



## PRESS RELEASE

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### **Adverse weather impacts first-quarter 2013 results**

- Q1 revenue down 14% impacted by adverse weather conditions
- EBITDA margin representing 23% of revenue
- Fleet capex of €34M versus €26M in Q1 2012
- Adverse weather conditions in Q1 2013 will affect profitability in 2013

Loxam, Europe's leading equipment rental company to professionals, has published its unaudited financial statements for the first quarter of 2013.

Mr. Déprez, Chairman and CEO of Loxam, declared: *"The period was marked by unusual adverse weather conditions in Europe and an uncertain macroeconomic environment. The Group maintained a high level of margin across all Divisions, and its EBITDA margin stood at 31% (down only 300 bps) over LTM revenue, despite 4 quarters of slowing activity. For the rest of 2013, we expect that construction markets will remain challenging in Europe, and Loxam will continue to focus on selective organic growth and capex diversification while protecting its margins."*

<i>(in millions of euros)</i>	<b>Q1 2012</b>	<b>Q1 2013</b>
Revenue	199	171
Adj. EBITDA	65	39
<i>As % revenue</i>	32%	23%
Adj. EBIT	23	4
<i>As % revenue</i>	12%	2%
Net income	9	-8
<i>As % revenue</i>	5%	-5%
Free Cash Flow	3	-21
Leverage ratio	3.0x	3.2x

#### **REVENUE DOWN 14%**

Loxam's consolidated Q1 2013 revenue reached €171 million, down 13.7% compared to Q1 2012 due to adverse weather conditions in Europe.

In France, Generalist division revenue was down 15.9% in Q1 2013 to €117 million, with Eastern and Northern regions hit by poor weather conditions, and better performance along the Western coast sustained by major infrastructure projects such as two high speed railways. Specialist division

revenue was down 5.6%, at €31 million but demonstrated resilience to weather conditions, as it is less tied to construction and benefits also from a longer duration of contracts.

In our international markets, revenue was down 12.4% at €24 million in Q1 2013. This decline was caused by adverse weather as well.

### **EBITDA MARGIN AT 23% FOR Q1**

According to Loxam's business model, cost structure is composed mainly of fixed costs. Due to weather conditions, adjusted EBITDA was down in Q1 2013 versus Q1 2012. Nevertheless, our adjusted EBITDA margin reached 23% before any High Yield issuance costs. Our strategy remains unchanged and would be revised should economic conditions deteriorate further.

In France, the EBITDA margin stood at 22% of Q1 2013 revenue in the Generalist division and 31% in the Specialist division. The International division EBITDA margin stood at 16% of Q1 2013 revenue.

### **SOUND FINANCIAL STRUCTURE**

In Q1 2013, Loxam's operations generated a negative free cash flow of €21 million mainly driven by a capex impact of €34 million in the quarter as well as the impact of an €8 million change in working capital.

At the end of March 2013, net debt stood at €799 million. The Group's leverage ratio (net debt to LTM EBITDA) stood at 3.2x at the end of Q1 2013.

Of €182 million in cash on the balance sheet at the end of March 2013, €150 million is dedicated to fund growth projects.

### **2013 OUTLOOK**

In France, the economic environment is expected to remain weak in 2013 but the Group still considers that major infrastructure projects should partly compensate the decrease in the construction market. Loxam remains confident on the year's outlook, even if the Group anticipates that Q1 results will impact the overall 2013 performance. In this context, Loxam will continue investing to renew and diversify its fleet and will also look to gain market shares and attract new customers.

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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 602 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.