



Your operational leasing solution for  
sustainable transportation

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# 2023 Full-Year Results

Conference call  
March 22, 2024



# Warning

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This presentation does not constitute an offer to sell or a solicitation of an offer to buy TOUAX SCA (the "Company") shares.

It may contain forward-looking statements. These statements are not forecasts of the Company's results or any other performance indicator, but represent trends or objectives, as the case may be.

By its very nature, the Company is exposed to risks and uncertainties as described in the universal registration documents filed with the Autorité des Marchés Financiers (AMF).

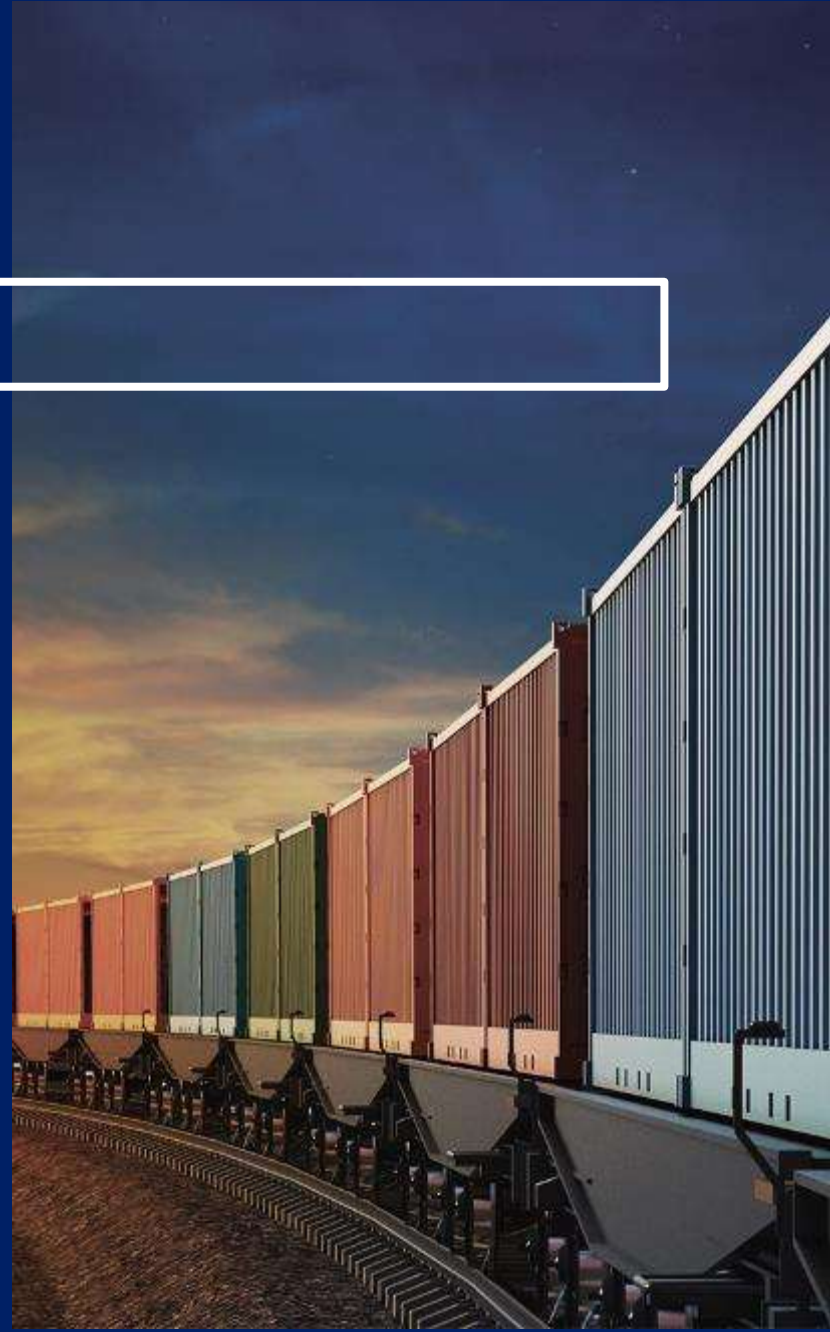
This document contains only summary information and should be read in conjunction with the Company's Universal Registration Document and the consolidated financial statements and management report for the year ended December 31, 2023.

The net asset value is given for information purposes only, based on independent, unaudited valuations.

Further information about TOUAX SCA can be found on the Group's website ([www.touax.com](http://www.touax.com)), in the Investor Relations section.

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- ▶ **Recurring and solid business model**
- ▶ **Profitability and fleet development**
- ▶ **Business outlook**
- ▶ **Valuation of assets and stock market**



**An operating lessor of sustainable transport assets**



**€1.2bn**  
Assets under management



**3 standardised assets**



**~ 250**  
Employees (\*\*)



**A unique business in infrastructure transport in operation since 1853**



**A global presence**



### 3 Main Markets

**\$124bn (\*)**  
> 54 million containers worldwide transporting 53% of freight by value



**€30bn**  
6,000 barges in Europe and 25,000 in the Americas



**€75bn**  
700,000 wagons in Europe and 320,000 in India



(\*) Estimated replacement value, based on an average market price of \$2,300/Ceus (source: Touax)

(\*\*) including 102 employees in the Modular Buildings division

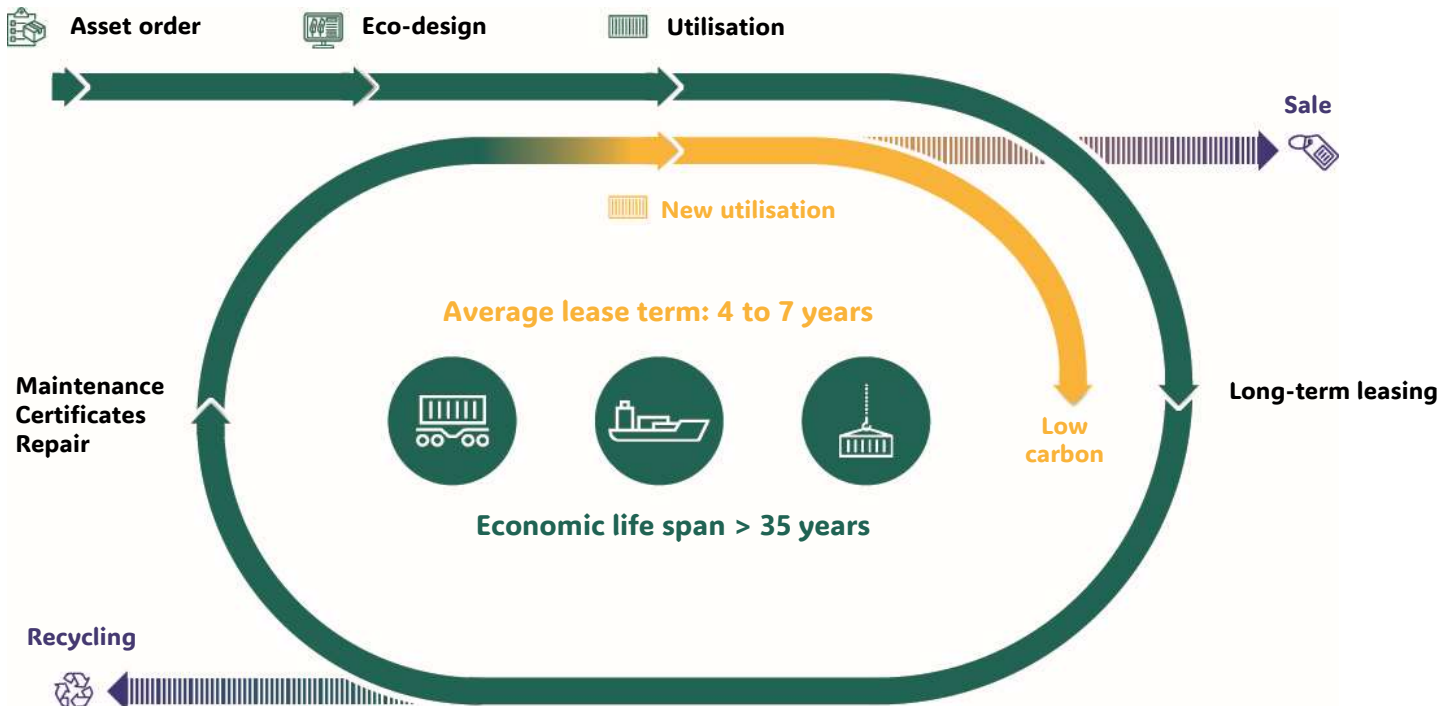
# The TOUAX ecosystem

At the heart of the real economy and sustainable transport



# TOUAX, a key player in the low-carbon transports

## A sustainable value chain



24 G CO2 / TONNE-KM\*



33 G CO2 / TONNE- KM\*



7 G CO2 / TONNE - KM\*

\*vs. 137g CO2 / tonne-km for road transportation  
Source: Environmental European Agency, 2020

# A strengthened CSR commitment

## Underpinned by TOUAX's unique positioning



- ▶ **Creation of a CSR Committee** chaired by a member of the Supervisory Board (led by Touax managing partners)
- ▶ **TOUAX joined the UN Global Compact Initiative:** the group has always been committed to social and environmental responsibilities, aligning with the core values of the United Nations and the **10 universally accepted principles** in the areas of human rights, labour, environment and anti-corruption
- ▶ **Ecovadis 2023 Gold Medal for its second extra-financial rating, with a score of 72/100.** TOUAX is now part of the **Top 5%** of companies with the best ratings across all business sectors
- ▶ **As part of the EthiFinance 2023 campaign (ex-Gaia Research), Touax received a score of 70/100** (+6 points vs. 2022 score)
- ▶ **Sustainable financing strategy:** implementation of a **Green Finance Framework** linked to the EU taxonomy to support TOUAX's green financing - **75% of the Group's financings have a sustainable nature**
- ▶ **CSR action plan underway for 2024** as part of continuous improvement, which will result in a strengthening of policies, actions and reporting

*. EcoVadis: evaluation of the main CSR impacts according to four themes: Environment, Social & Human Rights, Ethics and Responsible Purchasing*

*. EthiFinance Rating: listed company assessment according to a benchmark of approximately 140 criteria divided into 4 areas: Environment, Social, Governance and External Stakeholders (ESG-PPE).*

# TOUAX

## Leading positions in 3 activities

	Freight railcars	River barges	Containers
			
<b>Assets under management*</b> €1,226m	<b>No. 2 in Europe</b> (intermodal wagons) & India <b>Assets €600m</b>	<b>No. 1 in Europe &amp; South America</b> <b>Assets €86m</b>	<b>No. 1 in Europe</b> <b>#3 worldwide in management for third-party investors</b> <b>Assets €533m</b>
<b>Owned* assets</b> €640m	<b>€417m</b> 70%	<b>€83m</b> 97%	<b>€133m</b> 25%
<b>Management on behalf of third parties</b> €586m	<b>€183m</b> 30%	<b>€3m</b> 3%	<b>€400m</b> 75%
<b>Geographical presence</b> % of revenue	<b>Europe 90%</b> <b>India 10%</b>	<b>Europe 79%</b> <b>Americas 21%</b>	<b>Global activity</b> 100 %

\* of which €8m in the Modular Buildings business. The Freight Railcars division, 51% owned by the group, is fully consolidated



# TOUAX's sources of revenue

Recurring, diversified and scalable

## Leasing (€90.8m\*) and Sales revenues (€57.2m\*)



## Management fees (€9.2m \*): net additional contribution to EBITDA



\* Figures at 31 December 2023

# A diversified customer base

Long-standing, first-class relationships

## Freight railcars



> 20 years

## River barges



> 20 years

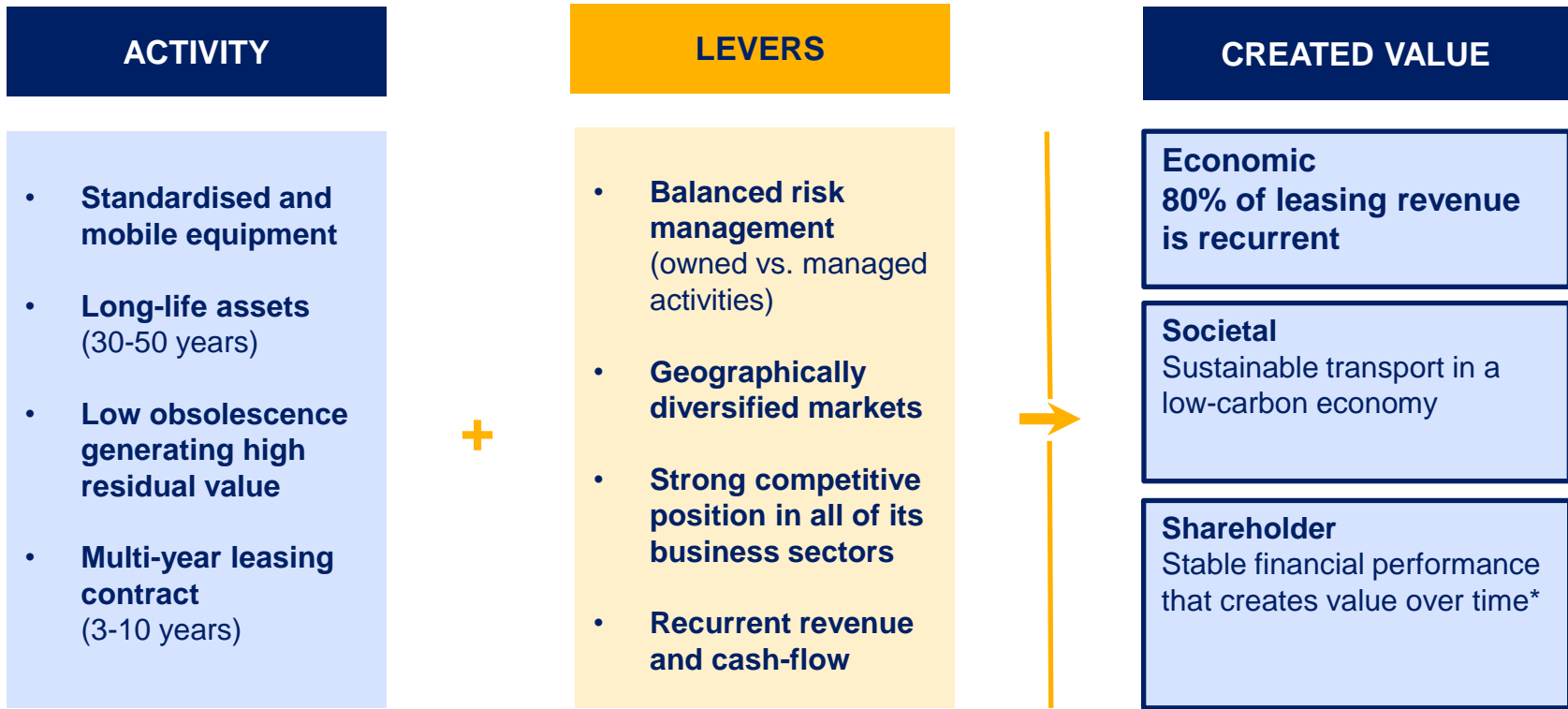
## Containers



> 30 years

# Strength of the business model

## Recurrence and creating value



\* Higher net asset value per share and dividend payment

As of December 31st 2023:

- ▶ **80% of leasing revenues** over the next 12 months already secured
- ▶ **Future lease receivables** under operating leases amount to **min. € 249.4m**

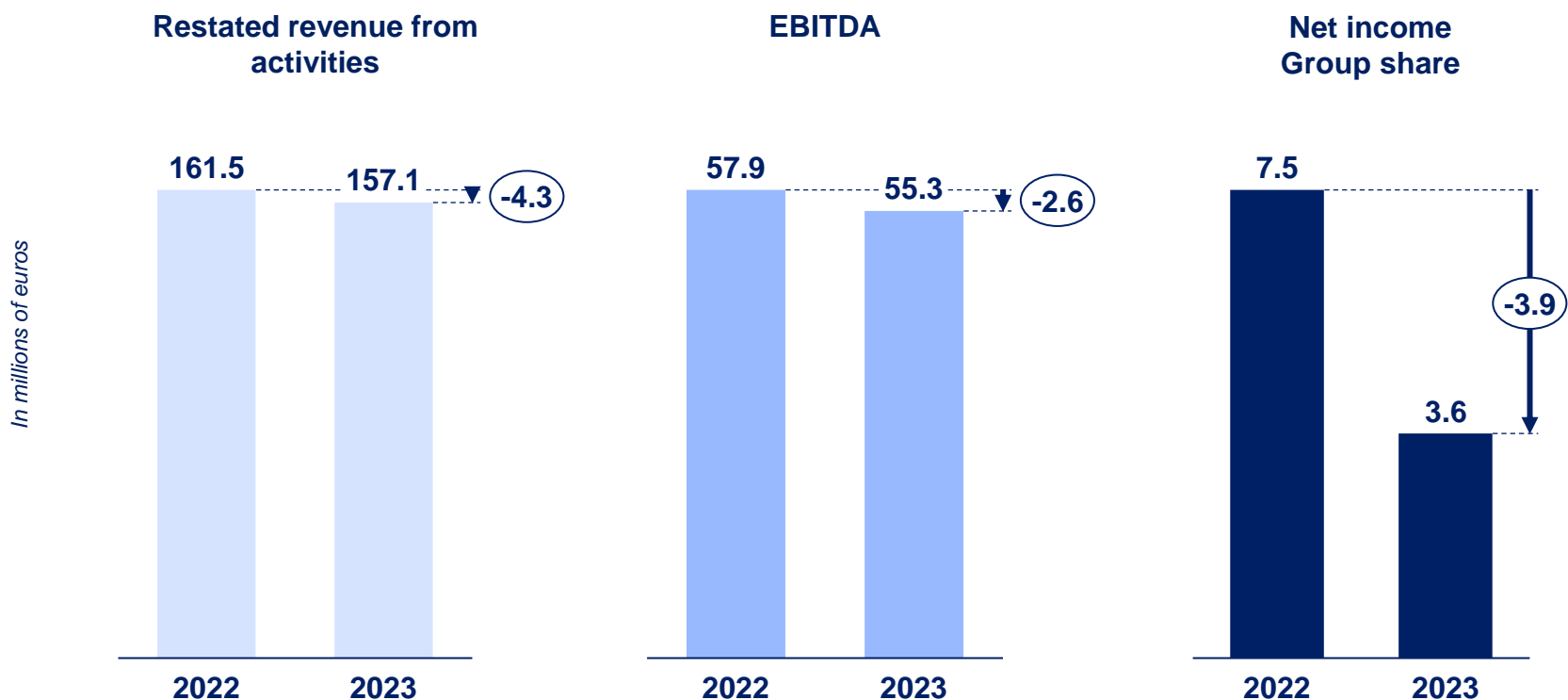
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# Results at 31 December 2023

## EBITDA resilience in a context of normalisation of containerised traffic



**Net profit, Group share: €3.6m at 31 December 2023, down -€3.9m**, mainly due to:

- the decrease of container sales as business normalises after an exceptional year in 2022
- the impact of interest rate increase on the Group's debt

# Restated income statement - 31 December 2023

## Positive results

<i>in millions of euros</i>	2023	2022	Variation
Owned equipment leasing activity	90.8	91.7	-1%
Owned equipment sales activity	57.2	58.8	-3%
Management and other activities	9.2	10.9	-16%
<b>RESTATED REVENUE FROM ACTIVITIES (*)</b>	<b>157.1</b>	<b>161.5</b>	<b>-3%</b>
<b>EBITDA</b>	<b>55.3</b>	<b>57.9</b>	<b>-5%</b>
Depreciation and impairments	-29.5	-26.9	10%
Other financial income and expenses	2.4	0.0	100%
<b>OPERATING INCOME</b>	<b>28.3</b>	<b>31.1</b>	<b>-9%</b>
<b>FINANCIAL RESULT</b>	<b>-21.0</b>	<b>-15.4</b>	<b>36%</b>
<b>CONSOLIDATED NET INCOME</b>	<b>5.8</b>	<b>9.4</b>	<b>-38%</b>
Of which Group share	3.6	7.5	-52%
Of which minority interests	2.2	1.9	15%
<b>Earnings per share (€)</b>	<b>0.52</b>	<b>1.07</b>	<b>-51%</b>

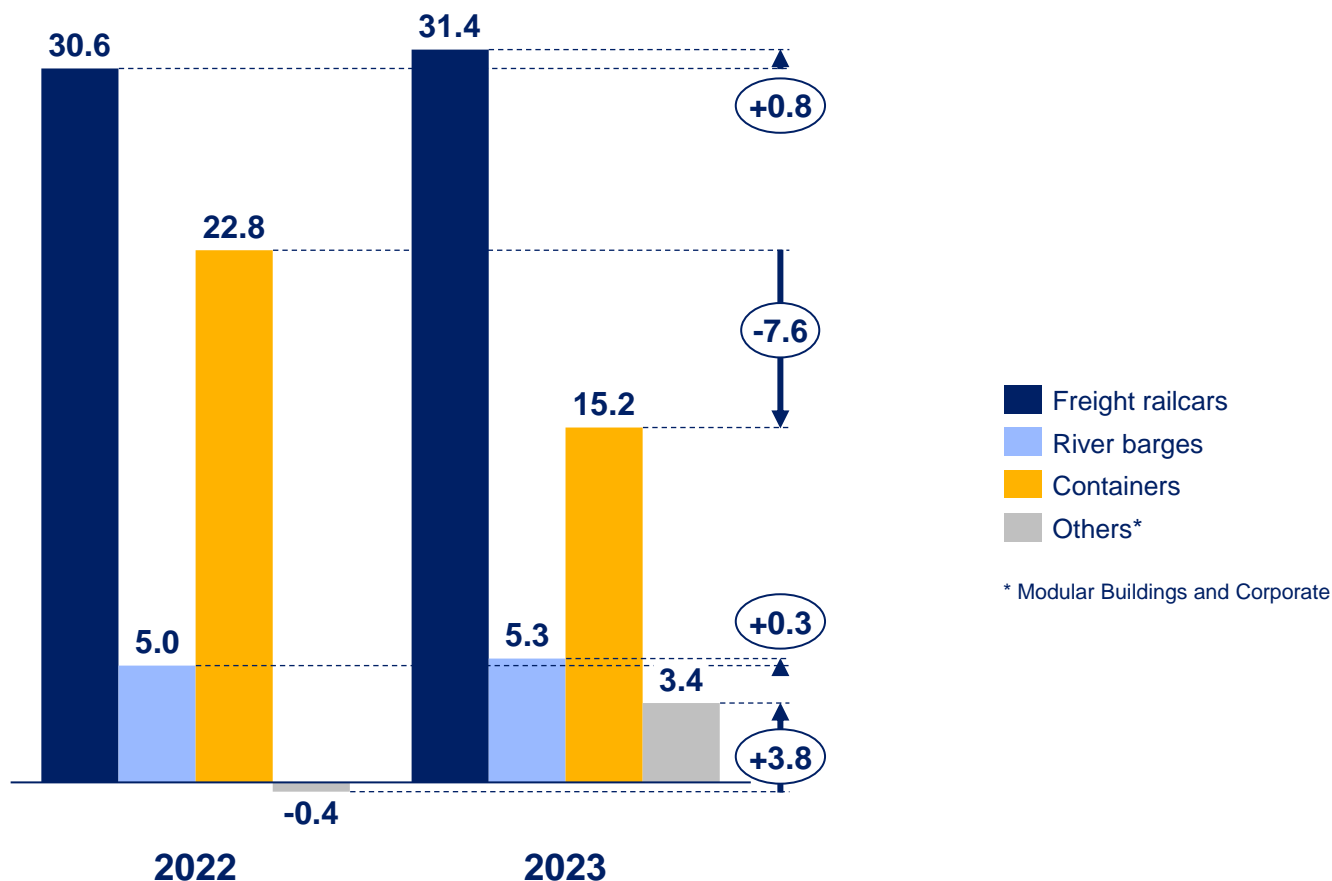
- ▶ **EBITDA down by -€2.6m**, mainly due the normalisation of the container market leading to lower container sales but partially offset by the leasing activity and higher modular sales.
- ▶ **Operating income down by -€2.8m, with higher depreciation and impairments (-€2.6m) but compensated by exceptional items of +€2.4m** (including an accounting profit of +€3.5m following the purchase of the minority shareholding in the residual Modular Buildings business, and a conviction of -\$1.0m following a ruling on a former dispute in the Modular Buildings business sold in the United States).
- ▶ **Net income Group share of €3.6m**, impacted by a lower operating income and the -€5.6m increase in net financial expenses (higher interest rates). The lower EBITDA and the interest rate increase, despite the hedgings in place, are the 2 main items impacting the net income.

(\*) Restated presentation for a better understanding of owned and managed activities

# EBITDA performance by division

## Improvement out of Containers activity

In millions of euros



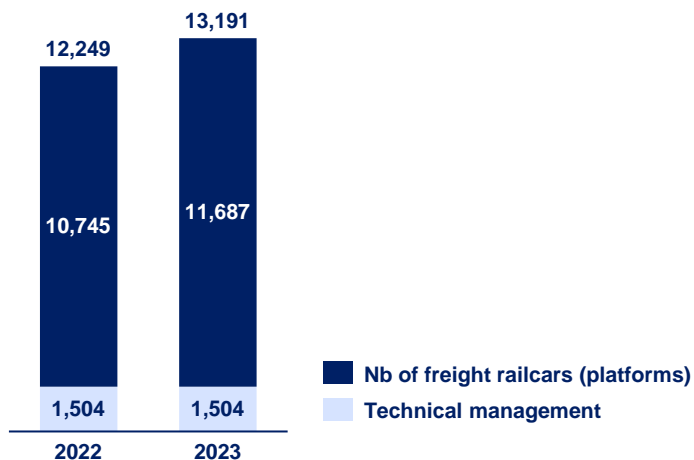
- ▶ Higher operating performance for the Freight Railcars, River Barges divisions and others: **+5.0m€**
- ▶ Normalisation of containerised traffic leading to a lower Containers EBITDA: **-7.6m€**

# Freight railcars

## A recent fleet on long-term leases



### Slight fleet increase



### Fleet mapping - 31 December 2023

- ▶ Economic life span: 30 to 50 years
- ▶ Book depreciation: 36 years
- ▶ Weighted average age of the global fleet: 16.2 years
- ▶ **Weighted average age\* of owned fleet: 10.9 years**
- ▶ Average utilisation rate: 88.7%
- ▶ **Average lease term: 4.4 years**

\* Net book value weighting



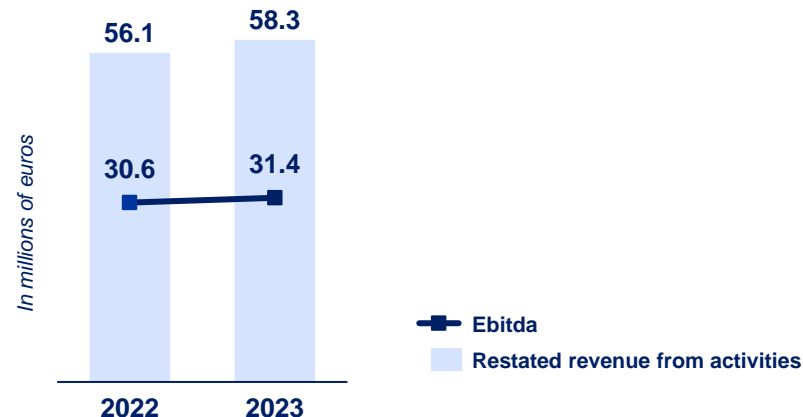


# Freight railcars

## Business growth



### A good level of operating performance



#### Restated revenue from activities: +€2.1m (+3.8 %)

- ▶ Owned activity up by +€2.0m (+4%), with a higher average utilisation rate of 88.7%
- ▶ Stable management activity (+€0.12m)

#### EBITDA up slightly: +€0.8m (+3 %)

- ▶ Higher operating expenses related to maintenance and repairs (-€1.1m) and higher general and administrative expenses (-€0.7m)
- ▶ Lower cost of sales (+€0.4m)

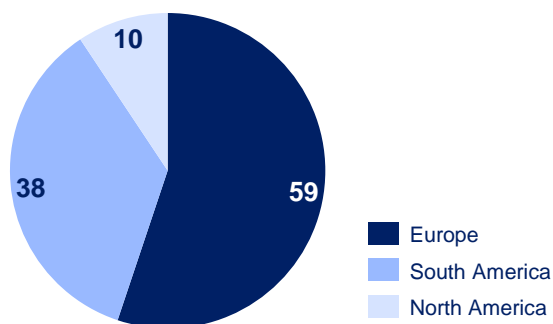
# River barges

A balanced portfolio between Europe and the Americas



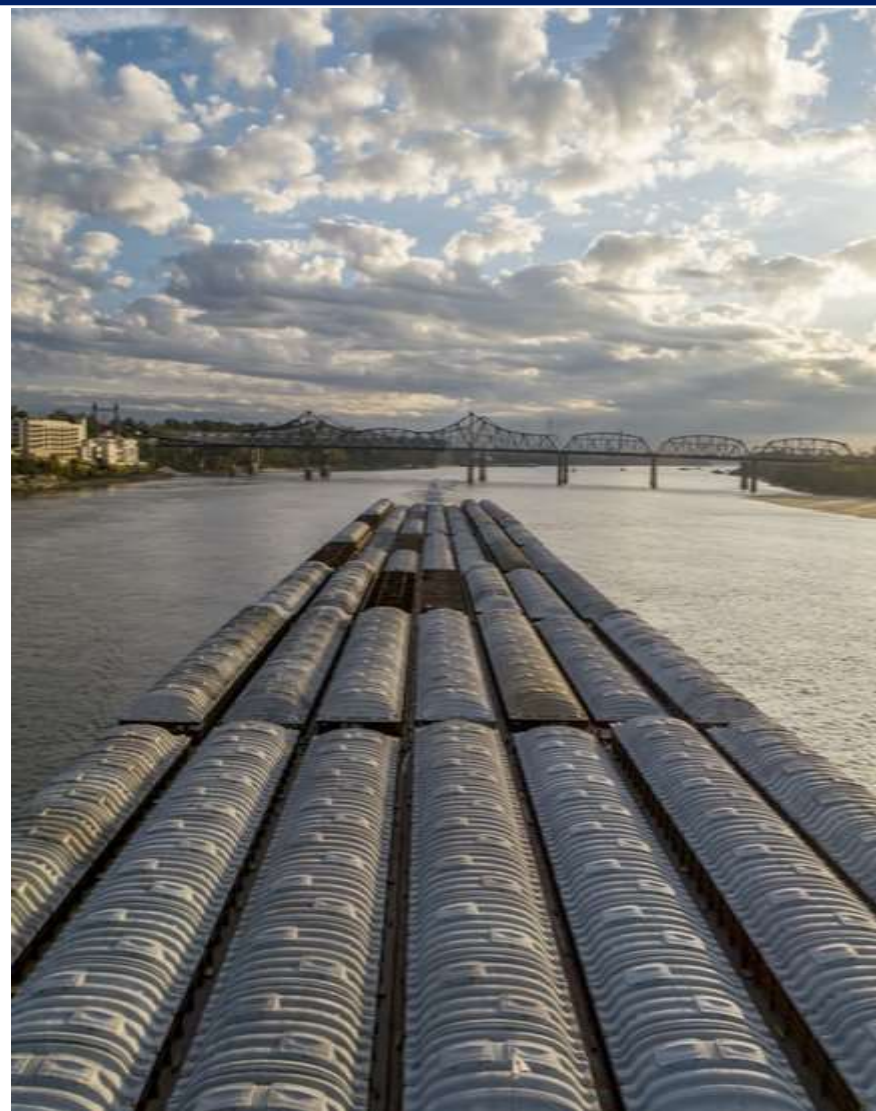
## A leading position in Europe

Number of river barges: 107



### Fleet mapping – 31 December 2023

- ▶ Economic life span: 30 to 50 years
- ▶ Book depreciation: 30 years
- ▶ Weighted average age of the global fleet: 15.3 years
- ▶ Weighted average age\* of owned fleet: 13.9 years
- ▶ **Average utilisation rate: 100%**
- ▶ Average lease term: 5.2 years



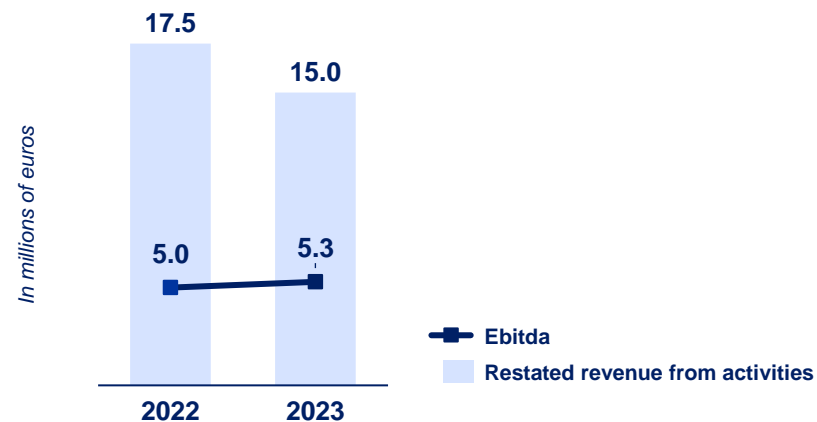
\* Net book value weighting

# River barges

## Higher operating margin



### Improving operational performance



#### Lower restated revenue from activities (-€2.5m ; -14 %)

- ▶ Leasing income up by +€0.4m, with 100% of barges leased over the year
- ▶ Decline of -€2.9m in ancillary activities, related to chartering activity on the Rhine basin after the dynamism of 2022

#### EBITDA up by +€0.3m (+6%)

- ▶ Lower operating expenses (+€2.9m) due to lower chartering volume

# Containers

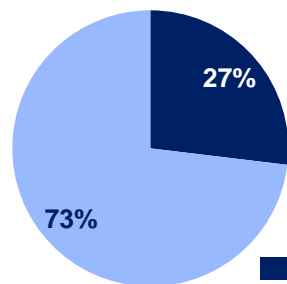
At the heart of international trade



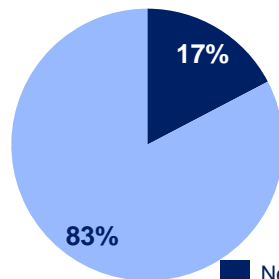
## Dynamic fleet management

Number of managed containers  
(TEU): 327,922

Number of sold containers  
(TEU): 76,803



Owned  
For third-parties



New  
Second-hand

### Fleet mapping – 31 December 2023

- ▶ Economic life span: 15 years (maritime), 20 years (land)
- ▶ Book depreciation: 13 years with RV between \$1,000 and \$1,400
- ▶ **Weighted average age\* of owned fleet: 6.4 years**
- ▶ Competitive average price of owned containers, thanks to dynamic fleet management: \$1,508/CEU \*\*
- ▶ Average utilisation rate: 95.1%
- ▶ **Average lease term: 7.0 years**
- ▶ Proportion of leases of 3 to 10 years: 81.1%

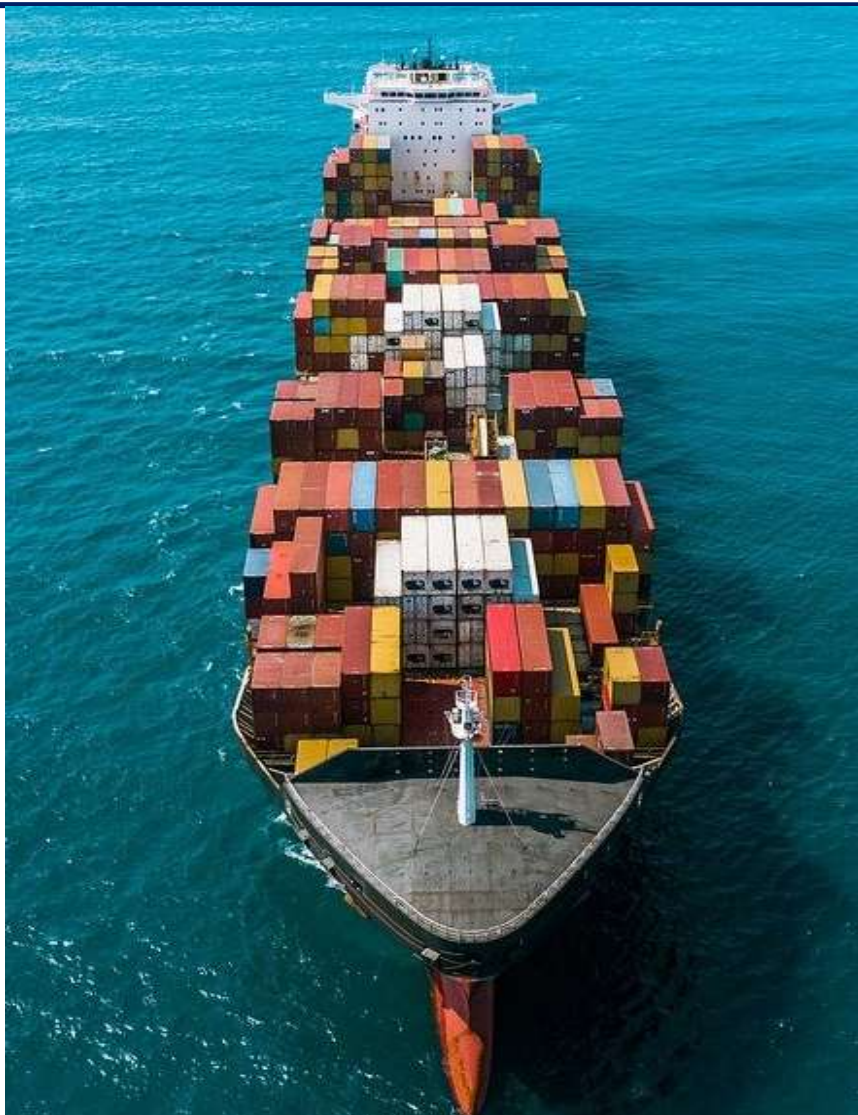
\* Net book value weighting

\*\* Net book value of owned containers, excluding leasing with purchase option

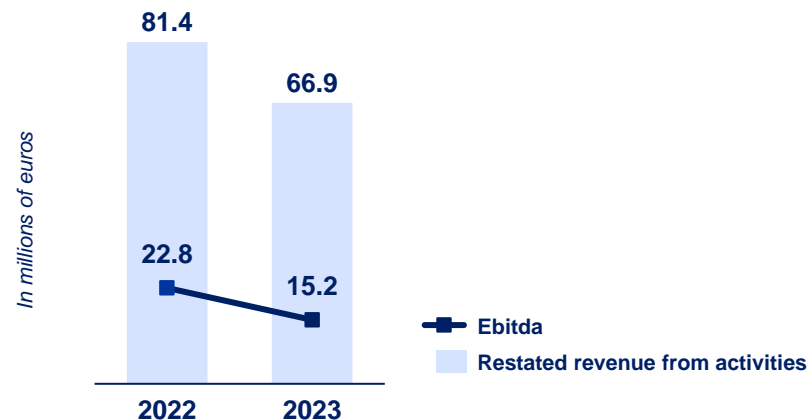


# Containers

## Normalised sales after two exceptional years



### Adjustment of the performance



#### Restated revenue from activities: -€14.5m (-18%)

- ▶ Growth in leasing income: +€1.2m (+8 %)
- ▶ Market normalisation in 2023: fall in sales of owned equipment of -€11.0m, fall in pick-up charges of -€2.8m
- ▶ Management activity: -€1.9m

#### EBITDA rate\* of 22.8% (vs 28.0% at end December 2022)

- ▶ Lower cost of equipment sales (+€5.2m)
- ▶ Lower operating expenses (+€1.8m)

\* EBITDA / Restated revenue from activities

# Asset management

## Additional contribution to revenues and growth



### Investors, strategies and key elements

- ▶ **Investor criteria for selecting Touax assets:**
  - ▶ Diversification strategy in relation to financial markets
  - ▶ Investment in real assets as a natural hedge against inflation
  - ▶ Recurring returns
  - ▶ Long-life tangible real assets in the heart of the sustainable transport
  - ▶ Assets supporting sustainable development and reducing CO2 emissions
- ▶ **Long-term management contracts** (12-15 years)
- ▶ **Touax does not guarantee investors a minimum return**
- ▶ **Assets owned and managed pooled to align interests**
- ▶ **Asset management favourable to Touax's business**  
(additional income and growth, fully scalable without the need to invest in Touax's balance sheet)



# Asset management

## A stable investment platform



### Asset management in brief

#### ► Types of investor

- **38 investors:** insurance companies, pension funds, family offices, finance companies and infrastructure funds
- **Investments through funds:** TOUAX is the operating partner of an open-ended Luxembourg SICAV-SIF (Real Asset Income Fund S.C.A with €170m invested or available assets in 2 separate funds); and the new operating partner of a SICAV-SIF with EIB as lead investor (€240m to be invested over 4 years).
- **Direct investors (managed accounts):** 10 investors spread over more than 20 investment pools for €395m

#### ► 2023 highlights and outlook

- **Syndications completed in 2023:** €30m globally in Containers and Freight Railcars.
- **Share of assets under management: €586m (-9.6%)** with the successful disposal of assets as part of end-life investment programs.
- The normalisation of prices is creating new investment opportunities.
- **Available syndication capacity in 2024: €134m**
  - +€34m for Wagons
  - +\$85m for Containers
  - +€20m for Barges

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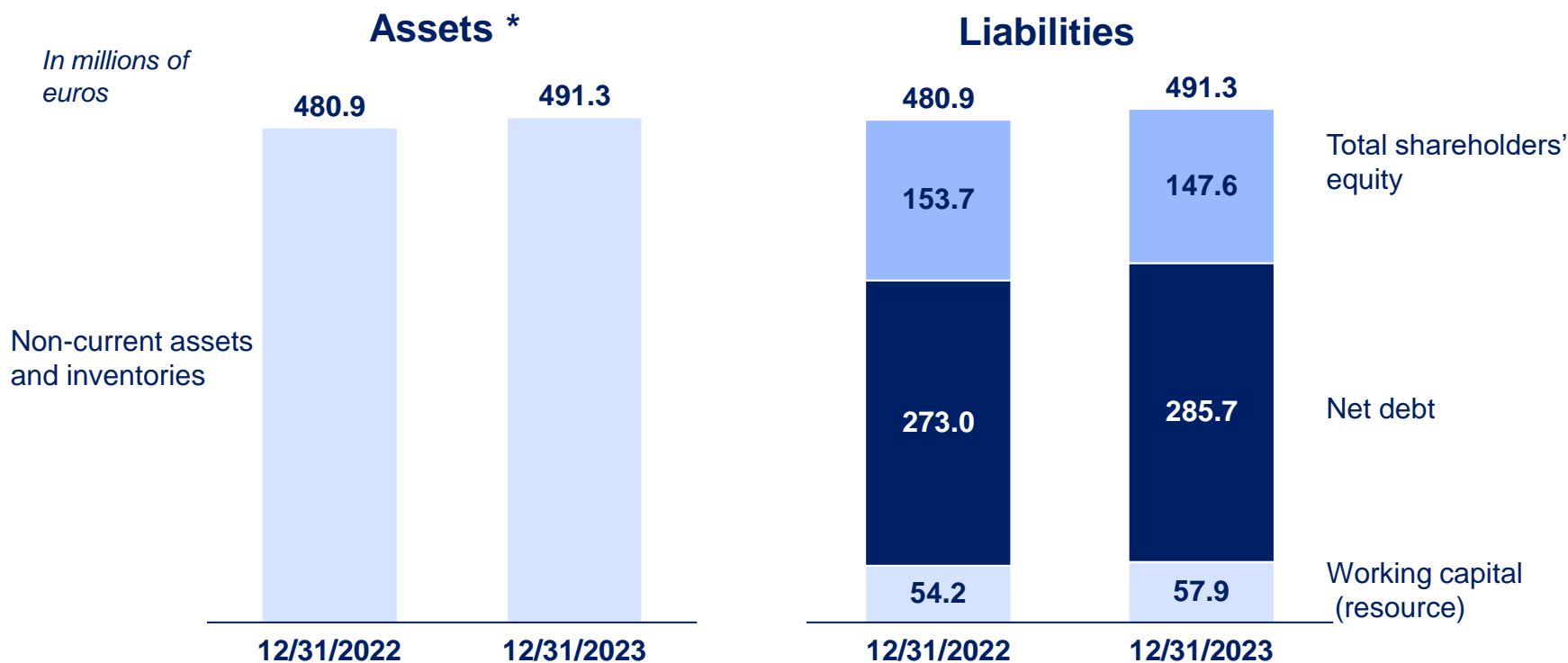
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# Balance sheet

Strong equity position with net debt financing exclusively tangible assets



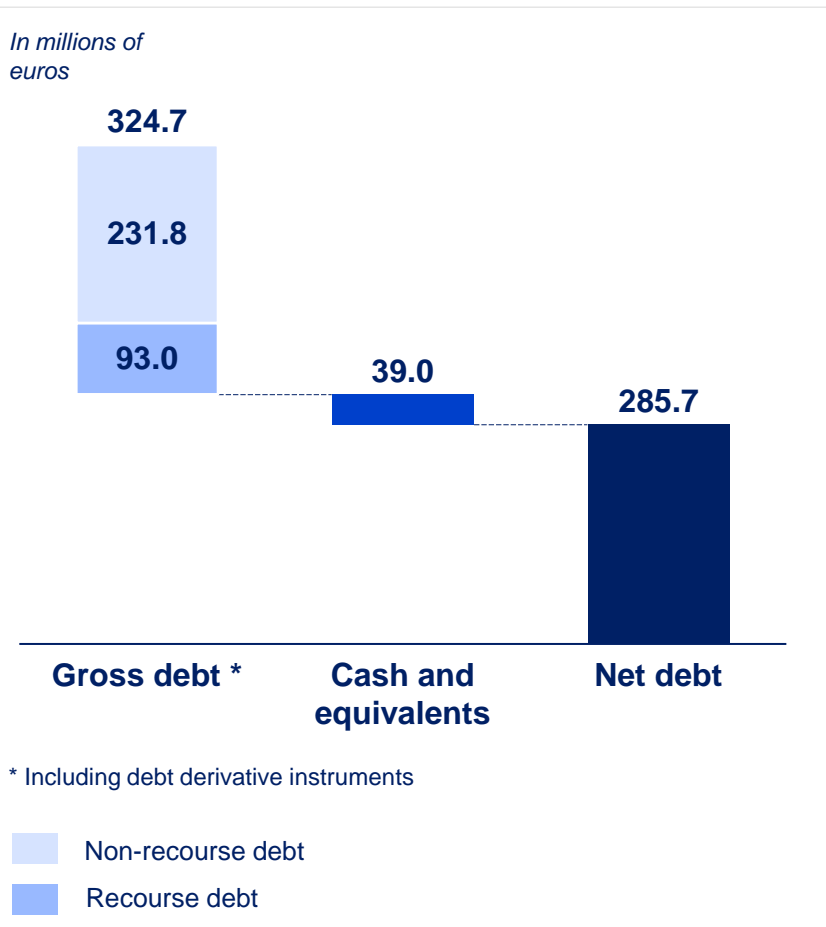
\* Of which goodwill and intangible assets: €6.4m

- ▶ **Change in total shareholders' equity with dividends paid to minority shareholders** (Freight Railcar division), **the effects of US dollar drop** (on US dollar reserves) **and the decrease of market value for derivative instruments** (change in interest rates)
- ▶ **Net debt increased by +€12.7m:** decrease in gross debt but higher decrease in cash position, resulting from the year's investments

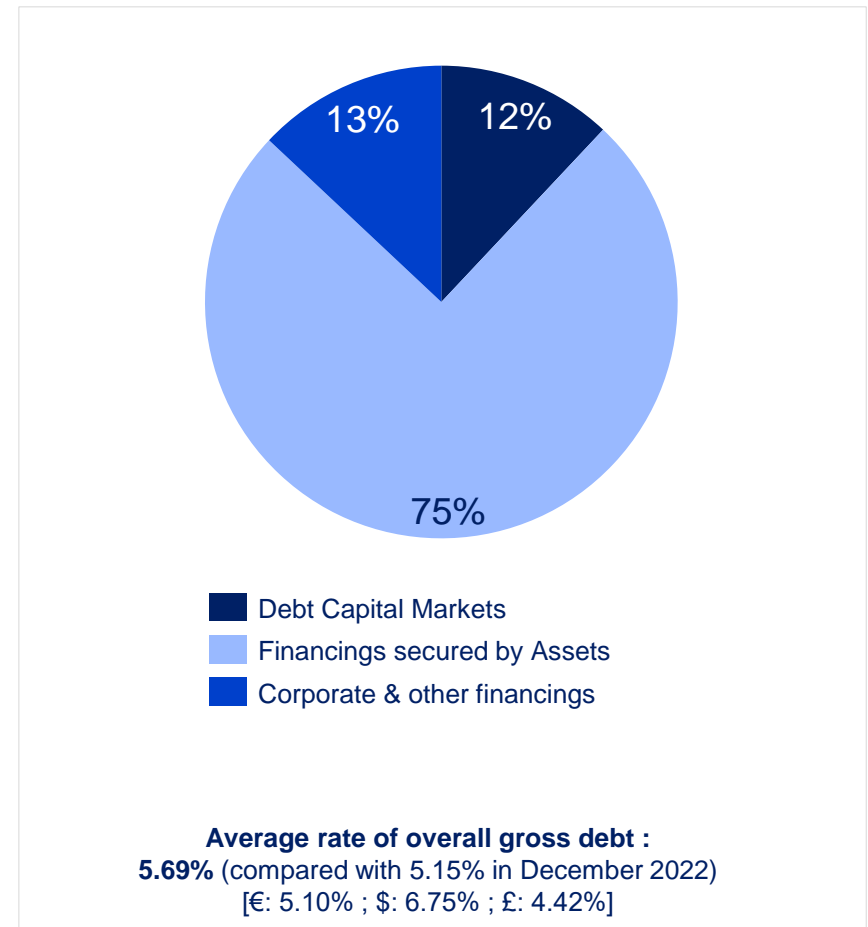
# Debt profile

71% of debt without recourse to Touax SCA

## From €325m gross debt to €286m net debt



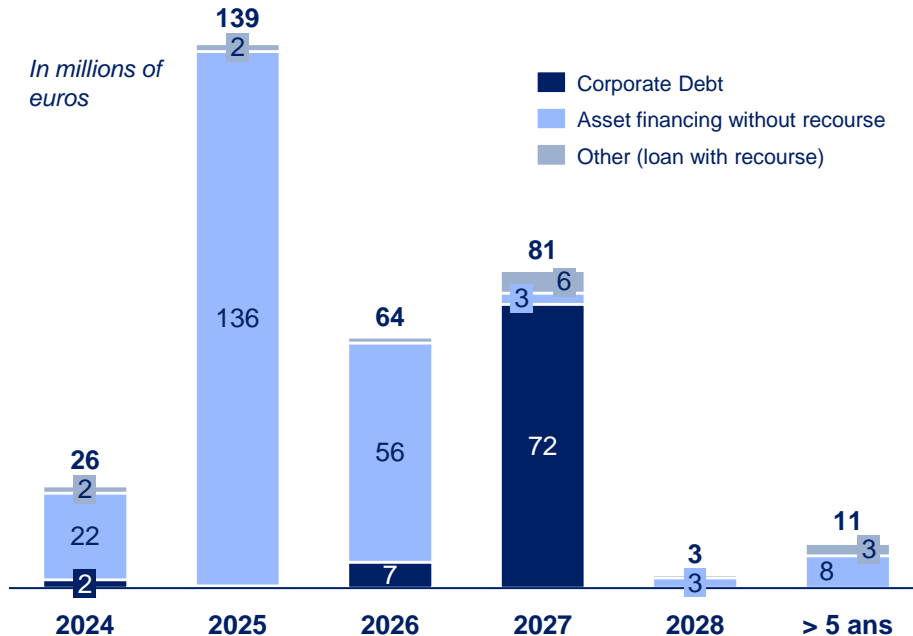
## Breakdown of financing sources



# Credit profile

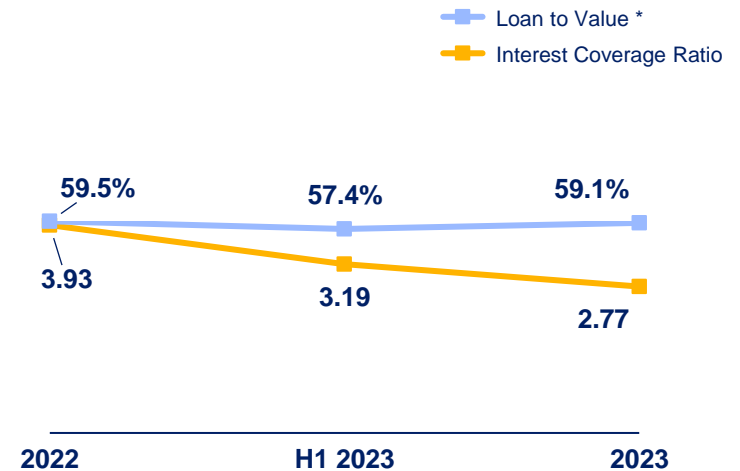
## Financial ratios compliant as of 31 December 2023

### Maturity schedule



- ▶ **Renewal of Asset-backed financings: inherent to TOUAX's business** (€137m for the Freight railcars division in 2025 and €53m for the Containers division in 2026).
- ▶ **Corporate debt:** mid-2027 maturity for the **club-deal loan** (€34m) and the **EuroPP bond** (€38m)

### Financial ratios: LTV & ICR



- ▶ **Loan-To-Value contained at 59.1%** (< 70%)
- ▶ **Interest Coverage Ratio: down over the year** as financing costs rise, but **well above contractual covenants** (>2.0)

\* Ratio of Consolidated gross financial debt to Total assets less goodwill and intangible assets

# Cash flow statement

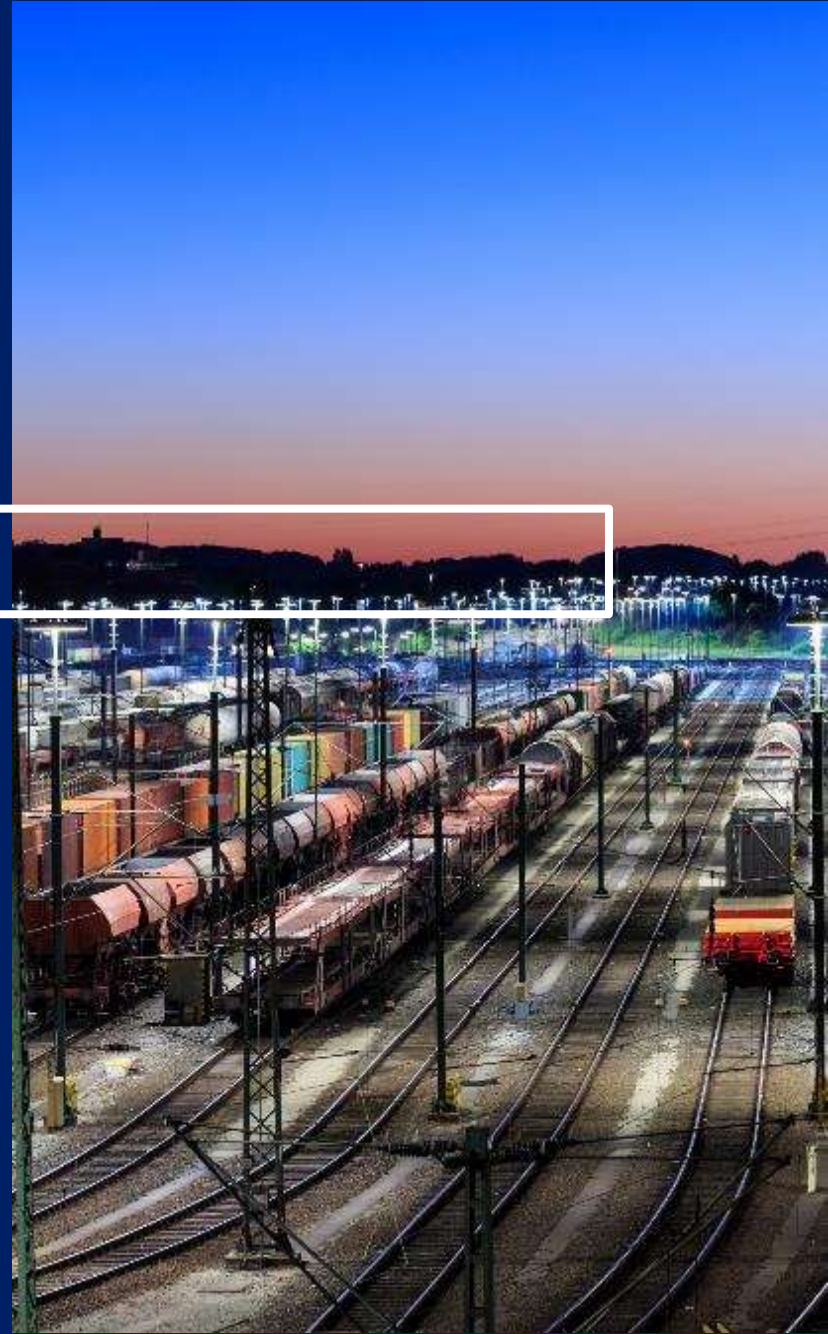
Decrease in net cash of €17m

<i>In millions of euros</i>	2023	2022
<b>Operating flows</b> excluding operating WCR	49.1	53.3
Change in operating WCR (excluding inventories)	1.6	5.2
Net purchases of equipment and changes in inventories	-29.6	-60.0
<b>Net operating flows</b>	<b>21.1</b>	<b>-1.5</b>
<b>Investment flows</b>	<b>-7.1</b>	<b>-0.4</b>
<b>Financing flows</b>	<b>-30.9</b>	<b>5.4</b>
Exchange rates variations	-0.1	0.0
<b>CHANGE IN NET CASH</b>	<b>-17.0</b>	<b>3.4</b>

- ▶ **Good level of operating cash flows reaching €49.1m**, in line with the good level of sales and despite EBITDA decrease
- ▶ **Slower rate of net investment in equipment (€29.6m over the year**, down by -50.7% compared with 2022)
- ▶ **Financing flows** including -€18.2m of interest paid and -€4.8m of dividend paid to minority shareholders
- ▶ Finally **net cash position fell by -€17.0m**, but still at **€39.0m as of 31 December 2023**

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# Freight railcars

Increase the fleet to more than 15,000 wagons within 3 to 5 years

## Market

- + "Green agenda: ecological transition with modal shift
- + Europe: Medium and long-term freight growth (in metric ton/km)
- + India: High infrastructure needs with 7% GDP growth forecast for 2024
- + Lessors: at the heart 75% of purchases of new wagons in Europe
- Low capacity production in the sector

## Touax Rail's ambitions

Increase the owned and third-party fleet to over 15,000 wagons (75% in Europe and 25% in India), through organic growth

With the rail freight liberalisation, trend towards fleet outsourcing: supporting our customers and seizing opportunities to buy out existing fleets to boost growth

Pursue growth in the promising Indian market and develop value-added services (full service leasing including maintenance).

Increase innovation (predictive maintenance, new types of wagons) and continuous improvement for operational excellence

Grow through wagons diversification to align closely with market trends and customers' needs



# River barges

Increase the fleet to more than 150 barges within 3 to 5 years

## Market

- +** Global market buoyant for **cereals** and **energy-related raw materials**
- +** **Europe:** Favourable trend with the **search for decarbonisation**
- +** Sustained demand on the **European basins**
- +** A buoyant market in the **Americas**
- =** Climate impact on navigation for some rivers basins, but leads to a need of **optimised barges** (low water)

## Touax River Barges' ambitions

**Steadily increase of owned fleet and managed fleet through organic growth and new partnerships**

**Concentrate investment in Europe over the next few years** (aggregates on the Seine, biomass and chartering on the Rhine, cereals on the Danube)

**Selective investments in the United States and South America**

**Develop asset rotation (trading and syndication) to renew the fleet and generate sales and management margins**

**Take advantage of the European "Green Deal" to promote "green" transport and the intermodality provided by river barges**



# Containers

## Consolidate rental income and associated services (management and trading)

Market	Touax Container Services' ambitions
<p><b>+</b> <b>Long term leases:</b> Good visibility on cash flows</p>	<p><b>Take advantage of prices normalisation to increase the fleet on lease; Reinvest free cash flows in order to increase the share of owned fleet</b></p>
<p><b>+</b> <b>Utilisation rate of leased fleet above 95%</b></p>	<p><b>Pool the platform through the development of third-party management and generating additional management margins</b></p>
<p><b>+</b> Markets for the sale of new and used containers still active</p>	<p><b>Increase sales of new containers from 12k to 25k CEUs per year</b></p>
<p><b>=</b> <b>Normalisation of demand for containers:</b> low production in 2023, but increase expected in 2024</p>	<p><b>Expand the customer portfolio (leasing and sales) and maintain the European leadership</b></p>
<p><b>=</b> <b>Container traffic expected to return to normal levels:</b> +5.5% expected in 2024* (vs. 1.6% in 2023).</p>	<p><b>Expand the range of assets on offer (specialised containers) on all 5 continents</b></p>



\* Source : Clarkson January 2024  
Container Trade % growth (TEU-miles)



# Touax Group

## Structural strengths for a sustainable and profitable growth

### Key features

- + Resilient business model** (long term contracts, recurring cash flows)
- + Green transport:** Support from users, public authorities, consumers & financial players
- + Expansion of infrastructure, intermodal logistics,** e-commerce and the transport of raw materials (cereals & energy)
- + Customer trends to outsourcing** favourable to leasing companies
- + Investing in real assets:** natural protection against inflation

### Touax Group's ambitions (3 to 5 years)

**Increase owned by around 10% per annum and assets under management through organic growth,** without a capital increase, while maintaining a stable LTV of around 60%

**Increase profitability through economies of scale and optimisation of costs and financial resources**

**Alongside operational leasing, grow in sales activities (new and used) generating additional margins**

**Pursue the objective of sustainable development at the heart of green transport**

**Exceed industry average levels of customer and employee satisfaction** thanks to our continuous improvement programme (Lean / Six Sigma)



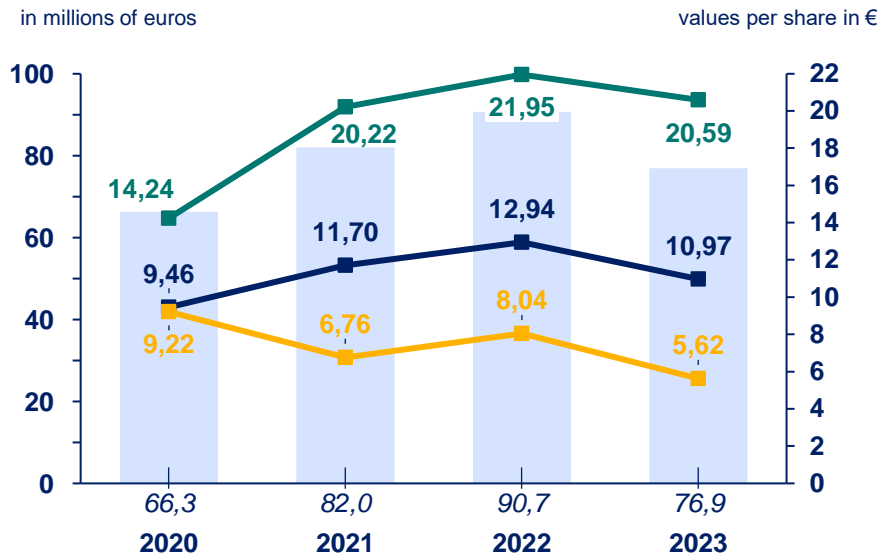
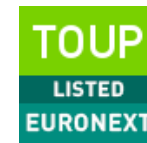
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# TOUAX and the stock market

## Significant discount maintained



- Shareholder's equity - Group share \* (m€)
- Book value per share (€)
- Share price (€)
- Net asset value per share (€)

\* Restated for hybrid capital in 2020 and 2021

In 2023, the reduction in book value and NAV per share is due to the buyout of the minority stake in the Modular Buildings business, with the negative minority interests being transferred to Group shareholders' equity, along with the effects of US dollar fall on reserves and the decrease in market value of derivative instruments

Creating shareholder value:  
**Book value per share**  
**+16% since December 2020**

Stock market data	12/2023	12/2022
Number of shares (in thousands)	7,011	7,011
Market capitalisation (€m)	39.40	56.37
Average volume / day (number of shares)	5,415	5,679
Closing price (€)	5.62	8.04
Net asset value per share (€)	20.59	21.95

**Proposal to be voted on at the June 2024 AGM:**  
*Payment of a **dividend of 12 cts per share (+20%)** corresponding to c. 25% of net result Group share*



# Appendix - Restated income statement

Detailed information as of 31 December 2023

<i>en millions d'euros</i>	2023	2022	Variation
Owned equipment leasing activity	90.8	91.7	-1%
Owned equipment sales activity	57.2	58.8	-3%
Management and other activities	9.2	10.9	-16%
<b>RESTATED REVENUE FROM ACTIVITIES (*)</b>	<b>157.1</b>	<b>161.5</b>	<b>-3%</b>
Cost of equipment sales	-49.4	-50.2	-2%
Operating expenses	-25.6	-28.2	-9%
General and administrative expenses	-26.8	-25.0	7%
<b>EBITDA</b>	<b>55.3</b>	<b>57.9</b>	<b>-5%</b>
Depreciation, amortization and impairment	-29.5	-26.9	10%
<b>CURRENT OPERATING INCOME</b>	<b>25.9</b>	<b>31.1</b>	<b>-17%</b>
Other operating income and expenses	2.4	0.0	100%
<b>OPERATING INCOME</b>	<b>28.3</b>	<b>31.1</b>	<b>-9%</b>
Financial result	-21.0	-15.4	36%
Corporate tax	-1.5	-6.3	-76%
<b>CONSOLIDATED NET INCOME</b>	<b>5.8</b>	<b>9.4</b>	<b>-38%</b>
Of which attributable to owners of the Group's parent company	3.6	7.5	-52%
Of which non-controlling interests (minority interests)	2.2	1.9	15%
<b>Earnings per share (€)</b>	<b>0.52</b>	<b>1.07</b>	<b>-51%</b>

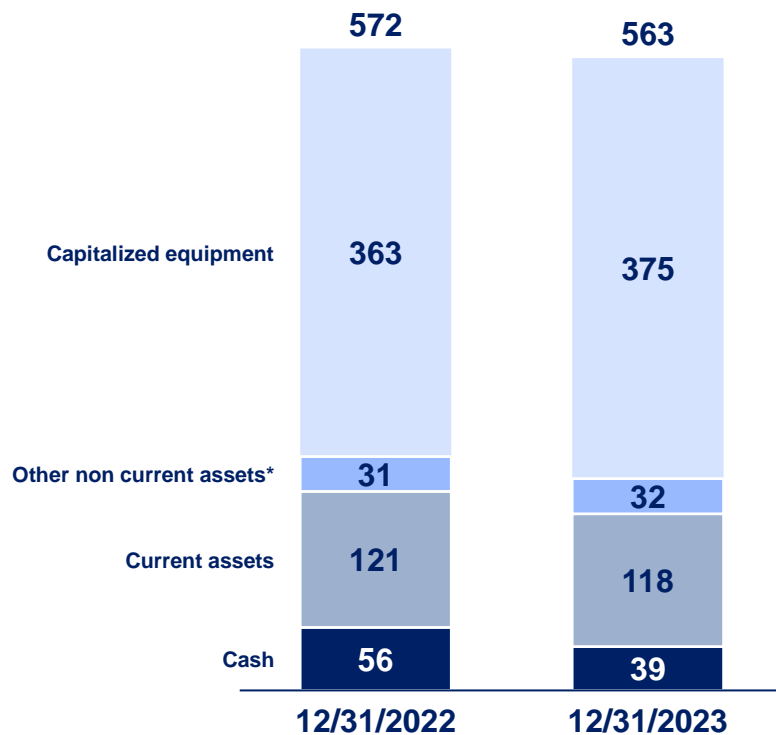
(\*) Restated presentation for a better understanding of owned and managed activities

# Appendix - Balance sheet

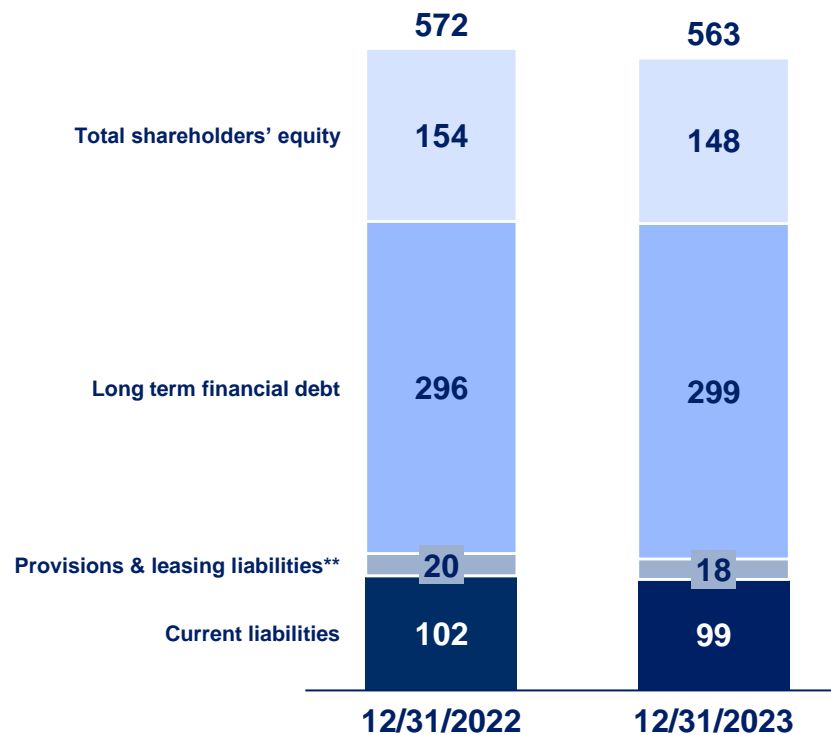
## Accounting view 31 December 2023

In millions of euros

### Assets



### Liabilities






\* of which €13.8m rights of use - in accordance with IFRS 16

\*\* including €9.9m in long term lease liabilities

# Asset valuation as of 31 December 2023

Net asset value per share as of 31 December 2023: €20.59 <sup>(5)</sup>

		Touax-owned fleet of assets	
		Net book value <sup>(4)</sup>	Market value <sup>(2)</sup>
	<b>Freight railcars</b>	<ul style="list-style-type: none"> <li>• Europe: €104.8m</li> <li>• India: €13.2m</li> </ul>	<ul style="list-style-type: none"> <li>• Europe: €135.5m</li> <li>• India: €13.2m<sup>(3)</sup></li> </ul>
	<b>River barges</b>	€47.1m	€77.7m
	<b>Containers<sup>(1)</sup></b>	€117.4m	€123.5m
	<b>Management fees<sup>(1)</sup></b>	-	€22.7m
	<b>Total</b>	<b>€282.5m</b>	<b>€372.7m</b>

#### Notes

- 1 Exchange rate €1=\$1.105
- 2 Fair value method: freight railcars: 50% replacement value and 50% earning rate valuation (Railistics report); Barges: 100% replacement value (external reports) with the exception of a long-term lease contract in South America (value in use); containers: 100% earning rate valuation (Harrison report)
- 3 NBV = FMV
- 4 Group share of net book value of assets
- 5 Excluding non-controlling interests in the freight railcar entities and excluding the present value of management fees in the container activity.

The NAV per share is indicative. It does not take into account the liquidity discount on TOUAX stock price.