

## PRESS RELEASE

Paris, 1<sup>st</sup> March 2019

### **ALD ACQUIRES STERNLEASE IN THE NETHERLANDS**

- **Acquisition of SternLease B.V., a subsidiary of Stern Group, totaling c. 13,000 vehicles, strengthening ALD's SME and Private Lease offering in the Netherlands**
- **Dedicated distribution agreement through Dealergroup Stern's 85 local branches**
- **Transaction forms part of ALD's growth strategy focused on delivering value-added mobility services to SMEs and private individuals**

On 1<sup>st</sup> March 2019, ALD signed an agreement to acquire SternLease B.V.\*, the leasing arm of Stern Group, the Dutch listed market leader in automotive retail. This acquisition forms part of ALD's development strategy and is an example of ALD's focus on targeted and value accretive bolt-on acquisitions.

SternLease B.V. is the leasing subsidiary of Stern Group with a fleet of c. 13,000 vehicles rented to SMEs and private individuals in the Netherlands. The subsidiary provides leasing services through direct distribution and Dealergroup Stern's network of 85 local dealerships. On top of the agreement to acquire SternLease B.V., a dedicated distribution agreement has been signed to provide access to this local dealership network for the exclusive distribution of ALD leasing services for SMEs and private individuals. As ALD's preferred partner, Stern Group will supply cars and mobility services such as car maintenance, body repair and rental services. Customers will also benefit from services provided through Stern Car Services' 17 branches for brand-certified repairs and maintenance.

This transaction is expected to strengthen ALD's SME and Private Lease offering in the Netherlands, positioning the company as the 5<sup>th</sup> largest player in the market, while expanding the commercial reach of its solutions. ALD in the Netherlands currently manages a fleet of c. 50,000 contracts with large corporates, SMEs and private individuals.

*"SternLease B.V. has developed a competitive position in the SME and private lease market for long-term leasing services. This transaction further enhances our strategy to increase the reach of services brought to our customers. It is an example of our ability to identify bolt-on acquisitions with key differentiation factors to expand our coverage. We are very pleased to welcome the SternLease B.V. teams and look forward to a successful collaboration with Stern Group,"* confirms Mike Masterson, CEO of ALD.

*"We are very pleased with the partnership as envisioned by both partners. We believe this alliance will significantly boost the business of our dealerships and SternPoint, as well as further improve the integrated mobility services we provide to our customers,"* confirms Henk van der Kwast, CEO of Stern Group.

*\*Completion of the transaction subject to approval by shareholders at the Stern Group Annual General Meeting on 9 May and approval from the Dutch Authority for Consumers & Markets (ACM).*

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**ALD**

ALD is a global leader in mobility solutions providing full service leasing and fleet management services across 43 countries to a client base of large corporates, SMEs, professionals and private individuals. A leader in its industry, ALD places sustainable mobility at the heart of its strategy, delivering innovative mobility solutions and technology-enabled services to its clients, helping them focus on their everyday business.

With 6,500 employees worldwide, ALD manages 1.66 million vehicles (at end December 2018).

ALD is listed on Euronext Paris, compartment A (ISIN: FR0013258662; Ticker: ALD) and its share is included in the SBF120 index. ALD's controlling shareholder is Societe Generale.

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**Stern Group**

Stern Groep N.V. 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, through Mango Mobility Stern offers electric 2, 3 and 4 wheel transport solutions with speeds of up to 45 kilometres an hour. With Stern Mobility Solutions, Stern is engaged in services including leasing (SternLease), rental (SternRent), fleet management (SternPartners), insurance (SternPolis), finance (SternCredit) and extended guarantees (SternGarant). Stern Mobility Solutions manages over 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, multi-brand 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.