

## Quantum Capital Partners to acquire Postcon business of PostNL

**Quantum Capital Partners and PostNL have signed an agreement on the sale of the activities of Postcon, the number-two mail provider in Germany and a subsidiary of PostNL. The transaction is subject to a number of conditions, including regulatory approval, and is expected to close before the end of 2019.**

Steffen Görig, CEO and founder of Quantum Capital Partners comments: “Postcon is the leading alternative mail provider in Germany in a challenging market environment. We look forward to continuing the growth path in the nationwide business, to further developing the last-mile business and to enhancing operational and administrative efficiencies. We are keen to support the team on the road to success and are confident that we can realise Postcon’s full growth potential.”

Herna Verhagen, CEO of PostNL, says: “This transaction will allow Postcon to further develop its activities and strengthen its position in the German postal market. The sale of Postcon marks another step in our strategy of focusing on our core markets in the Netherlands and Belgium, and supporting the transformation of PostNL into an e-commerce logistics service provider.”

Postcon processes over 1 billion letters a year and has a market share of about 10% in Germany. Together with its partners, its reach includes every household in the country. Postcon has modern sorting centres all across Germany, as well as a company-owned delivery structure in the Rhineland and Ruhr areas. The company has around 5,300 direct and indirect employees.

### **About Quantum Capital Partners**

Quantum Capital Partners GmbH (QCP) is a fast-growing international financial investor with offices in Munich, Madrid and Milan. The Quantum Group acquires companies with potential for operational improvement, growth and development. As an active and responsible owner, Quantum Group works closely with local management to ensure that its subsidiaries implement a continuous development plan and growth strategy. Since its inception in 2008, the Quantum Group has acquired a variety of businesses from world-leading companies such as Robert Bosch, Stora Enso, Dürr, Airbus, Nestlé, Mahle, Tenneco and Norsk Hydro. With a total of 25 completed acquisitions since 2014, the Quantum Group is one of the most active investors in its sector.

### **About PostNL**

PostNL is a postal and logistic solutions provider headquartered in the Netherlands. PostNL provides its customers with an extensive range of services to address customer mail and e-commerce logistical needs, including collecting, sorting, transporting and delivering letters and parcels to and for its customers. PostNL operates through a combination of smart networks, digital applications and the right communications channels and has a large and modern network for letters, parcels and e-commerce logistics in the Benelux region, all of which are vital for PostNL’s transformation into an e-commerce logistics service provider.

### **Additional information**

This press release contains inside information within the meaning of article 7(1) of the EU Market Abuse Regulation.

# PostNL Press Release

## Forward-looking statements

Some statements in this press release are “forward-looking statements”. By their nature, forward-looking statements involve risk and uncertainty because they relate to events and depend on circumstances that may occur in the future. These forward-looking statements involve known and unknown risks, uncertainties and other factors that are outside of PostNL’s control and impossible to predict, and that may cause actual results to differ materially from any future results expressed or implied. These forward-looking statements are based on current expectations, estimates, forecasts, analyses and projections about the industries in which PostNL operates and management's beliefs and assumptions about possible future events. You are cautioned not to put undue reliance on these forward-looking statements, which are only valid as of the date of this press release and are neither predictions nor guarantees of possible future events or circumstances. PostNL does not undertake any obligation to release publicly any revisions to these forward-looking statements to reflect events or circumstances after the date of this press release or to reflect the occurrence of unanticipated events, except as may be required under applicable securities law.

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