

C-H-Reynolds has successfully assisted in the participation of INTERSPORT in SABU and RSB Bank

Frankfurt a.M., 17.02.2009: INTERSPORT Deutschland eG participates with a stake of 50 percent in SABU Schuh & Marketing GmbH, as well as 25 percent in RSB Retail+Service Bank GmbH. The experienced consumer goods team at C-H-Reynolds-Corporate Finance AG led by Stefan Constantin has comprehensively advised INTERSPORT during the transaction process.

With this agreement, Heilbronn-based INTERSPORT Deutschland eG, Europe's biggest trade association in the sports sector, and SABU Schuh-Verbund eG, the second-biggest German purchasing-association for shoes, have decided a far-reaching cooperation. Apart from the participation of the German INTERSPORT in SABU Schuh & Marketing GmbH, the cooperation arranges for a 25% participation in RSB Bank – which belongs to SABU trade association and operates the core business of central settlement for the SABU members and offers comprehensive bank-oriented services.

“We are pleased to have conducted these transactions, both of which offer a multitude of opportunities for growth to all parties involved, in the purchasing volume as well as on the service side”, says Stefan Constantin. Above all, the trade association sees possible fields of growth in the strengthening of customer structure by participating in other trade association groups and expanding into the sports market or other trade groups with similar company business models. By concentrating the market potential and collectively using resources, the aim of an even more effective and powerful bond of partners can be achieved. At the same time, both partners can retain their core competences and their individual appearance.

Kim Roether, member of the board of directors of INTERSPORT eG: “Expanded capacities of capital strength and financial sources show us formidable opportunities for the involved companies. The comprehensive and complex transaction process was professionally accompanied by C-H-Reynolds. Both, mutual trust and respect provide a solid basis for the next step: strengthen the existing, promote the future and seize the opportunities of our sector. We are growing successfully – even in 2008 with 7 %”

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INTERSPORT Deutschland eG

INTERSPORT Deutschland eG, Heilbronn, is the biggest trade cooperative for the sports specialised trade. In the German group alone, there are approx. 1,400 specialised retailers.

With a retail turnover of approx. 2.4 billion euros as of 31.12.08, the trade association has been ranking first for quite some time in the sports goods and sports fashion market. The turnover is generated by approx. 20,000 members of staff on a sales area of approx. 890,000 sqm. Worldwide, the INTERSPORT group produces a revenue of over 9 billion euros with about 5,000 specialised dealers in over 30 countries.

SABU (SABU Schuh-Verband eG)

SABU Schuh-Verband eG with its subsidiaries SABU Schuh & Marketing GmbH and RSB Retail+Service Bank GmbH, Kornwestheim, owns approx. 1,200 stores, predominantly in Germany. The retail trade turnover as of 31.12.08 was approx. 800 million euros. SABU Schuh & Marketing GmbH sets the benchmark for a dedicated cooperation with its high degree of professionalism in the field of marketing and service, but also with a distinct expertise in goods and the courage to translate new ideas into sustainable concepts. The involvement of single group members and the long-term plan of ensuring the company's continuance as a going concern are central to the SABU Group.

RSB Retail+Service Bank GmbH

Rooted in the shoe trade, RSB Bank was formed in 2006 by separating the product trading business and creating a new entity. RSB Bank handles the core business of central settlement for the SABU members with and without taking the del credere risk, and complements this by providing high-performance member services in payment transactions, in financial investments, in the credit business and above all in the multifaceted area of corporate consulting. RSB Bank aspires to achieve a central settlement volume of over 1 billion euros in 2009.

C•H•Reynolds•Corporate Finance AG

C•H•Reynolds is an independent M&A consultancy based in Frankfurt. Together with their 17-strong financing- and industry-experienced consultants team, the partners oversee medium-sized companies during the conception and implementation of M&A transaction processes in the sectors Industrial Technology, Consumer Goods Retail Industry and Automotive Industry. Reynolds' founding membership in the Mergers Alliance organisation, a worldwide association of bank-independent M&A consultancies, allows its clients to gain access to all the core markets in the world.