



## PRESS RELEASE

**Paris, 2 April 2013**

### **Full-year 2012 results Sustainable growth and resilient profitability**

- Revenue up 2.7% despite a challenging environment thanks to acquisitions
- Strong EBITDA margin maintained, representing 33% of revenue
- Net profit of €46m representing 5.6% of revenue
- Strong deleveraging with net debt down by €79m
- Improved operational efficiency
- Specific attention paid to market share gain and objective to maintain profitability in 2013
- €300m high-yield bond issued in January

Loxam, Europe's leading equipment rental company to professionals, has published its audited financial statements for the 2012 financial year which will be submitted for approval at the Shareholders' meeting scheduled for April 10, 2013.

Mr. Déprez, Chairman and CEO of Loxam, declared: *"Despite a slowdown in construction markets in Europe, Loxam recorded a strong performance in 2012. The Group maintained a high level of profitability in France and in our International Division. The period was marked by the successful integration of Locarest within our Generalist Division while further network development and rationalization were completed. For 2013, we expect that construction markets remain challenging, and Loxam will focus on protecting its margins. Development will be made through selective organic growth and we will spend our capex with an emphasis on diversification. We will also consider external growth opportunities to grow our market share in all countries where we are active."*

<i>(in millions of euros)</i>	<b>31/12/2012</b>	<b>31/12/2011</b>
Revenue	828	807
Adj. EBITDA	274	275
<i>As % revenue</i>	<i>33.0%</i>	<i>34.1%</i>
Adj. EBIT	117	119
<i>As % revenue</i>	<i>14.1%</i>	<i>14.7%</i>
Net income	46	40
<i>As % revenue</i>	<i>5.6%</i>	<i>5.0%</i>
Free Cash Flow	86	60
Leverage ratio	2.8x	3.1x

## **SUSTAINABLE GROWTH WITH REVENUE UP 2.7%**

Loxam's consolidated full-year 2012 revenue reached €828.1 million, up 2.7%.

In France, Generalist division revenue was up 4.3% in 2012 to €571.0 million, thanks to the integration of Locarest, which compensated weaker demand. The Specialist division maintained stable revenue, at €138.1 million.

In our international markets, revenue was down 2.6% at €118.9 million in 2012. This slight decline was caused by the continuous strong decrease in Spain which was not completely offset by growth of other countries in Europe.

## **STRONG EBITDA MARGIN OF 33% ACHIEVED**

Loxam recorded an adjusted EBITDA of €273.6 million for 2012, down 0.6% compared to 2011. Before any provision for High Yield costs, the Adjusted EBITDA margin reached 33% of 2012 revenue.

In France, the adjusted EBITDA margin reached a high level of 32.6% in the Generalist division and 35.9% in the Specialist division.

The International division recorded a third consecutive year of growth of EBITDA, up 2.8% to €36.2 million, highlighting an EBITDA margin of 30.4%.

## **HIGH GENERATION OF CASH AND SOLID FINANCIAL STRUCTURE**

In 2012, Loxam's operations generated a positive free cash flow of €85.9 million, significantly higher than in 2011 and was mainly driven by the strong EBITDA performance. Gross capex amounted to €138.9 million.

Thanks to this strong free cash flow generation, net debt was reduced by €79 million to €778 million. The Group's net debt to Adjusted EBITDA leverage ratio stood at 2.8x at the end of 2012, a significant improvement compared to the prior year when the leverage ratio stood at 3.1x.

## **2013 OUTLOOK**

Anticipating a continuous slowdown of the construction market in Europe in 2013, the Group will allocate capex to foster organic growth and diversification. Loxam will continue to review acquisition opportunities with a view to increase its market shares.

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## **ABOUT LOXAM**

Loxam is the largest equipment rental Group in Europe with a turnover of €828 million in 2012. The Group has a network of 598 branches in 10 countries in Europe and a staff of approximately 4,300 employees.

## **FORWARD-LOOKING STATEMENTS**

This document includes “forward-looking statements” about Loxam and its subsidiaries (the “Group”), including in relation to its strategy, plans or intentions. These statements may also address management’s expectations regarding the Group’s business, growth, future financial condition, results of operations and prospects. These forward-looking statements are subject to risks and uncertainties that may change at any time, and, therefore, the Group’s actual results may differ materially from those that management expected. The Group has based these forward-looking statements on its current views and assumptions about future events. While it believes that these assumptions are reasonable, it is very difficult to predict the impact of known factors, and, of course, it is impossible to anticipate all factors that could affect the Group’s actual results. All forward-looking statements are based upon information available to management on the date of this document. Investors are cautioned not to place undue reliance on such forward-looking statements.