

## Press Release

# VTG subsidiary Retrack Germany significantly strengthens its sales force

**Hamburg, November 2, 2023.** Tobias Behncke, Managing Director of Retrack Germany GmbH, a wholly owned subsidiary of Hamburg-based VTG GmbH, has added two new managerial staff members to boost his sales team. Effective November 1, 2023, Tobard Klemke has taken over as Head of Sales at Retrack Germany GmbH. Armed with a wealth of experience, the 48-year-old industrial engineer joins the company from Lübecker Hafen-Gesellschaft (LHG), where he was Head of Marketing & Sales at Europe's biggest ro-ro port. Klemke had previously held a management post in freight sales at the Scandlines shipping company.

On the same date, Tobias Rost (33) further reinforces the sales team by assuming the position of Business Development Manager for Rail Transport. A forwarding agent by trade, Rost can draw on profound experience in the industry served by VTG. He has previously worked with companies such as EMONS RAIL, DB subsidiary Transfesa Logistics S.A. in Spain and, before joining Retrack, CargoBeamer AG, where he served as European Sales Director.

"We are thrilled to now have the energetic support of two experienced and very high-profile experts. Both possess the knowledge they need to further strengthen Retrack Germany's sales activities," says Managing Director Tobias Behncke. "Together, Tobard Klemke and Tobias Rost will enhance Retrack's market presence, raise its visibility and ramp up existing synergies within the VTG Group. Our aim is to develop Retrack Germany into a European traction provider with an additional focus on intermodal transport, especially for non-craneable semitrailers (r2L)."

Lastly, the appointment of Mario Lier as Sales & Product Design team leader, also effective November 1, 2023, adds the finishing touches to the company's moves to strengthen its sales team. Alongside an excellent understanding of the industry, long-standing service to VTG and Retrack has given Lier the key account management expertise he needs to oversee his team going forward.

### About VTG:

Headquartered in Hamburg, VTG GmbH is an international 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 84,000 rail freight wagons – mostly tank wagons, intermodal wagons, standard freight wagons and sliding-wall wagons – as well as about 5,000 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 1,306 million and an operating profit (EBITDA) of EUR 467 million in the 2022 financial year. Effective December 31, 2022, VTG employed around 2,100 people worldwide.

**Press Contact:**

René Abel, PhD

Head of Corporate Communications

Phone: +49 (0) 40 23 54-1341

Mail: [presse@vtg.com](mailto:presse@vtg.com)

More information at [www.vtg.com](http://www.vtg.com).