

STVA Group

Pioneering in
Automotive Rail Transportation
in Turkey

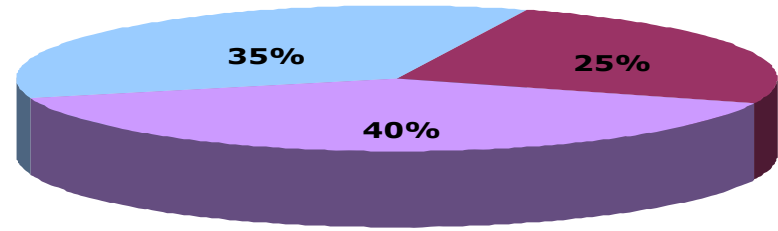


- European Top 5 Automotive Logistic Group
- Specialising in Outbound logistics for built up cars
- Subsidiary of Geodis / SNCF Group
- Head office in Paris
- European coverage : presence in 10 countries



- 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





Rail

Road

Services

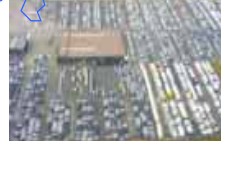
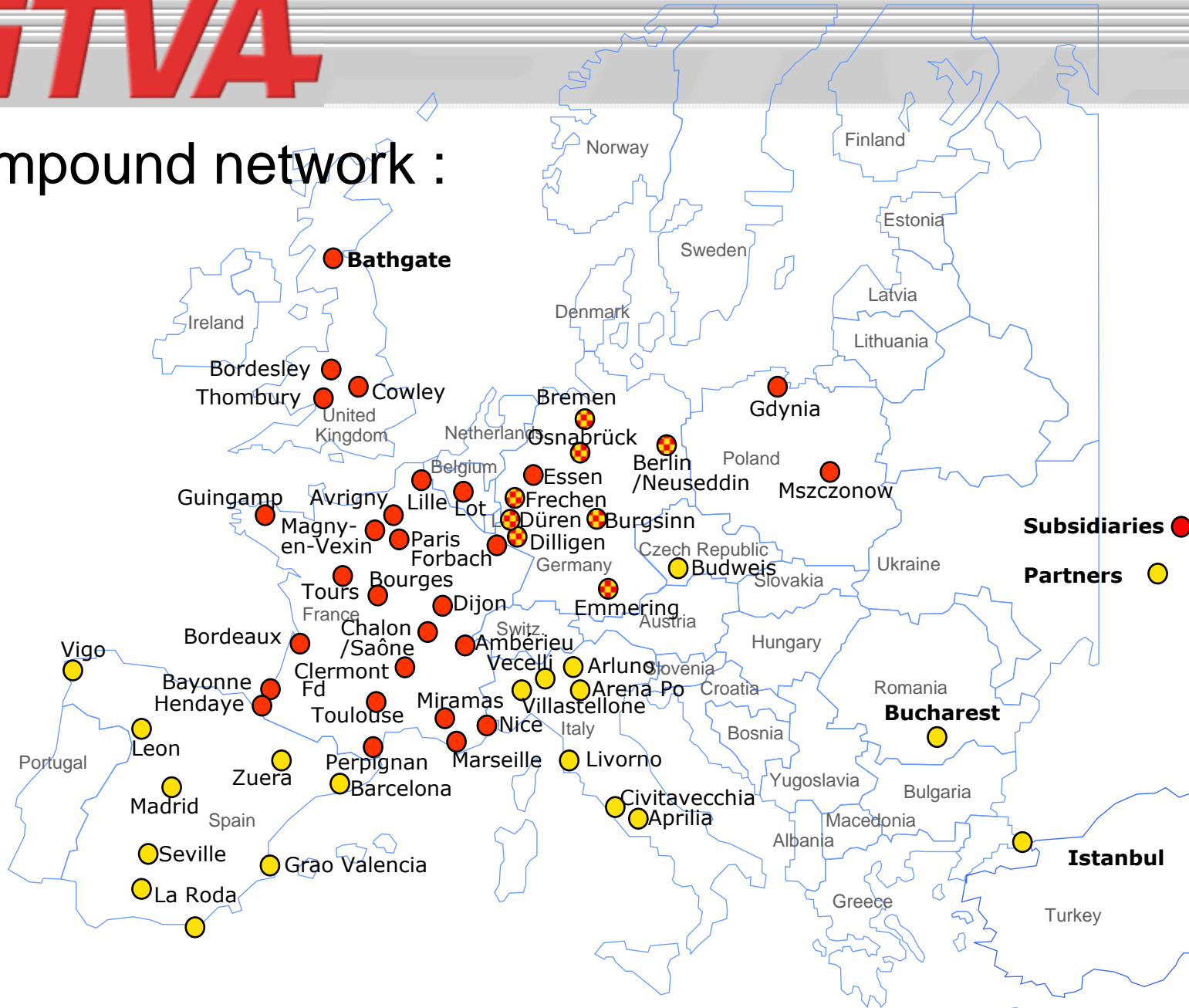


Our means :

	Wagons	Trucks	Terminal Number
STVA	4000	865	31
Partners	4000	720	26
Total	8000	1585	57



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





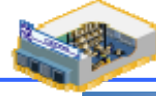
STVA in Turkey :

- ✓ 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)

7600 employees



3.000.000 sq m
of warehouse space (2.800 sqm in Turkey)



Air Freight



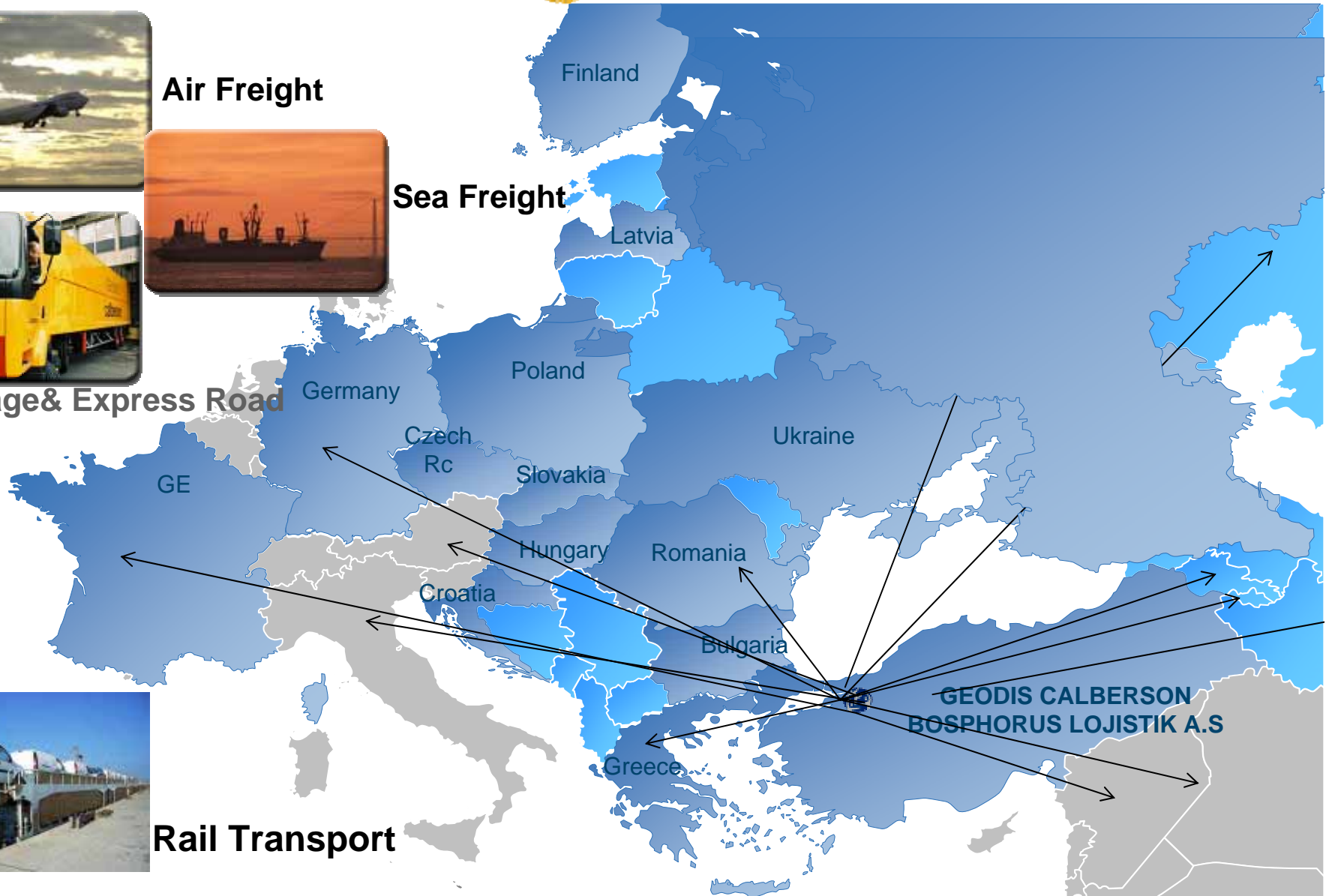
Sea Freight



Groupage & Express Road



Rail Transport



Car and Lcv Manufacturing in Turkey

	2008	2009	EXPORT
FORD	265 000	120 000	83%
HYUNDAI	83 000	50 000	77%
HONDA	50 000	20 000	96%
RENAULT	285 000	225 000	85%
FIAT	276 000	202 000	82%
TOYOTA	125 000	60 000	92%
TOTAL	1 084 000	677 000	85%



Main car factories in Eastern countries



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 vehicules transported annually
- ✓ Base for a European South East/ North backbone rail offer



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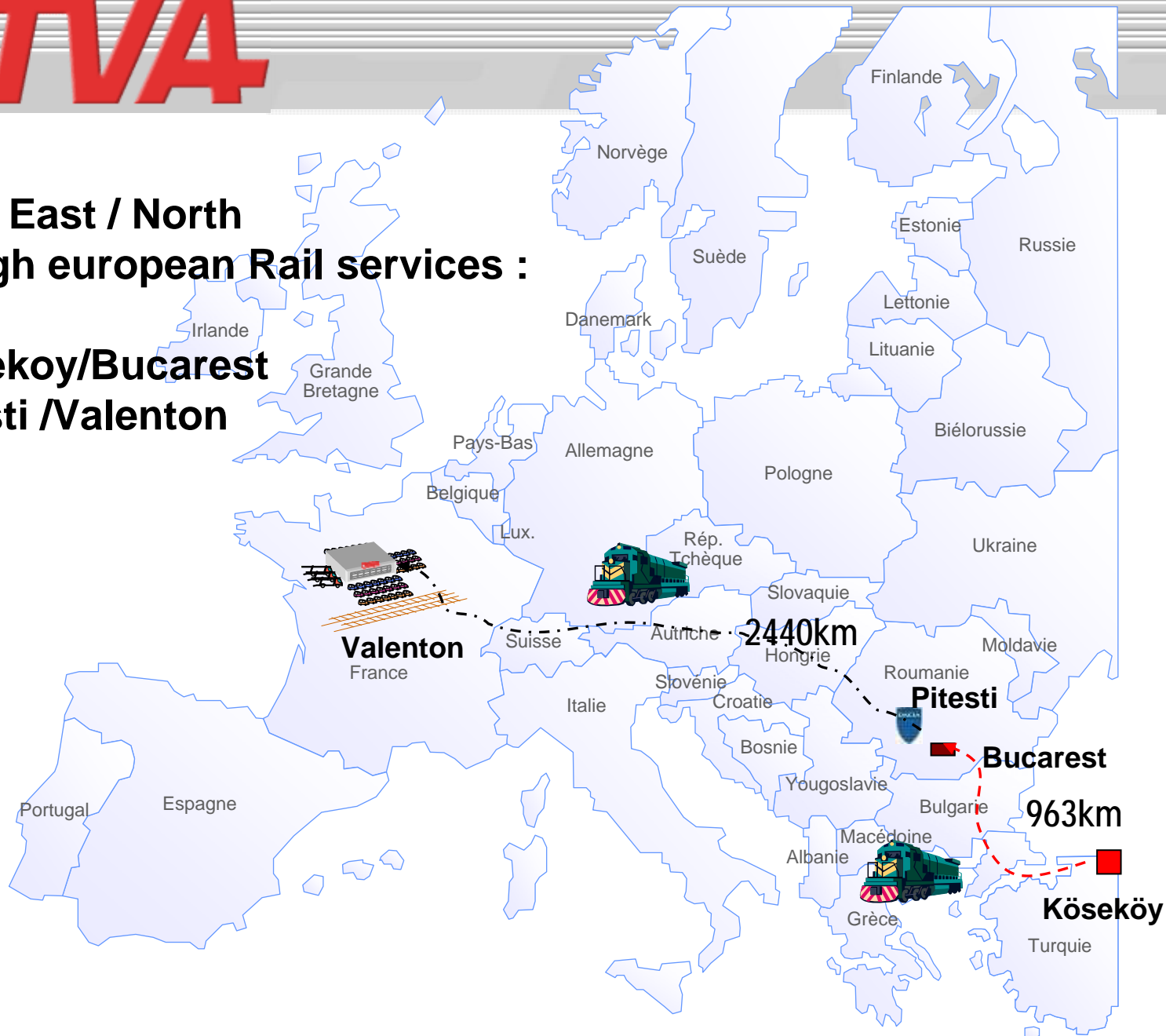
Current service Köseköy - Bucarest :





**South East / North
through european Rail services :**

- **Kôsekoy/Bucarest**
- **Pitesti /Valenton**





Distance de Railway + Route

Köseköy-Kapıkule	: 405 km
Svilengrad-Tuzser	: 1274 km
Tuzser-Moscow	: 1700 km
TOTAL	: 3379 km

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Köseköy-Kapıkule	: 405 km
Svilengrad-Mszczonow	: 1889 km
Mszczonow-Moscow	: 1300 km
TOTAL	: 3594 km

Distance de Route
 Derince-Illichivski : Maritime
 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

