

Take the easy way

Company presentation – PaulGünther AG
Hamburg, January 2009



PaulGünther

More flexibility with PaulGünther.



- Container chassis, trailers, special equipment, fleet management
- Operational, financial and in terms of planning: maximum flexibility



Company

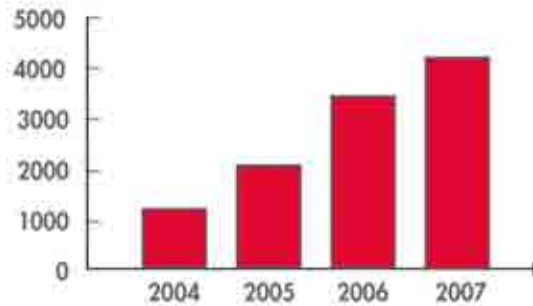


- Headquarter: Hamburg
- Branch offices and agents in 14 European countries
- Current fleet size: 5.000 container chassis, trailer and fleet management
- Current no. of customers: more than 1.000 in Europe
- Market leader in Europe with container chassis

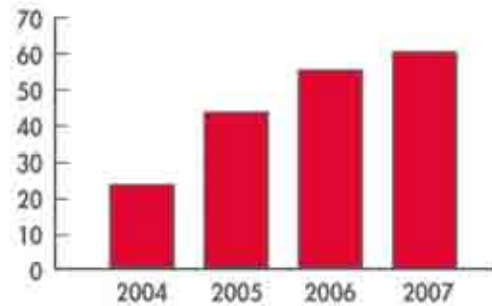


Survey

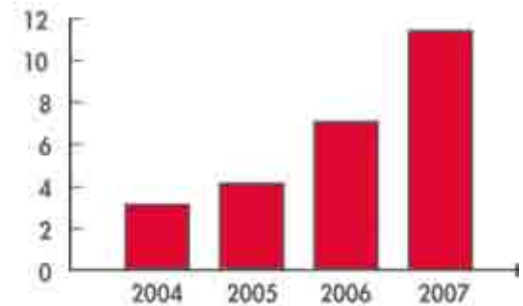
Fleet development



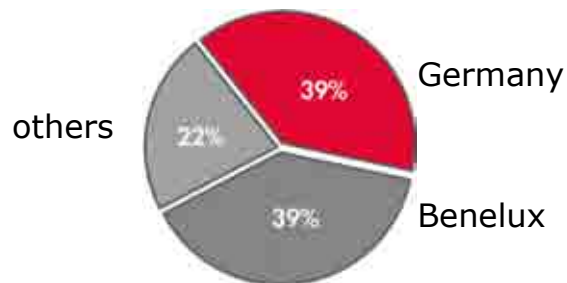
Development of staff



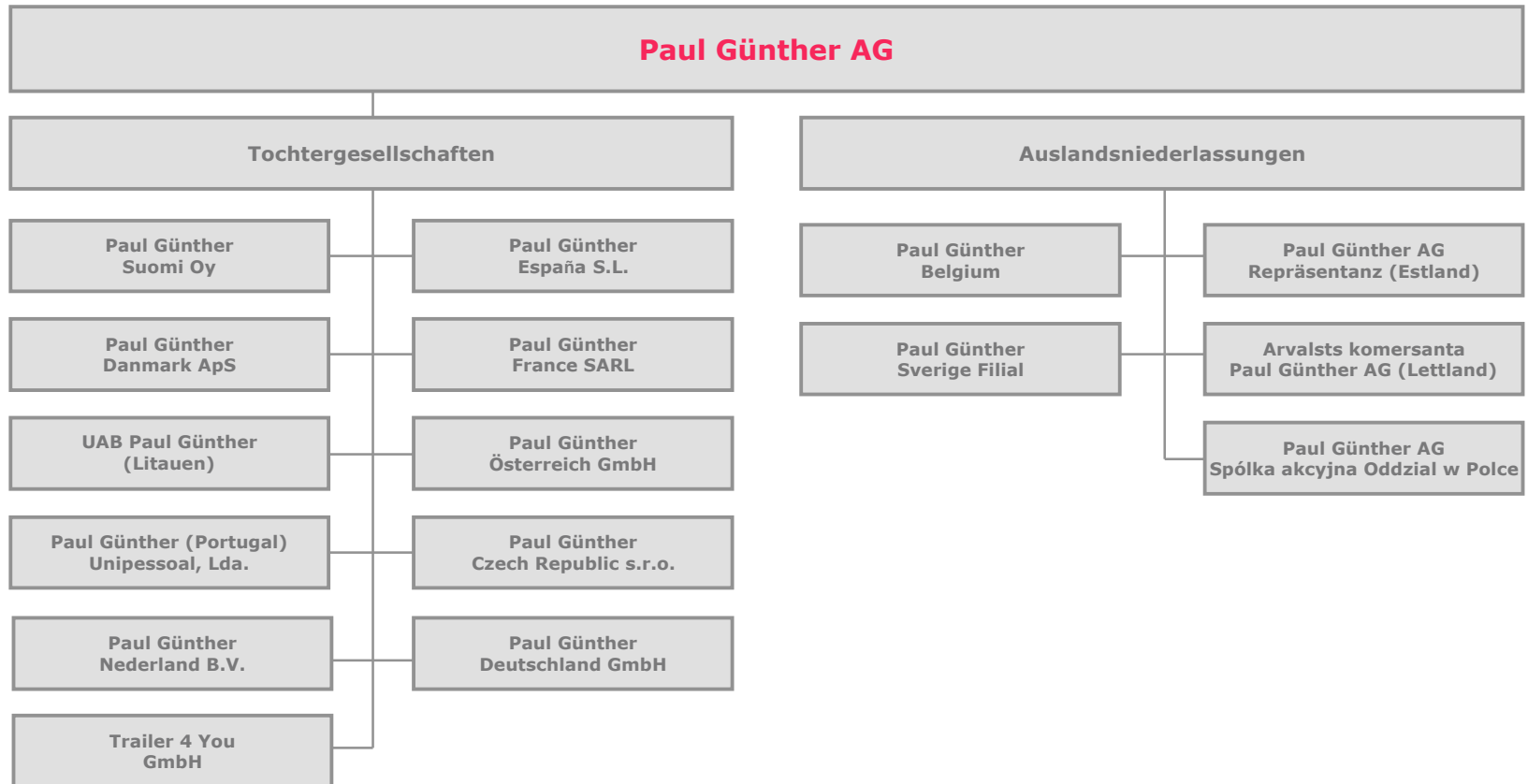
Development EBITDA
(in € million)



Fleet distribution 2008



Corporate structure



History



Market entry:

Founded by Mr. Paul Ludwig Günther who started his scope of activity as liner agent. His company developed over the years into a transport and logistic group of companies.

The container chassis-rental activities were started in Germany

Denmark

The Netherlands

Belgium

Scandinavia

Baltic States
Poland
purchase EVG (HH)

Spain
France
purchase JTS (Rotterdam)

Austria
Czech Republic
Portugal

Expansion curtainsider and special equipment

1891

1972

1996

1998

2003

2004

2005

2006

2007

2008



PaulGünther
TAKE THE EASY WAY

Management Board



Horst Markus Jürgen Behrend Ingmar Drewes



Product offering

● Rental

- Short and long term
- MasterRent
- Rental with purchase option
- Sale & Rent back
- Service

● Fleetmanagement

- Take over and complete administration
- Reporting, Monitoring, Controlling

● Trading

- Purchase
- Sale
- Financing



Product offering

- **Rental**
 - Fleetmanagement
 - Trading
- Rental – from one day to several years
cover peak periods in short term = daily business
long term fleet enlargement without capital lockup = long term rental
 - MasterRent – utmost flexibility.
As low priced as long term rental, as flexible as daily business.
Agree rental days (e.g.: 1.000 / 2.500) and use them flexible within one year.
 - MMKO – Rental with purchase option (Miete mit Kaufoption) for new and utility vehicles.
Ensure purchase option, rental period: 48 – 72 months, afterwards choose whether to buy at favorable conditions or return vehicles to PaulGünther.
 - Sale & Rent back – makes way for leeway.
PaulGünther buys customer`s vehicles, afterwards the client will rent them back – or new ones out of our fleet.
 - Service – maintenance, wear repairs, comprehensive insurance with/withou cost sharing, tyre insurance, hotline, technical development with producer



Product offering

- Rental

- **Fleet Management**

- Trading

- Fleet Management –

Arising daily administrative tasks for vehicles tie up resources and capital. The customer is exempt from high effort and has more time to focus on core business by outsourcing.

Sale & Rent back is an entry in Fleet Management

- Range of service:

Reporting, monitoring and controlling of vehicles

Replacement vehicles in case of breakdown or maintenance

Europe-wide service network

Servicehotline 24 h / 365 days p. year

Accident & claim management

Purchase, delivery and registration

favorable conditions for tyres, spare parts thanks to bundling of purchase volumes



Product offering

- Rental
- Fleetmanagement
- **Trading**
 - Trading –
Acquisition and purchase
of old and new vehicles
 - Financing –
at favorable conditions
thanks to good business
relationship



Locations in Europe 2009

43 Locations:

Aarhus	Gothenburg	Prague
Amsterdam	Hamburg (2x)	Rotterdam (2x)
Antwerp	Helsingborg	Riga
Arnhem	Katowice	Stockholm
Barcelona	Klaipeda	Tallinn
Berlin	Koblenz	Tarragona
Bonn	Kotka	Ulm
Bremen	Leipzig	Valencia
Cologne	Le Havre	Veendam
Dortmund	Lyon	Venlo
Duisburg	Munich	Vienna
Frankfurt	Norrköping	Weil
Gdansk	Nuremberg	Zeebrugge
Gent	Porvoo	



S-XXL container chassis

20'-ST, 20'-WS



40'-ST



40'-GL-HC-mp



40'-GVL-HC-mp



45'GVL-HC-mp



40'-GS



40'-GVL



40'-GVL-HC



45'-Only



Maxiflex



Container chassis for all kinds of maritime containers:
20' - 45' and Highcube, partially suited for swap bodies



Special equipment

20'-swap-tank chassis



Suitable for tank container with liquids like edibles or chemicals

30'/20'-tank chassis



20'/30'/40' and 40'-HC-tipper chassis



Suitable for container with bulk cargo, hydraulic, tiltable for unloading

Telescopic low loader



Suitable for transport of piece goods with larger dimensions

20'-BDF-carriage



Truck trailer: suitable for swap bodies

Link

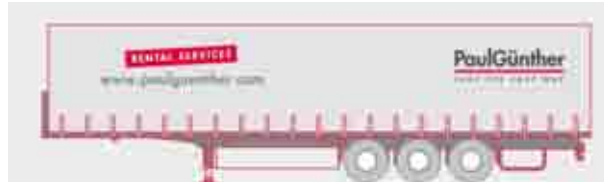


Suitable for 20' maritime container + equipment for saddling a second semi-trailer (25,25)



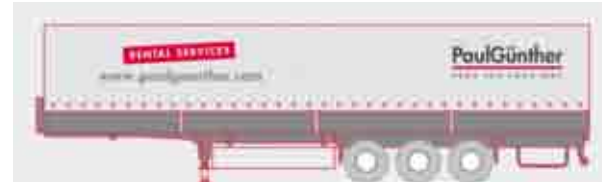
Trailer

Curtainsider



Semi-trailer suitable for transport of groupage freight , up to 34 euro-pallets, quick loading and unloading über over the side

Drop side trailer



Semi-trailer suitable for transport of groupage freight , up to 34 euro-pallets, customs transportable, mainly for transport to Russia

Megatrailer



Semi-trailer suitable for transport of groupage freight and 3x1m wire mesh box, 3 m interior loading height

Refrigerated trailer



Semi-trailer, all-insulated with refrigerator for transport temperature controlled goods



Always up to date

e.g. the MaxiFlex chassis

- optimal fifth wheel load
- 20' containers can be loaded and unloaded quickly and safely
- Compliance with legal regulations on load distribution in cross-border traffic
- Superior driving safety
- Low tyre wear
- Suitable for all standard container types
- Simple operation



See you soon, in our depot.

PaulGünther AG
Cremon 3
D-20457 Hamburg
www.paulguenther.com



PaulGünther