

Press release

Alcatel-Lucent and BNP Paribas Lease Group launch Alcatel-Lucent Financial Services for Enterprise market

Launch includes a special promotion for small and medium businesses with a 0% rate

Paris, October 6, 2009 — Alcatel-Lucent (Euronext Paris and NYSE: ALU) and BNP Paribas Lease Group (BPLG) today announce the launch of Alcatel-Lucent Financial Services, a multi-country financing program designed to support the communication solution needs of the Enterprise market, and more specifically small and medium-sized businesses (SMBs). Alcatel-Lucent Financial Services will offer a full range of financial products through the current network of Alcatel-Lucent Business Partners. Customers will benefit from the convenience of an all-inclusive offering from a single business partner able to provide a complete communications solution, maintenance, service and financing tailored to each company's needs.

Alcatel-Lucent Financial Services will enable customers to preserve cash flow while still making crucial investments and capital purchases, providing an opportunity to become a [dynamic enterprise](#) -- one which links its network, people, process, and knowledge to improve business performance. Offered through an extensive resource network and an automated on-line tool, the service will cover the end-to-end process, including credit checks, quotations and financing contracts. Alcatel-Lucent Financial Services provides for quick, simple and efficient financing solutions that can be implemented in many cases within a day. The program will be available in Spain, France, Germany, Benelux and Poland, and expanding to other countries and regions throughout the coming year.

To bring further success to this launch, Alcatel-Lucent Financial Services is pleased to announce a special market promotion of 0% financing through the end of this year for small- and medium-sized businesses. All rules and details are available on the business partner website <https://www.businesspartner.alcatel-lucent.com>.

BNP Paribas Lease Group brings its considerable expertise in flexible financing solutions to the program. "We look forward to deploying this international program on behalf of Alcatel-Lucent," said Joseph Pulicano, head of IT and Telecom within BPLG. "Our combined forces will bring Alcatel-Lucent Business Partners an efficient and easy-to-use financing service to continue developing their sales while small and medium business customers preserve or optimize their financial positions."

"Alcatel-Lucent Financial Services will complement our Enterprise portfolio with a set of attractive financing solutions," said Marie-Laure Mazaud, Global Head of Project Finance and Credit at Alcatel-Lucent. "Partnering with BPLG in this new offering will enable our customers to manage their communication needs despite the tight credit situation brought about by the current economic environment. This new program enhances our active support of our Business Partner and reseller community."

Products in this offering include Alcatel-Lucent [Office Communication Solutions](#) designed for the SMB market. Additional information about Alcatel-Lucent Financial Services is available at www.alcatel-lucent.com/financial-services.

About BNP Paribas Lease Group

