



2018 Full Year Financial Results

Financial Analysts Meeting, 28 March 2019

Disclaimer

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

This presentation may contain forward-looking statements. Such forward-looking statements do not constitute forecasts regarding the Company’s results or any other performance indicator, but rather trends or targets, as the case may be.

These statements are by their nature subject to risks and uncertainties as described in the Registration Document filed with the French Autorité des Marchés Financiers (AMF) on April 18, 2018 under number D.18-0345.

This document includes only summary information and must be read in conjunction with the Company’s Registration Document, as well as the consolidated financial statements and activity report for the 2017 and 2018 fiscal years.

More comprehensive information about TOUAX SCA may be obtained on the Group website (www.touax.com), under Investors Relations.

Agenda

- ▶ **Executive Summary**
- ▶ **Part 1- Touax Fundamentals**
- ▶ **Part 2- 2018 Financials**
- ▶ **Part 3- Market Outlook and Strategy**

Executive Summary

- ▶ **Strategic refocusing on the leasing of transportation equipment following the sale of modular buildings activities in Europe and in the USA**
- ▶ **Priority given to improve the profitability of the Group's activities based on its fundamentals: its tangible asset base, its extended global network, and its diversified and long-standing relationships with its customers**
- ▶ **In 2018, Touax has launched a Continuous Improvement Program (“CIP”), developed a new fleet management organization in the Railcar activity, raised €110m in asset financing, issued a €16.6m Euro PP, syndicated €24m of assets to third party investors and signed further investment commitments of \$80m, invested €40m in Containers and €24m in Freight Railcars**
- ▶ **At December 31st 2018, Touax’ transportation activities are operationally profitable – the Group recorded a significant improvement in its net income -even negative- and maintained a strength balance sheet and low LTV ratio (52%)**

Agenda

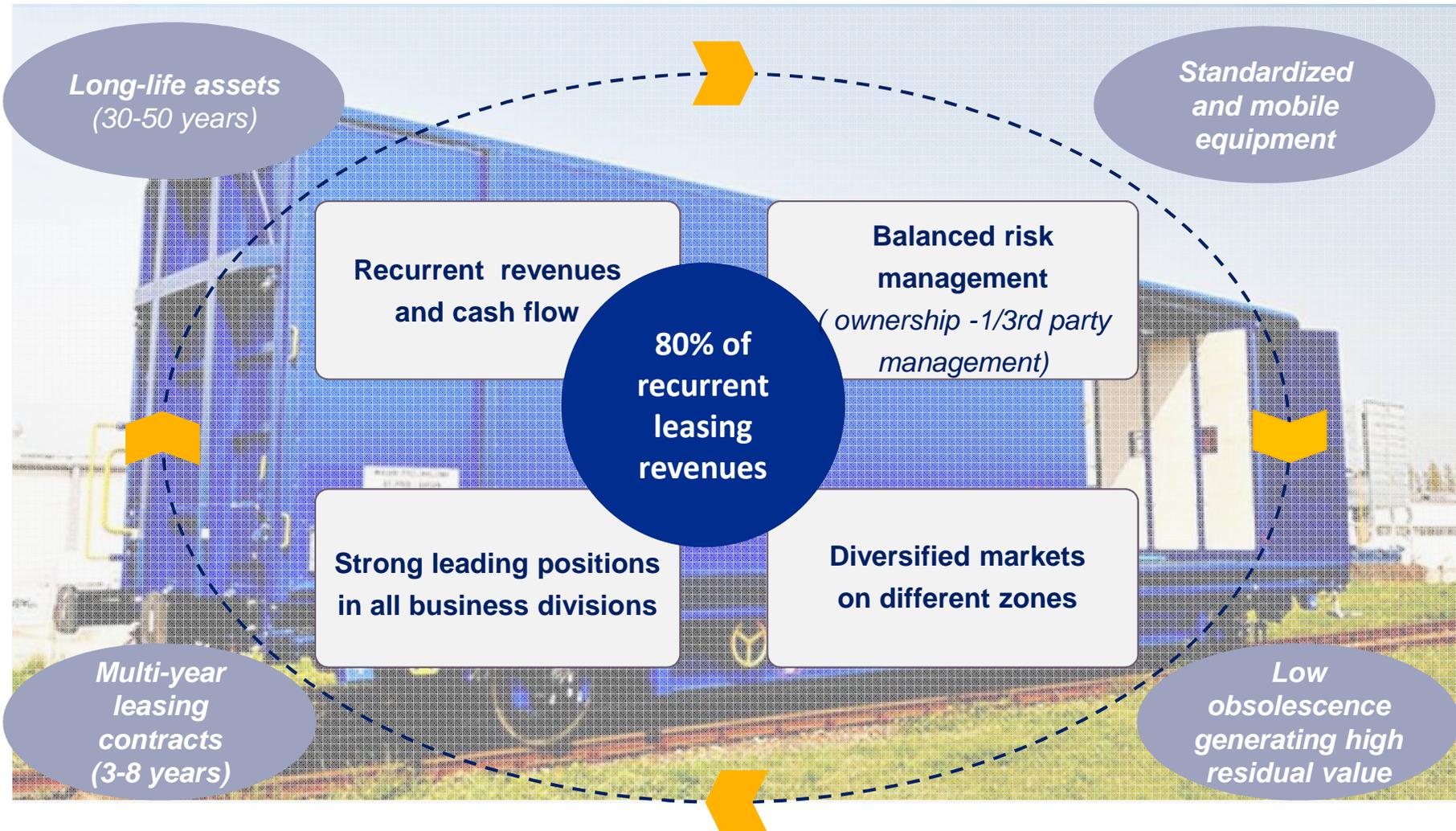
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Touax, leading global transportation equipment lessor

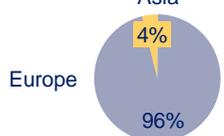
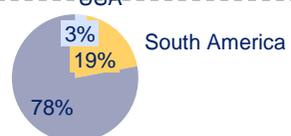
- ▶ **One business line:** the operational leasing of transportation equipment and its associated services, unique experience since 1853, €1.2bn of assets under management, 262 employees, a fully international group (97% of revenue outside France) and listed in Paris
- ▶ Focused on **3 standardized and long-lasting assets** (Freight Railcars, River Barges and Containers) leased on long-term contracts
- ▶ **Major markets** (\$80bn of containers in service worldwide, €15bn of river barges in Europe and the Americas, €50bn of railcars in circulation in Europe) with recurring replacement needs and development needs driven by growth of environmentally friendly means of transportation and international trade
- ▶ Replacement and Growth that can be financed in a flexible way **for its own account and on behalf of third party investors**



A stable business model



Strong leading positions in standardised and long-lasting assets leased on long-term contracts

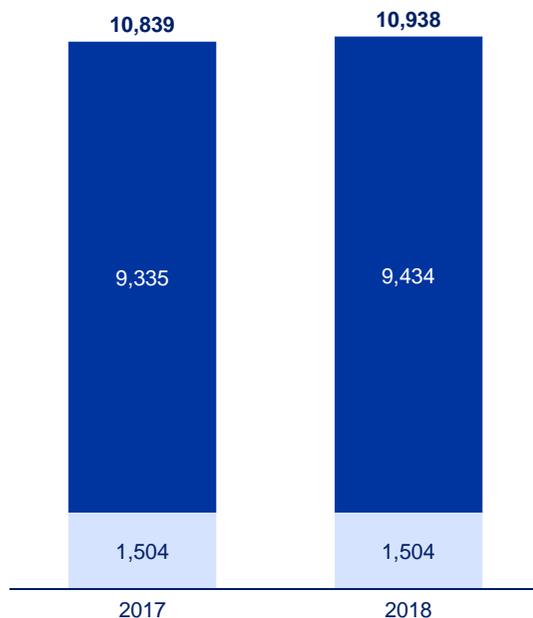
	Freight Railcars	River Barges	Containers
Market position	 <p>2 Intermodal wagons Europe</p>	 <p>1 Europe 1 South Am.</p>	 <p>1 Europe 3 World (Asset manager)</p>
Description	<p>Activity</p> <ul style="list-style-type: none"> Operating lease & financial lease solutions Management on behalf of third parties Sales (new and used) <p>Assets under management¹</p> <ul style="list-style-type: none"> 10,938 platforms €282m assets owned €125m assets under management for third parties Average age of 20.4 years 	<p>Activity</p> <ul style="list-style-type: none"> Operating lease & financial lease solutions Sales (new and used) <p>Assets under management¹</p> <ul style="list-style-type: none"> 99 barges €73m assets owned €10m assets under management for third parties Average age of 13.7 years 	<p>Activity</p> <ul style="list-style-type: none"> Operating & financial leasing solutions Resale and trading (new and used containers) Management on behalf of third parties <p>Assets under management¹</p> <ul style="list-style-type: none"> 463,741 containers (TEU) €78m assets owned €638m assets under management for third parties Average age of 9.5 years
Key figures²	<p>36% of revenues 89% of EBITDA</p>	<p>9% of revenues 18% of EBITDA</p>	<p>49% of revenues 9% of EBITDA</p>
Revenues by geography			

Notes

- 1 Historical Value as of 31/12/2018
- 2 2018 figures including Modular Building Activity in Africa (JV 51% owned with a fund DPI) and Corporate

A tangible asset base - Freight Railcars

Number of Freight Railcars (platform equivalent)



■ Number of Railcars (Platforms) ■ Technical Management

A recent high quality fleet

	Dec.2017	Dec.2018
Average age of the fleet	19.7 years	20.4 years
Average utilization rate	82%	84.9%
Average leasing period	3.4 years	3.8 years
Economic lifespan	30 to 50 years	
Depreciation	36 years	

➡ Increasing utilization rate, reaching 86.9% in December 2018

A tangible asset base – River Barges

99 River Barges

58% of assets in Europe & 32% in South America



	Dec.2017	Dec.2018
Average age of the fleet	14.2 years	13.7 years
Average utilization rate	93.2%	90.3%
Average leasing period	6.7 years	5.4 years
Economic lifespan	30 to 50 years	
Depreciation	30 years	



A recent high quality fleet

A tangible asset base – Containers

Number of Containers (TEU)



A high quality fleet (standard dry containers 20' and 40')

	Dec.2017	Dec.2018
Average age of the fleet	9.3 years	9.5 years
Average utilization rate	98.1%	98.7%
Average leasing period	6.2 years	6.5 years
Long term contract leasing (3-7 yrs)	88.6%	88.9%
Economic lifespan		
Seagoing		15 years
Land		20 years
Depreciation		13 years
Residual value from \$1,000 to \$1,400		



High utilization rate reflecting strong needs from customers

* Sale of second-hand containers and progressive investment in the 2nd half of the year

A diversified and blue-chip customer base with long-standing relationships

Freight Railcars

>10 years

River Barges

>10 years

Containers

>30 years



Diversified and secured portfolio customers

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- P&L analysis
- Balance Sheet & Cash Flow Statement analysis
- Asset Management

- ▶ **Part 3- Market Outlook and Strategy**

2018 Highlights

<p>Quarter on-quarter revenue growth</p>	<p>CQGR +3.5% confirming the positive trend of the activities</p>
<p>Improved operational profitability</p>	<p>Freight Railcars: improved market conditions mainly driven by replacement needs: Increasing utilization rate and increasing leasing rates at contracts renewal</p> <p>River Barges: excluding 2017 exceptional items, stable performance. Lower leasing revenue compensated by sales during the year</p> <p>Containers: increasing EBITDA due to the restart of new investments (owned and managed), and increase in trading activities of new containers</p>
<p>Net operating income substantially improved</p>	<p>€8.1m vs €0.9m in 2017 after the sale of the modularbuilding activity</p>
<p>Renewed confidence from banks and investors</p>	<p>€110m asset-backed financing raised & €PP €16.6m issued</p> <p>€11.3m of railcars & \$14.7m of containers syndicated to investors</p> <p>New commitment from investors to increase Touax fleet under management (<i>\$80m committed in Containers & €125m soft commitment in Rail</i>)</p>
<p>Strong Tangible Asset Base</p>	<p>Gross Book Value €423m; Fair Market Value €401m; Net Book Value€322m</p>
<p>Low Loan To Value</p>	<p>Loan To Value at 52% vs 54% end of December 2017</p>

Income Statement

Key figures

<i>In € thousands</i>	FY 2017	FY 2018
Leasing revenues	146,103	134,540
Sales of equipment	20,944	18,749
Syndication Fees & Capital Gains	2,604	1,252
REVENUES FROM ACTIVITIES	169,651	154,541
Cost of sales	-16,148	-13,644
Operating expenses	-42,975	-33,955
Sales, general and administrative expenses	-21,875	-23,842
Net distributions to investors	-61,787	-57,403
EBITDA	26,866	25,697
Depreciation, amortization and impairments	-19,314	-17,741
CURRENT OPERATING INCOME	7,552	7,956
Other operating income and expenses	-6,632	156
NET OPERATING INCOME	920	8,112
Financial result & Profit (loss) of investments in associates	-9,337	-10,243
Income tax expense	-53	-475
Earnings from discontinued operations	-9,176	-955
NET INCOME	-17,711	-3,561
Attributable to Owners of the Parent	-18,040	-4,158
Attributable to Non Controlling Interests	329	597
Net earnings per share	-2.58	-0.59

► IFRS 15

- Margin on sales of investors equipment are recorded in sales and not anymore shown as sales / cost of sales
- Syndication fees are recorded in Income and not anymore presented as sales / cost of sales

Income Statement

Key considerations

-
- ▶ **REVENUES FROM ACTIVITIES €154.5m** (€158.4m like-for-like, constant currencies) vs €169.7m in 2017
 - Like-for-like and at constant currencies, leasing revenues totaled €138m, a 5.6% decrease compared to 2017, with an increase in Railcars (utilization rates & lease rates), a decrease in Barges (South America), and a decrease in Containers (smaller fleet due to second-hand sales and end of lease-purchases)
 - Sales amounted to €19.2 million (like-for-like and at constant currencies) compared with €20.9 million in 2017, with less second-hand railcars sales.
 - Syndication fees and capital gains decreased to €1.3 million due to a capital gain in 2017 of a real-estate's sale.

 - ▶ **EBITDA at c.€25.7m**, with improved performance for Freight Railcars and Containers Activities. In 2018 EBITDA integrates €1.9m of central costs that were previously allocated to the Modular Building Activities.

 - ▶ **CURRENT OPERATING INCOME of €8.0 million, up** from €7.6 million in 2017
 - Substantial decrease in Operating expenses mostly in Containers [smaller fleet – end of lease purchase contracts]
 - Increase in SG&A by €2m that were previously allocated to the Modular Building activities (which were absorbing €2.7m of corporate costs in 2017)
 - Decrease of Depreciation: 43% of it due to harmonization of railcars useful life to 36 years
 - Distribution to investors decreased as a result of the second-hand sales of containers in 2017
 - Financial Costs (+€0.9m) increase mainly linked to a positive gain on forex booked in 2017 and despite lower interest charges in 2018 with a lower level of debt

 - ▶ **GROUP NET INCOME** attributable to owners of the parent of -€4.2m vs -€18.0m in 2017
 - Transportation Activities positive at +€1.4m
 - Modular Building African Activities negative at -€2.1m
 - Discontinued activities (European & US modular building activities) at -€0.96m
 - Loss on re-invoicing of central costs to subsidiaries: -€2.5m (gradual adaptation of the platform to the transportation activities after the sale of the modular activity. €1m cost savings budgeted in 2019 – measures already taken.

Income Statement

EBITDA

in € million	FY-2018			FY-2017	VARIATION 2018-2017
	EBITDAR (EBITDA before distribution to investors)	Distribution to investors	EBITDA (EBITDA after distribution to investors)	EBITDA (EBITDA after distribution to investors)	
Freight Railcars	28.2	-5.3	22.9	20.3	2.6
River Barges	4.5		4.5	5.7	-1.2
Containers	54.3	-52.1	2.2	1.0	1.2
Other *	-3.9		-3.9	-0.1	-3.8
31/12/2018	83.1	-57.4	25.7	26.9	-1.2
31/12/2017	88.7	-61.8	26.9		

* Modular Building Activity in Africa and Corporate costs

- ▶ Freight railcars' EBITDA increase with higher rental income combined with lower operating expenses
- ▶ River Barges recorded €1.2m income from settling a customer dispute in 2017
- ▶ The higher Containers' leasing activity positively impacts EBITDA in 2018
- ▶ Corporate benefited from a capital gain of €1.5m in 2017 and €27m costs allocation to the Modular Building activity

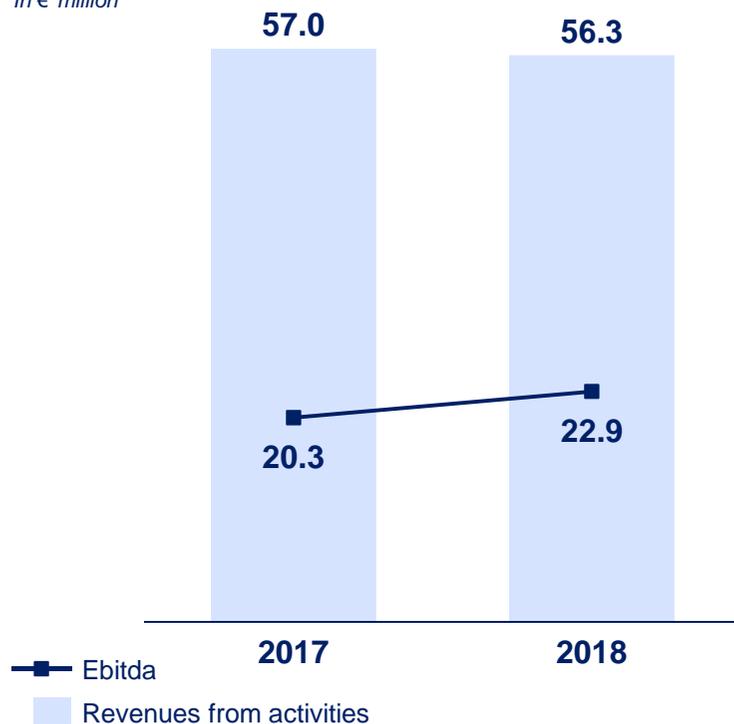


Roughly stable EBITDA at €26m, with improved performance for Freight Railcars and Containers Activities

Performance Analysis - Freight Railcars

Revenues & EBITDA

In € million



Key Considerations

- ▶ Margin rate representative of a mix between managed and owned equipment
- ▶ +4,9% in Leasing Revenues thanks to:
 - ▶ Higher average utilization rate: 84.9% vs 81.9% in 2017
 - ▶ Increase in lease rate on contract renewal
- ▶ Lower sales & syndication margin with lower volume
 - ▶ Syndication of €11.3m of railcars to investors in 2018 vs €23.1m in 2017
- ▶ Harmonization of useful life of railcars
- ▶ SG&A: +€1m mainly due to new fleet management organization

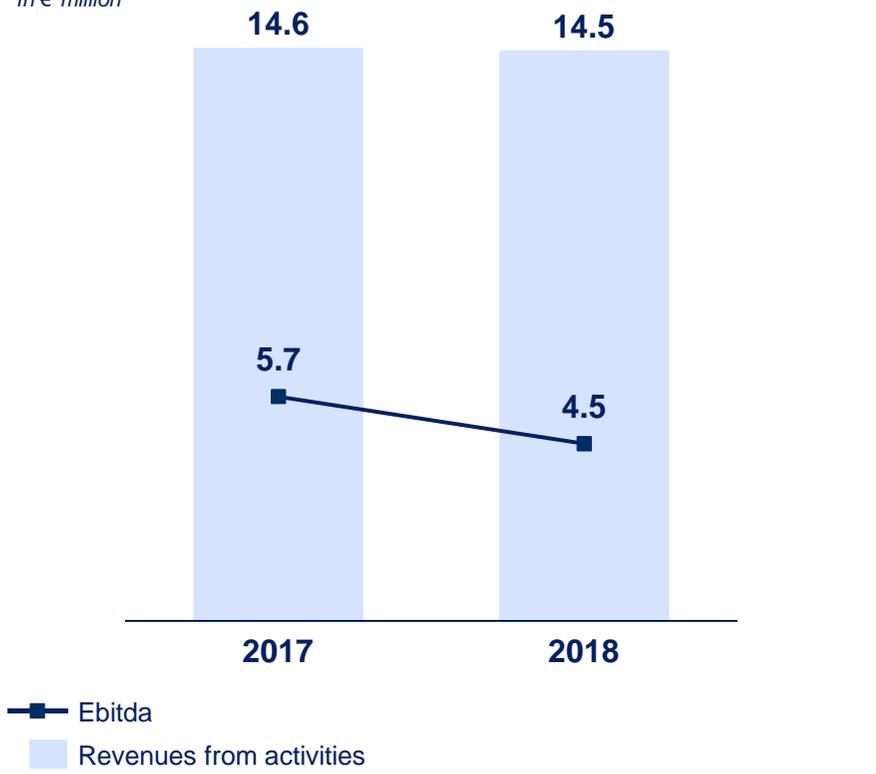


Improvement in Leasing activities and increasing EBITDA (+12.8%)

Performance Analysis – River Barges

Revenues & EBITDA

In € million



Key Considerations

- ▶ Stable income compared to 2017
 - ▶ Disposal operations (9 barges) worth €2m
 - ▶ Decrease in leasing revenues due to a lack of dynamism of the South American market
- ▶ EBITDA at €4.5 million vs €5.7 million in 2017
 - ▶ 2017 was positively impacted by €1.2m of a non recurrent profit linked to the resolution of the dispute with a South American customer
- ▶ SG&A closely monitored (-18%)
- ▶ No investment except certificate renewals

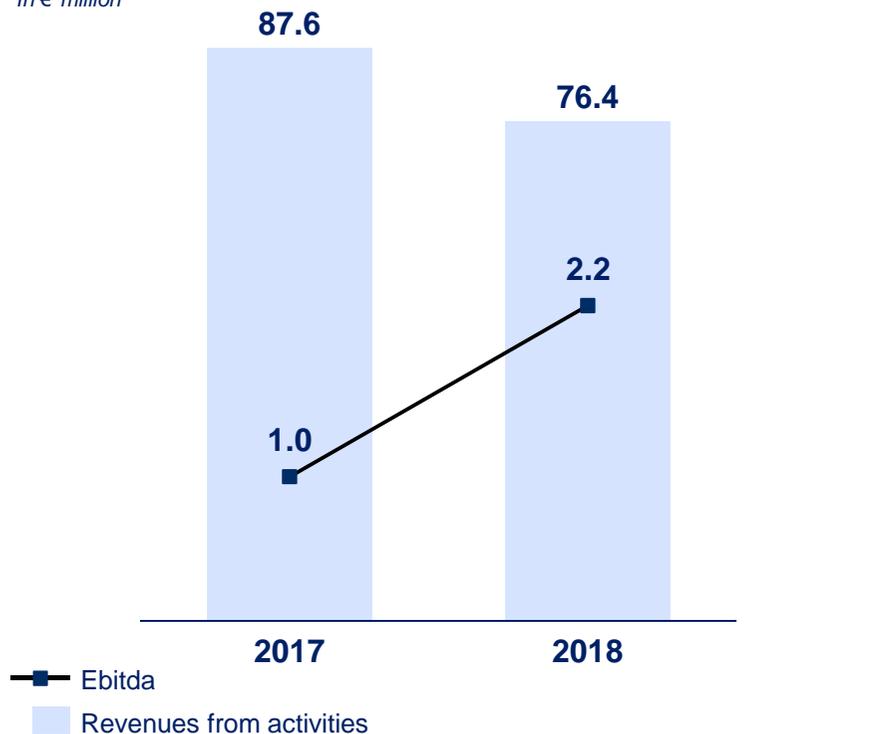


Excluding non-recurring items, performance in line with 2017

Performance Analysis – Containers

Revenues & EBITDA

In € million



Key Considerations

- ▶ Margin structurally lower than the other divisions due to the high level of managed assets (89%)
- ▶ Decrease in lease rental revenue in the Container division mainly due to USD exchange rate (-25%) and smaller fleet (- 10,920 CEU)
- ▶ Sales proceeds up by +19% to €8.1m (like-for like and constant currencies), thanks to trading of new containers that have been developed in 2018
- ▶ Syndication of 10,371 CEU during the year
- ▶ Increasing EBITDA to €2.2m
- ▶ Owned assets vs managed assets up by 5pts (11% in Dec.2018 vs 6% in 2017). Investments resumed progressively in the second part of the year as the asset-backed refinancing was closed end of May 2018
- ▶ Average Utilization rate at 98.7% vs 98.1% one year ago



Improved EBITDA and resuming investments

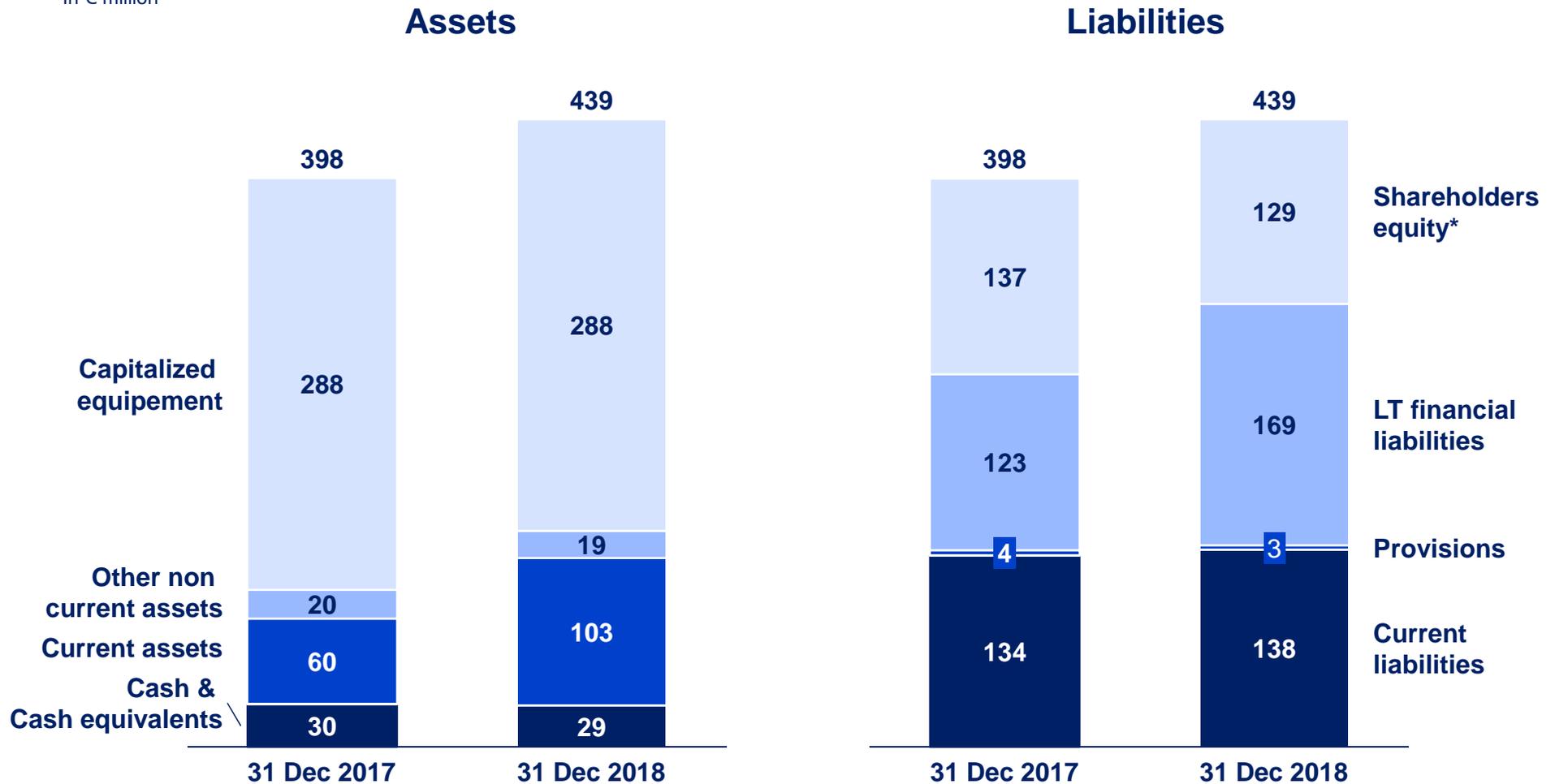
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Balance Sheet

Comparative Summary Balance Sheet

In € million



* Including €50.2m TSSDI

Balance Sheet

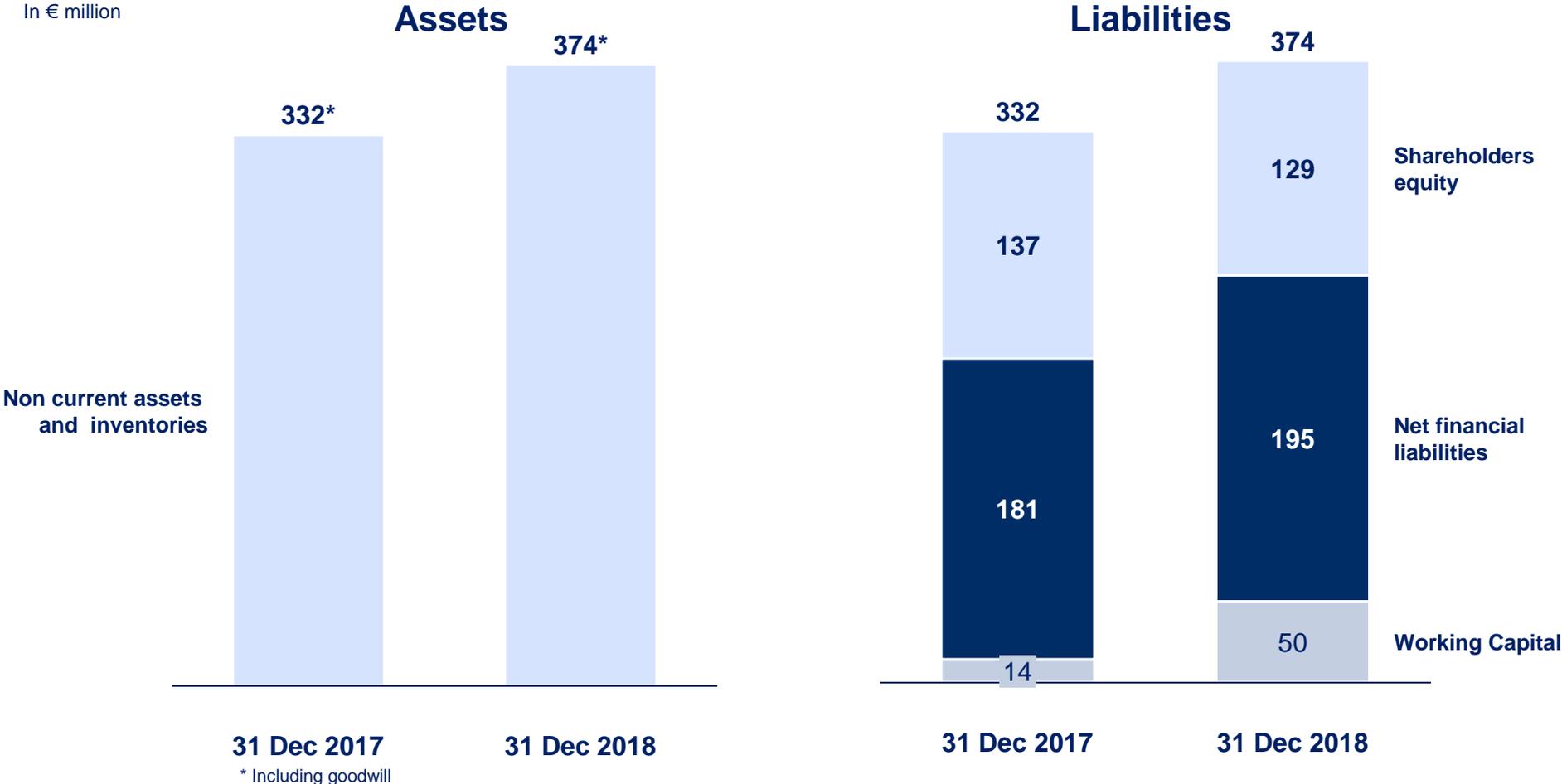
Key Considerations

- ▶ **Capitalized Equipment** €288m stable compared to 2017: roughly stable owned fleet
- ▶ **Other Non current assets** record mostly €5.1m Goodwill, €5.9m escrow account, €2.6m long term receivables and €3.5 m of tax certificates
- ▶ **Current assets** (excluding cash and cash equivalent) €103m vs. €61m
 - Inventory €67.2m (+€43.3m out of which €37.8m linked to containers purchased in 2018 planned to be syndicated for c.€21.5m to investors and €3m to be sold as Trading containers)
 - Clients €29.1m stable
 - Others €6.3m stable
- ▶ **Equity** €129m vs €137m (including €24m of minority interest)
- ▶ **LT financial liabilities** €169m vs €123m (+€46m)
 - Short term financial liabilities have been refinanced being now long term
 - Net financial liabilities (including short term debt) €195m vs €181m
- ▶ **Current liabilities** €138m vs €134m (-€5m)
 - Short term liabilities: €56.5m (Bonds €24m, Balloon €11m, Natural Amortization €16.9m, Overdraft and liabilities on derivatives €4.3m)
 - Supplier indebtedness: €14.1m
 - Other debts: €67.2m (€24.5m related to purchase of Containers ofw €19.7m will be syndicated; €28.4m distributions to investors)

Balance Sheet

Economic balance sheet

In € million

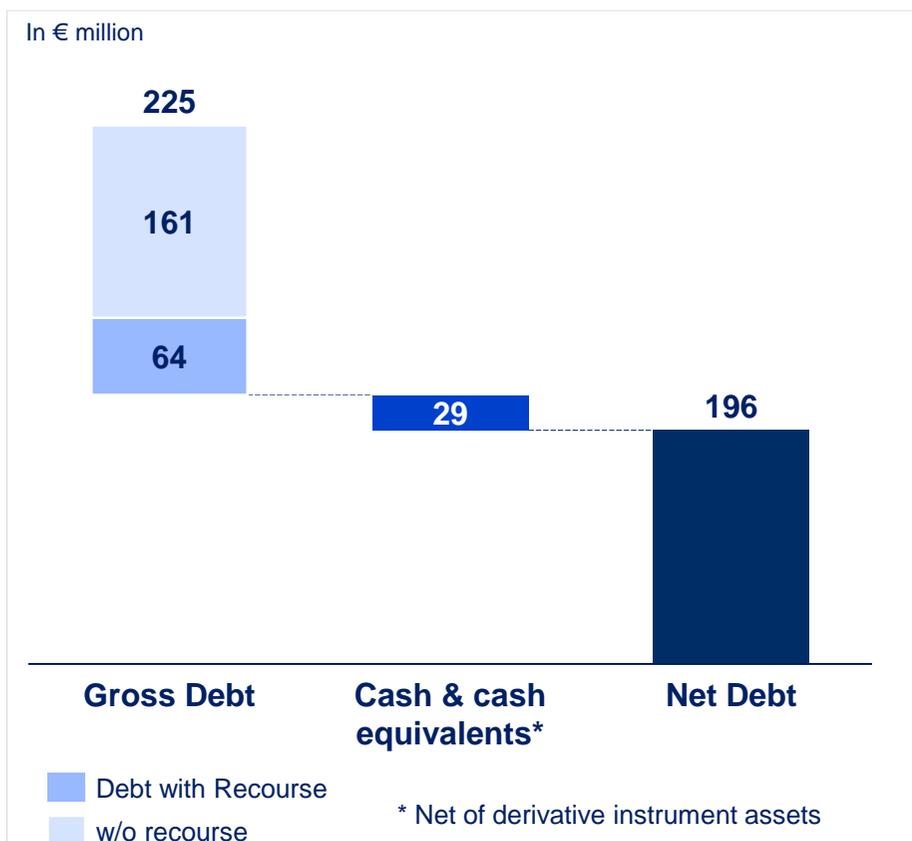


Net debt (€195m) is financing only the tangible assets (€369m)

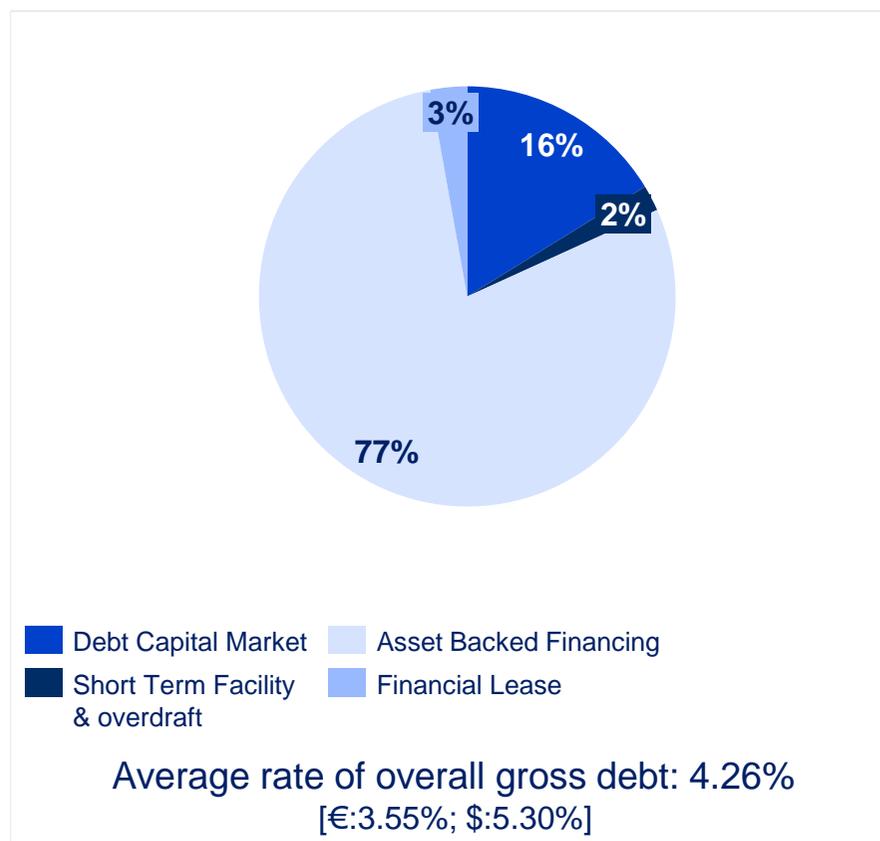
Balance Sheet

Debt

From €225m of Gross Debt to €195m of Net Debt



82% of Group's debt from international banks



71% of debt is without recourse – well diversified source of funding

Balance Sheet

Debt

Debt maturity profile

In € million



*Maturity Orname: July 2020 – Investor put option Aug. 2019

** Asset backed financings: o/w c.€61m for Railcars & c.€29m for Containers

Key highlights

- ▶ **Successful Refinancing in May 2018 for c.€110 million:**
 - **Freight Railcar :**
 - Term Loan of €48m with a 5 years maturity
 - RCF of €18m with a 3 years drawing period
 - **Container:**
 - Term Loan of \$26m with a 4 years maturity
 - RCF of \$34m with a 2 years drawing period
 - 2 new banks alongside existing lender

- ▶ **Successful issuance of €16.6m Euro PP :**
 - 31 July 2018, Touax SCA issued a €16.6m of Euro PP – senior unsecured, 5 years, 5.75%

- ▶ **Barges financing** signed in **January 2019**: new financing for new barges €3.9m and refinancing for €2.9m



Refinancing Program launched in H1 2018 has continued on H2 2018 and in 2019

Improved credit profile

Gearing ratio

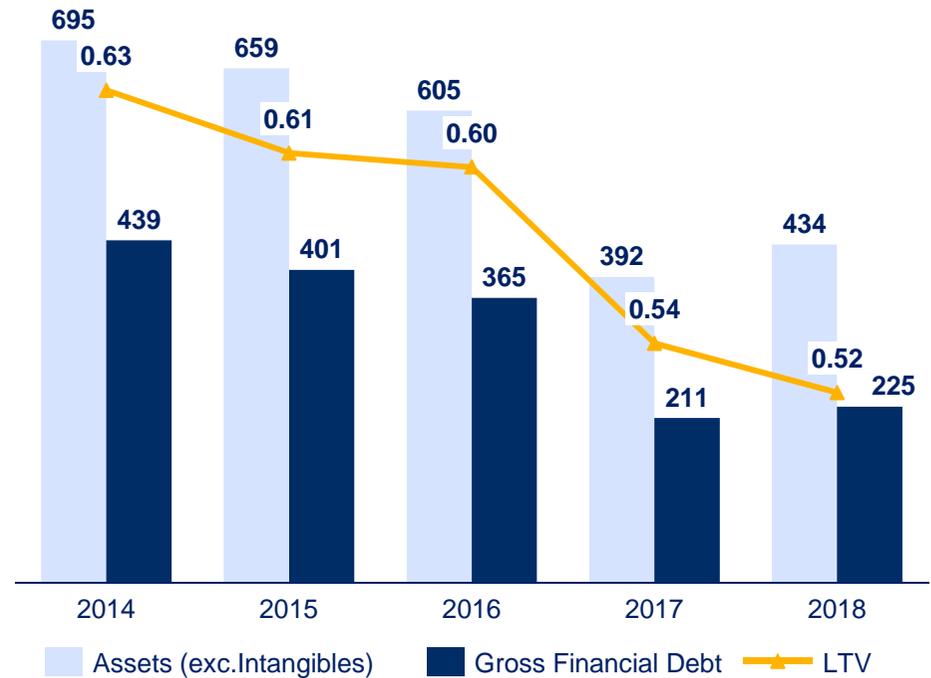
in € million



- ▶ Net financial debt of €195m
- ▶ Gearing ratio (net debt to equity) x1.51

Loan-to-Value

in € million



- ▶ LTV ("Loan To Value") stands at 52%
- ▶ ICR 3.02



Compliant with all contractual ratios at the end of December 2018

Cash Flow Statement

<i>In € million</i>	FY2017	FY2018
Operating activities excluding WCR	28.6	23.8
WCR (excluding inventory)	-11.5	10.8
Net purchase of equipment and change in inventory	12.5	-29.9
Operating activities	31.1	4.7
Investing activities	138.2	-1.4
Financing activities	-168.3	-5.2
Exchange rate variation	0.7	0.1
CHANGE IN NET CASH POSITION	1.7	-1.9

- ▶ The operating free cash flow is positive at €4.7m with a positive operating cash of €23.8m, a net change in working capital of €10.8m and net purchase of equipment and change in inventory of -€29.9m, corresponding to new capex in transport divisions
- ▶ The financing flow is mainly represented by the asset-backed refinancing and debt reimbursements that occurred in May 2018, the new €PP issued in July net of Micado bond reimbursed in October 2018

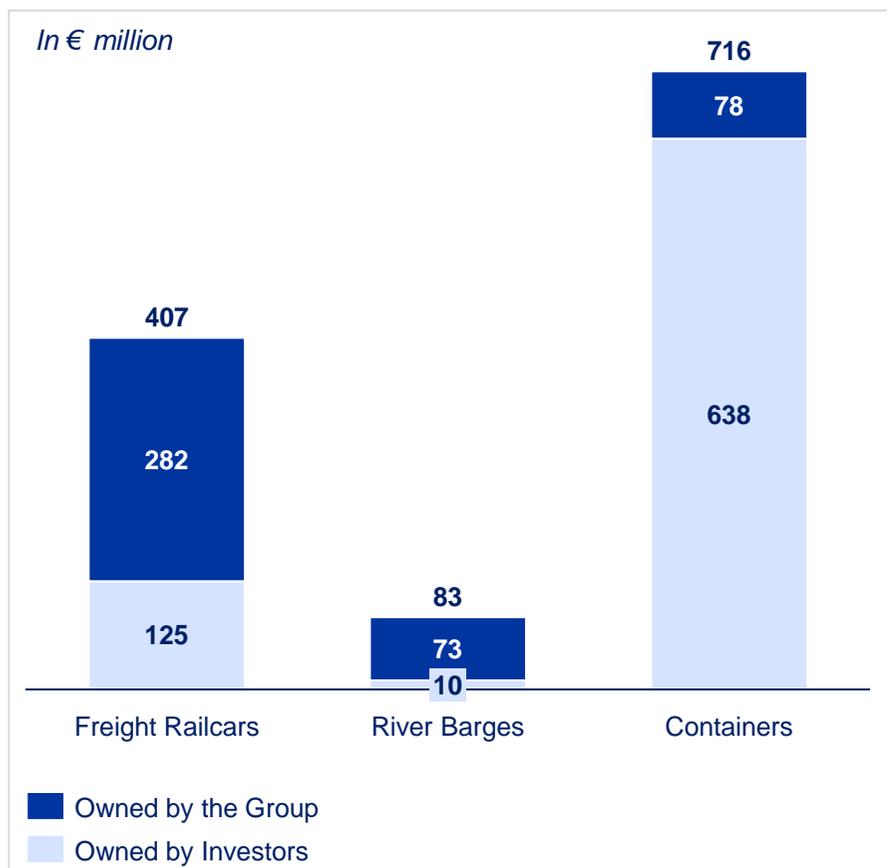
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Asset management model

Syndication to enable fleet expansion and additional income without increasing the leverage or gearing

Assets (Historical gross value)



Key Characteristics

- ▶ Assets organized in portfolios and syndicated to investors
- ▶ Managed assets are owned by third-party qualified investors
- ▶ Mainly family offices and institutional investors
- ▶ Syndication implies sales and management agreement
- ▶ Long-term management agreements (12-15 years)
- ▶ No minimum return guaranteed to investors
- ▶ Owned and managed assets pooled to align interests

Asset management model

Syndication to enable fleet expansion and additional income without increasing the leverage or gearing

Recurring Asset Management Fees

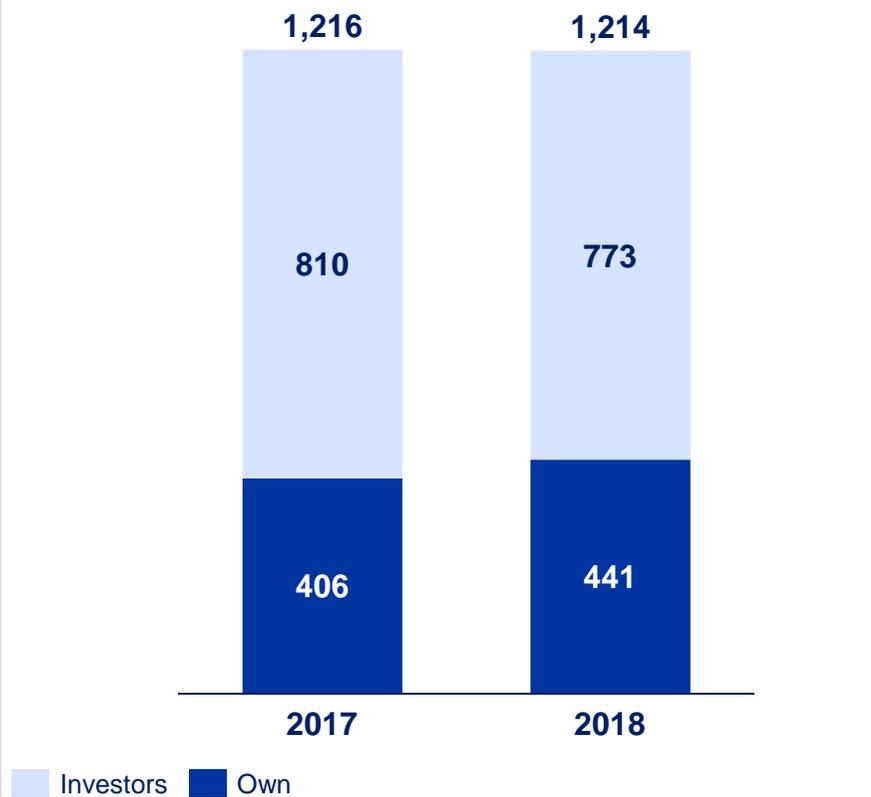


Asset Management

Breakdown of overall managed assets per year (IFRS 5 adjusted)

Breakdown of overall managed assets

In € million



Profile and investors strategies

- ▶ 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

Asset Management

Strategy & Performance analysis

▶ **Investment through Funds:**

- Touax acts as the **exclusive operating partner of two sub-funds of a regulated AIFM Luxembourg Fund** (Real Asset Income Fund S.C.A. SICAV-SIF) managed by Quamvest (AIF Manager and Risk Management Agent), and Société Générale Bank & Trust S.A. acting as depositary, paying agent, central administrative agent and domiciliation and transfer agent, and Deloitte as auditor
- The Fund provides a European regulated fund structure with greater legal protection, independent governance with delegated AIFM management, structured leverage, organized liquidity after 3 years and an independent valuation process
- “Touax Transportation Asset Income EUR Sub Fund I” was successfully launched in July 2016 , and has more than 50 investors (family office and institutional investors). On December 2018, it owns shares of two Irish SPVs that hold a portfolio of 3,453 railcars representing a combined fair market value of above €150m
- “Touax Transportation Asset Income USD Sub Fund I” was successfully launched in 2018. On December 2018, it raised \$9m of equity from 9 investors, and owns shares of one Irish SPV that hold a portfolio of 6,187 containers (Ceus)

▶ **Direct investments / Managed accounts:**

- Touax is directly working with Infrastructure Funds and institutional investors, who invest directly in tangible assets managed by Touax group
- In 2018, it signed agreements for \$80m of containers including \$8m syndicated in 2018 and the balance to be done in 2019, and soft commitments of €125m signed for direct investment in railcars

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Size and characteristics of Touax market



- ▶ European markets should continue to favor the replacement of Freight Railcars on the continent as overall fleet is ageing
- ▶ Replacement needs (more than 2m TEU/year) and international trade growth continues to fuel the growth of the containers leasing activity
- ▶ Major economies including emerging markets continue to favor the growth of rail and river transportation
 - less CO2 emissions
 - the most economical on long distance
- ▶ Containerized combined transportation : the most secured and flexible way to transport cargo by sea / rail / road with a contribution to the environment and social responsibility

Freight railcars

Medium-term outlook

Market	Touax Ambition
<ul style="list-style-type: none">▶ Europe:<ul style="list-style-type: none">▪ Recovery of European rail traffic since 2013. Growth should continue at an average level of 1.3% per year in 2019▪ Positive impact of liberalization with an expected growth of the leasing market beyond the current 30% market share (compared to more than 50% in the US)▪ Structural needs for the renewal of an old European fleet▶ Asia<ul style="list-style-type: none">▪ Substantial requirements to ensure growth in the zone & need for innovative railcars to optimize traffic▶ New major infrastructure projects favoring rail and container traffics: One road one belt initiative from China to Europe and new “DFC” (Dedicated Freight Corridor) in India	<ul style="list-style-type: none">▶ Europe:<ul style="list-style-type: none">▪ Increased railcars fleet managed through organic growth▪ Growth in railcars managed for third party investors▪ Improve profitability of the railcars fleet▶ Asia:<ul style="list-style-type: none">▪ Development towards Asia with other investments planned in 2018▪ Launch of new railcar designs in collaboration with local manufacturers



Growth of the Touax total fleet under management: 15,000 railcars with 12,000 in Europe and 3,000 in Asia

River barges

Medium-term outlook

Market	Touax Ambition
<ul style="list-style-type: none">▶ Europe: Market growth in France (transport of aggregates for construction sites in Greater Paris), and on the Rhine (transport of grain and biomass)▶ Stable market in the USA (few investments opportunities)▶ Gradual improvement of the market in South America, but which will take time to recover its pre-crisis volumes (increased transport of grain but still low level of transport of iron ore)▶ Awareness of European and governmental authorities on the ecological issues favorable to river transport	<ul style="list-style-type: none">▶ Investment projects on the Rhine and Seine river in new barges▶ Supporting major customers (trading and financing of new barges)▶ No short-term growth expected in South America and the United States▶ Improve profitability of the barges assets and maintain high client satisfaction level



Selective investments on the Seine and the Rhine

Containers

Medium-term outlook

Market	Touax Ambition
<ul style="list-style-type: none">▶ Container fleet of 41.7 million TEU end of 2018 with a replacement need of 5% per year (\$4bn) and 3.1% growth (\$2.5bn) expected in 2019 with 53% financed by leasing companies (3)▶ After global seaborne box trade grew by 4.3% in 2018, expansion is projected to remain fairly steady in 2019 at 4.1%. Non-mainlane routes are expected to remain the principal driver of growth, with only moderate expansion projected on the mainlane trades (1)▶ Global GDP growth projected to decline to 3.5% in 2019 before picking up slightly to 3.6% in 2020 (2)▶ Increase of Lessors' Market share from 40% to 52% in the past decade (3)▶ Strong utilization rate of the container fleet worldwide (>98%), and strong demand for second hand containers	<p>Increase significantly the profitability even if the fleet stabilizes:</p> <ul style="list-style-type: none">▶ Resume investment in new containers with long term lease commitments from lessees.▶ Since the sale of the modular building activity, strategic decision to increase gradually the ownership ratio of containers from 8% above 20% in 2022 (more in line with average group's ratio): Significant accretive effect on EBITDA and earnings.▶ Increase trading activities of second-hand fleet to benefit from current market conditions, and take this opportunity to rejuvenate the fleet for a long lasting performance.▶ Grow of new container trading activity▶ Continue developing partnerships with third party investors keen to invest in tangible assets managed by Touax Container Leasing

(1) Clarksons, February 2019 report

(2) IMF forecast , January 2019

(3) Drewry Maritime reseach (Container Insight Q4 2018)



Accretive effect on EBITDA and earnings

Business Strategy

Increase performance & profitability

Lean & scalable platform

- ▶ €1m reduction in SG&A in 2019
- ▶ **Continuous Improvement Program** and Lean processes to increase productivity
- ▶ **New organization of the fleet management** in the railcar activity to increase quality and customer satisfaction

Transportation activities

- ▶ **Freight Railcars:**
 - Organic growth with investments in Europe & Asia financed by Touax (maintenance capex) and third party investors
 - Increasing revenues with higher utilization and rental rates
- ▶ **Barges:**
 - Selective investment in Europe (maintenance capex)
- ▶ **Containers:**
 - Higher volume of second-hand sales
 - New investments with a larger portion of owned assets boosting profitability

Modular Buildings

- ▶ Strong commercial pipeline in Africa with a target to be EBITDA positive in 2019-2021, leading to a higher valuation of our 51% stake in Touax Africa

Shareholder's Strategy

- ▶ Sale of the cyclical activity of modular buildings
- ▶ Refocusing on a **more patrimonial business**, long-term lease of railcars, barges, and containers
 - with a **valuation based on tangible assets**
 - and a **higher multiple on EBITDA**
- ▶ Review of the quarterly release of the **revenues** to highlight:
 - the gross margins on management
 - and the revenue on the owned equipment
- ▶ Annual release of the **Net Asset Value per share**



Medium term target ROE > 10%

Shareholder's Strategy

Asset Value

		Touax owned fleet of assets		
		Gross Book Value	Net Book Value	Fair Market Value ²
	Freight Railcars	<ul style="list-style-type: none"> Europe & US: €259m India: €15.1m 	<ul style="list-style-type: none"> Europe & US: €187m India: €13.9m 	<ul style="list-style-type: none"> Europe €229m US: €0.4m³ India: €13.9m³
	River Barges	€72.6m	€46.1m	€50.9m
	Containers¹	€76.6m	€74.7m	€75.2m
	Management fees¹	-	-	€31.7m
	Total	€423.3m	€321.7m	€401.1m

Notes

1 Exchange rate €1 = \$1.145

2 Fair Market Valuation Methodology: Freight Railcars: 50% Replacement Value and 50% Earning Rate Valuation (Railistics report); Barges 100% Replacement Value (External reports); Container 100% Earning Rate Valuation (Harrison report)

3 NBV as FMV

4 Excluding minority stake in Railcar entities and management fees.

 Using the FMV of Touax assets, reassessed NAV per share is €12.71⁴

TOUAX and the Stock Market

Shares Market Data



	2017	2018
Number of shares (in thousands)	7,011	7,011
Market capitalization (in €m)	81.96	34.22
Consolidated shareholders' Group equity (€m)	112.70	105.06
Price to Book Ratio (excluding hybrid capital)	1.31	0.62
Annualized net earnings per share (€)	(2.58)	(0.59)
Highest share price (€)	14.28	12.40
Lowest share price (€)	8.93	4.26
Average daily trading volume (in number of shares)	13,014	5,218
Closing price	11.69€	4.88€

The closing price per share in 2018 is 4.88€
The Book Price per share is €7.83 (excluding hybrid capital)
The revalued net assets value per share is €12.71