

**VTG – Results 1<sup>st</sup> half 2008**  
**Hamburg, August 27<sup>th</sup>, 2008**





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## Continuously positive business development in 2008

- Sales and EBITDA noticeably better than in 1H 2007
- Economic conditions for VTG's business continue to be good:
  - Capacity utilization of industry remains on high level
  - VTG's business is not affected by possible economic downswing
- Conclusion: Still strong demand for rail freight transports in Europe, especially in Eastern and South Eastern Europe
- Full year 2008 forecast raised!



## Acquisition of rail tank/freight car manufacturer Graaff

- High quality manufacturer with long tradition (est. 1914), located in Elze, Lower Saxony
- Insolvency due to mismanagement of order book, procurement and sales contracts
- Production capacity for 300 rail freight cars per year (approx. 150 employees)
- Specialist for e.g. chemical tank cars with stainless steel tanks (one of VTG's key type groups)
- Superior engineering design expertise and high quality production
- Access to a lot of rail car designs, drawings, licences, innovations and patents
- Combining VTG experience of market needs with Graaff's engineering solutions and approvals (e.g. TSI)
- Employees with outstanding skills and qualifications

**Graaff meets the requirements of VTG**

**→ Acquisition is a unique opportunity for securing the long-term growth of the fleet**



## Graaff: Strategic rationale

- Expanding value-added chain of business model by the activity of new built cars
- Securing scarce production capacity for high-value rail freight cars, esp. tank cars
  - captive production of a substantial portion of our basic car needs
  - developing the fleet with new special rail freight cars for additional organic growth
  - we do not intend to produce VTG's whole rail car needs at Graaff
- Synergy effects in procurement, especially in the purchase of components and spare parts
- Possibility to expand the production program to other types of rail freight cars
- Signing was 28<sup>th</sup> July 2008
- Closing after approval of the German anti-trust office expected in September 2008



## Development of the Asian market, especially China



- Strong increase of cargo volume
- Dynamic economic development in the whole Asia-Pacific area
- Strong economic upturn in China: GDP is expected to grow by 10.7% in 2008
- Chemical industry is the third largest industrial sector in China with an estimated mid term growth rate of 15 – 20% per year  
→ need for tank containers
- China is the second largest consumer of chemical products worldwide
- European and American chemical companies need logistical support for exports and imports and for distribution within China



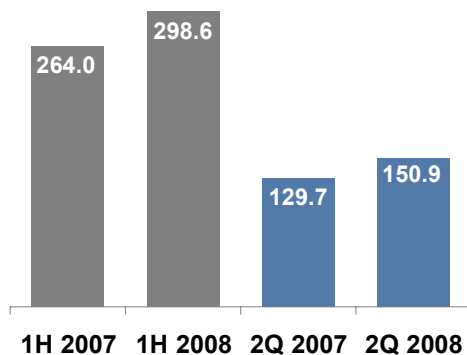
## Tank Container Logistics Division: Joint venture with COSCO Logistics in China

- On 21<sup>st</sup> June VTG entered into a joint venture with COSCO Logistics in China now having the company name of Shanghai COSCO VOTG Tanktainer Co. Ltd.
- The company is specialized in logistics services with tank containers for the chemical and petrochemical industry as well as in the transport of food grade **within China** ⇒ **first foothold for domestic Chinese transport.**
- 30 employees and revenues of US Dollar 14.0 million in the financial year 2007
- Outlook: strong economic growth in China expected – especially within the chemical sector – accelerated expansion of VTG's mid term business in the Asian region



## Sales and EBITDA with dynamic growth

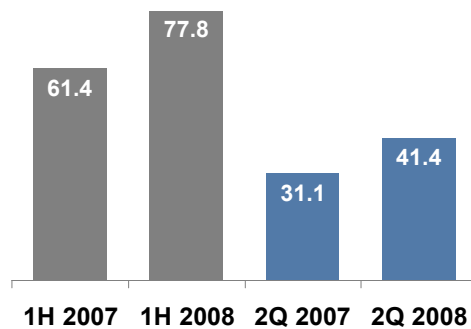
### Sales (€m)



+13.1%

+16.4%

### EBITDA (€m)



+26.7%

+33.3%

### Comment

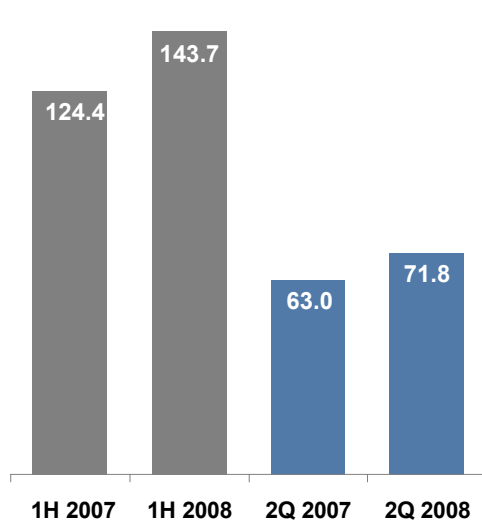
- All divisions contribute to increase of sales and EBITDA
- Second quarter has shown an excellent performance



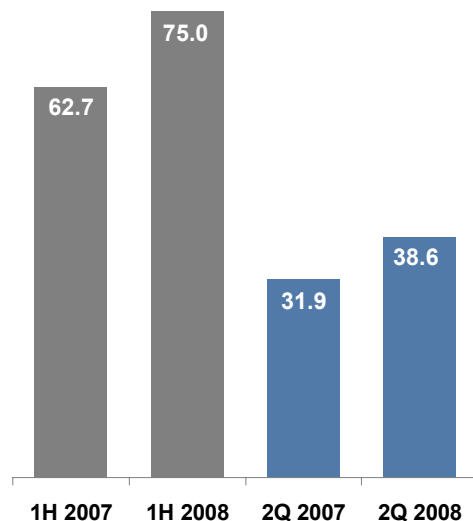


## Wagon Hire: strong demand for rail freight capacities

### Sales (€m)



### EBITDA (€m)



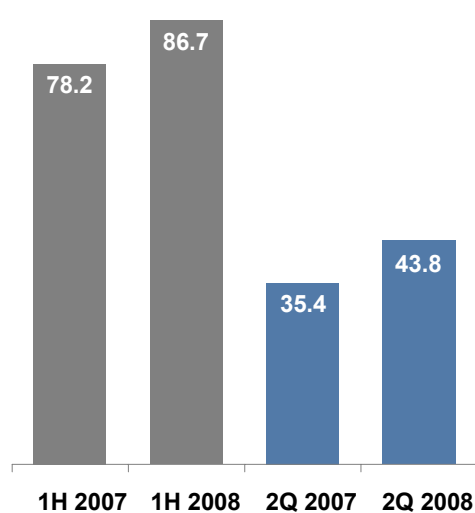
### Business Development

- Utilization rate of 93.8% (H1-2007: 91.9%) shows strong demand for rail freight capacities
- Entry in the North American market
- EBITDA-margins 2007/2008
  - 1H: 50.4%  $\Rightarrow$  52.2%
  - 2Q: 50.6%  $\Rightarrow$  53.7%
- Wagon fleet: approx. 49,300 cars

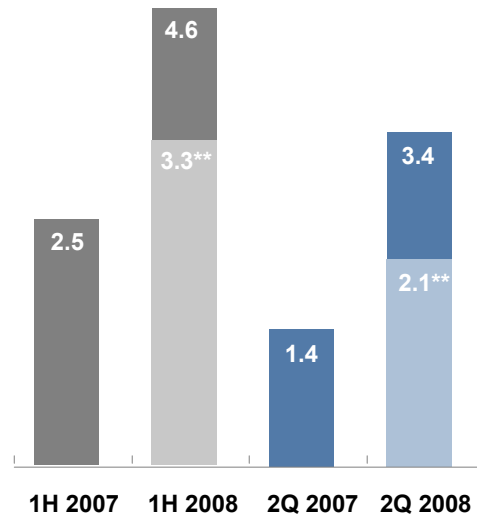


## Rail Logistics increases profitability

### Sales (€m)



### EBITDA (€m)



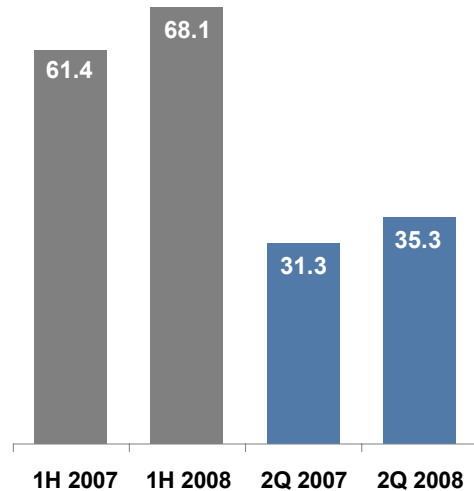
### Business Development

- Focus on international long-haul services/businesses
- Extension of All-in-Services
- Increased transport volume of products beyond the core business of mineral oil and chemicals
- 1.3€m net effect due to sale of rail4chem which has to be adjusted
- EBITDA-margins\* adjusted 2007/2008:
  - 1H: 42.8% ⇒ 48.1%
  - 2Q: 49.6% ⇒ 56.3%

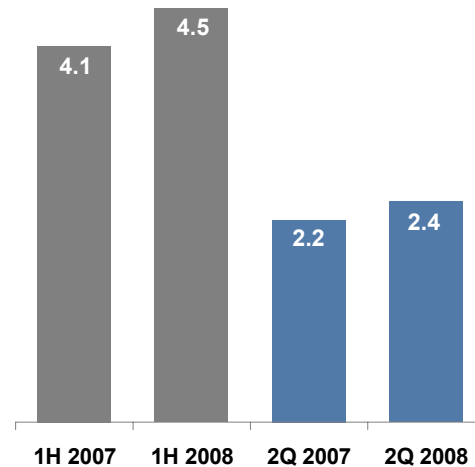


## Tank Container Logistics with further significant growth

### Sales (€m)



### EBITDA (€m)



### Business Development

- Strong development in the overseas markets, e.g. driven by strong American exports
- Growth in intra-European transports (incl. Russia and Turkey)
- Increase in sales and EBITDA despite weak US\$
- EBITDA-margins\* 2007/2008:
  - 1H: 42.8% ⇒ 43.0%
  - 2Q: 46.3% ⇒ 44.6%



## Key Figures Financial Development

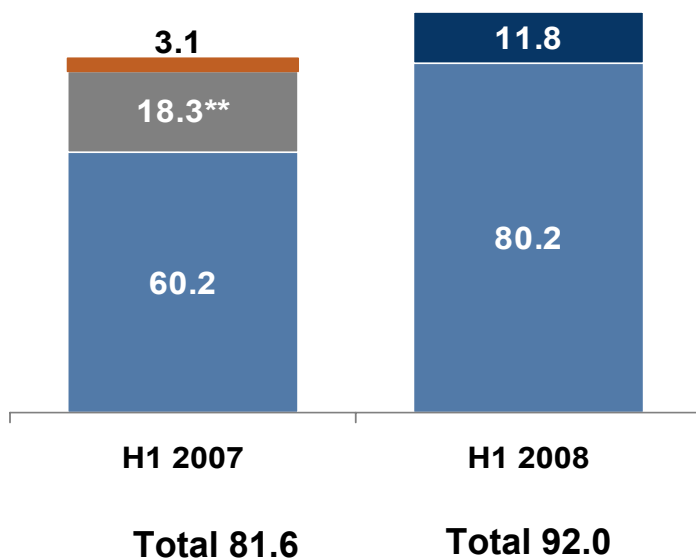
€m	1H 2007	1H 2008	Change in %
Sales	264.0	298.6	13.1
EBITDA	61.4	77.8	26.7
EBIT	29.8	38.2	28.1
EBT	10.2	22.3	118.9
Net income	6.8	15.0	118.6
Earnings per share (in €)*, comparable	0.30	0.68	126.7



## VTG Capex – investments for expansion of wagon fleet

### Capital Expenditures (€m)

■ Financial assets   
 ■ SPVs   
 ■ Fixed assets\*  
■ Off Balance



### Comments

- Capex is used to preserve and modernize existing fleet as well as to purchase additional new and used wagons
- Entry in new wagon segments beyond tank car focus
- Capex in financial assets are mainly from the acquisition of Texas Railcar
- Capex in 2008 in fixed assets remains stable on high level of 2007

\* Capex for fixed assets, incl. intangible assets and capitalization of revision costs.

\*\* Capex of Deichtor of H1-2007 when it was not consolidated.



## VTG Operating Cash Flow

€m	1 H 2007	1 H 2008
<b>EBITDA</b>	<b>61.4</b>	<b>77.8</b>
Δ Net Working Capital	(1.7)	(6.5)
Δ Other Assets / Liabilities	(9.2)	2.9
Taxes	(4.4)	(1.9)
Other	(2.1)	(4.7)
<b>Operating Cash Flow</b>	<b>44.0</b>	<b>67.6</b>



## Net Financial Liabilities increased slightly

€m	31.12.2007	31.03.2008	30.06.2008
Cash and Cash Equivalents	48.0	76.3	47.3
Other Financial Assets / Securities	5.9	3.4	1.1
Liabilities to Credit Institutions	(478.3)	(536.8)	(515.7)
Liabilities from Finance Lease	(53.3)	(45.7)	(43.6)
Other Financial Liabilities	(0.4)	(0.8)	(0.2)
<b>Net debt</b>	<b>(478.1)</b>	<b>(503.6)</b>	<b>(511.1)</b>



## Summary for first half 2008 and outlook

- Sales, EBITDA, EBT, net income and operational cash flow strongly increased
- Capital expenditure will increase: 125 €m in 2008 is forecasted
- Guidance for 2008 increased:

- New FY 2008 Sales Guidance: **585 – 595 m€ = + 8 – 10%**  
(up from 560 – 570 m€)

- New FY 2008 EBITDA Guidance: **152 – 156 m€ = + 11 – 14%**  
(up from 144 – 148 m€)





## Financial Calendar 2008

- 11/12<sup>th</sup> September 2008 Best of Germany one-on-one conference, NY
  - 15/16<sup>th</sup> September 2008 Transport conference, London
  - 23/24<sup>th</sup> September 2008 German investment conference, Munich
  - 17<sup>th</sup> November 2008 Interim report for the 3rd quarter 2008
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