

Touax®

2007 Results & Outlook

Bristol Hotel – 25 March 2008

Agenda



Company presentation



Results and financing



Strategy and targets



Touax and the stock market



Q&A

Company presentation



- The Touax Group
- Touax businesses

The Touax Group

Your operational leasing solution

- ▶ Specialised in operational leasing and related services
 - Goal: provide mobile, flexible, and readily-available systems to customers in France and around the world
- ▶ Over 150 years of experience (since 1855)
- ▶ Publicly-listed for over 100 years (since 1906)
 - At least one dividend has been paid every year
- ▶ A staff of 600 professionals in 13 countries
 - Europe, North America, and Asia
- ▶ Four global divisions, leaders in their field and equipped to serve

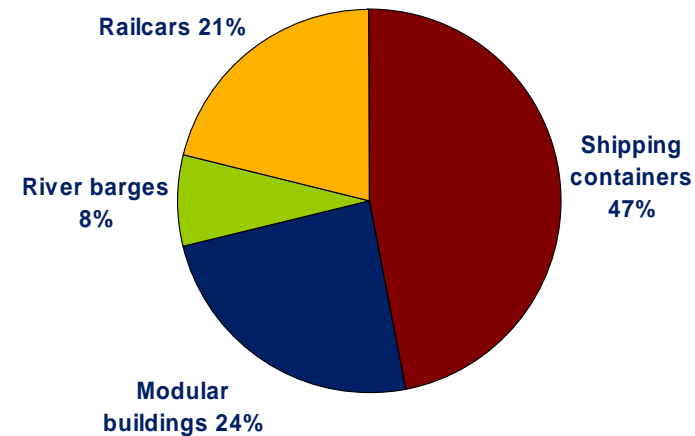
Shipping containers	Modular buildings	River barges	Railcars
			
<ul style="list-style-type: none"> ▪ Leader in Europe ▪ 450,000 shipping containers ▪ 30 employees 	<ul style="list-style-type: none"> ▪ 3rd- largest in Europe ▪ 30,000 modular units ▪ 450 employees 	<ul style="list-style-type: none"> ▪ Leader in Europe ▪ 150 river barges ▪ 100 employees 	<ul style="list-style-type: none"> ▪ 2nd-largest in Europe ▪ 4,500 railcars ▪ 20 employees

The Touax Group

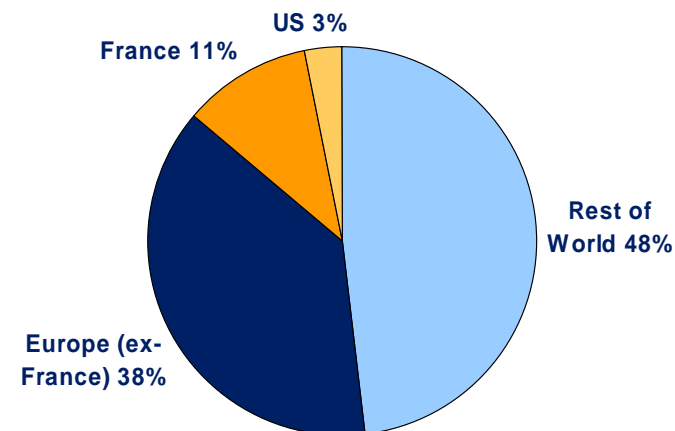
A diversified company

- ▶ Four different businesses operating in international markets
- ▶ 10% revenue growth in 2007
- ▶ €278.2 million in revenue (89% from outside France)

Revenue by business



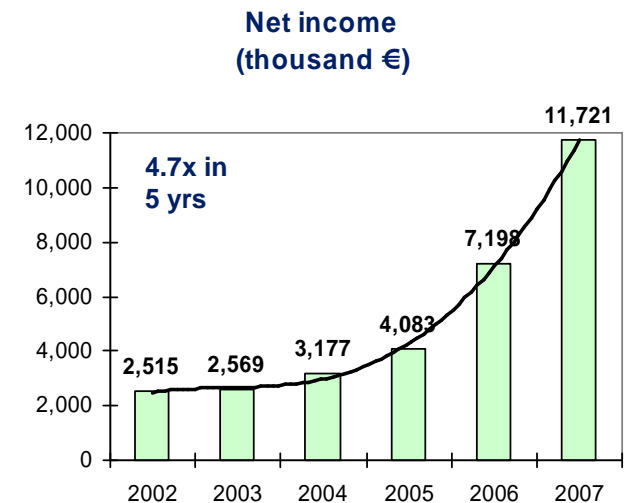
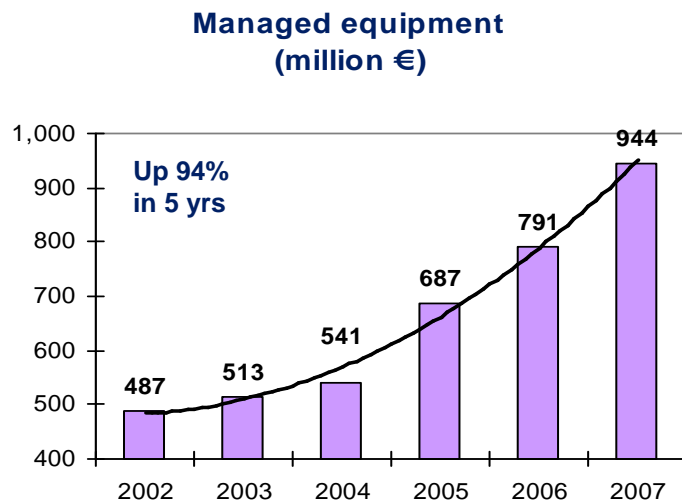
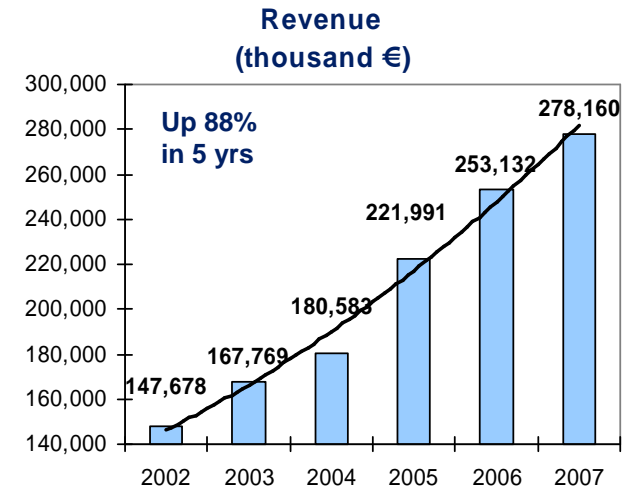
Revenue by region



The Touax Group

Robust growth

- ▶ Sharp increases in:
 - Revenue
 - Net income
 - Managed equipment



The Touax Group

Operational leasing is an expanding business

- ▶ Companies are increasingly outsourcing the ownership of non-core assets

- ▶ Touax's operational leases offer several benefits
 - Flexible contracts (short- or long-term)
 - No need for renters to make a large investment
 - Maintenance is included as part of the service
 - Equipment is readily available

- ▶ Touax is a preferred business partner

The Touax Group

Markets with structural growth drivers

- ▶ Booming need for infrastructure
 - **Shipping containers** – Increased global trade has fuelled the use of shipping containers and the demand for container leasing
 - **Freight railcars** – The opening of the EU rail freight market on 1 January 2007, coupled with greater traffic and the need to renew aging fleets (30 years old on avg.), has spurred demand for railcar leasing
 - **Modular buildings** – Manufacturers, builders, and government agencies all need modular buildings, especially as substantial new infrastructure is being built in Eastern Europe
 - **River barges** – Environmental concerns and congested highways have prompted interest in river transport, while aging barges in Europe (Danube and Rhine) and the US (Mississippi) need to be replaced

The Touax Group

A unique strategy for investing in equipment

- ▶ Touax's standardised, movable equipment has:
 - Little risk of technical obsolescence
 - A long lifetime (15-50 years)
 - A high residual value in a global, liquid market for used equipment
 - Easy portability, resulting in high usage rates
 - Mostly long-term lease contracts, which provide recurring cash flow

Touax businesses

Shipping containers



Touax businesses

Shipping containers

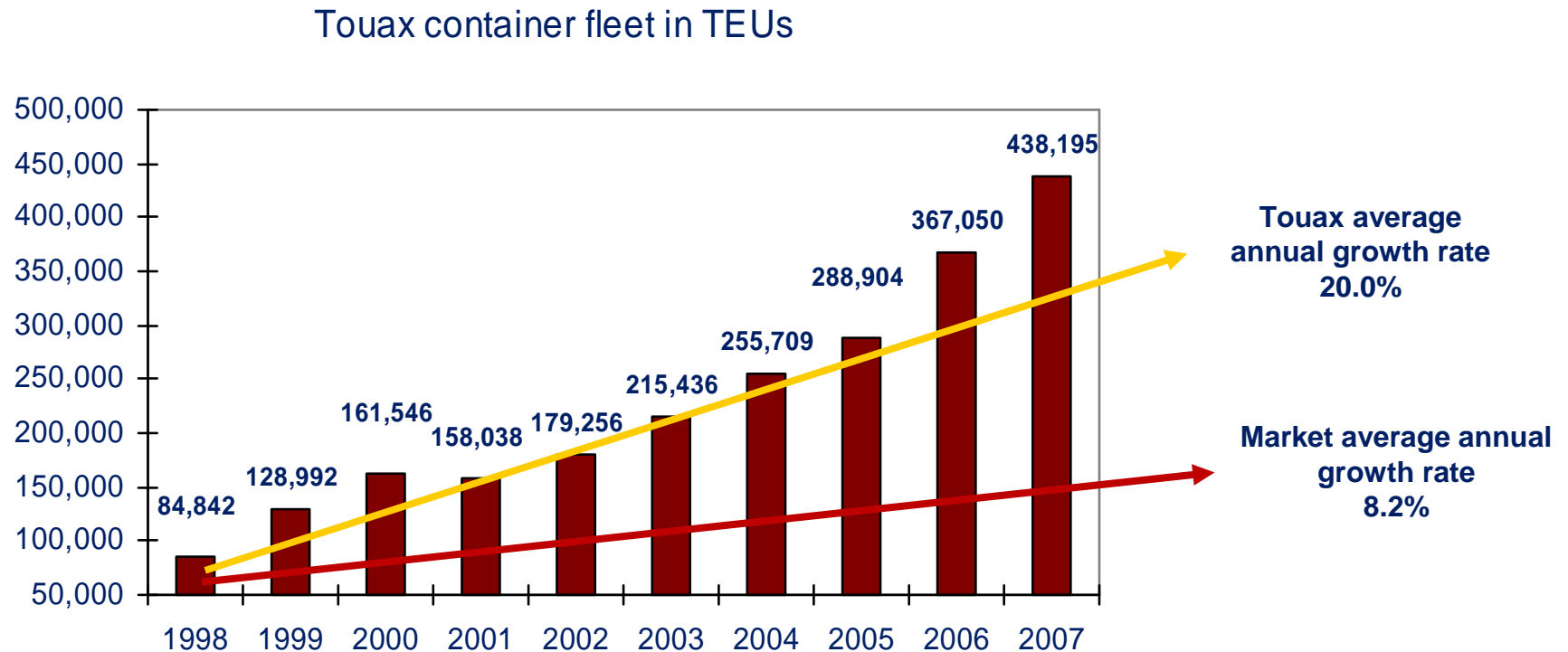
- ▶ Standard dry-goods containers (20' and 40')
 - Long-term leases (81% had 3-5 year leases at end- 2007)
 - Flexible short-term leases (master leases) or lease-purchase agreements

- ▶ Touax's strengths
 - New, high-quality containers (<4 years old on average)
 - Dynamic sales force
 - Operations in 40 countries (8 agencies, 5 offices, and 150 warehouses)
 - Used by over 120 shipping lines, including 24 of the top 25 (Maersk Lines, Evergreen, MSC, China Shipping, CMA-CGM, etc.)

Touax businesses

Shipping containers

► Growth in Touax's container fleet



- Booming global trade has expanded the number of shipping containers worldwide from 11.5 million TEUs in 1998 to 23.4 million TEUs in 2007

Touax businesses

Shipping containers

- ▶ Global trade constitutes a structural growth driver for the shipping container market

Annual growth rates

	2001	2002	2003	2004	2005	2006	2007	2008	2009
Container traffic	2%	10%	12%	13%	11%	11%	10%	9%	10%
Container vessels	8%	8%	8%	8%	8%	14%	12%	13%	13%
Container fleet	7%	6%	7%	9%	11%	8%	10%	na	na

- ▶ Source: Clarkson Research Studies, February 2008, and Containerisation International, 2007
- ▶ In 2007:
 - Traffic jumped 10%
 - \$135 million was invested to meet demand
 - Touax had 450,000 TEUs, or a 4.5% global market share (of the leasing market), in March 2008
- ▶ Medium-term goal
 - Reach 800,000 TEUs, or a 7% global market share

Touax businesses

Modular buildings



Touax businesses

Modular buildings

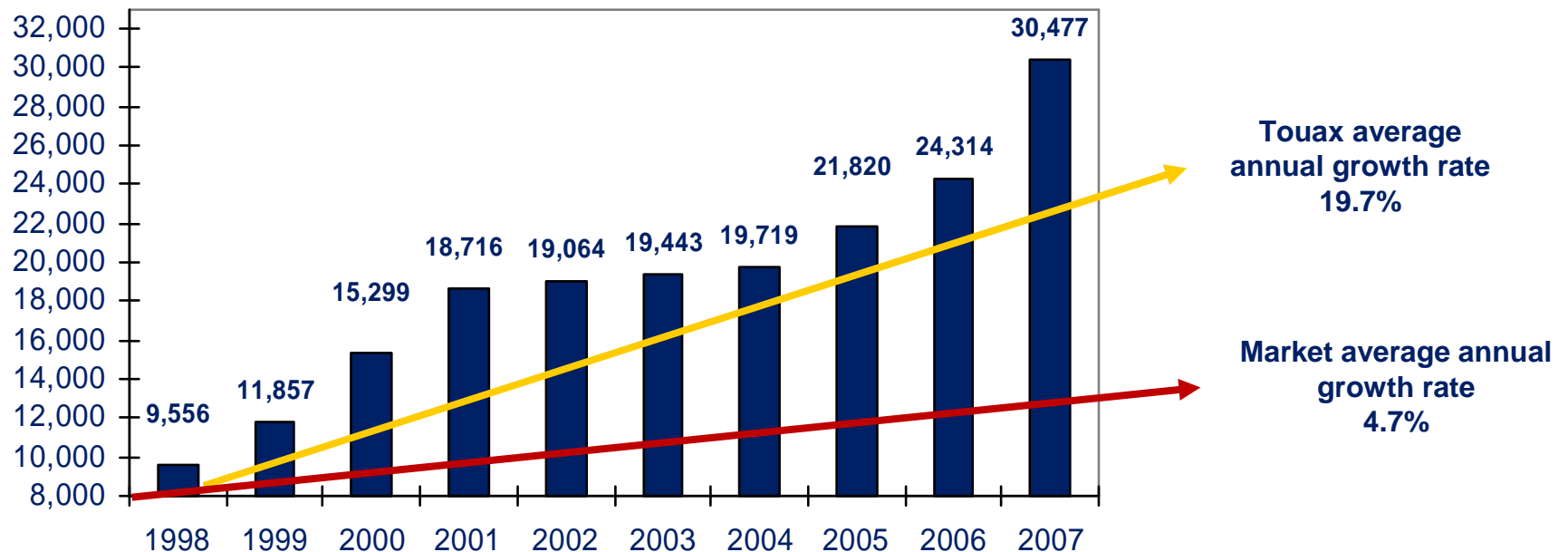
- ▶ Touax offers high-quality equipment for a wide range of uses (offices, schools, hospitals, construction sites, etc.) under a variety of contracts
 - Lease
 - Lease-purchase
 - Purchase
- ▶ Touax's strengths
 - Operations in eight European countries and the US (Florida and Georgia)
 - A diverse customer base
 - Manufacturers – Alstom, Thomson, EDF, British Petroleum, Sanofi, EnBW, Siemens, RWE, etc.
 - Governments – Regional councils, city halls, etc.
 - Construction companies – Bouygues, Vinci, Hochtief, FCC, etc.

Touax businesses

Modular buildings

► Growth in Touax's modular buildings

Number of modular units



- The number of modular buildings available for lease in Europe rose from 225,000 to 450,000 units in 15 years (Source: Touax)
- Over €50 million was invested in equipment in 2007

Touax businesses

Modular buildings

- ▶ In 2007, Touax saw:
 - Sustained growth in Germany and Poland
 - Robust activity in France, Benelux, and Spain
 - A slowdown in the US
 - The acquisition of Warex in Germany and the Czech Republic
 - The opening of an assembly centre in France
 - The opening of new branches in Europe

- ▶ Medium-term target
 - 10% market share in Europe (from 5.5% in 2007), or around 60,000 modular units

Touax businesses

River barges



Touax businesses

River barges

- ▶ Europe's largest river barge fleet for bulk dry goods, with 155 units and 332,599 tonnes of capacity (for coal, grain, ore, fertilizer, cement, etc.; Source: Touax)
- ▶ Main operations are shipping, chartering, and leasing
- ▶ Touax's strengths
 - Unique international experience
 - In all major European river basins – Rhine, Main, Meuse, Moselle, Danube, Seine, and Rhone
 - On the Mississippi in the US
 - Customers comprised of large manufacturing and shipping companies (Cargill, Dreyfus, Lafarge, Electrabel, ArcelorMittal, CFT, Miller, etc.)
 - Over 150 years of experience

Touax businesses

River barges

- ▶ In 2007
 - All river basins saw buoyant activity
 - Orders began to pick-up
- ▶ Medium-term targets
 - Anchor Touax's positioning and win new, long-term leasing and shipping contracts
 - Make selected investments in South America and Europe
 - Take advantage of opportunities provided by structural growth in river transport on the Danube

Touax businesses

Railcars



Touax businesses

Railcars

- ▶ Touax provides long-term leases for:
 - Container railcars
 - Vehicle carriers
 - Powder railcars and hoppers for heavy goods (cement, grain, etc.)

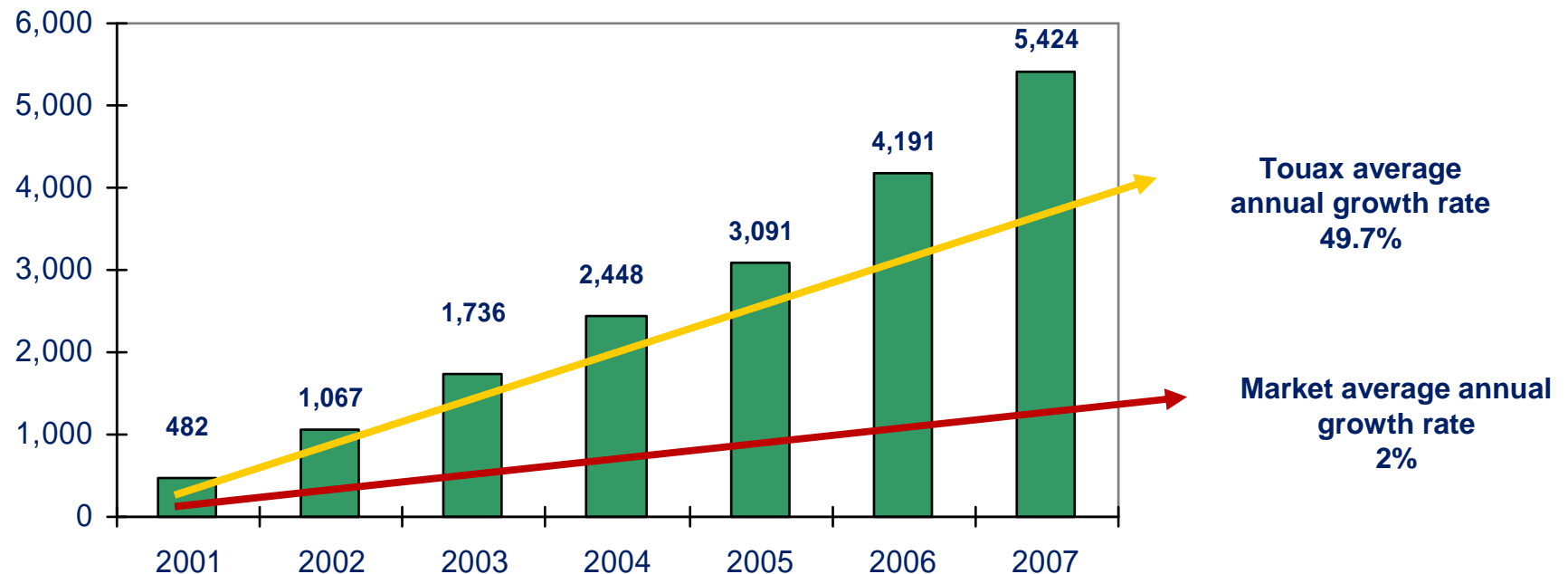
- ▶ Touax's strengths
 - Services that meet customers' needs, following the opening of the EU rail freight market
 - A partnership with CFCL, the 7th-largest leaser of hopper cars in the US
 - New railcars to renew aging fleets
 - Average lease length of over five years
 - Customers comprised of major railway operators (SNCF, DB, SBB-CFF, etc.), private operators, and manufacturers (Cargill, Lafarge, US Salt, Gefco, etc.)

Touax businesses

Railcars

► Growth in Touax's railcar fleet

Number of railcars (platforms)



- European intermodal railway traffic surged 15% in 2006, vs. 9% in 2005 (Source: UIRR Statistics 2006)
- Touax's leasing services are an attractive option for railway operators

Touax businesses

Railcars

- In 2007, Touax:
 - Invested €70 million in long-term leases in Europe
 - Made no investments in the US
- Medium-term targets
 - A managed fleet of 10,000 railcars
 - Secure the company's place as the 2nd-largest leaser of intermodal railcars in Europe

Results and financing



- Income statement, EBITDA, and ROI
- Summary balance sheet
- Investments
- Debt
- Risk management
- Breakdown of managed equipment

Results and financing

Income statement

<i>(thousand €)</i>	31/12/2007	31/12/2006	Change
Total revenue	278,160	253,132	10%
Capital gains on disposals	4,978	144	
Revenue from operations	283,138	253,276	12%
Cost of sales	(98,396)	(91,829)	
Operating expenses	(70,680)	(65,493)	
Selling, general, and administrative expenses	(17,853)	(17,592)	
EBITDA before distribution to investors	96,209	78,362	23%
Depreciation, amortisation, and impairments	(11,183)	(8,436)	
Operating income before distribution	85,026	69,926	22%
Leasing revenue distributed to investors	(61,569)	(54,690)	
Operating income after distribution	23,457	15,236	54%
Other operating income and expenses	0	0	
Operating income	23,457	15,236	54%
Income from cash and cash equivalents	856	772	
Borrowing costs	(8,731)	(5,292)	
Total financial expenses	(7,875)	(4,520)	
Other financial income and expenses	(1,325)	(79)	
Financial income	(9,200)	(4,599)	
Pre-tax underlying earnings	14,257	10,637	34%
Corporate income tax	(2,517)	(4,081)	
Consolidated net income	11,740	6,556	79%
Minority interests	-19	642	
Attributable net income	11,721	7,198	63%
Earnings per share	3.01	1.86	62%

Results and financing

EBITDA

- ▶ The increase in EBITDA after distribution to investors reflects the strategy to invest in company-owned equipment

<i>(thousand €)</i>	EBITDA before distribution to investors	Distribution to investors	EBITDA after distribution to investors
Shipping containers	58,635	-48,656	9,979
Modular buildings	21,903	-5,130	16,773
River Barges	5,185	-355	4,830
Raicans	15,372	-7,428	7,944
Other (overheads, sundry items, and eliminations)	-4,886		-4,886
31/12/2007	96,209	-61,569	34,640
31/12/2006	78,362	-54,690	23,672

- EBITDA = earnings before interest, taxes, depreciation, and amortisation

Results and financing

Return on investment (ROI)

▶ Touax's ROI

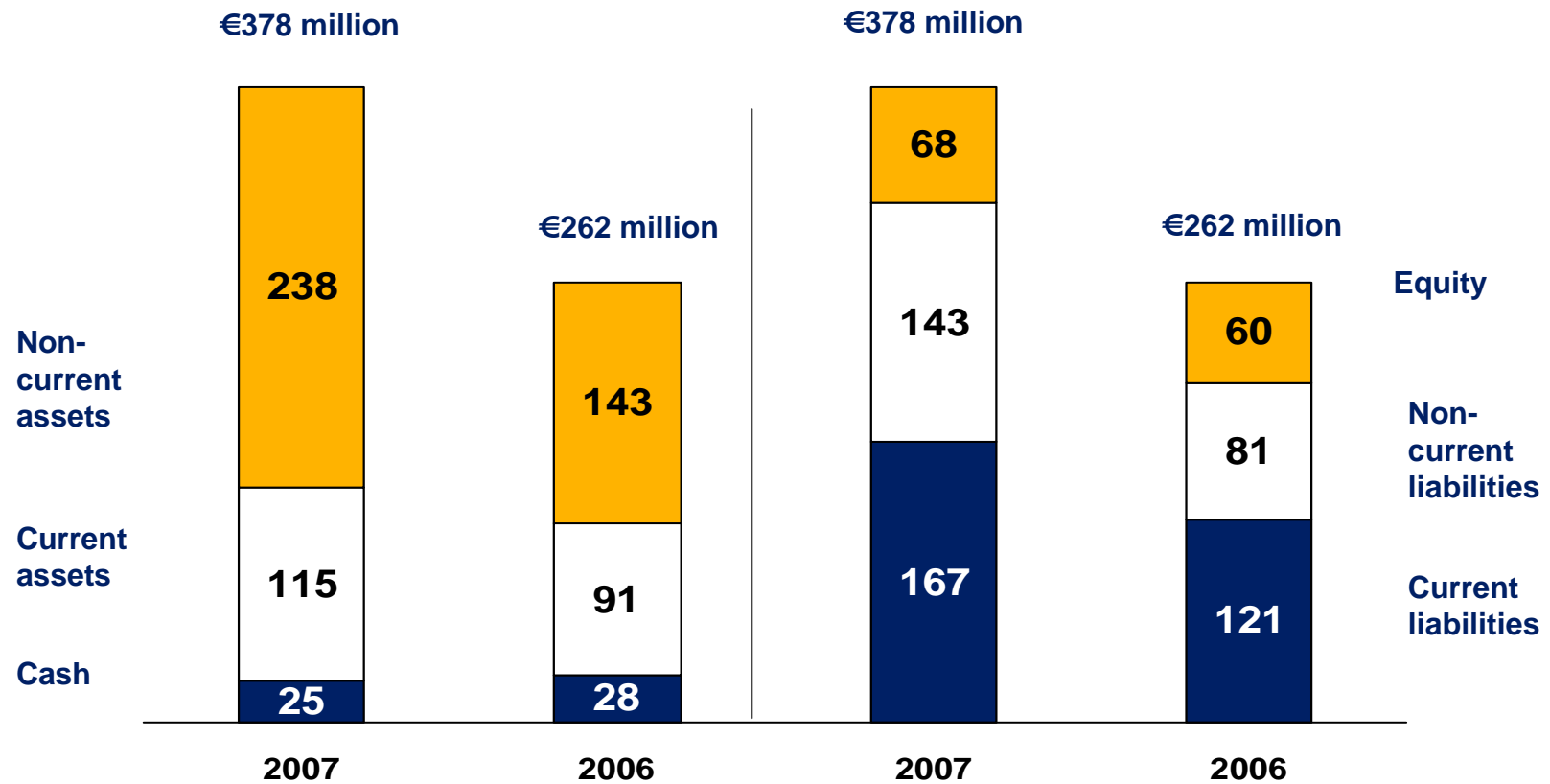
<i>(thousand €)</i>	31/12/2007	31/12/2006
EBITDA after distribution to investors	34,640	23,672
Average property, plant, and equipment	207,677	150,056
Return on investments in property, plant, and equipment (ROI)	16.7%	15.8%

▶ ROI by business (excluding overhead costs, based on average asset values)

<i>(thousand €)</i>	31/12/2007	31/12/2006
Shipping containers	65%	52%
Modular buildings	15%	15%
River barges	13%	10%
Railcars	19%	19%
ROI of all businesses	19%	18%

Results and financing

Summary balance sheet (million €)



Results and financing

Investments

- ▶ Net investments in 2007 amounted to €223 million, vs. €182 million in 2006
 - Investments and inventory: €114 million (vs. €67 million in 2006)
 - Investments in managed equipment: €109 million (vs. €115 million in 2006)

(million €)	Investments and inventory	Managed equipment	Total investments
Shipping Containers	21.6	77.0	98.6
Modular buildings	51.4	-1.6	49.8
River barges	4.4	-	4.4
Railcars	36.7	33.4	70.1
Total	114.1	108.8	222.9

Results and financing

Debt

	2007	2006
Net Financial debt with recourse	€110.3m	€70.7m
Gearing (Net Financial debt with recourse to equity ratio)	1,6	1,2
Leverage with recourse (Net Financial debt with recourse to EBITDA ratio)	3,2	3,0

- ▶ Gearing rose as expected, due to investments in owned equipment
- ▶ The improvement in the debt-to-EBITDA ratio reflects better returns on investments made in mid-to-late 2007

Results and financing

Debt

	Balance sheet amount	% of total	Avg. interest rate	% variable rate
Short-term credit	€23.0m	13%	5,29%	100%
Medium- and long-term credit	€112.0m	61%	5,61%	51%
Non-Recourse debt	€48.4m	26%	5,65%	78%
Total	€183.4m	100%	5,58%	64%

- ▶ 26% of the company's debt is non-recourse to the Group
- ▶ 12% of the debt is in USD

Theoretical repayments

2008	€53.9m
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- ▶ Only €18.3 million of the theoretical repayments are contractual amortization of debt
- ▶ The remaining €35.6 million consists of short-term credit facilities that are renewed annually, most of which have been confirmed until 2009.

Results and financing

Risk management

- ▶ The company faces little liquidity risk, thanks to:
 - €207 million of plant, property, and equipment, €61 million of inventory, and €25 million of cash and marketable securities
 - €31.2 million of cash flow (operating cash flow plus the value of assets sold) on average over the past three years (€31.9 million in 2007)
 - €53 million of lines of credit available
 - A €24 million share issue in March 2008
- ▶ The company's two asset backed credit lines were renewed until 2009 (with an increase for railcars)
- ▶ Touax has not been directly affected by the recent financial market turmoil. In early 2008, the company secured an additional €22 million of credit lines from banks in order to ensure funding for its investments.

Results and financing

Risk management

▶ Interest rate risk

- The interest rates on the company's debt are 64% variable and 36% fixed, after accounting for rate swaps
- For its stable debt (excluding pre-financing) the rates are 51% variable and 49% fixed
- The average interest rate on the company's debt has risen due to an increase in long-term, fixed-rate borrowings

▶ Currency risk

- The company has hedged its 2008 earnings in USD based on a budgeted exchange rate of 1 EUR = 1.53 USD
- The company has also hedged the purchase of barges in USD in China in 2008

Results and financing

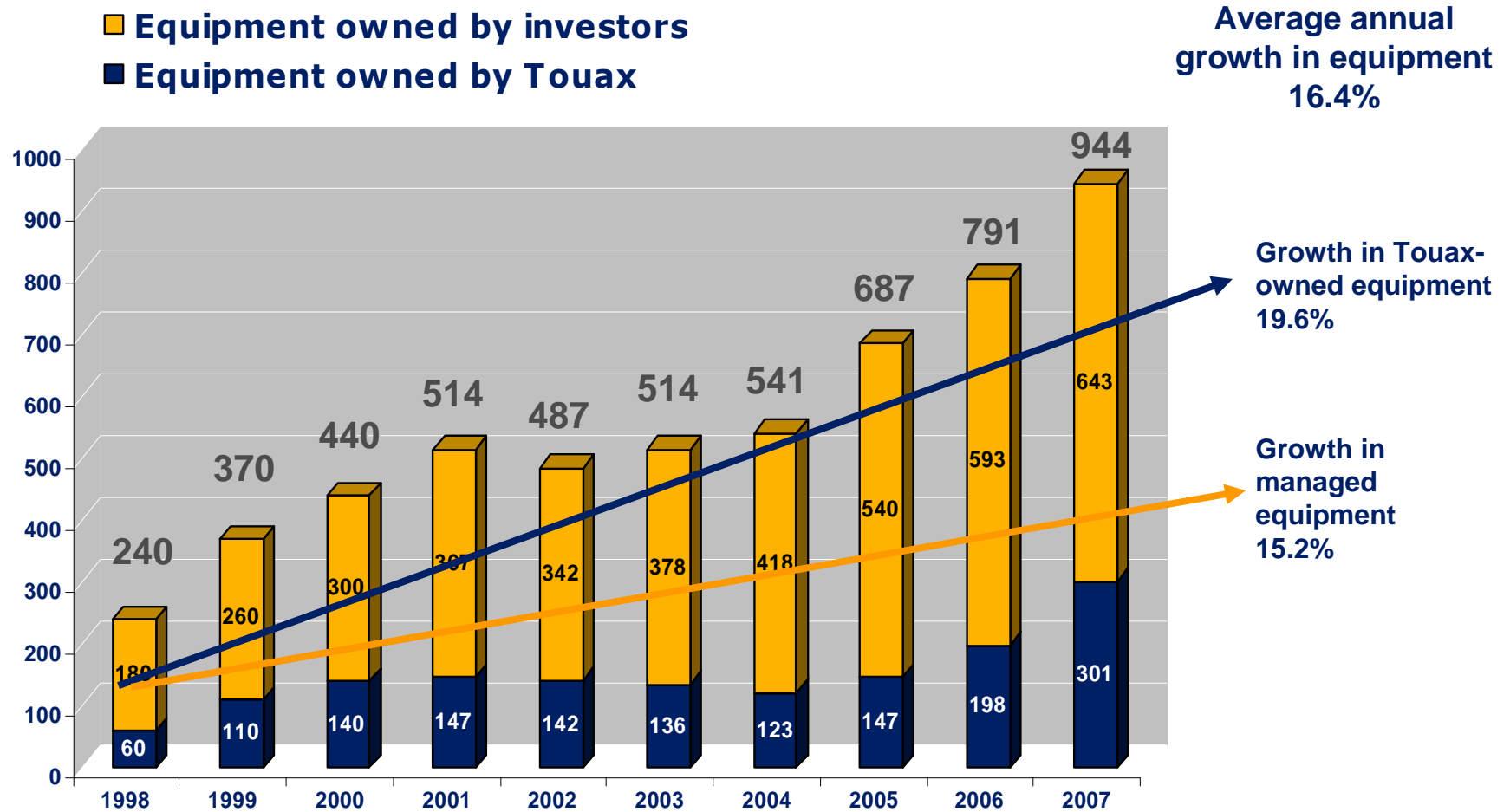
Equipment managed for third parties

- ▶ In 2007, Touax's shipping containers and railcars businesses concluded €109 million of management programmes, thereby securing their growth outlook
- ▶ 68% of the company's managed equipment (€643 million) belongs to investors of which 89% are in management programmes
- ▶ All the programmes are without recourse against Touax and without a minimum guaranteed revenue
- ▶ Investors continue to invest on a non leveraged basis, which is not sensitive to the financial markets (offers diversification)
- ▶ Over €100 million of management programmes are already scheduled for 2008

Results and financing

Breakdown of managed equipment

▶ (million €)

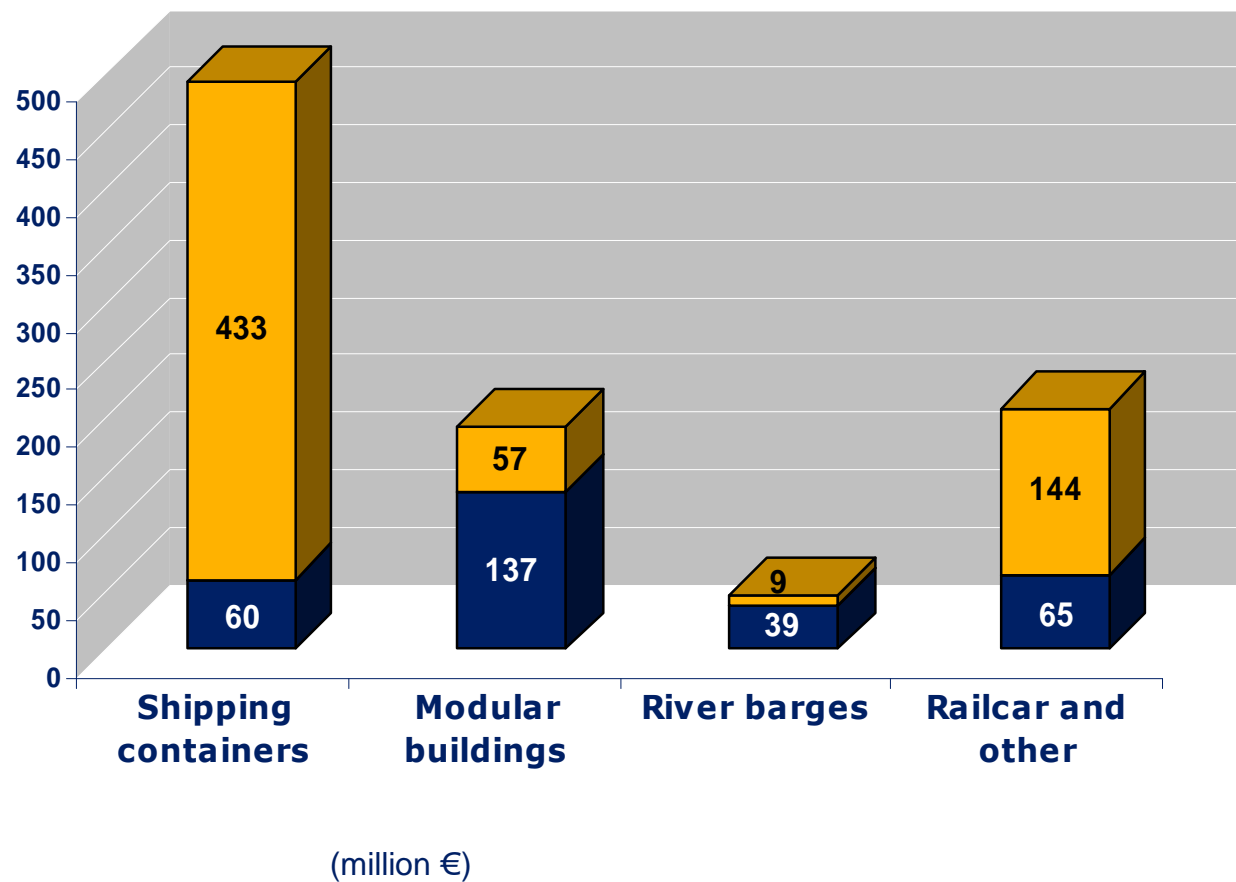


▶ Over half of the managed equipment is valued in USD (1 EUR = 1.47 USD)

Results and financing

Breakdown of equipment by business

■ Owned by Touax ■ Owned by investors



Strategy and targets



- Growth strategy
- Distribution of risks
- 2008 Targets

Strategy and targets

Growth strategy

- ▶ Touax's growth strategy
 - Invest financial resources to expand the fleet of new equipment in each of its four businesses
 - Invest at least €200 million/year
 - Secure long-term leases

- ▶ Maintain double-digit revenue growth, in order to gain market share in each business and enhance economies of scale

Strategy and targets

Distribution of risks

- ▶ Breakdown of managed equipment
 - 25% owned by Touax
 - 75% managed for investors

- ▶ Owned equipment provides a substantial recurring revenue stream, and bolsters the company's prospects through opportunities for gains on future sales

- ▶ Equipment managed for investors:
 - Generates additional earnings
 - Improves the company's ROE without the need to spend additional capital

Strategy and targets

2008 Target

- ▶ A 30% increase in consolidated net income (at least)
 - Based on rental income to be received in 2008 from investments made in 2007; and
 - The current order book for 2008

Touax and the stock market

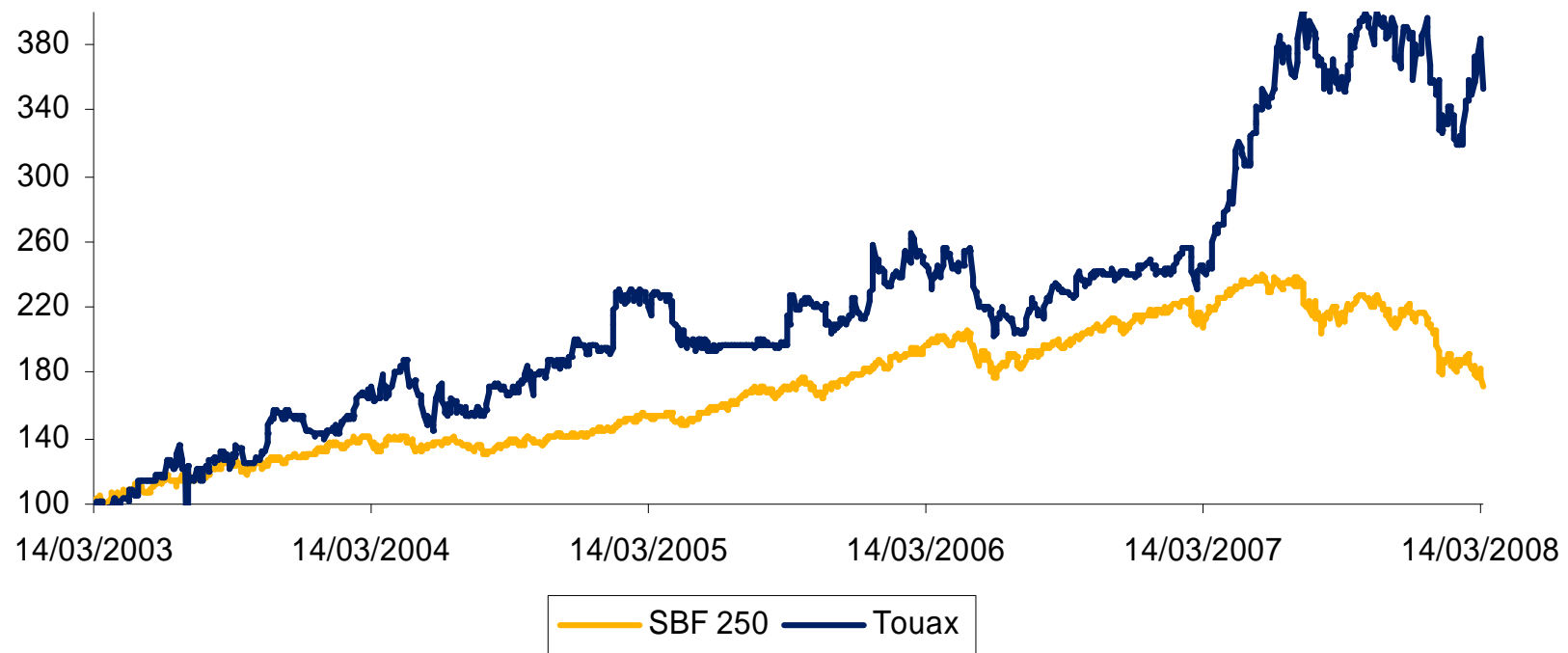


- Touax share price
- Touax share data
- Strengths of the Touax share

Touax and the stock market

Touax share price

5-year record of Touax share price (base of 100 on March 17, 2008)



Touax and the stock market

Touax share data

	2007	2006	2005	2004
Number of shares (thousands)	3,898	3,886	3,765	2,838
Market capitalisation (million €)	156.65	97.52	88.29	58.47
Equity attributable to parent company shareholders (million €)	68.50	60.47	56.22	34.01
Share price high (€)	41.99	27.30	23.72	21.20
Share price low (€)	22.50	20.00	19.25	14.55
Average daily trading volume (number of shares)	6,177	5,578	4,385	1,038
EPS (€)	3.01 ⁴	1.86 ²	1.40 ³	1.12
P/E ratio	13.35	13.49	16.75	18.39
Total dividend per share (€)	1 ⁵	0.75	0.7	0.6
Dividend yield	2.5%	3.0%	3.0%	2.9%
Closing share price	40.19	25.10	23.45	20.60

1. The company adopted IFRS in 2004
2. Weighted average number of ordinary shares = 3,873,294
3. Weighted average number of ordinary shares = 2,923,486
4. Weighted average number of ordinary shares = 3,888,828
5. The dividend payout for 2007 is based on management's proposal to the AGM

Touax and the stock market

Strengths of the Touax share

- ▶ Security – Touax's equipment retains a high market value due to its standard features and long lifetime, giving the company a recurring cash flow
- ▶ Diversification and global exposure which help even out regional and macroeconomic risks
- ▶ Markets with structural growth drivers
- ▶ A growth and income stock based on tangible assets
- ▶ An environmentally responsible investment, since railway and river transport have low CO₂ emissions; Touax plans to soon offer HQE certified modular buildings made from recyclable materials

Q&A



□ For more information, please visit the Touax website

□ www.touax.com

