

PRESS RELEASE

AutoWallis has gained ownership of the Nelson Group's fleet management division after receiving the Competition Authority's approval

Budapest, January 27, 2023 – After the Hungarian Competition Authority granted its approval, the acquisition of the Nelson Group's fleet management division has been successfully closed. By obtaining Nelson, which is among the 10 largest players on the fleet management market, the automotive company registered on the Hungarian stock exchange has carried out an acquisition of key importance to its strategy and margin generation capabilities.

With the purchase of the Nelson Group's fleet management division, the Premium category Budapest Stock Exchange company AutoWallis is taking yet another step in the direction of expanding its mobility services. **The transaction, approved by the Hungarian Competition Authority and closed today, is important to AutoWallis's strategy for a number of reasons:** the AutoWallis Group can, by building on Nelson's current market share and continuing its organic growth, offer the clients of its Retail & Services Business Unit, including the members of the Wallis group, substantial profit-producing services. **With its entry into the fleet management market, the AutoWallis Group has arrived at yet another milestone** and is taking a large step in the direction of expanding its services portfolio, following the business developments and acquisitions of recent years that were in support of the expansion of its retail and wholesale divisions.

The acquisition of the more than 30 year old Nelson, among the 10 largest players on the fleet management market, means **AutoWallis is acquiring a 2-2.5 percent share in the Hungarian market with a single step.** AutoWallis is financing the acquisition from its own funds and will not use external financing or treasury shares. **The purchase is taking place with conditions advantageous to both parties,** which, thanks to Nelson Fleet Leasing's revenue generating capability, ensures a short-term (possibly within 2 years) return on the goodwill paid as part of the purchase price. The transaction was closed today, with all conditions having been met. **In 2021, Nelson's fleet management division achieved revenues of HUF 4.2 billion with an EBITDA of HUF 2.4 million and a pre-tax profit of HUF 230 million.** The fleet management division being taken over is excellently managed and represents values similarly conservative to those of AutoWallis. Nelson's advanced corporate culture and management system enable quick and efficient integration. The total transaction volume equals HUF 2.98 billion, of which HUF 335 million will be deferred as payments made in the coming two years. The sellers have set aside a part of the purchase price for the participation in the AutoWallis Employee Share Ownership Plan (ESOP) by the Nelson employees and executive officers newly joining the AutoWallis Group.

AutoWallis Group

The AutoWallis Group, a company listed in the Premium category of the Budapest Stock Exchange, as well as in the BUX and BUMIX indices, aims to become a major vehicle trading company and mobility service provider in the Central and Eastern European region by the end of the decade. It is important for the company to continuously expand its automotive industry investment-focused portfolio through acquisitions and to operate as a group with traditional, conservative, and ESG-compliant values and a business policy sensitive to social and environmental challenges. The AutoWallis group is present in 14 countries of the Central and Eastern European region (Albania, Bosnia and Herzegovina, Bulgaria, Croatia, the Czech Republic, Hungary, Kosovo, Montenegro, North Macedonia, Poland, Romania, Serbia, Slovakia, Slovenia), where it is engaged in the retail and wholesale of vehicles, parts, and accessories, in repair and maintenance services, as well as in short- and long-term vehicle rentals. The Group's Distribution Business Unit represents the Alpine, Dacia, Isuzu, Jaguar, Land Rover, Saab parts, Renault, SsangYong, and Opel brands, and the brands represented by its Retail & Services Business Unit include BMW passenger cars and motorcycles, Dacia, Isuzu, Jaguar, KIA, Land Rover, Maserati, MINI, Nissan, Opel, Peugeot, Renault, SsangYong, Suzuki, Toyota, and Sixt rent-a-car. AutoWallis is the two-time recipient of the "Share Capital Increase of the Year" award at Best of BSE Award Galas (2020, 2021). www.autowallis.hu www.facebook.com/AutoWallis



Further information: