



# Press Release

15 February 2019

## Stern in exclusive negotiations with ALD regarding sale of SternLease

Stern Groep N.V., the listed Dutch market leader in automotive retail, is pleased to report that it has begun exclusive negotiations with ALD Automotive Nederland regarding the sale of shares in SternLease BV. The parties are also in talks regarding a long-term strategic partnership agreement for the signing of new lease contracts and the delivery by Stern of contract goods and mobility services.

### Fast Forward Reloaded

On Capital Markets Day, held on 20 December 2018, the Management Board presented the Fast Forward Reloaded strategic plan for 2019 – 2021. A key component of this plan is entering into a strategic alliance with a lease partner to whom the lease portfolio will be sold. Stern sees great opportunities in a close partnership with a strategic partner in leasing that has an interest in a dealer group with an extensive branch network, a large number of leading brands and direct contact with a sizeable group of customers.

### Partnership agreement

In addition to the possible acquisition of SternLease, the parties are also negotiating a long-term partnership agreement. Their negotiations are focused on a reciprocal relationship whereby Dealgroep Stern will sign new lease contracts through its own dealer network and deliver these to ALD Automotive, while Stern, as ALD Automotive's preferred partner, will be able to count on the supply of cars and the maintenance, repair and car body repair of cars and their use as replacement vehicles.

Stern is assisted in this process by ING Corporate Finance and law firm Van Doorne, which are providing financial and legal advice, respectively.

*Note to editorial staff, not for publication: For further information, please contact H.H. van der Kwast (Stern Groep), T +31 (0)20 613 60 28*

### Profile of Stern Groep N.V.

Stern is a large Dutch mobility group that has been listed on Euronext Amsterdam since 2000. Since then, the intended significant growth has been realised in the major car-intensive regions of the country: North and South Holland, Utrecht and North Brabant. The network has more than 100 branches with approximately 2,200 employees, and collectively realises net annual revenue (excluding BPM) in excess of €1 billion. Stern believes in individual mobility, sustainability and diversity. For this reason, it offers a wide variety of car brands and additional mobility services. For those preferring a means of transport other than a car, Stern now offers electric 2-, 3- and 4-wheel transport solutions with speeds of up to 45 kilometres an hour via Mango Mobility. With Stern Mobility Solutions, Stern is engaged in services including car leasing (SternLease), rental (SternRent), fleet management (SternPartners), insurance (SternPolis), finance (SternCredit) and extended guarantees (SternGarant). Stern Mobility Solutions manages approximately 14,000 vehicles and more than 60,000 contracts. With a growing network of currently 17 branches, the Stern Car Services division offers services in the area of (brand-certified) repairs, universal after-sales and the intake and provision of rental cars (SternPoint). Dealergroup Stern has five clusters representing several leading brands such as 1) Mercedes-Benz, 2) Renault and Nissan, 3) Ford, 4) Volvo, Land Rover and Fiat, 5) Volkswagen, Audi, Kia and Opel. Dealergroup Stern has a total of approximately 85 branches.