

Press Release

VTG to ramp up rail, container and multimodal transport offerings in Turkey

- **Turkish subsidiary VTG Nakliyat bundles business activities of VTG Rail Europe, VTG Rail Logistics and VTG Tanktainer**
- **Sinemis Özden and Zoltán Potvorszki to lead the business together**
- **Two local offices opened on the Bosphorus**

Hamburg, May 3, 2021. VTG is repositioning itself on the Turkish market, bundling all the business activities of VTG Rail Europe, VTG Rail Logistics and VTG Tanktainer under the aegis of the Group's Turkish subsidiary VTG Nakliyat. Effective May 1, 2021, business operations will be led jointly by Sinemis Özden, Managing Director VTG Nakliyat, and Zoltán Potvorszki, Head of Region South Eastern Europe VTG Rail Logistics.

"In the future, we will be able to offer integrated rail, container and multimodal project logistics as well as customs handling and asset hire services in Turkey and the surrounding region – locally and all from a single source," says Zoltán Potvorszki.

Strong local presence with an international focus

VTG Nakliyat has played an active role in providing leasing and rail logistics services since 2015. It now plans to intensify trusted collaboration with existing partners and to sharply expand its range of services around rail, container and multimodal transport. To this end, two local offices will be opened on the Bosphorus: one on the European side (with a focus on rail transport) and another on the Asian side (with a focus on tanktainers). Both will develop new, customer-centric products and services for these markets.

VTG Tanktainer too has been on the ground in Turkey for over 20 years. In-depth market expertise has established it as one of the region's market leaders for the transportation of liquids in tanktainers and flexitanks. "Having VTG Nakliyat offices in Istanbul's Pendik and Haikali districts puts us right where our customers are," says Joachim Goldenbaum, Deputy Head of European Sales VTG Tanktainer. "Operating in immediate proximity to our long-standing logistical partners, we want to bundle the VTG service portfolio in order to further develop the Turkish market."

Leveraging market potential

The Turkish market harbors tremendous potential and holds out attractive prospects for VTG, in part due to its geographical location on the New Silk Road. Freight traffic has grown forcefully here in recent years. "We see huge potential in this region, especially for rail and multimodal transports," Sinemis Özden adds. "By pooling VTG's expertise under the aegis of VTG Nakliyat, we will be better placed to respond to customers' needs in this highly promising market environment."

About VTG:

Headquartered in Hamburg, VTG Aktiengesellschaft is a global asset owner and logistics company with a strong focus on rail. Besides hiring out rail freight wagons and tank containers, it also provides multimodal logistical services and integrated digital solutions. The company's fleet includes around 94,000 rail freight wagons – mostly tank wagons, intermodal wagons, standard freight wagons and sliding-wall wagons – as well as about 9,000 tank containers.

This diversified service portfolio gives VTG's customers a robust platform for international freight transportation, based on which the company develops made-to-measure logistical solutions for any and every industry. Over many years, VTG has accumulated granular expertise across the entire transport chain – expertise that is now flanked by smart technology. The Group likewise combines a wealth of experience with a specialized knowledge of the transportation of liquid and sensitive goods in particular. Its customers include a plethora of leading companies representing the chemicals, petroleum, automotive and paper industries, agriculture and virtually every other sector besides.

VTG posted revenue of EUR 1,218 million and an operating profit (EBITDA) of EUR 492 million in the 2020 financial year. The Hamburg-based company's subsidiaries and affiliates give it a sizable footprint in Europe, North America, Russia and Asia. Effective December 31, 2020, VTG employed around 2,100 people worldwide.

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