STVA Group

Pioneering in Automotive Rail Transportation in Turkey
• European Top 5 Automotive Logistic Group

• Specialising in Outbound logistics for built up cars

• Subsidiary of Geodis / SNCF Group

• Head office in Paris

• European coverage: presence in 10 countries
- Turnover 2008 = 358 millions Euros
- Staff : 2 250
- 2,8 millions vehicles transported
  - 1 million by rail
  - 1,8 million by road
- 500 000 vehicles prepared
Our means:

<table>
<thead>
<tr>
<th></th>
<th>Wagons</th>
<th>Trucks</th>
<th>Terminal Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>STVA</td>
<td>4000</td>
<td>865</td>
<td>31</td>
</tr>
<tr>
<td>Partners</td>
<td>4000</td>
<td>720</td>
<td>26</td>
</tr>
<tr>
<td>Total</td>
<td>8000</td>
<td>1585</td>
<td>57</td>
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</tbody>
</table>
Compound network:
Main customer portfolio:

ADA
Audi
Avis
British Car Auction
Bentley
BMW
Bremany Lease
CAT
Chevrolet
Chrysler
Daimler
Europcar

Fiat
Ford
Gefco
GM
Hertz
Hyundai
Honda
Jaguar
Kia
Land Rover
Masterlease (GM)
Nissan

PSA
Renault
Saab
Seat
Skoda
Ssanyong
Subaru
Suzuki
Toyota
Volkswagen
STVA in Turkey:

✓ In 2005: Set up of the Company Veva for the transport of built up cars by rail.

✓ Partnership with Geodis Calberson in 2009: Geodis Calberson Bosphorus Lojistik A.S
Geodis Calberson G.E. (SNCF Group)

- 7,600 employees
- 3,000,000 sq m of warehouse space (2,800 sqm in Turkey)

Services:
- Air Freight
- Sea Freight
- Groupage & Express Road
- Rail Transport

Countries served:
- Czech Republic
- Hungary
- Slovakia
- Poland
- Romania
- Croatia
- Latvia
- Germany
- Finland

7,600 employees
## Car and Lcv Manufacturing in Turkey

<table>
<thead>
<tr>
<th></th>
<th>2008</th>
<th>2009</th>
<th>EXPORT</th>
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<tbody>
<tr>
<td>FORD</td>
<td>265 000</td>
<td>120 000</td>
<td>83%</td>
</tr>
<tr>
<td>HYUNDAI</td>
<td>83 000</td>
<td>50 000</td>
<td>77%</td>
</tr>
<tr>
<td>HONDA</td>
<td>50 000</td>
<td>20 000</td>
<td>96%</td>
</tr>
<tr>
<td>RENAULT</td>
<td>285 000</td>
<td>225 000</td>
<td>85%</td>
</tr>
<tr>
<td>FIAT</td>
<td>276 000</td>
<td>202 000</td>
<td>82%</td>
</tr>
<tr>
<td>TOYOTA</td>
<td>125 000</td>
<td>60 000</td>
<td>92%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>1 084 000</td>
<td>677 000</td>
<td>85%</td>
</tr>
</tbody>
</table>
Main car factories in Eastern countries

1- Craiova-Daewoo
2- Pitesti-Dacia
3- Gyor- Audi
4- Esztergom-Suzuki/Subaru/Fiat
5- Zilina-Kia
6- Trnava-Peugeot
7- Bratislava-VW/Porche/Audi
8- Nosovice- Hyundai
9- Kolin-Toyota/Peugeot/Citroen
10- Kvasiny-Skoda
11- Mlada Boleslav-Skoda
12- Vrchlabi-Skoda
Wagons supply in Turkey:

- **40 Flat deck wagons**
- **18 Double decks wagons**
Ford and Fiat trafics:

- Road approach of Ford from Golcük and Fiat from Bursa to Köseköy.
- Rail link from Köseköy to Bucarest via Kapikule/Russe/Giurgiu.
- 10,000 vehicles transported annually
- Base for a European South East/ North backbone rail offer
✓ Road approach of Ford from Golcük and Fiat from Bursa to Köseköy.

✓ Rail link from Köseköy to Bucarest via Kappikule/Russe/Giurgiu.

✓ 10,000 vehicles transported annually

✓ Base for a South East/ North backbone rail offer
Current service Köseköy - Bucharest:

Railway distance:
- Köseköy-Kapıkule: 405 km
- Svilengrad-Russe: 420 km
- Giurgiu-Bucharest: 138 km

Total: 963 km

10 days return journey
South East / North through European Rail services:

- Köseköy/Bucarest
- Pitesti/Valenton
Köseköy-Kapıkule: 405 km
Svilengrad-Tuzser: 1274 km
Tuzser-Moscow: 1700 km
TOTAL: 3379 km

Distance de Route
Derince-Illichivski-Moscow: 1500 km

Alternative logistic offer to Russia
• Rail offer for car manufacturers in and out Turkey as an alternative mode to road and sea freight.

• Competitive advantage for high volumes and long distance

• Logistic supply chain in partnership with Calberson Bosphorus Lojistik.
Thank you for your attention