

# Half Year Financial Results 2009

VTG AG – Creating values today for tomorrow



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# Executive Summary

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## Overview H1/2009

- Robust business development in line with our expectations:
  - Wagon Hire with utilization of 88.9% still on a good level
  - Rail Logistics with positive business development despite challenging market environment
  - Tank Container Logistics continues stable operations on a lower basis
- Moderately cautious Capex program
- First dividend paid since IPO: € 0.30 per share for FY 2008 paid out in June

## Outlook

- Financial Guidance for FY 2009 confirmed

# VTG: Solid business model with sustainable operating performance and growth prospects...



## Solid Business Model

- Proven business model
- Long-living and valuable assets
- Diversified and broad customer base
- Focus on safety, quality and reliability
- Infrastructure character and long-lasting contracts: relatively protected in weak environment

## Sustainable Operating Performance

- Visible sales and earnings
- Strong cash flow generation
- Operating cash flow automatically secures financing of fleet modernization:
- High credit worthiness and secured financing structure

## Growth Prospects

- Market leadership Wagon Hire
- Well-considered strategy of internalization to be continued
- Long-term strategy of sustainable and profitable growth
- Additional capex facility available

# ...combined with measures to manage the current economic downturn



## Cost optimization

- Disciplined management of cost base
- Continuously strengthen cost awareness of employees

## Improving efficiency

- Optimization and streamlining of processes
  - Wagon Hire business
  - Further development of innovation platform Graaff

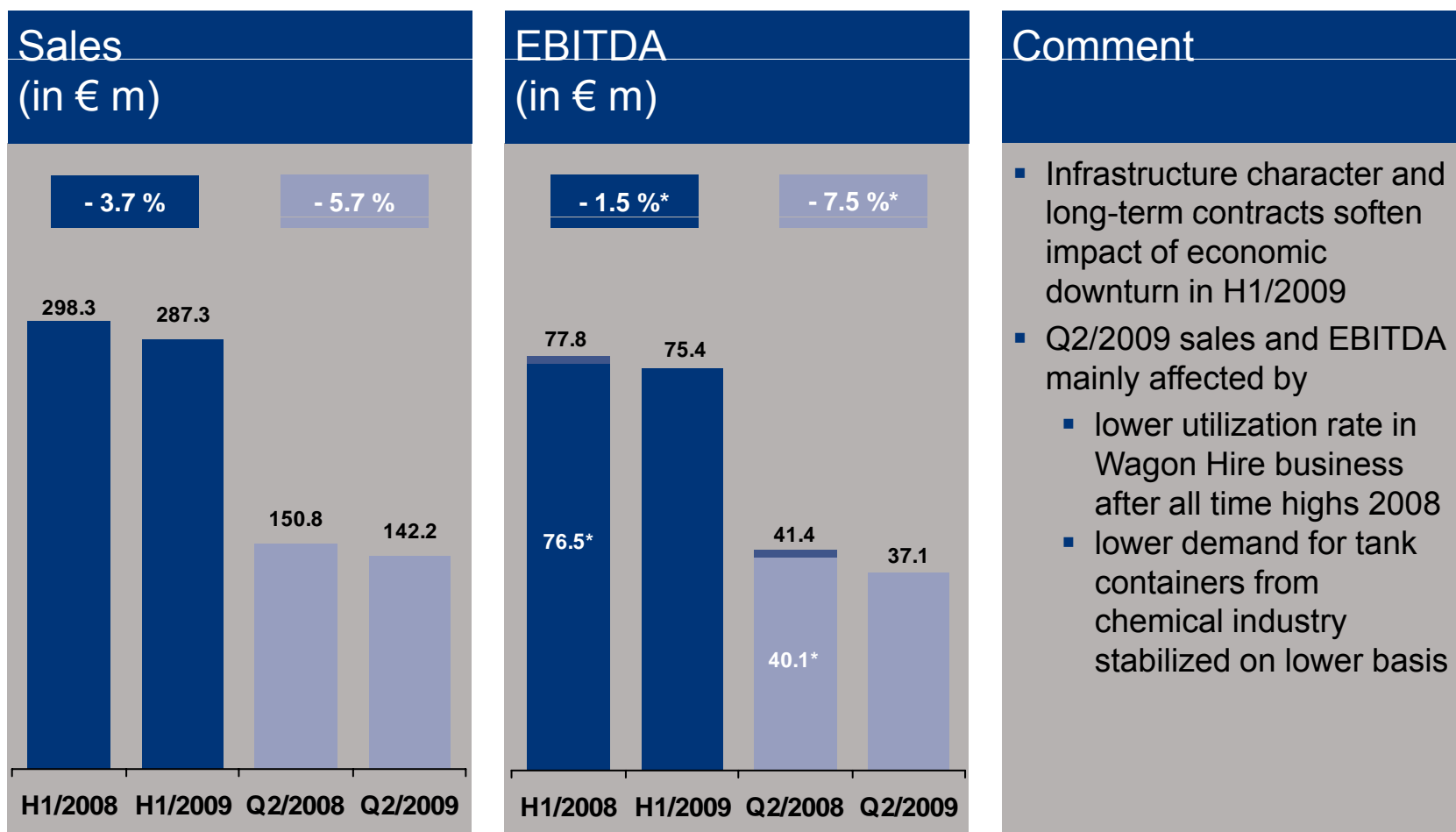
## Managing capacities

- Rented third party equipment reduced:
  - Tank Container Logistic by about 700 Tank containers
  - To a minor extend in the Wagon Hire division
- ➔ Protect revenues and earnings of our own and managed fleets

## Capex & order book

- Cautious management of investments
- Decreasing order book (as of June 30, 2009: 820 wagons)

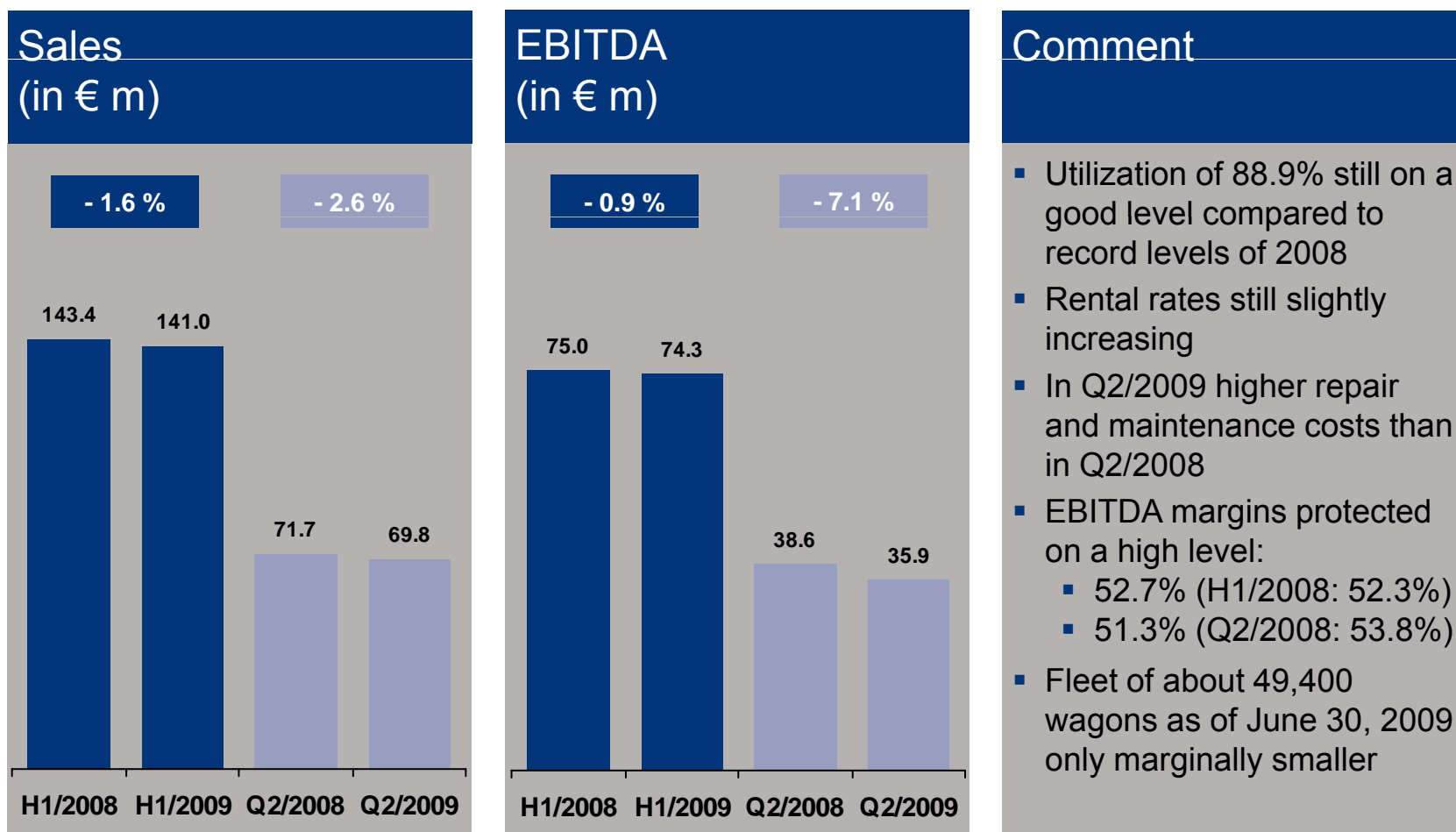
# VTG Group – Sales and EBITDA



\* Adjusted by one-time effect of € 1.3m in Q2/2008.

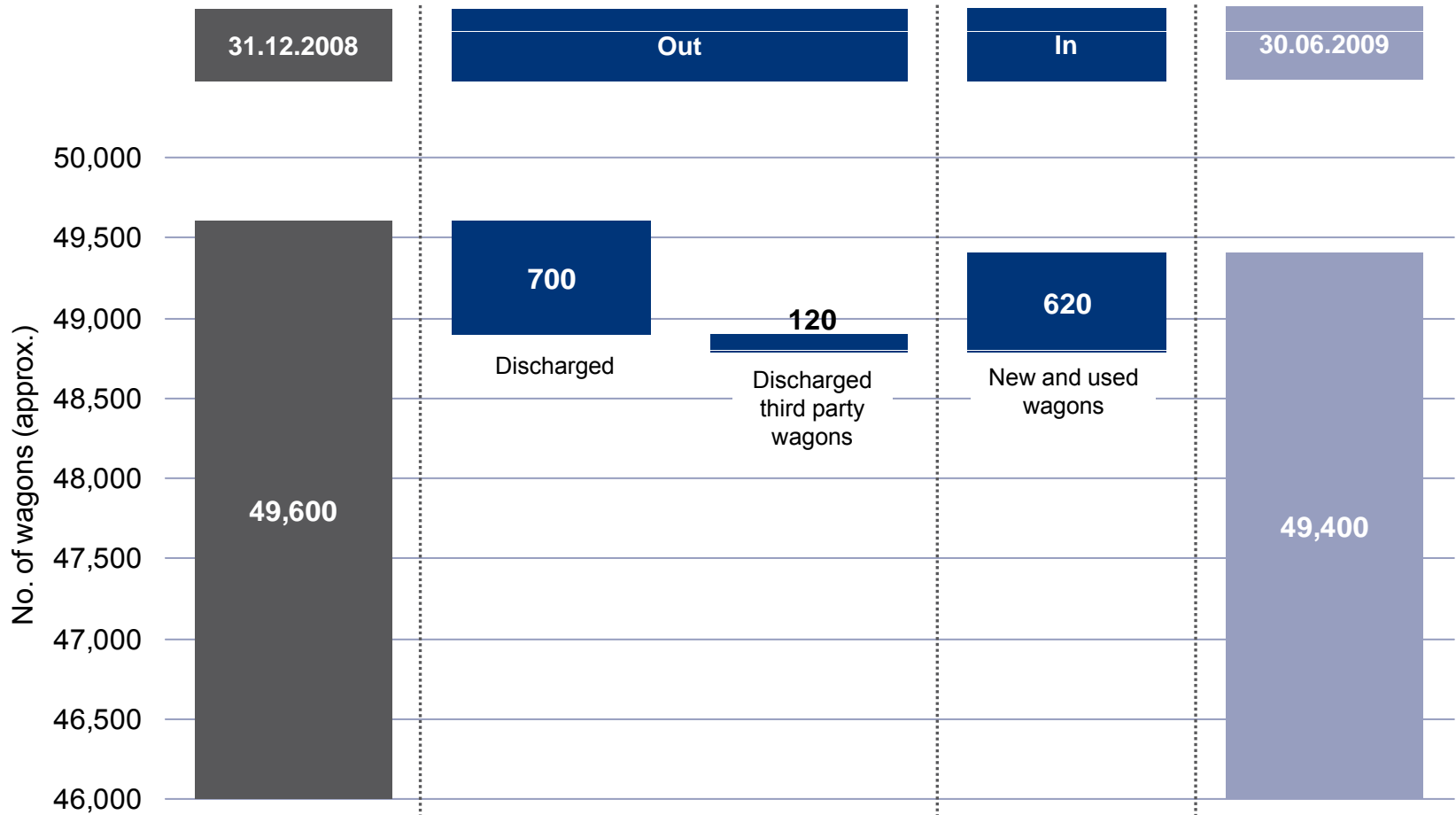


## Wagon Hire – Utilization still on a good level

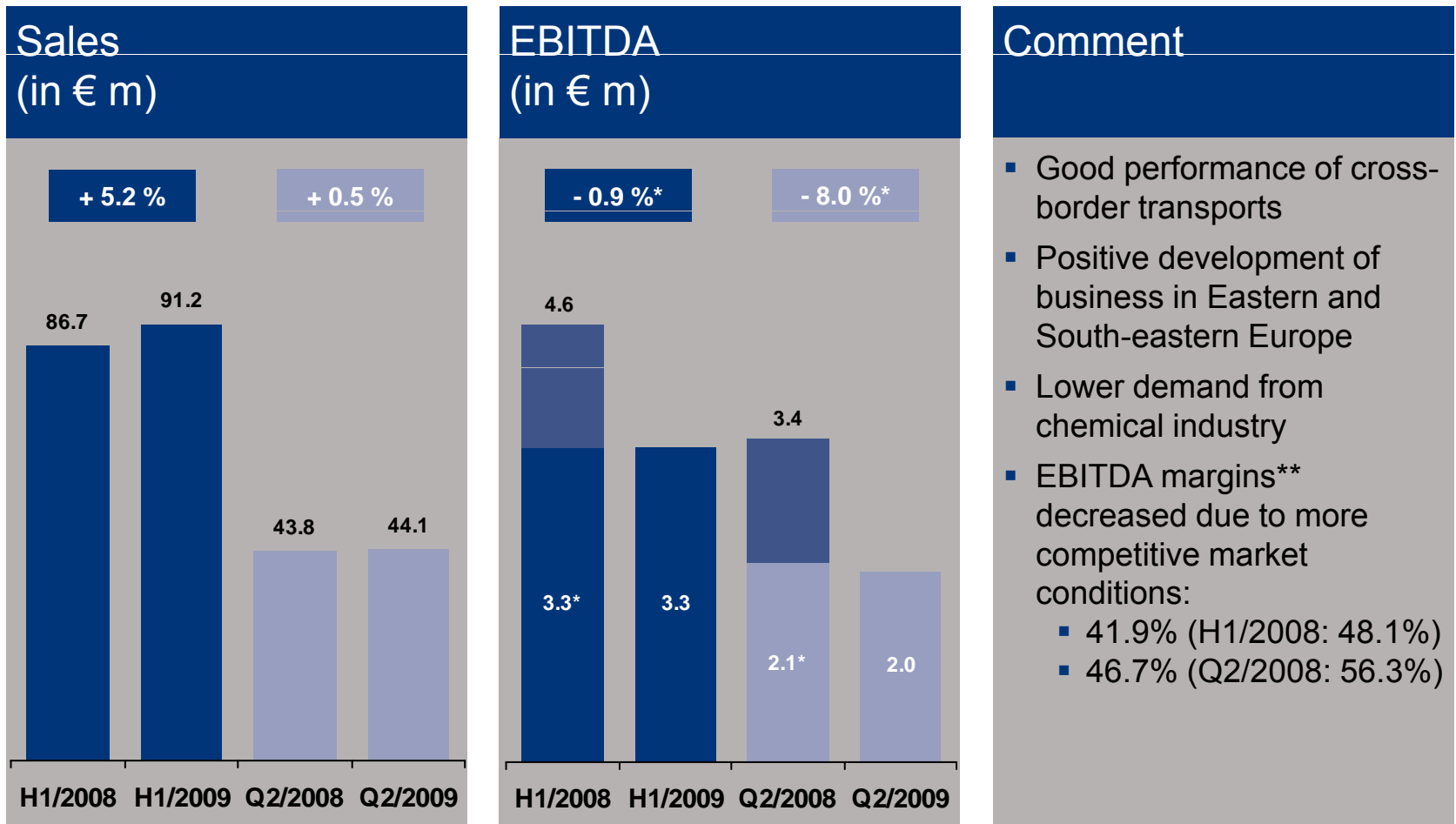




# Wagon Hire – Development of wagon fleet



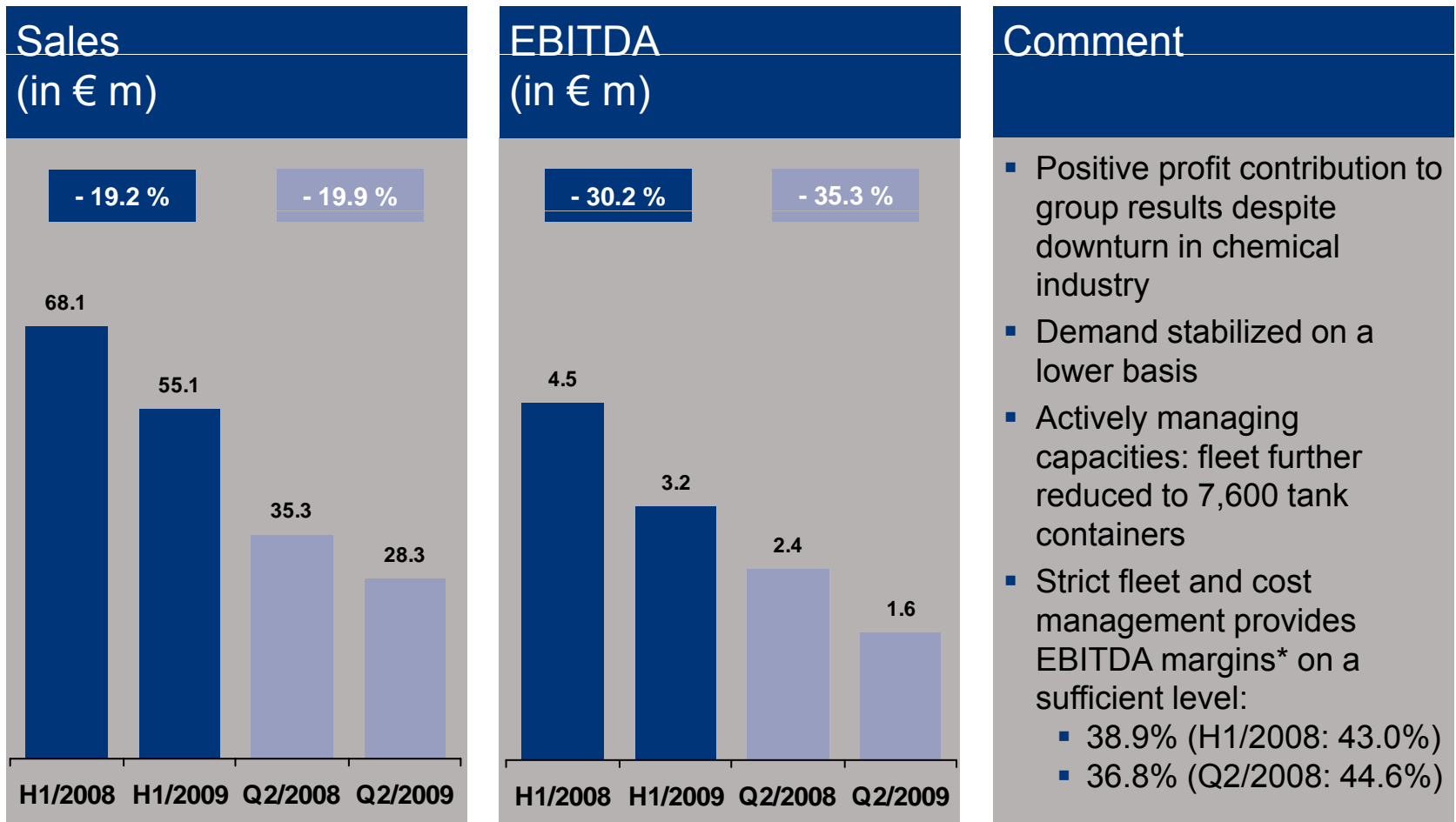
# Rail Logistics – Positive business development despite challenging market environment



\* Adjusted by one-time effect of € 1.3m in Q2/2008.

\*\* EBITDA margins calculated on gross profit and adjusted for one-time effect in Q2/2008.

# Tank Container Logistics – Continues stable operations on a lower basis

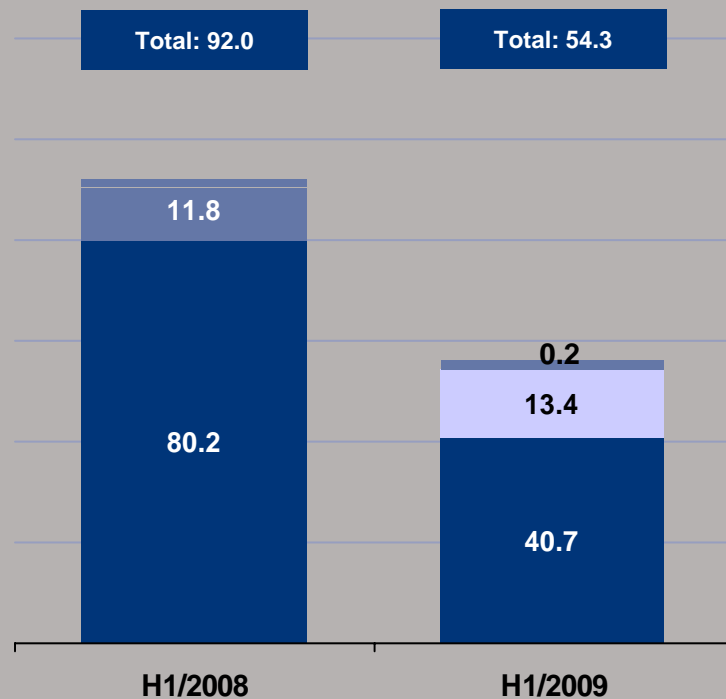


\* EBITDA margins calculated on gross profit.

# Capex

## Capital expenditures (in € m)

■ Fixed assets\* ■ Financial assets ■ Off balance



## Comment

- Capex is mainly used to preserve and modernize wagon fleet
- Opportunistic increase of operate lease financing
- Investments of approx. € 30 m not materialized as capex
- Moderately cautious capex strategy leads to decreasing order book (June 30, 2009 : 820 wagons)

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

# Measures paid off – gross profit remains constant despite decreasing sales



(in € m)	H1/2008	H1/2009	Δ in %
Sales	298.3	287.3	-3.7
Gross profit	148.6	148.4	-0.1
EBITDA	77.8	75.4	-3.1
EBITDA adjusted*	76.5	75.4	-1.5
EBIT	38.2	35.3	-7.6
EBT	22.3	19.7	-11.5
Net Income	15.0	12.5	-16.3
EPS (in €)	0.68	0.56	-17.6

\* Adjusted by one-time effect of €1.3 m in Q2/2008.

## Cash flow

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(in € m)	H1/2008	H1/2009
Cash and cash equivalents at the beginning of the period	48.0	28.3
Cash flows from operating activities	69.5	77.4
Cash flows used in investing activities	(90.6)	(69.9)
Cash flows from financing activities	20.4	6.1
Other changes in cash and cash equivalents	0.0	0.2
Cash and cash equivalents at the end of the period	47.3	42.1

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## Net debt/EBITDA ratio

(in € m)	30.06.2008	31.12.2008	31.03.2009	30.06.2009
Cash and Cash Equivalents	47.3	28.3	35.2	42.1
Other Financial Assets / Securities	1.1	0.8	0.9	1.7
Liabilities to Credit Institutions	(515.7)	(503.6)	(523.8)	(533.9)
Liabilities from Finance Lease	(43.6)	(36.0)	(34.4)	(33.1)
Other Financial Liabilities	(0.2)	(0.1)	(0.2)	0.0
<b>Net debt</b>	<b>(511.1)</b>	<b>(510.6)</b>	<b>(522.3)</b>	<b>(523.2)</b>
Net debt adjusted (incl. pensions)	(554.4)	(554.7)	(566.3)	(566.9)
<b>Net debt adj./EBITDA</b>	<b>3.5</b>	<b>3.5</b>	<b>3.8*</b>	<b>3.8*</b>

\* Calculated on guidance.



# Summary for the first half year 2009 and outlook



## Summary

- Robust business development in H1/2009 with very moderate impact of economic downturn
- Strong confirmation of business model
- Actively managing the economic downturn
- First dividend of € 0.30 per share for FY 2008

## Outlook

- Guidance for FY 2009 remains unchanged with
  - moderate decrease in the Wagon Hire division
  - moderate decrease in the Rail Logistic division
  - stable development of Tank Container division but on a lower basis

Financial guidance for FY 2009:

Sales and EBITDA will remain approx. 5% below the figures of FY 2008

## Save the date 2009

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- September 14<sup>th</sup>/15<sup>th</sup> Transport Conference, London
- September 16<sup>th</sup>/17<sup>th</sup> Best of Germany Conference, New York
- September 22<sup>nd</sup>/23<sup>rd</sup> German Investment Conference, Munich
- September 30<sup>th</sup> Rail Industry Conference, Paris
- November 16<sup>th</sup> Interim Report for the 3<sup>rd</sup> Quarter 2009

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Thank you very much  
for your attention.

