



YOUR OPERATIONAL LEASING SOLUTION FOR SUSTAINABLE TRANSPORTATION

2023 RESULTS

A profitable and resilient business model within the context of rising interest rates and normalisation of the containerised traffic

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- **Business volume of €157.1m, down slightly (-€4.3m) due to the normalisation of the container market**
 - **Limited impact on EBITDA (€55.3m, -€2.6m) thanks to growth of other activities (freight railcars, river barges, modular buildings)**
 - **Group share of net profit: €3.6m**
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« TOUAX's results in 2023 confirm the resilience of its business model despite the normalisation of the container market, after two exceptional years in 2021 and 2022.

The almost-stability of our EBITDA demonstrates the quality of our international network, combined with the diversification of our activities, which enable us to benefit from growth opportunities while limiting the impact of economic cycles. With its position in a fast-growing market at the heart of sustainable transport infrastructure, a solid financial structure and long-term partners and investors, the group is well positioned to pursue its growth » remarked Fabrice and Raphaël Walewski, Touax SCA's managing partners.

Consolidated EBITDA at end-December 2023 amounts to €55.3 million, a -€2.6 million decrease, due to a slight contraction in business volumes (decrease of restated revenues from activities by -€4.3 million). The group share of net profit amounts to €3.6 million (vs. €7.5 million in 2022), mainly impacted by the lower contribution of the container business and the increase in financial expenses due to higher interest rates (-€5.6 million).

In 2023 TOUAX SCA completed two financing operations (Euro PP bond and banking club deal), totalling €45 million and extending the debt maturity to 2027.

The net book value per share is €10.97. Based on the market value of the assets, the revalued NAV¹ per share came to €20.59, as of December 31, 2023.

At the Annual General Meeting, the managing partners will propose a dividend of 12 cents per share (corresponding to c.25% of net profit for the year), up 20% on last year.

The consolidated financial statements for the period ended December 31, 2023, were approved by the Management Board on March 20, 2024, and were submitted to the Supervisory Board on March 21, 2024. The auditing of these statements is underway.

¹ The market value is calculated by independent experts, based 50% on the replacement value and 50% on the value-in-use for railcars, the value-in-use for containers and the replacement value for river barges with the exception of a long-term contract in South America for which the value-in-use was used. This market value is substituted for the net book value when calculating the net asset value.

KEY ACCOUNTING ITEMS

Key figures (in € million)	2023	2022
Restated Revenue(*) from activities	157.1	161.5
Of which Freight railcars	58.3	56.1
Of which River barges	15.0	17.5
Of which Containers	66.9	81.4
Of which Miscellaneous and eliminations	16.9	6.4
EBITDA	55.3	57.9
Operating income	28.3	31.1
Financial result	-21.0	-15.4
Profit before taxes	7.3	15.7
Corporate tax	-1.5	-6.3
Consolidated net profit (loss) (Group's share)	3.6	7.5
Earnings per share (€)	0.52	1.07
Total non-current assets	406.3	394.6
Total assets	563.4	571.7
Total shareholders' equity	147.6	153.7
Net financial debt (a)	285.7	273.0
Operating cash flow (b)	21.1	-1.5
Loan to Value ratio (c)	59.1%	59.5%

(a) including €231.8m in debt without recourse at 31 Dec. 2023.

The Net financial debt takes into account the mark-to-market values of debt derivatives

(b) including €29.6m of net equipment acquisitions (€60.0m end of Dec 2022)

c) Loan to Value ratio : Ratio of consolidated gross financial debt to total assets less goodwill and intangible fixed assets

(*) The key indicators in the Group's activity report are presented differently from the IFRS income statement, to enable an understanding of the activities' performance. As such, no distinction is made in third-party management, which is presented solely in agent form.

This presentation has no impact on EBITDA, operating income, or net income. The accounting presentation of revenue from activities is presented in the appendix to the press release.

A SLIGHT DECLINE IN RESTATED REVENUE FROM ACTIVITIES AS THE CONTAINER MARKET NORMALISES

Restated revenue from activities over 2023 totalled €157.1 million (€159.6 million at constant scope and currency), down by -2.7% compared with 2022 (-1.2% at constant scope and currency).

The **owned activity**, which came to €147.9 million at the end of 2023, is down by -€2.6 million.

The leasing revenues continue to grow over the year (+€3.9 million; +5.8%) confirming their recurring contribution to group revenues. The freight railcar (88.7%), river barge (100%) and container (95.1%) average utilisation rates were at a high level in 2023.

Ancillary services declined by -€4.9 million, impacted by the normalisation of container pick-up charges related to the container sales activity, and by the lower chartering activity on the Rhine basin (whose impact on the profitability is limited).

Sales of owned equipment also declined by -€1.6 million (-2.7%), with a significant drop in sales of owned containers (-€11 million) but partly offset by sales within Modular Buildings activity.

The **management activity** amounts to €9.2 million with a decrease of -€1.7 million over the year, impacted by lower syndication volumes but partially compensated by commissions on the sale of investor equipment.

ANALYSIS OF CONTRIBUTION BY DIVISION

The restated revenue from the **Freight Railcars** division reached €58.3 million in 2023, an increase of +€2.0 million (+3.8%).

Leasing income rose by +6% (+€3.1 million) to €55.3 million over the year, supported by an average utilisation rate rising to 88.7% in 2023 (87.6% in 2022) and with new asset acquisition generating additional revenue. Sales of owned equipment decreased by -€1.1 million.

The restated revenue from the **River Barges** division is down by -€2.4 million to €15 million, impacted by the lower chartering activity on the Rhine basin after the dynamism of 2022 (-€2.9 million). The leasing revenue is up by +6% (+€0.4 million) taking advantage from investments made in Europe in 2022 and the full invoicing of barge rentals in South America in 2023.

The restated revenue from the **Containers** division came to €66.9 million at the end of December 2023, a decrease of -€14.5 million (-17.8%) due to the normalisation of the sector after two exceptional years in 2021 and 2022.

This change is mainly due to the decline of revenue from the sale of new containers (-€11 million for sales of owned equipment and -€2.8 million for ancillary services), with a fall in price in 2023. However, the leasing revenue took advantage of recurrent investments and increases by +€1.2 million.

The management activity is down by -€1.9 million, with a fall in syndication fees (-€1.4 million) and management fees (-€0.9 million, due to the decline in the fleet). Meanwhile, commissions on sales of investor equipment rose by +€0.4 million.

Revenue from the **Modular Buildings** division presented under "Miscellaneous" strongly increased in 2023 to €16.9 million (+€10.5 million) with more orders delivered following the end of the Covid crisis.

A PROFITABILITY MAINLY IMPACTED BY THE RISING OF INTEREST RATES

EBITDA came to €55.3 million, a decrease of -€2.6 million (-4.5%).

EBITDA in the **Freight Railcars** division rose to €31.4 million (+3%) compared with €30.6 million in 2022, supported by higher leasing revenue. However, the operating expenses are also higher due to the +€0.9 million increase in maintenance and repair costs.

The **River Barges** division posted an EBITDA of €5.3 million over the year, giving a slight increase of +€0.3 million (+6%).

EBITDA in the **Containers** division fell by a substantial -€7.6 million to €15.2 million (-33%) with the contraction of container sales.

This unfavourable trend was partially offset by the recovery in sales for the **Modular Buildings** division.

The group's depreciation and amortization increased by +€2.6 million with the new investments made in 2022 and 2023.

Operating income reached €28.3 million, down by -€2.8 million compared with 2022, after taking into account the net exceptional income of €2.4 million (linked on the one hand to accounting income of €3.5 million relating to the purchase in January 2023 of minority interests in the Modular Buildings business in Africa, and on the other hand to a \$1.0 million conviction in the United States for the former subsidiary of Modular Buildings for an old dispute).

Financial income came to -€21 million, compared with -€15.4 million in 2022. The increase in net interest expense is 85% explained by the interest rate rising, partially offset by hedging in place. As the net debt only slightly increases, the volume effect is limited on the financial income.

Corporate income tax amounted to -€1.5 million, +€4.8 million compared with 2022 when an exceptional tax provision of €3.8 million was accounted (no cash impact) in the Containers division.

Net income Group share amounted to €3.6 million (compared with €7.5 million in 2022), mainly explained by the increase of interest rates, while our diversified business model limits cycle impacts of our activities.

A BALANCED FINANCIAL STRUCTURE

The strength of the TOUAX's balance sheet is reflected in the **Loan to Value ratio** of 59.1% as of end-December 2023, compared with 59.5% in 2022.

The financial structure has been reinforced by the debt refinancing carried out by the parent company Touax SCA, providing greater certainty over the debt profile until mid-2027 (EuroPP issuance of €5.4 million and implementation of a club-deal bank financing of €40 million).

Shareholders' equity amounts to €147.6 million, compared with 153.7 million euros at the end of December 2022.

At the group level, the allocation of the full-year profit of €3.6 million was offset by distributions (dividend and payment to general partners) totalling -€1.5 million, by a negative change in reserves mainly due to translation adjustments and decrease in hedge value amounting to -€5.2 million, and by a -€1.7 million reduction in minority interests in the Freight Railcars business.

The **level of cash** on the balance sheet at 31 December 2023 remains comfortable, at €39.0 million.

FAVOURABLE OUTLOOK AT THE HEART OF SUSTAINABLE TRANSPORT INFRASTRUCTURE

In the short term TOUAX remains cautious with the current economic challenges: uneven growth by geographical area, high interest rates, major geopolitical risks.

Despite turbulences, trade volumes remain at a satisfactory level ². The year-end utilisation rates (88% for freight railcars, 100% for river barges and 97% for containers) demonstrate the resilience of the economies and markets where the group operates.

In an uncertain environment, the flexibility provided by our leasing solutions is sought by our clients and creates investment opportunities.

The requirement for fleet renewal and fleet modernization remain important, particularly as part of our customers objectives for reducing CO₂ emissions. With its expertise in the intermodal, rail and river transport sectors, TOUAX benefits from a unique position at the heart of sustainable transport infrastructure, and increases its commitment to Corporate and Social Responsibility, for a low-carbon economy.

The strengthening of TOUAX's CSR commitment has been confirmed by the increase in its extra-financial ratings. TOUAX was awarded the EcoVadis³ 2023 Gold Medal (72/100) and now belongs to the top 5% of companies in all sectors.

On the asset management business for third-party investors, committed funds from infrastructure funds (available in 2024) have reached €134 million and will support TOUAX's growth.

² Clarkson forecasts January 2024: +5.5% (including 2% related to Red Sea re-routing) in percentage of containerised traffic (TEU-miles) vs. +1.6% in 2023

³ EcoVadis: evaluation of the main CSR impacts according to four themes: Environment, Social & Human Rights, Ethics and Responsible Purchasing

UPCOMING EVENTS

- March 22, 2024: Video conference call to present the annual results in English
- May 15, 2024: Q1 2024 revenue from activities
- June 12, 2024: Annual General Meeting

TOUAX Group leases out tangible assets (freight railcars, river barges and containers) on a daily basis worldwide, both on its own account and for investors. With €1.2 billion of assets under management, TOUAX is one of the leading European players in the leasing of such equipment.

TOUAX is listed on the Euronext stock market in Paris - Euronext Paris Compartment C (ISIN code: FR0000033003) - and is listed on the CAC® Small, CAC® Mid & Small and EnterNext®PEA-PME 150 indices.

For further information please visit: www.touax.com

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APPENDICES

1 – Analysis of revenue from activities

Restated Revenue from activities (in € thousand)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	TOTAL 2023	Q1 2022	Q2 2022	Q3 2022	Q4 2022	TOTAL 2022
Leasing revenue on owned equipment	17,139	17,510	17,412	18,985	71,046	15,509	16,909	17,178	17,530	67,126
Ancillary services	5,030	4,271	5,299	5,124	19,724	5,732	4,884	7,390	6,607	24,613
Total leasing activity	22,169	21,781	22,711	24,109	90,770	21,241	21,793	24,568	24,137	91,739
Sales of owned equipment	13,053	16,895	13,024	14,206	57,178	14,862	14,249	15,392	14,282	58,785
Total sales of equipment	13,053	16,895	13,024	14,206	57,178	14,862	14,249	15,392	14,282	58,785
Total of owned activity	35,222	38,676	35,735	38,315	147,948	36,103	36,042	39,960	38,419	150,524
Syndication fees	0	544	-2	667	1,209	0	2,522	65	150	2,737
Management fees	1,021	1,018	1,024	1,018	4,081	978	986	1,083	1,655	4,702
Sales fees	861	1,710	674	643	3,888	336	1,349	801	999	3,485
Total of management activity	1,882	3,272	1,696	2,328	9,178	1,314	4,857	1,949	2,804	10,924
Other capital gains on disposals	1	1	-1	0	1	0	0	6	2	8
Total Others	1	1	-1	0	1	0	0	6	2	8
Total Revenue from activities	37,105	41,949	37,430	40,643	157,127	37,417	40,899	41,915	41,225	161,456

2 - Table showing the transition from summary accounting presentation to restated presentation

Revenue from activities (in € thousand)	2023	Restatement	Restated 2023	2022	Restatement	Restated 2022
Leasing revenue on owned equipment	71,046		71,046	67,126		67,126
Ancillary services	23,867	-4,143	19,724	32,729	-8,116	24,613
Total leasing activity	94,913	-4,143	90,770	99,855	-8,116	91,739
Sales of owned equipment	57,178		57,178	58,785		58,785
Total sales of equipment	57,178	0	57,178	58,785	0	58,785
Total of owned activity	152,091	-4,143	147,948	158,640	-8,116	150,524
Leasing revenue on managed equipment	36,669	-36,669	0	44,399	-44,399	0
Syndication fees	1,209		1,209	2,737		2,737
Management fees	1,563	2,518	4,081	1,285	3,417	4,702
Sales fees	3,888		3,888	3,485		3,485
Total of management activity	43,329	-34,151	9,178	51,906	-40,982	10,924
Other capital gains on disposals	1		1	8		8
Total Others	1	0	1	8	0	8
Total Revenue from activities	195,421	-38,294	157,127	210,554	-49,098	161,456

3 - Breakdown of restated revenue from activities by division

Restated revenue from activities (in € thousand)	Q1 2023	Q2 2023	Q3 2023	Q4 2023	TOTAL 2023	Q1 2022	Q2 2022	Q3 2022	Q4 2022	TOTAL 2022
Leasing revenue on owned equipment	11,124	11,615	11,856	12,443	47,038	10,544	11,142	11,292	11,768	44,746
Ancillary services	1,938	1,937	2,082	2,308	8,265	1,858	1,177	1,820	2,564	7,419
Total leasing activity	13,062	13,552	13,938	14,751	55,303	12,402	12,319	13,112	14,332	52,165
Sales of owned equipment	76	132	133	86	427	110	238	369	833	1,550
Total sales of equipment	76	132	133	86	427	110	238	369	833	1,550
Total of owned activity	13,138	13,684	14,071	14,837	55,730	12,512	12,557	13,481	15,165	53,715
Syndication fees	0	0	0	295	295	0	446	1	0	447
Management fees	538	553	586	576	2,253	466	451	507	557	1,981
Total of management activity	538	553	586	871	2,548	466	897	508	557	2,428
Total Freight railcars	13,676	14,237	14,657	15,708	58,278	12,978	13,454	13,989	15,722	56,143
Leasing revenue on owned equipment	1,878	1,886	1,880	1,894	7,538	1,619	1,789	1,869	1,821	7,098
Ancillary services	2,072	1,629	2,090	1,567	7,358	1,807	2,385	3,788	2,319	10,299
Total leasing activity	3,950	3,515	3,970	3,461	14,896	3,426	4,174	5,657	4,140	17,397
Sales of owned equipment	0	5	0	47	52	0	0	0	16	16
Total sales of equipment	0	5	0	47	52	0	0	0	16	16
Total of owned activity	3,950	3,520	3,970	3,508	14,948	3,426	4,174	5,657	4,156	17,413
Management fees	11	14	20	31	76	14	5	11	11	41
Total of management activity	11	14	20	31	76	14	5	11	11	41
Total River Barges	3,961	3,534	3,990	3,539	15,024	3,440	4,179	5,668	4,167	17,454
Leasing revenue on owned equipment	4,133	4,004	3,671	4,643	16,451	3,342	3,973	4,013	3,935	15,263
Ancillary services	1,020	705	1,127	1,249	4,101	2,070	1,325	1,779	1,722	6,896
Total leasing activity	5,153	4,709	4,798	5,892	20,552	5,412	5,298	5,792	5,657	22,159
Sales of owned equipment	10,211	10,949	8,994	9,656	39,810	13,205	12,575	12,967	12,085	50,832
Total sales of equipment	10,211	10,949	8,994	9,656	39,810	13,205	12,575	12,967	12,085	50,832
Total of owned activity	15,364	15,658	13,792	15,548	60,362	18,617	17,873	18,759	17,742	72,991
Syndication fees	0	544	-2	372	914	0	2,076	64	150	2,290
Management fees	472	451	418	411	1,752	498	530	565	1,087	2,680
Sales fees	861	1,710	674	643	3,888	336	1,349	801	999	3,485
Total of management activity	1,333	2,705	1,090	1,426	6,554	834	3,955	1,430	2,236	8,455
Total Containers	16,697	18,363	14,882	16,974	66,916	19,451	21,828	20,189	19,978	81,446
Leasing revenue on owned equipment	4	5	5	5	19	4	5	4	6	19
Ancillary services	0	0	0	0	0	-3	-3	3	2	-1
Total leasing activity	4	5	5	5	19	1	2	7	8	18
Sales of owned equipment	2,766	5,809	3,897	4,417	16,889	1,547	1,436	2,056	1,348	6,387
Total sales of equipment	2,766	5,809	3,897	4,417	16,889	1,547	1,436	2,056	1,348	6,387
Total of owned activity	2,770	5,814	3,902	4,422	16,908	1,548	1,438	2,063	1,356	6,405
Other capital gains on disposals	1	1	-1	0	1	0	0	6	2	8
Total Others	1	1	-1	0	1	0	0	6	2	8
Total Miscellaneous & eliminations	2,771	5,815	3,901	4,422	16,909	1,548	1,438	2,069	1,358	6,413
Total Restated revenue from activities	37,105	41,949	37,430	40,643	157,127	37,417	40,899	41,915	41,225	161,456