



## Results for Q1, 2006

Palais Brongniart, 29 September 2006



1906 – 2006: 100 years as a listed company



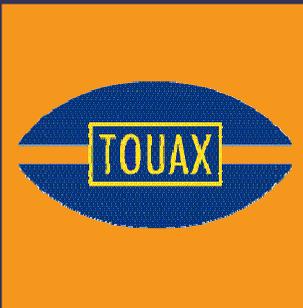
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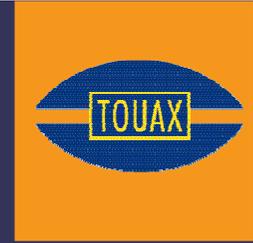
# Presentation of the company





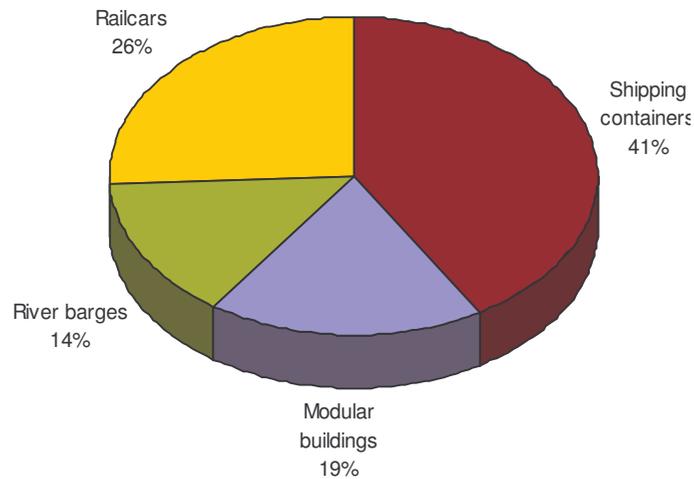
# The TOUAX Group

Your operational leasing solution

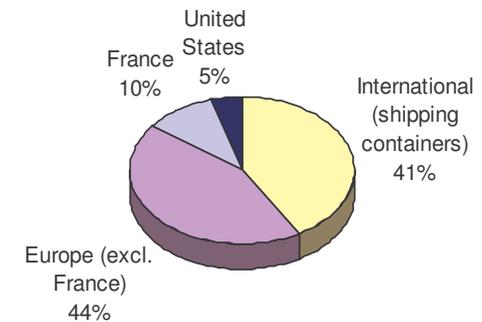


## BREAKDOWN OF 2006 REVENUES

By activity



By geographic region



**REVENUES for Q1, 2006: €123 million +20.4%**

A team of 350 professionals across 11 countries (Europe, Americas and Asia)



## Presentation of activities

Touax's growth is based on a simple concept:



- Companies are increasingly outsourcing the ownership of their non-strategic assets.

- The advantages of operational leasing:

- Flexible contract (short to long term)
- No investment required by the lessee
- Subcontracting of maintenance (included in lease)
- Rapid availability



- Touax: a preferred partner for businesses





# Presentation of activities

## A single leasing strategy encompassing four product lines



### Leasing of standardized mobile equipment:

- Low risk of obsolescence
- Long service life (15 to 50 years)
- High residual value in a liquid global market for secondhand equipment
- Mobility allows optimization of utilization rate
- Mainly long-term contracts ensuring recurring cash flow



# Presentation of activities

## Shipping containers



- **2nd in continental Europe and 10th in the world**  
(source: Containerisation International)
- **Leasing of standard dry containers (20' and 40') mainly under long-term contracts**  
(80% at 3/5 years in June 2006)
- **The strengths of Touax:**
  - A fleet of modern, high-quality equipment (average age < 4 years)
  - A dynamic sales force
  - A presence in 40 countries (8 branches, 4 offices and 150 depots)
  - More than 100 shipping lines use our services, including 23 of the top 25 (Maersk Lines, Evergreen, MSC, China Shipping, CMA-CGM, MOL, etc.)

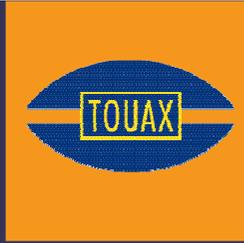
# Presentation of activities

## Shipping containers

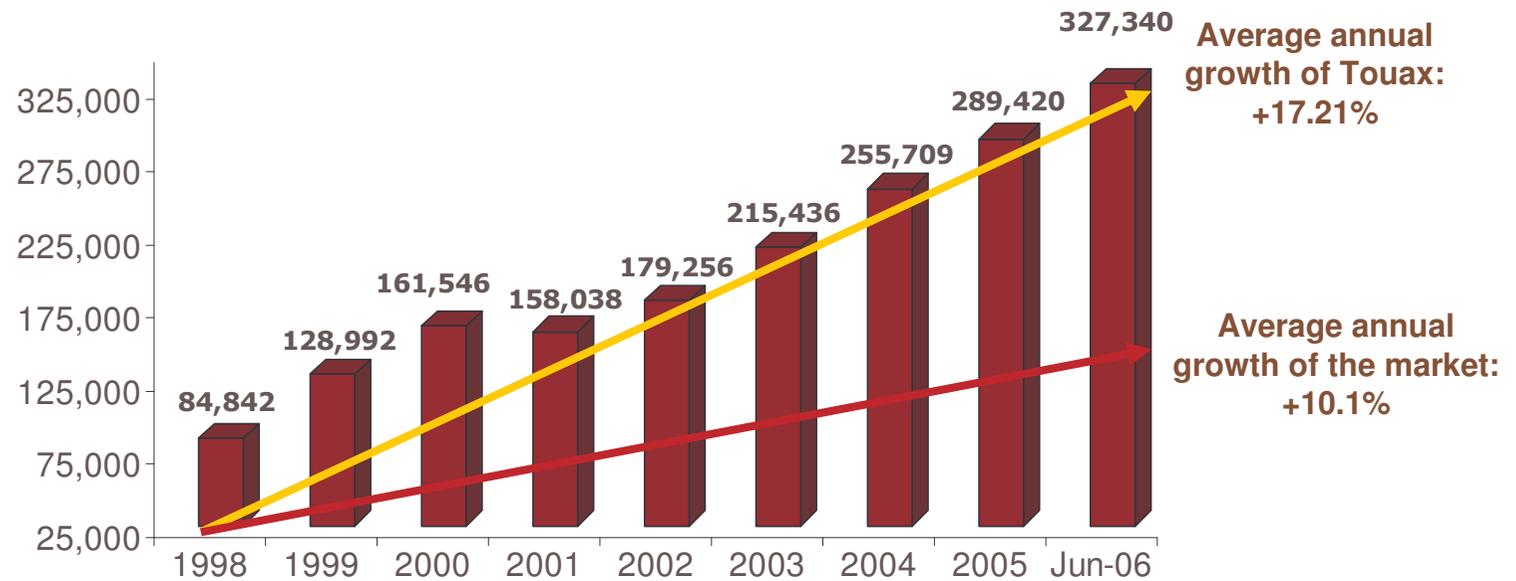


# Presentation of activities

## Shipping containers: growth of the fleet managed by Touax



Number of containers (TEU size) managed by Touax



Growth of international trade: the global container fleet has grown from 8.8 million to 20.8 million units (TEU size) in 10 years

# Presentation of activities

## Shipping containers: Outlook



- Structural growth in the market in light of the globalization of trade:

	2001	2002	2003	2004	2005	2006	2007
Containerized traffic	+2%	+10%	+12%	+13%	+10%	+10%	+10%
Container vessels	+8%	+8%	+8%	+8%	+11%	+13%	+12%
Container fleet	+4%	+6%	+9%	+11%	+8%	+8%	+8%

- Source: Clarkson Research Studies – September 2006 & Containerisation International 2006

### • Outlook 2006

- A more difficult year for shipowners, which will favor leasing.
- Continuation of investments in long-term contracts
- Planned investment of over \$100,000,000 in order to meet demand compared with \$61,000,000 in 2005
- Medium-term outlook
  - Fleet size > 500,000 TEU (5% global market share)



# Presentation of activities

## Modular buildings



- **3rd largest lessor in Europe and 6th largest in the world** (source Touax)
- **Activity: leasing, lease-purchase, sale**
- **The strengths of Touax:**
  - A range of standardized, high-quality equipment for varied uses (offices, schools, hospitals, storage, etc.)
  - A presence in Europe (6 countries) and the United States
  - A diversified customer base:
    - Industries (Alstom, Thomson, EDF, British Petroleum, Sanofi, Madrid Health Institute, etc.)
    - Central/local government (regional authorities, municipalities, etc.)
    - Building & public works (Bouygues, Vinci, Hochtief, FCC, etc.)

# Presentation of activities

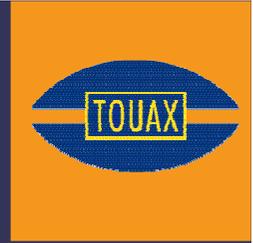
## Modular buildings



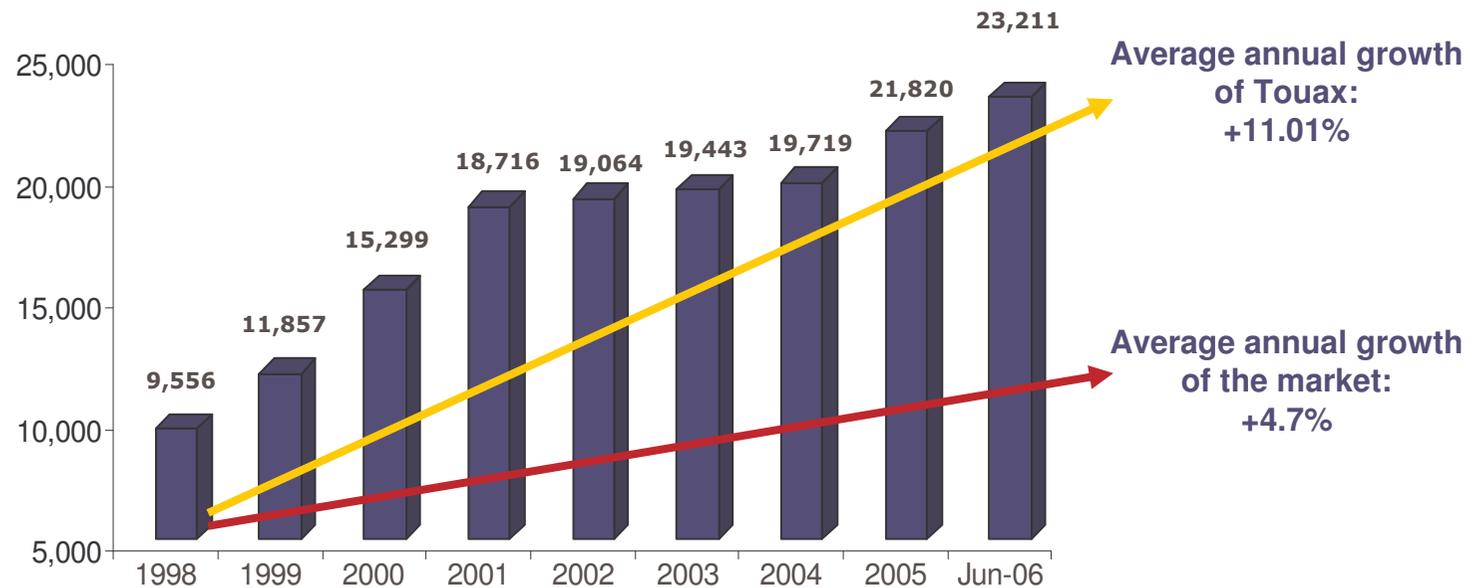


# Presentation of activities

## Modular buildings: Growth of the fleet managed by Touax



### Number of modules



- The European fleet of leased modular buildings has grown from 225,000 to 450,000 units in 15 years (source Touax)
- Planned investment in 2006 of over €20 million compared with €14 million in 2005.



# Presentation of activities

## Modular buildings: Outlook



- **Outlook 2006**

- **In Europe**

- Recovery confirmed in France, Germany and Benelux
    - Good level of activity in Spain
    - Strong progress in Poland

- **In the United States (Florida, Georgia)**

- Development of public authority business and sales

- **Medium-term outlook**

- **In Europe**

- Market share target of 10% (5% in 2005), i.e. around 50,000 modules

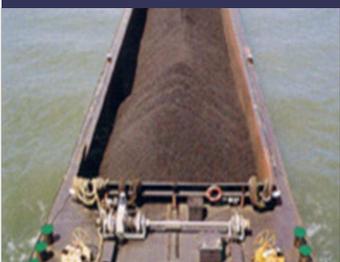
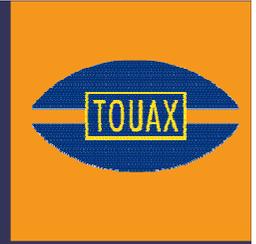
- **In the United States**

- Development in the south-east of the USA with public authorities/services/industries



# Presentation of activities

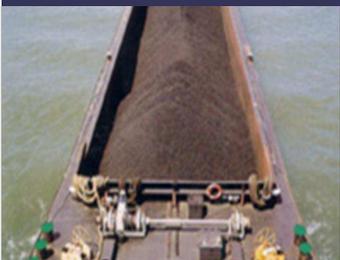
## River barges



- **Largest barge fleet in Europe for “dry” bulk goods** (coal, grain, ore, fertilizer, cement, etc.) source: Touax
- **Main activities: transport, chartering, leasing**
- **The strengths of Touax:**
  - **Unique experience of international operation:**
    - **A presence in the main European river basins:** Rhine, Main, Meuse, Moselle, Danube, Seine, Rhône, Garonne
    - **Activity in the United States:** Mississippi
  - **Customer base comprising major industrial and transport operators** (Cargill, Dreyfus, Lafarge, Electrabel, DSM, CFT, Miller, etc.)
  - **Experience going back more than 150 years**

# Presentation of activities

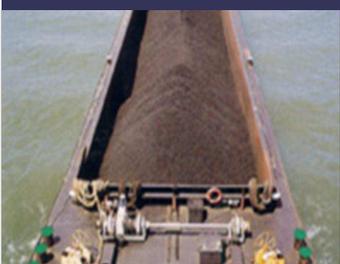
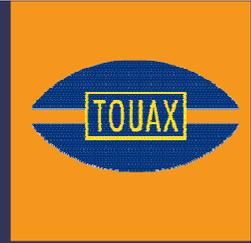
## River barges



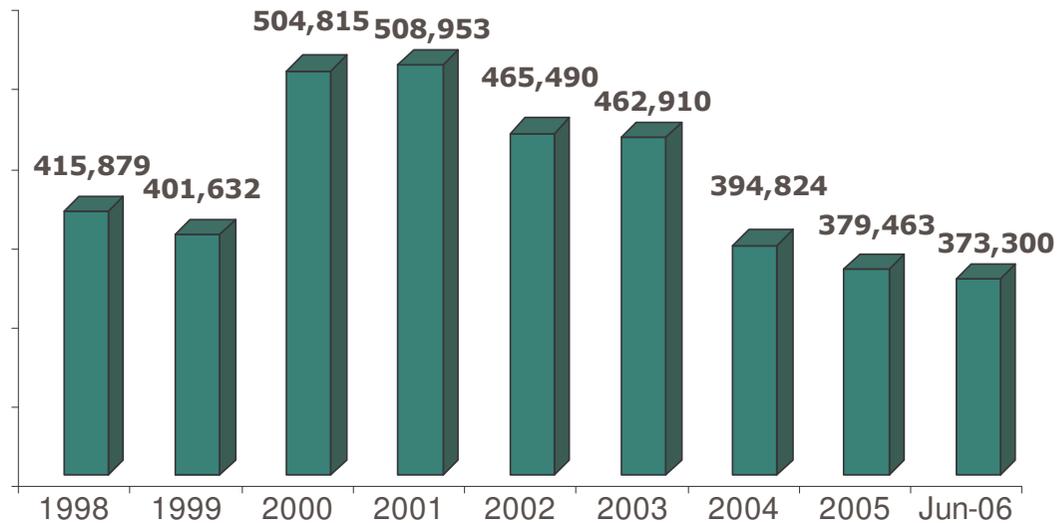


# Presentation of activities

## River barges: growth of the fleet managed by Touax



Tonnage

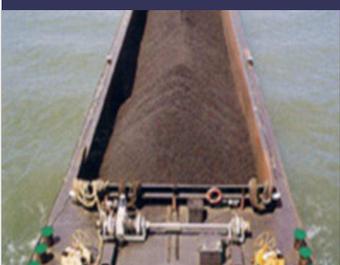
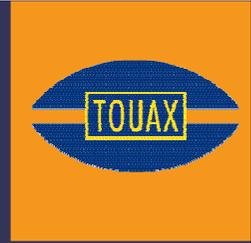


- The number of river barges in Europe has remained unchanged for several years, leading to an ageing of the fleet (source Touax). In the USA, the number of barges for dry bulk goods fell from 19,677 units in 2001 to 18,279 units in 2004, 1/3 of which are more than 25 years old (source Sparks Companies Inc).



# Presentation of activities

## River barges: Outlook



- **Outlook for 2006**

- Continuing activity on the Mississippi and the Danube given the lack of barges after decades of under-investment.

- **Medium-term outlook**

- Positioning in and development of long-term leasing and transport contracts
- Selective new investments under consideration
- Structural upturn of river transport on the Danube offering significant prospects.



# Presentation of activities

## Railcars



- 2nd largest European lessor of intermodal railcars
- 7th largest lessor of hopper cars in the USA in partnership with CFCL
- Long-term leasing of:
  - Container railcars
  - Auto carrier railcars
  - Hopper cars and dry bulk goods cars for the transporting of heavy goods (cement, grain, etc.)
- The strengths of Touax:
  - Services that meet customers' expectations in a context of rail freight liberalization in Europe.
  - Modern railcars meeting the needs of fleet renewal
  - Average lease term > 5 years
  - Customer base comprising large railway groups (SNCF, SNCB, CFF, private operators, etc.) and industrial groups (Cargill, Lafarge, US Salt, Gefco, etc.).

# Presentation of activities

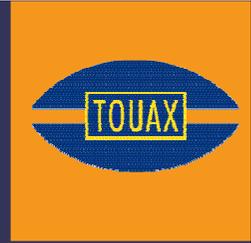
## Railcars



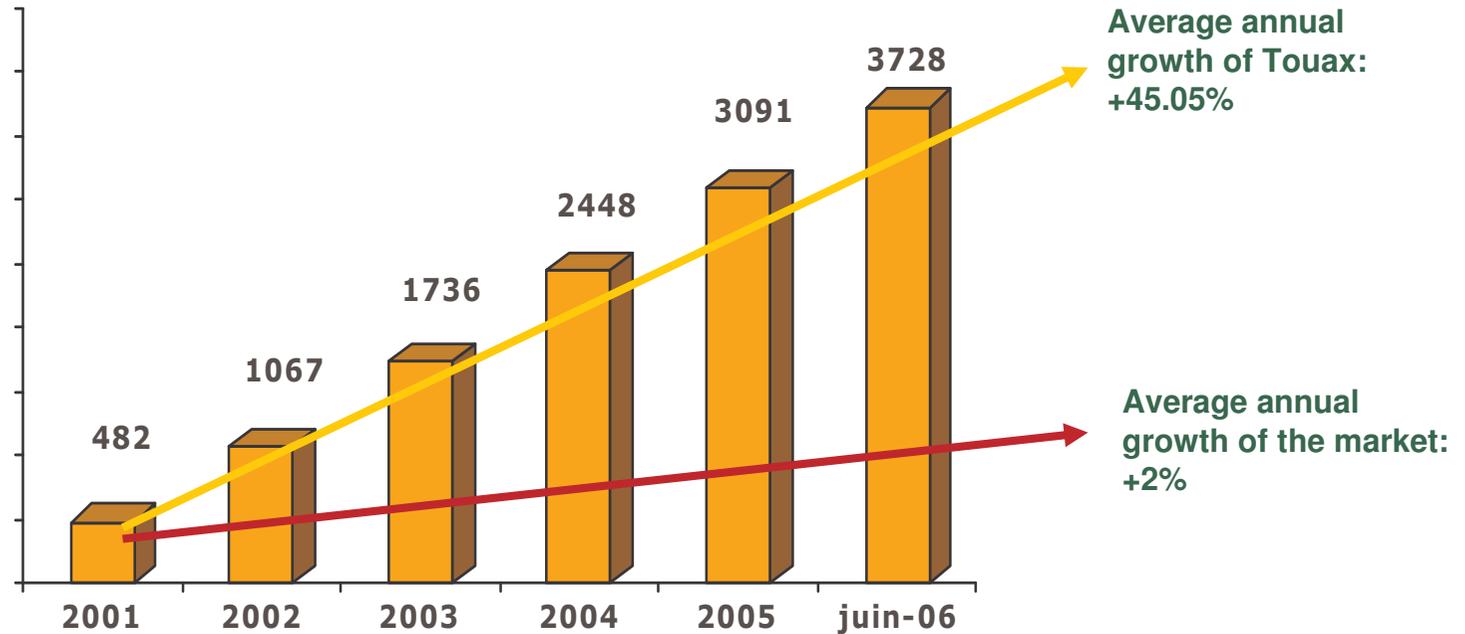


# Presentation of activities

## Railcars: Growth of the fleet managed by Touax



Number of platforms



- Increase in rail traffic in Europe (+9%) (Source UIRR Statistics 2005)
- The number of semitrailers, swap bodies and containers transported by rail in Europe rose from 5,105,758 TEU in 2001 to 5,652,431 TEU in 2005 (source International Union of Combined Road-Rail Transport Companies)
- Rail operators are enthusiastic about the leasing services provided by Touax



# Presentation of activities

## Railcars: Outlook



- **Outlook 2006**

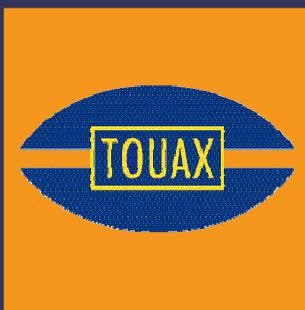
- Planned investment of over €40 million compared with €30 million in 2005 on long-term contracts in Europe and the United States

- **Medium-term outlook**

- Managed fleet of 10,000 railcars
- Consolidation of our position as the 2nd largest European lessor of intermodal railcars



# Results for Q1, 2006 and financing





# Results for Q1, 2006

## Analytical income statement - IFRS

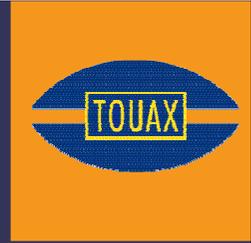


<i>In thousands of euros</i>	30/06/2006	30/06/2005	Change
<b>Total revenues</b>	<b>122,849</b>	<b>102,055</b>	<b>+20%</b>
Capital gains on disposals	133	2,235	
<b>Revenues from activities</b>	<b>122,982</b>	<b>104,290</b>	<b>+18%</b>
Cost of sales	(47,213)	(41,122)	
Operating expenses	(31,803)	(26,657)	
Overheads, selling, general and administrative expenses	(6,946)	(7,098)	
<b>EBITDA before distribution to investors</b>	<b>37,020</b>	<b>29,413</b>	<b>+26%</b>
Depreciation & amortization and transfers to provisions	(3,953)	(3,171)	
<b>Operating income before distribution</b>	<b>33,067</b>	<b>26,242</b>	<b>+26%</b>
Lease revenues due to investors	(24,972)	(21,680)	
<b>Operating income after distribution</b>	<b>8,095</b>	<b>4,562</b>	<b>+77%</b>
Goodwill Depreciation	(891)		
<b>Operating Result</b>	<b>7,204</b>	<b>4,562</b>	<b>+58%</b>
<b>Financial Result</b>	<b>(2,166)</b>	<b>(1,093)</b>	
<b>Pre-tax operating result</b>	<b>5,038</b>	<b>3,469</b>	<b>+45%</b>
Income tax	(1,940)	(1,322)	
<b>Net income of the consolidated group</b>	<b>3,098</b>	<b>2,147</b>	<b>+44%</b>
Minority interests	244	51	
<b>Net attributable income</b>	<b>3 342</b>	<b>2 198</b>	<b>+52%</b>
<b>Net earnings per share</b>	<b>0,87</b>	<b>0,77</b>	<b>+13%</b>



# Results for Q1, 2006

## Breakdown of EBITDA by activity



*In thousands of euros*

	EBITDA before distribution to investors	Distribution to investors	EBITDA after distribution to investors
Shipping containers	22,758	(19,513)	3,245
Modular buildings	7,581	(2,626)	4,955
River barges	3,082	(229)	2,853
Railcars	5,163	(2,604)	2,559
Other (overheads, sundry items and eliminations)	(1,564)		(1,564)
<b>30/06/2006</b>	<b>37,020</b>	<b>(24,972)</b>	<b>12,048</b>
<b>30/06/2005</b>	<b>29,413</b>	<b>(21,680)</b>	<b>7,733</b>

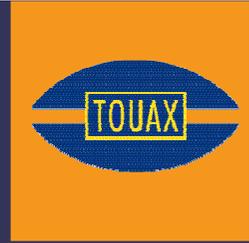
The EBITDA is operating income before depreciation and amortization. Operating provisions are included in EBITDA

- The rise in EBITDA is due to growth in the Group's activities



# Results for Q1, 2006

## Performance



- The ROFA is made up as follows:

In thousands of euros	30/06/2006	30/06/2005
EBITDA after distribution to investors	24,096	15,466
Gross tangible assets	146,695	105,087
<b>Return On Fixed Assets (ROFA*)</b>	<b>16.4%</b>	<b>15%</b>

\* ROFA - return on fixed assets: EBITDA after distribution to investors as a proportion of gross tangible fixed assets

- The ROFA of each activity (excluding overheads and sundry items) is as follows:

In thousands of euros	30/06/2006	30/06/2005
Shipping containers	40%	40%
Modular buildings	14%	11%
River barges	16%	13%
Railcars	25%	29%
<b>ROFA of activities</b>	<b>19%</b>	<b>17%</b>

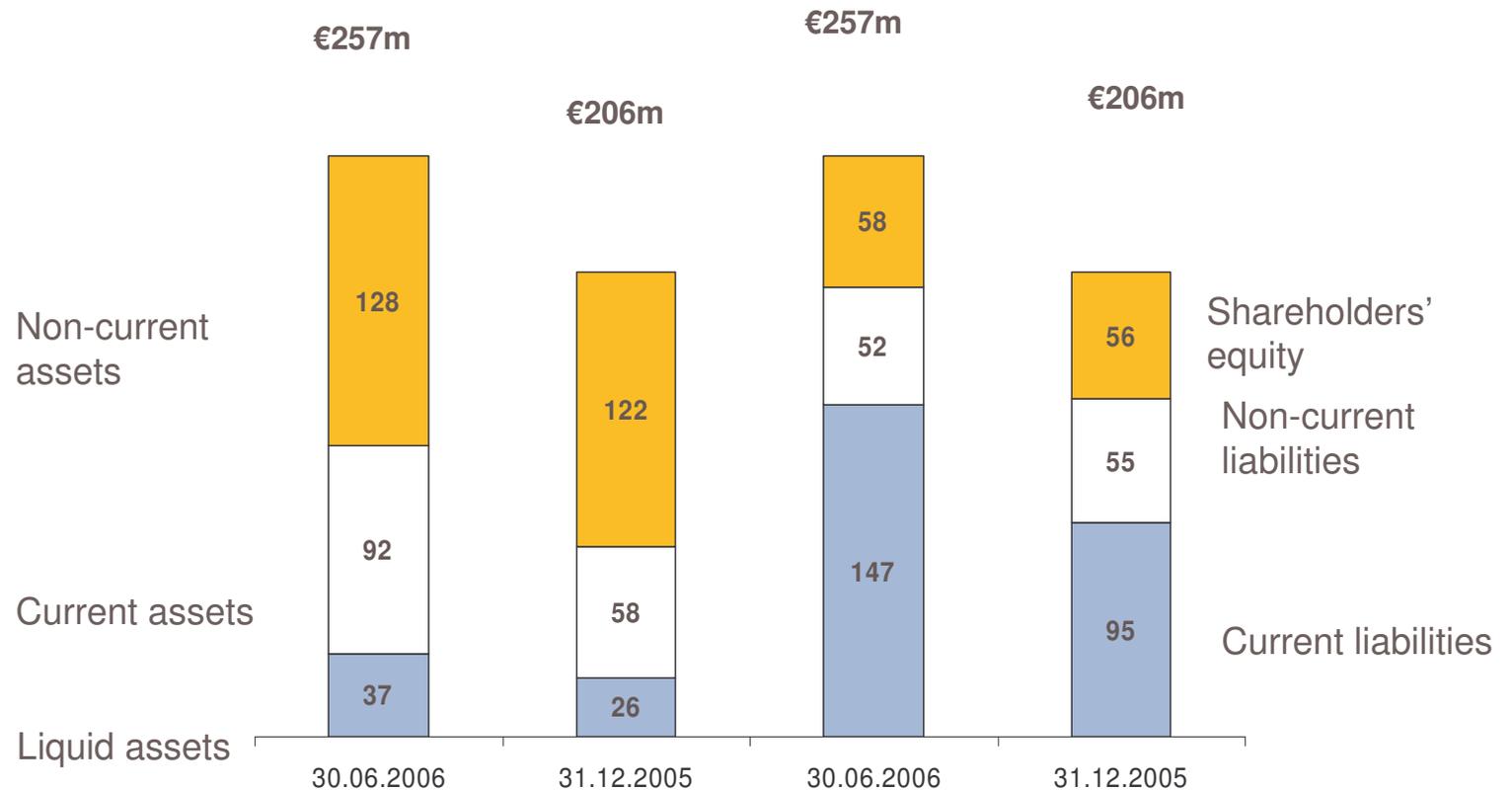
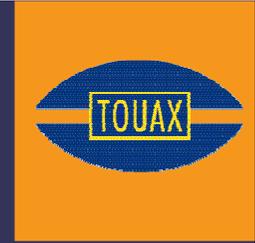
- The improvement in ROFA can be explained by an increase in the EBITDA figure for each activity.





# Results for Q1, 2006

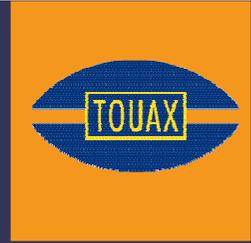
## Simplified comparative balance sheets (€m)





# Results for Q1, 2006

## Management of the Group's debt



Gross debt	Value	%	Avg rate	% variable rate
Medium and long-term credit	€60.3m	61%	5.48%	49%
Short-term credit	€25.7m	26%	3.99%	100%
Debts without recourse	€12.6m	13%	4.55%	100%
<b>Total</b>	<b>€98.6m</b>	<b>100%</b>	<b>4.90%</b>	



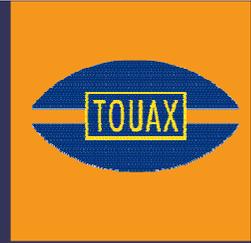
- 13% of consolidated debt is without recourse against the Group
- 16% of the group's debt is denominated in US dollars
- The Group did not conduct any new rate hedging transactions in 2006, since it considered that the breakdown of its debt into 35% fixed rate and 65% variable rate is satisfactory
- Continued consolidation of banking relationships
- Increase in margins for maneuver so as to accompany growth planned in investments in the Group's balance sheet
- Confirmation of short-term banking lines.





# Results for Q1, 2006

## Management of the Group's debt



- Financial commitments for Q2, 2006

Repayment of medium/long-term credit	€11.6m
Theoretical repayment of revolving credit	€7.1m
Theoretical repayment of short-term credit	€12.3m
Estimated financial expenses	€2.0m
<b>Total</b>	<b>€32.0m</b>



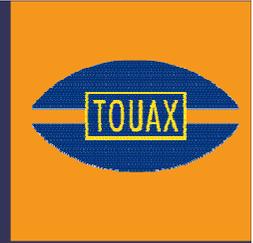
- Of the €30m of theoretical maturities as at 30/06/2006, €14m of lines have already been renewed.
- To meet its theoretical commitments in 2006, the Group has cash flow resources (average of €32m over the last three years and €10m as at 30/06/2006) as well as €20m of medium- to long-term bank lines with recourse, €22m of asset financing lines without recourse and €11m of liquid assets





# Results for Q1, 2006

## Management of the Group's debt



	30/06/2006	31/12/2005
Net financial debt	€61.4m	€65.4m
Gearing (net financial debt/shareholders' equity)	1.07	1.16
Leverage (net financial debt/EBITDA)	2.5	4.1



- Increase in net financial debt is in proportion to that of shareholders' equity

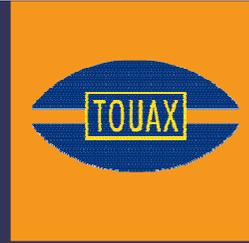
- Gearing stable for the Group's activities  
Gearing excluding debts without recourse: 0.85

- Leverage ratio increased  
Leverage excluding debts without recourse: 2.0



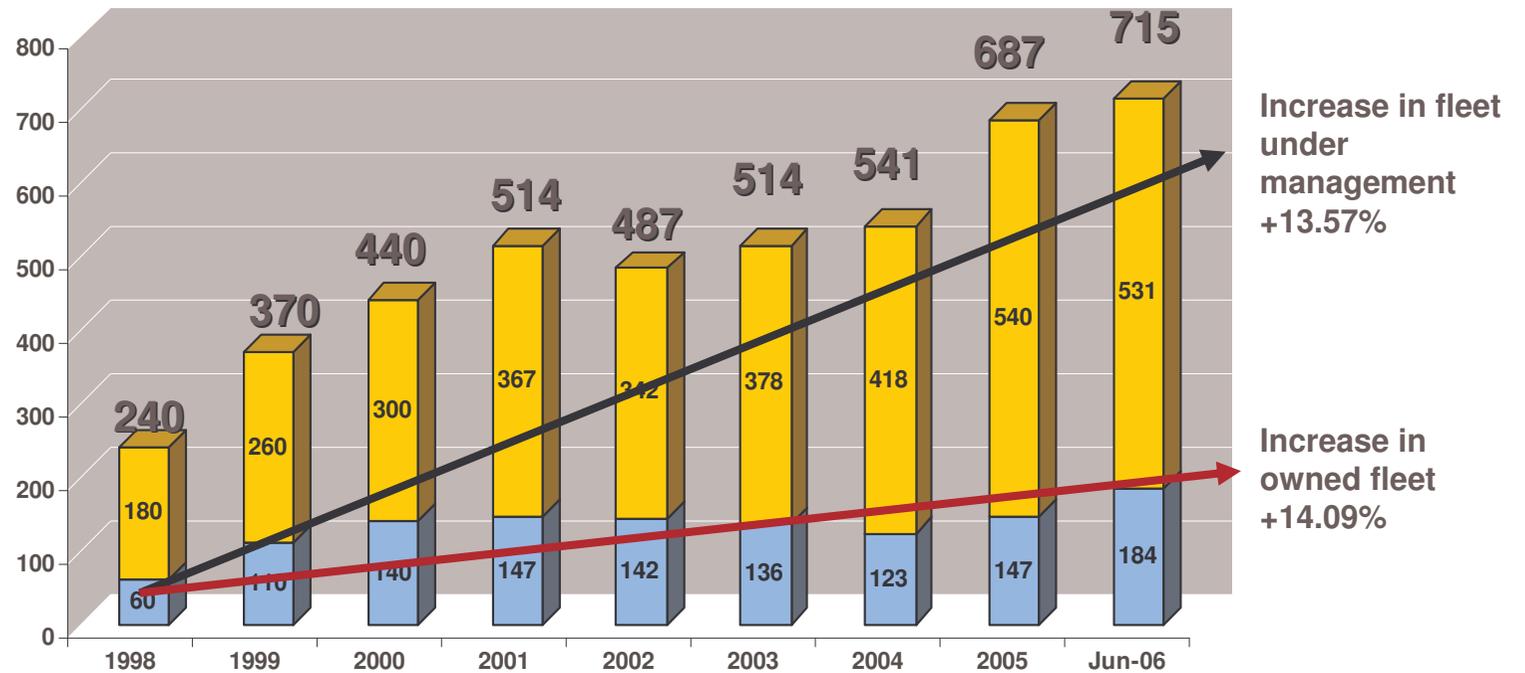
# Financing strategy

## Breakdown of gross tangible assets



Average annual increase in the fleet +13.70%

- Equipment owned by investors
- Equipment owned by the Group



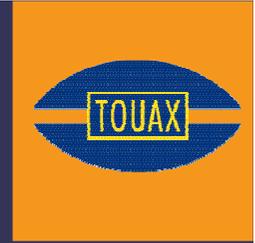
Figures in thousands of euros

Over half of the assets under management are valued in US dollars (exchange rate 1.2713)



# Financing strategy

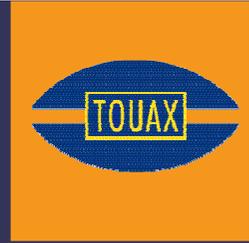
## Management on behalf of third parties



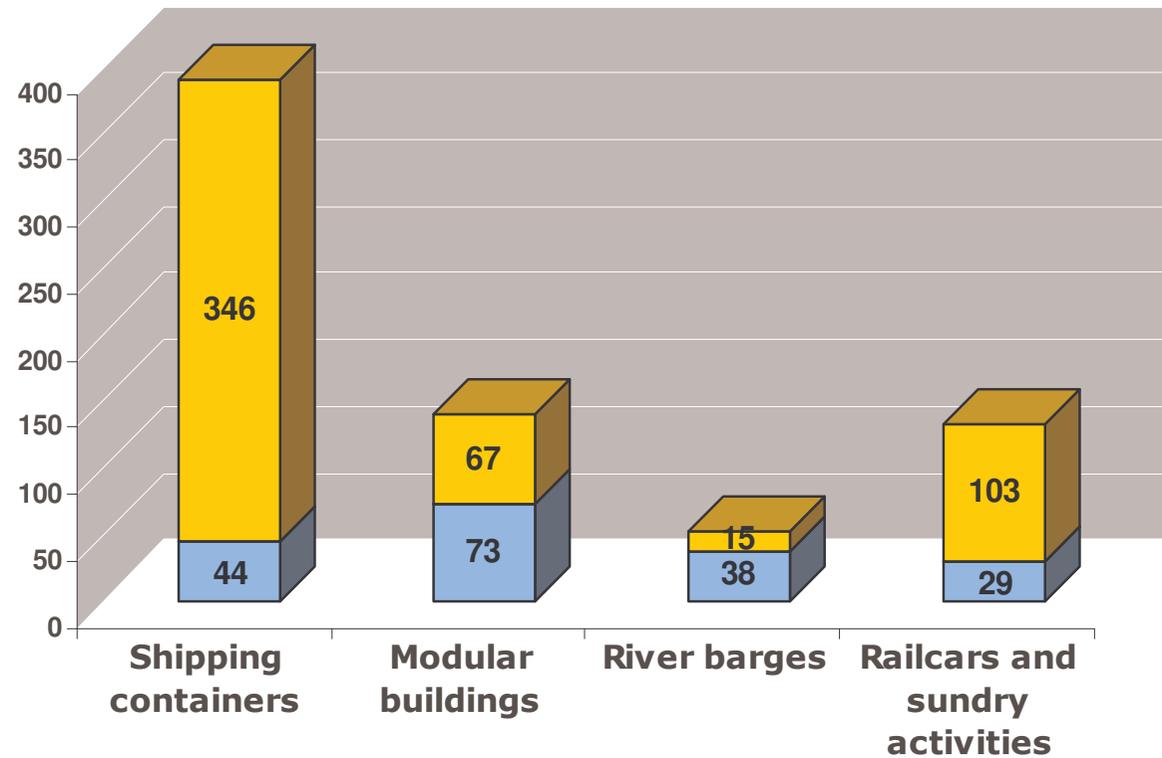
- 74% of managed assets belong to third-party investors
- Of the €531m of assets held by third-party investors, 82% form part of management programs and 18% form part of securitization programs
- All programs are without recourse to the Group and without guaranteed minimum revenues
- Recurring investment by existing investors (European, American, Asian).
- The Group concluded management programs worth almost €40 million in 2006 in the shipping containers and railcars activities, enabling it to finance growth without increased borrowing.
- More than €50 million of management programs are already planned for Q2, 2006

# Financing strategy

## Analysis of equipment by activity



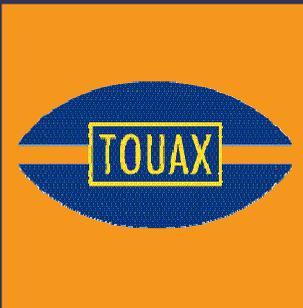
■ Owned by the Group ■ Owned by investors



Figures in thousands of euros



# Strategy and targets



# Strategy and targets

## Growth strategy



- **Development policy**

- To increase the fleet of new leased equipment (spread across the four activities)

- Target increased to €150m of investment per year, compared with €114m achieved in 2005

- Under long-term contracts

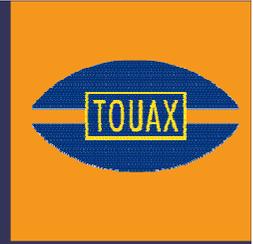
- To pursue double-digit growth in the Group in order to gain market share in all four activities and strengthen economies of scale.





## Strategy and targets

### Balance between own investments and outsourced investments



Breakdown of assets under management: 25% of equipment owned and 75% managed on behalf of third parties

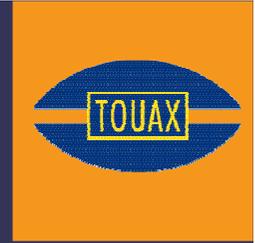
- Investment in owned assets generates significant recurrent income and increases the value of the Group in the long term by creating opportunities for capital gains on disposals.
- Outsourcing of investment to investors allows:
  - Generation of income from assets under management
  - Improvement in the return on equity without tying up capital.
- The target is a 15% return on equity in the long term while optimizing the group's borrowing capacity (compared with 11.5% to end of June 2006)





# Strategy and targets

## Target 2006



**2006 income target:**

**Given the results from Q1, TOUAX is increasing its forecast for 2006 with a minimum increase in the Group's net result of 40%**





# Touax and the stock market

1906 - 2006: 100 years as a listed company

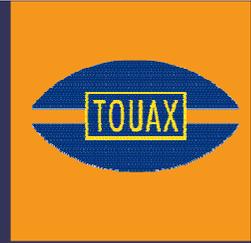


First listing on the Marché Comptant of the Paris stock exchange on 7 May 1906



# Touax and the stock market

## Share price



Base 100 Price of TOUAX SCA (FR) in EUR at 25/09/2006



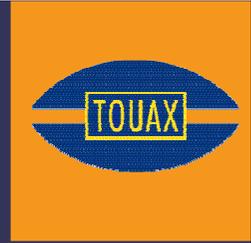
Member of the NextPrime segment

ISIN Code: FR0000033003



# Touax and the stock market

## Stock market data



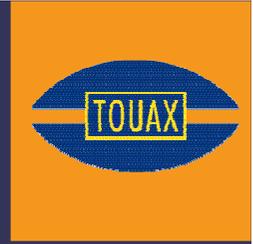
	June 2006	2005	2004	2003
Number of shares (in thousands)	3,886	3,765	2,838	2,838
Market capitalization (in €m)	84.32	88.29	58.47	42.43
Consolidated attributable shareholders' equity (€m) (1)	57.52	56.22	34.01	46.04
Highest price (€)	27.30	23.72	21.20	16.75
Lowest price (€)	20.00	19.25	14.55	9.80
Average daily volume (in number of shares)	7,120	4,385	1,038	764
Net EPS (€)	0.87(2)	1.40(3)	1.12	0.91
Annualized P/E ratio	12.47	16.75	18.39	16.43
Total net distribution per share (€)	0.7	0.7	0.6	0.6
Overall yield of the share	3.0%	3.0%	2.9%	4.0%
Closing price	21.70	23.45	20.60	14.95

- (1) Years prior to 2004 are under French GAAP. International standards are used for 2004 and subsequent years.
- (2) Average weighted number of ordinary shares: 3,860,866
- (3) Average weighted number of ordinary shares: 2,923,486



# Touax and the stock market

## Strengths of the Touax share



- **Security:**
  - Recurring cash flows associated with the standardization and long life of the equipment enabling it to retain high market values.
- **Internationalization and diversification:**
  - Allows better spread of geographic and sector risks.
- **Markets that are increasing structurally (the globalization of transactions means containerized transport is gaining ground, rail freight liberalization, the need for flexibility encourages leasing and sale of modular buildings, increase in river traffic, particularly on the Danube)**
- **Yield stock based on tangible assets.**



## Results for Q1, 2006

Palais Brongniart, 30 September  
2006

1906 – 2006: 100 years as a listed  
company

