

Touax[®]

Your operational leasing solution for
sustainable transportation

2024 Half-Year Results

Conference call
September 19th, 2024



Warning

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 (i) the Company's Universal Registration Document and the consolidated financial statements and management report for the year ended December 31, 2023, and (ii) semi-annual financial statements 2024.

The net asset value is given for information purposes only, based on independent, unaudited valuations. It does not take into account any of the following: potential taxes on capital gains tax, the availability of leased assets, customary holding and liquidity discounts.

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

Contents

- ▶ **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 Main Markets

3 standardised assets



~ 250
Employees (**)



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



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



A unique business in infrastructure transport in operation since 1853



A global presence



€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

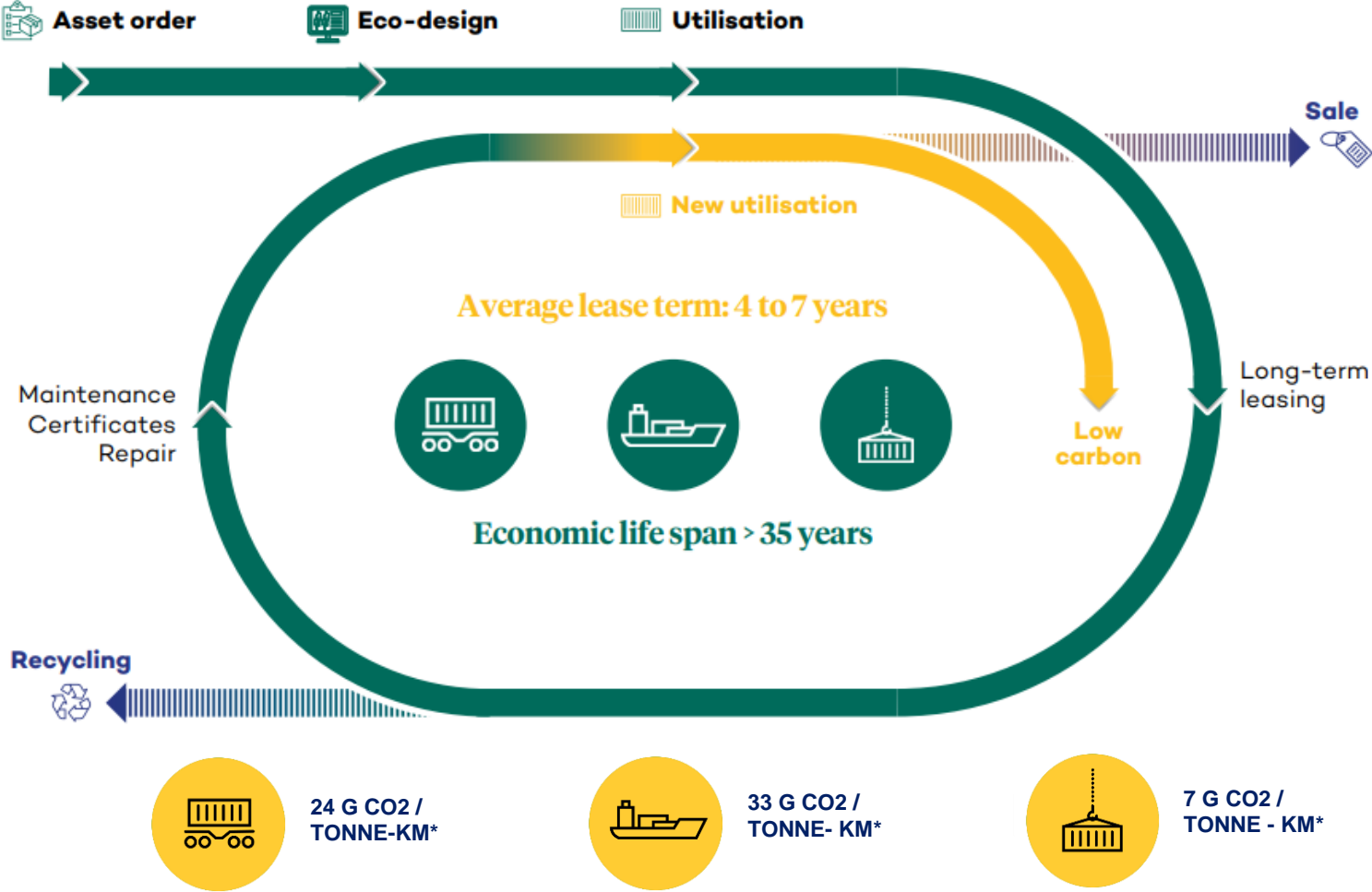
The TOUAX ecosystem

At the heart of the real economy and sustainable transport



TOUAX, a key player in the low-carbon transports

A sustainable value chain



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

A strengthened CSR commitment

Underpinned by TOUAX's unique positioning



- ▶ **TOUAX joined the UN Global Compact Initiative**, demonstrating our commitment to social and environmental responsibilities and our support to the Sustainable Development Goals
- ▶ **Extra-financial Ecovadis rating 72/100 (gold medal)**: TOUAX is now part of the Top 5% of most-sustainable companies, across all business sectors
- ▶ **EthiFinance Rating 2023: 70/100** for TOUAX's stock
- ▶ **Sustainable financing strategy**: Implementation of a Green Finance Framework ; **74% of the Group's financings have a sustainable nature**
- ▶ **Launch of the collaboration with the European Investment Bank** (positioning itself as the "Climate Bank"): the Touax Group acts as preferred operator for the SETEF fund, in which the EIB is a shareholder
- ▶ **Publication in 2024 of the first CSR dedicated brochure**, reflecting the Group's commitment and ambition [CLICK](#)
- ▶ **Redesign of the TOUAX's website with the implementation of a dedicated CSR section** and the posting of the Group's policies online [CLICK](#)

- **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
			
Assets under management* €1,244m	No. 2 in Europe (intermodal wagons) & India Assets €616m	No. 1 in Europe & South America Assets €86m	No. 1 in Europe #3 worldwide in management for third-party investors Assets €543m
Owned* assets €645m	€434m 70%	€81m 95%	€130m 24%
Management on behalf of third parties €599m	€182m 30%	€4m 5%	€413m 76%
Geographical presence % of revenue	Europe 85% India 15%	Europe 82% Americas 18%	Global activity 100 %

* The Freight Railcars division, 51% owned by the Group, is fully consolidated

TOUAX's sources of revenue

Recurring, diversified and scalable

Leasing (€44.4m*) and Sales revenues (€28.1m*)



Management fees (€7.9m *): net additional contribution to the EBITDA



* Figures at 30 June 2024

A diversified customer base

Long-standing, first-class relationships

Freight railcars



> 20 years

River barges



> 20 years

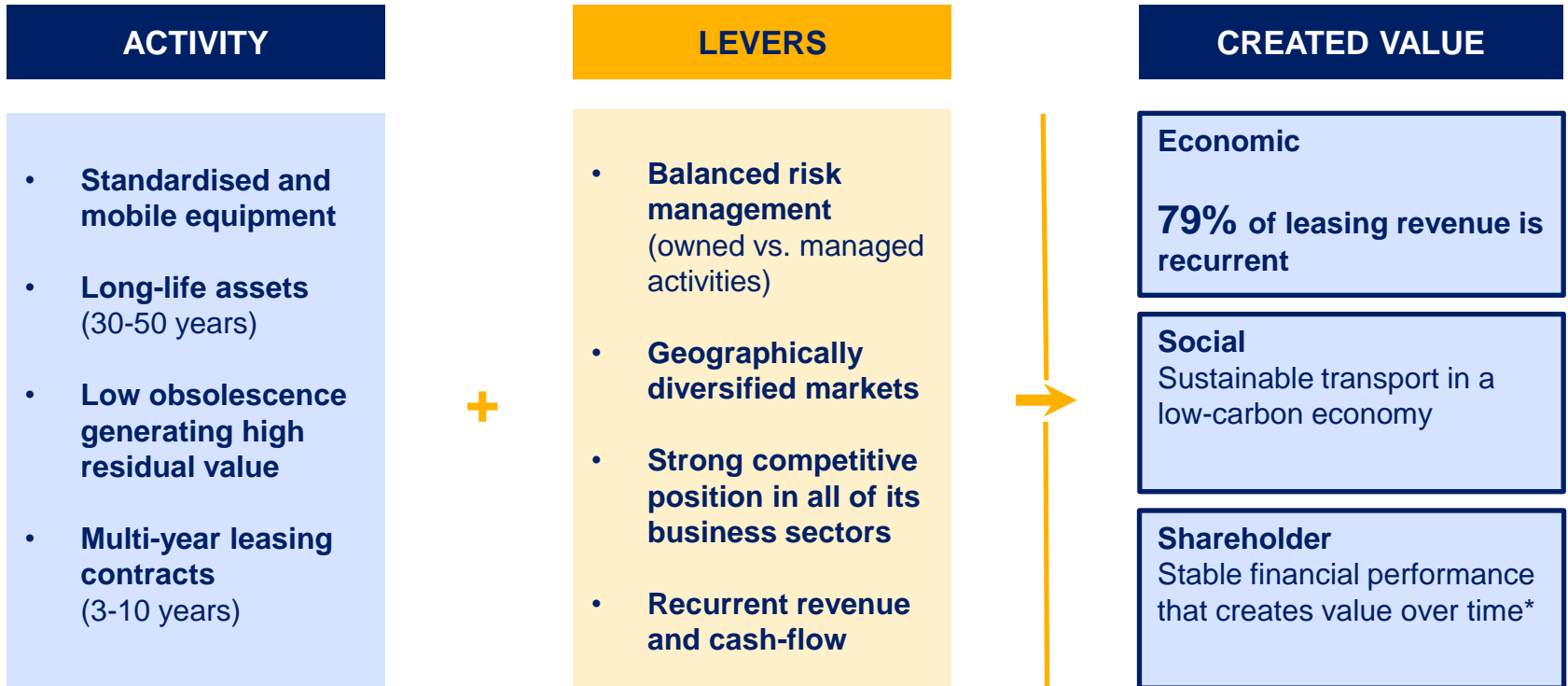
Containers



> 30 years

Strength of the business model

Recurrence and creating value



* Higher net asset value per share and dividend payment

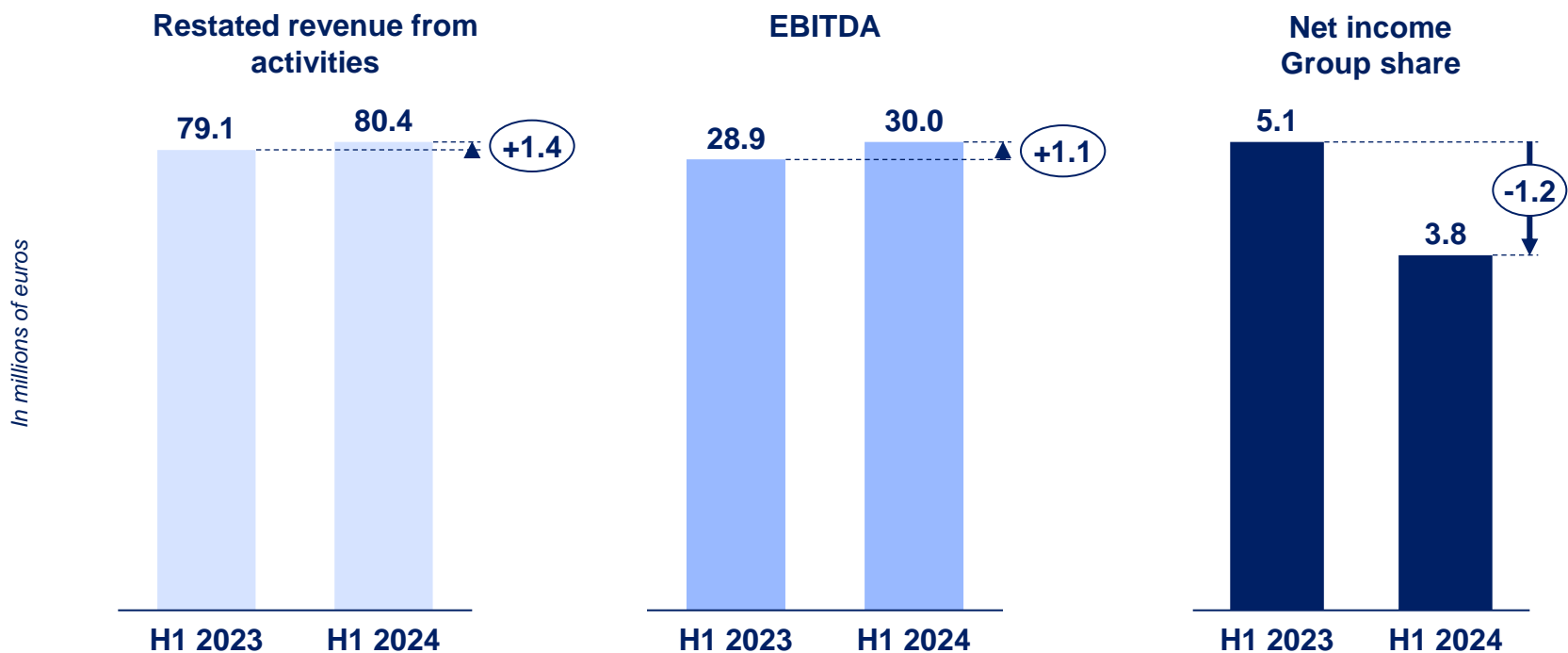
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Results at 30 June 2024

Good level of operating profitability



Net profit, Group share: €3.8m at 30 June 2024, down -€1.2m mainly due to:

- -€0.6m related to the decrease of the current operating income
- -€0.7m from non-recurring operating income and expenses
- Financial expenses increased by -€1.1m, but income tax expenses and minority interests decreased by +€0.8m and +€0.3m respectively.

Restated income statement – 30 June 2024

Positive results

<i>in millions of euros</i>	H1 2024	H1 2023	Variation
Owned equipment leasing activity	44.4	44.0	1%
Owned equipment sales activity	28.1	29.9	-6%
Management and other activities	7.9	5.2	53%
RESTATED REVENUE FROM ACTIVITIES (*)	80.4	79.1	2%
EBITDA (**)	30.0	28.9	4%
Depreciation and impairments	-15.9	-14.2	12%
CURRENT OPERATING INCOME	14.2	14.7	-4%
Other operating income and expenses	0.4	2.6	-84%
OPERATING INCOME	14.6	17.3	-16%
FINANCIAL RESULT	-10.8	-9.8	11%
Net income from discontinued operations	1.5	0.0	-
CONSOLIDATED NET INCOME	4.6	6.2	-25%
Of which Group share	3.8	5.1	-24%
Of which minority interests	0.8	1.1	-30%
Earnings per share (€)	0.55	0.72	-24%

- ▶ **EBITDA up by +€1.1m**, mainly from the good momentum in management activities;
- ▶ **Current operating income was €14.2m** (-€0.6m), with depreciation and amortisation up -€1.7m;
- ▶ **Net financial expense was -€10.8m**, due to higher borrowing costs;
- ▶ **Two exceptional items were accounted for €1.9m**: payment of an additional price of €1.5m for the sale of the Modular Buildings activity in 2017, and the favourable settlement of a former dispute in the United States for €0.4m.
- ▶ **Consolidated net profit (Group share) of €3.8m**

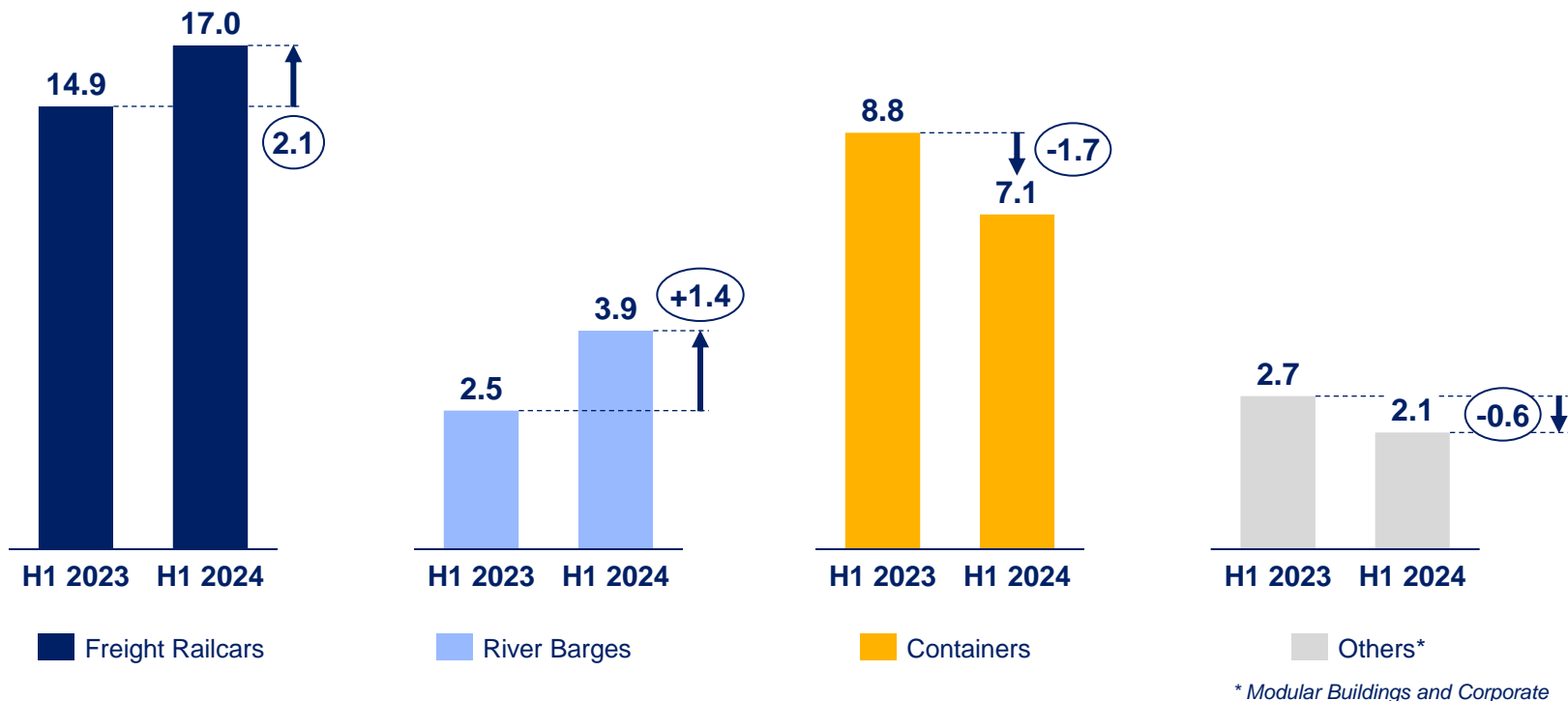
(*) Restated presentation for a better understanding of owned and managed activities

(**) EBITDA corresponds to the recurring operating income excluding depreciation, amortisation and impairment.

EBITDA performance by division

Mixed trends

In millions of euros



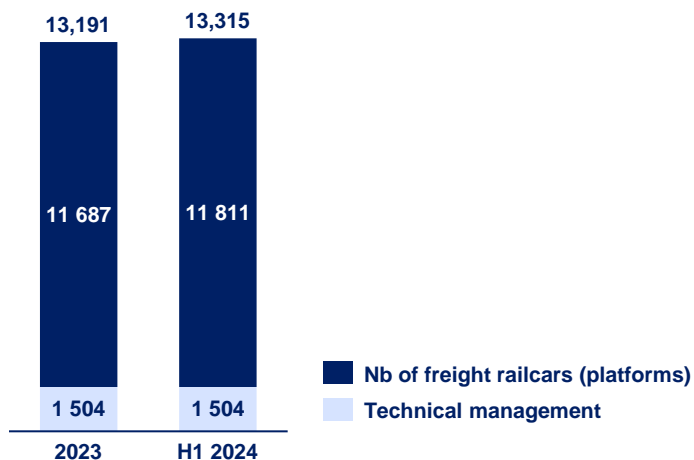
- ▶ Higher operating performance for the Freight Railcars and River Barges divisions: +€3.5m in total
- ▶ A lower Containers' EBITDA: -€1.7m

Freight railcars

A recent fleet on long-term leases



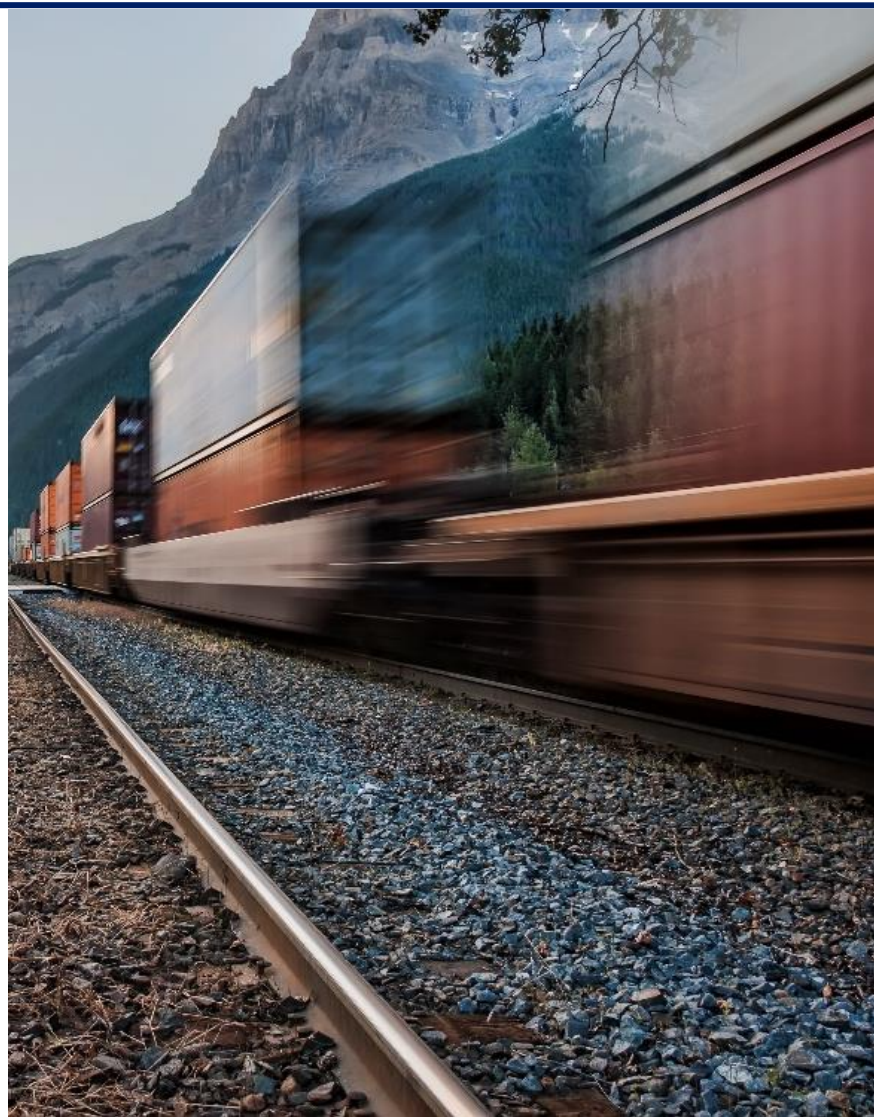
Slight fleet increase



Fleet mapping – 30 June 2024

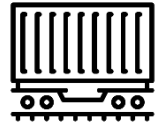
- ▶ Economic life span: 30 to 50 years
- ▶ Book depreciation: 36 years
- ▶ Weighted average age of the global fleet: 16.6 years
- ▶ **Weighted average age* of owned fleet: 13.2 years**
- ▶ Average utilisation rate: 86.4%
- ▶ **Average lease term: 4.1 years**

* Net book value weighting

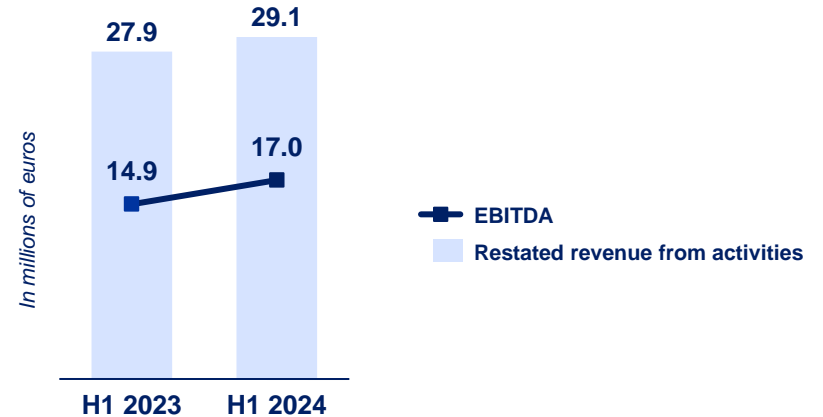


Freight railcars

Business growth



A good level of operating performance



Restated revenue from activities: +€1.2m (+4%)

- ▶ Owned activity up by +€0.7m (+2.6%), despite a lower average utilisation rate of 86.4% (-2.1 pts)
- ▶ Strong increase of management activity (+€0.5m; +49%), thanks to syndications

EBITDA up by +€2.1m (+14%)

- ▶ Supported by an increase in leasing revenues, sales of owned equipment and syndication fees, and lower operating expenses (maintenance)

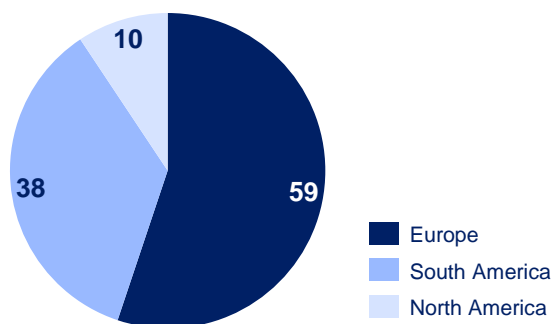
River barges

A balanced portfolio between Europe and the Americas



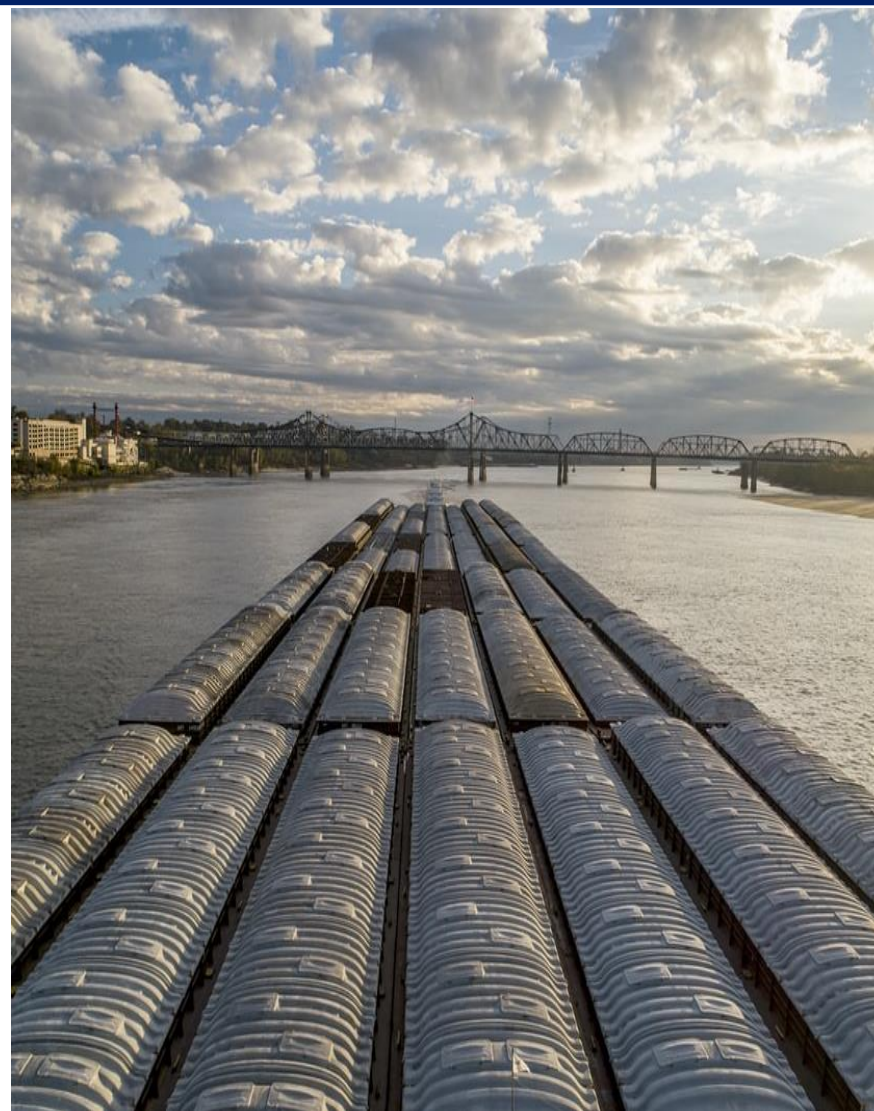
A leading position in Europe

Number of river barges: 107
including 9 under management



Fleet mapping – 30 June 2024

- ▶ Economic life span: 30 to 50 years
- ▶ Book depreciation: 30 years
- ▶ Weighted average age of the global fleet: 16.0 years
- ▶ Weighted average age* of owned fleet: 14.3 years
- ▶ **Average utilisation rate: 96.3%**
- ▶ Average lease term: 5.2 years



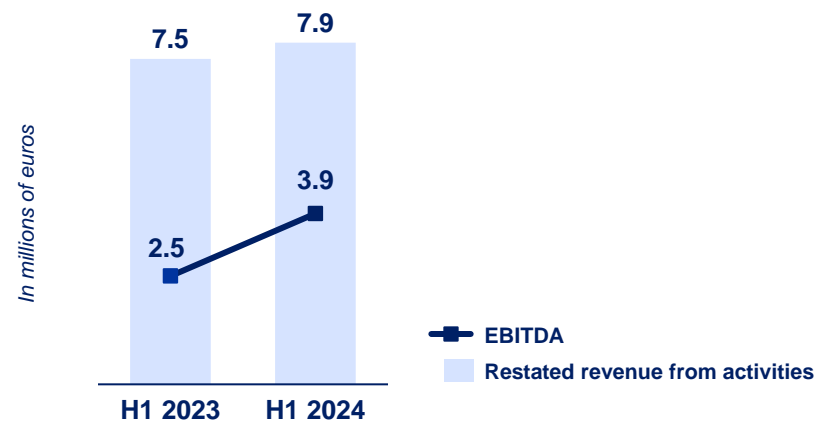
* Net book value weighting

River barges

Higher operating margin



Significant increase in operating profitability



Higher restated revenue from activities (+€0.4m ; +5%)

- ▶ -€1.2m in ancillary activities, related to the lower chartering activity on the Rhine basin
- ▶ Management activity: +€1.6m

EBITDA up by +€1.4m (+58%)

- ▶ Lower operating expenses (+€1m) due to lower chartering volume

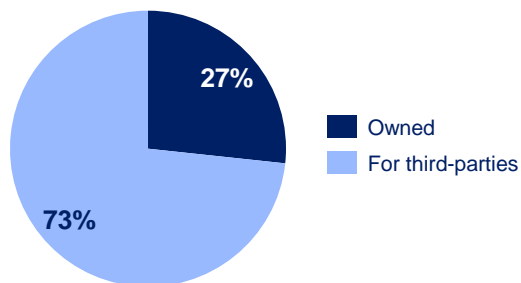
Containers

At the heart of international trade



Dynamic fleet management

Number of managed containers
(TEU): 326,954



Fleet mapping – 30 June 2024

- ▶ 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: 6.1 years**
- ▶ Competitive average price of owned containers, thanks to dynamic fleet management: \$1,429/CEU **
- ▶ Average utilisation rate: 96.9%
- ▶ **Average lease term: 6.6 years**
- ▶ Proportion of leases of 3 to 10 years: 82.9%

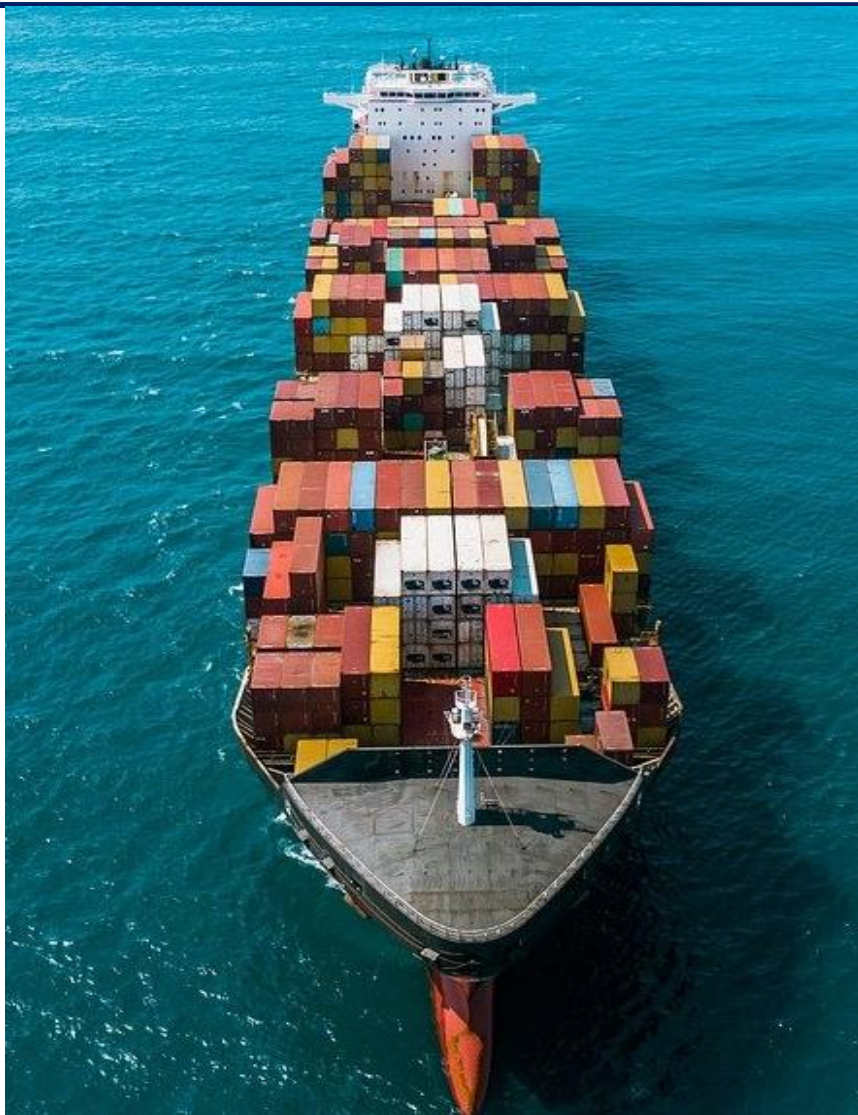
* Net book value weighting

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

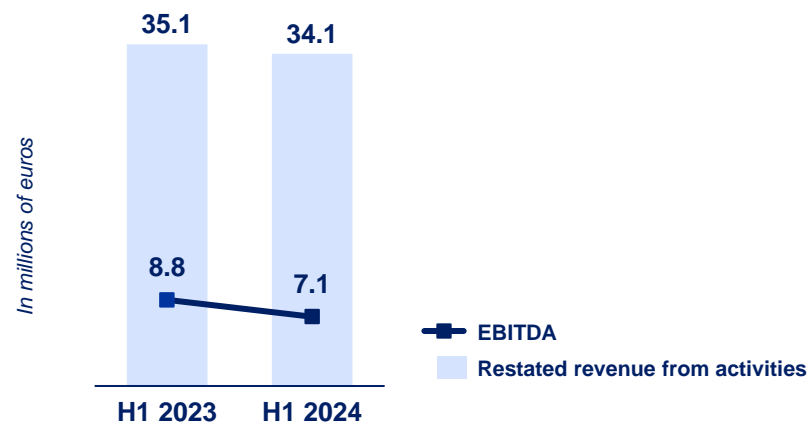


Containers

Adapting performance to the market context



Adjustment of the performance



Restated revenue from activities: -€1.0m (-3%)

- ▶ Growth in leasing income: +€1.4m (+13.8 %) thanks to a strong average utilisation rate (> 96%)
- ▶ Decrease in sales of owned equipment of -€2.8m, mainly in the trading business.
- ▶ Management activity: +€0.5m

Lower EBITDA: -€1.7m (-20%)

- ▶ Lower cost of equipment sales (+€2.6m)
- ▶ Higher operating expenses, -€3.4m (including provisions for doubtful debts and inventories)

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 €430m

► 2024 highlights and outlook

- **Syndications completed in H1 2024:** €55m globally in Freight Railcars, River Barges and Containers, and including the replacement of a minority investor in an SPV held by the Real Asset Income Fund
- **Share of assets under management: €599m (+2.3%)**
- Normalisation of prices creating new investment opportunities
- **Available syndication capacity in H2 2024: €72m**
+€23m for Freight Railcars and River Barges
+\$54m for Containers

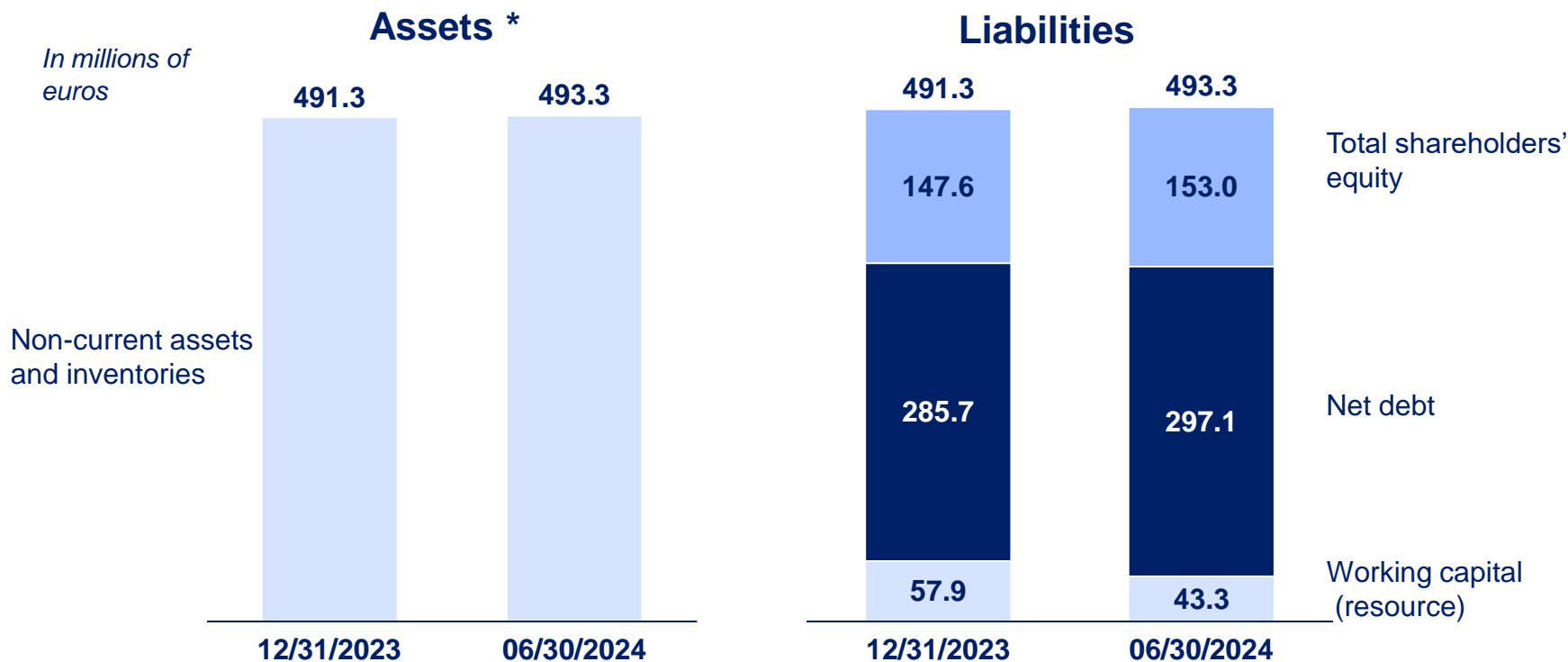
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Balance sheet

Strong equity position with net debt financing exclusively tangible assets



* Of which goodwill and intangible assets: €8.7m

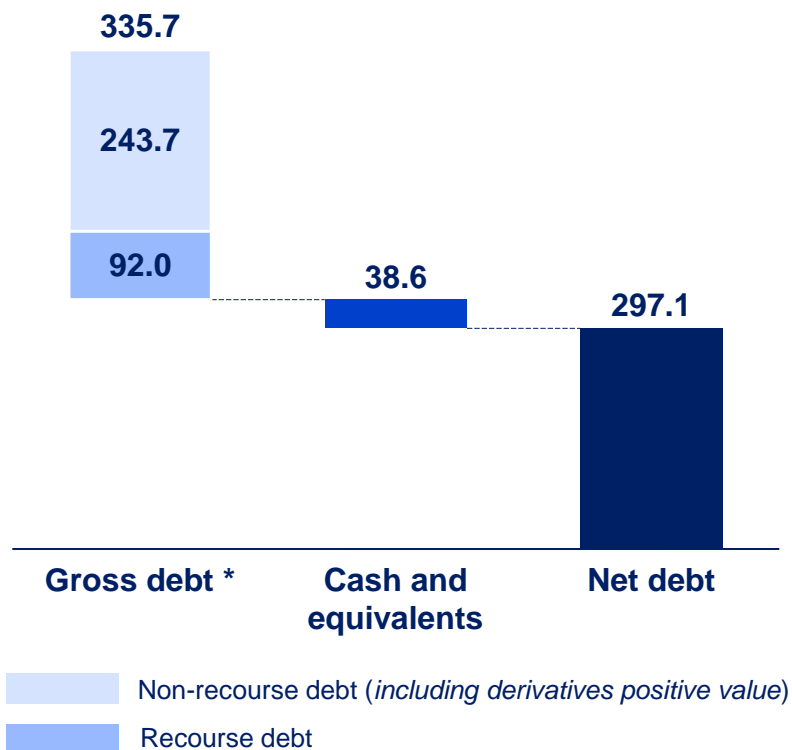
- ▶ **Change in total shareholders' equity: +€5.4m**, with net income Group share (+€3.8m), positive currency translations (+€2.8m) and -€1.5m distributed to shareholders and general partners
- ▶ **Net debt increased by +€11.4m**: with the increase in gross debt (+€10.8m) and a -€0.4m decrease in cash position

Debt profile

74% of debt without recourse to TOUAX SCA

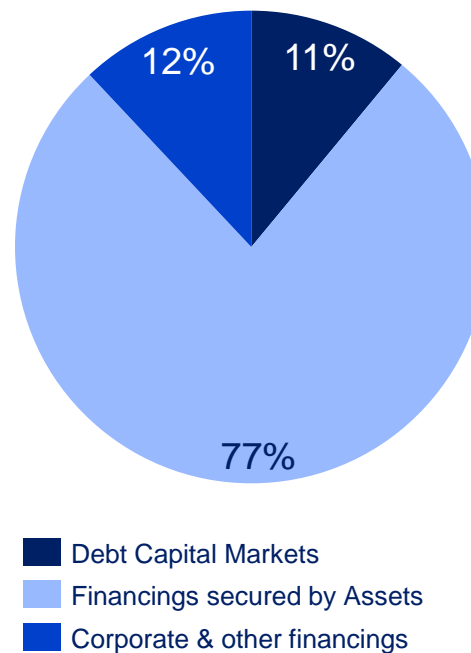
From €336m gross debt to €297m net debt

In millions of euros



* Including derivatives positive value

Breakdown of financing sources

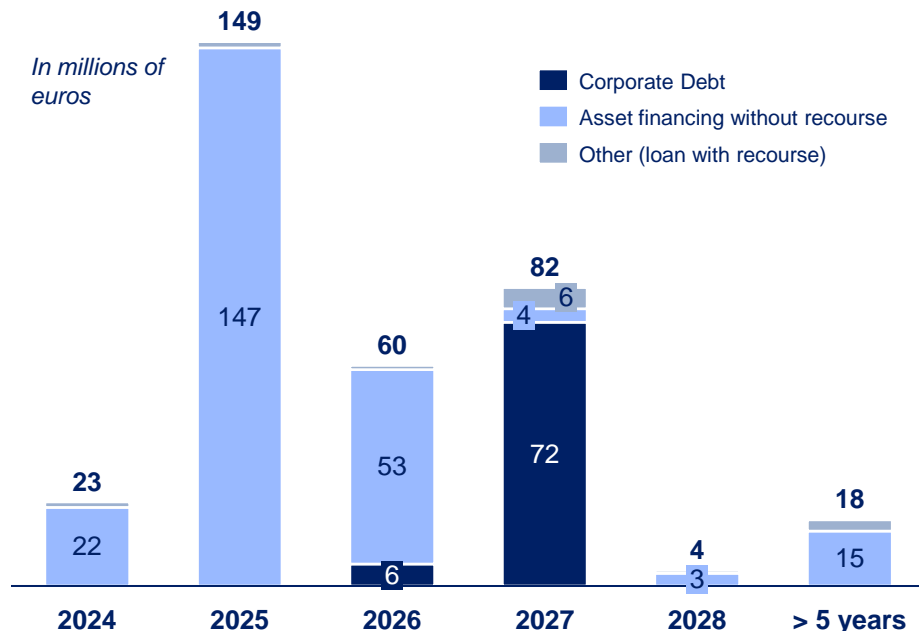


Average rate of overall gross debt :
5.72% (compared with 5.69% in December 2023)
 [€: 5.12% ; \$: 6.58% ; £: 4.30%]

Credit profile

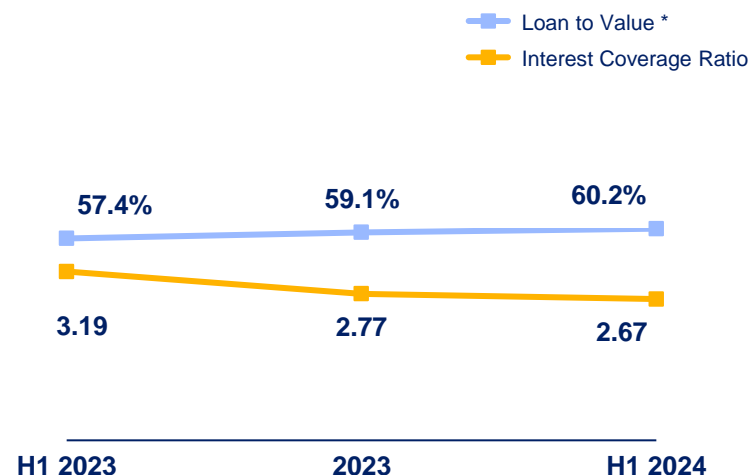
Financial ratios compliant as of 30 June 2024

Maturity schedule



- ▶ **Renewal of Asset-backed financings: inherent to TOUAX's business** (€141m for the Freight railcars division in 2025 and €48m 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 **60.2%** (< 70%)
- ▶ **Interest Coverage Ratio: stable over the semester** (EBITDA increase offsetting the rise in financing costs), **above contractual covenants** (> 2.0)

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

Cash flow statement

A stable net cash

<i>In millions of euros</i>	H1 2024	H1 2023
Operating flows excluding operating WCR	28.7	26.4
Change in operating WCR (excluding inventories)	-0.1	11.8
Net purchases of equipment and changes in inventories	-23.6	-20.7
Net operating flows	5.0	17.4
Investment flows	-1.2	-0.7
Financing flows	-5.1	-27.8
Exchange rates variations	0.3	-0.1
CHANGE IN NET CASH	-1.0	-11.1

- ▶ **Good level of operating cash flows reaching +€28.7m**, in line with the good level of revenues and EBITDA
- ▶ **Stable rate of net investment in equipment (€23.6m over the semester)**, up by +13% compared with H1 2023)
- ▶ **Financing flows** including -€11.4m of interests paid, -€2.2m of dividend paid to minority shareholders and +€8.2m change in net financial debt
- ▶ Finally **net cash position fell by -€1.0m**, but still comfortable at **€38.0m as of 30 June 2024**

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Freight railcars

Increase the fleet to more than 16,000 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 (Source: the World Bank)
- +** Lessors: at the heart 75% of purchases of new wagons in Europe
- Lower intermodal traffic in Europe, returning to pre-Covid levels

Touax Rail's ambitions

Increase the owned and third-party fleet to over 16,000 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

- +** A buoyant global market 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 leasing income and associated services (management and trading)

Market

Touax Container Services' ambitions

- +** **Long term leases:**
Good visibility on cash flows
- +** **Utilisation rate of leased fleet above 96%**
- +** **Resumption of demand for containers in 2024**
(>6m CEUs built)
- +** Containers remain **the world's most standard logistical asset** (all distances and multimode)
- =** **Geopolitical uncertainty** (Israel war, Red Sea, political elections, customs barriers, ...)

Take advantage of prices normalisation to increase the fleet on lease & Reinvest free cash flows in order to increase the share of owned fleet

Pool the platform through the development of third-party management and generating additional management margins

Increase sales of new containers “1st travel” from 12k to 25k CEUs per year

Expand the customer portfolio (leasing and sales) and maintain the European leadership

Expand the range of assets on offer (specialised containers) on all 5 continents



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

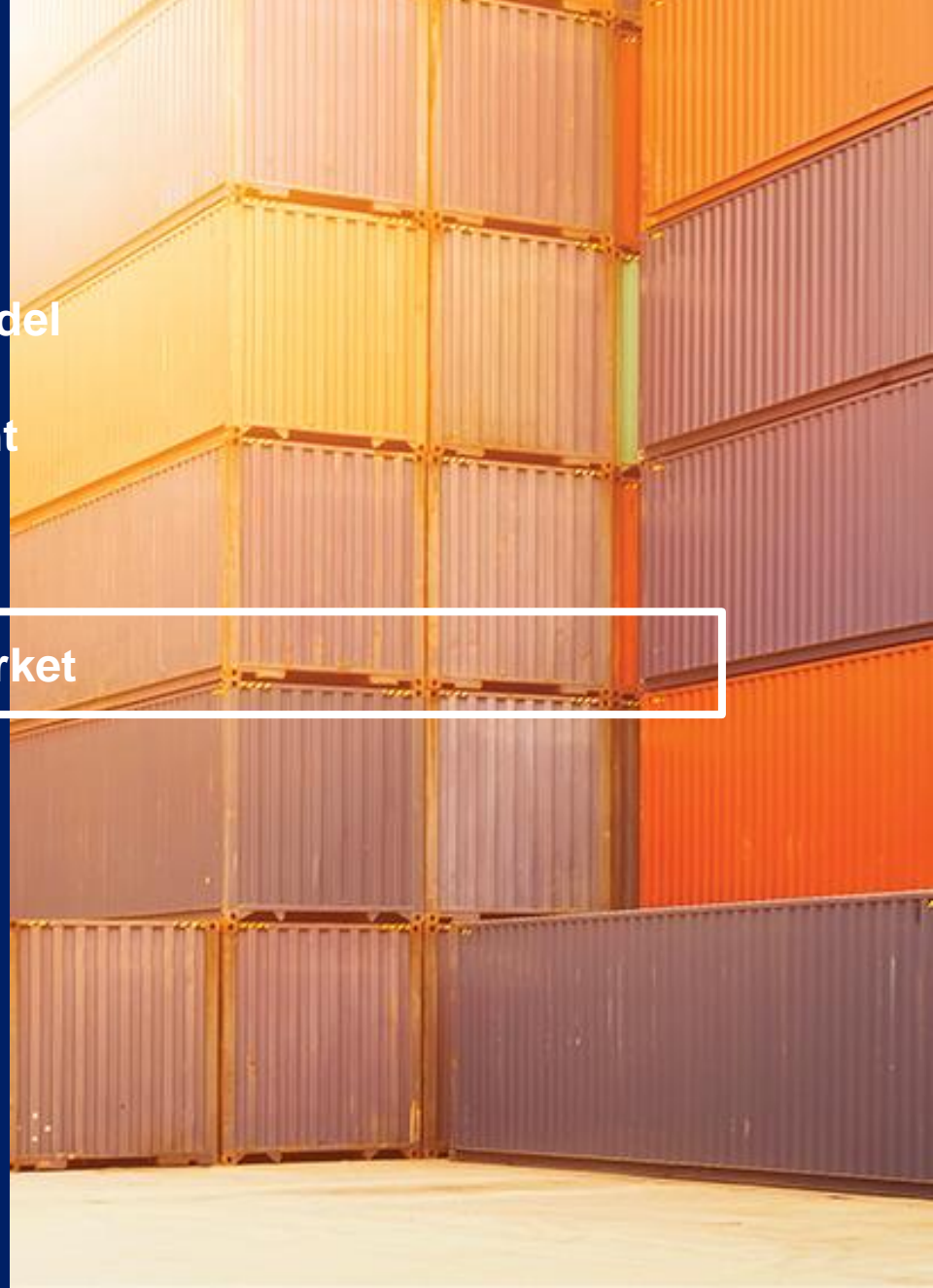
Pursue the objective of sustainable development at the heart of green transport

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



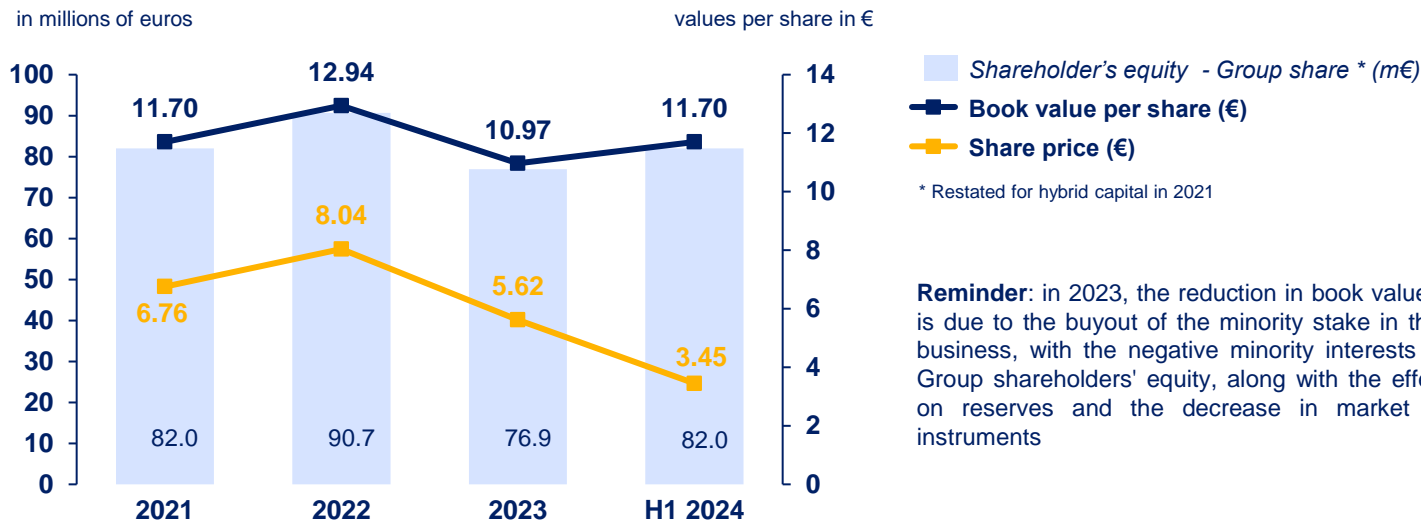
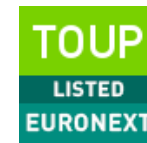
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TOUAX and the stock market

Significant discount maintained



Reminder: 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

Stock market data	06/2024	12/2023
Number of shares (in thousands)	7,011	7,011
Market capitalisation (€m)	24.19	39.40
Average volume / day (number of shares)	5,349	5,415
Closing price (€)	3.45	5.62
Net asset value per share (€)*	N/A	20.59

Dividend of 12 cents per share paid in July 2024 (+20%) corresponding to c. 25% of 2023 net result Group share

* Net asset value per share (NAV) : the next NAV will be published with the 2024 financial statements

APPENDIX



Appendix 1 - Restated income statement

Detailed information as of 30 June 2024

<i>in millions of euros</i>	H1 2024	H1 2023	Variation
Owned equipment leasing activity	44.4	44.0	1%
Owned equipment sales activity	28.1	29.9	-6%
Management and other activities	7.9	5.2	53%
RESTATED REVENUE FROM ACTIVITIES (*)	80.4	79.1	2%
Cost of equipment sales	-23.6	-25.0	-5%
Operating expenses	-13.3	-11.9	12%
General and administrative expenses	-13.5	-13.3	1%
EBITDA	30.0	28.9	4%
Depreciation, amortization and impairment	-15.9	-14.2	12%
CURRENT OPERATING INCOME	14.2	14.7	-4%
Other operating income and expenses	0.4	2.6	-84%
OPERATING INCOME	14.6	17.3	-16%
Financial result	-10.8	-9.8	11%
Corporate tax	-0.6	-1.4	-54%
Net income from discontinued operations	1.5	0.0	-
CONSOLIDATED NET INCOME	4.6	6.2	-25%
Of which attributable to owners of the Group's parent company	3.8	5.1	-24%
Of which non-controlling interests (minority interests)	0.8	1.1	-30%
Earnings per share (€)	0.55	0.72	-24%

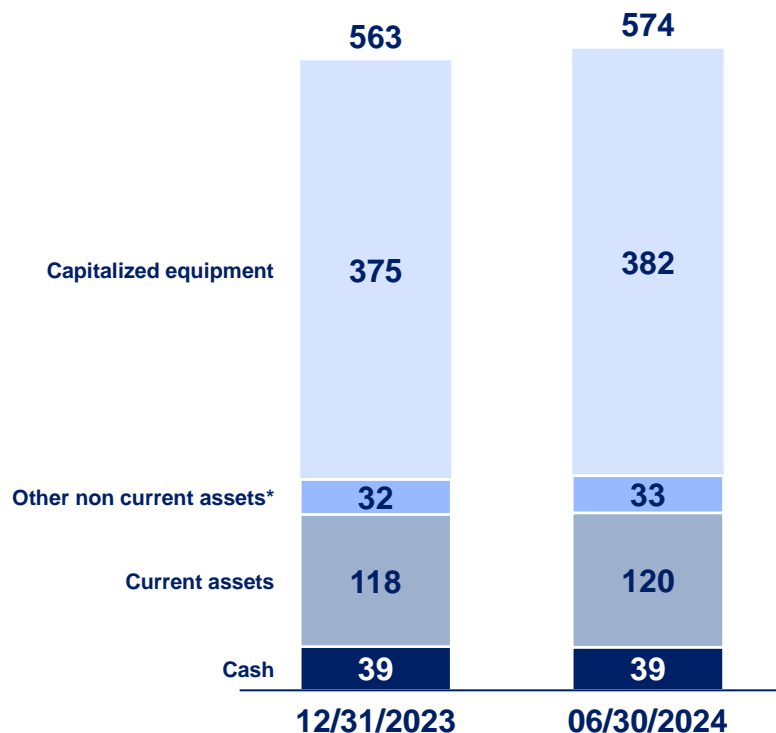
(*) Restated presentation for a better understanding of owned and managed activities

Appendix 2 - Balance sheet

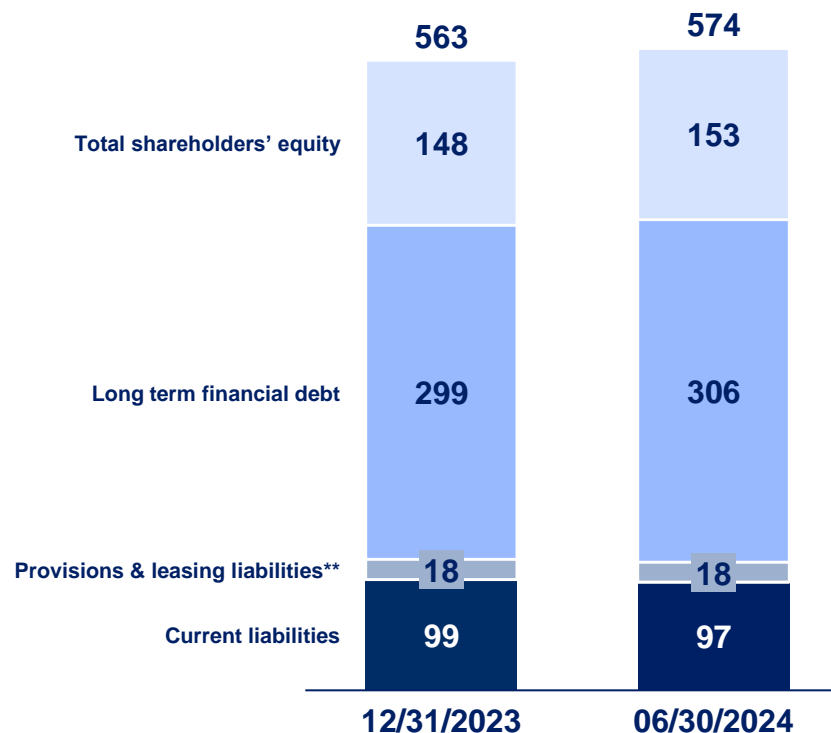
Accounting view 30 June 2024

In millions of euros

Assets



Liabilities



* of which €13.1m rights of use - in accordance with IFRS 16

** including €9.0m in long term lease liabilities