



## 2014 Half-Year Revenues

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# Leading positions

## Shipping containers: 49% of revenue



### ▶ Our position

- European leader
- 2<sup>nd</sup> worldwide asset managers of containers for third parties
- 593,000 containers (TEU)

### ▶ Our activity

- Leasing, lease purchase, sale and lease back
- Management on behalf of third parties
- Sales (new and used)

## Modular buildings: 27% of revenue



### ▶ Our position

- No. 2 lessor in Europe
- 7.5% Continental Europe market share
- 51,000 modular buildings

### ▶ Our activity

- Production, leasing, lease purchase
- Services (assembly, facility management,...)
- Sales (new and used)

## Freight railcars : 17% of revenue



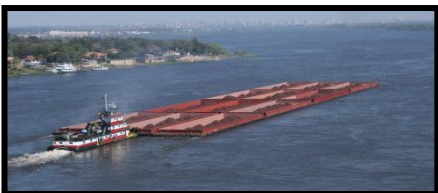
### ▶ Our position

- No. 2 lessor in Europe (intermodal railcars)
- 6.5% market share Europe
- 9,049 wagons (leasing & technical)

### ▶ Our activity

- Leasing, lease purchase
- Management on behalf of third parties
- Sales (new and used)

## River barges : 7% of revenue



### ▶ Our position

- Leader in Europe and South America (dry bulk barges)
- 25% Europe market share
- 134 barges

### ▶ Our activity

- Leasing, lease purchase
- Sales (new and used)

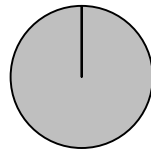
# 89% of the business outside France

## Breakdown of the divisions' business by geographical areas

### Shipping Containers

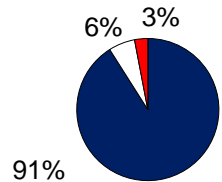


100%



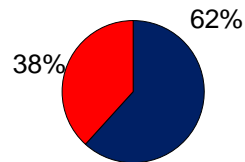
International

### Modular buildings



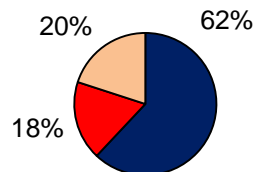
Europe  
Africa  
USA

### Freight railcars

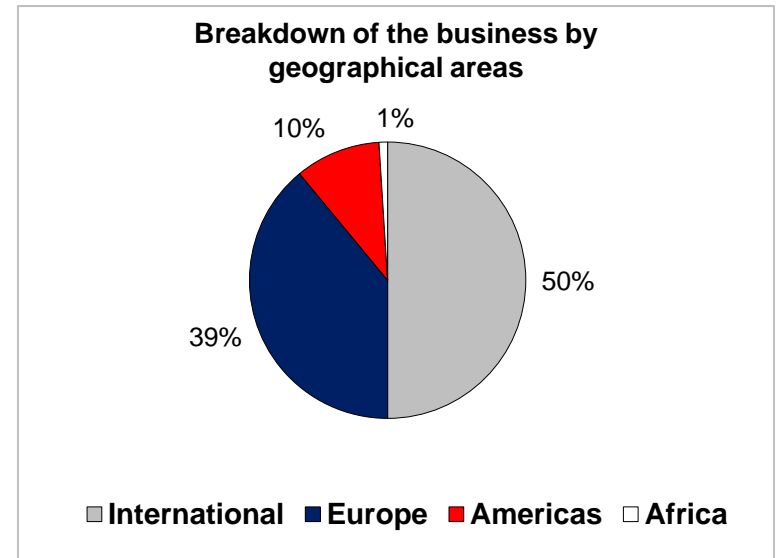


Europe  
USA

### River barges



Europe  
USA  
South America



# AGENDA

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- ▶ **Part 1**      **Revenues and financing**
- ▶ **Part 2**      **Divisions presentation**
- ▶ **Part 3**      **Strategy**
- ▶ **Part 4**      **TOUAX and the stock market**

## S1 2014 financial indicators

<b>Revenue</b>	• €167.4 million
<b>EBITDA (EBITDA after distribution)</b>	• €21.9 million
<b>Net results</b>	• €-4.5 million
<b>Free cash flow</b>	• €30.5 million (+6%)
<b>Net debt</b>	• €361 million (-13%)
<b>Shareholders' equity</b>	• €193 million (+13%)
<b>Asset under management</b>	• €1.6 billion (>\$2bn)

## Highlights - S1 2014

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- ▶ An income statement still impacted by the low activity of the modular buildings business, exposed to the difficulties of the construction sector in Western Europe: activity below the break even
- ▶ Good performance of the 3 others leasing and sales activities of transportation equipment (containers, railcars and river barges) with a positive operating income figures, benefiting from better geographic diversification
- ▶ Improved balance sheet:
  - Reduction in net debt (13%)
  - Increase in equity (13%)
- ▶ Positive outcome resulting from the change of strategy investment that enables to increase free cash flow from €-23m in 2012 to €25m in 2013 and €30.5m at June 30, 2014

# Revenues and Financing

## Income statement

<i>in € thousands</i>	06/2014	06/2013	12/2013
Leasing revenue	100,806	104,449	206,104
Sales of equipment	66,549	55,805	143,158
Capital gains from sale	3	11	(13)
<b>REVENUES FROM ACTIVITIES</b>	<b>167,357</b>	<b>160,265</b>	<b>349,249</b>
Cost of sales	( 59,597)	(46,548)	(127,835)
Operating expenses	(45,855)	(44,414)	(91,193)
Sales, general and administrative expenses	(13,728)	(13,552)	(27,734)
<b>EBITDAR (EBITDA before distribution to investors)</b>	<b>48,177</b>	<b>55,751</b>	<b>102,487</b>
Depreciation, amortization and impairments	(17,366)	(16,883)	(37,949)
Consolidated operating income before distribution	<b>30,811</b>	<b>38,868</b>	<b>64,538</b>
Net distributions to investors	(26,296)	(26,474)	(51,626)
Current operating income	<b>4,515</b>	<b>12,394</b>	<b>12,912</b>
Other operating income and expenses	39		(5,563)
<b>NET OPERATING INCOME</b>	<b>4,554</b>	<b>12,394</b>	<b>7,349</b>
Financial result	(8,948)	(10,074)	(20,300)
Net income of equity affiliates			
Profit before tax	<b>(4,394)</b>	<b>2,320</b>	<b>(12,951)</b>
Income tax	(135)	(1,124)	(1,928)
<b>Consolidated net income</b>	<b>(4,529)</b>	<b>1,196</b>	<b>(14,879)</b>
Including non-controlling interests	(24)	(404)	(424)
<b>CONSOLIDATED NET INCOME – GROUP'S SHARE</b>	<b>(4,553)</b>	<b>792</b>	<b>(15,303)</b>
<b>Net earnings per share</b>	<b>(0.77)</b>	<b>0.14</b>	<b>(2.63)</b>

# Revenues and Financing

## Income statement

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- ▶ **€167.4m revenues up to 4.4% (+€7.1m)**
  - Increase in sales of €10.5m, but drop in leasing revenue of €3.6m
  
- ▶ **EBITDAR (EBITDA before distribution to investors) of € 48.2m down 14% (€-7.6m)**
  - Fall in both utilization and leasing rates following the economic decline in Europe in the leasing modular Business activity
  - Fall in the sales margin in the first half of 2014 given that the Group had record sales of second-hand equipment in 2013 (in particular of shipping containers) with higher margins.
  
- ▶ **EBITDA (EBITDA after distribution to investors) of €21.9m down 25% (€-7.4m)**
  - Distribution to investors stable
  - The fall in EBITDA is primarily due to the modular building business, with 90% of its assets belonging to the Group and lower margin on proprietary sales of containers.
  
- ▶ **Operating income of €4.5m down 63.3% (€-7.8m)**
  - The Shipping Containers, the Freight Railcars and the River Barges activities showed a positive operating income
  
- ▶ **Net loss of €4.5 million**, mainly due to the Modular Buildings activity



# Revenues and Financing

## EBITDA

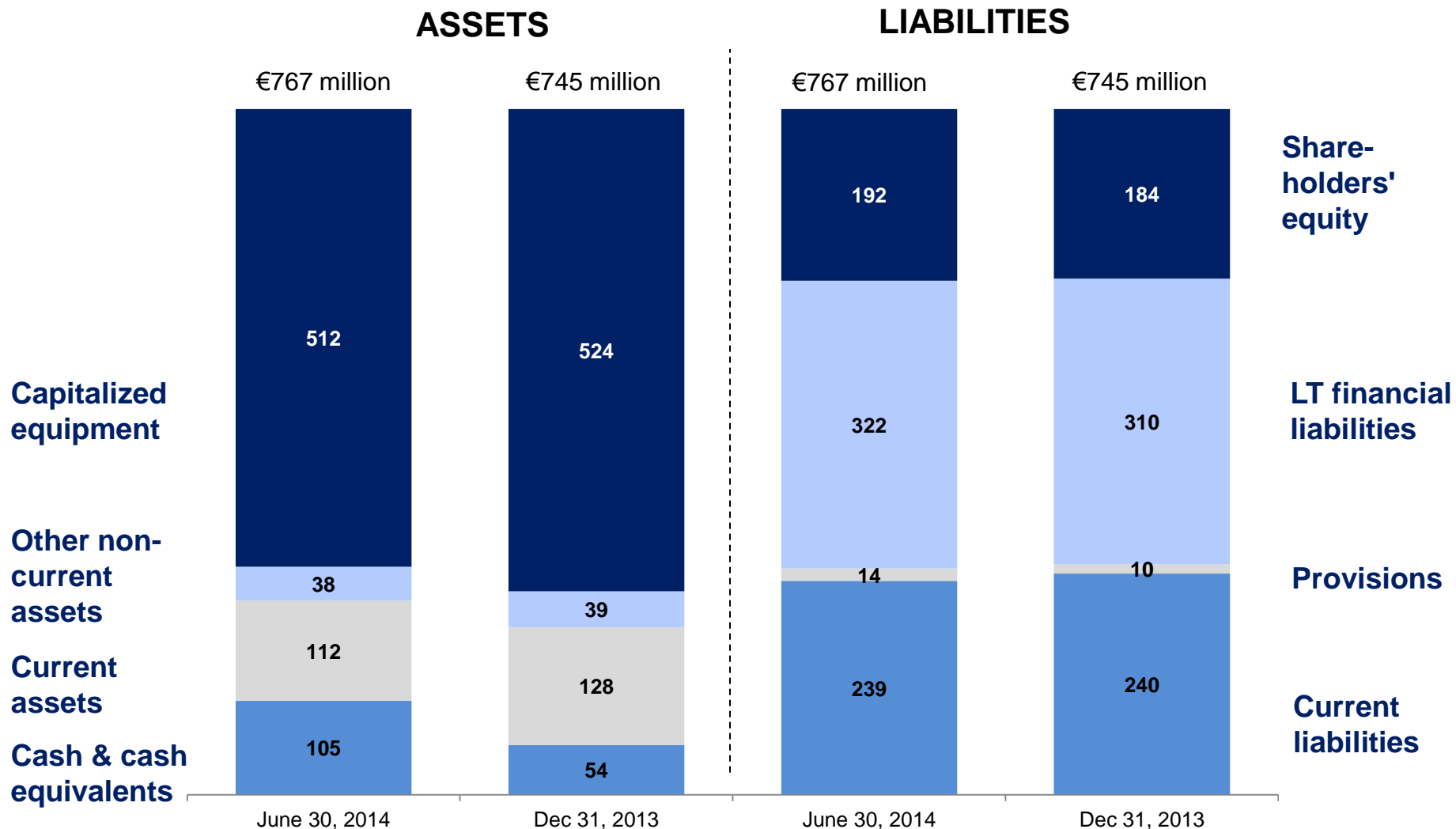
► Decrease in EBITDA (EBITDA after distribution to investors) of €7.4m

in € thousands	EBITDAR (EBITDA before distribution to investors)	Distribution to investors	EBITDA (EBITDA after distribution to investors)
Shipping Containers	27,152	(24,572)	2,580
Modular Buildings	7,733	(678)	7,055
River Barges	3,103		3,103
Freight Railcars	10,002	(1,046)	8,956
Other (admin, expenses, misc. and offsets)	188		188
<b>30/06/2014</b>	<b>48,177</b>	<b>(26,296)</b>	<b>21,881</b>
30/06/2013	55,751	(26,474)	29,277

- Decline in the Shipping Containers division after a very good year in 2013
- Growth in the Railcars division due to sales of equipment
- Decrease in the Modular Buildings business due to the European economy
- Slight decline in the River Barges business due to lower sales volumes partially offset by increasing leasing margins

# Revenues and Financing

## Comparative summary balance sheet



# Revenues and Financing

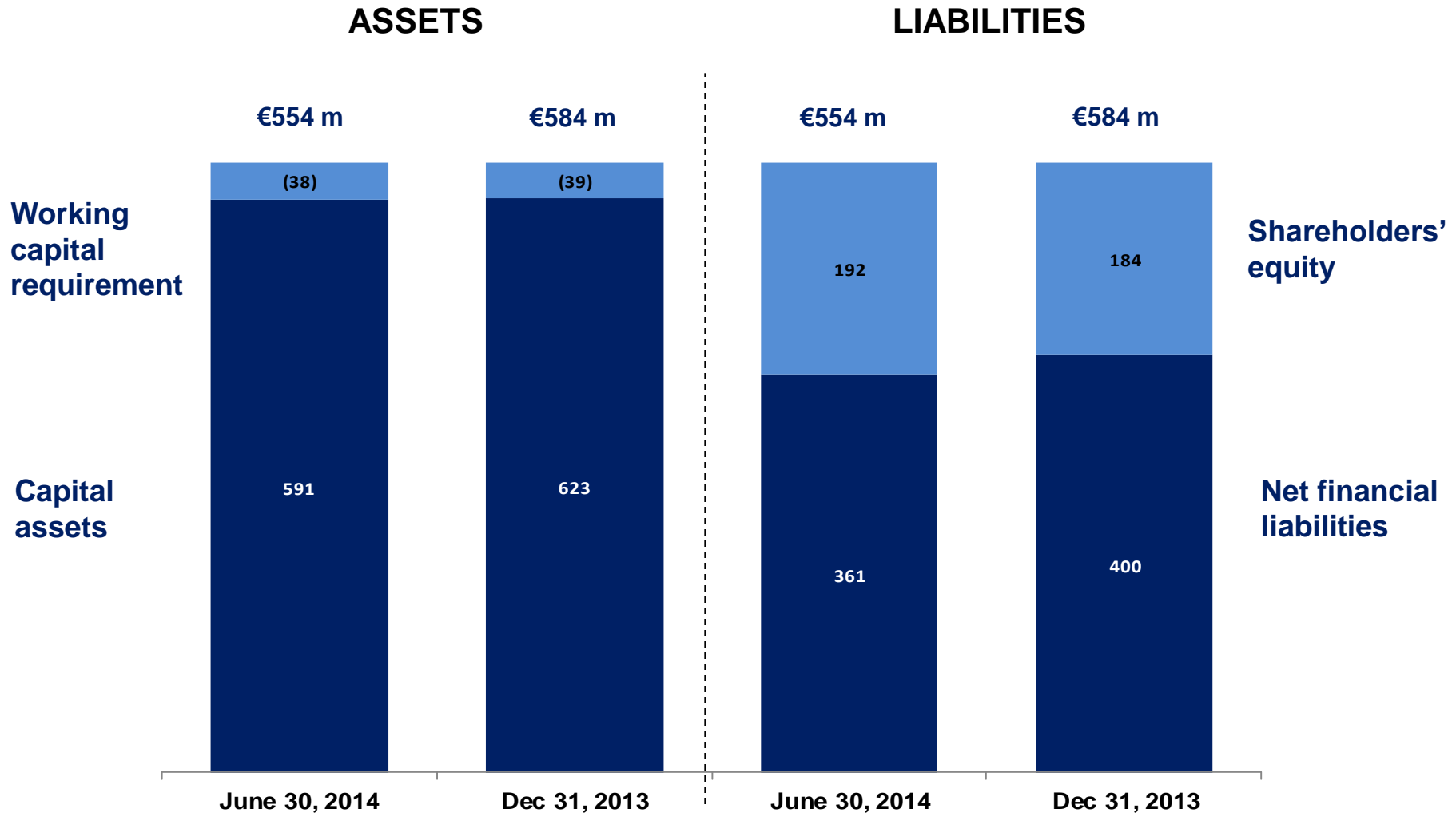
## Comparative summary balance sheet

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- ▶ **Capitalized equipments €512m vs €524m (-€12 m)**
  
- ▶ **Current assets €112m vs €128m** ; inventory €41m (€-20m), clients €51m (+€3m), others €19m (stable)
  
- ▶ **Equity €192 vs €184m** (including €28m of minority interest)
  
- ▶ **LT financial liabilities €322m vs €348m (+€12m)**
  - Net financial liabilities (including short term debt) €361m vs €400m (- €39m)
  - Change of orientation of the financial debt
  
- ▶ **Current liabilities €239m vs €240m (-€1m)**; Short term liabilities €145m, supplier indebtness €36m, other debts €57m

# Revenues and Financing

## Economic balance sheet



61% of the capital assets are financed by debt (vs 64% at December 31, 2013)

# Revenues and Financing

## Investments

- ▶ Net investments on June 30, 2014 totalled **-€15.7million** compared to €50 million on December 31, 2013
  - Investments in capitalized assets and inventory: €-26.3 million (€35.3 million on December 31, 2013)
  - Managed investments: €10.6 million (€14.8 million on December 31, 2013).
  - Only investments realized in S1 2014: shipping containers mainly financed by third-party investors

(€ thousands)	Investments in capitalized assets and inventory	Managed investments	Total Investments
Shipping Containers	(11 333)	10 786	(547)
Modular Buildings	(4 281)		(4 281)
River Barges	(3 934)		(3 934)
Freight Railcars	(6 854)	(138)	(6 992)
Miscellaneous	78		78
<b>TOTAL</b>	<b>(26 324)</b>	<b>10 647</b>	<b>(15 677)</b>

# Revenues and Financing

## Cash Flow statement

### ► Cash Flow Statement

(€ million)	06/2014	06/2013	2013
Operating activities excluding WCR	15.3	25.4	44.2
WCR (excluding inventory)	(4.6)	28.1	21
Net purchase of equipment and change in inventory	19.8	(24.7)	(39.9)
<b>OPERATING ACTIVITIES</b>	<b>30.5</b>	<b>28.8</b>	<b>25.3</b>
Investing activities	(0.9)	(0.6)	(7.3)
<b>Financing activities</b>	<b>10.8</b>	<b>(30.1)</b>	<b>(19.2)</b>
Exchange rate variation	0.3	0.1	(1.4)
<b>CHANGE IN NET CASH POSITION</b>	<b>40.8</b>	<b>(2)</b>	<b>(2.6)</b>

- Cash flows from operating activities (free cash) increased by €5.2, primarily due to a fall in investments and helped to reduce the net debt by €39m in the first six months of 2014 (€18m as a result of hybrid capital instruments being issued).

June 30, 2014	Dec. 31, 2013	June 30, 2013	Dec. 31, 2012	June 30, 2012
€30.5m	€25.3m	€28.8m	-€22.6m	-€0.7m

# Revenues and Financing

## Debt

### ► Presentation of gross debt

	Balance sheet amount	Breakdown	Rate 30/06/2014	Floating rate share
Short-term loans with recourse	€118.4 m	25%	1.47%	99%
Medium- and long-term loans with recourse	€164.1 m	35%	4.71%	4%
Debt non recourse	€184.1 m	39%	3.78%	50%
<b>TOTAL GROSS DEBT</b>	<b>€466.6 m</b>	<b>100%</b>	<b>3.53%</b>	<b>46%</b>

- 39% of consolidated debt is non-recourse to the Group
- 21% of the Group's debt is not in euro (15% in US\$ et 6% in other currencies)

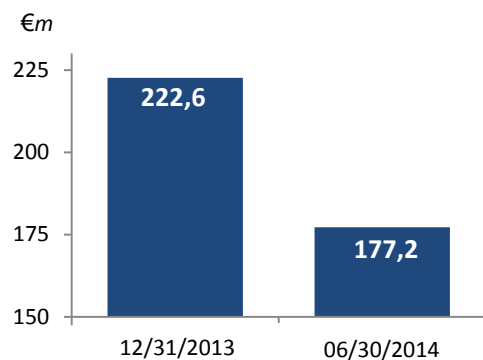
### ► Presentation of net debt

	Balance sheet amount
Gross debt	€466.6 m
Cash and cash equivalents	€105.3 m
<b>TOTAL NET DEBT</b>	<b>€361.3 m</b>
including non-recourse debt	€184.1 m
<b>TOTAL NET DEBT WITH RECOURSE</b>	<b>€177.2 m</b>

# Revenues and Financing

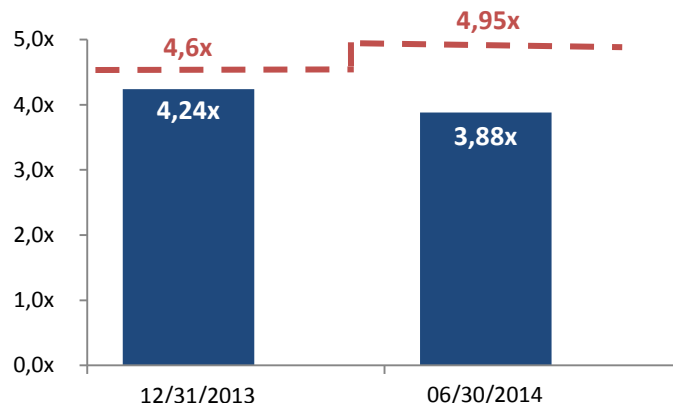
## Debt

Net financial debt with recourse

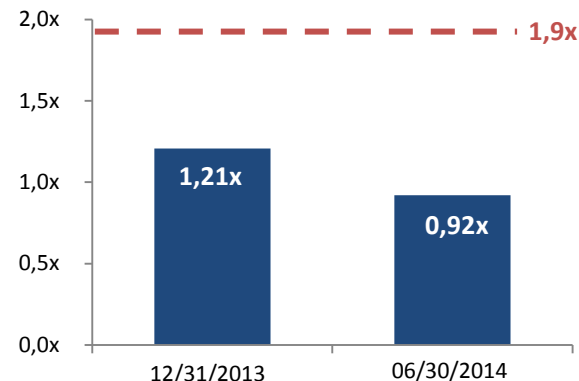


--- Contractual limit

Leverage with recourse  
(net financial debt with recourse/rolling annual EBITDA)



Gearing with recourse  
(net financial debt with recourse/shareholders' equity)



- ▶ In the first half of 2014, the financial debt with recourse was down 20%
- ▶ The Group upheld its contractual ratios at the end of June 2014
- ▶ At the end of June 2014, the leverage was down 8% compared to end of December 2013. Gearing was down by over 23% during the same period.
- ▶ The Group had obtained additional flexibility for the leverage ratio (from 4.25 to 4.95) at the end of June 2014 which was not needed



# Revenues and Financing

## Market risk management

### Liquidity risk management

- ▶ Theoretical debt reimbursements for the second half of 2014 and the first half of 2015 totalled €111m
  - €36.4m in scheduled reimbursements
  - €18.7m in short-term credit lines, renewed annually
  - €56.2m in repayments of non-recourse debts (including €49.3m for financing assets owned by SRFRL, the balloon loan of €48m will be refinanced in May 2015)
  
- ▶ In 2014, the Groupe strengthened its liquidity and its balance sheet structure by issuing €18m undated super-subordinated notes (Titres Super Subordonnés à Durée Indéterminée) treated entirely as equity
  
- ▶ Short-term lines renewable annually are renewed by the banks further to each annual board meeting and Touax needs
  
- ▶ The Group has a limited liquidity risk for several reasons:
  - Cash flow (free cash flow) reached €30.5m at June 30, 2014
  - €512m in net tangible assets, €41.5m assets in inventory, and €105m in cash assets and short-term investment securities
  - €19m in lines of credit available at the end of June 2014

# Revenues and Financing

## Market and currency risk management

### ▶ Interest rate risk management

- Average debt rate decreasing to 8% compared to 3.53% in December 2013
- After the impact of hedging: 54% of debt is at a fixed rate, and 46% of the overall debt at a floating rate
- For the stable portion of the debt (excluding prefinancing), 65% is fixed and 35% floating
- Sensitivity of interest expenses for a 1% change in floating rates: +13.1% or €2.1 million

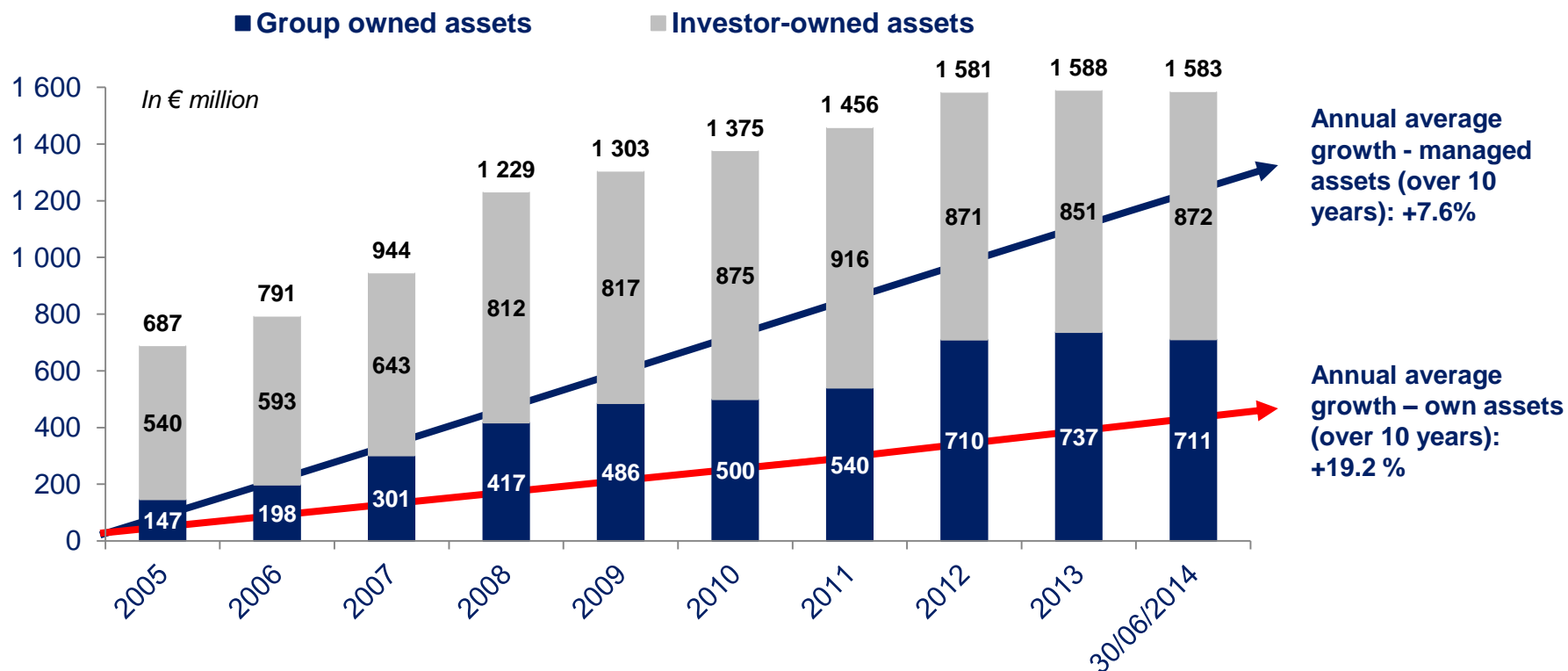
### ▶ Currency risk management

- **Operational**
  - The Group believes it has minimal exposure to operational currency risk (income and expenses in the same currencies)
  - Hedging on intra-group cash flow in USD, CZK and PLN
- **Balance sheet**
  - The Group had no significant currency risk on its balance sheet at 06/30/2014
- **Conversion :**
  - The Group does not hedge its equity capital in foreign currencies

# Revenues and Financing

## Breakdown of managed gross tangible assets

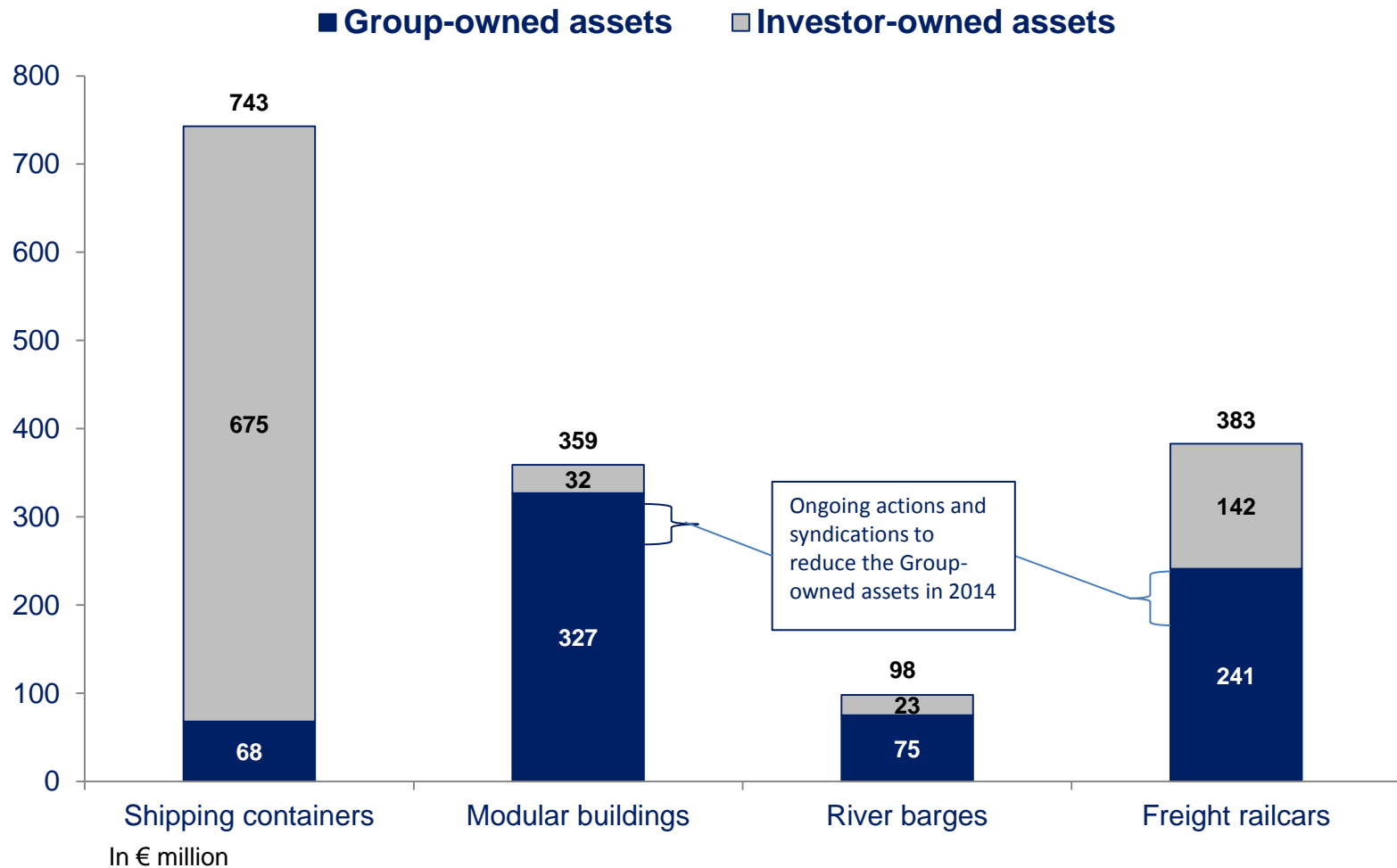
► Annual average growth of the fleet (over 10 years) 11.3%



More than half of the equipment is valued in US\$. The value of the managed assets is stable at June 30, 2014 (exchange rate of 1.3658 au 06/30/2014 vs. 1.3791 au 12/31/2013 )

# Revenues and Financing

## Breakdown of managed gross tangible assets at June 30, 2014



# Revenues and Financing

## Third-party asset management

### ▶ S1 2014 performance analysis

- \$41m sales of containers to investors
- Pursuit of the strategy of diversification with new investors
- The Group has substantial potential for sales and outperformance commission, mainly for the shipping containers activity

### ▶ Management strategy

- Group's ability to pre-finance assets by leasing them before sales to investors and to offer varied programmes with recurring profitability

### ▶ 2014/2015 outlook

- Closing of the first programmes in the river barges activity
- Over \$80m already closed or under discussion to finance new investments
- Launch of a Luxembourg fund to facilitate and simplify third party investment

### **Profile and investors strategies**

*20 investors with diverse profiles (family office, financial company, investment company, corporate etc.)*

*Investors are seeking a diversification strategy with recurring yields on real and tangible assets with a long useful life*

# AGENDA

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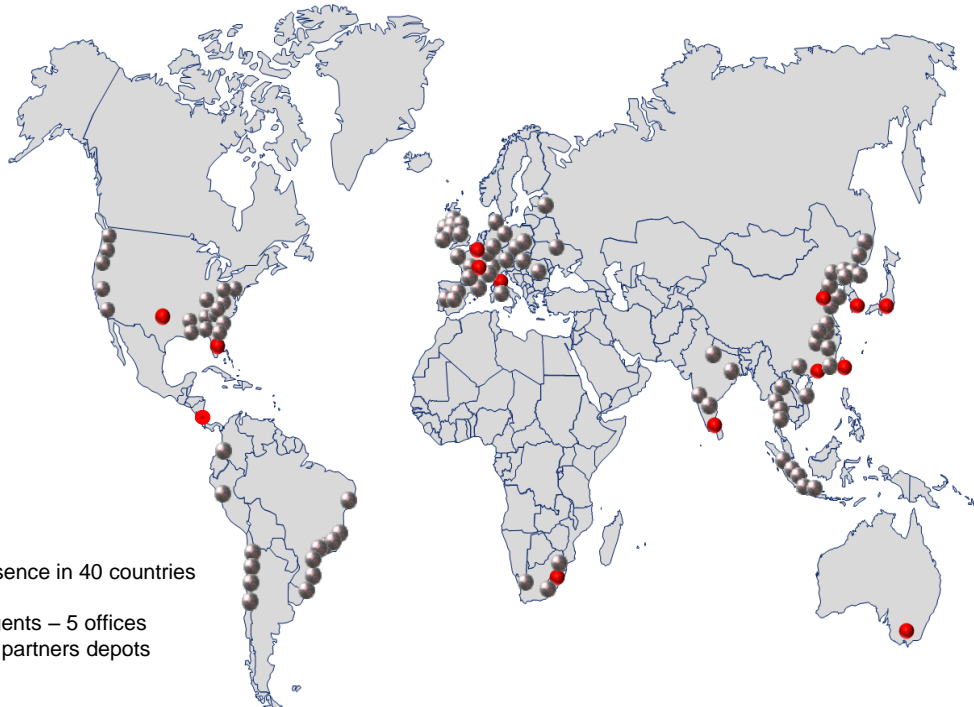
- ▶ **Part 1**      **Revenues and financing**
- ▶ **Part 2**      **Divisions presentation**
- ▶ **Part 3**      **Strategy**
- ▶ **Part 4**      **TOUAX and the Stock Market**

# Shipping containers: N° 1 in Europe



# Shipping Containers

## A worldwide presence



Presence in 40 countries

8 agents – 5 offices  
150 partners depots

### Highlights of S1 2014

- ▶ Leasing activity up 7% in constant dollars, despite a competitive environment
- ▶ Sale and leaseback transactions carried out with shipping companies
- ▶ Developing sales activity for new and used containers

**A 100 % worldwide business**  
(50% of Asian clients)

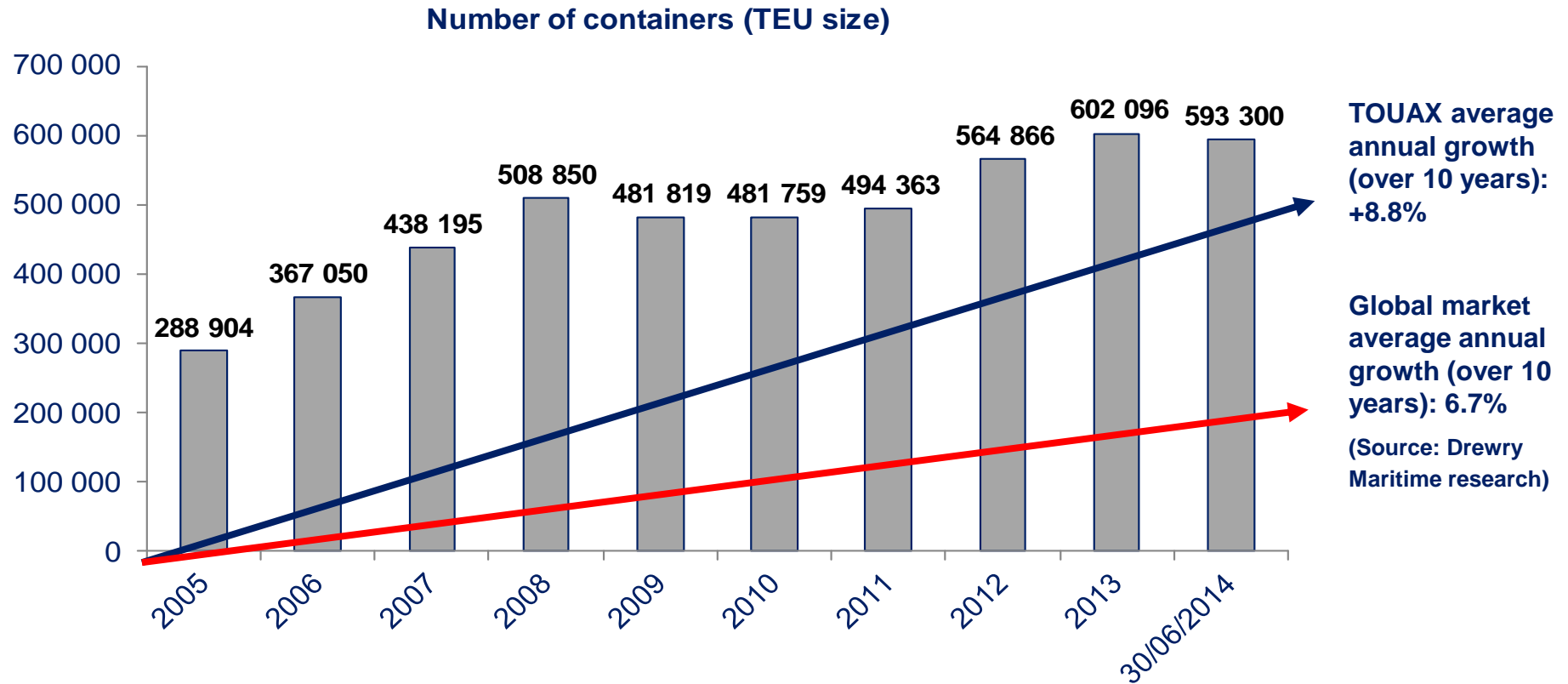


# Shipping Containers

## Faster growth than the overall market



### ► Growth in TOUAX container fleet



At 31 July 2014, the container fleet amounted to 602 499 TEUs.

# Shipping Containers

## Proactive fleet management



▶ **A recent, high quality fleet (standard dry containers 20' and 40')**

	06/2014	12/2013
Average age	7.4 years	7.2 years
<b>Proactive management</b>		
Average utilization rate (period)	90.6%	93.2%
Average leasing period	6.5 years	6.4 years
Long term contracts leasing (3-7 years)	80%	81%
<hr/>		
Economic lifespan	Seagoing: 15 year lifespan Land: 20 year lifespan	
<hr style="border-top: 1px dashed black;"/>		
Depreciation	13 years	
	Residual value from \$1,000 to \$1,400	

# Shipping Containers

## Performances analysis and key figures S1 2014



### ▶ Performances analysis

- Revenue up 7.2% in constant dollars
- Leasing revenue up 2.4% in constant dollars. Average utilization rate close to 91% despite a strong pressure on the leasing price
- 8.7% increase in sales to €40 million due to syndications signed at the end of the first half 2014 (sales of new containers and sale and leaseback transactions)
- Decline in EBITDA resulting from a lower volume of sales of used containers with high margins in 2014 as compared with 2013

### ▶ Key figures

(In thousands of euros)	06/2014	06/2013	12/2013
Leasing revenue	42,851	43,345	87,798
Sales revenue	40,014	36,819	100,645
<b>TOTAL REVENUE</b>	<b>82,866</b>	<b>80,163</b>	<b>188,444</b>
EBITDAR (EBITDA before distribution)	27,152	32,686	62,839
<b>EBITDA (EBITDA after distribution)</b>	<b>2,580</b>	<b>8,042</b>	<b>14,193</b>
Assets managed (gross historic value)	743,389	722,241	737,015
of which gross proprietary assets	68,476	78,131	79,296

# Shipping Containers

## Medium-term outlook



### Market

- ▶ Despite the crisis, growth in world trade expected in 2014 of 3.6% (IMF)
- ▶ Forecast for growth in containerized traffic of 6% in 2014 and 7% in 2015
- ▶ Clients (ship-owners) continue seeking alternative financing sources
- ▶ Strong demand from investors (institutional and private investors) for investments in containers
- ▶ Fall in the price of steel in China



### TOUAX

- Opportunity to increase the assets under management
- Development of lease-purchase and sale & leaseback transactions for the ship-owner
- Development of the trading and sales of used containers



### Medium-term objective

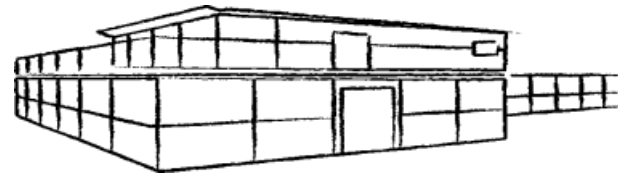
- Achieve a fleet > 800,000 TEUs (7% worldwide market share vs. 3.8%)

	2010	2011	2012	2013	2014*	2015*
Container traffic	13%	7%	3%	5%	6%	7%
Container ships	8%	7%	5%	5%	5%	6%
Container fleet	7%	8%	5%	5%	6%	6%

Source : Clarkson Research - February 2014 & Drewry Container Leasing Industry 2013/14

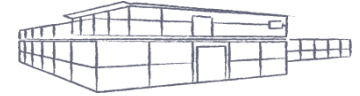
\* Forecast

# Modular Buildings: No. 2 in Continental Europe



# Modular Buildings

## A worldwide presence



### A worldwide presence

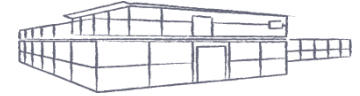


### Highlights of S1 2014

- ▶ Strong exposure to the construction sector in western Europe, which impacts on the business, resulting in low utilization rates
- ▶ Sales falling due to the repositioning of the business in France, with the stop of manufacturing on the French site, and despite an increase in second-hand sales
- ▶ A business still below the break-even point
- ▶ Continuation of the strategy of eliminating over capacity in Europe

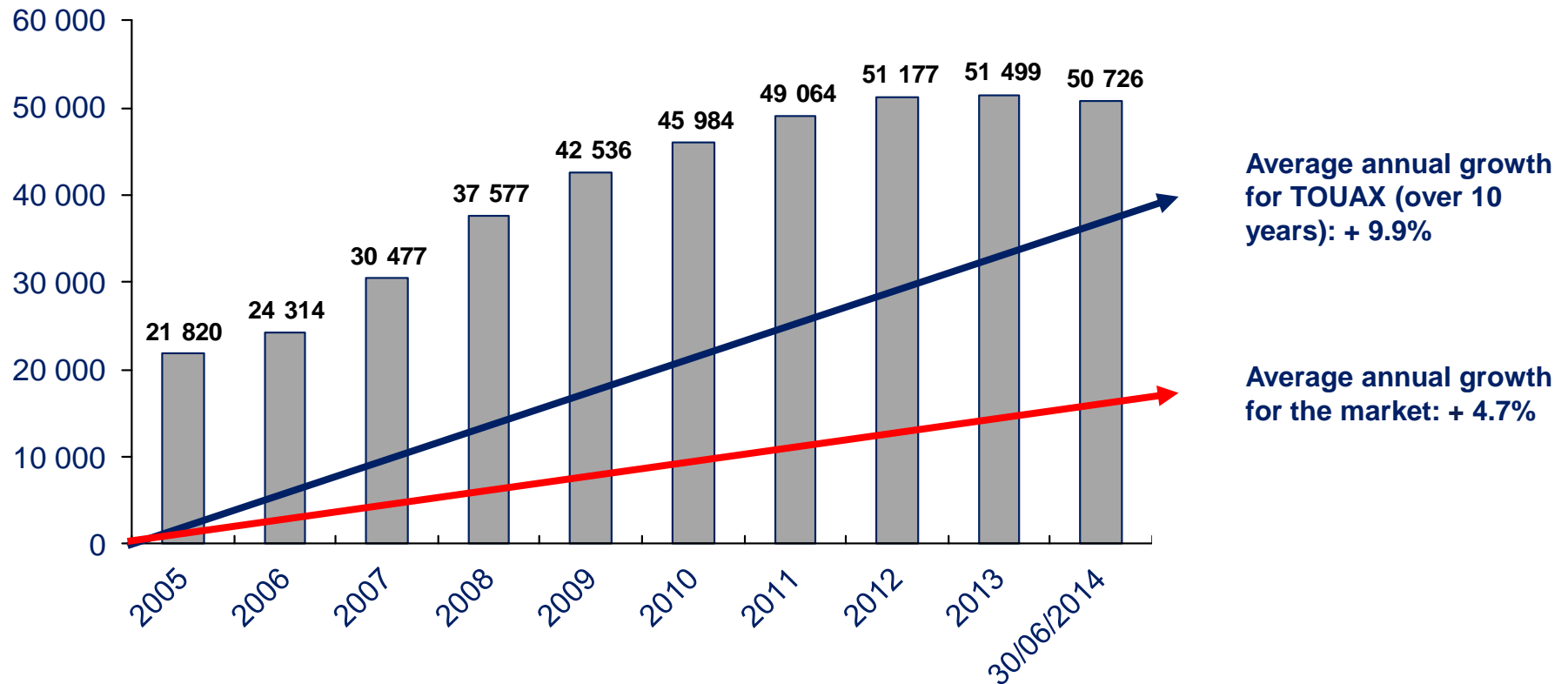
**89 % of the business in Europe**

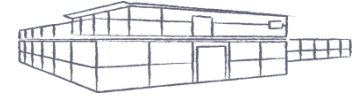
# Modular Buildings Management of the fleet



## ► Growth in modular buildings fleet

Number of modular buildings (unit)





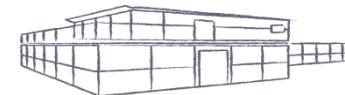
### A recent, high-quality fleet

	06/2014	12/2013
Average age	7.2 years	6.8 years
<b>Proactive management</b>		
Average utilization rate(period)	64.5%	68%
Average leasing period	20 months	22 months
Number of leasing agreements	4,818	4,771
Economic lifespan	20 to 30 years	
Depreciation	20 years	



# Modular Buildings

## Performances analysis and key figures S1 2014



### ▶ Performances analysis

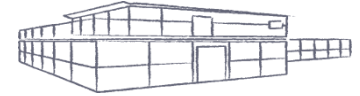
- Revenue down 10.2% due to the exposure of this business to a sluggish economic climate in the construction sector
- Low utilization rate in western Europe
- Sales down by 12.3% (€12.1m), despite an increase in second-hand sales
- A lower EBITDAR of €7.8m as a result of the economic climate
- Signs of upturns in eastern Europe
- Continuation of the strategy of eliminating overcapacity (adaptation of our production tools to demand, disposal of our equipment and development of exports)

### ▶ Key figures

(In thousands of euros)	06/2014	06/2013	12/2013
Leasing revenue	32,880	36,274	70,251
Sales revenue	12,112	13,818	32,725
<b>TOTAL REVENUE</b>	<b>44,992</b>	<b>50,092</b>	<b>102,976</b>
EBITDAR (EBITDA before distribution)	7,733	11,876	19,402
<b>EBITDA (EBITDA after distribution)</b>	<b>7,055</b>	<b>11,005</b>	<b>17,842</b>
Assets managed (gross historic value)	358,994	354,912	363,376
of which gross proprietary assets	326,813	322,731	331,195

# Modular Buildings

## Medium-term outlook



### Market

- ▶ A cyclical construction market
- ▶ Perspectives for growth in Europe remain weak a slow recovery of construction driven primarily by residential construction
- ▶ Notably Eastern Europe is improving more rapidly, spurred by infrastructure requirements and a return in non-residential construction
- ▶ Significant support by monetary policies
- ▶ Increasing requirements for the African market (site facilities for oil and mining industries, schools, offices...)



### TOUAX

- A progressive return to profitability
- Eliminating excess of our fleet
  - Adaptation of the facility center to demand
  - Sales of used equipment
  - Development of export contracts in Africa and South America
- In spite of these measures, the division will remain below the break-even point in 2014



### Medium-term objective

- Restore normal profitability in Europe
- Development of the sales in Africa and South America

# Freight railcars: N° 2 in Europe (intermodal railcars)



# Freight railcars

## An offer in Europe and in the USA



### An anchorage in Europe and in the USA



### Highlights of S1 2014

#### ▶ In Europe

- Leasing activity is recovering
- Development of new service offers linked to leasing (trading, technical management of fleets belonging to third parties).

#### ▶ In the USA

- Opportunity to sell a portion of our owned fleet in a robustly expanding market.

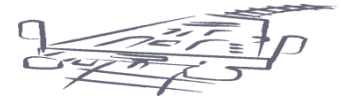
#### ▶ Other areas

- Direct selling to other geographic areas, and in particular Asia.

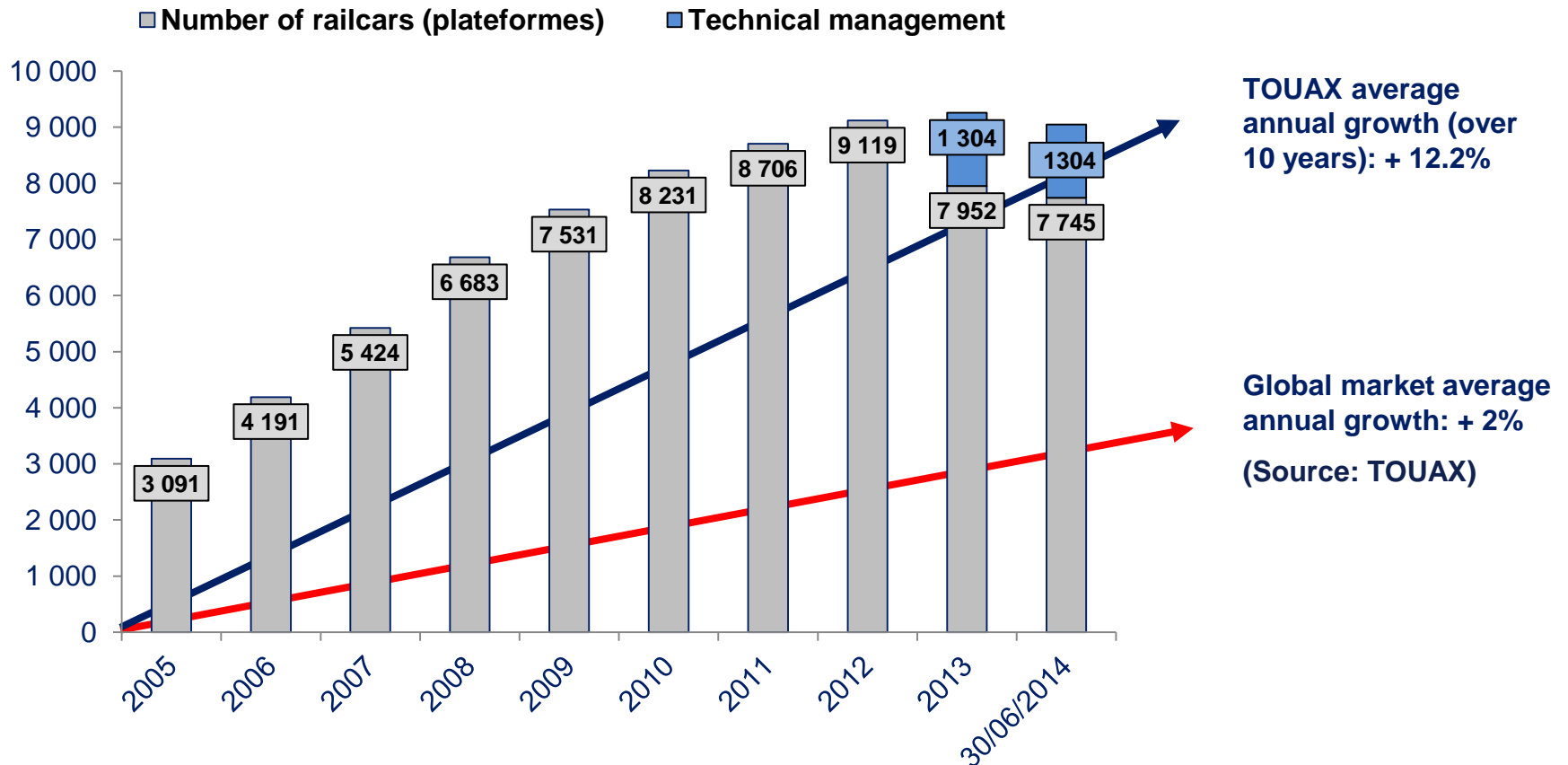
**89 % of the fleet in Europe**

# Freight railcars

## Faster growth than the overall market



### ► Growth in number of railcars



# Freight railcars

## Key figures of the railcars

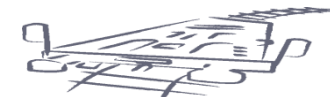


### A recent, high-quality fleet

	06/2014	12/2013
Average age of the fleet	16 years	16 years
<b>Proactive management</b>		
Average utilization rate (Europe and USA for the period)	75.8%	76.5%
Average leasing period	3.7 years	3.8 years
Economic lifespan	30 to 50 years	
Depreciation	30 years	

# Freight railcars

## Performance analysis and key figures S1 2014



### ▶ Performance analysis

- Revenue rose by 58.8% due to railcar sales in the USA
- Leasing revenue has remained virtually unchanged at +0.6%, amounting to €17.3 million, despite a steadily increasing utilization rate within Europe for the past 9 months
- An increase in EBITDA to €9m as a result of the disposal of the US owned fleet
- Signs of a recovery in Europe

### ▶ Key figures

(In thousands of euros)	06/2014	06/2013	12/2013
Leasing revenue	17,298	17,203	34,074
Sales revenue	10,675	418	910
<b>TOTAL REVENUE</b>	<b>27,974</b>	<b>17,621</b>	<b>34,984</b>
EBITDAR (EBITDA before distribution)	10,002	7,573	14,819
<b>EBITDA (EBITDA after distribution)</b>	<b>8,956</b>	<b>6,614</b>	<b>13,399</b>
Assets managed (gross historic value)	382,868	384,762	389,023
of which gross proprietary assets	240,759	242,349	247,482

# Freight railcars

## Medium-term outlook



### Market

- ▶ In Europe the situation is mixed though a slight improvement
- ▶ Structural requirement to replace the rental fleet in Europe (about 23,000 freight railcars to be built per year over 20 years compared with 5,000 at present)
- ▶ In the USA, needs arising from the extraction of shale gas and a good cereal harvest expected in 2014
- ▶ In Asia, substantial needs to ensure growth in the zone



### TOUAX

- New investments in Europe with a return of industrial clients' demand
- New investments financed by third parties without increasing indebtedness
- Establishment in Asia with the first investments planned for 2014



### Medium-term objective

- 50% growth of the total fleet under management: 15,000 railcars with 12,000 in Europe and 3,000 in the USA and in Asia



# River barges: No. 1 in Europe and in South America

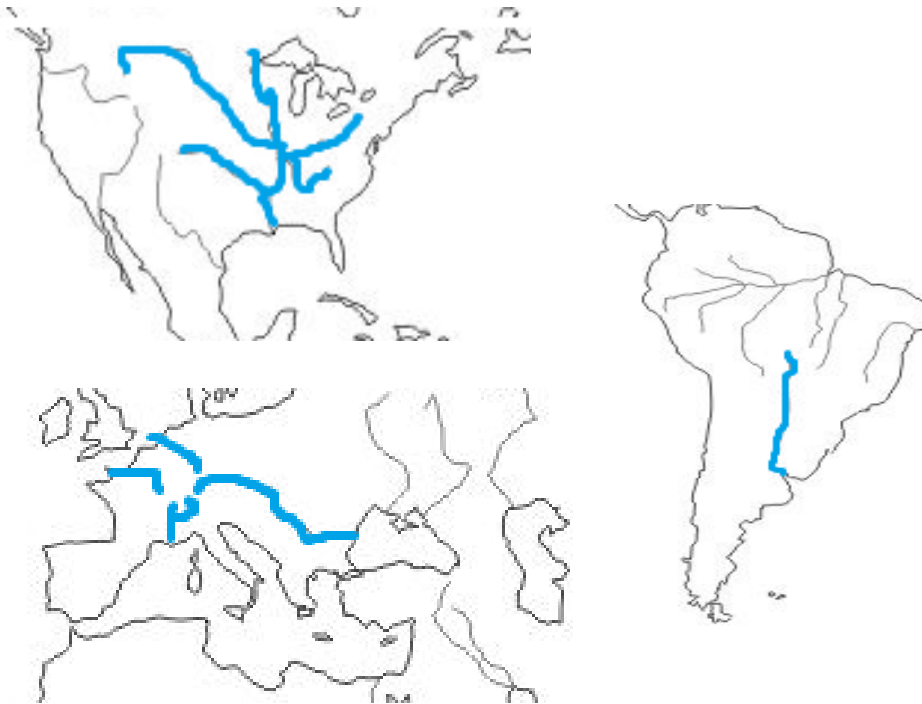


# River barges

## A worldwide presence



### A presence on 2 continents



### Highlights of S1 2014

- ▶ An increase in leasing business with a utilization rate of close to 92%
- ▶ Continued expansion of sales and trading in second-hand equipment



Loading of a barge on the Mississippi river

**55% of the assets in Europe and 37% in South America**

# River barges

## Key figures of the river barges



### A recent, high-quality fleet: 134 river barges

	06/2014	12/2013
Average age	11.7 years	11.5 years
<b>Proactive management</b>		
Average utilization rate (period)	92%	86%
Average leasing period	6.8 years	5.6 years
Economic lifespan	30 to 50 years	
Depreciation	30 years	

# River barges

## Performances analysis and key figures S1 2014



### ▶ Performances analysis

- Leasing revenue up 3.2% due to the rise in utilization rate close to 92%
- Sales of equipment for €3.7m, down as compared with 2013
- EBITDA down €3.1, due to a lower margin on equipment disposals

### ▶ Key figures

(In thousands of euros)	06/2014	06/2013	12/2013
Leasing revenue	7,823	7,577	14,919
Sales revenue	3,747	4,751	8,878
<b>TOTAL REVENUE</b>	<b>11,570</b>	<b>12,327</b>	<b>23,797</b>
EBITDAR (EBITDA before distribution)	3,103	3,812	5,558
<b>EBITDA (EBITDA after distribution)</b>	<b>3,103</b>	<b>3,812</b>	<b>5,558</b>
Assets managed (gross historic value)	98,581	115,311	98,182
of which gross proprietary assets	75,366	84,096	78,967

# River barges

## Medium-term outlook



### Market

- ▶ Recovery in Europe due to the need to renew an ageing fleet
- ▶ Raising the awareness of European authorities and governments of environmental issues
- ▶ Substantial requirements for transport of raw materials and agricultural materials in South America



### TOUAX

- Good geographical diversification with activities in North and South America and in Europe
- Development in South America and Africa in order to reduce the exposition in Europe and strengthen our leader position
- Financing of development without increasing indebtedness
- Development of sales and trading of river assets



### Medium-term objectives

- To double the fleet, especially in South America
- To increase the sales revenues

# AGENDA

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- ▶ **Part 1**      **Revenues and financing**
- ▶ **Part 2**      **Divisions presentation**
- ▶ **Part 3**      **Strategy**
- ▶ **Part 4**      **TOUAX and the Stock Market**

# One business, 4 activities and a global presence

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- ▶ A single business (operational leasing and associated services) divided into 4 activities to support **market cycles**: markets of shipping containers, river barges, freight railcars and modular buildings
- ▶ Objective of achieving a **balanced global presence**: mature and emerging markets
- ▶ Development mainly based on **internal growth**
- ▶ **Long-term patrimonial assets** secured by long-term leases and the development of associated services
- ▶ Desire to **increase the amount of assets managed** (with proprietary assets and third-party asset management evenly balanced)

# LEASING, SALE, SERVICES

A late cyclical economic model

Long-life assets

Standardized and mobile equipment

## Key advantages TOUAX

▶ Recurrent cash flow

▶ Balanced risk management (proprietary vs third party)

72% of recurrent leasing revenues

▶ Strong leading positions

▶ Diversified markets on different zones

Multi-year leasing contracts

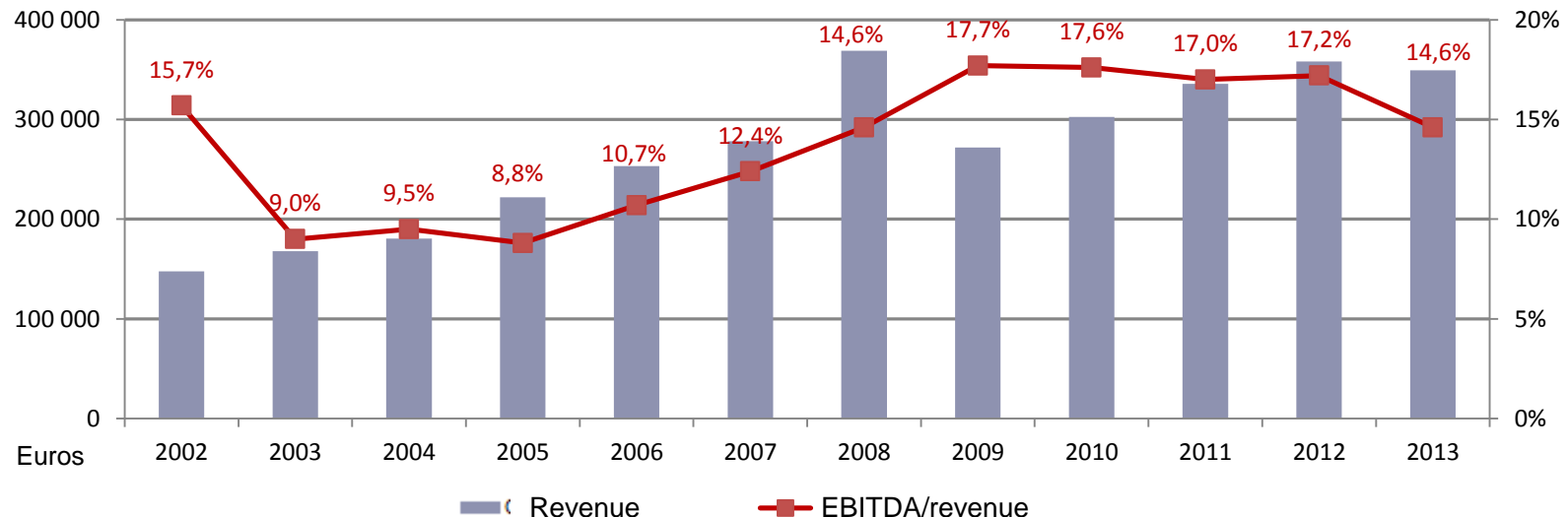
Low obsolescence stemming high residual value



# LEASING, SALE, SERVICES

## A late cyclical economic model

- ▶ Good resilience in 2008 et 2009 due to long term contracts
- ▶ Strong recovery in Asia from July 2009 allowing the Shipping Containers activity to bounce back. But the European crisis in 2011-2013 did not enable the Modular Building and the Freight Railcars activities to recover, generating a fall in utilization rates and/or leasing rates as the leases were renewed (75% of the Group's owned assets are concentrated in these 2 activities in Europe)
- ▶ Increased impact on the net result due to the discontinuation or the slowing down of the 2 assembly plants in the Modular Building activity in 2013
- ▶ Progressive increase in utilization rates and leasing rates as from 2014/2015



# GROUP STRATEGY AND OUTLOOK

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## In 2014/2015

- ▶ **A gradual improvement** in the Modular Buildings activity and Shipping Containers business holding up well, although below the figure for 2013
  
- ▶ **Debt reduction objectives and increase in liquid assets and free cash flow**, with:
  - the disposal of high value assets which are non-strategic or not leased
  - financing of growth by third-party investors
  - improvement in utilization rates
  - cost optimization

# AGENDA

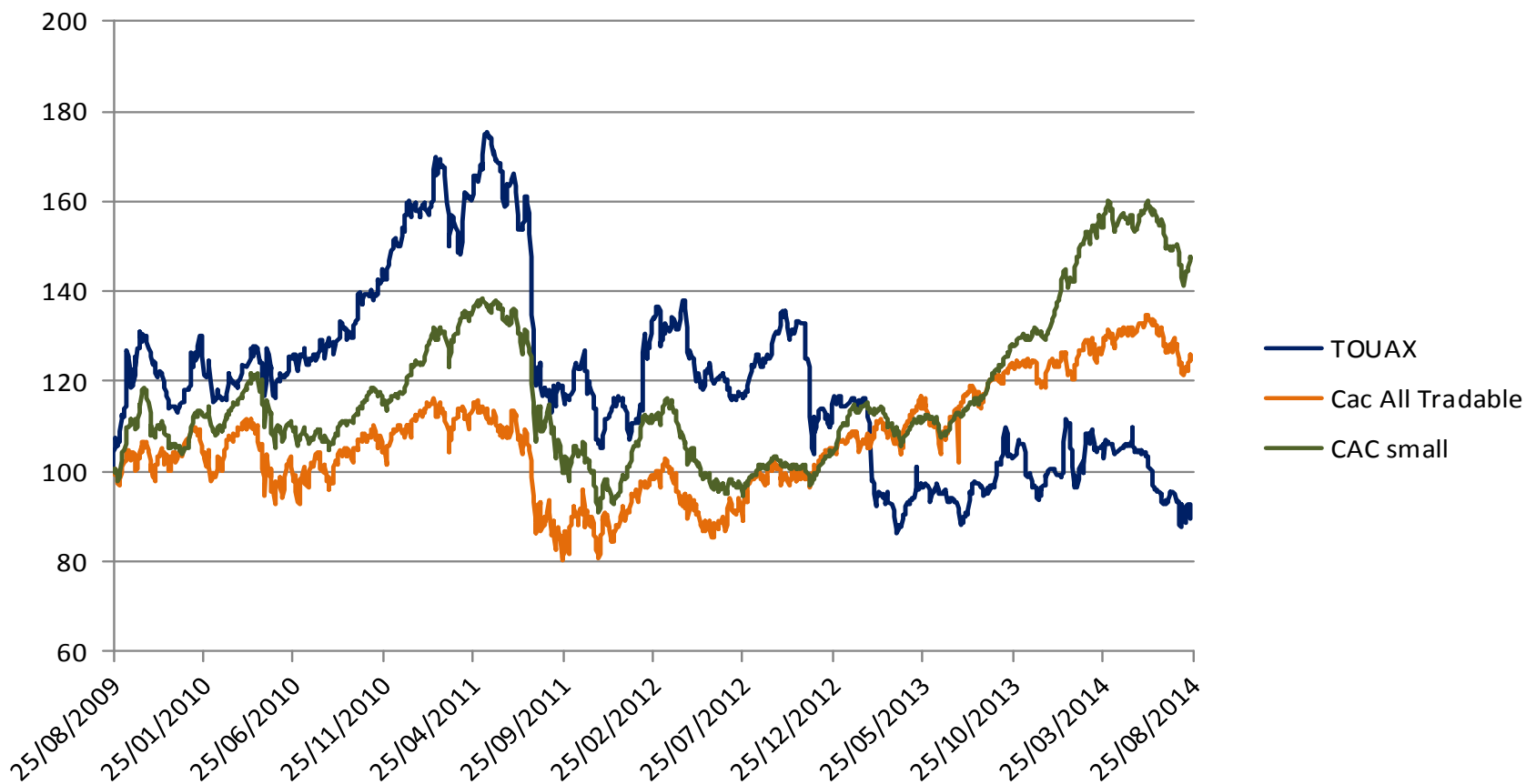
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- ▶ **Part 1**      **Revenues and financing**
- ▶ **Part 2**      **Divisions presentation**
- ▶ **Part 3**      **Strategy**
- ▶ **Part 4**      **TOUAX and the stock market**

# TOUAX and the stock market

## Share prices

Share price over 5 years (base 100 on 08/25/2009)



- ▶ TOUAX has been included in the CAC® Small and CAC® Mid & Small in France and in the SRD Long-only

# TOUAX and the stock market

## Stock market data

	06/2014	2013	2012	2011	2010
Number of shares (in thousands)	5,884	5,884	5,740	5,720	5,696
Market capitalization (in €m)	105.50	111.44	124.62	124.71	167.82
Consolidated shareholders' Group equity (€m)	164.66	156.86	148.98	146.88	140.20
Price to Book Ratio (excluding hybrid capital )	0.92	0.90	0.84	0.85	1.20
Annualized net earnings per share (€)	(1.54)	(2.63)	1.60	2.35	2.33
Highest share price (€)	21.03	21.45	26.15	32.99	29.49
Lowest share price (€)	17.92	15.71	19.19	19.60	17.13
Average daily trading volume (in number of shares)	3,093	4,622	3,771	4,177	4,115
Closing price	17.93	18.94	21.71	21.80€	29.49€
PER	-11.66	-7.20	13.57	9.28	12.66
Overall net distributions per share (€)	0.50	0.50	1	1	1
Overall return per share	2.8%	2.6%	4.6%	4.6%	3;4%

- ▶ Long-term stable management in line with shareholders' interests
- ▶ PBR below the market capitalization, unlike its peers

# Questions & Answers

For further information, visit  
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