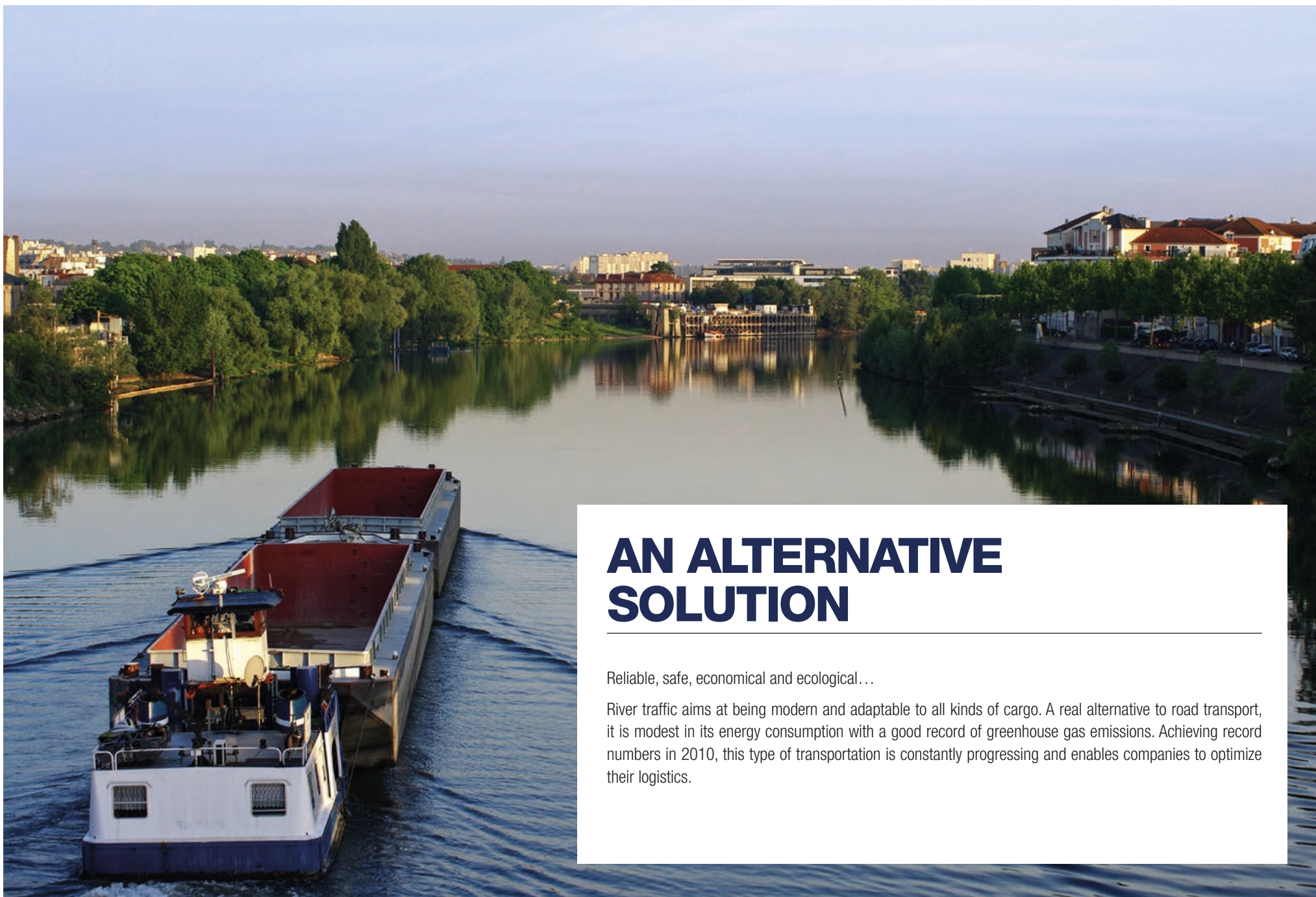


**6 BARGES = 550 TRUCKS**

**EXPECT MORE THAN JUST A BARGE.**

**Touax<sup>®</sup>**  
RIVER BARGES



## AN ALTERNATIVE SOLUTION

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Reliable, safe, economical and ecological...

River traffic aims at being modern and adaptable to all kinds of cargo. A real alternative to road transport, it is modest in its energy consumption with a good record of greenhouse gas emissions. Achieving record numbers in 2010, this type of transportation is constantly progressing and enables companies to optimize their logistics.





### SHIPPING CONTAINERS

#9 worldwide  
565,000 containers



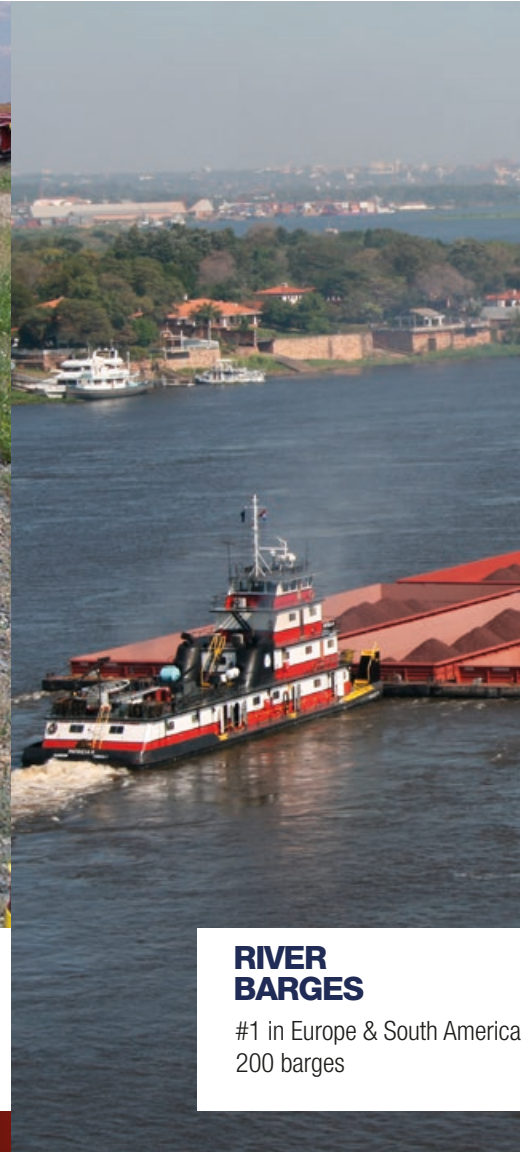
### MODULAR BUILDINGS

#2 in Continental Europe  
51,000 modular buildings



### FREIGHT RAILCARS

#2 in Europe  
9,100 wagons



### RIVER BARGES

#1 in Europe & South America  
200 barges

## ORIGINALLY, THE RIVER BARGES ACTIVITY

### 1853

Starting of the river barges activity on the river Seine.

### 1898

Creation of Touax following the merger with another major company.

### 1906

Listed on the Paris Stock Exchange.

## SUCCESSFUL DIVERSIFICATION IN THREE BUSINESS SECTORS

### 1955

Initial investments in the Railcars activity.

### 1973

Launch of the Modular Buildings activity.

### 1985

Purchase of Gold Container Corporation, Shipping Containers activity.

### 1995

Starting of the asset management for investors.

# ONE GROUP, FOUR ACTIVITIES

**TOUAX IS A GROUP SPECIALIZING IN THE SALE, LEASE AND MANAGEMENT OF LOGISTICAL EQUIPMENT.**

**358**

million euros  
revenues 2012

**62**

million euros  
EBITDA 2012

**1.6**

billion euros  
managed assets 2012

**+7%**

turnover  
in 1 year

Founded in 1853 for the operation of barges, the group became one of Europe's leading players in river transport. At the time, the company operated river transportation on the Seine and Oise rivers.

In the first half of the 20th century, thanks to several technical developments, Touax became the first public operator in France to build industrial barges.

The group then progressively diversified by incorporating three types of complementary activities:

- With the aim of strengthening its logistical offer, Touax invested in 1955 in freight wagon operations. Touax Rail was one of the first companies in Europe to obtain, in 2010, the ISO 9001 certification for leasing and maintenance of freight wagons. This norm provides a quality guarantee for the company's established solutions and acknowledges the company's knowhow.
- The group diversified again in 1973 as it entered into modular conception and construction. Our aim was to conceive modules that would combine attractive design, high performance and rigorous adherence to industrial criteria. These modules are mainly conceived to meet the needs of companies employing workers.

Starting out with one module, Touax manufactures industrial buildings individual in concept, progressive, temporary or permanent, responding to strict norms.

- It was in 1985 that Touax got into the business of buying and leasing maritime containers. This new activity completed the existing range.

Touax is the leading European lessor of containers with a fleet of over 500 000 TEU. Touax relies on expertise in leasing and management of assets for the benefit of 120 clients spread over 13 countries where our staff are represented.

Since it was founded, Touax has chosen quality. Our range of logistical industrial materials has grown from conceptual work in research and development using high-grade materials while taking care to control impact on the environment. Touax relies on specialists, on tried and tested methods to respond to the new global logistical challenges.

## ACCELERATION OF TOUAX'S DEVELOPMENT OVER THE PAST 15 YEARS

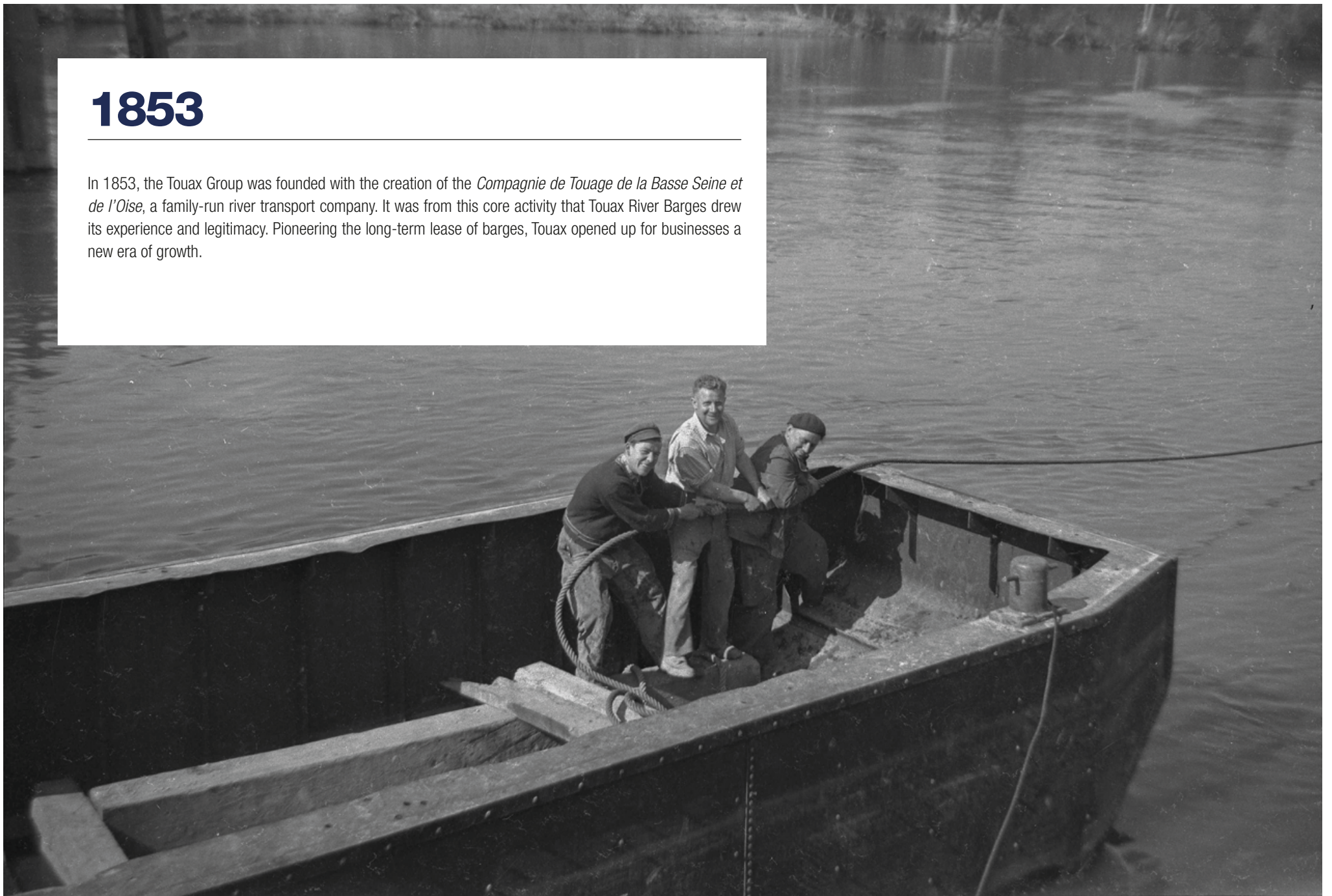
1998	2005	2006	2007	2008	2010	2012
Group is jointly managed by Fabrice & Raphaël Walewski.	Revenue exceeds 200 million euros.	100 years as a listed company with consecutive years of dividends.	Touax begins producing modular buildings in two plants.	Group managed assets exceed 1 billion. Touax appears in the SBF 250 index.	Revenue exceeds 300 million euros.	Expansion of the Group in Africa and South America.



# 1853

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In 1853, the Touax Group was founded with the creation of the *Compagnie de Touage de la Basse Seine et de l'Oise*, a family-run river transport company. It was from this core activity that Touax River Barges drew its experience and legitimacy. Pioneering the long-term lease of barges, Touax opened up for businesses a new era of growth.



# RIVER BARGES DIVISION

**SINCE 1853, THE ACTIVITY OF TOUAX RIVER BARGES HAS EVOLVED PROGRESSIVELY TOWARDS OPERATIONAL AND FINANCIAL LEASING, TRADE IN BARGES AND PUSH BOATS AND ASSOCIATED SERVICES. THESE YEARS OF EXPERIENCE HAVE ENABLED US TO MEET ALL THE DEMANDS OF RIVER OPERATORS.**

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**105**  
million euros  
managed assets 2012

**200**  
managed assets 2012

**+10%**  
increased turnover  
in 1 year

Thanks to its international presence and its numerous partners, Touax is able to propose its services and assist its clients throughout the world.

With a fleet of 200 barges, Touax is both a pioneer and major player in the lease and trade of river equipment in South America and Europe.

Backed by this experience, Touax benefits from a team of specialists who assist you in the different development stages: engineering and technical conception and monitoring of the construction.

Relying on its knowledge of transportation and logistics, the Touax River Barges company has developed a range of innovative services: leasing, fleet management, sale and trading, transportation, assistance and insurance...

We accompany at every stage of your river project, from the design to turnkey delivery.

An exceptional international presence...

The Touax River Barge Fleet is present on all the world's main river basins:

- In Europe, on the Seine and the Rhône, but also in northern Europe on the Rhine, the Meuse, the Mosel and the Main, and in central Europe on the Danube.
- In North America, Touax leases several vessels to various river operators on the Mississippi and the Missouri.
- In South America, the group is present on the Panama Canal and the Paraná-Paraguay which flows through Uruguay, Argentina, Paraguay and Bolivia. Touax is also present in Columbia on the Magdalena and Brazil on the Amazon.
- The group is at the same time increasing its global presence by operating on the river basins of the emerging countries, in Africa but also in Asia: on the Mandovi and the Ganges in India, the Mekong in Vietnam, and the Yangtse and Yellow River in China.





# OUR ACTIVITIES

**BASED ON OUR REAL EXPERTISE AND TRIED AND TESTED METHODS, TOUAX HAS DEVELOPED A SPECIAL LEASING OFFER FOR INDUSTRIALISTS AND LOGISTICAL OPERATORS ON RIVERS THROUGHOUT THE WORLD.**

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From the outset, it was by choosing with its project partners the most appropriate raw materials that the Touax River Barges company built its reputation. From its beginnings 160 years ago on the Seine up to its international expansion, the Touax brand has been a warrant for quality. The true value of a Touax vessel is of course the quality of the materials selected, but also the quality of the construction itself, guaranteeing long-term usage.

The Touax River Barges company commands the technical expertise needed to meet your requirements but also to handle the restrictions that may arise in the river business. Financing, design, engineering, manufacture, delivery and maintenance: we make sure you have in your hand all the cards needed for optimal deployment of your assets.

With this in mind, Touax make available to you a dedicated team. These river specialists develop with you a made-to-measure offer thanks to the services included in our "Packs".

By adapting to your usage and to the river on which you intend to operate, our technical team will suggest to you the appropriate installations and equipment: covering in steel, aluminium or carbon fibre, rolling or stackable, bow thruster or dozer.

Lastly, Touax undertakes to monitor efficiently the construction of your equipment. From the major stages in the selection of the project to the flag-registration, we guarantee you earliest possible delivery.

To obtain second-hand or specialized material, Touax has a river trading team which traces the assets available on the world's main river basins. If necessary, our technical team will renovate these assets, which will then be transported and repositioned directly on the river where you will be navigating.



# THE SERVICES WE OFFER

**BECAUSE YOU HAVE SPECIFIC LOGISTICAL NEEDS AND EACH RIVER OPERATOR IS DIFFERENT, TOUAX PROPOSES PERSONALIZED OFFERS AND SERVICES.**

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Our made-to-measure financing formulae enable companies to focus on their core activity:

**OPERATIONAL LEASE** or simple leasing is a flexible formula to lease a vessel over a fixed period.

*Note: during the leasing period, your vessels will not be recorded in your company's balance sheet.*

**FINANCIAL LEASE** is a formula offering major economic advantages, based on the model of the Operational Lease and enabling you to become owner of the equipment at an attractive price.

**SALE AND LEASE BACK** is a formula that enables you to sell your assets and then get them back on a lease basis. This also gives you access to liquidity with which to expand operations by buying or leasing other barges.

**TRADING** is a service that includes sourcing, selection, expertise, refurbishment and reposition of river assets.

Meeting your daily operational needs, the Touax River Barges company has developed an offer of innovative and advantageous services available in the form of packs or *à la carte*:

**ADMINISTRATIVE PACK** puts together insurance and the handling of administrative documents. Touax takes over the management of official documents to make things more simple and more efficient.

**TECHNICAL PACK** combines assistance, technical expertise and consulting. Touax remains alert to your problems with the creation of a hot line bringing you help from our experts.

**HOLD-MANAGEMENT PACK** makes available one or more substitute barges if you need them, letting you take advantage of supplementary hold-capacity.



# AN INTERNATIONAL PRESENCE

*Scan the QR code of your choice to gain access to all the offers of the selected area.*

## 4 CONTINENTS...

The Touax River Barges company is present on roughly 75% of the great navigable rivers of the world. This geographical coverage enables us to assist you on the main river basins identifying and selecting the rare or specialized vessels you will need.





**WITH ITS INTERNATIONAL STATURE, THE TOUAX RIVER BARGES GROUP RELIES ON A NETWORK OF SUBSIDIARIES AND OFFICES ON FOUR CONTINENTS.**

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# TOUAX FOR EARTH<sup>SM</sup>

**THROUGH ITS LABEL TOUAX FOR EARTH<sup>SM</sup>, THE TOUAX RIVER BARGES COMPANY IS COMMITTED TO A REAL SUSTAINABLE AND RESPONSIBLE APPROACH. CONCERNED ABOUT ITS ECOLOGICAL POLICY, TOUAX OFFERS ITS CLIENTS THE POSSIBILITY TO PARTICIPATE IN AN AMBITIOUS ENVIRONMENTAL PROGRAMME.**

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River transport is by far the most ecological way to deliver cargo, with four times less CO<sub>2</sub> emissions than road transport (1 convoy of 24 barges means 2,200 less trucks on the roads). The most silent and safest means of transport, this type of cargo-delivery records an almost zero accidents rate.

Touax want to raise consciousness among its logistical operators, clients and partners who also use other modes of transport. We give priority to using waterways, contributing to a more respectful approach to the environment.

Thanks to its Touax For Earth<sup>SM</sup> label, the Touax River Barges company is committed to a two-tier programme:

- First tier: our clients moving over to river-based logistics are contributing to a respect for environmental demands. From the moment they lease or buy a Touax barge, they are joining the Touax For Earth<sup>SM</sup> programme. This commitment will be signalled by the display of the logo on the barge.
- Second tier: for clients that wish to go further in their ecological action, we have established a made-to-measure personalized programme for neutralizing CO<sub>2</sub> emissions.

With every barge leased or purchased, our clients are contributing to a reforestation programme, with Touax River Barges committed to replanting the same quantity of barges for each transaction. This commitment is materialized with the display of the Touax For Earth<sup>SM</sup> in association with the client's own brand. Our goal is to fight, at our level, world-wide deforestation by making the forest a development solution that improves the environment and the living conditions of the local population.

Let us not forget that the rivers and nature itself remain at the core of our activity...

# 6 BARGES = 550 TRUCKS

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This strategy shows that river transportation is a mode of cargo delivery that is truly green and respectful of our environment. With Touax For Earth<sup>SM</sup>, we are committed to preserving nature and in particular the rivers.



# TOUAX RIVER CLUB

**BECAUSE WE ARE DETERMINED TO THANK OUR MOST FAITHFUL CLIENTS, TOUAX HAS ESTABLISHED A PROGRAMME THAT IS UNIQUE IN THE RIVER TRANSPORTATION SECTOR.**

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The Touax River Barges company offers its most faithful clients the possibility of joining the Touax River Club.

The aim of this club, on the one hand, is to put our clients in contact with each other and on the other hand, to reward their loyalty.

The Touax River Club creates a link between its members by multiplying the professional exchanges in various domains: commercial, technical and financial.

Club members will benefit from exclusive offers:

- A dedicated line operating to give you priority assistance if your barge is immobilized (breakdown or accident), in addition to technical advice.
- Members of the Touax River Club are also invited to participate in first-class events. These events

take place throughout the year in the different geographical areas:

- In Europe, we offer the chance to attend celebrated shows taking place in the French capital's most legendary places: Paris Opera, Stade de France, the Crazy Horse...
- On the American continent, you can also attend numerous top-class shows and sporting events.
- For gastronomy enthusiasts, the club's culinary workshops introduce our foreign members to the authentic specialities of French cuisine. These gourmet interludes take place in the starred restaurants of the famous Guide Michelin in your region.





The cover is printed on a new eco-friendly paper made using process residues from organic products to replace up to 15% of virgin tree pulp. The paper is FSC certified, GMO free, contained 30% post-consumer recycled waste and is produced with 100% green energy. By using this paper and 100% green energy, the carbon footprint is reduced by 20%. The inside is printed on a FSC certified paper and produced with 100% green energy. Generated from renewable sources, it helps to reduce CO<sub>2</sub> emissions.

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[www.touax-river-barges.com](http://www.touax-river-barges.com)