

Financial Results H1/2010

VTG AG – On a safe track to a sustainable future



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Executive summary H1/2010

Business development

- Continuing the positive trend
 - Wagon Hire: First increase of utilization rate after six quarters
 - Good business development in Rail Logistics division
 - Tank Container Logistics division faces strong demand of chemical industry

Strategy

- Market position strengthened further
 - July 2010: Acquisition of 1,100 used grain hopper wagons and purchase of 75% share in rail logistics company
 - April 2010: Acquisition of 750 used rail freight wagons

Financials & Outlook

- Half-year's capex on prior half-year's level
- Dividend payment of € 0.30 per share for FY 2009
- Outlook for FY 2010 raised

Capital markets communication

- LACP* 2009 vision award:
 - VTG Annual Report 2009 → Gold award & Top 100 best submissions
- Capital Investor Relations award 2010:
 - VTG AG → No. 2 SDAX

* League of American Communications Professionals (LACP).

Key figures H1/2010

(in € m)	H1/2009	H1/2010	Δ in %
Sales	287.3	307.1	+6.9
EBITDA	75.4	75.1	-0.5
EBIT	35.3	31.0	-12.2
EBT	19.7	16.1	-18.5
Net Income	12.5	10.2	-18.7
EPS (in €)	0.56	0.45	-19.6

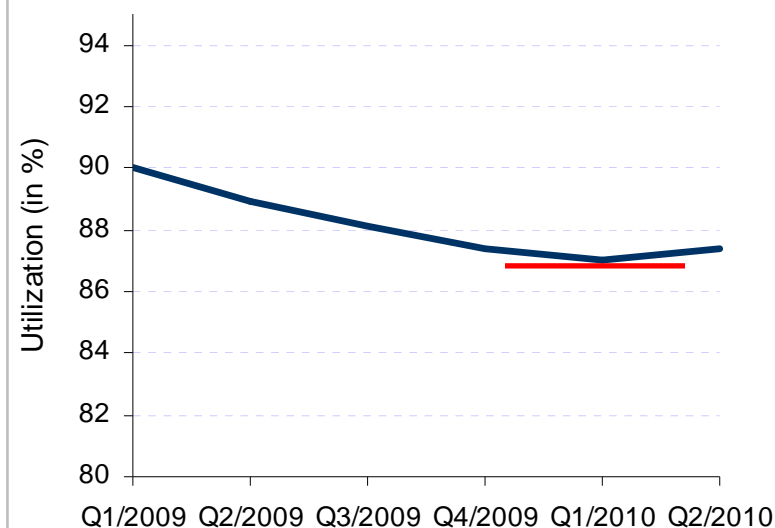
VTG Group – Continuing the positive trend

Development Q2/2010 vs Q1/2010

(in €m)	Q2/2010	Q1/2010	Δ (in %)
Sales	152.3	154.8	-1.6
EBITDA	37.8	37.7	+1.3
EBIT	16.0	15.0	+6.4
EBT	8.5	7.6	+12.2
Net Income	5.4	4.8	+12.1
EPS (in €)	0.23	0.22	+4.5

- Business development in Q2/2010 is picking up further
- Sales in Q2 lower than in Q1 as Q1/2010 benefits from major new building contract

Utilization rate Wagon Hire – Illustrative model



- Utilization reached bottom in Q1/2010
- In Q2/2010 first increase of utilization rate after six quarters

Market position strengthened further – Entering European grain wagon and logistics market



Target

- Purchase of about 1,100 grain hopper wagons
- Acquisition of 75 percent share in rail logistics company TMF

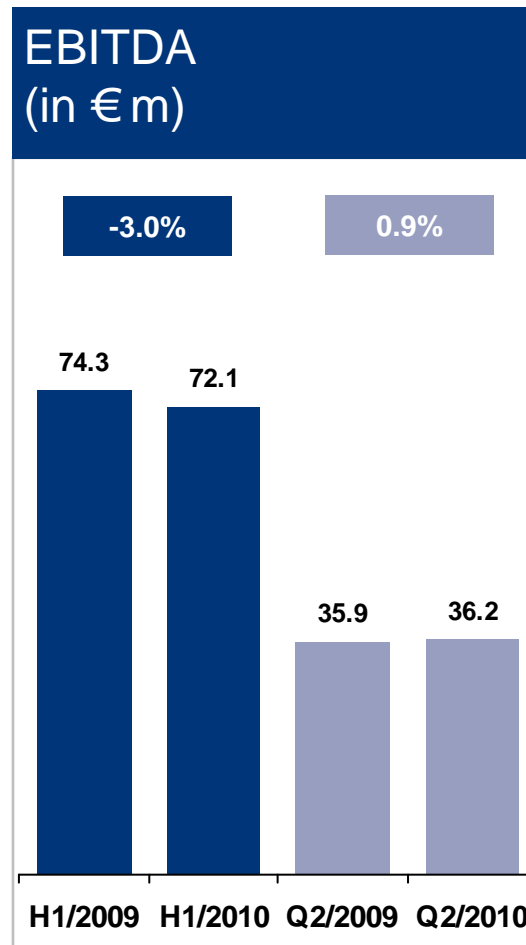
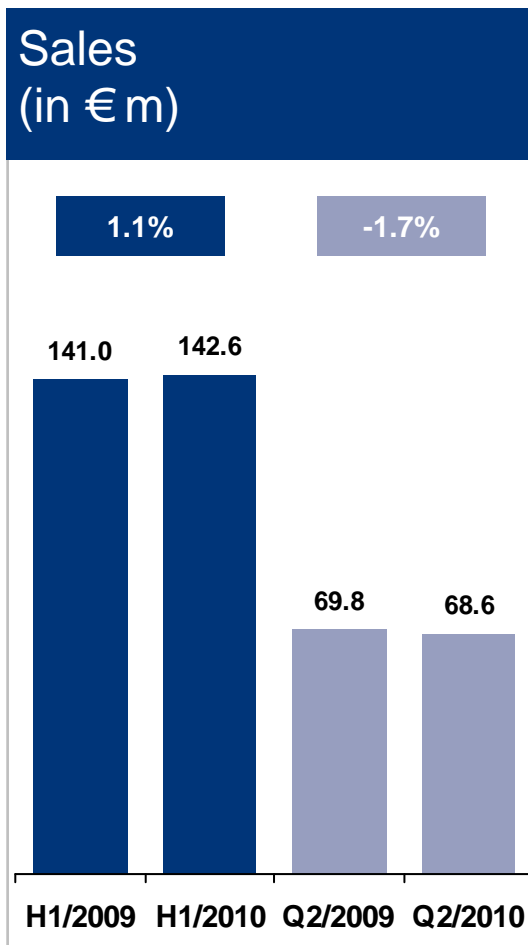
Transaction highlights

- Lucrative European market for rail transport of grain products
- TMF: one of the two largest French providers for grain market
- Purchase price (not disclosed) will be paid upon closing
- Financing: VTG cash and credit lines
- Closing expected in Q3/2010 (Sep. 30):
 - Total sales impact in 2010 limited (2009: sales of approx. €60m for rail logistics and wagon hire business)
 - Total EBITDA impact in 2010 almost offset by acquisition costs

Strategic rationale

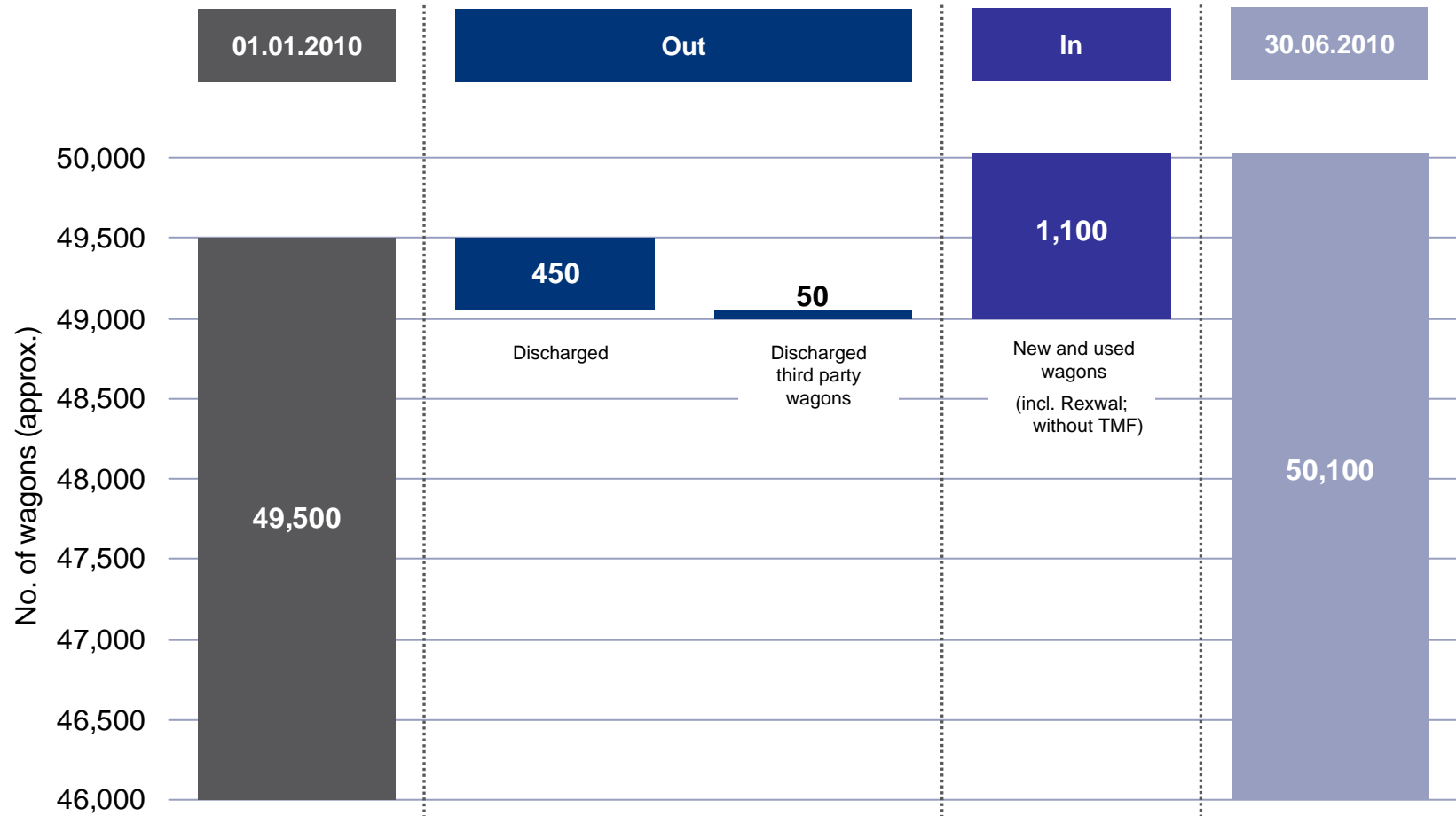
- Making use of synergies between Wagon Hire and Rail Logistics
- Continuing VTG's strategy of expanding fleet into new segments
- Strengthening VTG's leading position in Europe

Wagon Hire – Utilization slightly increasing

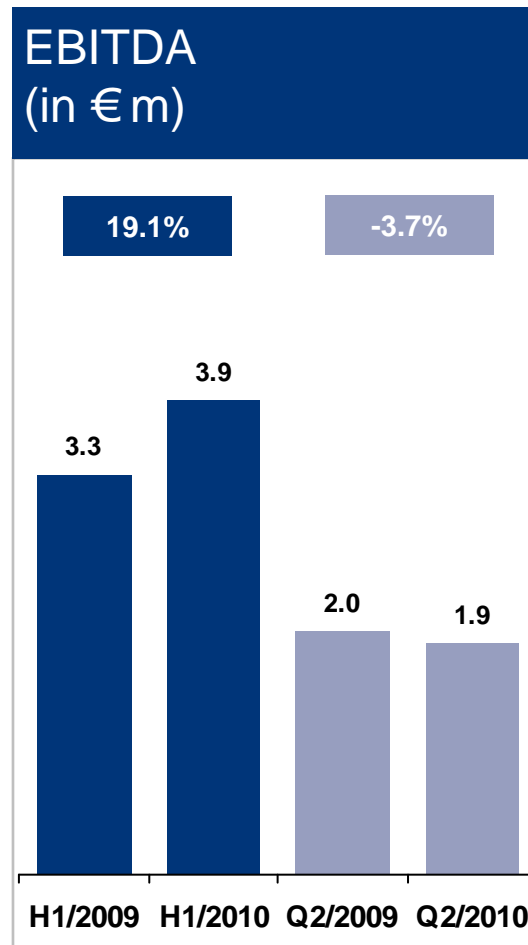
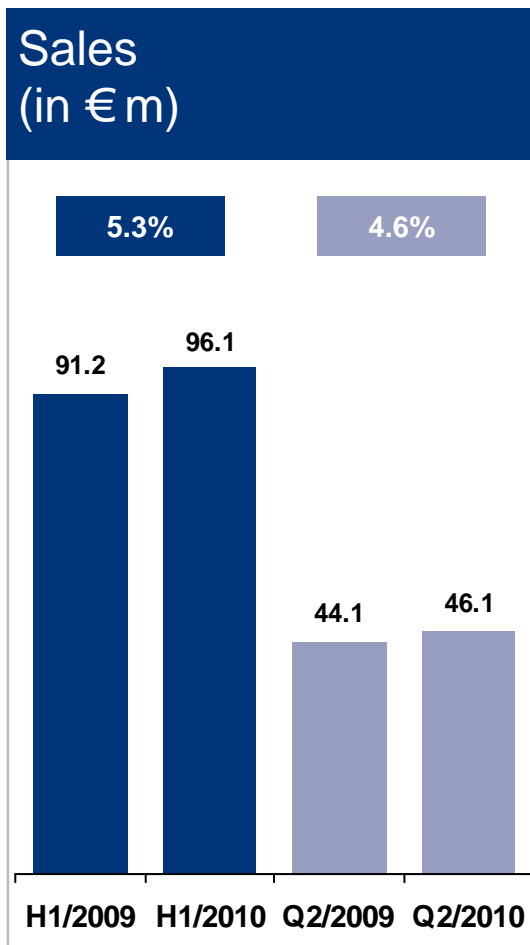


- ### Comment
- Utilization (Q2/2010: 87.4%) starting to rise slightly after 87.0% in Q1/2010
 - Higher revenues in H1/2010 due to external sales of Graaff
 - EBITDA performance in H1/2010 influenced by lower utilization (87.4%) compared to 88.9% last year
 - Fleet size above 50,000 (50,100 as of June 30, 2010)
 - Stable EBITDA margins:
 - 50.6% (H1/2009: 52.7%)
 - 52.7% (Q2/2009: 51.3%)

Wagon Hire – Wagon fleet above 50,000 units



Rail Logistics – Good business development

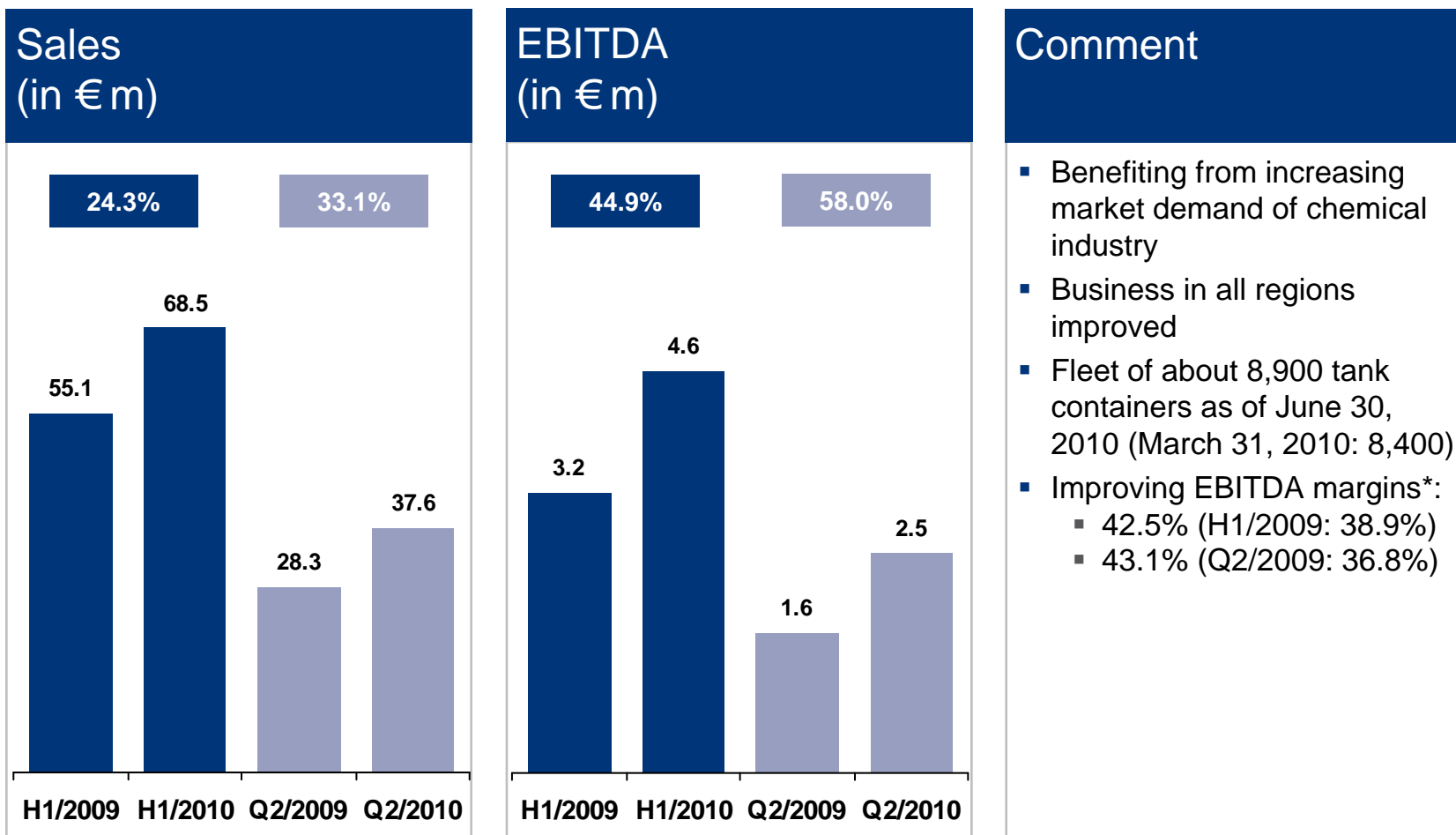


Comment

- Acquisition of customer base positively impacted sales and EBITDA
- Increasing international transports:
 - Transports in south-eastern Europe
 - Good development of block train and liquid transports
- EBITDA margins* increased:
 - 50.5% (H1/2009: 41.9%)
 - 51.1% (Q2/2009: 46.7%)

* EBITDA margins calculated on gross profit.

Tank Container Logistics – Driven by strong demand



* EBITDA margins calculated on gross profit.

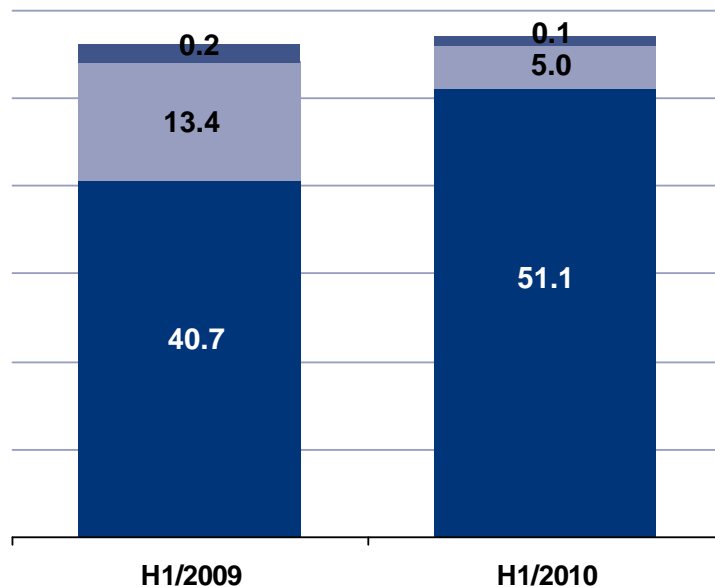
CAPEX

Capital expenditures (in € m)

■ Fixed assets* ■ Off balance ■ Financial assets

Total: 54.3

Total: 56.2



Comment

- H1/2010 Capex on prior year's level due to higher capex spending in Q2/2010 (Rexwal)
- Capex is mainly used to
 - Expand fleet into new market segments
 - Preserve and modernize wagon fleet
- Order book increased to about 530 wagons as of June 30, 2010 (Mar. 31, 2010: 300 wagons)
- Capex 2010 expected to be on 2009 level due to recent acquisitions

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

Cash flow – Strong cash position

(in € m)	H1/2009	H1/2010
Cash and cash equivalents at the beginning of the period	28.3	42.6
Cash flows from operating activities	77.4	64.8
Cash flows used in investing activities	(69.9)	(27.1)
Cash flows from financing activities	6.1	(25.5)
Other changes in cash and cash equivalents	0.2	0.9
Cash and cash equivalents at the end of the period	42.1	55.7

Net debt/EBITDA ratio – On a comfortable level

(in € m)	30.06.2009	31.12.2009	31.03.2010	30.06.2010
Cash and Cash Equivalents	42.1	42.6	55.9	55.7
Liabilities to Credit Institutions	(533.9)	(536.4)	(541.3)	(537.0)
Liabilities from Finance Lease	(33.1)	(29.0)	(27.8)	(26.7)
Other Financial Assets and Liabilities	1.7	1.5	1.4	1.9
Net debt	(523.2)	(521.3)	(511.8)	(506.1)
Net debt adjusted (incl. pensions)	(566.9)	(569.1)	(558.8)	(553.0)
Net debt adj./EBITDA	3.8	3.8	3.7*	3.7*

* Calculated on lower end of new guidance.

Business development is picking up – Outlook FY 2010 raised



Business development H1/2010:

- Acquisition of used fleets
- Business development is picking up
- Utilization slightly increasing
- Strong cash position

Our expectations for FY 2010:

- **Wagon Hire**
 - Moderate positive trend in 2010
 - Increasing demand for wagons in the course of the year
 - Utilization rate end of 2010 above the level of end of 2009
- **Rail Logistics & Tank Container Logistics**
 - Business development considerably better than prior year

	<u>new guidance</u>	<u>prior guidance</u>
▪ Group Sales:	€ 600 – 630 m	around 2009 level (€581.5m)
▪ Group EBITDA:	€ 150 – 155 m	around 2009 level (€149.4m)

Save the date 2010

- February 24th Preliminary Results FY 2009
- April 20th Annual Report FY 2009
- April 21st Analyst Conference, Frankfurt
- May 26th Interim Report for the 1st Quarter 2010
- June 18th Annual General Meeting, Hamburg
- August 25th Half-Yearly Financial Results 2010
- November 6th Hamburg Stock Exchange Day 2010
- November 16th Interim Report for the 3rd Quarter 2010

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for your attention.

