

InfoTouax

The bi-annual newsletter of Touax Group

Dear Business Partners,

We are pleased to launch the first **InfoTouax** Newsletter, our bi-annual rendez-vous with you.

It will give us the opportunity to reinforce our relationship as we will share our business news, financial results, market trend, international events, success stories and more.

With this #1 edition we want to celebrate with you the milestone of the 165th anniversary of the establishment of our company and tell you more about Touax's history and today's business.

Our success story would remain incomplete without the support of our employees, our customers and vendors: we warmly thank you all.

You all are our most valuable 165th Birthday present!

Touax Managing Partners



Fabrice



Raphaël



Touax History

Touax is a family business, and we are the 5th generation of owners to run and actively work in the company. Since the beginning we put all our passion and efforts to create and develop **Touax Group** and make it what it is today, a well-established international company.

What began in 1853 as a small French firm operating river transport services on the Seine river, managed to span two centuries and became a global market player, standing tall amongst the asset management leaders with more than €1.2 Billion assets managed.

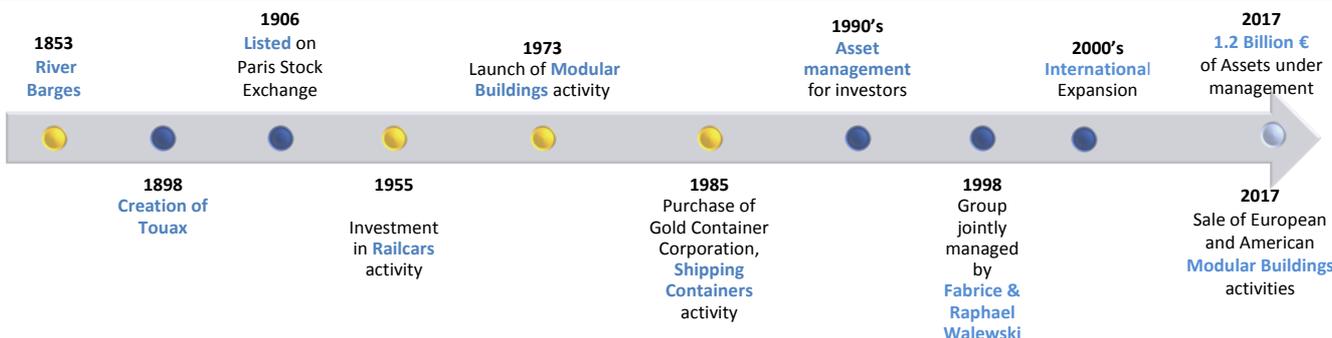
Partnership, integrity, creativity, reliability and respect – are the core values that have defined the best **Touax** since the beginning and which we all, from top to bottom, share as Company's core values.

Our customers and vendors entrust us with their normal and urgent professional needs. Through constant exchanges, new challenges and constructive feedback we have been pushed to keep on innovating and consistently improving our services and products in the supply of transport equipment needed for sustainable development and global trade.

Our vision is to deliver a customer experience second to none, as globally competitive, innovative and ethical thought-full leaders for the leasing of standardised transport equipment as we have been doing for the past 165 years.



Long-Term History



2018 also marks a fresh start for our multi-modal company and our customers and partner in our effort to continue to be the most efficient service provider, partner and manager.

After years of running 4 different divisions, **we have decided to refocus on our core business, the transportation assets**, through our 3 operating activities located worldwide: Railcars, River Barges and Marine Containers.

A small modular activity has been kept in Africa where the market presents great opportunities with an increasing demand.

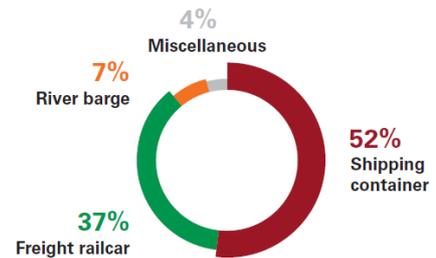
With this major move, we will dedicate our know-how and expertise to continuously reinforcing our partnerships and concentrate all our efforts and investments to support our mutual business' growth.

On May 25th 2018, **Touax Rail** Finance signed an asset backed financing which was granted by DVB Bank SE, Credit Agricole Corporate and Investment Bank, existing lenders to the Railcar Division.

On May 29th 2018, **Touax Container** Asset Finance Ltd signed an asset backed financing, provided by ABN Amro Bank N.V, Everbank Commercial Finance and NIBC Bank N.V.

"We are very pleased with the renewed confidence of our close asset-financing banks and delighted that new banks are joining us. These financings mark an important step for the Group in supporting its strategic refocusing on the leasing of transport equipment, thus enabling us to meet the needs of our customers throughout the world", Fabrice and Raphaël Walewski, Managing Partners.

Break-down of revenue by activity at December 31st, 2017



RAILCARS DIVISION



Touax Rail offers Operating & Financial lease solutions as well as technical management and maintenance services to a varied customer base made up of major rail groups as the French national railway company (SNCF), Rail Cargo Austria (RCA), DB Cargo Rail (Deutsche Bahn), the Swiss railway companies (SBB/CFF), as well as private operators and big industrial automotive or big industrial groups.

We manage a diversified range of more than 10,840 freight railcars, such as:

- ✓ Intermodal railcars (transport of containers and swap bodies)
- ✓ Car carriers railcars
- ✓ Coil carriers (transport of steel coils)
- ✓ Palletized cargo railcars
- ✓ Hopper railcars
- ✓ Powder railcars for transporting heavy goods (cement, cereals,...)
- ✓ Tank wagons

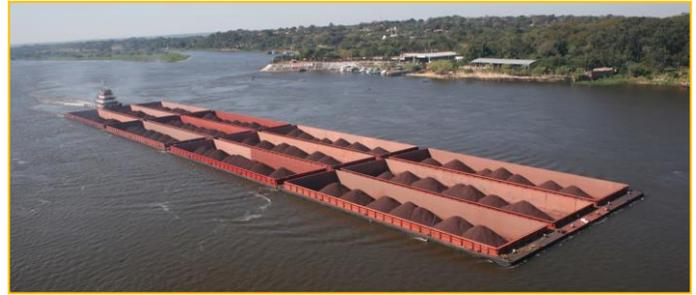
with coverage over three continents: Europe through our own offices located in Ireland, Germany and France and a network of agents, United States and Asia with local partnerships.

Touax Rail is certified ISO 9001 for its technical and maintenance services. It is also a certified Entity in Charge of Maintenance according to EU No 445/2011.

Touax Rail purchased the former fleet of General Electric in Europe in 2015 and targets to grow organically and through further acquisitions.

RIVER BARGES DIVISION

Touax River Barges offers its customers a full range of services in the river transportation sector through both operational and financial lease solutions, trading of barges and push tugs, fleet management, sale & lease back of river fleets, assistance and technical expertise regarding river transportation and management of river transportation certificates and administrative documents.



With its extensive geographical presence **Touax River Barges** operates in Europe on the Seine in France, on the Rhine, the Meuse, the Moselle and the Main in Northern Europe and on the Danube in Central Europe. It also leases barges on the Mississippi and the Missouri in North America while in South America it rents over 50 barges on the Parana Paraguay River.



Touax River Barges manages a fleet of 119 barges leased to logistics operators and large industrial companies such as P&O Maritime Services, Arcelor Mittal and many others

River transport remains the most competitive means of inland transport, being the least expensive (7 times less expensive than road transport) and the most environment-friendly (4 times less CO₂ than road transport).

MARINE CONTAINERS DIVISION

Touax Container owns and manages a fleet of 475,000 teus high standard containers, mostly dry vans and reefer containers.



With a platform that can manage the full life cycle of a container, we offer a wide range of solutions, as:

- ✓ Operating leases
- ✓ Financial leases
- ✓ Purchase & Leaseback
- ✓ One-way movements
- ✓ New and used containers' Resale & Trading

We are one of the leader in operational management of containers on behalf of third parties financial investors.

Our most reliable partners include top container ocean carriers as Maersk Lines, Mediterranean Shipping Company, CMA-CGM, Hapag Lloyd, COSCO Shipping, Ocean Network Express, Evergreen, Yang Ming, ZIM and many other shipping lines.

We serve also a portfolio of over 700 customers in the retail sector through the resale and trading of new and used containers.

Well Recognized Customer Base

ASSET MANAGEMENT DEPARTMENT

For more than 20 years **Touax** has been managing real assets on behalf of investors, making the company a major player with over €1.2 billion of assets under management, including €0.4 billion owned and €0.81 billion managed on behalf of third party investors.

The group manages freight railcars, shipping containers and river barges, which are mobile and standardized assets with a useful life varying from 15 years up to 50 years.

Touax has invested in a dedicated asset management team, located in North America and Europe, which enables investors to participate in dynamic and punctual investment opportunities in transport and logistics sectors.



This team has a solid understanding of the legal, commercial and technical aspects of the assets with a wealth of knowledge on the group's markets.

Its role is to source equity and debt for such investments, create investment structures and manage relationships with existing investors.

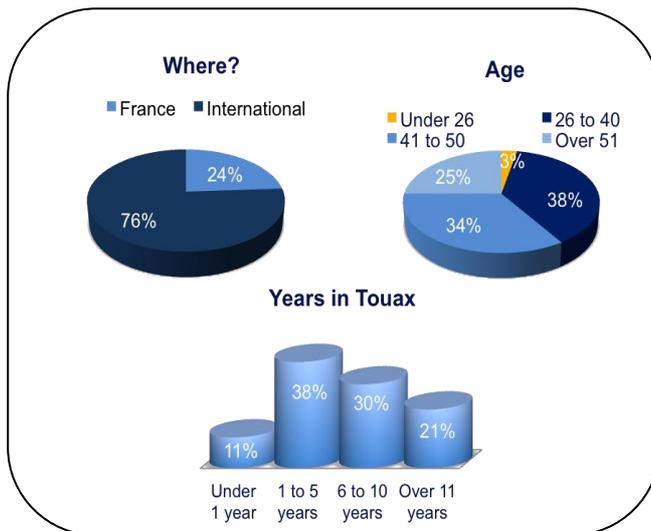
Current qualified and professional investors include diverse profiles from family offices, wealth managers, insurance and financial companies, foundations, corporate and infrastructure funds.

Touax People

Our professional teams of 236 employees located worldwide have been playing, thanks to their commitment and expertise, an essential role in the development of our Company.

A balanced mix of cultures, ages and lengths of service contributes daily to the richness of our company through experience, proven best practices, dynamism, innovation, flexibility and international mind-set.

As a service company, the Group considers the continuous fulfillment of its teams as an essential strategic goal.



A WORLDWIDE PRESENCE, CLOSE TO OUR CLIENTS



‘SAVVY’ BENEFITS FOR TOUAX CLIENTS

Touax Rail has decided to invest in ‘e-wagon’ technology through the installation of GPS systems on its railcars.

GPS will enable customers to track wagons and calculate the estimated time of arrival accordingly, while the sensors provide information regarding the loading status and detection of shocks – and much more.

Partnering with the Swiss supplier of GPS technology SAVVY® Telematics Systems AG for this project, Touax customers will soon experience the real time efficiencies of the ‘connected wagon’.



This will give users of GPS-fitted wagons the opportunity to access a full menu of data and reports:

- ✓ ETA on transport orders
- ✓ Fleet Management
- ✓ Monitoring tools (loading/unloading process)

all leading to a better performance of fleet management which serves our customer’s interests.

From customer inputs, configuration of the interface is done to match customer needs in Geofencing.

HOW IT WORKS



SAVVY® CargoTrac is a stand-alone telematic device with a running life of up to 15 years which communicates with the SAVVY® Synergy portal through an encrypted link as per European standard ITSS.

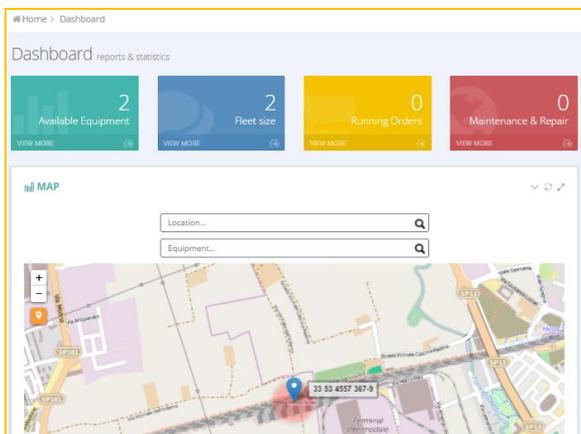
As well as setting the standard for localization and communication, its high-tech electronic products are developed for reliability and energy efficiency.

As the device is so easy to install, the CargoTrack is ideal for wagon fitting, as it only takes 3 minutes to get an e-wagon on the tracks.

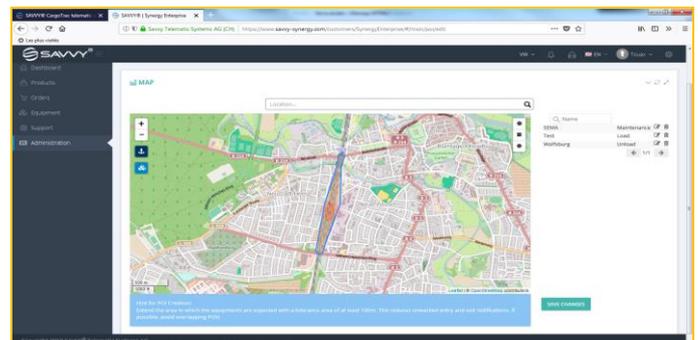
Furthermore, the superior location technology uses GPS and GLONASS satellite signals added to GSM, ensuring the supply of data wherever a wagon is situated.

Customers themselves can set up a defined alert system using the SAVVY® technology, providing a unique and bespoke level of detail (location, timing etc.) to suit their individual needs, helping end-users improve their wagon performance and train management.

Dashboard



Geofencing



The Marine Containers Division was pleased to welcome its business partners on its stand during the **Asia Intermodal fair** in March 2018



Fabrice and Raphaël Walewski invited the staff in Paris to celebrate the 165th Birthday of the Company in June 2018



Next rendez-vous in 2018 for our customers and business partners:

Date	Event	Location
September 18 th – 21 st	InnoTrans 2018 18-21 SEPTEMBER - BERLIN 	Berlin
November 6 th – 8 th	 INTERMODAL EUROPE 2018	Rotterdam
November 28 th – 29 th	 Riverdating 28 > 29 novembre 2018 / Strasbourg - Parc des expositions <small>Le 1^{er} rendez-vous des acteurs européens du transport fluvial et de la logistique multimodale.</small>	Strasbourg

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