

Touax®

Your operational leasing solution for
sustainable transportation

Half-year results 2023

Presentation meeting
14 September 2023



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, 2022 and (ii) the interim consolidated financial statements ended June 30, 2023.

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

Further information about TOUAX SCA can be found on the Group's website (www.touax.com), 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 standardised assets



~ 250 Employees ()**



A unique business in operation since 1853



A global presence



3 Main Markets

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



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



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



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

(**) including 104 employees in the Modular Buildings division

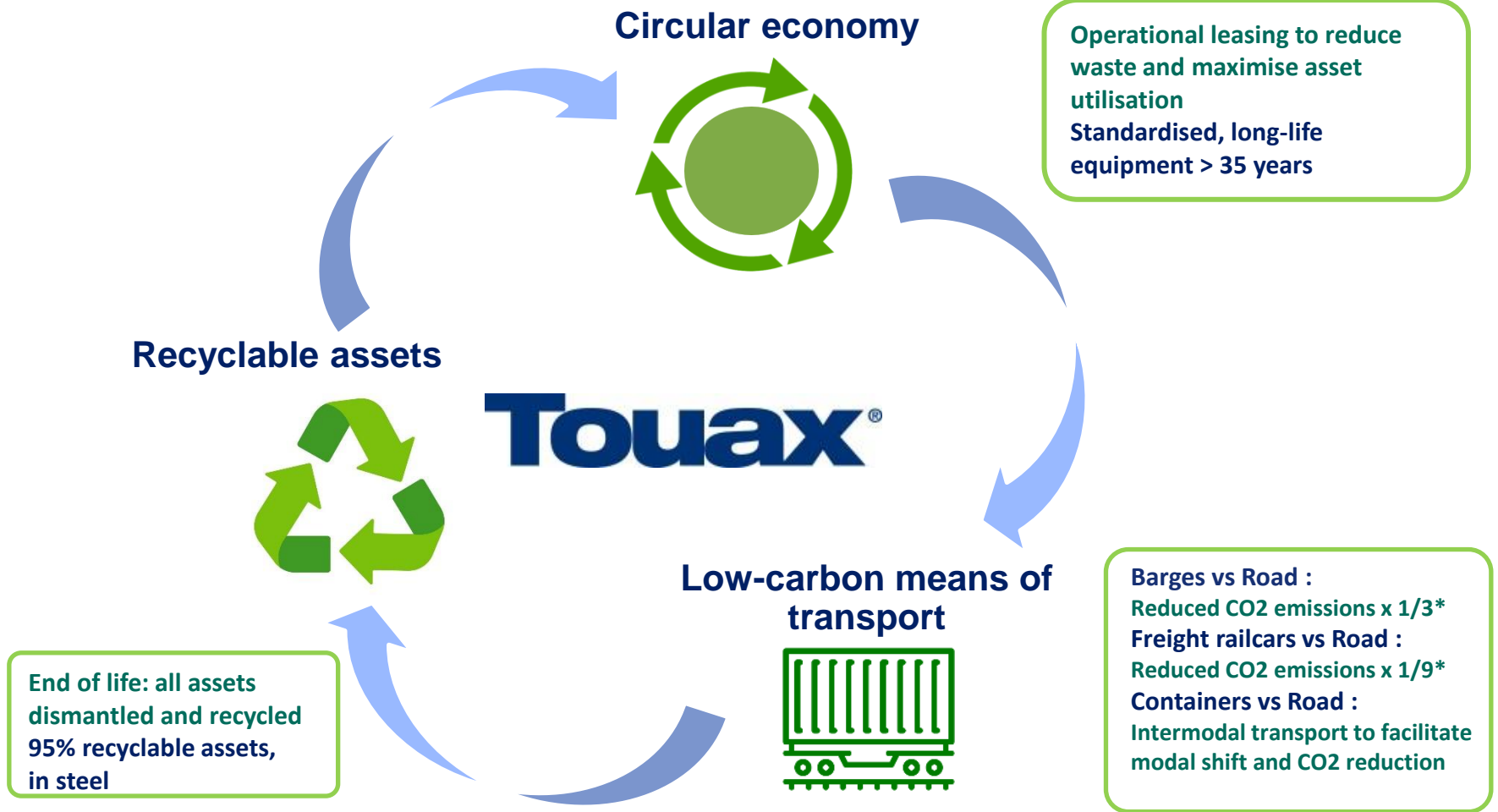
The TOUAX ecosystem

At the heart of the real economy and sustainable transport



An eco-responsible positioning

At the heart of the functional economy



* UIRR report 2019

A structured CSR approach

Underpinned by Touax's unique positioning






- ▶ **Creation of a CSR Committee** chaired by a member of the Supervisory Board (led by Touax managing partners)
- ▶ **First EcoVadis extra-financial rating in November 2022: 63/100 (silver medal)**, placing Touax among the top 15% of companies with the best ratings across all business sectors
- ▶ **Carrying out an initial carbon assessment in 2022** (test on limited 2021 data)
- ▶ **As part of the Gaia Research 2022 campaign, Touax received a score of 78/100**, higher than the benchmark of 54/100 represented by the 76 companies rated in the Industry sector
- ▶ **CSR action plan underway for 2023 as part of continuous improvement**, which will result in a strengthening of policies, actions and reporting
- ▶ **Sustainable financing strategy: progressive indexation of financing costs to CSR criteria - 66% of the Group's financing of a sustainable nature** (Green Loan 2020 Freight Wagons - Sustainability-Linked Bond Corporate 2022 - Sustainability-Linked Loan Containers, amendment 2023)

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

. Gaia Research: evaluation of listed ISEs according to a benchmark of around 140 criteria, including : Environment, Social, Governance and External Stakeholders

TOUAX

Leading positions in 3 activities

| | Freight railcars | River barges | Containers |
|---|---|--|--|
| |  |  |  |
| Assets under management* €1,223m | No. 2 in Europe (intermodal wagons) Assets €557m | No. 1 in Europe & South America Assets €86m | No. 1 in Europe #3 worldwide in management for third-party investors Assets €572m |
| Owned* assets €625m | €383m 69% | €84m 97% | €151m 26% |
| Management on behalf of third parties €599m | €175m 31% | €3m 3% | €421m 74% |
| Geographical presence % of revenue | Europe 91% India 9% | Europe 79% Americas 21% | Global activity 100 % |

* of which €8m in the Modular Buildings business

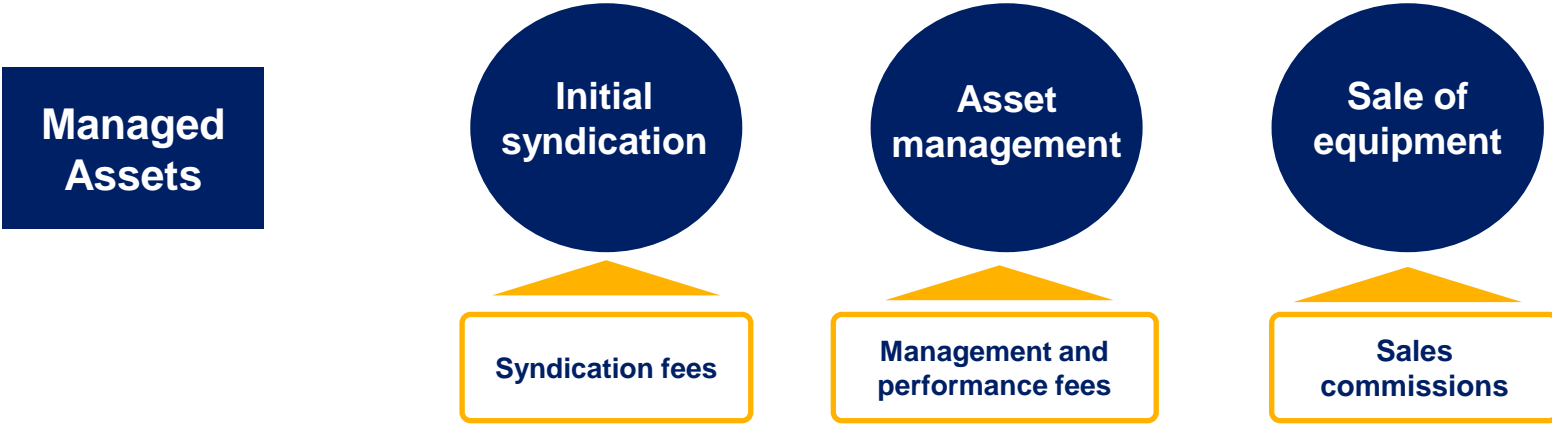
TOUAX's sources of revenue

Recurring, diversified and scalable

Leasing (€44m*) and Sales revenues (€29.9m*)



Management fees (€5.2m *): net additional contribution to Ebitda



* Figures at 30 June 2023

A diversified customer base

Long-standing, first-class relationships

Freight railcars




> 20 years

River barges



> 20 years

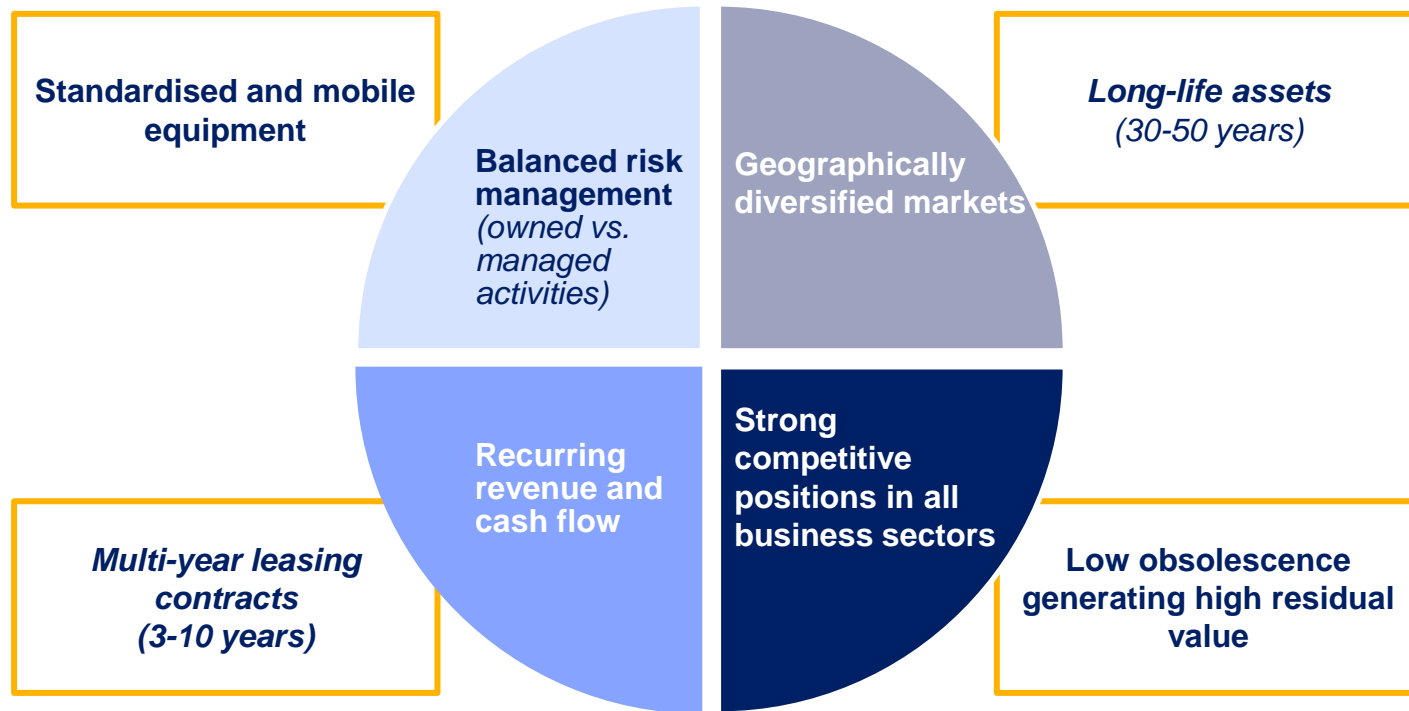
Containers



> 30 years

Recurring business model with long term contracts

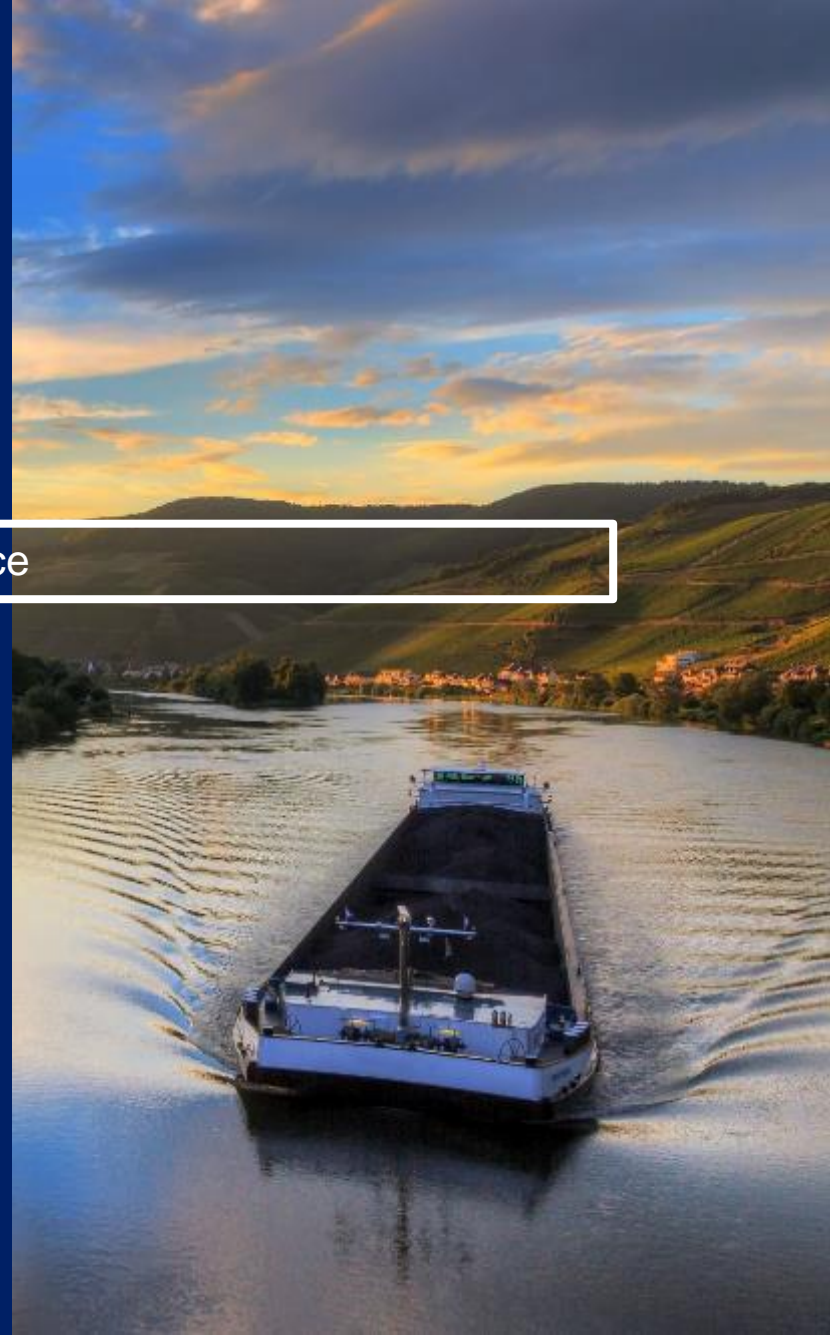
79% of leasing revenues over the next 12 months already secured *



* Situation at 30 June 2023

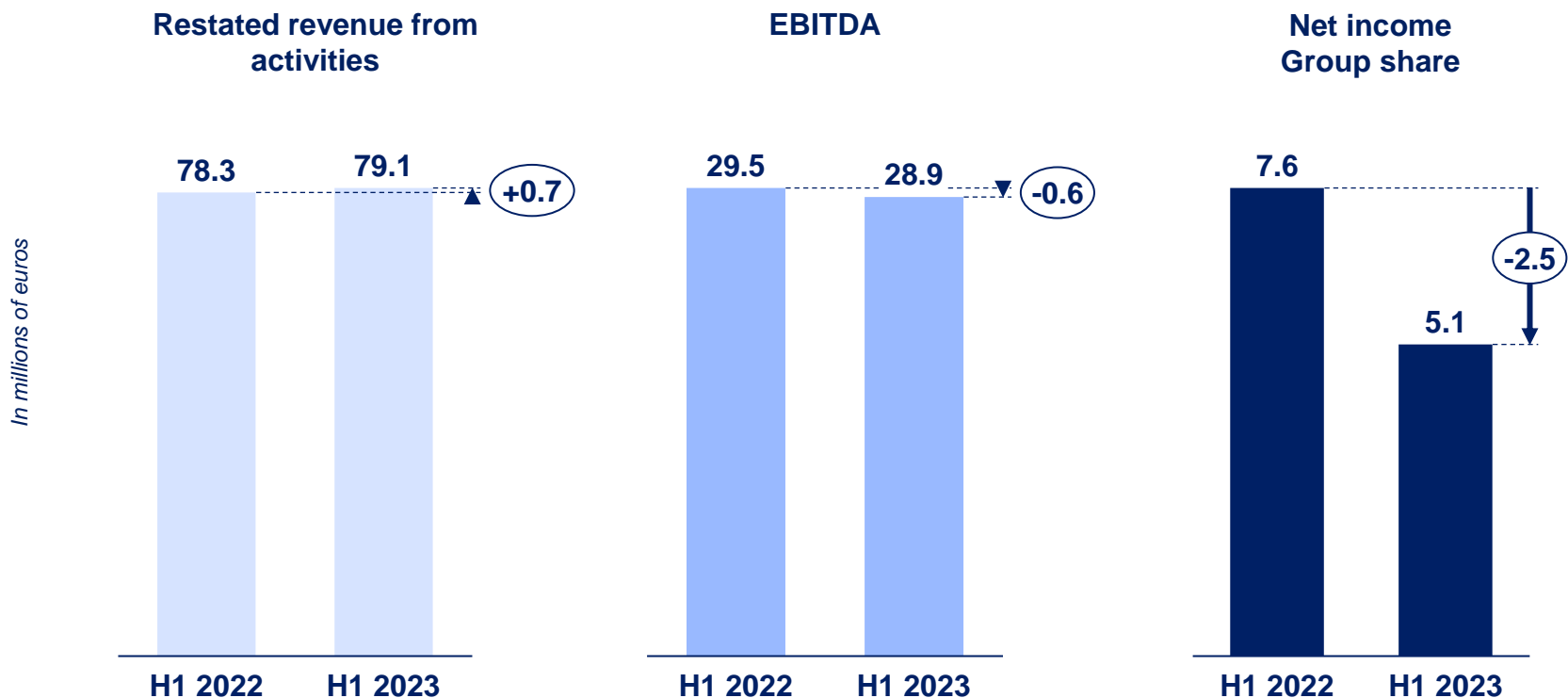
Contents

- ▶ **Recurring and solid business model**
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Results at 30 June 2023

Stable operating performance



Net profit, Group share: €5.1m at 30 June 2023, down €2.5m, of which €0.6m due to EBITDA and:

- an increase in depreciation and financing costs totalling -€4.3m
- partially offset by net exceptional income of +€2.6m for the first half of the year

Restated income statement - 30 June 2023

Continued good profitability

| <i>in millions of euros</i> | H1 2023 | H1 2022 | Variation |
|---|-------------|-------------|-------------|
| Owned equipment leasing activity | 44.0 | 43.0 | 2% |
| Owned equipment sales activity | 29.9 | 29.1 | 3% |
| Management and other activities | 5.2 | 6.2 | -16% |
| RESTATED REVENUE FROM ACTIVITIES (*) | 79.1 | 78.3 | 1% |
| EBITDA | 28.9 | 29.5 | -2% |
| Depreciation and impairments | -14.2 | -12.9 | -10% |
| Other financial income and expenses | 2.6 | | |
| OPERATING INCOME | 17.3 | 16.6 | 5% |
| FINANCIAL RESULT | -9.8 | -6.8 | -44% |
| CONSOLIDATED NET INCOME | 6.2 | 8.4 | -26% |
| Of which Group share | 5.1 | 7.6 | -33% |
| Of which minority interests | 1.1 | 0.8 | 44% |
| Earnings per share (€) | 0.72 | 1.08 | -33% |



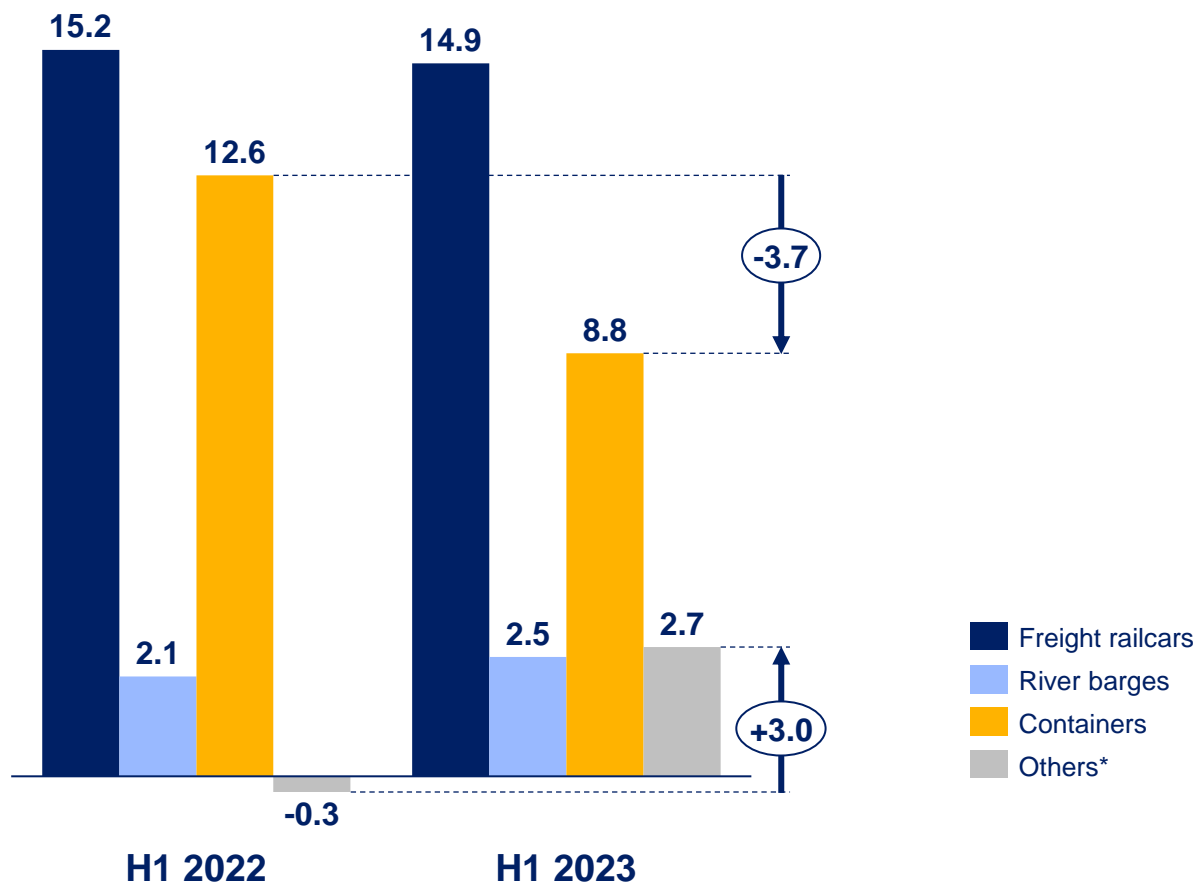
- ▶ **Good level of owned activity, leading to slight growth in sales volume**
- ▶ **EBITDA down slightly** due to inflation in personnel costs
- ▶ **Operating profit up by €0.7m, thanks to exceptional items of €2.6m** (accounting profit of €3.5m following the purchase of the minority shareholding in the residual Modular Buildings business, and a provision of €0.9m following a ruling on a former dispute in the Modular Buildings business sold in the United States).
- ▶ **Consolidated net profit of €6.2m, representing 7.8% of sales**, impacted by a €3.0m increase in net financial expenses (higher interest rates) and higher depreciation charges linked to a growing owned fleet

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

EBITDA performance by division

Containers performance normalised, offset by other activities

In millions of euros



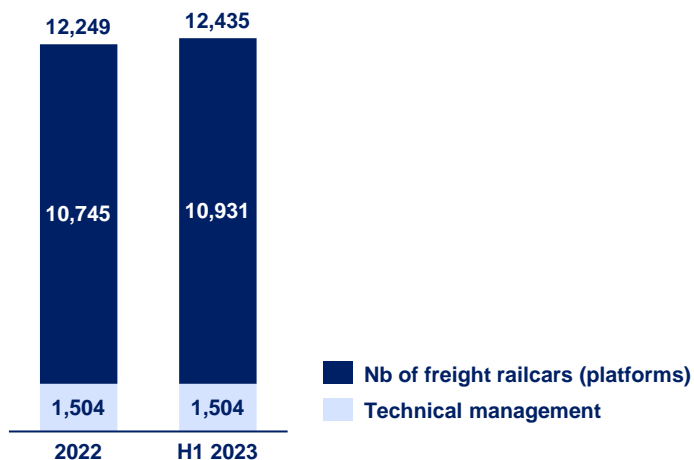
* Modular Buildings and Corporate

Freight railcars

A recent fleet on long-term leases



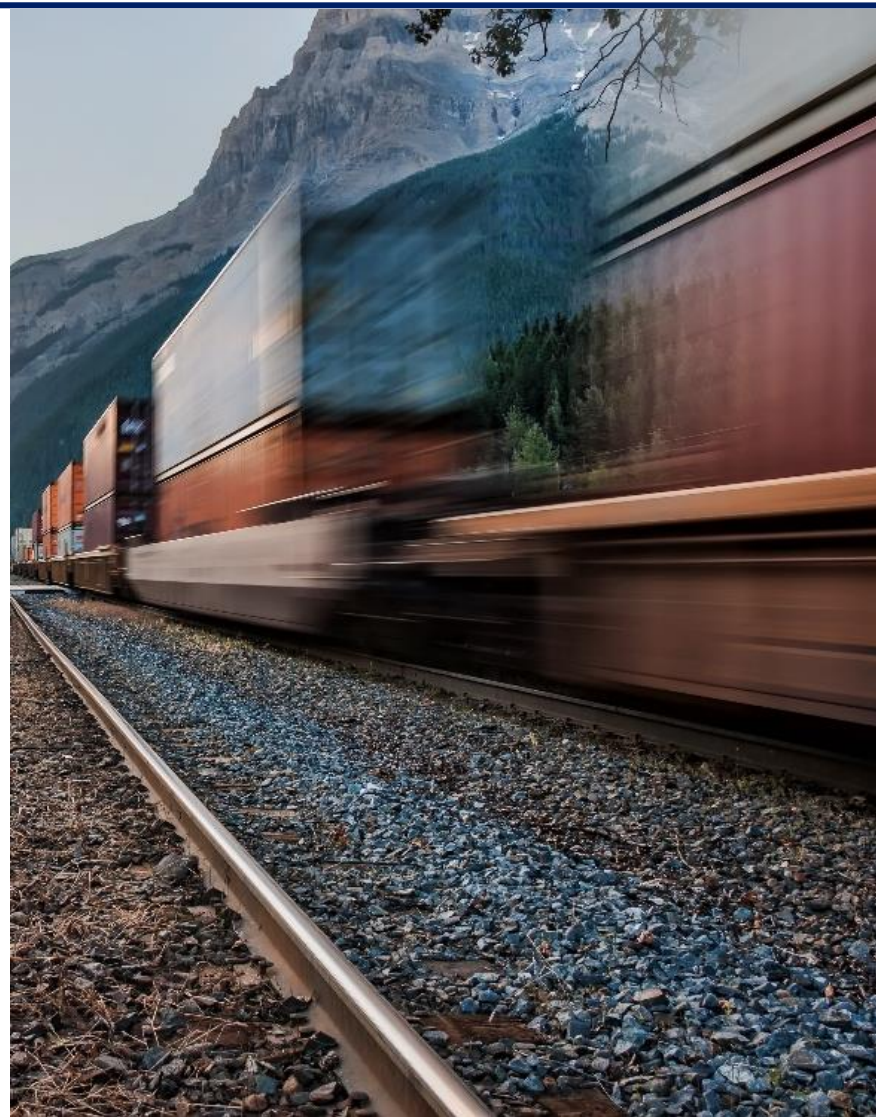
Slight increase in the fleet



Fleet mapping - 30 June 2023

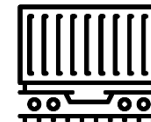
- ▶ Economic life span: 30 to 50 years
- ▶ Book depreciation: 36 years
- ▶ Weighted average age of the global fleet: 17.3 years
- ▶ **Weighted average age* of owned fleet: 12.0 years**
- ▶ Average utilisation rate: 88.5%
- ▶ **Average lease term: 4.3 years**

* Net book value weighting

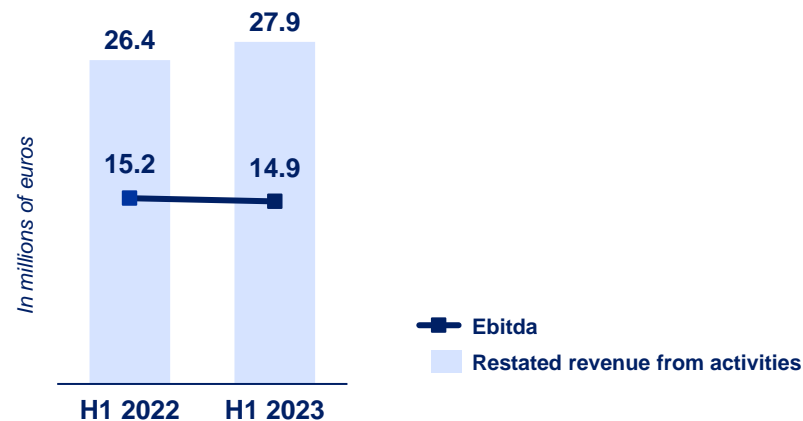


Freight railcars

Business growth



A good level of operating performance



Restated revenue from activities: +€1.5m (+5.6%)

- ▶ Leasing activity up by +€1.9m (+7.7%), with an average utilisation rate of 88.5%
- ▶ No syndication fee: -€0.4m

EBITDA down slightly: -€0.3m (-1.9%)

- ▶ Increase of +€1.6m in operating expenses linked to the cycle of maintenance and repair costs

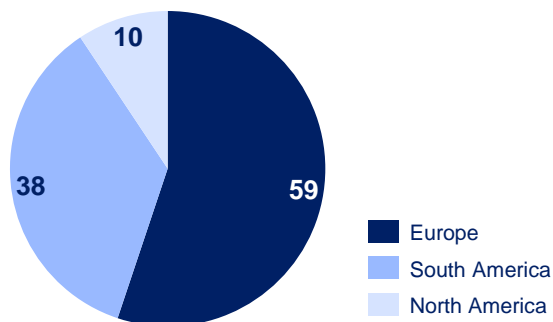
River barges

A balanced portfolio between Europe and the Americas



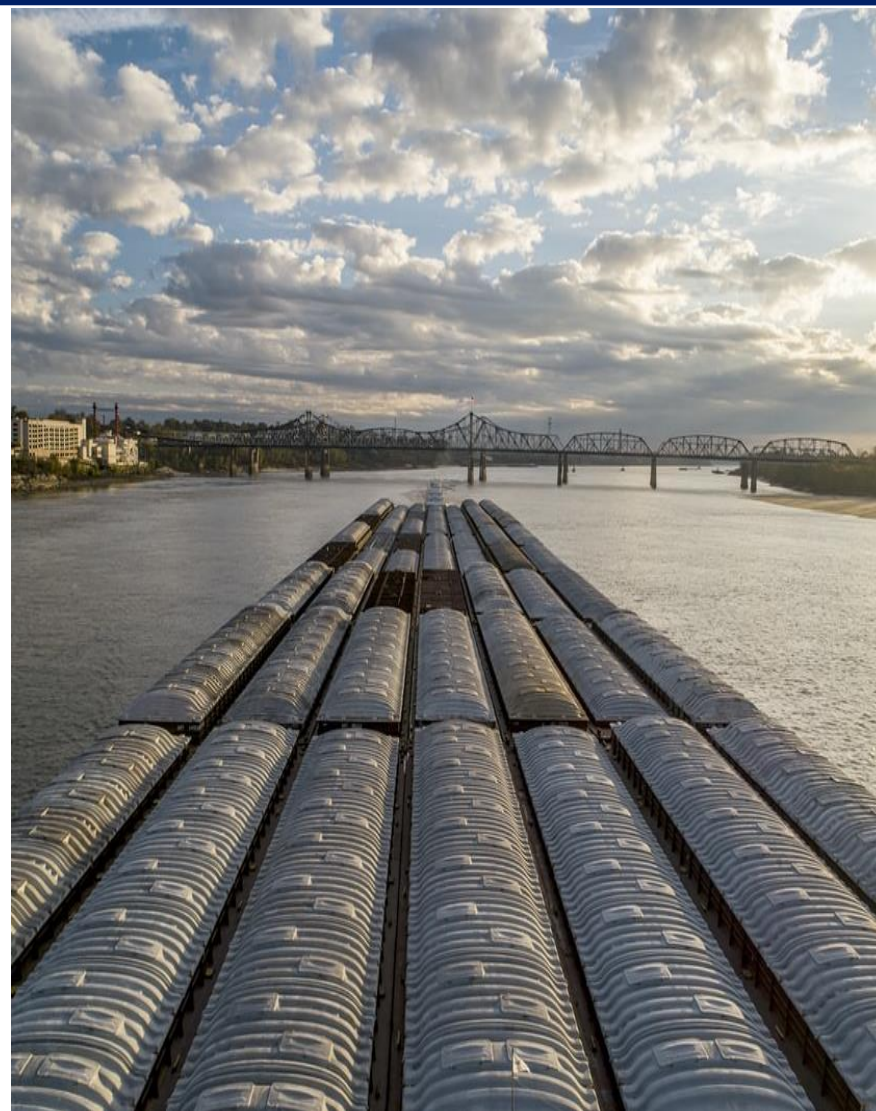
A leading position in Europe

Number of river barges: 107



Fleet mapping - 30 June 2023

- ▶ Economic life span: 30 to 50 years
- ▶ Book depreciation: 30 years
- ▶ Weighted average age of the global fleet: 14.8 years
- ▶ Weighted average age* of owned fleet: 13.3 years
- ▶ **Average utilisation rate: 100%**
- ▶ Average lease term: 5.2 years



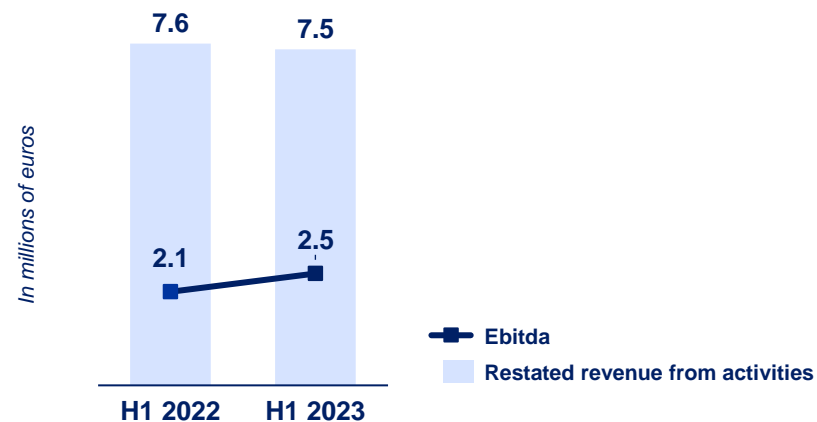
* Net book value weighting

River barges

Improving operational performance



Higher operating margin



Stable restated revenue from activities (-1.6%)

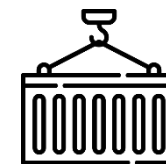
- ▶ Leasing income up by +€0.4m, with 100% of barges leased over the full six-month period
- ▶ Decline of -€0.5m in chartering activity on the Rhine basin after the dynamism of 2022

EBITDA up by +€0.4m (+19%)

- ▶ Lower operating expenses due to lower chartering volume

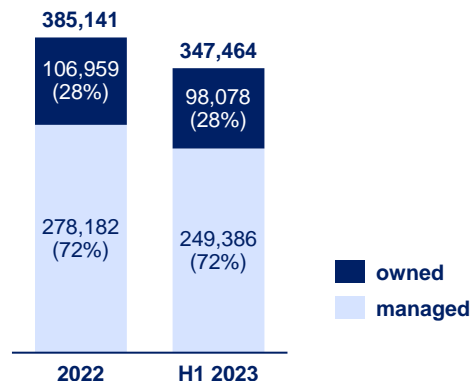
Containers

At the heart of international trade



Adapting the fleet to demand

Number of containers (TEU)



Fleet mapping - 30 June 2023

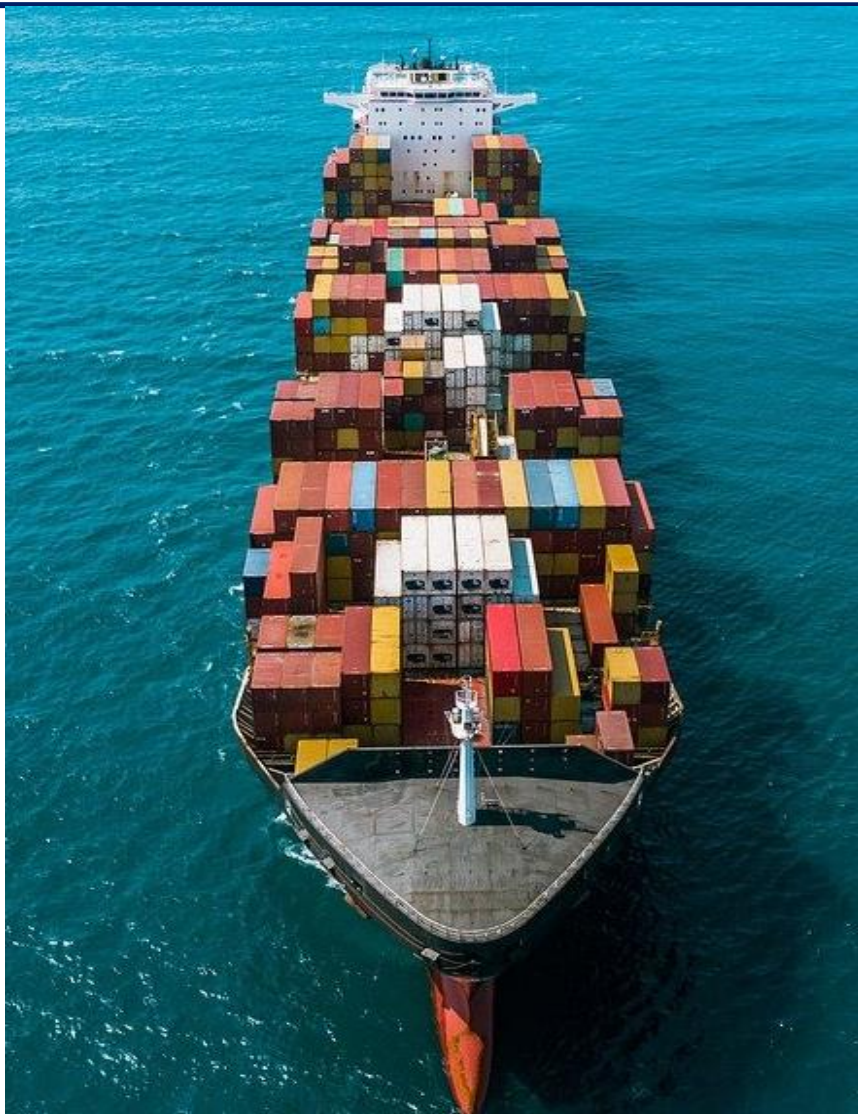
- ▶ Economic life span: 15 years (maritime), 20 years (land)
- ▶ Book depreciation: 13 years with RV between \$1,000 and \$1,400
- ▶ Weighted average age of the global fleet: 9.8 years
- ▶ **Weighted average age* of owned fleet: 6.0 years**
- ▶ Average utilisation rate: 95.1%
- ▶ **Average lease term: 7.2 years**
- ▶ Proportion of leases of 3 to 10 years: 80.4%

* Net book value weighting

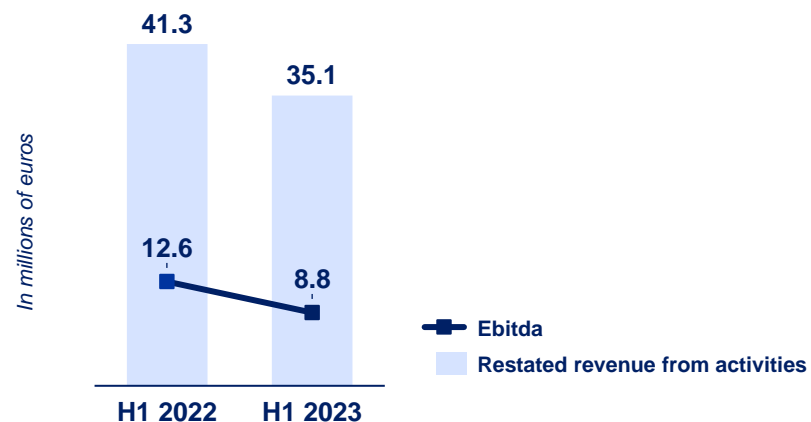


Containers

Performance normalises after two exceptional years



Anticipated adjustment of the performance



Restated revenue from activities: -€6.2m (-15.1%)

- ▶ Growth in leasing income: +€0.8m (+11.2%)
- ▶ Market normalisation in 2023: fall in sales of owned equipment of -€4.6m, fall in pick-up charges of -€1.7m
- ▶ Asset management fees: -€0.8m

EBITDA rate* of 25.2% vs 30.4% at end June 2022

- ▶ Lower cost of equipment sales (-€2.7m), with a less buoyant container trading market in the first half

* EBITDA / Restated revenue from activities

Asset management

Additional contribution to revenues and growth



Investors, strategies and key elements

- ▶ **Investor criteria for selecting Touax assets:**
 - ▶ Diversification strategy
 - ▶ Investment in real assets as a natural hedge against inflation
 - ▶ Recurring returns
 - ▶ Long-life tangible real assets
 - ▶ 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

- **47 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.).
37 investors - €170m of assets in 2 separate funds
- **Direct investors (managed accounts):** 10 investors spread over more than 20 investment pools for €428m

► H1 2023 highlights and outlook

- **Share of assets under management down vs. end December 2022, to €599m (-7.5%),** following favourable container sales in a market that is normalising and the impact of the dollar's fall over the half-year. The normalisation of prices is creating new investment opportunities.
- **New syndications completed:**
\$15 million worth of containers
- **Available syndication capacity:**
+€20m for Wagons and +\$35m for Containers

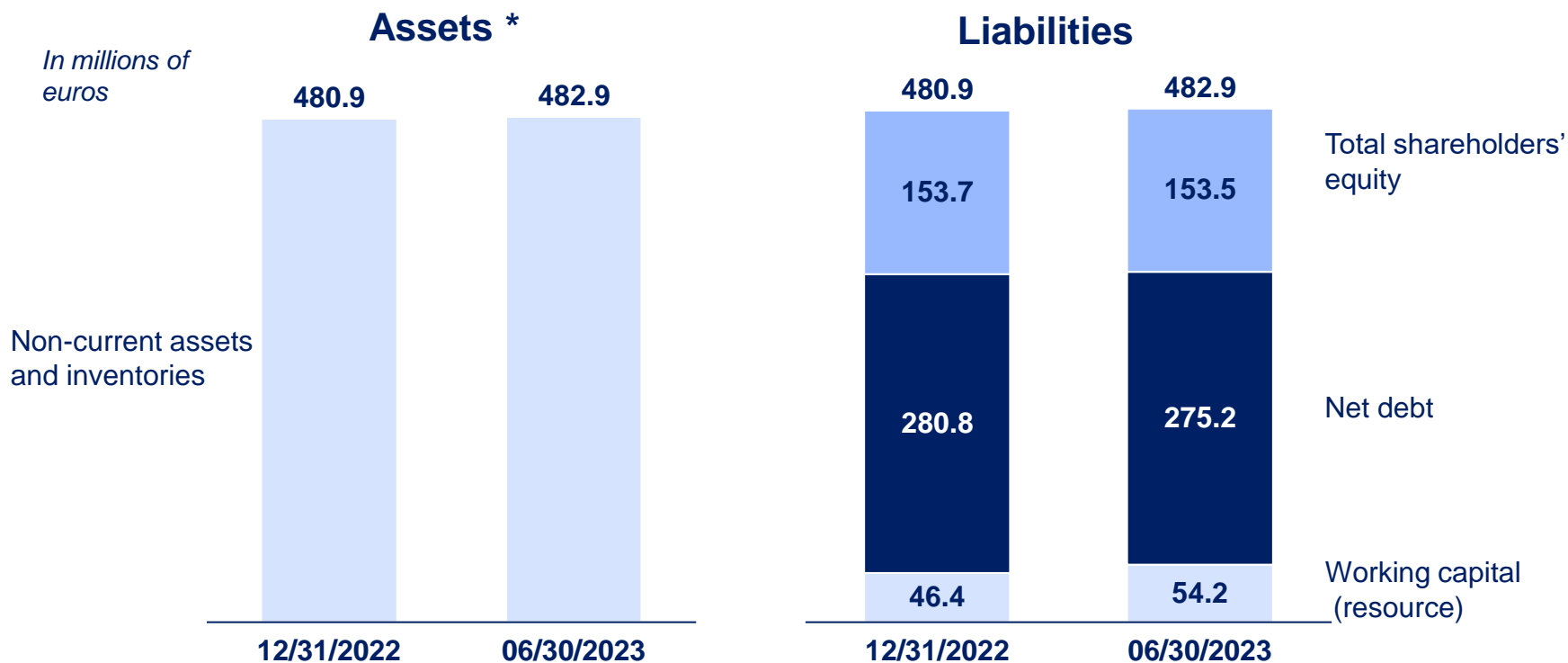
Contents

- ▶ **Recurring and solid business model**
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Balance sheet

Strong equity position with net debt financing exclusively tangible assets



* Of which goodwill and intangible assets €6.0m

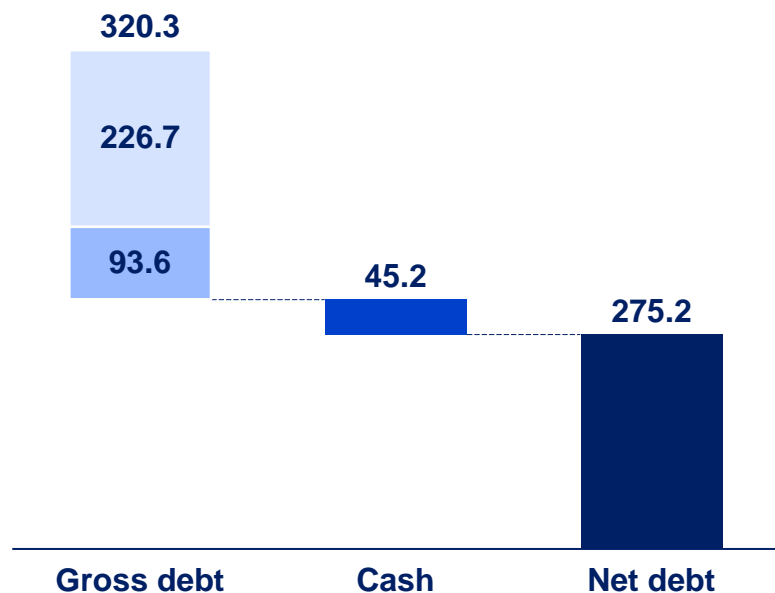
- ▶ **Net debt reduced by €5.6m**, with the repayment in June of €14.6m of Euro-PP bonds using €10m of cash
- ▶ Temporary improvement in working capital surplus linked to third-party business

Debt profile

71% of debt without recourse to Touax SCA

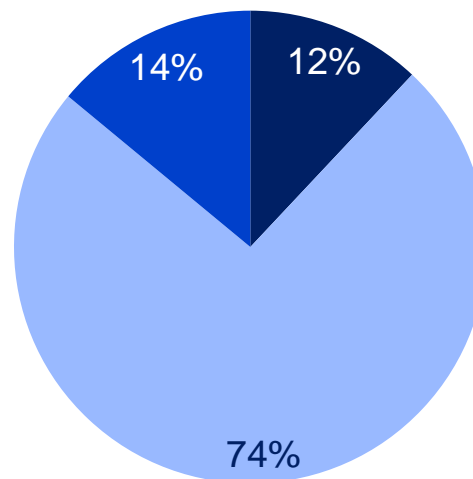
From €320m gross debt to €275m net debt

In millions of euros



- Non-recourse debt
- Recourse debt

Breakdown of financing sources



- Debt Capital Markets
- Financings secured by Assets
- Corporate & other financings

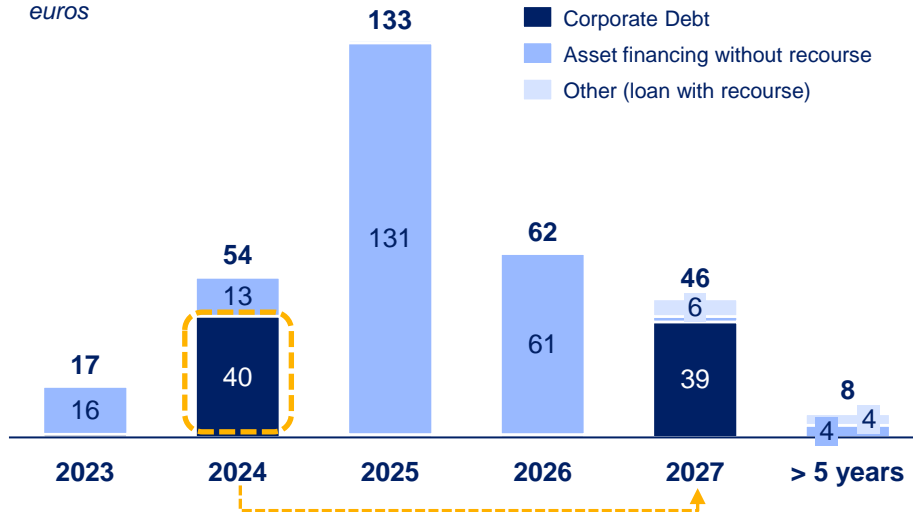
Average rate of overall gross debt :
5.40% (compared with 5.15% in December 2022)
 [€: 4.83% ; \$: 6.75% ; £: 4.32%]

Credit profile

Financial ratios confirming the well-balanced structure

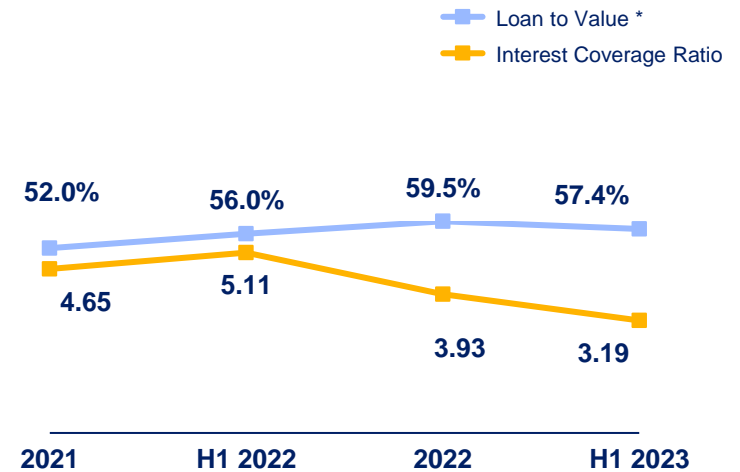
Maturity schedule

In millions of euros



- ▶ **Renewal of Asset-backed financings: inherent to Touax's business** (€127m for the Freight railcars division in 2025 and €57m for the Containers division in 2026).
- ▶ **Corporate debt: €40m disintermediated loan maturing in 2024 refinanced in July 2023 until mid-2027** with a syndicate of banks

Financial ratios: LTV & ICR



- ▶ **Loan-To-Value contained at 57.4%**
- ▶ **Interest Coverage Ratio: down over the last 12 months** as financing costs rise, but **well above contractual covenants (>2.0)**

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

Cash flow statement

Decrease in net cash of €11.1m with debt reduction

| <i>In millions of euros</i> | H1 2023 | H1 2022 |
|---|---------|---------|
| Operating flows excluding operating WCR | 26.4 | 25.6 |
| Change in operating WCR (excluding inventories) | 11.8 | 1.7 |
| Net purchases of equipment and changes in inventories | -20.7 | -16.3 |
| Net operating flows | 17.4 | 11.0 |
| Investment flows | -0.7 | 0.1 |
| Financing flows | -27.8 | 18.0 |
| Exchange rates variations | -0.1 | 0.6 |
| CHANGE IN NET CASH | -11.1 | 29.7 |

- ▶ **Slight increase in operating cash flow for the first half of the year to €26.4m**, in line with the good level of sales and EBITDA
- ▶ **Continued steady rate of net investment in equipment (€20.7m over 6 months**, up by more than €4.0m compared with H1 2022)
- ▶ After taking into account cash flows from financing activities, **net cash fell by €11.1m to €44.9m at 30 June 2023**

Contents

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- ▶ Profitability and fleet development
- ▶ **Business outlook**
- ▶ Valuation of assets and stock market



Freight railcars

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

Market

- + "Green agenda: ecological transition with modal shift
- + Europe : Freight growth (in metric ton/km)
- + India: High infrastructure needs with 7% GDP growth forecast for 2023
- + Lessors: at the heart 75% of purchases of new wagons in Europe
- Low capacity production in the sector

Touax Rail's ambitions

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

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).

Increasing innovation (predictive maintenance, new types of wagons) and continuous improvement in operational excellence

Strengthen our intermodal expertise and grow by diversifying the range of wagons offered to our customers



River barges

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

Market

- +** Global market buoyant for **cereals** and **energy-related raw materials**
- +** Europe : Favourable trend with the **search for decarbonisation**
- +** Sustained demand on the European basins
- +** A buoyant market in the Americas
- Impact of climate on navigation (low water)

Touax River Barges' ambitions

Steadily increase fleets owned and managed fleet through organic growth

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 the leasing fleet and develop sales over the next 3 to 5 years

Market

Touax Container Services' ambitions

- +** **Long term leases:**
Good visibility on cash flows
- +** **Utilisation rate of leased fleet above 95%**
- +** Markets for the sale of new and used containers still active
- =** **Normalisation of demand for containers:**
low production expected in 2023 after several strong years
- =** **Normalisation of containerised traffic:**
+1% expected in 2023*, +3.4% in 2024*.

Reinvest free cash flow to increase the share of the fleet ownership, taking advantage of the normalisation of prices

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

Increase sales of new containers from 10.5k 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



* Source: Clarkson July 2023
Container Trade % growth (TEU-miles)

Touax Group

Structural strengths for 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

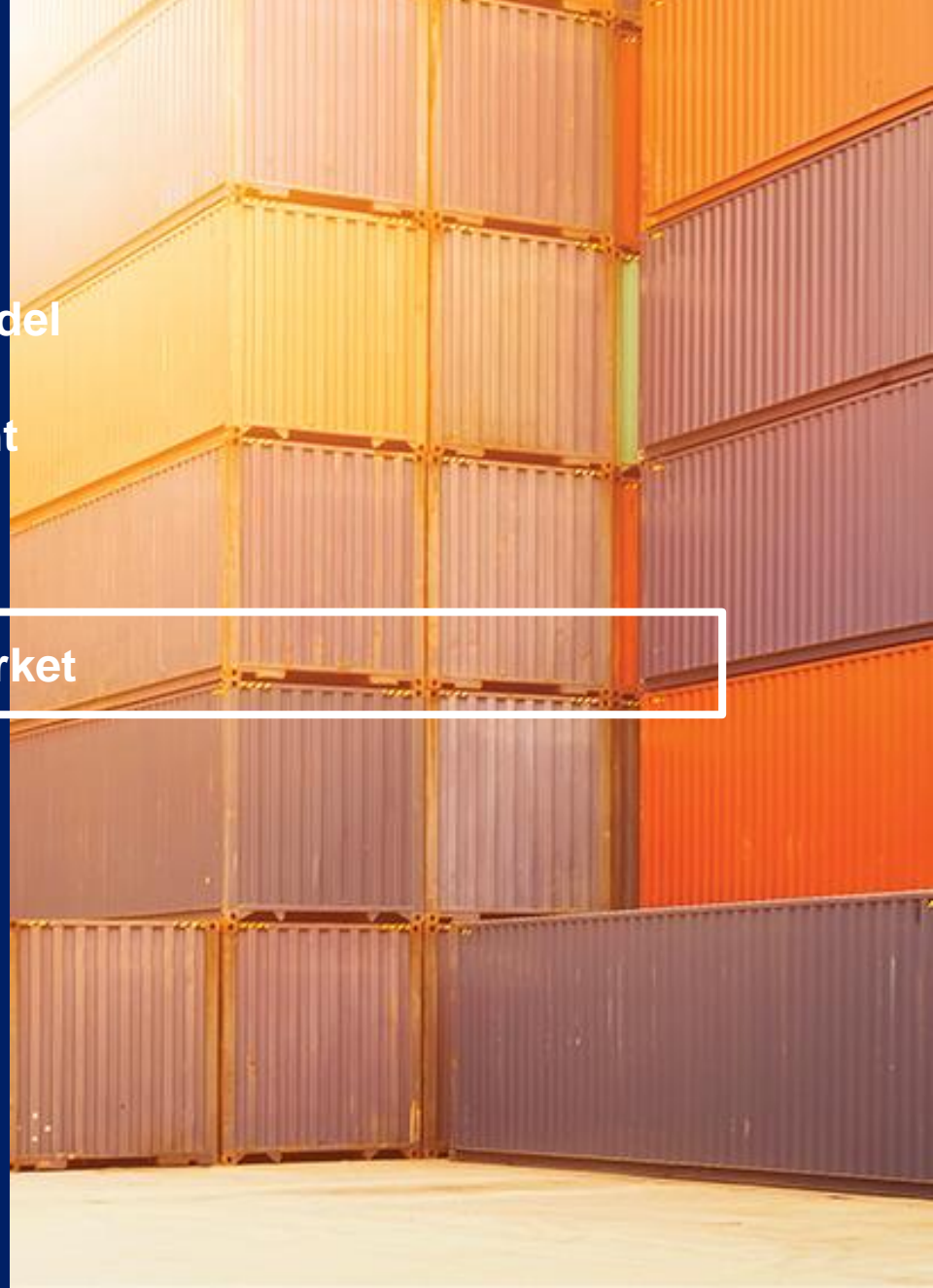
Pursuing the objective of sustainable development at the heart of green transport

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



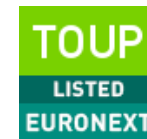
Contents

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

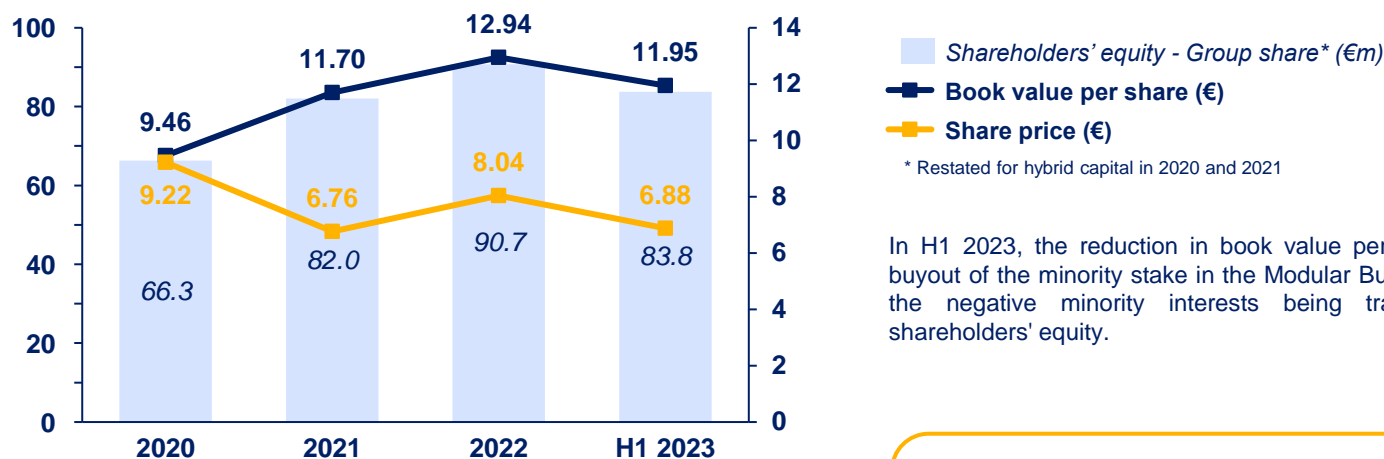


TOUAX and the stock market

Significant discount maintained



in millions of euros values per share in €



■ Shareholders' equity - Group share* (€m)
■ Book value per share (€)
■ Share price (€)

* Restated for hybrid capital in 2020 and 2021

In H1 2023, the reduction in book value 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.

Creating shareholder value:
Book value per share
+26% since December 2020

| Stock market data | 06/2023 | 12/2022 |
|---|---------|---------|
| Number of shares (in thousands) | 7,011 | 7,011 |
| Market capitalisation (€m) | 48.24 | 56.37 |
| Average volume / day (number of shares) | 4,621 | 5,679 |
| Closing price (€) | 6.88 | 8.04 |
| Net asset value per share (€) ** | n/a | 21.95 |

** Net asset value per share (NAV): the next NAV will be published with the financial statements for year-end 2023.



Presentation of half-year results

Appendix - Restated income statement

Detailed information at 30 June 2023

| <i>in thousands of euros</i> | H1 2023 | H1 2022 |
|---|---------------|---------------|
| Owned equipment leasing activity | 43,950 | 43,034 |
| Owned equipment sales activity | 29,948 | 29,111 |
| Management and other activities | 5,156 | 6,171 |
| RESTATED REVENUE FROM ACTIVITIES (*) | 79,054 | 78,316 |
| Cost of equipment sales | -25,001 | -25,502 |
| Operating expenses | -11,869 | -11,033 |
| General and administrative expenses | -13,254 | -12,288 |
| EBITDA | 28,930 | 29,493 |
| Depreciation, amortization and impairment | -14,201 | -12,926 |
| CURRENT OPERATING INCOME | 14,729 | 16,567 |
| Other operating income and expenses | 2,597 | 0 |
| OPERATING INCOME | 17,326 | 16,567 |
| Financial result | -9,763 | -6,758 |
| Corporate tax | -1,403 | -1,455 |
| Net income from discontinued activities | 0 | 0 |
| CONSOLIDATED NET INCOME | 6,160 | 8,354 |
| Of which attributable to owners of the Group's parent company | 5,051 | 7,585 |
| Of which non-controlling interests (minority interests) | 1,109 | 769 |
| Earnings per share | 0.72 | 1.08 |

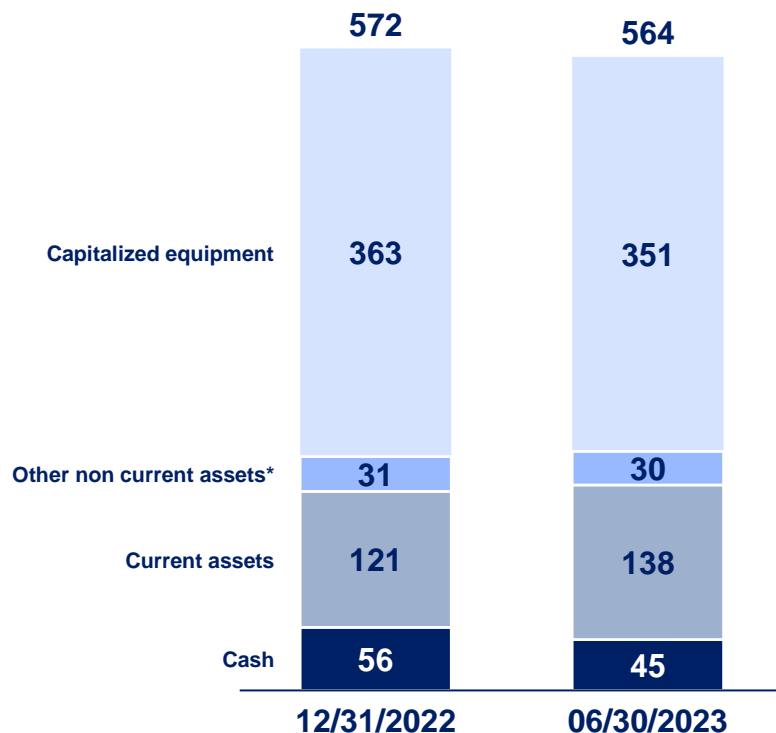
(*) Restated presentation for a better understanding of owned and managed activities

Appendix - Balance sheet

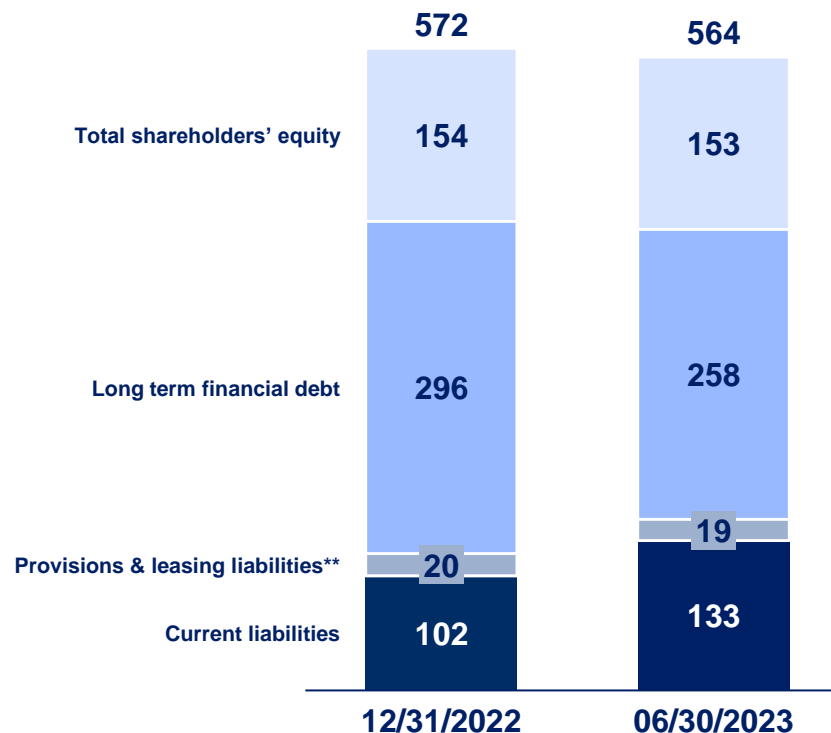
Accounting view 30 June 2023

In millions of euros

Assets



Liabilities



* of which €14.5m rights of use - in accordance with IFRS 16

** including €10.5m in long term lease liabilities