

## Deloitte.

### **ARVAL SERVICE LEASE**

# Statutory auditor's report on the consolidated financial statements

For the year ended December 31, 2022

#### Mazars

61 rue Henri Regnault 92075 Paris-La Défense S.A au capital de 8 320 000 € R.C.S 784 824 153 Nanterre

Commissaire aux Comptes Membre de la compagnie régionale de Versailles et du Centre

#### **Deloitte & Associés**

6, place de la Pyramide 92908 Paris-La Défense Cedex S.A.S. au capital de 2 188 160 € 572 028 041 R.C.S. Nanterre

Commissaire aux Comptes Membre de la compagnie régionale de Versailles et du Centre

## **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

For the year ended December 31, 2022

This is a translation into English of the statutory auditors' report on the consolidated financial statements of the Company issued in French and it is provided solely for the convenience of English-speaking users. This statutory auditors' report includes information required by European regulation and French law, such as information about the appointment of the statutory auditors or verification of the information concerning the Group presented in the management report and other documents provided to shareholders. This report should be read in conjunction with, and construed in accordance with, French law and professional auditing standards applicable in France.

#### ARVAL SERVICE LEASE STATUTORY AUDITORS' REPORT ON THE CONSOLIDATED FINANCIAL STATEMENTS

For the year ended December 31, 2022

To the Annual General Meeting,

#### **Opinion on consolidated financial statements**

In compliance with the engagement entrusted to us by your Annual General Meeting, we have audited the accompanying consolidated financial statements of Arval Service Lease S.A. for the year ended December 31, 2022.

In our opinion, the consolidated financial statements give a true and fair view of the assets and liabilities and of the financial position of the Group as at December 31, 2022 and of the results of its operations for the year then ended in accordance with International Financial Reporting Standards as adopted by the European Union.

The audit opinion expressed above is consistent with our report to the Board of Directors exercising the duties of the specialized committee referred to in Article L.823-19 of the French Commercial Code (code de commerce).

#### **Basis for Opinion**

#### Audit Framework

We conducted our audit in accordance with professional standards applicable in France. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Our responsibilities under those standards are further described in the *Statutory Auditors' Responsibilities for the Audit of the Consolidated Financial Statements* section of our report.

#### Independence

We conducted our audit engagement in compliance with independence requirement rules required by the French Commercial Code (code de commerce) and the French Code of Ethics (code de déontologie) for statutory auditors for the period from January 1<sup>st</sup>, 2022 to the date of our report, and specifically we did not provide any prohibited non-audit services referred to in Article 5(1) of Regulation (EU) N° 537/2014.

#### **Justification of Assessments - Key Audit Matters**

In accordance with the requirements of Articles L.823-9 and R.823-7 of the French Commercial Code (code de commerce) relating to the justification of our assessments, we inform you of the key audit matters relating to risks of material misstatement that, in our professional judgment, were of most significance in our audit of the consolidated financial statements of the current period, as well as how we addressed those risks.

These matters were addressed in the context of our audit of the consolidated financial statements as a whole and in forming our opinion thereon, and we do not provide a separate opinion on specific items of the consolidated financial statements.

<i>Risk on valuation of the vehicles' residual value</i> (Refer to notes 1.a, 1.c, 2.e, 2.f, 2.l, 3.a, 3.c, 4.a and 5.c of the consolidated financial statements)				
Risk identified	Our response			
The rental fleet represents around 75% of the Arval Group's total balance sheet as at December 31, 2022, with a net value of € 27.7 billion.	We got an understanding of the process for reassessing residual values put in place by the Group and have focused our work on the most significant Group fleets, the most contributory to depreciation			
The residual value of the vehicles representing the Group's fleet is defined at the beginning of the lease agreements. At each closing period, it is reviewed in order to obtain an estimate close to	adjustments and therefore the most impacted by the evolution of risks in connection to the macroeconomic context and the automotive market.			
the estimated sale value of the vehicle. The terms and conditions used to determine this residual value are set by ARVAL SERVICE LEASE SA and are common to all entities of the Group. Those estimates are calculated by a statistical model based on historical data of the Group sales of used car, as well as country specific factors calibrated by country.	We assessed the relevance of ARVAL SERVICE LEASE's internal control framework which governs the estimates contributing to the determination of residual values and in particular its adaptation to the context of crisis. We have reviewed the framework which led to adapting the models according to market's transformation. In a sample of vehicles, we reviewed the controls relating to the revaluation of residual values while integrating the new			
In an environment still affected by a significant uncertainty related to the macroeconomic context and a disrupted supply chain of new	assumptions and parameters that served as the basis for the model			
vehicles, ARVAL SERVICE LEASE observed an increase in resale values as well as a desire among its customers to extend the term of their lease. Similarly, the automotive market is gradually moving towards the electrification of vehicles	With the help of our actuarial experts, we reviewed the relevance of the statistical model put in place as well as the main parameters. On a sample basis, our work also consisted in:			
driven by changes in regulations on older engines. These changes have led management to make changes to estimates intended to maintain the consistency of the data included in the models.	<ul> <li>Reperforming the consistency of data from revaluation models through a data analytic approach;</li> <li>Comparing the correspondence between the accounting information and that from the fleet</li> </ul>			
The residual value re-estimated during the fleet revaluation process may be different from the initial residual value, which may lead to an adjustment of the depreciation of the vehicles over the residual term of the contract.	<ul> <li>management system;</li> <li>Checking that the estimates used are based on documented methods that comply with the principles set out in the notes to the consolidated financial statements.</li> </ul>			
We considered that the revaluation of the residual values is a key audit matter because it is based on the estimate of the resale values of the vehicles recorded on the balance sheet, that it is based on a statistical model and that it incorporates assumptions based on the judgment of ARVAL SERVICE LEASE management.	We have also examined the information described in the notes to the consolidated financial statements relating to the risk on the assessment of the residual value of leased vehicles in a moving macroeconomic context and in particular the information required by IAS 16 with respect to the correct recognition of property, plant and			

equipment.

#### Risk on deferred revenue related to maintenance and tyre costs

Risk identified	Our response
піяк ійенціней	
In accordance with IFRS 15, Arval accounts its margin on operations relating to maintenance and tyre according to the method of cost advancement whereas the billing for these services is linear. Thus, the margin on this type of service is recognized as a deferred income which is recognized in the profit and loss	<ul> <li>We assessed the processes implemented by the group to assess deferred revenues on operations related to maintenance and tyre costs. Our audit procedures consisted in:</li> <li>Reviewing the margin rate related to the disposals of the past rolling twelve months;</li> </ul>
account when the service is performed.	<ul> <li>Consistency reviewing the margin rate related to the new agreements of the past rolling</li> </ul>
<ul> <li>In order to determine the margin rate, the group uses a corridor based on the following criteria:</li> <li>the margin rate estimated on the contracts put in place during the past 12 months;</li> <li>the estimated rate on open contracts;</li> <li>the margin rate on disposals over the past 12 months.</li> </ul>	<ul> <li>twelve months;</li> <li>Reviewing the estimated margin rate retained on outstanding balances and justification, where applicable, for exits from the corridor;</li> <li>Reviewing the deferred revenue calculation model;</li> <li>By sampling, on the most significant scopes, comparing the data used by management</li> </ul>
In the event of exiting the corridor formed by these indicators, the management documents and justifies its position.	with the calculation of the deferred income and performing a recalculation.
As at December 31, 2022, the "Deferred revenue related to leasing contracts" represents €1,011 million as indicated in Note 5t. "Other debts and deferred income".	We also reviewed the information included in the financial statements.
We considered that the evaluation of deferred revenues related to maintenance and tyre costs is a key audit matter because it requires the exercise of judgment by management in its choice of relevant elements to be taken into account and its significance on the group accounts.	

#### **Specific Verifications**

We have also performed, in accordance with professional standards applicable in France, the specific verifications required by laws and regulations of the Group's information given in the management report of the Board of Directors.

We have no matters to report as to their fair presentation and their consistency with the consolidated financial statements.

We attest that the consolidated non-financial statement required by Article L. 225-102-1 of the French Commercial Code (Code de commerce) is included in the BNP Paribas Group's management report, it being specified that, in accordance with article L. 823-10 of this Code, we have verified neither the fair presentation nor the consistency with the consolidated financial statements of the information contained therein. This information should be reported on by an independent third party.

#### **Appointment of the Statutory Auditors**

We were appointed as statutory auditors of *Arval Service Lease S.A* by the annual general meeting held on *March 9, 2021* for *Deloitte & Associés* and on November 2, 1989 for Mazars.

As at December 31, 2022, *Deloitte & Associés* and *Mazars* were in the 2<sup>nd</sup> year and 33<sup>rd</sup> year of total uninterrupted engagement, which are the 2<sup>nd</sup> year since securities of the Company were admitted to trading on a regulated market, respectively.

## Responsibilities of Management and Those Charged with Governance for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of the consolidated financial statements in accordance with International Financial Reporting Standards as adopted by the European Union and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

In preparing the consolidated financial statements, management is responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless it is expected to liquidate the Company or to cease operations.

The Board of Directors exercising the duties of the specialized committee referred to in Article L.823-19 of the French Commercial Code (code de commerce) is responsible for monitoring the financial reporting process and the effectiveness of internal control and risks management systems and where applicable, its internal audit, regarding the accounting and financial reporting procedures.

The consolidated financial statements were approved by the Board of Directors of Arval Service Lease S.A.

#### Statutory Auditors' Responsibilities for the Audit of the Consolidated Financial Statements

#### Objectives and audit approach

Our role is to issue a report on the consolidated financial statements. Our objective is to obtain reasonable assurance about whether the consolidated financial statements as a whole are free from material misstatement. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with professional standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial statements.

As specified in Article L.823-10-1 of the French Commercial Code (code de commerce), our statutory audit does not include assurance on the viability of the Company or the quality of management of the affairs of the Company.

As part of an audit conducted in accordance with professional standards applicable in France, the statutory auditor exercises professional judgment throughout the audit and furthermore:

- Identifies and assesses the risks of material misstatement of the consolidated financial statements, whether due to fraud or error, designs and performs audit procedures responsive to those risks, and obtains audit evidence considered to be sufficient and appropriate to provide a basis for his opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtains an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the internal control.
- Evaluates the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by management in the consolidated financial statements.
- Assesses the appropriateness of management's use of the going concern basis of accounting and, based
  on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that
  may cast significant doubt on the Company's ability to continue as a going concern. This assessment is
  based on the audit evidence obtained up to the date of his audit report. However, future events or
  conditions may cause the Company to cease to continue as a going concern. If the statutory auditor
  concludes that a material uncertainty exists, there is a requirement to draw attention in the audit report
  to the related disclosures in the consolidated financial statements or, if such disclosures are not provided
  or inadequate, to modify the opinion expressed therein.
- Evaluates the overall presentation of the consolidated financial statements and assesses whether these statements represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtains sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the consolidated financial statements. The statutory auditor is responsible for the direction, supervision and performance of the audit of the consolidated financial statements and for the opinion expressed on these consolidated financial statements.

## *Report to the Board of Directors exercising the duties of the specialized committee referred to in Article L.823-19 of the French Commercial Code (code de commerce)*

We submit to the Board of Directors exercising the duties of the specialized committee referred to in Article L.823-19 of the French Commercial Code (code de commerce) a report which includes in particular a description of the scope of the audit and the audit program implemented, as well as the results of our audit. We also report, if any, significant deficiencies in internal control regarding the accounting and financial reporting procedures that we have identified.

Our report to the Board of Directors exercising the duties of the specialized committee referred to in Article L.823-19 of the French Commercial Code (code de commerce) includes the risks of material misstatement that, in our professional judgment, were of most significance in the audit of the consolidated financial statements of the current period and which are therefore the key audit matters that we are required to describe in this report.

We also provide the Board of Directors exercising the duties of the specialized committee referred to in Article L.823-19 of the French Commercial Code (code de commerce) with the declaration provided for in Article 6 of Regulation (EU) N° 537/2014, confirming our independence within the meaning of the rules applicable in France such as they are set in particular by Articles L.822-10 to L.822-14 of the French Commercial Code (code de commerce) and in the French Code of Ethics (code de déontologie) for statutory auditors. Where appropriate, we discuss with the Board of Directors exercising the duties of the specialized committee referred to in Article L.823-19 of the French Commercial Code (code de commerce) the risks that may reasonably be thought to bear on our independence, and the related safeguards.

Paris-La-Défense, March 6, 2023

The Statutory Auditors

Deloitte & Associés

Mazars

Jean-Vincent Coustel

Matthew Brown



## CONSOLIDATED FINANCIAL STATEMENTS

YEAR ENDED 31 DECEMBER 2022



For the many journeys in life

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## PRELIMINARY REMARK

The financial statements and notes presented within this document are referring to consolidated accounts. As a reminder, 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 was 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.

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.



# PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2022

In millions of euros	Notes	Year to 31 December 2022	Year to 31 December 2021
Lease contract revenues		E 47E 46	4 855.97
Lease contract revenues		5 175,46 (4 118,50)	
Lease contract - Financing		(322,54)	
Foreign exchange gain/loss		(3,93)	
LEASE CONTRACT MARGIN	3.a	730,49	720,48
Service revenues		3 913,64	3 320,28
Costs of service revenues		(3 278,21)	(2 674,27)
LEASE SERVICES MARGIN	3.b	635,44	646,01
Proceeds of cars sold		4 003,56	4 162,66
Cost of cars sold and revaluation		(2 873,98)	(3 792,97)
CAR SALES RESULT AND REVALUATION	3.c	1 129,58	369,69
GROSS OPERATING INCOME		2 495,51	1 736,18
Salary and employee benefit expense	3.d	(571,79)	(522,29)
Other operating expenses	3.d	(240,46)	(231,07)
Depreciation, amortisation and impairment of property, plant and equipment and intangible assets	3.d	(62,02)	(54,43)
OPERATING EXPENSES		(874,26)	(807,79)
Cost of risk	3.e	(47,36)	(34,24)
OPERATING RESULT		1 573,88	894,15
Other incomes and other expenses	3.f	78,35	8,34
Share of earnings of equity-method entities	3.g	9,63	8,14
PROFIT BEFORE TAX		1 661,86	910,64
Corporate income tax	3.h	(412,64)	(190,16)
NET INCOME		1 249,22	720,48
Net income attributable to minority interests		54,10	21,47
NET INCOME ATTRIBUTABLE TO EQUITY HOLDERS		1 195,12	699,00



# STATEMENT OF NET INCOME AND CHANGES IN ASSETS AND LIABILITIES RECOGNISED DIRECTLY IN EQUITY

	In millions of euros	Year to 31 December 2022	Year to 31 December 2021
	Net income for the period	1 249,22	720,48
	<ul> <li>Changes in exchange differences</li> <li>Changes in fair value of investments of insurance activities</li> <li>Changes in fair value recognised in equity</li> </ul>	(25,10) (19,88)	0,66 (1,72)
ltems that are or may be reclassified to profit or loss	Changes in fair value recognised in equity	1,97	10,59
	Changes in fair value reported in net income - Income tax - Changes in equity-method investments	(0,22)	(3,34)
		(43,22)	6,19
ltems that will not	- Remeasurement gains (losses) related to post-employment benefit plans	13,09	26,18
be reclassified to profit or loss	- Income tax - Changes in equity-method investments	(3,41)	(6,65)
		9,69	19,53
	Changes in assets and liabilities recognised directly in equity	(33,53)	25,72
	Total	1 215,69	746,20
	- Attributable to equity shareholders - Attributable to minority interests	1 154,99 60,69	738,14 8,06

#### Changes in exchange differences are analysed as follows:

En millions d'euros	Code currency	Variation from 1 January 2022 to 31 December 2022	Variation from 1 January 2021 to 31 December 2021
Brasil	BRL	(6,86)	(0,03)
Switzerland	CHF	3,42	1,72
Chile	CLP	(0,74)	(1,95)
Colombia	COP	(0,86)	-
Czech Republic	CZK	(20,20)	0,78
United Kingdom	GBP	(23,96)	23,22
Morroco	MAD	(1,80)	0,84
Peru	PEN	0,24	0,65
Poland	PLN	(0,25)	(0,20)
Russia	RUB	(6,19)	3,59
Turkey	TRY	13,83	(27,47)
Others		18,28	(0,49)
Total		(25,10)	0,66



## **BALANCE SHEET AS AT 31 DECEMBER 2022**

In millions of euros	Notes	31 December 2022	31 December 2021
ASSETS			
Goodwill	5.a	608,00	523,09
Other intangible assets	5.b	117,10	89,22
INTANGIBLE ASSETS		725,10	612,31
Rental fleet	5.c	27 650,27	24 126,56
Property, plant and other equipment	5.d	173,48	148,72
TANGIBLE ASSETS		27 823,74	24 275,28
Equity-method investments	5.e	39,74	34,66
Securities at fair value through profit or loss	5.f	11,08	10,71
Derivatives used for hedging purposes	5.g	18,12	14,63
Other non current financial assets	5.h	183,87	282,63
FINANCIAL ASSETS		252,81	342,62
Deferred tax assets	5.i	91,36	110,73
NON CURRENT ASSETS		28 893,01	25 340,94
Inventories	5.j	476,71	283,71
Trade receivables	5.k	1 233,85	1 005,42
Cash and cash equivalents	5.1	4 553,26	1 310,82
Derivatives used for hedging purposes	5.g	7,25	5,85
Other financial assets	5.h	83,05	35,79
Current income tax receivable	5.i	57,93	25,04
Other receivables and prepayments	5.m	1 611,89	1 309,42
CURRENT ASSETS		8 023,94	3 976,06
TOTAL ASSETS		36 916,95	29 317,00
LIABILITIES			
Share capital		66,41	66,41
Share premium		216,54	272,23
Retained earnings and other reserves		1 875,68	1 485,84
Net income		1 249,22	720,48
Net income for the period attributable to shareholders		1 195,12	699,00
Net income for the period attributable to minority interests		54,10	21,47
TOTAL EQUITY	5.n	3 407,85	2 544,95
Subordinated debt	5.0	90,00	90,00
Debt securities	5.p	4 138,92	1 291,85
Borrowings from financial institutions	5.q	17 450,72	14 848,81
Derivatives used for hedging purposes	5.g	19,83	7,74
Retirement benefit obligations and long term benefits	5.r	48,34	74,56
Provisions	5.s	376,37	308,29
Deferred tax liabilities	5.i	489,65	312,37
Trade and other payables	5.t	80,67	68,97
NON CURRENT LIABILITIES		22 694,50	17 002,58
Borrowings from financial institutions	5.q	6 700,56	6 754,67
Debt securities	5.p	1 207,08	600,00
Derivatives used for hedging purposes	5.g	7,93	3,10
Provisions	5.s	148,41	121,42
Current income tax liabilities	5.i	138,68	75,26
Trade and other payables	5.t	2 611,93	2 215,02
CURRENT LIABILITIES		10 814,60	9 769,47
TOTAL LIABILITIES		33 509,10	26 772,05
TOTAL EQUITY AND LIABILITIES		36 916,95	29 317,00



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## STATEMENT OF CHANGES IN SHAREHOLDERS' EQUITY BETWEEN 1 JANUARY 2021 AND 31 DECEMBER 2022

interests 23,07 (0,17) (1,141) 21,41 21,41 21,41 21,41 21,41 (0,13) (0,13) (0,13) (0,13) (0,13) (0,13) (0,13)		Capital a	Capital and retained earnings	arnings	Changes in asse recognised direc will not be reclas lo	Changes in assets and liabilities recognised directly in equity that will not be reclassified to profit or loss	Changes in ass	ets and liabilities may be reclassifi	Changes in assets and liabilities recognised directly in equity that may be reclassified to profit or loss	y in equity that	fotal shareholders.	Minority	
30.4         199.5         280.1         (1.50)         (1.50)         (1.50)         (1.50)         200.36         201.0		Share capital and additional paid-in-capital	Non- distributed reserves	Total	Remeasurement gains (losses) related to postemployment benefits plans	Total	Exchange differences	Financial investments of insurance activities	Derivatives used for hedging purposes	Total	equity	interests	Total equity
$ \left( \begin{array}{cccccccccccccccccccccccccccccccccccc$	Capital and retained earnings at 1st January 2021	338,64	1 919,57	2 258,21	(17,85)	(17,85)	(189,02)	2,34	(4,32)	(190,99)	2 049,36	23,07	2 072,44
$ \left( \begin{array}{cccccccccccccccccccccccccccccccccccc$	Appropriation of net income for 2020		(275,06)	(275,06)							(275,06)	(0,17)	(275,23)
$ \left( \begin{array}{cccccccccccccccccccccccccccccccccccc$	Increases in capital and issues												
$ \left( \begin{array}{cccccccccccccccccccccccccccccccccccc$	Reduction or redemption of capital												
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	Impact of internal transactions on minority shareholders												
$ \begin{array}{cccccccccccccccccccccccccccccccccccc$	Acquisitions of additional interests or partial sales of interests		0,25	0,25							0,25		0,25
$ \left( \begin{array}{cccccccccccccccccccccccccccccccccccc$	IFRIC - Employees benefits (*)		1,30	1,30							1,30		1,30
$ \left( \begin{array}{cccccccccccccccccccccccccccccccccccc$	Other movements												
10.4       19.56       19.56       14,04       (1.50)       7,03       19.38       33,13       (13,41)         13.86       2.88,70       17       17       17       17       17       21398       2147         13.86       2.84,16       6.84)       1,71       17       14,49       2,72       1174,20       21398       21,47         13.86       2.86,10       1,71       1,71       143,79       0,84       0,84       24,95 <td< td=""><td>Realised gains or losses reclassified to retained earnings</td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td></td<>	Realised gains or losses reclassified to retained earnings												
	Changes in assets and liabilities recognised directly in equity				19,56	19,56	14,04	(1,50)	7,03	19,58	39,13	(13,41)	25,72
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	Net income for 2021		00'669	00'669							00'669	21,47	720,48
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	Interim dividend payments												
	Capital and retained earnings at 31 December 2021	338,64	2 345,06	2 683,70	1,71	1,71	(174,98)	0,84	2,72	(171,42)	2 513,98	30,97	2 544,95
338,64         2338,26         267,46         1,71         1,74         (143,79)         0,84         2,72         (140,23)         2539,44         5592         5202         520	First Time Application IAS 29 (**)		(6,24)	(6,24)			31,19			31,19	24,95	24,95	49,90
	Capital and retained earnings at 1st January 2022	338,64	2 338,82	2 677,46	1,71	1,71	(143,79)	0,84	2,72	(140,23)	2 538,94	55,92	2 594,86
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	Appropriation of net income for 2021	(55,69)	(394,38)	(450,07)							(450,07)	(0,18)	(450,25)
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	Increases in capital and issues												
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	Reduction or redemption of capital												
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	Impact of internal transactions on minority shareholders												
$ \begin{array}{c ccccccccccccccccccccccccccccccccccc$	Acquisitions of additional interests or partial sales of interests												
uity 195,12 195,12 195,12 9,77 9,77 (17,40) (0,73) (49,89) (40,13) 6,59 (40,13) 282,95 3,16,30 3,459,25 11,47 11,47 (175,55) (16,55) 1,99 (190,12) 3,280,61 127,24	Other movements		36,75	36,75							36,75	10,81	47,56
quity         9,77         9,77         (17,40)         (0,73)         (49,39)         (40,13)         6,59           1195,12         1195,12         9,77         (11,40)         (0,73)         (49,39)         (40,13)         6,59           282,95         3176,30         3459,25         11,47         11,47         (17,55)         (16,55)         1,99         (190,12)         3280,61         127,24         54,10	Realised gains or losses reclassified to retained earnings												
1195,12         1195,12         1195,12         54,10           282,95         3176,30         3459,25         11,47         (175,55)         (16,55)         1,99         (190,12)         3 280,61         127,24	Changes in assets and liabilities recognised directly in equity				6,77	6,77	(31,77)	(17,40)	(0,73)	(49,89)	(40,13)	6,59	(33,53)
282,95 3176,30 3.459,25 11,47 11,47 (175,55) (16,55) 1,99 (190,12) 3.280,61 127,24	Net income for 2022		1 195,12	1 195,12							1 195,12	54,10	1 249,22
	Capital and retained earnings at 31 December 2022	282,95	3 176,30	3 459,25	11,47	11,47	(175,55)	(16,55)	1,99	(190,12)	3 280,61	127,24	3 407,85

ARVAL BNP PARIBAS GROUP

1

## CASH FLOW STATEMENT FOR THE YEAR ENDED 31 DECEMBER 2022

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Pre-tax income	1 661,86	910,64
	0.040.70	4 000 47
Non-monetary items included in pre-tax income and other adjustments	3 849,76	4 698,47
Net depreciation and impairment expense on fleet	3 870,02	4 081,39
Net depreciation and impairment expense on other tangible assets	36,26	33,59
Net amortisation and impairment on intangible assets Risk provision net variation	7,59 48,04	22,68 34,58
Other provision net variation	83,38	68,36
Share of earnings of equity-method entities	(9,63)	
Net (income) from investing activities	(1,35)	
Other movements	(1,33)	
Net increase (decrease) in cash related to assets and liabilities generated by operating activities	(4 745,41)	(6 302,43)
Net increase (decrease) in cash related to transactions with customers and credit institutions	1 986,42	73,52
Net increase (decrease) in cash related to transactions involving other financial assets and liabilities	11,46	,56
Net increase (decrease) in cash related to acquisitions of leased fleet	(9 871,35)	
Net increase (decrease) in cash related to sales of leased fleet	3 128,05	3 488,06
Net increase (decrease) in cash related to transactions involving other non-financial assets and liabilities		
Taxes paid	(203,66)	(135,40)
	(,,	(,,
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS GENERATED BY OPERATING ACTIVITIES	562,54	(828,72)
Net increase (decrease) in cash related to acquisitions and disposals of consolidated entities	(228,20)	(0,27)
Tangible and intangible asset acquisitions	(144,92)	
Tangible and intangible asset disposals	34,91	10,36
Equity method capital variation	2,69	(0,91)
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS GENERATED TO INVESTING ACTIVITIES	(335,52)	(55,41)
Issue of ordinary and reference shares		
Share premium reimbursement	(55,69)	
Issue of bond and negotiable debt securities	3 454,07	1 891,85
Dividend paid	(394,56)	(275,46)
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS RELATED TO FINANCING ACTIVITIES	3 003,82	1 616,39
EFFECTS OF MOVEMENTS IN EXCHANGE RATES ON CASH AND EQUIVALENTS	(5,17)	(2,45)
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS	3 225,67	729,82
Balance of cash and equivalent accounts at the start of the period	1 150,09	420,27
Cash and on demand deposits with credit institutions	1 209,88	443,04
Short term bank deposit	100,94	168,56
On demand loans from credit institutions	(160,73)	(191,33)
Balance of cash and equivalent accounts at the end of the period	4 375,77	1 150,09
Cash and on demand deposits with credit institutions	4 236,97	1 209,88
Short term bank deposit	316,28	100,94
On demand loans from credit institutions	(177,49)	(160,73)
NET INCREASE (DECREASE) IN CASH AND EQUIVALENTS	3 225,67	729,82



## NOTES TO THE FINANCIAL STATEMENTS

These consolidated financial statements were authorized for issue by ARVAL Board of directors on March, 2, 2023.

## 1. GENERAL INFORMATION AND STRATEGY

#### **1.a GENERAL INFORMATION**

Arval was **founded in 1989 and is fully owned by BNP Paribas**. In the BNPP Group, Arval sits within Retail Banking & Services division, renamed Commercial, Personal Banking & Services (CPBS). Arval is a direct subsidiary of BNPP Fortis group (100% ownership).

ARVAL Service Lease (Parent company) is a French « Société Anonyme » and is part of BNP Paribas group. Its registered office is located at 1 boulevard Haussmann – 75009 Paris.

Arval group is a group offering full service vehicle leasing and new mobility services with a direct presence in 30 countries. Arval group offers flexible solutions to make journeys seamless and sustainable for our customers, which range from large international corporate organisations to smaller companies and individual retail clients.

Arval group benefits from a diversified revenue and profit base composed of three principal components: the leasing contract margin, the services margin and the car sales result.

Under its primary product offering full service leasing, Arval group purchases vehicles with a view to leasing them to customers for a period generally of 36-48 months. Arval earns a margin on leases equal to the difference between the lease payments received from customers and the costs of the lease, which include the depreciation of the leased vehicle and the financial costs of financing the purchase of the corresponding vehicle.

Arval group also generates profits, referred to as the services margin, through the wide range of services that it offers under both its full service leasing and fleet management products, such as maintenance and repairs, insurance, tyres and replacement vehicles.

Finally, Arval group generates profits or losses from the resale of its vehicles at the termination of a lease contract. Arval remarkets and sells used cars at the end of their lease term via several channels, including selling them to used car dealers, through auctions, directly to users of vehicles, and directly to external buyers through retail sites or through its online car sales platform dedicated to professionals, MotorTrade.

#### 2022 highlights

#### Activity in 2022

Arval pursued in 2022 the productive and positive dynamic of previous years despite the complex environment.



- Compared to 2021, Arval expanded its leased fleet by 8.3%<sup>1</sup> including acquisitions, totalling 1,592,024 vehicles.
- In terms of fleet electrification, Arval reached up to around 300,000 electrified vehicles at the end of 2022, meaning 4 times the amount compared to 2019.
- The Corporate financed fleet resulted in 1,082,503 vehicles in 2022.
- The Retail segment amounted to 454,062 vehicles in 2022 (437,445 excluding acquisitions), a 13% growth vs. 2021 (9.7% growth excluding acquisitions). It shows the growing interest of SMEs and private individuals for leasing despite the challenging context.
- The mid-term rental fleet grew by 48%.

Arval's more than 8,000 employees provide services to more than 300,000 customers across 30 countries.

The sales prices of used vehicles recorded in 2022 are at high levels and are due to the evolution of supply and demand in relation to the extension of delivery times for new vehicles.

The used car market benefited from continued growth of demand due to:

- fewer vehicle returns from our customers ;
- lower availability of new vehicles (shortage of semi-conductors)

While gross operating profit increased by 44%, expenses increased by only 8%, resulting in jaws of 36 pts. The cost/income ratio (including the result of vehicle sales) improved by 12 pts compared to 31.12.2021, to 35%.

The cost of risk increased by around 13 million euros to 47.36 million euros compared to 34.24 million euros at the end of December 2021, in order to take into account the exceptional situation experienced by our subsidiary in Russia.

Arval's net income amounted to EUR 1 249.22 million at 31.12.2022, up 73% compared to 31.12.2021.

This result takes into account an impact of EUR 61 million related to the application of IAS 29 within our Turkish subsidiary (a specific chapter "Hyperinflation in Turkey" is dedicated to the implementation of this standard).

2022 confirms, once again, the resilience of ARVAL's business model in a difficult context met by automotive industry and rising inflation.

#### Conflict in Ukraine

The Arval Group has no operations in Ukraine. It has analysed and taken into account all the consequences of the risks linked to the Russo-Ukrainian conflict.

In Russia, it has a subsidiary that represents only 0.23% of its fleet in net book value.

The assets of this subsidiary are backed by funding with the same maturity and in the same currency as the contracts signed with the customers, who are mainly subsidiaries of large international groups. The Arval Group is closely monitoring the consequences of the conflict in Ukraine

<sup>&</sup>lt;sup>1</sup> Growth rate at YE 2022, vs YE 2021. Excluding the acquisitions of TBLG and of the operating lease activities of BCR in Romania, organic growth is +5.5% at YE 2022, vs. YE 2021.



#### Hyperinflation in Turkey

The Arval Group decided to apply IAS 29 "**Financial Reporting in Hyperinflationary Economies**" for the contribution of its subsidiary located in Turkey. The application of the Consumer Price Index on monetary assets and liabilities had an impact of EUR 159 million on total equity, of which:

- EUR 50 million related to the first application (FTA)
- EUR 48 million related to the revaluation of equity over 2022
  - EUR 61 million net on the result of the period of which:
    - Net monetary position : EUR 80 million
    - P&L revaluation : EUR 9 million
    - o Deferred tax liability : EUR (28) million

#### ALM events

In March 2021, Arval made a successful first appearance in the capital markets with an inaugural EUR 800 million 3.5 years Senior Unsecured transaction issued out of its EMTN Program. In October 2021, a second bond issue took place for an amount of EUR 500 million.

In 2022, Arval was also active on the EMTN primary market with the issuance of 4 transactions for a total of EUR 2.5 Bn.

In parallel, Arval issues Commercial Paper (NEU CP) for maturities from 1 month to 12 months. The total outstanding is around EUR 1.2 Bn at the end of the year.

In addition, Arval uses its central treasury CENT ASL created in March 2021 to better manage its liquidity.

#### Securitization

On 6th October, 2022 Arval France has closed its first securitization program: Pulse 2022 through a special purpose vehicle created specifically for the transaction.

FCT Pulse France 2022 is a 12-month revolving securitization, based on the future receivables of a portfolio of lease contracts issued by Arval Service Lease to SMEs and marge corporates based in France and selected for its quality (A/Stable/F1). The residual value of the leased assets is not securitized and the interest income included in the securitized rents is calculated on non-doubtful loans and a discount rate of 5%.

#### **1.b STRATEGY AND CORPORATE SOCIAL RESPONSIBILITY (C.S.R.)**

#### 1.b.1 STRATEGY

#### Activity in 2022

Reaching the halfway point of the Arval Beyond strategic plan, Arval has shown strong results in 2022. Throughout the past year, the company has continued to lead the industry, launching innovative



mobility solutions, signing strategic partnerships and continuing its efforts on CSR, especially on supporting its clients with energy transition.

#### Conclusion of major acquisitions and partnerships:

Besides successful existing partnerships with banks, automotive players and historical partner Element:

- **Acquisition of Terberg Business Lease Group**: With this acquisition completed end of November 2022, Arval has further diversified its business product offering, becoming one of the largest mobility players in the Dutch market, with an approximate total of 500 employees and over 100,000 leased vehicles.
- **Transfer of BCR operational leasing activities towards Arval in Romania**: With this operation in May 2022, Arval has reinforced its leading position in Romania, representing an addition of 3,800 vehicles, and strengthens its already existing cooperation with Erste in the region (Czech Republic and Slovakia).

#### Active contribution to BNP Paribas' strategic ambitions:

- In October 2022, the BNP Paribas Group announced its ambition to position itself across the sector's entire value chain in support of clients' transition to more sustainable mobility. In the frame of this ambition, **Arval has the unique mission to deploy fleet and new mobility solutions**, strengthening its cooperation with other BNP Paribas entities.
- The partnership between **BNP Paribas and Jaguar Land Rover** signed in February 2022 tangibly proves the strength of the Group's integrated model. The so-called "One Bank Auto" approach leverages the expertise of several entities within the automotive sector. Arval plays a key role thanks to its know-how in terms of full service leasing and fleet management. This integrated model allows for a harmonized and differentiating answer to customers.
- In terms of fleet electrification, Arval reached up to **around 300,000 electrified vehicles** at the end of 2022, meaning 4 times the amount compared to 2019.
- **Strategic partnership between Ridecell and Arval**: In January 2022, Arval and Ridecell joined forces with the shared objective of accelerating the development of new end-to-end mobility solutions for its customers.

#### Acceleration on sustainable mobility solutions:

- At the end of December 2022, bike leasing is now present in 13 countries, car sharing in 11 countries.
- **The Arval Mobility Hub**, one of Arval's offers for companies looking for alternative mobility solutions (car sharing, bike sharing, leased bikes, scooters etc...) for all employees, has been deployed, for instance in BNP Paribas Real Estate Headquarters in France.
- Arval continues to deploy its **Arval Mobility apps**, available today in 10 countries.
- In 2022, Arval's flexible offers set to meet the flexibility needs of Arval's customers are available in 24 countries with more than 55,000 cars, Arval's flexible offers show a +48% growth over one year.
- In March 2022, Arval reaffirms its leadership in terms of flexible mobility and launched **Arval Adaptiv**, an innovative flexible car subscription offer. This product designed for private customers provides access to a car only when needed and within in a few days. The customer only pays for the period of use, with no commitment on duration.



- At the end of December 2022, Arval's used-car leasing offer, **Arval Re-lease**, was deployed in 16 countries as a relevant answer to new vehicle shortage and the environmental necessity to extend the life of a vehicle. The Re-lease fleet has grown by 60% in comparison to the previous year, with notable success in the Netherlands, Turkey, the UK, Poland and France.

#### Customers' continuous support:

- To help customers better control their fleet costs and accelerate energy transition, the Arval Connect offer was launched in March 2022. Thanks to Arval Connect, they can thus expect an optimised TCO, improved safety and a more sustainable fleet.
   Moreover, Arval has decided to invest massively in connectivity to enhance the quality of service delivered to its customers (maintenance, insurance, theft car recovery...). At the end of December 2022, more than 450,000 vehicles are connected (almost 30% of the fleet) in 22
- countries.
  In a car market where traditional manufacturers are facing challenges to deliver new cars and some have decided to increase their prices significantly, Arval plays its role as a multi-brand leasing company. In 2022, the share of alternative manufacturers in registrations already represented 27% (24% in 2019) and this trend will accelerate even more with the importance of electric vehicles.

#### Challenges and goals for 2023

In 2023, Arval will continue to support its customers with:

- The effective implementation of the strategic partnership between Jaguar Land Rover and BNP Paribas: In January 2023, Jaguar Land Rover and BNP Paribas have effectively launched a suite of new mobility financing services across nine European markets. The collaboration is the first phase of a transformational plan to reimagine the role of financial services for Jaguar Land Rover clients.
- Now in 53 countries, the **Element-Arval Global Alliance** has managed to multiply by four its number of shared clients in less than 10 years. The depth of expertise granted by this alliance and the extension of scale it allows, will continue to provide unparalleled value for Arval's international clients, especially in a consolidating market.
- Since January 2023, in Chile, Peru and Colombia, **Arval now owns 100% of Arval Relsa** after having acquired the shares previously owned by Inversiones Juan Yarur.

#### 1.b.2 CORPORATE SOCIAL RESPONSIBILITY (C.S.R.)

Arval believes in shared, sustainable mobility and strive to make it a reality for people, customers, and society as a whole.

The concept of mobility is central to both Arval business and many of today's most urgent challenges, including environmental protection, congestion and accessibility, the future of cities, and quality of life. That's why Arval places it at the heart of its Corporate Social Responsibility, supporting its clients in every way Arval can to optimise their mobility mix and succeed the energy transition.

Arval believes it is essential to be proactive, setting the standard by leading the way. Back in 2004, Arval was the first full-service leasing company to sign the United Nations Global Compact. Today, the



UN Sustainable Development Goals (SDGs) are at the heart of what Arval does. Arval focus its efforts on the SDGs closest to its activity so Arval can be effective in contributing to a better future for all.

In line with the BNP Paribas Group, Arval CSR strategy now centers on 4 pillars: The Economy, Our People, The Community, and The Environment.

- The Economy : developing our business in ethical and sustainable way
- People : developing and engaging our people responsibly
- The Community : being a positive agent for change
- The environment : combatting climate change

Within these pillars, Arval has identified 12 engagements and 25 actions. To track its progress, Arval has identified Key Performance Indicators. Concretely, each action has a quantifiable target to reach by 2025.

Among these KPIs, Arval has the selected 5 as the most important 6 KPIs Arval aim to achieve by 2025:

- 700,000 electrified (electric, hybrid) vehicles in our leased fleet (35% of our total fleet)
- 100% of Arval countries proposing sustainable mobility offers to our clients
- 30,000 of volunteering hours accomplished by Arval employees
- 40% women in all Arval Executive Committees in all countries
- 35% lower average CO<sup>2</sup> emissions per kilometre on leased fleet vs 2020. Average emissions of CO<sup>2</sup> are calculated as a weighted average of the Arval entities' fleet (Passenger cars and LCVs)

One of Arval key missions in terms of CSR is to accompany its customers. Arval helps them to build their energy transition strategies, and support them in implementing alternative mobility solutions via SMaRT approach (Sustainable Mobility and Responsibility Targets).

Arval also aims to be a positive agent for change in society, actively promoting road safety through ecodriving sessions and educational programmes, and helping to prepare for a greener future by enabling sustainable mobility for all. Arval ethical responsibilities are equally important: Arval adheres to the BNP Paribas Group's strict Code of Conduct. Many Arval countries are also certified ISO 9001, which proves the quality of their management system and ISO 14001, a recognition of their efforts towards the environment.

#### **1.c RISK MANAGEMENT**

#### **1.c.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. The determination of residual values is done at the level of Arval entities, in



accordance with the standards and methodology defined by the group, taking into account the specificities of the used car market in each country.

The residual value, defined according to the age and mileage of the vehicle, is produced by each Arval entity using a statistical model based on the entity's own historical vehicle sales data and in some cases on external data.

Arval has defined a set of governance, risk management and control measures to address this model risk, thereby limiting the likelihood of a material impact on financial performance.

In accordance with the application of International Accounting Standards (IAS), the valuation of the financial disposal result is done contract by contract and spread over contract lifetime.

The estimate of the result of disposal is made taking into account a residual value adjustement giving the best 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.

In accordance with internal procedures, maintenance cost 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 necessary.

#### **1.c.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 and exchange rate risk

Arval policy consists in financing the underlying assets with an 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 for their vast majority 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.

A close follow up of the interest rate risk exposure by subsidiaries is therefore in place as well as a 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.

#### 1.c.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 (described in section 5.k).

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 (Arval owns the asset), 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 Brazil and interest rate hedging on its securitized issuance.

#### **1.c.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 (in particular, suppliers and stakeholders).

#### **1.c.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.

#### **1.c.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.

#### **1.c.7** INSURANCE RISK

ARVAL group retains some motor insurance related risks (mainly Third Party Liability but also material damages & driver cover) within its own insurance company, Greenval Insurance DAC (Greenval). Greenval is based in Ireland, acting in Freedom of Service (FOS) across European countries and is regulated by the Central Bank of Ireland. In order to minimize the financial impact of a single event, Greenval buys cover from different reinsurance companies for Third Party Liability Risk & Catastrophic risks (CatNat) over a certain threshold of risk that could vary depending of the country and fleet size.

This reinsurance strategy is reviewed annually. Greenval strictly monitors its risk universe, including underwriting, market, credit and operational risk, via a strong corporate governance structure, a clearly defined risk appetite and a developed risk monitoring process, all subject to Solvency 2 guidelines & regulations.

In addition, every year, an external independent actuary body must opine on whether the level of technical reserves held by Greenval are considered adequate to meet its future obligations.



## 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES APPLIED BY ARVAL GROUP

#### 2.a ACCOUNTING STANDARDS

#### **2.a.1** 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. Accordingly, certain provisions of IAS 39 on hedge accounting have been excluded.

• On 16 March 2022, the IFRIC (IFRS Interpretations Committee) listed Turkey as a hyperinflationary economy, with a three-year cumulative inflation rate of 100.6% at the end of February 2022. As a result, Arval applies IAS 29 "Financial Reporting in Hyperinflationary Economies" for the presentation of the accounts of its consolidated subsidiary located in Turkey.

For this subsidiary, all non-monetary assets and liabilities, including equity, and each line of the income statement are revalued according to the evolution of the Consumer Price Index (CPI). This revaluation between 1 January and the balance sheet date results in the recognition of a gain or loss on the net monetary position, recorded in the line "Other incomes" (see Note 3.f). The subsidiary's accounts are translated into euros at the closing rate, in accordance with the specific provisions of IAS 21 "The Effects of Changes in Foreign Exchange Rates" applicable to the translation of the accounts of entities located in countries experiencing hyperinflation.

In accordance with the provisions of the IFRIC decision of March 2020 on the classification of the effects of indexation and translation of the accounts of subsidiaries in hyperinflationary economies, Arval has opted to present these effects (including the effect on the net position at the date of first application of IAS 29) as exchanges differences recognised directly in equity.

At 1 January 2022, the application of these principles results in an increase of EUR 50 million in equity, of which EUR 62 million in "Changes in assets and liabilities recognised directly in equity – Exchange difference", and EUR (12) million in Deferred tax, these two amounts being divided equally between the group and the minority interests.

The introduction of other standards, amendments and interpretations that are mandatory as from 1 January 2022 had no effect on the financial statements as at 31 December 2022.

The Arval group did not anticipate the application of the new standards, amendments, and interpretations adopted by the European Union, when the application in 2021 was optional.

#### **2.a.2** NEW MAJOR ACCOUNTING STANDARDS, PUBLISHED BUT NOT YET APPLICABLE

## Application of IFRS 17 "Insurance contracts" and IFRS 9 "Financial instruments" to the insurance activities

IFRS 17 "Insurance Contracts", issued in May 2017 and amended in June 2020 will replace IFRS 4 "Insurance Contracts". It has been adopted by the European Union in November 2021, accompanied by an optional exemption from the application of the annual cohort grouping requirement for participating contracts based on intergenerational mutualisation of returns on the underlying assets of the technical commitments. It will be mandatory for financial periods beginning on or after 1 January 2023. The transition date for IFRS 17 will therefore be 1 January 2022 for the purposes of the opening balance sheet of the comparative period required by the standard.



As Arval has deferred the application of IFRS 9 for its insurance entity Greenval Insurance DAC until the entry into force of IFRS 17, they will therefore apply this standard from 1 January 2023.

The amendment to IFRS 17 relating to the presentation of the IFRS 9 and IFRS 17 comparative information, published by the IASB in December 2021, was adopted by the European Union on 8 September  $2022^2$  and will also be applied by the Group.

#### Scope

IFRS 17 applies to insurance contracts issued, reinsurance contracts issued and held and investment contracts with a discretionary participation feature issued (if the entity also issues insurance contracts). The definition of an insurance contract has not changed compared to IFRS 4, with the exception of the assessment of the risk of loss for the insurer which must be performed on a present value basis.

#### Accounting and measurement

Insurance contracts are accounted and measured by groups of contracts within portfolios of contracts covering similar risks and managed together. Groups of contracts are determined according to their expected profitability at inception: onerous contracts, profitable contracts with a low risk of becoming onerous, and others. A group of contracts may contain only contracts issued no more than one year apart (corresponding to an annual "cohort"), except where the optional exemption provided for in the European regulation applies. The analysis of the standard and the identification of its effects led the Arval group to opt for the simplified measurement model for its subsidiary Greenval Insurance DAC.

#### Simplified measurement model (Premium Allocation Approach – PAA)

The PAA is a simplification of the GMM and in order to apply this model, a PAA eligibility test is required to be passed. Indeed short-term contracts (less than one year) may be measured using a simplified approach known as the Premium Allocation Approach, also applicable to longer-term contracts if it leads to results similar to those of the general model in terms of liability for the remaining coverage. For profitable contracts, the liability for the remaining coverage is measured based on the deferral of premiums collected according to a logic similar to that used under IFRS 4. Onerous contracts and liabilities for incurred claims are valued according to the general model. Liabilities for incurred claims are discounted if the expected settlement of claims takes place one year after the date of occurrence. In this case, the option of classifying the effect of changes in the discount rate in equity is also applicable.

At each reporting date, the adjustment of liabilities for remaining coverage and for incurred claims is recognised in profit or loss.

The majority of Greenval's insurance contracts (~98%) have coverage period of one year. For the remaining contracts, following an analysis of the standard and the identification of its effects, the Company has met the eligibility test to apply the simplified PAA.

#### Treatment of the reinsurance

Reinsurance contracts issued will be treated the same way that insurance contracts issued are treated. Greenval's reinsurance contracts held have similar characteristics to the underlying contracts issued and will be measured using the PAA.

<sup>&</sup>lt;sup>2</sup> EU Regulation n°2022/1491 of 8 September 2022



#### Normative presentation on the balance sheet and profit and loss account

Under IAS 1 changes resulting from IFRS 17 :

- Insurance (and reinsurance) contracts issued and reinsurance contracts held are presented on the assets and liabilities of the balance sheet according to the overall position of the portfolios to which they belong;
- Different incomes and expenses from insurance and reinsurance contracts are decomposed in the income statement between:
  - insurance contract income: release of execution flows for the expected amount over the period (excluding investment components), change in the risk adjustment, amortisation of the margin on contractual services for services rendered, amount allocated to the amortisation of acquisition costs, differences in premium experience;
  - insurance contract expenses: actual expenses relating to insurance contracts incurred during the period (excluding repayments of investment components) and changes related to past service, amortisation of acquisition costs, initial loss component for onerous contracts and its amortisation;
  - financial income or expense from insurance contracts: change in the carrying amount of insurance contracts resulting from the time value effect of money and financial risk, including changes in financial assumptions (with the exception of those adjusting the margin on contractual services in the case of insurance contracts with elements of direct participation), for the portion that has not been carried directly to equity by option.
- concerning items recognised in equity :
  - in the case of contracts valued according to the general model or the simplified approach, the effects of changes in financial variables (notably the discount rate) can be presented separately between the profit and loss account and recyclable equity. This option can be exercised by portfolio;
  - in the case of contracts valued using the variable fee method, the option to separately
    present financial income or expense between the income statement and shareholders'
    equity may be used to avoid an accounting mismatch with the income or expense
    recognised in net income in respect of the underlying assets held

#### Expected transition impacts

• IFRS 17

Launched in 2017, the IFRS 17 implementation project comes to an end with the date of first application of the standard. Some options remain likely to evolve in the future, depending on the normative interpretations that may occur, in particular at the level of IFRIC.

The transition from IFRS 4 to IFRS 17 will result in the offsetting in equity of assets and liabilities of insurance contracts recognised in accordance with the previous standard net of deferred taxes effects. Receivables and payables related to insurance or reinsurance contracts must be included in the new valuation of insurance asset and liabilities.

IFRS 17 applies retrospectively to all insurance contracts outstanding at the transition date, i.e. 1 January 2022 due to the mandatory comparative period. The standard requires that IFRS 17 should be applied retrospectively from the transition date, as though it had always been applied unless it is impracticable to do so. This approach is referred to as the Full Retrospective Approach. In instances where the entity determines that it is impracticable to apply the standard retrospectively on transition, the standard sets out two alternative approaches, i.e. the Modified Retrospective Approach and the Fair Value approach.



Greenval DAC has performed an Impracticability Assessment and determined that the full retrospective approach will be applied to all its insurance contracts issued, and reinsurance contracts held.

For non-life contracts measured under the PAA, the liability for remaining coverage is generally determined at transition with reference to the IFRS 4 reserves for unearned premiums, net of acquisition costs. The liability for incurred claims arising from these contracts consist of expected fulfilment cash flows and a risk adjustment for non-financial risks at the transition date. The liability for incurred claims is measured at present value. As Greenval does not disaggregate its effects of discounting between profit or loss and other comprehensive income, at transition, all historical effects of discounting are recorded under Retained Earnings in Equity.

• IFRS9

The IFRS 9 implementation project at the level of the Insurance activity built widely on the experience of other business lines in the Group already applying this standard, in particular to ensure consistency in classification.

In accordance with the criteria of the business model and of the contractual cash flows, debt instruments will largely be classified under the "held to collect and sell" model, with the exception of non-consolidated funds classified as available for sale under IAS 39 and reclassified at fair value through profit or loss.

Since the beginning of 2022, financial assets have been monitored according to both IAS 39 and IFRS 9. The Group is planning to use the optional "overlay classification" approach introduced by the amendment to IFRS 17 relating to the presentation of IFRS 9 - IFRS 17 comparisons, which allows financial assets to be presented in the 2022 comparative as if IFRS 9 had been applicable at that date. This choice would apply to all financial instruments, including those derecognised in 2022, in terms of both classification and valuation (including impairment).

• Status of IFRS 17 implementation

The impact quantification work is being finalised and validated. For this reason, no figures are presented in the 31.12.2022 accounts. The impacts will be disclosed in the consolidated financial statements as at 30.06.2023.

#### **2.b** CONSOLIDATION

#### **2.b.1** SCOPE OF CONSOLIDATION

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

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

Full scope of consolidation is presented in note 7c.



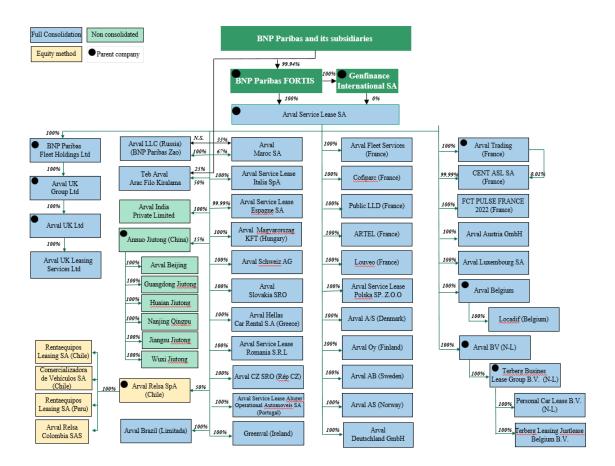
#### For 2022, variation Perimeter changes are:

- Arval Colombia was consolidated under the equity method in Q2 2022 due to its growth;
- Creation of Special Purpose Vehicle for securitization FCT Pulse France 2022 in Q4 2022;
- Acquisition of Terberg Business Lease Group in Q4 2022 with its 2 subsidiaries Personal Car Lease and Terberg Leasing Justlease Belgium.

Lastly, and without any impact on its consolidated accounts, Arval group continued its structural streamlining as ASL became the sole shareholder of Arval BV on January 1<sup>st</sup> 2022 following the reverse takeover of Arval Benelux by Arval BV.



#### Arval group chart - December 31, 2022



#### 2.b.2 CONSOLIDATION METHODS

#### **Exclusive control**

Controlled enterprises by Arval group 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 group 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.

Structured entities are entities established so that they are not governed by voting rights, for instance when those voting rights relate to administrative tasks only, whereas the relevant activities are directed by means of contractual arrangements. They often have the following features or attributes: restricted activities, a narrow and well-defined objective and insufficient equity to permit them to finance their activities without subordinated financial support.

For these entities, the analysis of control shall consider the purpose and design of the entity, the risks to which the entity is designed to be exposed and to what extent the Group absorbs the related variability. The assessment of control shall consider all facts and circumstances able to determine the



Group's practical ability to make decisions that could significantly affect its returns, even if such decisions are contingent on uncertain future events or circumstances.

In assessing whether it has power, Arval group 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 the group.

For transactions resulting in a loss of control, any equity interest retained by Arval group is remeasured at its fair value through profit or loss.

#### Joint control

Where Arval 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), Arval 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, Arval group should accounts for its share of the assets, liabilities, revenues and expenses in accordance with the applicable IFRSs. There is no such entity in Arval group.

#### Significant influence

Companies over which Arval 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 Arval 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 Arval group effectively exercises significant influence. This is the case for example for entities developed in partnership with other associates, where Arval group participates in strategic decisions of the enterprise through representation on the Board of Directors or equivalent governing body, or exercises influence over the enterprise's operational management by supplying management systems or senior managers, or provides technical assistance to support the enterprise's development.

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

The consolidated financial statements are prepared using uniform accounting policies for similar transactions and other events occurring in similar circumstances.



#### **2.b.3** 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. Profits and losses arising from intragroup sales of assets are eliminated, except where there is an indication that the asset sold is impaired. Unrealised gains and losses included in the value of financial instruments at fair value through equity and available-for-sale assets are maintained in the consolidated financial statements.

#### Translation of accounts expressed in foreign currencies

The consolidated financial statements of Arval are prepared in euros.

The financial statements of enterprises whose functional currency is not the euro are translated using the closing rate method. Under this method, all assets and liabilities, both monetary and nonmonetary, 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.

The same method is applied to the financial statements of enterprises located in hyperinflationary economies, after adjusting for the effects of inflation by applying a general price index.

Differences arising from the translation of balance sheet items and profit and loss items are recorded in shareholders' equity under «Exchange differences», and in "Minority interests" for the portion attributable to outside investors.

On liquidation or disposal of some or all of an interest held in a foreign enterprise located outside the euro zone, leading to a change in the nature of the investment (loss of control, loss of significant influence or loss of joint control without keeping a significant influence), the cumulative exchange difference at the date of liquidation or sale, determined according to the step method, is recognised in the profit and loss account.

Should the percentage of interest change without leading to a modification in the nature of the investment, the exchange difference is reallocated between the portion attributable to shareholders and that attributable to minority interests if the entity is fully consolidated; if the entity is consolidated under the equity method, it is recorded in profit or loss for the portion related to the interest sold.

#### **2.c TRANSLATION OF FOREIGN CURRENCY TRANSACTIONS**

The methods used to account for assets and liabilities relating to foreign currency transactions entered into by Arval 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 Arval 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".

		31 Decem	iber 2022	31 Decem	nber 2021
Currency code	Country	Year end	Average	Year end	Average
BRL	Brazil	5,664	5,436	6,342	6,381
CHF	Switzerland	0,989	1,005	1,038	1,081
CLP	Chile	910,735	917,779	970,216	898,396
COP	Columbia	5189,650	4476,672	4 633,085	4 430,905
СZК	Czech Republic	24,163	24,560	24,853	25,643
DKK	Denmark	7,436	7,439	7,437	7,437
EUR	Euro	1,000	1,000	1,000	1,000
GBP	United Kingdom	0,887	0,853	0,841	0,860
HUF	Hungary	400,926	391,123	369,895	358,536
INR	India	88,512	82,721	84,619	87,424
MAD	Morocco	11,163	10,677	10,512	10,617
NOK	Norway	10,507	10,106	10,024	10,165
PEN	Peru	4,073	4,037	4,541	4,590
PLN	Poland	4,684	4,684	4,593	4,565
RUB	Russia	77,975	74,211	85,108	87,182
RON	Romania	4,947	4,930	4,949	4,921
SEK	Sweden	11,163	10,635	10,290	10,146
TRY	Turkey	20,021	20,021	15,135	10,506

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

#### 2.d BUSINESS COMBINATION AND GOODWILL

#### **Business combination**

Business combination are accounted for using the purchase method.

Under this method, the acquiree's identifiable assets and liabilities assumed are measured at fair value at the acquisition date except for non-current assets classified as assets held for sale which are accounted for at fair value less costs to sell.

The acquiree's contingent liabilities are not recognised in the consolidated balance sheet unless they represent a present obligation on the acquisition date and their fair value can be measured reliably.



The cost of a business combination is the fair value, at the date of exchange, of assets given, liabilities incurred or assumed, and equity instruments issued to obtain control of the acquiree. Costs directly attributable to the business combination are treated as a separate transaction and recognised through profit or loss.

Any contingent consideration is included in the cost, as soon as control is obtained, at fair value on the date when control was acquired. Subsequent changes in the value of any contingent consideration recognised as a financial liability are recognised through profit or loss.

Arval group may recognise any adjustments to the provisional accounting within 12 months of the acquisition date.

Goodwill represents the difference between the cost of the combination and the acquirer's interest in the net fair value of the identifiable assets and liabilities of the acquiree at the acquisition date. Positive goodwill is recognised in the acquirer's balance sheet, while negative goodwill is recognised immediately in profit or loss, on the acquisition date. Minority interests are measured at their share of the fair value of the acquiree's identifiable assets and liabilities. However, for each business combination, Arval group can elect to measure minority interests at fair value, in which case a proportion of goodwill is allocated to them. To date, Arval group has never used this latter option.

Goodwill is recognised in the functional currency of the acquiree and translated at the closing exchange rate.

On the acquisition date, any previously held equity interest in the acquiree is remeasured at its fair value through profit or loss. In the case of a step acquisition, the goodwill is therefore determined by reference to the acquisition-date fair value.

Arval group tests annually whether goodwill has suffered any impairment, in accordance with the accounting policy. Measurement of goodwill is described in note 5.a

#### **2.e R**ENTAL FLEET

Since 1st January 2019, IFRS 16 supersedes IAS 17  $\scriptstyle \rm \scriptstyle \ll$  Leases  $\scriptstyle \rm \scriptscriptstyle >$  and the interpretations relating to the accounting of such contracts.

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. Therefore, there is non-significant number (less than 0.5%) of finance leases within the Arval group. For simplification purposes and due to their non-material nature, contracts that do not fall under operating leases are presented under the rental fleet item.

There is no buy-back agreement in Arval's contracts with car manufacturers.

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 asset, after deducting the estimated costs of disposal, if the asset was already of the age and in the condition expected at the end of its useful life.

So in respect with the IAS 16 recommendation, in order to calculate the ARVAL rental fleet amortisation:

- residual value and the useful life of the leased assets are reviewed each month;
- changes from the previous month's review are accounted prospectively as a change in accounting estimate.

Arval group takes into account the impact of the environmental context and the energy transition in the valuation of its vehicle fleet.

Rental fleet impairment is described in note 5.c.

## 2.f REVENUES

Revenues are mainly composed of rents charged to customers. In addition to the rental price of the vehicle (including depreciation and interest), the rents include various services that the customer can subscribe to. The allocation of income and expenses is done according to the breakdown of the tariffed elements.

#### Lease contract revenues

The lease incomes are taken to the profit and loss account in full on a straight-line basis over the lease term. They are taken to the profit and loss account under "Lease contract revenues" whereas depreciation expenses are under "Lease contract costs depreciation".

#### Other rental-related services

Other income linked to the lease are recorded based on standard IFRS15 "revenue from contract with customers" which sets out the requirements for recognising revenue that apply to all contracts with customers. The amounts are recorded under the aggregate lease services margin.

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

- identification of the contract with the customer: the contract between Arval and the lessee creates enforceable rights and obligations;
- identification of the performance obligations in the contract: the various services offered by Arval (such as maintenance, tyres, repairs, etc.) are separate components of the rental contract and are presented separately;
- determination of the transaction price : each transaction price is determined independently to others services ;
- allocation of the transaction price to each performance obligation : Arval establish the transaction price for each separate performance obligation to reflect the amount of



remuneration to which the entity expects to be entitled in exchange for providing the goods or services promised to the customer ;

• revenue recognition when (or as) a performance obligation is satisfied : Arval recognises revenue when the performance obligation is satisfied by the transfer of the promised good or service to the customer.

Since the implementation of this standard, timing of recognition of revenues derived from maintenance and tyres services, previously recognized on a linear basis, is now recognized to the extent of the costs incurred. In order to apply it, a deferred income is therefore, booked in the maintenance and tyres revenue accounts.

#### 2.g PROPERTY, PLANT, OTHER EQUIPMENT AND INTANGIBLE ASSETS

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

Assets used in operations are those used in the provision of services or for administrative purposes.

Property, plant and equipment and intangible assets are initially recognised at purchase price plus directly attributable costs, or adaptation is required before the asset can be brought into service.

Software developed internally by 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 amortisation and any impairment losses.

The depreciable amount of property, plant and equipment and intangible assets is calculated after deducting the residual value of the asset. Only vehicles are presumed to have a residual value, as the useful life of property, plant and equipment and intangible assets used in operations is generally the same as their economic life.

Property, plant and equipment and intangible assets are depreciated or amortised using the straightline method over the useful life of the asset. Depreciation and amortisation expense is recognised in the profit and loss account under "Depreciation, amortisation and impairment of property, plant and equipment and intangible assets".

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.

Depreciable property, plant and equipment and intangible assets 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, amortisation and impairment of property, plant and equipment and intangible assets".



Gains and losses on disposals of property, plant and equipment and intangible assets used in operations are recognised in the profit and loss account in "Other incomes and other expenses".

The main depreciation rules are the following:

Items	Duration (years)	Method
Buildings	20 - 40	Linear
Improvements and installations	3-12	Linear
IT hardware	3- 5	Linear
Vehicles (company cars)	3- 4	Linear
Other equipments	3-12	Linear

Some assets are leased by Arval group. Lease contracts concluded by Arval group, with the exception of contracts whose term is shorter than or equal to 12 months and low-value contracts, are recognized in the balance-sheet 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 is amortised on a straight-line basis and the financial liabilities are amortised on an actuarial basis over the lease period. Dismantling costs corresponding to specific and significant fittings and fixtures are included in the initial right-of-use estimation, in counterparty of a provision liability.

The key hypothesis used by the Arval group for the measurement of rights of use and lease liabilities are the following:

- The lease term corresponds to the non-cancellable period of the contract, together with periods covered by an extension option if Arval group is reasonably certain to exercise this option. In France, the standard commercial lease contract is the so-called "three, six, nine" contract for which the maximum period of use is nine years, with a first non-cancellable period of three years followed by two optional extension periods of three years each; hence, depending on the assessment, the lease term can be of three, six or nine years. When investments like fittings or fixtures are performed under the contract, the lease term is aligned with their useful life. For tacitly renewable contracts, with or without an enforceable period, related right of use and lease liabilities are recognised based on an estimate of the reasonably foreseeable economic life of the contracts, minimal occupation period included.
- The discount rate used to measure the right of use and the lease liability is assessed for each contract as the interest rate implicit in the lease, if that rate can be readily determined, or more generally based on the incremental borrowing rate of the lessee at the date of signature. The incremental borrowing rate is determined considering the average term (duration) of the contract.
- When the contract is modified, a new assessment of the lease liability is made taking into account the new residual term of the contract, and therefore a new assessment of the right of use and the lease liability is established.



## 2.h 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.

#### **2.i 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; 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 cashbased 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 entity of Arval 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 Arval 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 Arval 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 Arval 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 Arval group, using the projected unit credit method. This method takes into account various parameters, specific to each country or Arval 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 Arval 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).

#### 2.j ACCOUNTING STANDARD SPECIFIC TO INSURANCE ACTIVITY

This note concerns exclusively Greenval which has been acquired in December 2020.

The specific accounting policies relating to assets and liabilities generated by insurance contracts and financial contracts with a discretionary participation feature written by fully consolidated insurance



companies are retained for the purposes of the consolidated financial statements. These policies comply with IFRS 4.

The amendment to IFRS 4 "Insurance Contracts" published by the IASB on 25 June 2020 provides the option for entities that predominantly undertake insurance activities to defer the effective date of IFRS 9 application until 1 January 2023 in line with the deferral of the mandatory application date of IFRS 17 "Insurance Contracts".

#### **Profit and loss account**

Income recognised in respect of insurance contracts issued by Greenval are presented in the income statement under the heading "Service income". This item in the income statement includes earned premiums, income from other services.

Expenses recognised for Greenval's insurance activity are presented in the income statement under "Cost of services revenues" and contain the technical expenses of the contracts and the expenses for external services (including fees).

Other income and expenses relating to the insurance business (i.e. relating to the insurance entities) are presented in the other headings of the income statement according to their nature.

#### Investments in financial instruments for insurance activities

Investments of insurance activities mainly include Greenval investments in financial instruments that are recognised in accordance with the principles of IAS 39, which include investments representing technical reserves of insurance activities.

Financial investments held by Greenval are classified in one of the four categories provided for in IAS 39: Financial assets at fair value through profit or loss, held-to-maturity financial assets, loans and receivables and available-for-sale financial assets.

All the financial instruments of Greenval are classified in the category "Available-for-sale financial assets" under the heading "Other non-current financial assets". It includes debt or equity securities that do not fall within the 3 other categories.

Assets included in the available-for-sale category are initially recorded at fair value, plus transaction costs where material. At the end of the reporting period, they are valued at their fair value and the changes in the latter, excluding accrued income, are presented under a specific heading of equity. On disposal of the securities, these unrealised gains or losses previously recognised in equity are reclassified in the income statement under the heading "other income and other expense".

#### Technical reserves for insurance

The item "Technical reserves" includes:

- Commitments to policyholders and beneficiaries of contracts, which include technical reserves for insurance contracts subject to significant insurance hazard (mortality, longevity, disability, incapacity...).

- Other insurance liabilities related to unit-linked contracts that fall within the scope of IAS 39 (i.e. investment contracts with no discretionary participating features);

At the closing date, a liability adequacy test is carried out: the level of technical provisions (net of acquisition costs still to be amortised) is compared with the average value, derived from stochastic



calculations of future cash flows. Any adjustment to technical provisions is recognised in the income statement for the period.

Technical reserve for insurance are classified under the heading "Provisions" in the part of the noncurrent liabilities.

## 2.k CASHFLOW STATEMENT

The cash and cash equivalents balance is composed of the net balance of cash accounts and the net balance of interbank demand loans and deposits.

Cash and cash equivalents movements related to operating activities reflect cash flows generated by the Arval group's operations, including those relating to financial investments of insurance activities.

Cash and cash equivalents movements related to investing activities reflect cash flows resulting from acquisitions and disposals of subsidiaries, associates or joint ventures included in the consolidated group, as well as acquisitions and disposals of property, plant and equipment excluding investment fleet purposes.

Cash and cash equivalents movements related to financing activities reflect the cash inflows and outflows resulting from transactions with shareholders, cash flows related to subordinated debt.

#### **2.1** Use of estimates in the preparation of the financial statements

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

The preparation of the financial statements requires experts to make assumptions and estimates that are reflected in the measurement of incomes and expenses in the profit and loss account and of assets and liabilities in the balance sheet, and in the disclosure of information in the notes to the financial statements. This requires the experts in question to exercise their judgement and to make use of information available at the date of the preparation of the financial statements when making their estimates.

This applies in particular to:

- the assumptions applied to assess the value of the market value of vehicles on the road (fleet) and used vehicles (inventories); these assumptions are detailed in section 0. "Residual value risk". A change in the estimated residual value leads to a change in depreciation between the revaluation date and the end of the contract.

ARVAL also takes into account changes in relation to the effect of environmental considerations on the evaluation of future prices of second-hand vehicles.

- impairment tests are performed on the leased fleet and inventories, based on the latest available market data. A provision for impairment is recognised when the carrying amount of the asset exceeds its long-term recoverable amount. The recoverable amount is the higher of fair value less costs to sell and value in use. Value in use is determined as the present value of future cash flows expected to be received from the asset. No provision for impairment has been recorded in the accounts as at 31.12.2022.
- impairment tests performed on intangible assets (please refer to section 5.a and 5.b);
- the deferred tax assets (please refer to section 5.i);



- the estimation of insurance technical reserves (please refer to section 2.j and 5.s);
- the measurement of uncertainty over income tax treatments and other provisions for contingencies and charges. In particular, while investigations and litigations are ongoing, it is difficult to foresee their outcome and potential impact. Provision estimation is established by taking into account all available information at the date of the preparation of the financial statements, in particular the nature of the dispute, the underlying facts, the ongoing legal proceedings and court decisions, including those related to similar cases.

There is no event or information that could be declared as contingent liabilities.



# 3. NOTES TO THE PROFIT AND LOSS ACCOUNT FOR THE YEAR ENDED 31 DECEMBER 2022

## **3.a** LEASE CONTRACT MARGIN

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Lease contract revenues	5 175,46	4 855,97
Lease contract charges depreciation	(4 118,50)	(3 918,46)
Lease contract funding	(322,54)	(216,70)
Foreign exchange gain/loss	(3,93)	(0,32)
Lease contract margin	730,49	720,48

Lease contract margin refers to the Lease Rental activity including revenues and costs such as rents, depreciation, interest and commissions as well as income and charges related to funding, including gain and loss on foreign exchange.

#### 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.

#### Lease contract costs depreciation

These costs represent the depreciation directly linked to lease contract vehicles. The depreciation is calculated linearly over the life of the lease contract taking into account the vehicle purchase price minus its residual value.

#### Lease contract – Financing

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



## 3.b LEASE SERVICE MARGIN

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Service revenues Costs of service revenues	3 913,64 (3 278,21)	3 320,28 (2 674,27)
Lease services margin	635,44	646,01

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.

The analysis of the IFRS 15 standard performed by 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.

The accounting adjustments related to the treatment of IFRS15 are booked in accruals and deferrals.

#### Service, maintenance, repair and tyres

Income from repair and maintenance services is accounted over the life of the lease contract. Revenue is recognised when the costs are occurred. The difference between the amounts billed to customers and the amounts recorded as revenues is recognised as deferred services income.

#### **Damages and insurances**

Income from insurance activities can be recognized on a straight-line basis from the first day of contracts, as the occurrence of incidents and associated costs is not certain during the life of the contract.

#### Fuel

The Arval group may act as an "opaque" or "transparent" intermediary between a customer and an oil company for the supply of fuel. Intermediation fees are recognised on a straight-line basis over the life of the contract.

#### Fleet management and other services

Revenue from fleet management services, as well as other services such as telematics and mobility services, are recognised on a straight-line basis over the term of the contract.



## 3.c CARS SALES RESULT AND REVALUATION

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Proceeds of cars sold Cost of cars sold and revaluation	4 003,56 (2 873,98)	4 162,66 (3 792,97)
Car sales result and revaluation	1 129,58	369,69

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.

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. Those expectations related to the remarketing performance are part of the car sales result item.

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 depreciation.

#### Cost of cars sold and revaluation:

- Net book value of the cars;
- Logistic costs;
- Anticipated margin due to the reassessment of the residual value (in application of the principles described in 1.c.1).

#### **3.d OPERATING EXPENSES**

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Staff expenses	(571,79)	(522,29)
General and administrative expenses	(240,46)	(231,07)
Depreciation and amortisation	(62,02)	(54,43)
Operationg expenses	(874,26)	(807,79)



Operating expenses mainly include staff expenses, IT costs, property costs, professional fees and advertising, and depreciation and amortisation. This item contains too the depreciation of the rights of use according IFRS 16.

The average number of staff employed by Arval group during the year 2022 is 7 768 (7 423 in 2021).

As at December 31 2022, the full time equivalent number of staff employed by the group is 8 133 (7 535 in 2021).

## 3.e COST OF RISK

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Net allowances to impairment Recoveries on loans and receivables previously written off Losses on irrecoverable loans	(22,32) 2,17 (27,20)	(12,11) 2,18 (24,31)
Total cost of risk for the period	(47,36)	(34,24)

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

#### Write-offs

A write-off consists in reducing the gross carrying amount of the trade receivables when there are no longer reasonable expectations of recovering this amount in its entirety or a portion thereof, or when it has been fully or partially forgiven. The write-off is recorded when all other means available to Arval group for recovering the receivables or guarantees have failed, and also generally depends on the context specific to each jurisdiction.

If the amount of loss on write-off is greater than the accumulated loss allowance, the difference is an additional impairment loss posted in "Cost of risk". For any receipt occurring when the financial asset (or part of it) is no longer recognised on the balance-sheet, the amount received is recorded as an impairment gain in "Cost of risk".



## 3.f OTHER INCOMES AND OTHER EXPENSES

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Other incomes	86,74	12,99
Other expenses	(8,39)	(4,65)
Other incomes & expenses	78,35	8,34

Other incomes and expenses represent all profit and loss items relating to financial instruments measurements and disposal. This item also concerns disposal of fixed assets and rights of use.

In application of IAS 29, other income includes an amount of 80.42 million before tax relating to the profit on the net monetary position of the Turkish entity. This amount includes the application of the Consumer Price Index (CPI) since 1 January 2021 on non-monetary balance sheet items and on income statement components.

#### **3.g** Share of earnings of equity method entities

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Share of earnings of equity method entities	9,63	8,14
Share of earnings of equity method entities	9,63	8,14

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, including Relsa Colombia which was included in the scope of consolidation in first half 2022.

## **3.h** CORPORATE INCOME TAX

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Corporate income tax Deferred tax expenses/incomes	(228,34) (184,30)	(189,87) (0,30)
Corporate income tax	(412,64)	(190,16)



#### **Effective tax rates**

	Year to 31 December 2022		Year to 31 December 2021	
Reconciliation of the effective tax expense to the theoretical tax expense at standard tax rate in France	in millions of euros	tax rate	in millions of eurs	tax rate
Corporate income tax expense on pre-tax income at standard tax rate in France (1)	-426,77	25,83%	-256,40	28,41%
Impact of differently taxed foreign profits	27,21	-1,65%	40,03	-4,44%
Impact of changes in tax rates	3,35	-0,20%	19,46	-2,16%
Impact of the securities taxation	-8,43	0,51%	-3,49	0,39%
Impact of the credit tax used	11,75	-0,71%	16,83	-1,86%
Impact of the tax of the previous years	2,57	-0,16%	-16,62	1,84%
Impact of tax losses non activated	0,26	-0,02%	0,75	-0,08%
Other items	-22,57	1,37%	9,27	-1,03%
Corporate income tax expense	-412,64	24,97%	-190,16	21,07%
Current tax expense for the year to 31 December	-228,34	13,82%	-189,87	21,04%
Deferred tax expense for the year to 31 December (Note 5.i)	-184,30	11,15%	-0,30	0,03%

(1)Restated for the share of profits in equity-method entities and goodwill impairment.

The standard tax rate in France is 25.83% for 2022 versus 28.41% for 2021.

Countries where tax rates are lower than in France are mainly UK, Ireland and Belgium (with applicable tax rates of 19%, 12.5% and 25% respectively.



# 4. SEGMENT INFORMATION

## 4.a **R**ENTAL FLEET

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

In millions of euros	31 December 2022	31 December 2021
Countries / Geographical areas		
France	E 100 E2	4 00 4 0 4
	5 198,53	4 994,24
Italy	4 244,61	3 743,27
United Kingdom	3 449,05	3 325,43
Spain	3 714,72	3 381,61
Germany	2 162,46	1 810,74
Central and Southern Europe	3 247,38	2 632,03
Nothern Europe and Benelux	4 707,34	3 700,78
Asia (*)	504,77	322,75
Latin America	421,41	215,70
Fleet net amount at end of period	27 650,27	24 126,56

(\*) of which EUR 198,7m linked to hyperinflation in Turkey

The fleet in Northern Europe and Benelux increased by more than EUR 1 billion, of which EUR 622 million is linked to the acquisition of Terberg Business Lease Group.

The acquisition of the long-term leasing business of BCR contributed EUR 39 million to the increase in the vehicle fleet in Central and Southern Europe.

## 4.b 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 at the end of the period.



	31 December 2022	31 December 2021
Countries / Geographical areas		
France / IT / Corporate functions / Others	2 374	2 230
Italy	1 098	1 090
United Kingdom	682	654
Spain	832	773
Germany	424	371
Central and Southern Europe	1 055	952
Nothern Europe and Benelux	1 083	854
Asia	211	247
Latin America*	376	365
* of which garages	55	59
TOTAL FTEs	8 133	7 535

FTEs include full-time and part-time permanent and fixed-term employees (on a pro rata basis) of fully consolidated entities as well as employees of entities accounted for by the equity method.

The number of staff increased by 176 FTEs as a result of the acquisitions of the Terberg entities (+165 FTEs) and the leasing activity of BCR (+11 FTEs).

At December 31, 2022, the Latin America regions includes 227 FTEs in the entities held with Relsa group which are accounted under the equity method, versus 218 as at December 31,2021.

#### 4.c GROSS OPERATING INCOME

The split of the gross operating income per country, geographical areas is the following:



in millions of euros	31 December 2022	31 December 2021	
Countries / Geographical areas			
	503.36	370.00	
France Italy	583,36 443,59	370,80 309,55	
United Kingdom	445,59 322,31	223,64	
Spain	302,48	220,02	
Germany	149,37	92,85	
Central and Southern Europe	239,69	138,51	
Nothern Europe and Benelux	349,07	266,18	
Asia	58,65	82,43	
Latin America	46,99	32,20	
Gross Operating Income	2 495,51	1 736,18	



# 5. NOTES TO THE BALANCE SHEET AS AT 31 DECEMBER 2022

## 5.a GOODWILL

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Carrying amount at start of period	523,09	509,79
Acquisitions	95,92	0,88
Divestments		
Impairment recognised during the period		
Exchange rate adjustments (*)	(11,00)	12,41
Other movements		
Carrying amount at end of period	608,00	523,09
Gross value	711,93	632,67
Accumulated impairment recognised at the end of period	(103,92)	(109,58)

(\*): of which exchange rate adjustment on net value: (11) for 2022 and 12,41 for 2021

Impairment on Goodwill concerns UK entities and was recorded in 2009. Movement on impairment as at 31 December 2022 is only due to exchange rate adjustments.

Goodwill is related to acquisitions. All acquired entities are engaged in providing lease services. Goodwill is allocated to the Arval entities which have incorporated the acquisitions.

The acquisitions in 2022 concern the Terberg and BCR entities. This amount may change over 2023 after completion of the Purchase Price Allocation exercise.

#### Measurement of 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 case of indicator that could cause the need for impairment, the DCF method is used to validate the results and determine the amount of impairment required.

The DCF method is based on a number of assumptions in terms of future revenues, expenses and cost of risk (cash flows) based on medium-term business plans over a period of five years. Cash flow projections beyond the 5-year forecast period are based on a growth rate to perpetuity and are normalised when the short-term environment does not reflect the normal conditions of the economic cycle.

The key parameters which are sensitive to the assumptions made are the cost of capital, the cost/income ratio, the cost of risk and the growth rate to perpetuity.

There was no new impairment recognised in 2022.



## 5.b OTHER INTANGIBLE ASSETS

	Year to 31 December 2022			
In millions of euros	Software	Other intangible assets	Intangible assets in progess	Total
Carrying amount at start of period	50,80	7,41	31,01	89,22
Additions	29,80	0,01	46,21	76,01
Consolidation perimeter changes	4,30	0,89		5,19
Disposals	(25,02)	(0,00)	(0,01)	(25,03)
Amortisation charge	(6,30)	(1,30)		(7,59)
Impairment charge				
Other movements	(0,22)	(0,00)	(20,42)	(20,64)
Exchange rate adjustments	(0,06)	0,00		(0,06)
Carrying amount at end of period	53,29	7,02	56,79	117,10
Gross value	238,68	10,12	56,79	305,59
Accumulated amortisation and impairment	(185,39)	(3,10)		(188,49)

Other intangible assets mainly include entrance fees for partnerships.

Software developed internally by the Arval group that meets the criteria for capitalisation are capitalised to the extent of the direct development costs, which include external costs and staff costs of employees directly attributable to the project.

On 31 December 2022, carrying amount of software contents 43,36 m € for generated software.



	Year to 31 December 2021			
In millions of euros	Software	Other intangible assets	Intangible assets in progess	Total
Carrying amount at start of period	60,12	8,69	16,05	84,86
Additions	16,14	0,02	22,15	38,31
Consolidation perimeter changes				-
Disposals	(4,09)			(4,09)
Amortisation charge	(21,39)	(1,30)		(22,68)
Impairment charge				-
Othermovements		-	(7,19)	(7,19)
Exchange rate adjustments	0,02			0,02
Carrying amount at end of period	50,80	7,41	31,01	89,22
Gross value	207,15	9,24	31,01	247,40
Accumulated amortisation and impairment	(156,36)	(1,82)		(158,18)

On 31 December 2021, carrying amount of software contents 43,68 m € for generated software.

## **5.c R**ENTAL FLEET

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Carrying amount at start of period	24 126,56	21 732,34
Additions	9 871,35	9 864,57
Consolidation perimeter changes	653,44	(11,74)
Disposals	(3 128,05)	(3 488,06)
Depreciation charge	(3 827,00)	(4 081,15)
Impairment charge	(43,02)	(0,24)
Other movements (*)	198,73	-
Exchange rate adjustments	(201,75)	110,84
Carrying amount at end of period	27 650,27	24 126,56
Gross value	38 075,43	33 143,57
Accumulated depreciation and impairment	(10 425,16)	(9 017,01)

(\*) of which EUR198,7m linked to hyperinflation in Turkey

As at December 31, 2022, the net amount of the leased vehicles owned by the Arval group reaches EUR 27,650.27 million.



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 depreciation. A prospective methodology is applied for the rental fleet depreciation calculation by integrating the contractual residual value variation over the remaining life of the contract.

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

The treatment of vehicles returned at the end of the lease is described in section 5.j Inventories.

#### **Rental fleet impairment**

In the annual assessment of whether there is any indication that an asset may be impaired, 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. Refer to note 2.1 for more information.

## 5.d PROPERTY, PLANT AND OTHER EQUIPMENT

		Year to 31 December 2022			
In millions of euros	Land and buildings	Equipment, furniture and fixtures	Other property, plant and equipment	Carrying amount	
Carrying amount at start of period	86,84	8,96	5 <b>2</b> ,93	148,72	
Additions	41,11	4,18	23,61	68,91	
Consolidation perimeter changes	2,58		0,31	2,89	
Disposals	(2,49)	(0,36)	(7,03)	(9,88)	
Depreciation charge	(21,44)	(1,65)	(13,18)	(36,26)	
Impairment charge	-			-	
Other movements	1,21	0,01	(0,79)	0,43	
Exchange rate adjustments	(0,47)	(0,04)	(0,82)	(1,33)	
Carrying amount at end of period	107,34	11,10	55,03	173,48	
Of which Rights of Use	100,97	1,67	4,28	106,92	
Gross value	266,23	27,81	126,09	420,13	
Accumulated depreciation and impairment	(158,88)	(16,71)	(71,06)	(246,65)	

Lands represent 8,24 m  $\ensuremath{\in}$  in carrying amount at the end of period.



In millions of euros	Land and buildings	Equipment, furniture and fixtures	Other property, plant and equipment	Carrying amount
Carrying amount at start of period	99,24	8,42	50,70	158,36
Additions	6,96	2,14	17,19	26,28
Consolidation perimeter changes	-		(0,01)	(0,01)
Disposals	-	(0,10)	(6,17)	(6,27)
Depreciation charge	(21,35)	(1,52)	(10,56)	(33,43)
Impairment charge	(0,17)			(0,17)
Other movements	1,17	-	1,79	2,96
Exchange rate adjustments	0,98	0,03	(0,01)	1,00
Carrying amount at end of period	86,84	8,96	52,93	148,72
Of which Rights of Use	83,72	1,67	4,32	89,71
Gross value	231,72	25,08	111,43	368,22
Accumulated depreciation and impairment	(144,88)	(16,12)	(58,50)	(219,50)

Lands represent 6,31 m  $\ensuremath{\in}$  in carrying amount at the end of period.

## 5.e EQUITY METHOD INVESTMENTS

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Carrying amount at start of period	34,66	25,67
Share of net income	9,63	8,14
Share of changes in assets and liabilities recognised directly in equity	(3,41)	2,18
Exchange rate adjustments	(1,13)	(1,34)
Carrying amount at end of period	39,74	34,66

Equity method investments are composed of jointly controlled entities by Arval and its partner Relsa in Chile, Peru and in Colombia.



## 5.f SECURITIES AT FAIR VALUE THROUGH PROFIT OR LOSS

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Carrying amount at start of period	10,71	10,46
Fair value adjustments Change of portfolio securities	0,37	0,93 (0,69)
Carrying amount at end of period	11,08	10,71

This item contains 2 different type of securities:

- Entity which is not controlled by Arval: Annuo Jiutong in China (with percentage of interest of 15 %).
- Entity which is fully controlled by Arval but not consolidated for materiality reason: Arval India.

The securities are classified as Mandatory Fair Value through Profit or Loss.

## 5.g DERIVATIVES USED FOR HEDGING PURPOSES

	31 Decem	31 December 2022		31 December 2021	
In millions of euros	Positive fair value	Negative fair value	Positive fair value	Negative fair value	
Fair value hedges	0,00	0,00	0,00	0,00	
Interest rate derivatives Foreign exchange derivatives					
Cash flow hedges	25,37	27,76	20,48	10,84	
Interest rate derivatives	11,63				
Foreign exchange derivatives Other derivatives	13,74	27,76	20,48	10,84	
Derivatives used for hedging purposes	25,37	27,76	20,48	10,84	
Split current / non current is as follows					
Current (less than 1 year)	7,25	7,93	5,85	3,10	
Non current (more than 1 year)	18,12	19,83	14,63	7,74	
Total	25,37	27,76	20,48	10,84	



The derivative financial instruments are described in the chapter 1.c.3. The hedge accounting is defined within the section 2.h.

## 5.h OTHER FINANCIAL ASSETS

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Loans	77,24	81,95
Deposit	5,81	2,84
Other non current financial assets - Available For Sale	158,11	190,29
Post employement benefit assets	25,76	43,34
Carrying amount at end of period	266,92	318,42

The other current financial assets - Available for sale are only composed of Greenval insurance DAC investments to comply with the below principles:

- 1. Protect the company's capital and solvency,
- 2. Hedge the liability profile of the Company with suitable investments,
- 3. Minimize the risk of loss consistent with its risk appetite,

Greenval insurance DAC does not engage in active trading and is typically a buy and hold investor with an asset allocation to fixed interest securities aligned to its liability profile.

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

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Current (Less than one year) Non current (more than one year)	83,05 183,87	35,79 282,63
Carrying amount at end of period	266,92	318,42



## 5.i CURRENT AND DEFERRED TAXES

In millions of euros	31 December 2022	31 December 2021
Current taxes	57,93	25,04
Deferred taxes	91,36	110,73
Current and deferred tax assets	149,30	135,77
Current taxes	138,68	75,26
Deferred taxes	489,65	312,37
Current and deferred tax liabilities	628,33	387,63

#### Change in deferred tax by nature over the period:

In millions of euros	31 December 2021	Changes recognised in profit or loss	Changes recognised in equity that may be reclassified to profit or loss		Effects of exchange rates, consolidation scope and other movements	31 December 2022
Financial instruments	1,54	(4,63)	4,04		(0,56)	0,39
Provisions for employee benefit obligations	7,98	(4,81)		(3,80)	(19,88)	(20,52)
Fleet	(479,28)	(184,08)			(6,75)	(670,11)
Other tangible assets	74,95	(0,57)			1,65	76,02
Intangible assets	(0,75)	0,21			(0,31)	(0,85)
Credit risk impairment	28,01	0,90			0,31	29,22
Provisions	54,27	15,62			0,17	70,05
Tax loss carryforwards	115,00	(5,11)			(0,12)	109,77
Other items	(3,36)	1,95			9,14	7,73
Net deferred taxes	(201,64)	(180,54)	4,04	(3,80)	(16,35)	(398,29)
Deferred tax assets	110,73					91,36
Deferred tax liabilities	312,37					489,65

The current income tax charge is determined on the basis of the tax laws and tax rates in force in each country in which Arval 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 Arval group, where Arval 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.

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.j** INVENTORIES

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Carrying amount at start of period	283,71	400,09
Variation of inventories Inventories allowance recognised during the period Exchange rate adjustments	191,69 5,65 (4,34)	(125,37) 4,62 4,37
Carrying amount at end of period Gross value	<b>476,71</b> 481,50	283,71 294,17
Accumulated allowances recognised at the end of period	481,50 (4,79)	(10,46)

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.



## **5.k TRADE RECEIVABLES**

In millions of euros	31 December 2022	31 December 2021
Trade receivables - gross amount	1 424,06	1 171,01
Impairment	(190,21)	(165,59)
Total	1 233,85	1 005,42
Past maturity of gross amount is as follows		
Non past due	1 011,94	865,42
Past due less than 1 year	286,34	198,39
Past due 1-5 years	115,17	96,75
Past due over 5 years	10,61	10,45
Total	1 424,06	1 171,01

Trade receivables represent unpaid, current lease receivables under existing operating lease contracts or receivables related to inventory sales.

According to Arval 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

In addition, due to the consequences of the pandemic crisis, and in order to calculate the most appropriate level of impairment of the portfolio, a "forward looking" coefficient has been included in the calculation of the provision.

The SPR provision including in the provision for receivables depreciation amounts to EUR 35 million as at December 31 2022 versus EUR 23 million as at December 31 2021.

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.

Impairment movements are analysed below:

In millions of euros	Year to 31 December 2022	Year to 31 December 2021
Carrying amount at start of period	(165,59)	(144,59)
Charge impairment recognised during the period	(46,04)	(38,88)
Reversal impairment recognised during the period	22,21	18,35
Exchange rate adjustments	1,39	(0,86)
Other movements	(2,19)	0,38
Carrying amount at end of period	(190,21)	(165,59)



## 5.1 CASH AND CASH EQUIVALENTS

In millions of euros	31 December 2022	31 December 2021
Cash at bank and on hand Short term bank deposit	4 236,97 316,28	1 209,88 100.94
Carrying amount at end of period	4 553,26	1 310,82

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.

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

The cash and equivalent variation between December 2021 and December 2022 is equal to EUR 3 225.67 million (including overdrafts).

#### 5.m OTHER RECEIVABLES AND PREPAYMENTS

In millions of euros	31 December 2022	31 December 2021
Recoverable VAT	357,62	277,76
Other debtors	341,48	176,22
Allowances other debtors	(4,55)	(6,57)
Deferred cost	263,78	255,31
Accrued revenues	291,65	285,40
Other prepaids and accrued income	361,91	321,31
Carrying amount at end of period	1 611,89	1 309,42

These amounts include prepayments in respect of expenses attributable to a subsequent period and amounts still to be received, rebates and bonuses receivable, as well as to amounts that are not classified under any dedicated account.

All the other receivables and prepayments have a remaining maturity of less than one year.



## 5.n SHAREHOLDER'S EQUITY

In millions of euros	31 december 2022	31 December 2021
Share capital	66,41	66,41
Share premium	216,54	272,23
Retained earnings and other reserves	1 875,68	1 485,84
Net income	1 249,22	720,48
Total Equity	3 407,85	2 544,95

At 31 December 2022, the share capital of Arval Service Lease amounted to EUR 66,412,800 and was divided into 3,320,640 shares. The nominal value of each share is EUR 20, unchanged from 31 December 2021. Number of shares is also unchanged from 31 December 2021.

All shares issued are fully paid.

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 statement of changes in shareholder's equity between 1 January 2021 and 31 December 2022.

#### 5.0 SUBORDINATED DEBT

In millions of euros	31 December 2022	31 December 2021
Subordinated debt	90,00	90,00

#### Subordinated debt

Subordinated debt are initially recognised at the issue value including transaction costs, and are subsequently measured at amortised cost using the effective interest method.

The subordinated debt relates exclusively to the entity Arval Germany as required by German authorities. 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 debt was put in place in 2017 to comply with this requirement.



Maturity of the subordinated debt is more than one year, so the debt is classified as non-current liabilities.

## 5.p DEBT SECURITIES AT AMORTISED COST

In millions of euros	31 December 2022	31 December 2021
Issued Medium-Term bond securities	3 789,00	1 291,85
Issued bond securities from securitization program Negotiable debt securties	350,00 1 207.00	- 600.00
	1201,00	000,00
Total debt securities at amortised cost	5 346,00	1 891,85

The nominal value of the securities issued amounts to EUR 3.8 billion, from which the issue costs and the bonds subscribed by Greenval, EUR 4.59 million and EUR 6.68 million respectively, have to be deducted.

In October 2022, an issue of senior debt backed by assets of ASL France (securitization) for an amount of EUR 350 million was realized.

The total amount of securities issued was divided into two tranches:

- 350 million Senior debt
- 59 million euros in Junior debt subscribed by ASL France.

The Arval group retains almost all the risks and rewards of leasing receivables, as in the assetbacked securitization programme, Arval has subscribed for leading-edge securities and will therefore bear all realized losses. Consequently, the Arval Group continues to recognise all transferred lease receivables.

Program and structured entities	lssuer	Country	Currency	Amount
FCT Pulse France 2022	ASL France	France	Euros	350 million

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

In millions of euros	31 December 2022	31 December 2021
Current (less than one year) Non current (more than one year)	1 207,08 4 138,92	600,00 1 291,85
Total	5 346,00	1 891,85



#### 5.q BORROWINGS FROM FINANCIAL INSTITUTIONS

In millions of euros	31 December 2022	31 December 2021
Borrowings from financial institutions Accrued and unpaid interest on borrowings Overdrafts Accrued and unpaid interest on overdraft	23 917,63 55,80 177,49 0,36	21 414,52 26,93 160,73 1,30
Total	24 151,28	21 603,48

Borrowings from financial institutions are mainly composed (91.92%) of BNPP and BNPP Fortis borrowings. These repayable borrowings are used to purchase the leased vehicles and the Arval group investments. Accrued interest and the bank overdrafts are included in this item.

In millions of euros	31 December 2022	31 December 2021
Current (less than one year) Non current (more than one year)	6 700,56 17 450,72	6 754,67 14 848.81
Total	24 151,28	21 603,48

#### Maturity of Borrowings:

In millions of euros	31 December 2022	31 December 2021
Less than one year	6 466,91	6 565,72
1-5 years	17 363,64	14 797,68
Over 5 years	87,08	51,13
Total	23 917,63	21 414,52



## 5.r RETIREMENT BENEFITS OBLIGATION AND LONG TERM BENEFITS

In millions of euros	Year to 31 December 2021	Net additions to provisions	Changes in value recognised directly in equity	Effect of movements in exchange rates and other movements	Year to 31 December 2022
Provisions for employee benefits					
- post-employment benefits	62,41	2,49	(29,78)	0,48	35,59
- provision for other deferred cash bonus	5,35	0,16		(0,01)	5,51
- provision for other long-term benefits	6,46	0,63		(0,00)	7,09
- other provision	0,34	(0,18)		-	0,15
Total provisions for employee benefis	74,56	3,09	(29,78)	0,47	48,34

In millions of euros	Year to 31 December 2020	Net additions to provisions	Changes in value recognised directly in equity	Effect of movements in exchange rates and other movements (*)	Year to 31 December 2021
Provisions for employee benefits					
- post-employment benefits	67,90	3,14	(6,67)	(1,95)	62,41
- provision for other deferred cash bonus	4,08	1,25		0,02	5,35
- provision for other long-term benefits	8,46	(2,01)		0,01	6,46
- other provision	0,22	0,12		-	0,34
Total provisions for employee benefis	80,66	2,49	(6,67)	(1,93)	74,56

(\*) of which IFRIC impact: EUR 1.7million

The definition of the employee's benefits covered by these provisions is described in the chapter 2.i. As the maturity of the provisions is more than one year, they are classified as non-current.

#### Actuarial assumptions

For 2022, actuarial assumptions are defined as follows:

	Year to 31 December 2022		
In percentage	Discount rate Compensa increase ra		
France	3,80%	2,20% - 3,45%	
United Kingdom	4,70%	NA	
Germany	3,80%	2,90%	
Belgium	2,10%-2,50%	4,00%	
Switzerland	2,00%	2,00%	

(1) including price increase (inflation)



#### Discount rate sensitivity

Obligations could change regarding the sensitivity of the discount rate:

	Year to 31 December 2022			
In millions of euros	Evolution of the present value of obligations Discount rate - 100bp	Evolution of the present value of obligations Discount rate + 100bp		
France	4,23	(3,41)		
United Kingdom	12,49	(9,92)		
Germany	6,48	(4,33)		
Belgium	3,15	(2,01)		
Switzerland	0,96	(0,80)		

## **5.s Provisions**

#### Provisions for contingencies and charges by type

In millions of euros	31 December 2021	Net additions to provisions	Provisions used	Effect of movements in exchange rates and other movements	31 December 2022
Technical provisions for insurance (Greenval)	151,03	23,75		9,29	184,08
Provisions for risk on operating leases	268,28	116,76	(59,62)	4,29	329,71
Provisions for litigations with third parties	3,16	1,49	(0,89)	0,02	3,78
Other provisions for contingencies and charges	7,24	0,82	(0,84)	0,01	7,23
Total provisions for contingencies and charges	429,71	142,82	(61,35)	13,61	524,78
Split current / non current is as follows					
Current (less than 1 year)	121,42				148,41
Non current (more than 1 year)	308,29				376,37
Total	429,71				524,78



In millions of euros	31 December 2020	Net additions to provisions	Provisions used	Effect of movements in exchange rates and other movements	31 December 2021
Technical provisions for insurance (Greenval)	124,60	24,33		2,10	151,03
Provisions for risk on operating leases	222,66	102,94	(55,67)	(1,65)	268,28
Provisions for litigations with third parties	10,03	0,61	(7,28)	(0,19)	3,16
Other provisions for contingencies and charges	7,92	2,24	(2,87)	(0,04)	7,24
Total provisions for contingencies and charges	365,20	130,12	(65,83)	0,21	429,71
Split current / non current is as follows					
Current (less than 1 year)	100,58				121,42
Non current (more than 1 year)	264,62				308,29
Total	365,20				429,71

Provisions for liabilities on lease contracts cover mainly risk retention and relief vehicles risk.

A provision is recognised when it is probable that an outflow of resources embodying economic benefits will be required to settle an obligation arising from a past event, and a reliable estimate can be made of the amount of the obligation. The amount of such obligations is discounted, where the impact of discounting is material, in order to determine the amount of the provision.

Maturity is determined as follows:

- For third parties: foreseeable date of disbursement
- For risk and charges and insurance: prorate based on average duration of the contracts



## 5.t TRADE AND OTHER PAYABLES

In millions of euros	31 December 2022	31 December 2021
Lease liabilities	100,87	84,57
Deposit	106,27	88,15
Suppliers	382,90	271,76
VAT liabilities	85,82	89,69
Other deferred incomes	1 010,64	923,91
Other accrued expenses	270,71	188,18
Other creditors	735,38	637,72
Total	2 692,60	2 283,98
Split current / non current is as follows		
Current (less than 1 year)	2 611,93	2 215,02
Non current (more than 1 year)	80,67	68,97
Total	2 692,60	2 283,98

This item contains 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.

Non-current part concerns lease liabilities.



# 6. COMMITMENTS GIVEN AND RECEIVED

In millions of euros	31 December 2022	31 December 2021
Financing commitments given	7,66	3,54
Guarantee commitments given	168,00	123,61
Total commitments given	175,65	127,14
Financing commitments received	84,52	769,03
Guarantee commitments received	83,57	96,93
Total commitments received	168,10	865,96

These commitments are entered into the ordinary course of business.



# 7. ADDITIONAL INFORMATION

## 7.a EARNINGS PER SHARE

#### Basic and diluted earnings per share:

Basic earnings per share are calculated by dividing the net income for the period attributable to holders of ordinary shares by the weighted average number of ordinary shares outstanding during the period. The net income attributable to ordinary shareholders is determined by deducting the net income attributable to holders of preferred shares.

Diluted earnings per share correspond to the net income for the period attributable to holders of ordinary shares, divided by the weighted average number of shares outstanding as adjusted for the maximum effect of the conversion of dilutive equity instruments into ordinary shares. In-the-money stock subscription options are taken into account in the diluted earnings per share calculation, as are performance shares granted under the Global Share-based Incentive Plan. Conversion of these instruments would have no effect on the net income figure used in this calculation.

In euros	Year to 31 December 2022	Year to 31 December 2021
Net profit used to calculate basic and diluted earnings per ordinary share	1 195 118 121	699 003 023
Weighted average number of ordinary shares outstanding during the year	3 320 640	3 320 640
Effect of potentially dilutive ordinary shares (Performance share attribution plan)	-	-
Weighted average number of ordinary shares used to calculate diluted earnings per share	3 320 640	3 320 640
Basic earnings per share (in euros)	359,91	210,50
Diluted earnings per share (in euros)	359,91	210,50

## 7.b PAID DIVIDENDS

A dividend related to the period ended December 31, 2021, for an amount of EUR 394.33 million (EUR 118.75 per share) was paid in April 2022. Arval also made a partial repayment from the premium issuance of EUR 55.69 million (EUR 16.77 per share).

A dividend of 275.02 million (EUR 82.82 per share) was distributed in 2021.



## 7.c SCOPE OF CONSOLIDATION

#### Control, interest percentages and consolidation method per entity:

		31 D	ecember	2022	31 D	31 December 2021		
Name	Country	Method	Voting (%)	Interest (%)	Method	Voting (%)	Interest (%)	
Arval Service Lease	France		·					
Arval Deutschland GmbH	Germany	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Austria GmbH	Austria	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Belgium NV SA	Belgium	Full	100,00%	100,00%	Full	100,00%	100,00%	
Locadif	Belgium	Full	100,00%	100,00%	Full	100,00%	100,00%	
Terberg Leasing Justlease Belgium BV (***)	Belgium	Full	100,00%	100,00%				
Arval Brasil Ltda	Brazil	Full	100,00%	100,00%	Full	100,00%	100,00%	
Rentaequipos Leasing SA	Chile	Equity	50,00%	50,00%	Equity	50,00%	50,00%	
Comercializadora de Vehiculos SA	Chile	Equity	50,00%	50,00%	Equity	50,00%	50,00%	
Arval Relsa SPA	Chile	Equity	50,00%	50,00%	Equity	50,00%	50,00%	
Arval Relsa Colombia SAS (*)	Colombia	Equity	50,00%	50,00%				
Arval CZ SRO	Czech Republic	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval AS	Denmark	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval OY	Finland	Full	100,00%	100,00%	Full	100,00%	100,00%	
Cofiparc	France	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Trading	France	Full	100,00%	100,00%	Full	100,00%	100,00%	
Public Location Longue Durée	France	Full	100,00%	100,00%	Full	100,00%	100,00%	
Louveo	France	Full	100,00%	100,00%	Full	100,00%	100,00%	
Artel	France	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Fleet Services	France	Full	100,00%	100,00%	Full	100,00%	100,00%	
CENT ASL	France	Full	100,00%	100,00%	Full	100,00%	100,00%	
FCT Pulse	France	Full	100,00%	100,00%	1 dil	100,0070	100,0070	
Arval Hellas Car Rental SA	Greece	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Magyarorszag KFT	Hungary	Full	100,00%	100,00%	Full	100,00%	100,00%	
Greenval Insurance DAC	Irland	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Service Lease Italia SPA	Italy	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Service Lease Italia SFA	Luxembourg	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Maroc SA	Morocco	Full	66,66%	66,66%	Full	66,66%	66,66%	
Arval Benelux BV (**)	Netherlands	T UII	00,0070	00,00 %	Full	100,00%	100,00%	
Arval BV	Netherlands	Full	100,00%	100,00%	Full		100,00%	
		Full	100,00%	100,00%	Full	100,00%	100,00%	
Terberg Business Lease Group BV (***)	Netherlands							
Personal Car Lease BV (***) Arval AS Norway	Netherlands	Full	100,00%	100,00%	Full	100.000/	100.000/	
	Norway	Full	100,00%	100,00%	Full	100,00%	100,00%	
Rentaequipos Leasing Peru SA	Peru	Equity	50,00%	50,00%	Equity	50,00%	50,00%	
Arval Service Lease Polska SP ZOO	Poland	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Service Lease Aluger Operational Automoveis SA	Portugal	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Service Lease Romania SRL	Romania	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval LLC	Russia	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Slovakia SRO	Slovakia	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Service Lease SA	Spain	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval AB	Sweden	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval Schweiz AG	Switzerland	Full	100,00%	100,00%	Full	100,00%	100,00%	
TEB Arval Arac Filo Kiralama AS	Turkey	Full	50,00%	50,00%	Full	50,00%	50,00%	
BNPP Fleet Holdings Ltd	United Kingdom	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval UK Ltd	United Kingdom	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval UK Group Ltd	United Kingdom	Full	100,00%	100,00%	Full	100,00%	100,00%	
Arval UK Leasing Services Ltd	United Kingdom	Full	100,00%	100,00%	Full	100,00%	100,00%	

(\*) Entry into scope due to materiality

(\*\*) Merger (\*\*\*) Acquisition



## 7.d Measurement of the fair value of financial instruments

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

#### **Assets:**

In millions of euros	Year to 31 December 2022 Carrying amount	Amortised cost	Fair value through profit & loss	Fair value through OCI	Levels
Derivatives used for hedging purposes	25,37			25,37	2
Trades receivables	1 233,85	1 233,85			2
Other receivables and prepayments	1 254,26	1 254,26			2
Other financial assets	266,92	83,05		183,87	1 & 2
Cash and cash equivalent	4 553,26		4 553,26		1
ASSETS	7 333,66	2 571,16	4 553,26	209,24	

In millions of <del>c</del> uros	Year to 31 December 2021 Carrying amount	Amortised cost	Fair value through profit & loss	Fair value through OCI	Levels
Derivatives used for hedging purposes	20,48			20,48	2
Trades receivables	1 005,42	1 005,42			2
Other receivables and prepayments	1 031,67	1 031,67			2
Other financial assets	318,42	84,79		233,63	1&2
Cash and cash equivalent	1 310,82		1 310,82		1
ASSETS	3 686,81	2 121,88	1 310,82	254,11	

#### Liabilities:

In millions of euros	Year to 31 December 2022 Carrying amount	Amortised cost	Fair value through profit & loss	Fair value through OCI	Levels
Subordinated debt	90,00	90,00			2
Borrowings from financial institutions	24 151,28	24 151,28			2
Debt securities	5 346,00	5 346,00			2
Derivatives used for hedging purposes	27,76			27,76	2
Trade and other payables	2 606,78	2 606,78			2
LIABILITIES	32 221,82	32 194,06	0,00	27,76	

In millions of euros	Year to 31 December 2021 Carrying amount	Amortised cost	Fair value through profit & loss	Fair value through OCI	Levels
Subordinated debt	90,00	90,00			2
Borrowings from financial institutions	21 603,48	21 603,48			2
Debt securities	1 891,85	1 891,85			2
Derivatives used for hedging purposes	10,84			10,84	2
Trade and other payables	2 194,30	2 194,30			2
LIABILITIES	25 790,47	25 779,63	0,00	10,84	



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.

#### 7.e COMPENSATION AND BENEFITS AWARDED TO THE ARVAL GROUP'S OFFICERS

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

#### 7.f OTHER RELATED PARTIES

#### Outstanding 2022 balances of related-party transactions (within Arval group):

Arval group's consolidation perimeter is provided in note 7.c (Scope of Consolidation). 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 of Arval are eliminated.

Amounts with entities accounted for under equity method are presented below. Amounts are not significant and are presented for the entire Relsa group.



	31 December 2022	31 December 2021
In millions of euros	RELSA Group	REL SA Group
ASSETS		
Other receivables and prepayments	1,22	0,10
Total	1,22	0,10
LIABILITIES		
Trade and other payables	0,02	0,33
Total	0,02	0,33
FINANCING COMMITMENTS AND GUARANTEE COMMITMENTS		
Guarantee commitments given	57,99	30,75
Total	57,99	30,75

Commitments for given guarantee concern Rentaequipos Leasing Peru SA, Arval Relsa SPA and Arval Relsa Colombia SAS.

The tables below show transactions with other entities of the group BNP Paribas. Entities which belong to sub group Fortis are classified in Fortis scope, other are classified in BNP Paribas.

#### Outstanding balances of related-party transactions:

	31 Decem	ber 2022	31 December 2021		
In millions of euros	BNPP	Fortis	BNPP	Fortis	
ASSETS					
Other financial assets	23,27		80,00		
Trade receivables	0,91	6,26	1,40	5,00	
Derivative financial instruments	6,80				
Cash and cash equivalents	3 913,60	553,96	1 208,19	84,29	
Current income tax receivable	41,46		17,00		
Other receivables and prepayments	48,30	9,90	44,47	11,66	
Total	4 034,33	570,12	1 351,06	100,95	
LIABILITIES					
Subordinated debt	90,00		90,00		
Borrowings from financial institutions	8 327,73	13 896,19	6 981,18	14 044,30	
Derivative financial instruments			0,09		
Current income tax liabilities	2,68	3,02	2,70	1,66	
Trade and other payables	60,01	9,59	31,45	3,91	
Total	8 480,42	13 908,81	7 105,42	14 049,87	
COMMITMENTS GIVEN AND RECEIVED					
Commitments given	3,50	89,50	30,68	44,20	
Commitments received	23,40	26,98	209,27	318,90	



## 7.g SHARE-BASED PAYMENT

There are no share-based payment plans.

#### 7.h FEES PAID TO STATUTORY AUDITORS

The total fee of the company's auditor, as charged to the consolidated payments for the year ended December 31, 2022 amounted to:

Year to 31 Dec. 2022	Mazaı	s	Deloi	tte	То	tal
Excluding tax, in thousands of euros	Total	%	Total	%	Total	%
Statutory audits and contractual audits, including	1 037,98	93,51%	807,35	92,76%	1 845,32	93,18%
- Issuer	265,00		265,00		530,00	
- Consolidated subsidiaries	772,98		542,35		1 315,32	
Services other than those required for their statutory audit engagement, including	72,00	6,49%	63,00	7,24%	135,00	6,82%
- Issuer	63,00		63,00		126,00	
- Consolidated subsidiaries	9,00				9,00	
Total	1 109,98	100,00%	870,35	100,00%	1 980,32	100,00%

The audit fees paid to auditors which are not members of the network of one of the auditors certifying the consolidated financial statements and the non-consolidated financial statements of Arval Service Lease mentioned in the table above, amount to EUR 271 thousand for the year 2022 (EUR 124 thousand in 2021).

The total fee of the company's auditors, as charged to the consolidated payments for the year ended December 31, 2021 amounted to:

Year to 31 Dec. 2021	Mazar	5	Deloitt	e	Total	
Excluding tax, in thousands of euros	Total	%	Total	%	Total	%
Statutory audits and contractual audits, including	1 191,50	92,23%	605,00	94,02%	1 796,50	92,83%
- Issuer	250,00		250,00		500,00	
- Consolidated subsidiaries	941,50		355,00		1 296,50	
Services other than those required for their statutory audit engagement, including	100,32	7,77%	38,48	5,98%	138,80	7,17%
- Issuer	15,00		6,00		21,00	
- Consolidated subsidiaries	85,32		32,48		117,80	
Total	1 291,82	100,00%	643,48	100,00%	1 935,31	100,00%



## 7.i EVENTS AFTER THE REPORTING PERIOD

Since January 2023, the RELSA group is 100% owned by Arval Service Lease.

