroc SA	MA	FC	66,66	66,66	FC	66,66	66,66	EQM	66,66	66,66
Arval Magyarorszag KFT	HU	FC	100,00	100,00	FC	100,00	100,00	EQM	100,00	100,00
Arval CZ SRO	CZ	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Austria GmbH	AT	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Slovakia SRO	SK	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Brasil Ltda	BR	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval Service Lease Romania SRL	RO	FC	100,00	100,00	FC	100,00	100,00	EQM	100,00	100,00
Arval LLC	RU	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
TEB Arval Arac Filo Kiralama AS	TR	FC	50,00	50,00	FC	50,00	50,00	FC	50,00	50,00
Arval India Private Ltd	IN	FC	100,00	100,00	FC	100,00	100,00	EQM	100,00	100,00
Annuo Jiutong	CN	NC	15,00	15,00	NC	15,00	15,00	EQM	45,00	45,00
Louveo	FR	FC	100,00	100,00	FC	100,00	100,00	NC	100,00	100,00
Arval AS	DK	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval OY	FI	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Artel	FR	FC	100,00	100,00	FC	100,00	100,00	EQM	100,00	100,00
Arval Fleet Services	FR	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval UK Leasing Services Ltd	GB	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval AS Norway	NO	FC	100,00	99,94	NC	100,00	99,94	NC	100,00	99,94
Locadif	BE	FC	100,00	100,00	FC	100,00	100,00	FC	100,00	100,00
Arval AB	SE	FC	100,00	100,00	FC	100,00	100,00	EQM	100,00	100,00
Rentaequipos Leasing SA	CL	EQM	50,00	50,00	EQM	50,00	50,00	NC	50,00	50,00
Comercializadora de Vehiculos SA	CL	EQM	50,00	49,90	EQM	50,00	49,90	NC	50,00	49,90
Rentaequipos Leasing Peru SA	PE	EQM	50,00	49,97	EQM	50,00	49,97	NC	50,00	49,97
Arval Relsa SPA	CL	EQM	50,00	50,00	EQM	50,00	50,00	NC	50,00	50,00

FC = Full Consolidation / EQM = Equity Method / NC = Non-Consolidated

Variation Perimeter:

During 2018, the modifications occurred within the perimeter were:

- Louveo and Cetelem Renting: from Non-Consolidated to Full Consolidated;

- ARVAL China: from Equity Method to Non-Consolidated (due to the sale of 25% of the shares. As at 31.1.2018, the percentage of ownership was equal to 15% (40% in 2017));
- ARVAL Relsa SPA (Chili) , Rentaequipos Leasing SA (Chili), Comercializadora de vehiculos SA (Chili), Rentaequipos Leasing SA (Peru): from Non-Consolidated to Equity Method;
- Arval India, Arval Morocco, Arval Hungary, ARVAL Greece, Arval Romania, Artel, Arval Portugal, Arval Sweden: from Equity Method to Full Consolidated

During 2019, two modifications occurred within the perimeter:

- Merger of Cetelem Renting (absorbed by Arval Service Lease France)
- ARVAL AS Norway: from Non-Consolidated (2018) to Full Consolidated in 2019

## 5.4. CRITICAL ACCOUNTING ESTIMATES AND JUDGEMENTS

### 5.4.1. GOODWILL IMPAIRMENT

The ARVAL Group tests annually whether goodwill has suffered any impairment, in accordance with the accounting policy. The recoverable amounts of cash-generating units have been determined based on value-in-use calculations. These calculations require the use of estimates. The key assumptions calculating the value in use are those regarding discount rates, growth rates and other expected changes in cash flows.

We are using a five-year business plan for each of the CGU or group of CGUs identified.

Based on the assumptions made by the ARVAL Group, no need for impairment on goodwill has been identified.

### 5.4.2. RENTAL FLEET

From the lessor's point of view, the IFRS 16 impact is limited, as the requirements remain mostly unchanged from IAS 17.

A lease classification is done taking into consideration the substance of the transaction and the specific details of each contract. The transfer of the risks and rewards incidental to ownership is the key factor allowing to determine if a contract is a Finance Lease or an Operating Lease one. Almost all of the ARVAL contracts do not transfer the risks and rewards incidental to ownership and thus, are Operating Lease contracts.

Operating Leases booked in the Rental fleet are measured at cost less accumulated depreciation and impairment losses. Costs consists of the purchase price and directly attributable costs. The leased assets are depreciated on a straight line basis over their contract period to their residual value.

According to IAS 16 principles:

- The depreciation policy used shall reflect the entity's pattern of consumption of the future economic benefits ;
- The residual value of an asset is the estimated amount that an entity would currently obtain from disposal of the assets, after deducting the estimated costs of disposal, if the asset were already of the age and in the condition expected at the end of its useful life.

So in respect with the IAS 16 preconizations, in order to calculate the ARVAL rental fleet amortization:

- residual value and the useful life of the leased assets are reviewed each month;
- for contracts which have a remaining duration less than 36 months, if expectations differ from previous estimation, the changes are accounted prospectively as a change in accounting estimate.

### 5.4.3. RENTAL FLEET IMPAIRMENT

In the annual assessment of whether there is any indication that an asset may be impaired, the ARVAL Group considers both external as well as internal sources of information. If such indication for impairment exists, an analysis is performed to assess whether the carrying value of the asset or cash generating unit under an operating lease exceeds the recoverable amount, being the higher of the fair value less costs to sell and the value in use.

### 5.4.4. OTHER PROPERTY AND EQUIPMENT

Other property and equipment are measured at cost less accumulated depreciation and impairment losses. Costs consists of the purchase price and directly attributable costs. The leased assets are depreciated on a straight line basis over their contract period to their residual value.

The main amortization rules are the following:

Items	Duration (Years)	Methodology
Buildings	20-40	Linear
Improvements & installations	3-12	Linear
IT hardware	3-5	Linear
Vehicles (company Cars)	3-4	Linear
Other equipments	3-12	Linear

### 5.4.5. TRANSLATION OF FOREIGN CURRENCY TRANSACTIONS

The methods used to account for assets and liabilities relating to foreign currency transactions entered into by the Group, and to measure the foreign exchange risk arising on such transactions, depend on whether the asset or liability in question is classified as a monetary or a non-monetary item.

#### Monetary assets and liabilities expressed in foreign currencies

Monetary assets and liabilities expressed in foreign currencies are translated into the functional currency of the relevant Group entity at the closing rate. Foreign exchange differences are recognised in the profit and loss account, except for those arising from financial instruments designated as a cash flow hedge or a net foreign investment hedge, which are recognised in shareholders' equity.

#### Non-monetary assets and liabilities expressed in foreign currencies

Non-monetary assets may be measured either at historical cost or at fair value. Non-monetary assets expressed in foreign currencies are translated using the exchange rate at the date of the transaction (i.e. date of initial

recognition of the non-monetary asset) if they are measured at historical cost, and at the closing rate if they are measured at fair value.

Foreign exchange differences relating to non-monetary assets denominated in foreign currencies and recognised at fair value (equity instruments) are recognised in profit or loss when the asset is classified in “Financial assets at fair value through profit or loss” and in equity when the asset is classified under “Financial assets at fair value through equity”.

#### 5.4.6. HEDGE ACCOUNTING

##### Cash flow hedge

A cash flow hedge is defined as a hedge of the exposure to variability in cash flows of the hedged item attributable to a recognized asset or liability or a highly probable forecast transaction.

The highly probable nature of a forecast transaction is assessed based on observable criteria: existence and frequency of similar transactions in the past, the entity’s financial and operational ability to carry out this type of transaction, business plan, negative consequences in the event the transaction is not carried out, or expected date for the transaction's realization. Any ineffectiveness resulting from these cash flow hedges is recognised in the statement of profit or loss when incurred.

##### Fair value hedge

The fair value hedge is defined as a hedge of the exposure to changes in fair value of a recognized asset or liability or an unrecognized firm commitment, or an identified portion of such an asset, liability or firm commitment, that is attributable to a particular risk and could affect profit or loss.

It can involve micro-hedging in the case of identified assets and liabilities (sole element or homogenous group) as well as macro-hedging in the case of a portfolio of assets or liabilities (still called “macro-hedge” or “carved-out fair value hedge”).

This revaluation is booked in the statement of profit or loss, where it offsets the measurement of the fair value change of the hedging instrument that is also recorded in the statement of profit or loss.

#### 5.4.7. EMPLOYEE BENEFITS

Employee benefits are classified in one of four categories:

- Short-term benefits, such as salary, annual leave, incentive plans, profit-sharing and additional payments:

The ARVAL Group recognises an expense when it has used services rendered by employees in exchange for employee benefits.

- Long-term benefits, including compensated absences, long-service awards, and other types of cash-based deferred compensation:

These are benefits, other than short-term benefits, post-employment benefits and termination benefits. This relates, in particular, to compensation deferred for more than 12 months and not linked to the BNP Paribas share price, which is accrued in the financial statements for the period in which it is earned.

The actuarial techniques used are similar to those used for defined-benefit post-employment benefits, except that the revaluation items are recognised in the profit and loss account and not in equity.

- Termination benefits:

Termination benefits are employee benefits payable in exchange for the termination of an employee's contract as a result of either a decision by the Group to terminate a contract of employment before the legal retirement age, or a decision by an employee to accept voluntary redundancy in exchange for these benefits. Termination benefits due more than 12 months after the balance sheet date are discounted.

- Post-employment benefits, including top-up banking industry pensions and retirement bonuses in France and pension plans in other countries, some of which are operated through pension funds.

In accordance with IFRS, the ARVAL Group draws a distinction between defined-contribution plans and defined-benefit plans.

Defined-contribution plans do not give rise to an obligation for the Group and do not require a provision. The amount of the employer's contributions payable during the period is recognised as an expense.

Only defined-benefit schemes give rise to an obligation for the Group. This obligation must be measured and recognised as a liability by means of a provision.

The classification of plans into these two categories is based on the economic substance of the plan, which is reviewed to determine whether the Group has a legal or constructive obligation to pay the agreed benefits to employees.

Post-employment benefit obligations under defined-benefit plans are measured using actuarial techniques that take demographic and financial assumptions into account.

The net liability recognised with respect to post-employment benefit plans is the difference between the present value of the defined-benefit obligation and the fair value of any plan assets.

The present value of the defined-benefit obligation is measured on the basis of the actuarial assumptions applied by the Group. This method takes into account various parameters, specific to each country or Group entity, such as demographic assumptions, the probability that employees will leave before retirement age, salary inflation, a discount rate, and the general inflation rate.

When the value of the plan assets exceeds the amount of the obligation, an asset is recognised if it represents a future economic benefit for the Group in the form of a reduction in future contributions or a future partial refund of amounts paid into the plan.

The annual expense recognised in the profit and loss account under "Salaries and employee benefits", with respect to defined-benefit plans includes the current service cost (the rights vested by each employee during the period in return for service rendered), the net interests linked to the effect of discounting the net defined-benefit liability (asset), the past service cost arising from plan amendments or curtailments, and the effect of any plan settlements.

Remeasurements of the net defined-benefit liability (asset) are recognised in shareholders' equity and are never reclassified to profit or loss. They include actuarial gains and losses, the return on plan assets and any change in the effect of the asset ceiling (excluding amounts included in net interest on the defined-benefit liability or asset).



## 5.4.8. PROVISIONS

A provision is recognised in the balance sheet when the ARVAL Group has a present legal or constructive obligation as a past event and:

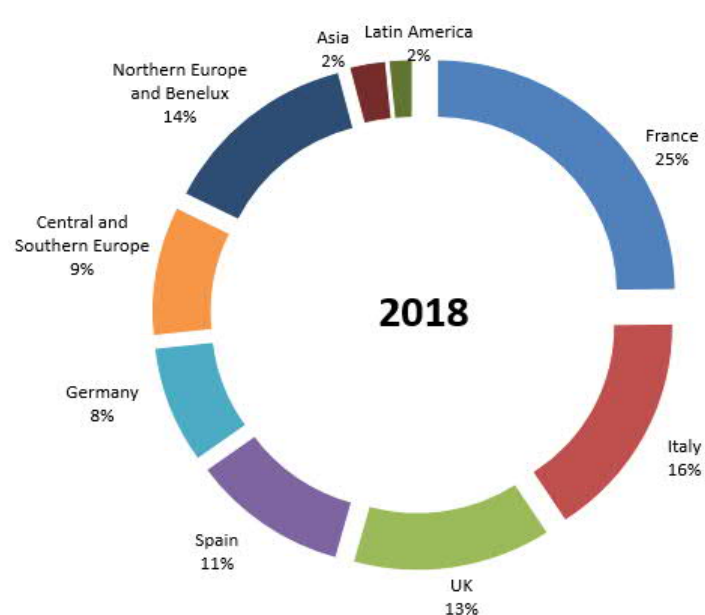
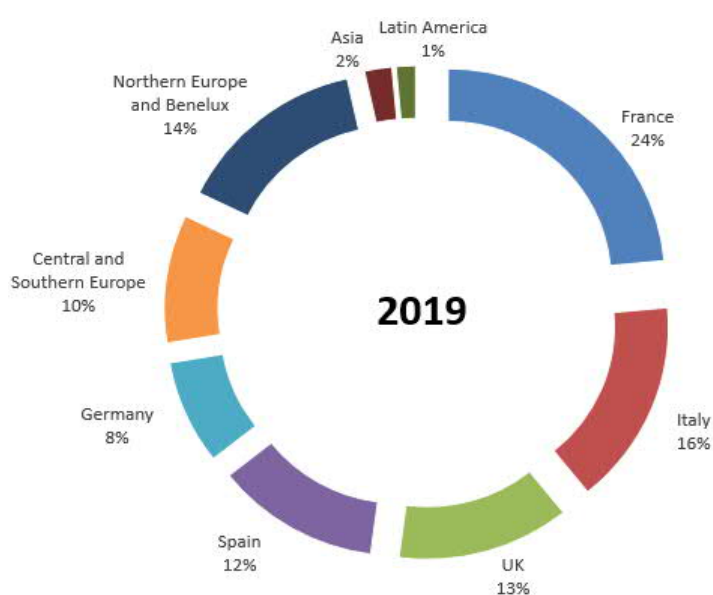
- It is probable that that an outflow of economic benefits will be required to settle the obligation;
- The amount of the obligation is can be reliability estimated.

## 5.5. SEGMENT INFORMATION

### 5.5.1. RENTAL FLEET

The table below presents information about the rental fleet distribution in value (in Meuros) within the countries and geographical regions in which the ARVAL group is active.

Countries / Geographical Areas	2019 Fleet Net amount	2018 Fleet Net amount
France	4 722,7	4 354,1
Italy	3 148,6	2 793,0
UK	2 589,2	2 377,0
Spain	2 464,1	1 884,9
Germany	1 600,5	1 438,2
Central and Southern Europe	1 971,0	1 582,5
Northern Europe and Benelux	2 877,0	2 384,9
Asia	411,8	433,3
Latin America	292,9	279,0
<b>Total</b>	<b>20 077,8</b>	<b>17 526,9</b>



### 5.5.2. FTE'S (Full-Time Equivalent)

The table below presents information about the Fte's distribution (in number) within the countries and geographical region in which the ARVAL group is Active:

Countries / Functions	Year Ended 2019	Year ended 2018
France / IT / Corporate Functions / Others	2 041	1 945
Italy	1 047	1 000
Spain	691	617
UK	655	645
Germany	339	350
Northern Europe and Benelux	821	751
Central and Southern Europe	793	723
Asia	274	321
Latin America *	435	438
* of which Garages	126	133
<b>Total</b>	<b>7 095</b>	<b>6 790</b>

### 5.5.3. REVENUES

The split of the Gross operational income (in Meuros) per country, geographical area is the following:

Countries / Geographical Areas	Year Ended 2019	Year Ended 2018
France	343,7	283,7
Italy	213,1	269,6
UK	147,1	148,6
Spain	225,7	159,1
Germany	61,9	60,5
Central and Southern Europe	101,6	96,4
Northern Europe and Benelux	165,6	150,2
Asia	40,6	17,3
Latin America	27,4	26,5
<b>Total</b>	<b>1 326,9</b>	<b>1 212,0</b>

## 5.6. PROFIT AND LOSS ACCOUNT

### 5.6.1. LEASE CONTRACT MARGIN

In Millions of Euros	Year Ended 2019	Year Ended 2018
Lease contract revenues	4 387,5	4 060,2
Lease Contract Costs depreciation	-3 546,0	-3 328,4
Lease contract - Financing	-230,2	-206,4
Foreign exchange gain/loss	-11,5	-24,4
Lease contract margin	599,7	501,0

Lease contract margin refers to the only Long Term Rental activity including all revenues and costs such as rents, depreciation, interests and commissions as well as income and charges related to financing, including gain and loss on foreign exchange.

To be compliant with IFRS, the residual values of the fleet is assessed in order to take into account the potential risks linked to the evolution of the used car market. This residual value assessment is part of the Rental Fleet Amortization.

#### *5.6.1.1. Lease contract revenues*

Lease contract revenues reflect the sum of the margins linked to the Lease Rental activity. Lease contract revenues are following IFRS16, in terms of identification of lease and non-lease components and IFRS15 in terms of assessment of a performance obligation.

#### *5.6.1.2. Lease contract costs depreciation*

These costs represent the depreciation directly linked to lease contract vehicles.

The amortization is calculated linearly over the life of the lease contract taking into account the vehicle purchase price minus its residual value.

According to IAS 16 standard, an estimation (adjusted regularly) of the expected profit or loss on future disposals is spread over the life of the contracts. These expectations are part of the depreciation costs.

#### *5.6.1.3. Lease contract – Financing*

Arval is funding the acquisition of leased vehicles with borrowings that generate interest costs. Also included are all bank charges necessary for the usual activity.

## 5.6.2. LEASE SERVICES MARGIN

Lease services margin includes all services proposed by Arval that complement the Long Term Rental activity, such as maintenance and repair, tyres, relief vehicle, assistance, damages, insurance (through Greenval or external companies) fuel management, telematics, and driver services.

In Millions of Euros	Year Ended 2019	Year Ended 2018
Service revenues	3 031,8	2 885,5
Costs of service revenues	-2 433,3	-2 311,1
Lease services margin	598,4	574,4

The analysis of the IFRS 15 standard performed by the ARVAL Group has brought to the conclusion that revenue recognition should reflect a "Performance Obligation" meaning "efforts made" to deliver a service:

- Occurrence of costs should be applied for revenue related to predictable costs like maintenance and tyres;
- Time elapsing could be used for revenue linked to no predictable costs like insurance or assistance.

Then, regarding maintenance and tyres margin, the revenue recognition is therefore, done following the incurred cost occurrence.

### 5.6.2.1. Service revenues

All services invoiced in addition to the long term rental activity are embedded within these revenues (following IFRS 15 principles).

### 5.6.2.2. Costs of services revenues

All costs linked to the services invoiced in addition to the long term rental activity are embedded within these costs.

## 5.6.3. CAR SALES RESULT

In Millions of Euros	Year Ended 2019	Year Ended 2018
Proceeds of cars sold & End of Contract Fees	3 064,6	2 726,2
Cost of cars sold	-2 935,9	-2 589,6
Car Sales Result	128,7	136,6

The proceeds and costs of the sales of the vehicles sold mainly include:

- Proceeds of cars sold and End of Contract Fees:
  - Sales price;
  - Refurbishment costs;

- Excess mileage fees;
- Early termination fees.
  
- Cost of cars sold:
  - Net book value of the cars;
  - Logistic costs.

#### 5.6.4. OPERATING EXPENSES

In Millions of Euros	Year Ended 2019	Year Ended 2018
Staff expenses	-467,5	-412,2
General and administrative expenses	-206,2	-234,0
Depreciation and amortization	-51,6	-28,7
Operating expenses	-725,3	-674,8

Operating expenses mainly include Staff expenses, IT costs, property costs, professional fees and advertising, and depreciation and amortization.

In regards to the implementation of IFRS16 standard in 2019, instead of rental charges, the right of use amortization and interests costs are therefore (since 1<sup>st</sup> of January 2019) booked within the operating expenses.

The average number of staff employed by the Group during the year 2019 was 7 020 (2018= 6 617). At year-end, the full time equivalent number of staff employed by the Group was 7 123 (2018 = 6 819).

#### 5.6.5. COST OF RISK

In Millions of Euros	Year Ended 2019	Year Ended 2018
Cost of Risk (Impairment Charges on Receivables)	-36,6	-38,0

Cost of risk includes the write off on receivables and Impairment gains and losses resulting from the accounting of loss allowances resulting from the provisioning policy in place.

#### 5.6.6. OTHER INCOMES/EXPENSES

In Millions of Euros	Year Ended 2019	Year Ended 2018
Other Incomes/Expenses	-0,8	-4,1

Other incomes and expenses represent all profit and loss items relating to financial instruments measurements (Available for Sale Assets, or Mandatorily Fair Value through Profit and Loss assets).

## 5.6.7. SHARE OF PROFIT ASSOCIATES & JOINTLY CONTROLLED ENTITIES

In Millions of Euros	Year Ended 2019	Year Ended 2018
Share of profit associates and jointly controlled entities	0,5	1,1

This is the share of the income generated by associated companies to the Arval Group and accounted by using the equity method given their shared ownership. This concerns the partnership in the South America area.

## 5.6.8. INCOME TAX

In Millions of Euros	Year Ended 2019	Year ended 2018
Corporate Income Tax	-6,9	-36,3
Deferred tax expenses/incomes	-83,7	-46,4
<b>Total</b>	<b>-90,6</b>	<b>-82,7</b>

Effective tax rates:

In Millions of Euros	Year Ended 2019	Year Ended 2018
Accounting Profit Before tax	564,7	496,2
Tax calculated at domestic tax rates	-90,6	-82,7
<b>Effective income tax rate</b>	<b>16,04%</b>	<b>16,67%</b>

The standard tax rate in France is 34.43% (for both exercise 2019 and 2018).

Countries where are tax rates are lower than in France are mainly Luxembourg, UK, Ireland, Italy, Belgium and Spain (with applicable tax rates of 18.2%, 19%, 12.5%, 24%, 29.6% and 25.0% respectively).

## 5.7. BALANCE SHEET

### 5.7.1. ASSETS

#### 5.7.1.1. Goodwill

When acquiring companies, the value of the investment carried out may be greater than the fair value of the net assets and liabilities of the concerned ones. This excess represents the Goodwill which has to be regularly assessed less any accumulated impairment losses previously booked.

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Total	515,5	503,4	505,5

#### 5.7.1.2. Other Intangible assets

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Other Intangible assets Purchase price	236,1	219,8	215,0
Other Intangible assets Amortization & Depreciation	-159,2	-144,5	-147,5
Total	76,9	75,4	67,6

Other intangible assets mainly include Software bought or created by ARVAL entities.

Software developed internally by the ARVAL Group that fulfils the criteria for capitalisation is capitalised at direct development cost, which includes external costs and the labour costs of employees directly attributable to the project.

Subsequent to initial recognition, property, plant and equipment and intangible assets are measured at cost less accumulated depreciation or amortization and any impairment losses.

Software is amortised, depending on its type, over periods of no more than 8 years in the case of infrastructure developments and 3 years or 5 years in the case of software developed primarily for the purpose of providing services to customers.

- 2018 variations:

In Millions of Euros	Opening 2018	Perimeter entries	Increase	Decrease	Others	Year ended 2018
Acquired software - Purchase price	57,3	0,2	2,2	-0,4	-0,1	59,2
Internal generated software	78,0	4,8	9,6	-3,8	0,0	88,7
Other Intangible assets - Purchase price	52,2	0,2	0,0	-0,1	-22,3	30,1
Intangible assets in progress	27,5	0,0	19,4	-5,0	0,2	41,9
Total	215,0	5,2	31,2	-9,3	-22,1	219,8

In Millions of Euros	Opening 2018	Perimeter entries	Increase	Decrease	Others	Year ended 2018
Acquired Software - Amortization	-48,3	-0,1	-3,5	0,3	0,1	-51,5
Internal generated software - Amortization	-56,1	-2,3	-10,4	2,9	0,0	-66,0
Other Intangible assets - Amortization	-35,4	-0,2	-1,6	0,0	17,7	-19,5
Other Intangible assets - Provision	-7,5	0,0	0,0	0,0	0,0	-7,5
<b>Total</b>	<b>-147,5</b>	<b>-2,6</b>	<b>-15,4</b>	<b>3,2</b>	<b>17,8</b>	<b>-144,5</b>

Including foreign exchange impact less than 1 Meuros.

- 2019 Variations:

In Millions of Euros	Opening 2019	Perimeter entries	Increase	Decrease	Others	Year ended 2019
Acquired software - Purchase price	59,2	0,0	2,6	-0,4	0,2	61,6
Internal generated software	88,7	0,0	26,2	-6,1	-0,2	108,6
Other Intangible assets - Purchase price	30,1	0,0	0,0	-0,1	0,0	30,0
Intangible assets in progress	41,9	0,0	15,5	-21,5	0,0	35,9
<b>Total</b>	<b>219,8</b>	<b>0,0</b>	<b>44,3</b>	<b>-28,0</b>	<b>-0,1</b>	<b>236,1</b>

In Millions of Euros	Opening 2019	Perimeter entries	Increase	Decrease	Others	Year ended 2019
Acquired Software - Amortization	-51,5	0,0	-3,6	0,3	-0,2	-55,0
Internal generated software - Amortization	-66,0	0,0	-14,2	4,4	0,2	-75,6
Other Intangible assets - Amortization	-19,5	0,0	-1,6	0,0	0,1	-21,0
Other Intangible assets - provision	-7,5	0,0	0,0	0,0	0,0	-7,5
<b>Total</b>	<b>-144,5</b>	<b>0,0</b>	<b>-19,4</b>	<b>4,7</b>	<b>0,0</b>	<b>-159,2</b>

Including foreign exchange impact less than 1 Meuros.

### 5.7.1.3. Rental Fleet

As at 31.12.2019, the net amount of the leased vehicles owned by the ARVAL group reaches 20 077.8 Million Euros. This amount takes into account the amortization of the vehicles.

To be compliant with IFRS, the residual values of the fleet is assessed in order to take into account the potential risks linked to the evolution of the used car market. This residual value assessment is part of the Rental Fleet Amortization. A prospective methodology is applied for the rental fleet depreciation calculation onboarding the residual value variation over the remaining life of the contract.



## Rental Fleet Variation:

- 2018:

In Millions of Euros	Opening 2018	Perimeter Entries	Increase	Decrease	Foreign exchange	Other	Year ended 2018
Rental Fleet - Gross Amount	21 014,1	825,5	7 003,2	-4 651,9	-186,6	8,4	24 012,6
Rental Fleet - Amortization & Depreciation	-5 577,6	-207,0	-3 325,2	2 602,8	21,3	0,0	-6 485,8
Total	15 436,5	618,4	3 677,9	-2 049,1	-165,3	8,4	17 526,9

- 2019:

In Millions of Euros	Opening 2019	Increase	Decrease	Foreign exchange	Other	Year ended 2019
Rental Fleet - Gross Amount	24 012,6	8 019,1	-4 952,7	212,1	6,5	27 297,6
Rental Fleet - Amortization & Depreciation	-6 485,8	-3 546,0	2 868,6	-56,3	-0,3	-7 219,9
Total	17 526,9	4 473,1	-2 084,2	155,7	6,2	20 077,8

The Rental fleet is linearly amortized over the length of the lease contract (in average between 1 and 5 years).

### 5.7.1.4. Other Property, Plant and Equipment

Property, plant and equipment shown in the consolidated balance sheet are composed of assets used in operations and investment property. Rights-of-use related to lease assets are presented by the lessee within fixed assets in the same category as similar assets held.

Property, plant and equipment and intangible assets are initially recognised at purchase price plus directly attributable costs.

The depreciable amount of property, plant and equipment is calculated after deducting the residual value of the asset. Property, plant and equipment are depreciated or amortised using the straight-line method over the useful life of the asset. Depreciation and amortization expense is recognised in the profit and loss account under "Depreciation, amortization and impairment of property, plant and equipment.

Depreciable property, plant and equipment are tested for impairment if there is an indication of potential impairment at the balance sheet date. Non-depreciable assets are tested for impairment at least annually, using the same method as for goodwill allocated to cash-generating units.

If there is an indication of impairment, the new recoverable amount of the asset is compared with the carrying amount. If the asset is found to be impaired, an impairment loss is recognised in the profit and loss account. This loss is reversed in the event of a change in the estimated recoverable amount or if there is no longer an indication of impairment. Impairment losses are taken to the profit and loss account in "Depreciation, amortization and impairment of property, plant and equipment and intangible assets".

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Other Property and Equipment purchase price	338,0	155,9	138,4
Other Property and Equipment Amortization	-186,7	-71,7	-65,3
Total	151,3	84,2	73,1

The Variation between 2018 and 2019 is linked to the IFRS16 standard which has been applied for the first time as of 01.01.2019. The gross amount of the Right of Use recognized in the balance sheet (mostly for Buildings) is equal to 196 Meuros. As at 31.12.2019, the Right of Use amortization is equal to 118 Meuros.

Amortization rules are described in the section 5.4.4.

- 2018:

In Millions of Euros	Opening 2018	Perimeter Entries	Increase	Decrease	Other	Year ended 2018
Land	6,3	0,0	0,0	0,0	0,0	6,3
Buildings - Gross amount	34,6	0,7	1,4	0,0	0,0	36,7
Improvements & installations	23,1	1,5	3,2	-0,7	-0,3	26,8
IT hardware	28,7	0,8	3,1	-2,1	-0,1	30,3
Vehicles	24,3	2,6	13,4	-9,5	-0,6	30,2
Other equipments	21,6	1,1	4,0	-1,1	-0,1	25,5
In progress	0,0	0,0	0,8	-0,8	0,0	0,1
<b>Total</b>	<b>138,4</b>	<b>6,7</b>	<b>26,0</b>	<b>-14,2</b>	<b>-1,0</b>	<b>155,9</b>

In Millions of Euros	Opening 2018	Perimeter Entries	Increase	Decrease	Other	Year ended 2018
Buildings - Amortization	-6,8	-0,3	-0,8	0,0	0,0	-8,0
Improvements & installations - Amortization	-13,1	-0,7	-2,9	1,0	0,2	-15,4
IT hardware - Amortization	-23,1	-0,6	-3,3	2,0	0,1	-24,9
Vehicles - Amortization	-8,4	-0,5	-4,3	4,9	0,2	-8,1
Other equipments - Amortization	-13,9	-0,6	-1,9	1,1	0,1	-15,2
<b>Total</b>	<b>-65,3</b>	<b>-2,7</b>	<b>-13,2</b>	<b>9,0</b>	<b>0,5</b>	<b>-71,7</b>

Including foreign exchange impact less than 1 Meuros.

- 2019:

In Millions of Euros	Opening 2019 before FTA IFRS 16	FTA IFRS 16	Opening 2019	Increase	Decrease	Other	Year ended 2019
Land	6,3	0,0	6,3	0,0	0,0	0,0	6,3
Buildings - Gross amount	36,7	-18,3	18,4	0,0	0,0	0,0	18,5
Buildings - Right of Use	0,0	178,3	178,3	11,7	-0,9	-0,1	189,0
Improvements & installations	26,8	0,0	26,8	1,5	-0,2	0,5	28,6
IT hardware	30,3	0,0	30,3	4,1	-4,9	0,1	29,6
IT hardware - Right of Use	0,0	6,5	6,5	0,0	0,0	0,0	6,5
Vehicles	30,2	0,0	30,2	9,9	-6,1	0,1	34,1
Other equipments	25,5	0,0	25,5	1,3	-1,4	0,0	25,4
In progress	0,1	0,0	0,1	0,9	-1,0	0,0	0,0
<b>Total</b>	<b>155,9</b>	<b>166,6</b>	<b>322,4</b>	<b>29,4</b>	<b>-14,5</b>	<b>0,6</b>	<b>338,0</b>

In Millions of Euros	Opening 2019 before FTA IFRS 16	FTA IFRS16	Opening 2019	Increase	Decrease	Other	Year ended 2019
Buildings - Amortization	-8,0	6,2	-1,8	-0,5	0,0	0,0	-2,3
Buildings - Right of Use - Amortization	0,0	-97,0	-97,0	-18,8	0,4	0,1	-115,4
Improvements & installations - Amortization	-15,4	0,0	-15,4	-2,8	0,2	-0,3	-18,3
IT hardware - Amortization	-24,9	0,0	-24,9	-3,6	5,0	-0,1	-23,7
IT hardware - Right of Use - Amortization	0,0	-2,0	-2,0	0,0	0,0	0,0	-2,0
Vehicles - Amortization	-8,1	0,0	-8,1	-4,4	3,6	-0,1	-9,0
Other equipments - Amortization	-15,2	0,0	-15,2	-2,0	1,3	0,0	-16,0
Total	-71,7	-92,8	-164,5	-32,2	10,4	-0,4	-186,7

Including foreign exchange impact less than 1 Meuros.

The German building, a financial leasing for an amount of -18.3 M€, is reclassified from buildings gross amount to buildings right of use.

#### 5.7.1.5. Investments in associates and jointly controlled entities

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Investments in associates and jointly controlled entities	36,0	30,9	100,7

Investments in associates and jointly controlled entities are split in two parts:

- MFVPL (Mandatorily Fair Value through Profit and Loss), i.e. entities not consolidated (Lease Contract Sales Limited in the UK, Fleet Insurance Services in Poland, Annuo Jiutong in China) for an amount of 11.6 Meuros as at 31/12/2019, 14.9 Meuros as at 31/12/2018 and 26 Meuros as at 01/01/2018.
- Some Arval entities were considered until the end of 2017 as entities accounted for by Equity Method with regard to their size for a value of 74.7 Meuros. From 2018, they are treated as fully consolidated entities.
- Jointly controlled entities that Arval shares with its partner Relsa in Chile and in Peru for 24.4 Meuros and 16 Meuros, respectively as at 31/12/2019 and 31/12/2018.  
Joint ventures are accounted for by applying the equity method.

#### 5.7.1.6. Inventories

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Inventories - Gross Amount	343,3	232,5	223,9
Inventories - Depreciation	-6,6	-6,7	-8,4
Total	336,7	225,8	215,5

Upon termination of the lease, the relevant assets are reclassified from the caption "Rental Fleet" to the "inventories" at their carrying amount.

Then inventories are composed of vehicles returned but not yet sold. The value presented is a net amount of the historical value at the dehire's date and its depreciation.

The vehicles in stock, are depreciated until they are sold to take into account the time impact on the market value.

In Millions of Euros	Opening 2018	Perimeter entries	Increase	Release	Other	Year ended 2018
Provision for inventories depreciation	-8,4	-0,1	-19,8	19,7	1,9	-6,7
Total	-8,4	-0,1	-19,8	19,7	1,9	-6,7

In Millions of Euros	Opening 2019	Perimeter entries	Increase	Release	Other	Year ended 2019
Provision for inventories depreciation	-6,7	0,0	-15,3	15,1	0,4	-6,6
Total	-6,7	0,0	-15,3	15,1	0,4	-6,6

#### 5.7.1.7. Receivables

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Receivables - Gross Amount	1 229,8	1 008,3	887,7
Provisions	-117,1	-110,1	-85,7
Receivables Net Amount	1 112,7	898,3	802,0

Receivables per maturity:

In Millions of Euros	01.01.2018	Less than 1 year	1 - 5 Years	Over 5 Years
Receivables - Gross Amount	887,7	816,2	45,7	25,8

In Millions of Euros	Year ended 2018	Less than 1 year	1 - 5 Years	Over 5 Years
Receivables - Gross Amount	1 008,3	927,1	51,9	29,3

In Millions of Euros	Year ended 2019	Less than 1 year	1 - 5 Years	Over 5 Years
Receivables - Gross Amount	1 229,8	1 168,8	61,0	0,0

The split receivables maturity on 01.01.2018 has been calculated with the same allocation key as observed as at 31.12.2018.

According to the BNP Paribas Group Accounting Policies, it must be determined for each debt, if a loss event (or a combination of loss events):

- Leads to the classification as a doubtful debt,
- Reduces the estimated future cash flow expected to be recovered

When an objective indicator of impairment is identified i.e. when the debt is classified as 'doubtful', the recoverable value has to be calculated to determine if an impairment provision should be recognized. If the recoverable value is lower than the net carrying amount, a provision should be calculated as follows: Provision on doubtful debt = Outstanding debt – Discounted recoverable value.

In order to estimate the discounted recoverable value to take into account in the calculation of the provision on doubtful debt, two types of evaluation can be used: individual and statistical calculation. These have to be used separately, meaning a doubtful debt cannot be depreciated at the same time using an individual and statistical calculation. Although these two options are considered to be both available for the cases under default, the statistical approach is to be followed for the non-defaulted doubtful part (i.e. for technical / dispute).

(a) Individual estimation: Customer per customer

(b) Statistical estimation: If doubtful debt can be gathered into homogeneous groups (i.e. sharing similar characteristics), the discounted recoverable value can be determined statistically. Homogeneous groups are defined by debt sharing similar characteristics (geography, number of days past-due, reasons for the classification etc.) and in this case, the percentage of recovery can be calculated according to history of recoveries.

In the framework of IFRS9, a simplified methodology called "Approximation by net provision" is used to assess the Expected Credit Loss to be booked on trade receivables and lease receivables.

This methodology relies on past cost of risk data: it basically consists in applying to the out-of-Group exposure of the considered quarter a "Specific Provisioning Ratio" (SPR), specific to each entity, calculated based on historical data of the entity on the previous 7 years:

- The SPR could be estimated as the average of the loss and dotations/reversals of provisions observed on the whole history on the portfolio to which the asset belongs
- It is updated once a year in Q4 (including the last available figures of the quarter) and remains unchanged in the three following quarters

The SPR provision including in the provision for receivables depreciation amounts to 6.5 Meuros for 2018 and to 8.1 Meuros for 2019.

At each closing date, the provision has to be updated in order to take into account:

- Realized repayments since the previous closing,
- Estimation of the amount of future cash flows.

In Millions of Euros	Opening 2018	Perimeter entries	Increase	Release	Other	Year ended 2018
Provision for receivables dépréciation	-85,7	-10,0	-36,9	21,7	0,8	-110,1
<b>Total</b>	<b>-85,7</b>	<b>-10,0</b>	<b>-36,9</b>	<b>21,7</b>	<b>0,8</b>	<b>-110,1</b>

In Millions of Euros	Opening 2019	Perimeter entries	Increase	Release	Other	Year ended 2019
Provision for receivables dépréciation	-110,1	0,0	-33,9	29,3	-2,5	-117,1
<b>Total</b>	<b>-110,1</b>	<b>0,0</b>	<b>-33,9</b>	<b>29,3</b>	<b>-2,5</b>	<b>-117,1</b>

#### 5.7.1.8. Derivative financial investments and hedge accounting

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Cash Flow Hedge derivatives	4,7	6,3	1,6
Derivative financial instruments	4,7	6,3	1,6

The derivative financial instruments are described in the chapter 5.2.3. The hedge accounting is defined within the section 5.4.6.

The split between current and non-current maturity is the following:

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Current (Less than one year)	1,3	1,8	0,5
Non Current (more than one year)	3,3	4,5	1,1
<b>Total</b>	<b>4,7</b>	<b>6,3</b>	<b>1,6</b>

#### 5.7.1.9. Cash and Equivalents

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Cash at bank and on hand	249,1	469,5	373,7
Short term bank deposit	88,1	94,4	372,4
Cash and cash equivalents	337,2	563,9	746,2

Cash and equivalent include cash in hands, deposit held at call with bank and other highly liquid investments. Cash and equivalents are defined as short term investments that are readily convertible to known amounts. Financial assets held as cash equivalents are held for the purpose of meeting short-term cash commitments rather than for investment or other purposes.

The cash and equivalent variation between 2019 and 2018 is due to the share premium reimbursement (200 Meuros) occurred in 2019 by ASL to its shareholder.

In the consolidated accounts, bank overdrafts are included in borrowings.

#### 5.7.1.10. Other receivables and prepayments

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Recoverable VAT	456,5	331,4	264,4
Other debtors	201,0	143,6	122,8
Deferred Costs	220,6	156,2	114,0
Accrued Revenues	266,0	236,0	183,6
Other prepaids and accrued income	534,2	345,2	333,0
Other receivables and prepayments	1 678,4	1 212,5	1 017,7

*Including non material depreciation*

### 5.7.1.11. Other financial assets

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Loans	160,0	160,0	160,0
Deposits	1,1	0,8	0,6
Post Employment benefit assets	33,9	27,3	23,0
Other financial assets	195,0	188,1	183,6

The split between current and non-current maturity is the following:

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Current	35,1	0,8	0,6
Non current	159,9	187,3	183,0
Total	195,0	188,1	183,6

## 5.7.2. LIABILITIES

### 5.7.2.1. Shareholders' equity and subordinated loan

- Shareholder's equity:

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Share capital	66,4	66,4	66,4
Share premium	272,2	472,2	472,2
Retained earnings and other reserves	881,6	638,0	867,9
Net income	474,2	413,4	
TOTAL EQUITY	1 694,4	1 590,1	1 406,5

The share capital amounts to 66.4 M€, divided into 3,320,640 ordinary shares with a nominal value of 20 € each.

All shares issued are fully paid.

The share premium variation of 200 M€ is due to a reimbursement from ARVAL Service Lease to its shareholder (BNPP Fortis).

The retained earnings and other reserves mainly represent, in addition to legal reserves, the reserves recognized due to IFRS standards' application.

Equity variations are described in the section 3.

- Subordinated loan :

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Subordinated loan	90,0	90,0	90,0

The subordinated loan relates exclusively to the entity Arval Germany as required by German regulators (BaFin/Bundesbank.). Arval Germany has to perform a risk bearing capacity calculation each year to demonstrate that it has sufficient capital to cover the risks linked to its activity. A subordinated loan was put in place in 2017 to comply with this requirement.

#### 5.7.2.2. Retirement benefits obligation and long term benefits & Provisions

##### - 2018 Provisions variation

In Millions of Euros	Opening 2018	Increase	Release	Other	Year ended 2018
Provision for Employee Benefits	62,8	8,6	-5,5	-2,0	64,0
Prov-EB-Defined benefit pension plan	53,4	5,9	-3,5	-1,9	53,9
Prov-EB for differed cash bonus	3,0	1,9	-1,7	0,0	3,2
Prov-EB-Other Long Term Benefit	6,4	0,4	-0,1	0,0	6,8
Prov for shares -based bonuses	0,0	0,3	-0,3		0,0
Provisions for litigation	2,2	2,0	-1,2	0,1	3,1
Provisions for other litigation	0,9		-0,1	0,0	0,8
Provisions for litigation-PersExp	1,4	2,0	-1,1	0,1	2,3
Other Provision for liabilities	308,5	61,3	-89,0	-3,9	276,9
Provision on Other & General Operating Expenses	0,8	0,7	-0,3	0,4	1,6
Provision risks on operating leases	307,7	60,6	-88,7	-4,3	275,3
Provision for liabilities	373,6	71,8	-95,7	-5,8	343,9

##### - 2019 Provisions variation

In Millions of Euros	Opening 2019	Increase	Release	Other	Year ended 2019
Provision for Employee Benefits	64,0	9,5	-4,3	9,9	79,0
Prov-EB-Defined benefit pension plan	53,9	5,7	-2,0	9,9	67,5
Prov-EB for differed cash bonus	3,2	2,0	-1,5	0,0	3,7
Prov-EB-Other Long Term Benefit	6,8	0,9	-0,1	0,0	7,7
Prov for shares -based bonuses	0,0	0,8	-0,7	0,0	0,1
Prov risk - Guarantees given	0,0			0,0	0,0
Provisions for litigation	3,1	6,3	-1,1	0,0	8,2
Provisions for other litigation	0,8	5,0	0,0	0,0	5,8
Provisions for litigation-PersExp	2,3	1,3	-1,1	0,0	2,5
Other Provision for liabilities	276,9	74,6	-126,6	-0,1	224,7
Provision on Other & General Operating Expenses	1,6	0,4	-0,2	0,0	1,7
Provision for dismantling and rehabilitation	0,0	0,0	0,0	0,1	0,1
Provision risks on operating leases	275,3	74,2	-126,4	-0,2	222,9
Provision for liabilities	343,9	90,3	-132,0	9,7	312,0



The definition of the employee's benefits covered by these provisions is described in the chapter 5.4.7.

Other provisions for liabilities cover mainly risk retention and relief vehicles risk.

The split between current and non-current maturity is the following:

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Current (Less than one year)	64,2	79,1	88,2
Non Current (more than one year)	247,8	264,8	285,4
Total	312,0	343,9	373,6

### 5.7.2.3. Borrowings from financial institutions

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Borrowings from financial institutions	19 749,5	16 815,8	15 045,0
Accrued and unpaid interets on borrowings	25,3	22,2	18,8
Overdrafts	206,7	160,8	120,4
Accrued and unpaid interets on overdrafts	0,2	0,1	0,1
Total	19 981,7	16 998,9	15 184,3

The split between current and non-current maturity is the following:

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Current (Less than one year)	6 223,2	5 545,7	4 437,9
Non Current (more than one year)	13 758,5	11 453,2	10 746,4
Total	19 981,7	16 998,9	15 184,3

Borrowings from financial institutions are mainly composed (97.8%) of BNPP and BNPP Fortis borrowings. These redeemable borrowings are used to purchase the leased vehicles and the Arval group investments. Interests and the balance of current bank accounts payable are included.

Maturity of Borrowings:

In Millions of Euros	01.01.2018	Less than 1 year	1 - 5 Years	Over 5 Years
Borrowings from financial institutions	15 045,0	4 298,6	10 526,5	219,9

In Millions of Euros	Year ended 2018	Less than 1 year	1 - 5 Years	Over 5 Years
Borrowings from financial institutions	16 815,8	5 362,6	11 218,8	234,4

In Millions of Euros	Year ended 2019	Less than 1 year	1 - 5 Years	Over 5 Years
Borrowings from financial institutions	19 749,5	5 991,0	13 644,6	113,9

The split borrowings maturity on 01.01.2018 has been calculated with the same allocation key as observed as at 31.12.2018.

#### 5.7.2.4. Derivative financial instruments

In Millions of Euros	Year Ended 2019	Year Ended 2018	01.01.2018
Fair Value Hedge derivatives	0,0	11,7	11,1
Cash Flow Hedge derivatives	12,6	6,9	5,9
Derivative financial instruments	12,6	18,6	17,0

The derivative financial instruments are described in the chapter 5.2.3. The hedge accounting is defined within the section 5.4.6.

The split between current and non-current maturity is the following:

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Current (Less than one year)	3,6	5,3	4,9
Non Current (more than one year)	9,0	13,3	12,1
Total	12,6	18,6	17,0

#### 5.7.2.5. Trade and other payables

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
IFRS 16 Lease liabilities	78,2	0,0	0,0
Deposit	83,4	84,4	81,4
Suppliers	283,0	254,0	230,9
VAT liabilities	102,7	83,6	101,7
Other deferred income including IFRS 15 adjustments	840,7	844,1	741,3
Other accrued expenses	199,0	205,3	193,6
Other creditors	679,4	731,8	660,3
Trade and other payables	2 266,3	2 203,3	2 009,1

This section brings together the debts arising from lease liabilities (IFRS 16), supplier payables including on fixed assets, the VAT collected and all other amounts owed to the employees, to the State or social organisms.

Other deferred incomes, other accrued expenses, other accruals and deferred charges are also part of this item.

The split between current and non-current maturity is the following:

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Current (Less than one year)	2 208,5	2 203,3	2 009,1
Non Current (more than one year)	57,8	0,0	0,0
Total	2 266,3	2 203,3	2 009,1

### 5.7.3. CURRENT AND DEFERRED TAX

In Millions of Euros	Year Ended 2019	Year ended 2018	01.01.2018
Current income tax receivable	49,2	50,6	59,4
Current income tax liabilities	40,8	25,0	52,4
Deferred tax assets	47,8	64,3	69,8
Deferred tax liabilities	221,4	160,8	146,3

The current income tax charge is determined on the basis of the tax laws and tax rates in force in each country in which the Group operates during the period in which the income is generated.

Deferred taxes are recognised when temporary differences arise between the carrying amount of an asset or liability in the balance sheet and its tax base.

Deferred tax liabilities are recognised for all taxable temporary differences other than:

- taxable temporary differences on initial recognition of goodwill;
- taxable temporary differences on investments in enterprises under the exclusive or joint control of the Group, where the Group is able to control the timing of the reversal of the temporary difference and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognised for all deductible temporary differences and unused carryforwards of tax losses only to the extent that it is probable that the entity in question will generate future taxable profits against which these temporary differences and tax losses can be offset.

Deferred tax assets and liabilities are measured using the liability method, using the tax rate which is expected to apply to the period when the asset is realised or the liability is settled, based on tax rates and tax laws that have been or will have been enacted by the balance sheet date of that period. They are not discounted.

Deferred tax assets and liabilities are offset when they arise within the same tax group, they fall under the jurisdiction of a single tax authority, and there is a legal right to offset.

Current and deferred taxes are recognised as tax income or expenses in the profit and loss account, except for those relating to a transaction or an event directly recognised in shareholders' equity, which are also recognised in shareholders' equity.

When tax credits on revenues from receivables and securities are used to settle corporate income tax payable for the period, the tax credits are recognised on the same line as the income to which they relate. The corresponding tax expense continues to be carried in the profit and loss account under "Corporate income tax".

## 5.7.4. FINANCIAL ASSETS AND LIABILITIES BY CATEGORY

The ARVAL group's financial assets and liabilities (defined in their respective balance sheet's sections) are classified as follow:

Assets:

01.01.2018 (Meuros)	Assets at amortized costs	Assets at fair value through profit and loss	Assets at fair value through OCI	Total Net book Value	Fair value	Level
Derivative financial instruments			1,6	1,6	1,6	2
Receivables	802,0			802,0	0,0	2
Other financial assets		160,6	23,0	183,6	183,6	1 et 2
Cash and cash equivalents		746,2		746,2	746,2	1
<b>Total</b>	<b>802,0</b>	<b>906,7</b>	<b>24,6</b>	<b>1 733,3</b>	<b>931,3</b>	

Year Ended 2018 (Meuros)	Assets at amortized costs	Assets at fair value through profit and loss	Assets at fair value through OCI	Total Net book Value	Fair value	Level
Derivative financial instruments			6,3	6,3	6,3	2
Receivables	898,3			898,3	0,0	2
Other financial assets		160,8	27,3	188,1	188,1	1 et 2
Cash and cash equivalents		563,9		563,9	563,9	1
<b>Total</b>	<b>898,3</b>	<b>724,8</b>	<b>33,6</b>	<b>1 656,6</b>	<b>758,3</b>	

Year Ended 2019 (Meuros)	Assets at amortized costs	Assets at fair value through profit and loss	Assets at fair value through OCI	Total Net book Value	Fair value	Level
Derivative financial instruments			4,7	4,7	4,7	2
Receivables	1 112,7			1 112,7	0,0	2
Other financial assets		161,1	33,9	195,0	195,0	1 et 2
Cash and cash equivalents		337,2		337,2	337,2	1
<b>Total</b>	<b>1 112,7</b>	<b>498,2</b>	<b>38,6</b>	<b>1 649,5</b>	<b>536,8</b>	

Liabilities:

01.01.2018 (Meuros)	Liabilities at amortized costs	liabilities at fair value through profit and loss	Liabilities at fair value through OCI	Total Net book Value	Fair value	Level
Borrowings	15 184,3			15 184,3	0,0	2
Derivative Financial Instruments		11,1	5,9	17,0	12,6	2
Trade payables	2 009,1			2 009,1	0,0	2
<b>Total</b>	<b>17 193,4</b>	<b>11,1</b>	<b>5,9</b>	<b>17 210,4</b>	<b>12,6</b>	

Year Ended 2018 (Meuros)	Liabilities at amortized costs	liabilities at fair value through profit and loss	Liabilities at fair value through OCI	Total Net book Value	Fair value	Level
Borrowings	16 998,9			16 998,9	0,0	2
Derivative Financial Instruments		11,7	6,9	18,6	18,6	2
Trade payables	2 203,3			2 203,3	0,0	2
<b>Total</b>	<b>19 202,2</b>	<b>11,7</b>	<b>6,9</b>	<b>19 220,8</b>	<b>18,6</b>	

Year Ended 2019 (Meuros)	Liabilities at amortized costs	liabilities at fair value through profit and loss	Liabilities at fair value through OCI	Total Net book Value	Fair value	Level
Borrowings	19 981,7			19 981,7	0,0	2
Derivative Financial Instruments			12,6	12,6	12,6	2
Trade payables	2 266,3			2 266,3	0,0	2
Total	22 248,0	0,0	12,6	22 260,5	12,6	

Assets and liabilities measured or disclosed at fair value are categorised into the three following levels of the fair value hierarchy:

- Level 1: fair values are determined using directly unadjusted quoted prices in active markets for identical assets and liabilities. Characteristics of an active market include the existence of a sufficient frequency and volume of activity and of readily available prices.
- Level 2: fair values are determined based on valuation techniques for which significant inputs are observable market data, either directly or indirectly. These techniques are regularly calibrated and the inputs are corroborated with information from active markets.
- Level 3: fair values are determined using valuation techniques for which significant inputs are unobservable or cannot be corroborated by market-based observations, due for instance to illiquidity of the instrument and significant model risk. An unobservable input is a parameter for which there are no market data available and that is therefore derived from assumptions that other market participants would consider when assessing fair value. The assessment of whether a product is illiquid or subject to significant model risks is a matter of judgment.

#### 5.7.5. RELATED PARTIES

The ARVAL group chart is provided in note chapter 5.3.3.3. (Scope of Consolidation). As presented, the Arval Group is controlled by BNP Paribas Fortis, entity itself controlled by BNP Paribas. All business relations with BNP Paribas and its subsidiaries are considered like related parties transactions. These are performed at normal market conditions and conducted in the ordinary course of business and on arm's length basis.

Transactions and outstanding balances between fully-consolidated entities (excluding Greenval, entity not integrated within the consolidated perimeter) are eliminated. The tables below show transactions with entities accounted for under the equity method, i.e. with Chilean and Peruvian entities.

Outstanding 2019 balances of related-party transactions (within ARVAL Group):

In Transactions Millions of Euros	Other Assets			Other Liabilities		
	Relsa Chile	Relsa Peru	Arval Relsa SpA (Chile)	Relsa Chile	Relsa Peru	Arval Relsa SpA (Chile)
ARVAL RELATED PARTIES						
Arval Service Lease	0,4	0,9	0,2	0,1	0,1	0,1

Transactions with related parties (within ARVAL Group) are very limited and mainly linked to corporate services. The Arval Services Lease France Other Assets with Chile and Peru amount to 1.5 M€ when ASL's debts amount to 0.3 M€ with these same entities.

There was no transaction with related party in 2018 because the concerned entities were fully consolidated.

Outstanding balances of related-party transactions (With BNPPARIBAS and BNPP Fortis):

- 2018:

#### ASSETS

Transactions In Millions of Euros	Cash and cash equivalents		Current income tax receivable	Other receivables and prepayments		Receivables	
	BNPP	FORTIS	BNPP	BNPP	FORTIS	BNPP	FORTIS
ARVAL RELATED PARTIES							
Arval	669,0	31,5	37,5	33,7	0,1	1,4	4,2

#### LIABILITIES

Transactions In Millions of Euros	Borrowings from financial institutions		Current income tax liabilities	Derivative financial instruments	Subordinated loan	Trade and other payables	
	BNPP	FORTIS	BNPP	BNPP	BNPP	BNPP	FORTIS
ARVAL RELATED PARTIES							
Arval	9 659,3	6 859,6	0,9	11,7	90,0	81,0	1,6

- 2019:

#### ASSETS

Transactions In Millions of Euros	Cash and cash equivalents		Current income tax receivable	Other receivables and prepayments		Receivables	
	BNPP	FORTIS	BNPP	BNPP	FORTIS	BNPP	FORTIS
ARVAL RELATED PARTIES							
Arval	381,9	90,4	35,6	31,4	0,3	10,8	4,4

#### LIABILITIES

Transactions In Millions of Euros	Borrowings from financial institutions		Current income tax liabilities	Derivative financial instruments	Subordinated loan	Trade and other payables	
	BNPP	FORTIS	BNPP	BNPP	BNPP	BNPP	FORTIS
ARVAL RELATED PARTIES							
Arval	8 030,2	11 507,7	3,7	6,6	90,0	70,1	0,8

### 5.7.6. COMMITMENTS

Contractual value of financing commitments given and received by the Arval Group:

In Millions Of Euros	2019	2018
Guarantees received	1 777,5	1 971,5
Guarantees Given	10 964,6	444,0

These commitments are entered into the ordinary course of business and are mainly:

- Guarantees received: Confirmed financing commitments from financial institutions (BNP Paribas and BNPP Fortis).
- Guarantees given: Since 2019, BNPP Intragroup guarantees given by ARVAL Service Lease (for its subsidiaries) to BNPP and BNPP Fortis.

## 5.8. DIVIDENDS

A dividend related to the period ended December 31, 2017 for an amount of EUR 213.617 Meuros (EUR 64.33 per share) was paid to the ARVAL shareholder end of May 2018.

A dividend related to the period ended December 31, 2018 for an amount of EUR 187.251 Meuros (EUR 56.39 per share) was paid to the ARVAL shareholder end of May 2019.

## 5.9. EARNINGS PER SHARE

Basic earnings per share:

	Year Ended 2019	Year ended 2018
Net income attributable to owners to the parent (Meuros)	469,6	416,4
Weighted average number of ordinary shares with voting rights	3 320 640	3 320 640
Total basic earning per share (in Euros)	141,4	125,4

Diluted earnings per share:

	Year Ended 2019	Year ended 2018
Net income attributable to owners to the parent (Meuros)	469,6	416,4
Weighted average number of ordinary shares	3 320 640	3 320 640
Total diluted earnings per share (in Euros)	141,4	125,4

## 5.10. SHARE-BASED PAYMENTS

There are no share-based payment plans.

## 5.11. MANAGING BOARD REMUNERATION

Directors' remuneration is not disclosed since it would involve communicating individual amounts.

## 5.12. AUDITORS' FEES

The total fee of the company's auditor, as charged to the consolidated payments for the year ended December 31, 2019 amounted to:

In Keuros	Year Ended 2019	Year ended 2018
PricewaterhouseCoopers (PWC)	20,0	20,0
Mazars	1 466,0	1 396,0

## 5.13. EVENTS AFTER THE REPORTING PERIOD

The coronavirus (SARS-CoV-19) pandemic declared by the World Health Organization (Public Health Emergency of International Concern (PHEIC)) January 2020 the 30th continues to spread in the all world. This crisis will most likely have significant economic effects on companies, for example due to restrictions in production, trade and consumption or due to travel bans.

In this context, ARVAL has taken actions to ensure a sustainable service and support to its customers. 99.99% of the Arval employees are able to work from home and can continue their current activities.

As a reminder Arval is a full subsidiary of BNP Paribas, a leading bank in the World with an international reach.

ARVAL has access to BNPP funding and support when needed.

ARVAL has reviewed, in addition to going concern, all most important areas of the accounts that may be subject to judgement and estimation uncertainty, including accounting estimates, asset impairment and expected credit loss assessments.

Regarding the Financial statements as at December 2019, as the pandemic was not yet declared, this did not have any implications on the accounts.

It is not expected, also, that the crisis has an impact on the continuity of the activity.