



COMPANY PRESENTATION

Duisburg, Germany



TANQUID AT A GLANCE

TanQuid's company strategy provides the framework to deliver on commitments and to create value for our strategic partners and ourselves.



>300 Employees



16 Locations



Ø15 m € investment p.a.



360,000 Tank truckloads



4,500 Shiploads



90 Customers



65,000 Rail tank carloads



>500 Storage tanks with over
3,000,000 cbm



CLIMATE. CHANGE. PERSPECTIVES.

As the biggest independent tank storage operator in Germany, TanQuid is also effected by the consequences of the 2050 climate policy. The restrictions of CO₂ emissions will effect the turnover of fossil fuels and with that, our business.

We are required to change our thinking and think in new ways. TanQuid has over 300 employees who use their knowledge and skills to successfully implement change. **It's about finding new solutions and further optimising our capacities, products and services.**

This means, for example, to resolutely make use of the opportunities of digitalisation. To develop substance and material appropriate turnover systems for the challenges of tomorrow. To increase the flexibility and efficiency of logistical processes. This is exactly what our TanQuid experts are working on. Everyday. For our success – and yours!



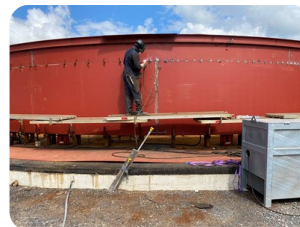
EXPANDING TOGETHER

A future-oriented company and employee management was and is the basis of our success. Common values, clear goals and the recognition that we need to continuously develop ourselves to meet new challenges; this characterises the culture within our company. What remains constant is that we are a reliable partner and continue to be. For our employees and our customers.

The goal of expanding together requires clear direction and role models. All managers are strongly committed to these principles.



Speyer
Project Piggable Pipe



Hanover
2 storage tanks
à 8,000 m³



Radzionków
2 storage tanks
à 24,000 m³



January 10, 2023



MANAGEMENT TEAM



HAVE EXTENSIVE EXPERIENCE IN THE TANK STORAGE AND LOGISTICS INDUSTRY



Sebastian van der Ploeg

Chief Executive Officer



Christof Dalhoff

Chief Operating Officer



Thomas Knutzen

Head of People & Technology



Markus Tudyka

Head of Finance



HAVE EXTENSIVE EXPERIENCE IN THE TANK STORAGE AND LOGISTICS INDUSTRY



Sebastian van der Ploeg Chief Executive Officer

Sebastian van der Ploeg started at TanQuid on September 1st, 2014. As the Managing Director and member of the Executive Management Team, he is responsible for Sales, HR, Legal & Compliance. Before joining TanQuid, he worked at a medium-sized firm of lawyers, auditors and tax advisors for nine years, responsible for consulting national and international companies. His specialised knowledge of all fields of economic and fiscal law is coupled with excellent understanding of labour and tenancy law, transportation and freight forwarding law provide invaluable experience. After completing his law studies at Bochum, he also obtained his Magister Legum (LL.M.) in economic and fiscal law.



Christof Dalhoff Chief Operating Officer

Christof Dalhoff started at TanQuid on January 1st, 2006. He initially worked as civil engineer with the technical office in Hamburg, responsible for planning and investment management in several tank farms. In 2010, Mr. Dalhoff became the tank farm manager at Huenxe. Besides operational tasks, his focus was on the management of the pipeline operations and the storage of kerosene. On September 1st 2016, he joined the Executive Management Team as the Head of the Technical Office at TanQuid's headquarters in Duisburg and from March 1st 2017, he was appointed as Managing Director (COO), responsible for the divisions Terminals, Engineering and HSSE. Before joining TanQuid, he finished his studies as civil and environmental engineer and worked in a planning office specialised in road and harbour construction in Hamburg, within the private and commercial sector.



HAVE EXTENSIVE EXPERIENCE IN THE TANK STORAGE AND LOGISTICS INDUSTRY



Thomas Knutzen Head of People & Technology

In 1993, Thomas Knutzen joined Vereinigte Tanklager and Transportmittel GmbH as a commercial apprentice in Duisburg tank farm. After completing his apprenticeship, he acted as the dispatcher at the terminal before he became the assistant to the terminal manager. During that time, he was also responsible for the IT affairs of the Duisburg terminal and later for the whole tank storage department. He graduated in business studies at Duisburg Verwaltungs- und Wirtschaftsakademie during this period. With the spin-off of the tank farm business from LEHNKERING, Thomas became responsible for all IT affairs at TanQuid and for innovation management and digitalisation since 2013. On 1st September 2017, he became a member of the Executive Management Team and is responsible for the department People & Technology.



Markus Tudyka Head of Finance

Markus Tudyka started at TanQuid on September 1st 2017 as the Head of Finance and member of the Executive Management Team. He has more than ten years of experience in M&A activities, refinancing projects, reporting, forecasting, budgeting, optimisation of internal controlling and commercial processes – with specialised knowledge of US-GAAP, IFRS and highly skilled in HGB accounting. After completing his studies at the University of Wismar in business administration (Diplom-Kaufmann), he also obtained his Executive MBA at Henley Business School (GB) in 2015.



OUR STRATEGIC ORIENTATION IS BASED ON FOUR PILLARS

1

COMPANY-WIDE CUSTOMER FOCUS

The requirement to recognise
our customers of tomorrow.

We develop solutions for the
markets of the future.

In close partnership and
together with our customers.

2

SUSTAINABLE SAFETY

Taking responsibility for
sustainable safety.

For our environment.
For our employees.
For our customers.

3

TRANSFORMATION

Transforming our company
for the digital future.

Using the new opportunities
for customer-oriented
processes and services.

4

SUSTAINABLE BUSINESS VALUE MANAGEMENT

Increase efficiency and
exhaust growth potentials
while remaining a reliable
partner for our customers.



STRATEGY



TRANSFORMATION



COMPANY-WIDE
CUSTOMER FOCUS

TanQuid STRATEGY

SUSTAINABLE SAFETY



SUSTAINABLE BUSINESS
VALUE MANAGEMENT

January 10, 2023

A low-angle, sepia-toned photograph of an industrial facility. Several large, cylindrical storage tanks are visible, each with a metal walkway and railings at the top. In the foreground, a series of thick, dark pipes run diagonally across the frame. The overall atmosphere is industrial and somewhat somber due to the monochromatic color scheme.

MORE THAN STORAGE

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OUR SERVICE PACKAGE

ONE STEP AHEAD

- **Supply Chain** Flexibility for your logistics concepts.
- **HSSE** Health. Safety. Security. Environmental protection.
- **Certifications** Quality and Safety.
- **Engineering** Plan. Build. Run.
- **Operationship** Security. Day to Day.
- **International** Customer-oriented. Globally oriented.
- **Digitalisation** Special solutions for new requirements.
- **Locations** Exactly where you need us.
- **History** Established competence.



FLEXIBILITY FOR YOUR LOGISTICS CONCEPTS.

Acting as your logistical hub, we bring the optimum connection to transport modes via road, waterways, rail and pipeline. We create the conditions that realise your logistical potential. The ongoing and often customer-specific adaptation of storage and turnover facilities allows you to be able to use the various capacities in the course of your supply chain. Implemented through our digital technologies, interdisciplinary know-how and expert market knowledge.



HEALTH. SAFETY. SECURITY. ENVIRONMENTAL PROTECTION.

Health, safety and environmental standards are core values of TanQuid. Through these values, we can continue to optimise industrial safety, health protection, facility security as well as environmental and resource protection.

People and facilities are protected by a systematic prevention system of various methods such as audits, reports, indicators and training sessions. The implementation of our demands on ourselves is confirmed by our certifications in accordance with **ISO 45001:2018**, **ISO 14001:2015** and **ISO 50001:2011**.





QUALITY AND SAFETY.

Overall statement:

- **High influence of regulatory demands on tank operating companies has to be controlled and managed.**
- **At TanQuid this is reflected in a very high level of management system and certification standard.**
- **Continuous development and integration of new requirements.**

Decision for an integrated system helps us to overcome future challenges (**TMS TanQuid Management System**).



*"... improving safety and quality
performance in bulk liquid storage."*



PLAN. BUILD. RUN.

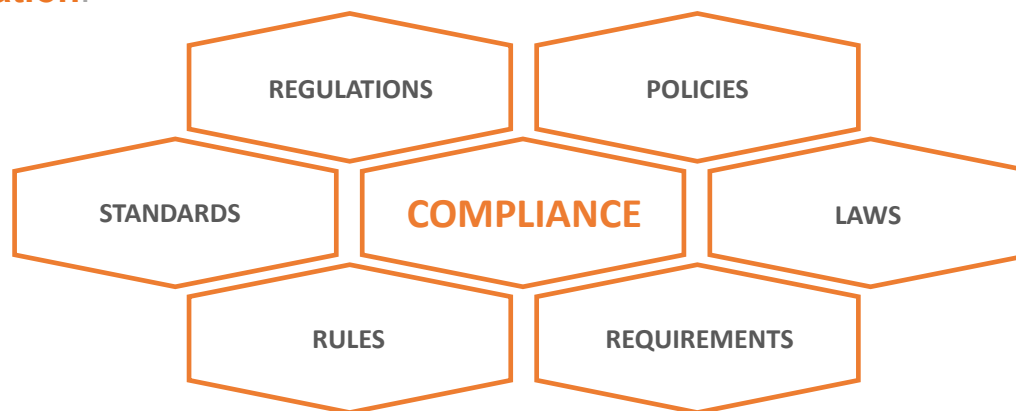
Highly qualified specialist teams develop bespoke solutions. From the preliminary planning stage up to the launch of a project. In engineering and consulting, we develop viable concepts for you, which in turn, fulfill your technical and logistical requirements efficiently and at minimum cost. Additionally, after the launch, we ensure continuing optimisation in close collaboration with your company so that you profit long-term from our solutions.



SECURITY. DAY TO DAY.

In the field of operational management and organisation, TanQuid is regarded as a reliable partner in the logistics industry. The name TanQuid stands for a **legally compliant business organisation**, especially with regard to malfunction and operational safety. We take on this responsibility, providing safe tank storage facilities for our customers, in the petroleum and chemical industry as well as for energy producers and large business.

Our operational management services include **personnel management, the planning and processing of maintenance and restoration.**





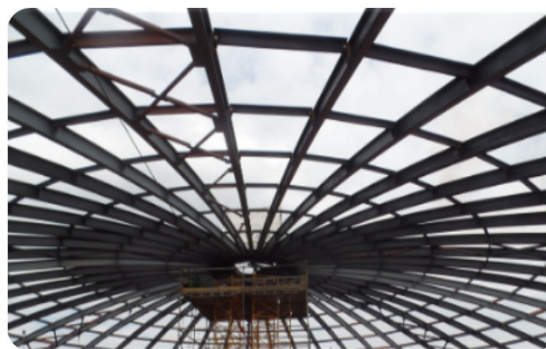
INTERNATIONAL



CUSTOMER-ORIENTED. GLOBALLY ORIENTED.

TanQuid operates in Germany for international customers.

TanQuid also operates the tank storage facility in Radzionków, southern Poland. With a total capacity of 164,600 cbm the facility supplies petrol stations and industrial customers in Poland on behalf of international petroleum companies, as well exporting to other countries.



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SPECIAL SOLUTIONS FOR NEW REQUIREMENTS.

The topic of digitalisation not only poses new challenges for the chemical and petroleum industry, but also for TanQuid itself. We must improve process efficiency, use new opportunities and at the same time develop employees' expertise further.

The consistent combination of technology and employee qualifications can, in conjunction with our comprehensive market and logistics expertise, create the conditions for a **long-term successful digitalisation strategy**. The sustainable digitalisation of internal processes ultimately forms the basis for the development of bespoke solutions. Through new interfaces and innovative forms of communication.





EXACTLY WHERE YOU NEED US.

TanQuid is the ideal partner to optimise your logistics processes concerning the transport and storage of high-quality liquids. With connections to road, rail, waterways and pipelines, our locations in the centre of Europe provide you with the best conditions for supply chain solutions, which not only help reduce your transport and storage costs but also decrease CO₂ emissions.

Berlin, Duisburg, Essen II, Hanover, Huenxe, Coblenz, Munich, Neuss I, Neuss II, Nuremberg,
Oberhausen (Bavaria), Plochingen, Radzionków (Poland), Salzgitter, Speyer and, Duisburg Headquarters



OUR LOCATIONS













































Location	Volume in cbm	Location	Volume in cbm
Berlin	189,000	Nuremberg	55,000
Coblenz	34,000	Neuss I & II	81,000
Duisburg	230,800	Oberhausen	104,000
Essen II	143,500	Plochingen	84,500
Hanover	26,750	Salzgitter	80,000
Huenxe	878,000	Speyer	786,500
Munich	165,000	Silesia (PL)	207,600
Total: 3,065,650 cbm			





TRANSSHIPMENT FACILITIES



Berlin	  	Neuss I	 
Duisburg	   	Neuss II	  
HQ Duisburg		Nuremberg	 
Essen II		Oberhausen (Bavaria)	  
Hanover	   	Plochingen	  
Huenxe	  	Radzionków (Poland)	 
Coblenz	 	Salzgitter	  
Munich	 	Speyer	   

A high-angle, sepia-toned photograph of two industrial workers. They are wearing white hard hats and dark safety suits. They are positioned on a platform, working on a large, horizontal industrial pipe. One worker is using a tool on a valve or fitting on the pipe. In the background, a large, curved industrial structure, possibly a storage tank or silo, is visible. The overall scene suggests a maintenance or inspection activity in a large-scale industrial facility.

**MORE THAN
STORAGE**

ESTABLISHED COMPETENCE.

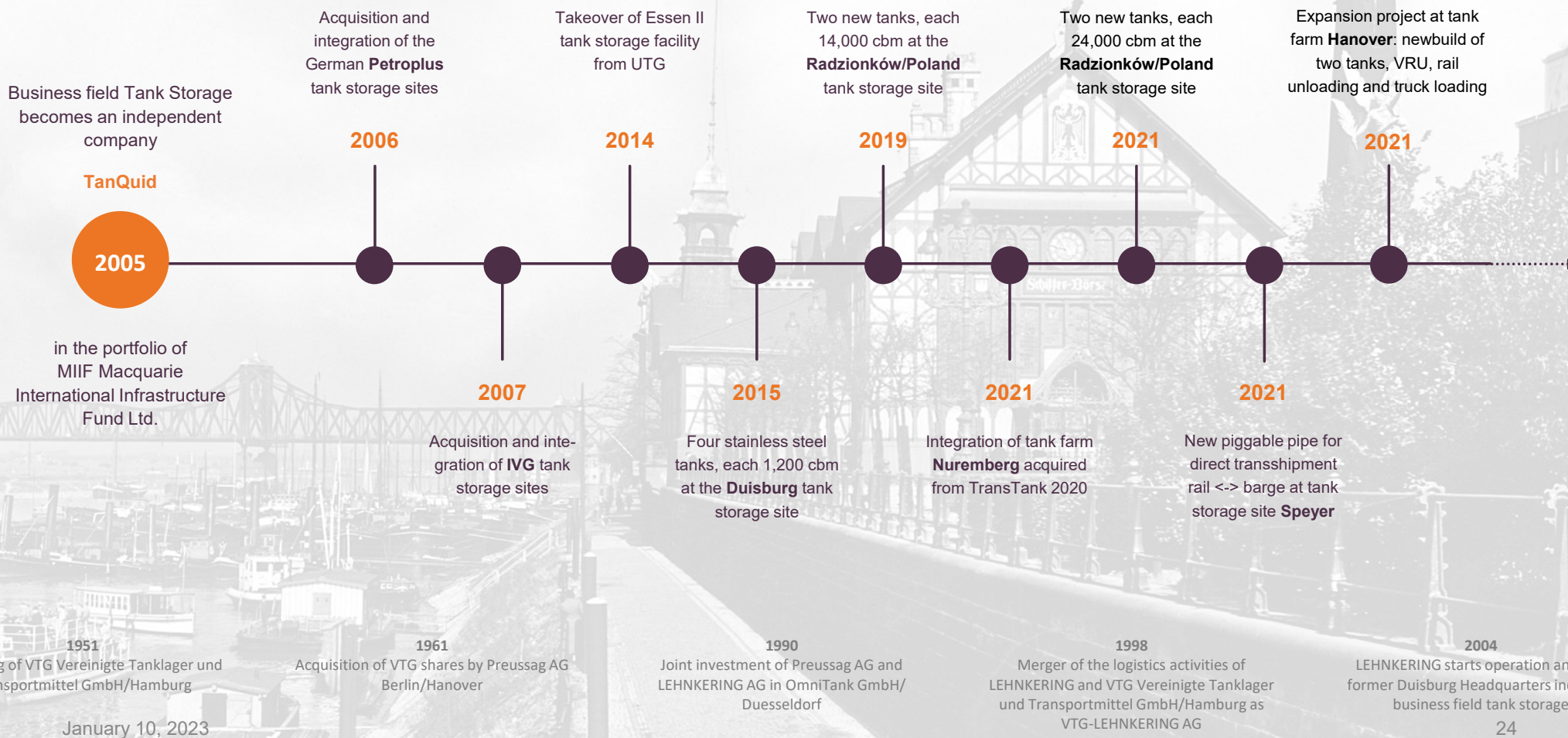
TanQuid GmbH & Co. KG's company roots go back to the year 1951, when VTG Vereinigte Tanklager und Transportmittel GmbH was founded in Hamburg.

After merging the logistics activities of the company Lehnkering, forming VTG-Lehnkering AG, the business field of tank storage became an independent company in the year 2005 as TanQuid.

You can find all the important milestones of our company history on the next pages.



January 10, 2023





ACHIEVING MORE TOGETHER!

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