Growth and diversification
Third quarter results

7 March 2017

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- Some of the factors which may adversely impact some of these forward looking statements are discussed in the Principal Risks and Uncertainties section on pages 30-32 of the Group's Annual Report and Accounts for the year ended 30 April 2016 and in the unaudited results for the third quarter ended 31 January 2017 under "Current trading and outlook" and "Principal risks and uncertainties". Both these reports may be viewed on the Group's website at **www.ashtead-group.com**.

- This presentation contains supplemental non-GAAP financial and operating information which the Group believes provides valuable insight into the performance of the business. Whilst this information is considered as important, it should be viewed as supplemental to the Group's financial results prepared in accordance with International Financial Reporting Standards and not as a substitute for them.

SUMMARY

- Once again a strong quarter with market leading growth in revenue and profitability

- Continued progress on our growth and capital allocation priorities
  - £812m invested in capital expenditure
  - £196m spent on bolt-ons
  - 77 locations opened / added
  - £48m spent on share buybacks

- Leverage maintained well within our 1.5 to 2.0 times EBITDA range

- Both divisions continue to perform well. Accordingly, we expect full year results to be in line with our expectations and the Board continues to look to the medium term with confidence.

Suzanne Wood
Finance director

Q3 GROUP REVENUE AND PROFIT

(£m)	Q3 2017	Q3 2016	Change[1]
Revenue	**805**	**612**	**13%**
- of which rental	729	547	14%
Operating costs	(438)	(335)	13%
EBITDA	**367**	**277**	**13%**
Depreciation	(160)	(116)	18%
Operating profit	**207**	**161**	**9%**
Net interest	(28)	(22)	10%
Profit before amortisation and tax	**179**	**139**	**8%**
Earnings per share (p)	**23.0**	**18.0**	**8%**
Margins			
- *EBITDA*	*46%*	*45%*	
- *Operating profit*	*26%*	*26%*	

[1] At constant exchange rates
[2] The results in the table above are the Group's underlying results and are stated before intangible amortisation

NINE MONTHS GROUP REVENUE AND PROFIT

	Nine months		
(£m)	**2017**	**2016**	**Change[1]**
Revenue	**2,356**	**1,880**	**10%**
- of which rental	2,174	1,676	13%
Operating costs	(1,232)	(1,011)	7%
EBITDA	**1,124**	**869**	**13%**
Depreciation	(443)	(326)	19%
Operating profit	**681**	**543**	**9%**
Net interest	(76)	(61)	8%
Profit before amortisation and tax	**605**	**482**	**9%**
Earnings per share (p)	**79.0**	**63.1**	**9%**
Margins			
- *EBITDA*	*48%*	*46%*	
- *Operating profit*	*29%*	*29%*	

[1] At constant exchange rates
[2] The results in the table above are the Group's underlying results and are stated before intangible amortisation

LOWER REPLACEMENT CAPEX REDUCES REVENUE AND GAINS FROM SALE OF USED EQUIPMENT

	Nine months		
(£m)	2017	2016	Change[1]
Revenue	**2,356**	**1,880**	**10%**
Sale of used equipment	(91)	(136)	(41)%
Revenue excluding sale of used equipment	**2,265**	**1,744**	**14%**
Underlying profit before taxation as reported	**605**	**482**	**9%**
Gains on sale of used equipment	(14)	(31)	(59)%
Underlying profit before gains on sale of used equipment	**591**	**451**	**13%**

[1] At constant exchange rates

- 2015/16 disposals inflated by corrections to Oil & Gas fleet
- 2016/17 disposals reflect lower replacement cycle
- Proceeds and margins on assets sold similar to prior year
- Reported margins affected by fixed reserves being charged against lower volumes

NINE MONTHS SUNBELT REVENUE AND PROFIT

	Nine months		
($m)	**2017**	**2016**	**Change**
Revenue	**2,690**	**2,468**	**9%**
- of which rental	2,490	2,205	13%
Operating costs	(1,348)	(1,278)	5%
EBITDA	**1,342**	**1,190**	**13%**
Depreciation	(501)	(419)	20%
Operating profit	**841**	**771**	**9%**
Margins			
- *EBITDA*	*50%*	*48%*	
- *Operating profit*	*31%*	*31%*	

NINE MONTHS A-PLANT REVENUE AND PROFIT

	Nine months		
(£m)	**2017**	**2016**	**Change**
Revenue	**302**	**264**	**14%**
- of which rental	272	232	17%
Operating costs	(192)	(165)	16%
EBITDA	**110**	**99**	**12%**
Depreciation	(60)	(52)	16%
Operating profit	**50**	**47**	**7%**
Margins			
- *EBITDA*	*37%*	*37%*	
- *Operating profit*	*17%*	*18%*	

CASH FLOW

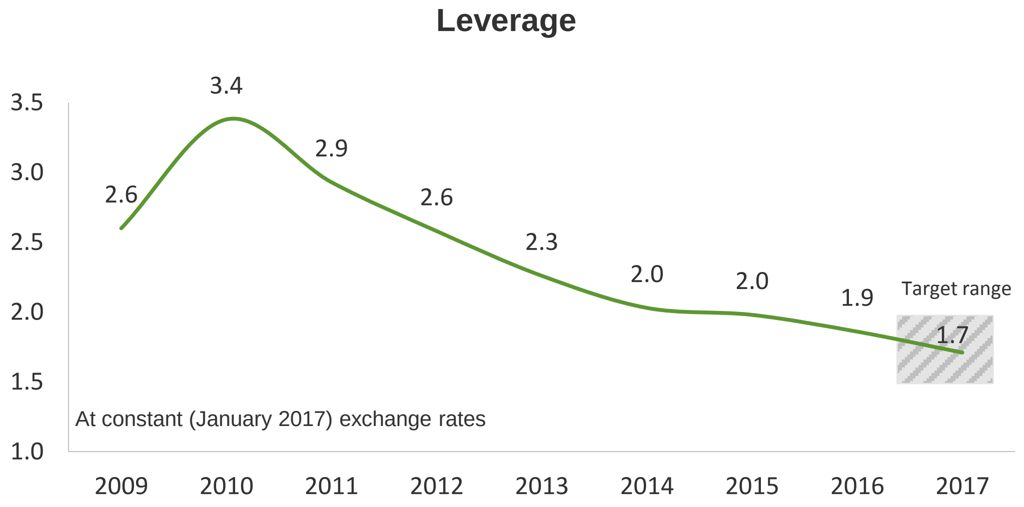
	Nine months		
(£m)	2017	2016	Change
EBITDA before exceptional items	1,124	869	29%
Cash conversion ratio[1]	*95.1%*	*87.9%*	
Cash inflow from operations[2]	**1,069**	**764**	**40%**
Replacement and non-rental capital expenditure	(396)	(467)	
Rental equipment and other disposal proceeds received	109	124	
Interest and tax paid	(121)	(57)	
Cash inflow before discretionary expenditure	**661**	**364**	
Growth capital expenditure	(593)	(562)	
Free cash flow	**68**	**(198)**	
Business acquisitions	(180)	(63)	
Dividends paid	(92)	(61)	
Purchase of own shares by the Company	(48)	-	
Purchase of own shares by the ESOT	(7)	(12)	
Increase in net debt	**(259)**	**(334)**	

[1] Cash inflow from operations as a percentage of EBITDA
[2] Before fleet changes and exceptional items

NET DEBT AND LEVERAGE

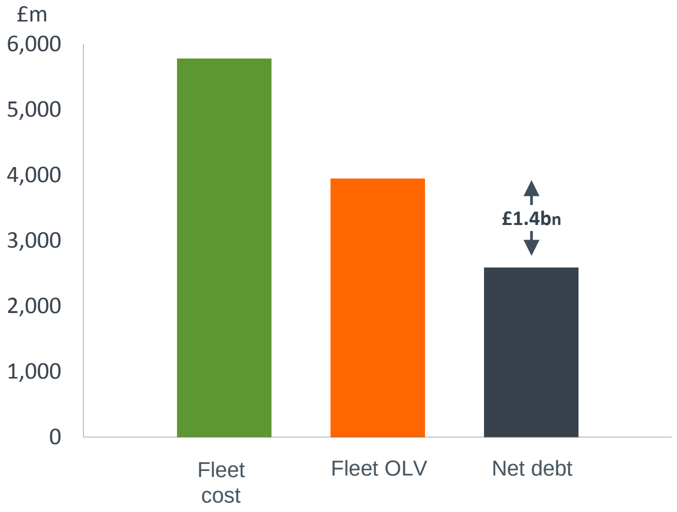
NET DEBT TO EBITDA CONTINUES TO REDUCE AS WE INVEST IN THE FLEET

(£m)	January 2017	January 2016
Net debt at 30 April	**2,002**	**1,687**
Translation impact	304	146
Opening debt at closing exchange rates	**2,306**	**1,833**
Change from cash flows	259	334
Debt acquired	21	-
Non-cash movements	2	2
Net debt at period end	**2,588**	**2,169**
Comprising:		
First lien senior secured bank debt	1,481	1,188
Second lien secured notes	1,110	985
Finance lease obligations	5	6
Cash in hand	(8)	(10)
	2,588	**2,169**
Net debt to EBITDA leverage[1] (x)	**1.7**	**1.9**



Interest

Floating rate:	57%
Fixed rate:	43%



[1] At 31 January 2017 constant exchange rates

Geoff Drabble

Chief executive

SUNBELT – US REVENUE DRIVERS

NINE MONTHS

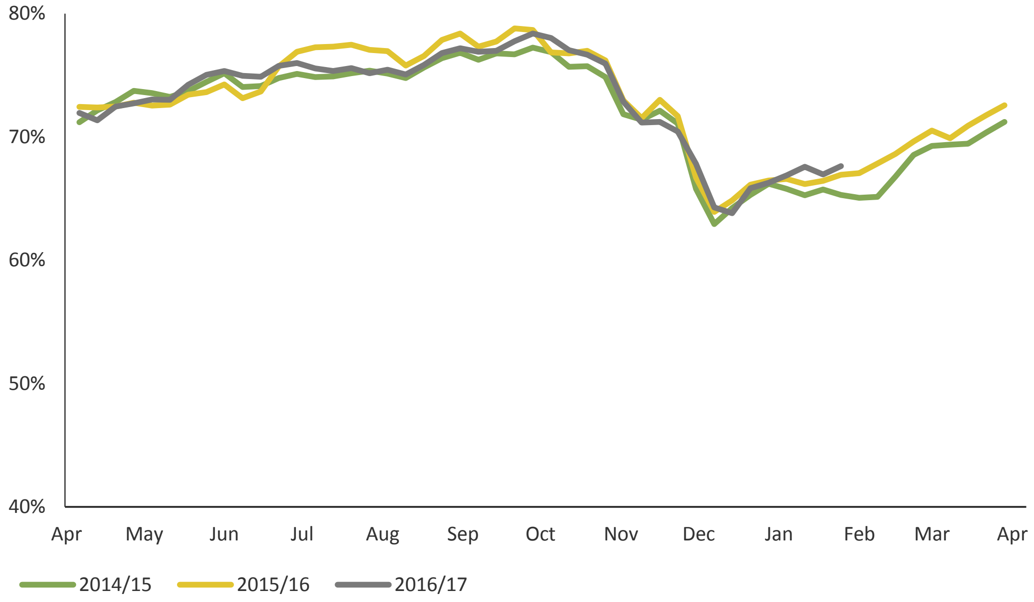
	General Tool	Specialty[1]	Total
% of business	79%	21%	100%
Rental revenue growth	+15%	+8%	+13%
Fleet on rent	+18%	+11%	+17%
Yield	-3%	-3%	-3%
Year-on-year physical utilisation	-1%	+5%	-

Presented on a billing day basis, excluding Canada
[1] Including Oil & Gas

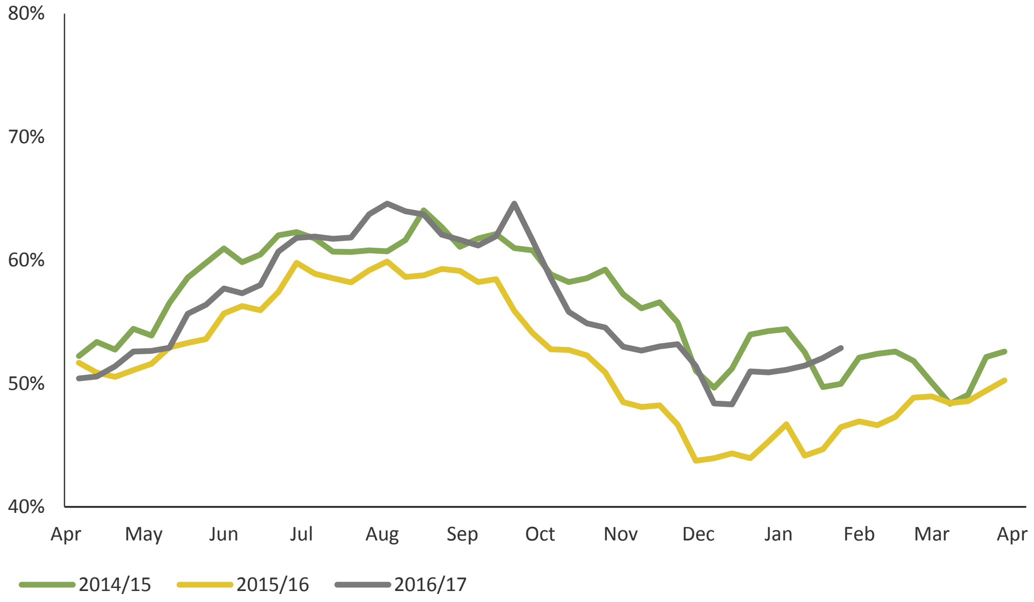
- Specialty revenue growth excluding Oil & Gas +12% (volume +15%; yield -2%)

SUNBELT – US REVENUE DRIVERS
PHYSICAL UTILISATION

General Tool



Specialty (inc. Oil & Gas)



STRONG MARGIN PROGRESSION

NINE MONTHS

	Same-stores[1]	Greenfields[2]	Bolt-ons[2]	Oil & Gas	Total
Proportion of revenue	92%	5%	2%	1%	100%
Fleet on rent – % change	+11%	nm	nm	-10%	+17%
Net yield	-3%	nm	nm	-17%	-3%
Physical utilisation – actual	72%	63%	61%	68%	72%
Dollar utilisation	55%	46%	56%	51%	54%
Drop-through	64%	58%	56%	8%	62%

Presented on a billing day basis, excluding Canada
[1] Same-stores include those locations which were open as at 1 May 2015, excluding Oil & Gas locations
[2] Excluding Oil & Gas
nm – not meaningful

GOOD PROGRESS ON 2021 PLAN

	Consideration	Market	
		Broad General Tool	Power and climate control
Acquisition			
I&L Rentals	$67m	✓	
LoadBanks	$6m		✓
Portable Rental Solutions	$11m		✓
CanSource Direct	C$9m	✓	
Tower Tech	$13m		✓
Post Falls	$4m	✓	
Rick’s Action Rental	$0.4m	✓	
New Mexico / El Paso branches of BlueLine	$27m	✓	
Arsenal	$39m	✓	

- 39 greenfield locations added in addition to the 19 bolt-on locations
- Of the 58 stores added, 26 were Specialty

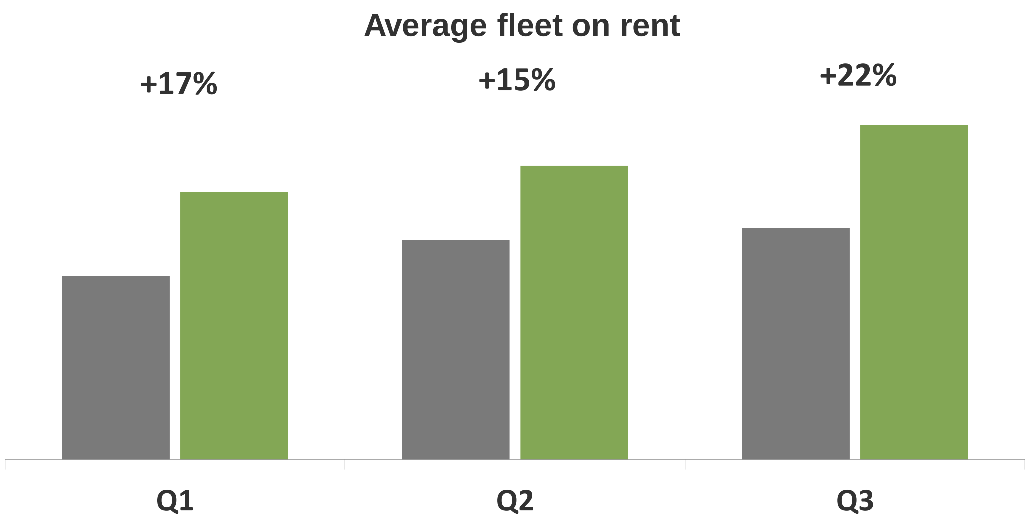
EXECUTION OF 2021 PLAN
CIRCA DOUBLE-DIGIT VOLUME GROWTH ANTICIPATED

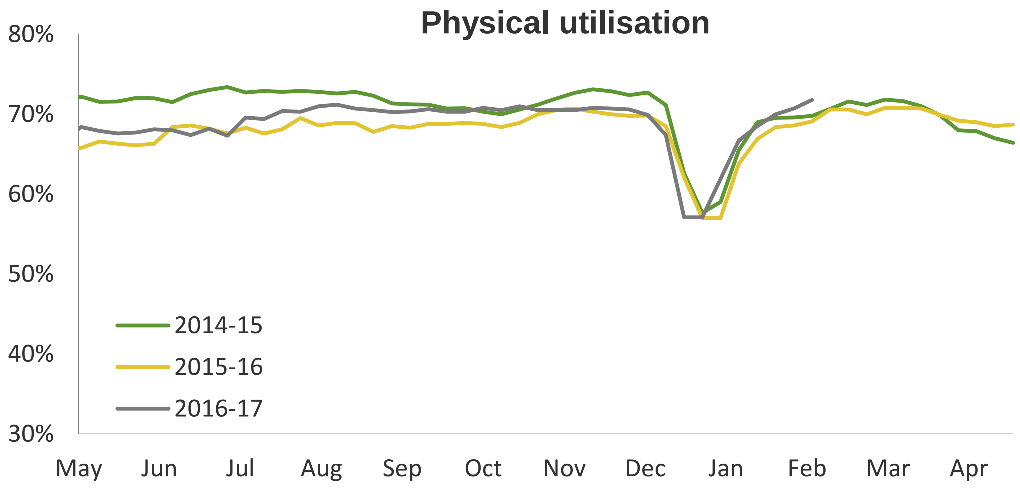
	Market growth	2017/18 plan	
Mature stores (up to FY11)	3 – 4%	4 – 6%	c.1.5x market growth
Recent openings (FY12 – FY16)	3 – 4%	4 – 6%	c.1.5x market growth
Organic growth – same-store		4 – 6%	
Greenfields		3 – 4%	
Organic growth		7 – 10%	
Bolt-ons		2 – 3%	
2017/18 growth outlook		9 – 13%	

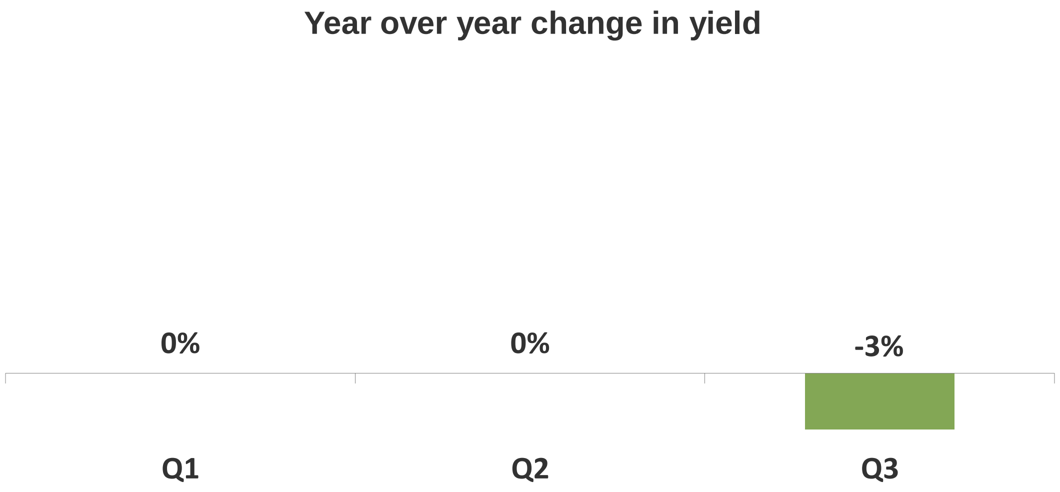
SUNBELT 2017/18 FLEET PLAN CONSISTENT WITH 2021 PLAN

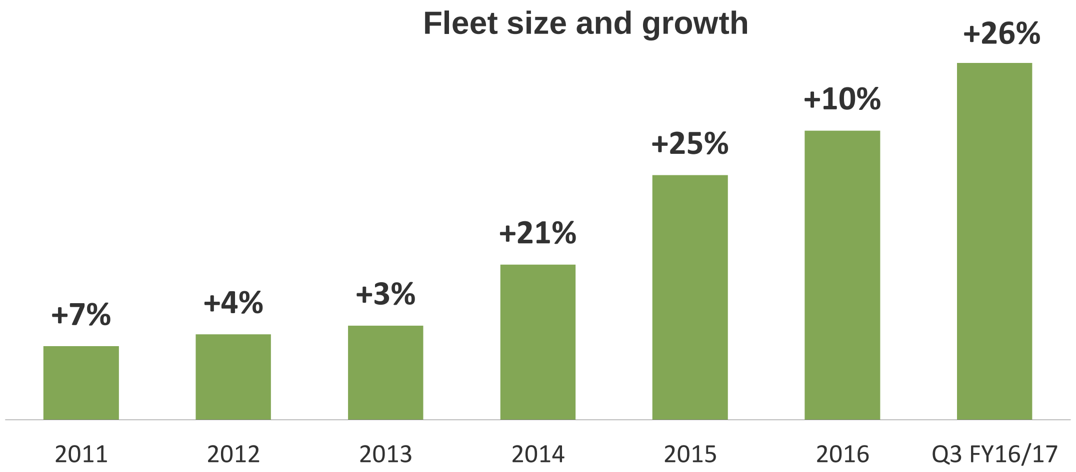
		2015	2016	Q3 2017 Forecast	2018 Outlook
Sunbelt ($m)					
- rental fleet	- replacement	395	572	350	300 – 350
	- growth	873	871	750	600 – 850
- non-rental fleet		100	133	100	100
		1,368	1,576	1,200	1,000 – 1,300

A-PLANT REVENUE DRIVERS
GROWTH CONTINUES BACKED BY FLEET INVESTMENT

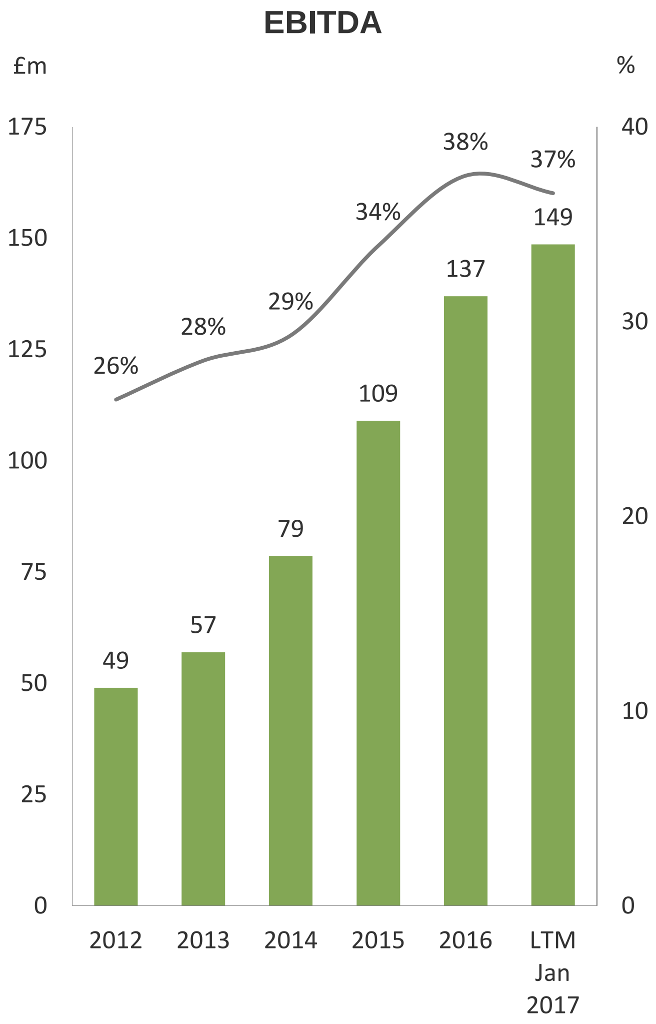


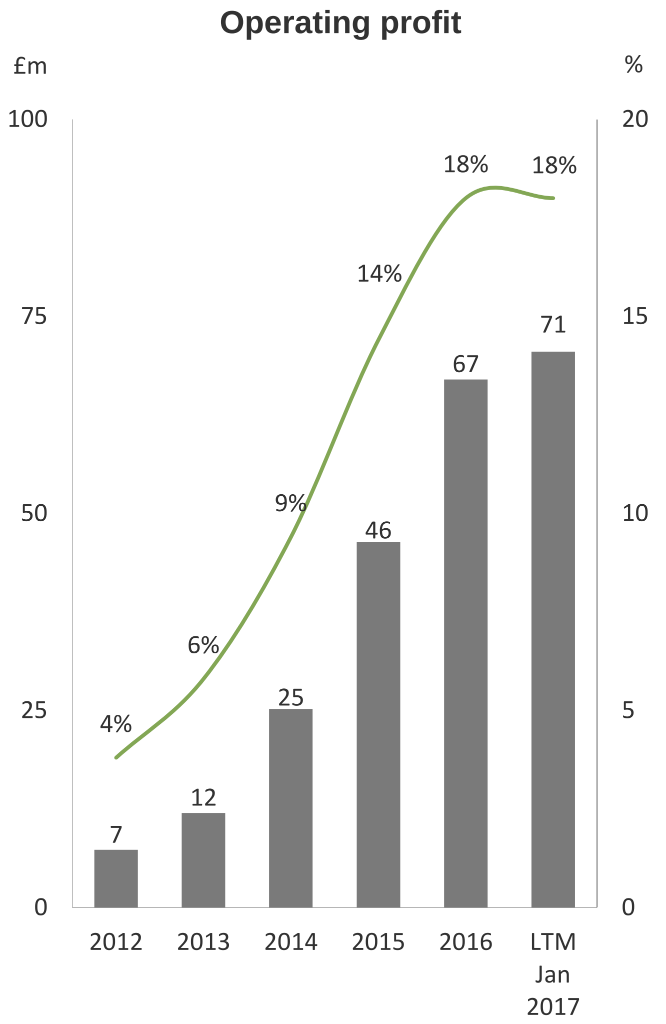


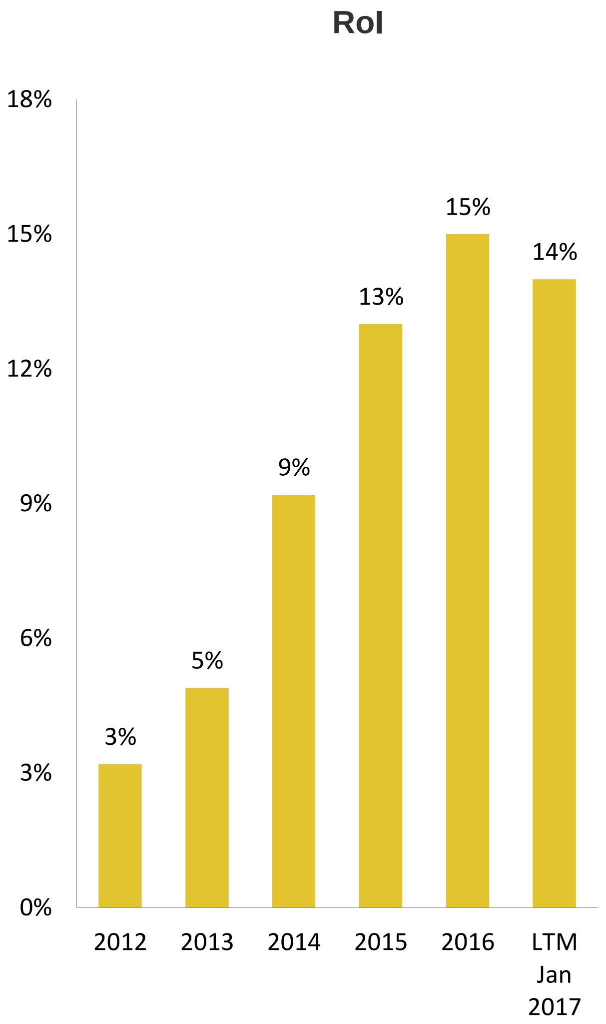




A-PLANT CONTINUES TO GROW PROFITABLY WITH MUCH MORE UPSIDE AS NEWLY ACQUIRED ASSETS ARE INTEGRATED







A-PLANT AND GROUP FLEET PLAN FOR 2017/18

ANTICIPATED A-PLANT VOLUME GROWTH DOUBLE-DIGIT TO MID-TEENS

		2015	2016	Q3 2017 Forecast[1]	2018 Outlook[1]
A-Plant (£m)					
- rental fleet	- replacement	46	95	90	50 – 60
	- growth	108	47	90	40 – 50
- non-rental fleet		19	22	20	15
		173	164	200	105 – 125
Sunbelt ($m)					
- rental fleet	- replacement	395	572	350	300 – 350
	- growth	873	871	750	600 – 850
- non-rental fleet		100	133	100	100
		1,368	1,576	1,200	1,000 – 1,300
Group (£m)					
Capital outlook (gross)		1,063	1,240	1,160	905 – 1,165
Disposal proceeds		(121)	(200)	(140)	(110 – 140)
Capex outlook (net)		942	1,040	1,020	795 – 1,025

[1] Forecast and outlook at £1 = $1.25

SUMMARY

- Another strong quarter benefiting from ongoing structural opportunity and good end markets.
- Plans reflect current market activity which is little changed since our 2021 plans were unveiled in October.
- Our model is flexible enough to react to changing conditions when we have greater clarity of the specifics.
- We see the potential for meaningful elongation of the cycle but little short term impact. Current markets are strong already.
- We expect full year results to be in line with expectations and look to the medium term with confidence.

Appendices

DIVISIONAL PERFORMANCE – Q3

	Revenue			EBITDA			Profit		
	2017	2016	Change[1]	2017	2016	Change[1]	2017	2016	Change[1]
Sunbelt ($m)	876	783	12%	418	371	13%	245	223	10%
Sunbelt (£m)	702	526	33%	337	249	35%	198	151	31%
A-Plant	102	86	20%	34	30	14%	13	12	4%
Group central costs	-	-	-	(4)	(2)	63%	(4)	(2)	62%
	804	612	31%	367	277	32%	207	161	29%
Net financing costs							(28)	(22)	30%
Profit before amortisation and tax							179	139	28%
Amortisation							(8)	(6)	32%
Profit before taxation							171	133	28%
Taxation							(62)	(47)	32%
Profit after taxation							109	86	26%
Margins									
- *Sunbelt*				*48%*	*47%*		*28%*	*29%*	
- *A-Plant*				*33%*	*35%*		*12%*	*14%*	
- *Group*				*46%*	*45%*		*26%*	*26%*	

[1] As reported

DIVISIONAL PERFORMANCE – LTM

	Revenue			EBITDA			Profit		
	2017	2016	Change[1]	2017	2016	Change[1]	2017	2016	Change[1]
Sunbelt ($m)	3,499	3,163	11%	1,736	1,500	16%	1,083	957	13%
Sunbelt (£m)	2,619	2,073	26%	1,300	985	32%	812	628	29%
A-Plant	403	345	17%	149	124	20%	71	56	27%
Group central costs	-	-	-	(16)	(12)	36%	(16)	(12)	37%
	3,022	2,418	25%	1,433	1,097	31%	867	672	29%
Net financing costs							(99)	(80)	23%
Profit before amortisation and tax							768	592	30%
Exceptionals and amortisation							(32)	(22)	18%
Profit before taxation							736	570	29%
Taxation							(253)	(197)	28%
Profit after taxation							483	373	30%
Margins									
- *Sunbelt*				*50%*	*47%*		*31%*	*30%*	
- *A-Plant*				*37%*	*36%*		*18%*	*16%*	
- *Group*				*47%*	*45%*		*29%*	*28%*	

[1] As reported

UNDERSTANDING RATE VS YIELD
RATE EVOLUTION

- Off 2014 inflated peaks
- Sequentially largely flat
- Did not have a 2016 summer lift. Did not have a winter decline.

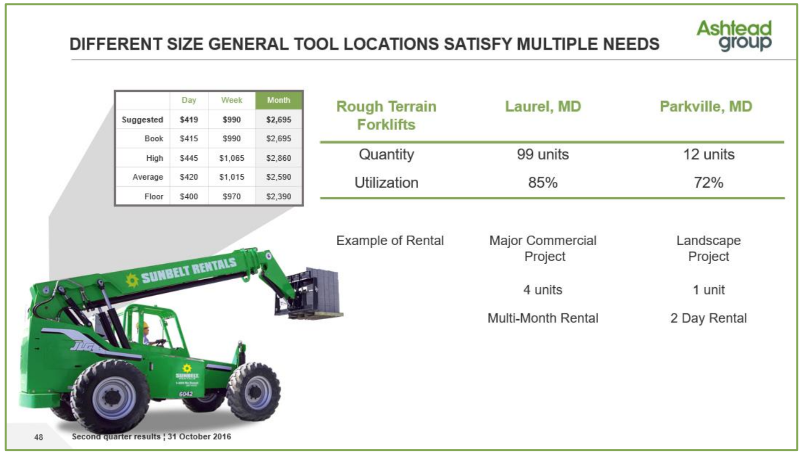
UNDERSTANDING RATE VS YIELD

SHIFT TO LONGER RENTAL PERIODS IMPACTS YIELD NOT RATE

	Rate[1]	Monthly revenue[2]	Contract mix			Revenue[2]			Change	
	($)	($)	FY17	FY16	FY15	FY17	FY16	FY15	17 v 16	16 v 15
Daily	420	10,080	10.0%	10.5%	11.0%	1,008	1,058	1,109		
Weekly	1,015	4,060	20.0%	21.0%	21.5%	812	853	873		
Monthly	2,590	2,590	70.0%	68.5%	67.5%	1,813	1,774	1,748		
			100.0%	100.0%	100.0%	3,633	3,685	3,730	-1.4%	-1.2%

1 Rough terrain forklift – page 48 of H1 presentation
2 Based on 24 billing days in a month

- Rate is unchanged year-over-year
- Revenue is 3% lower due to change in rental periods since 2015
  - ➡ This is yield, not rate
- Compensation is lower transactional cost



DIFFERENT SIZE GENERAL TOOL LOCATIONS SATISFY MULTIPLE NEEDS

	Day	Week	Month
Suggested	$419	$990	$2,695
Book	$415	$990	$2,695
High	$445	$1,065	$2,860
Average	$420	$1,015	$2,590
Floor	$400	$970	$2,390

Rough Terrain Forklifts	Laurel, MD	Parkville, MD
Quantity	99 units	12 units
Utilization	85%	72%
Example of Rental	Major Commercial Project 4 units Multi-Month Rental	Landscape Project 1 unit 2 Day Rental

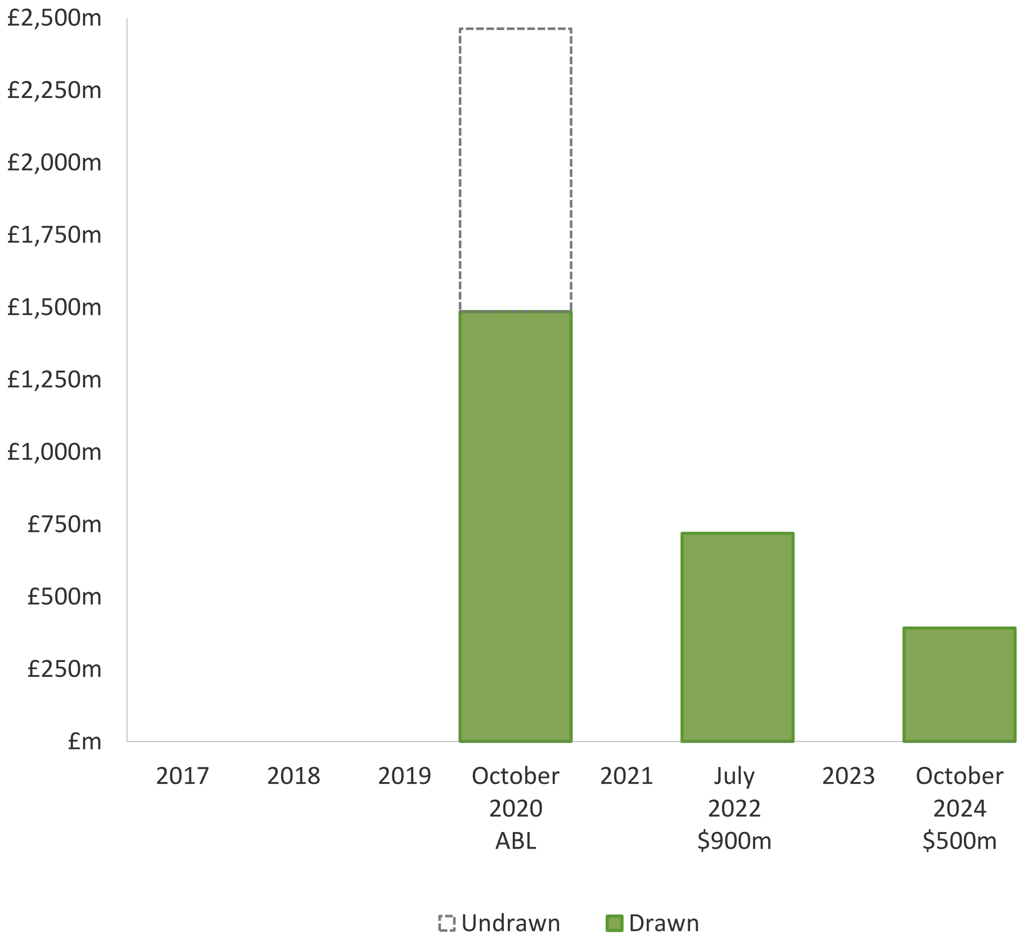
48 Second quarter results ¦ 31 October 2016

CASH FLOW FUNDS ORGANIC FLEET GROWTH HEALTHY EBITDA MARGINS ENSURE SIGNIFICANT TOP LINE CASH GENERATION THROUGH THE CYCLE

Ashtead group

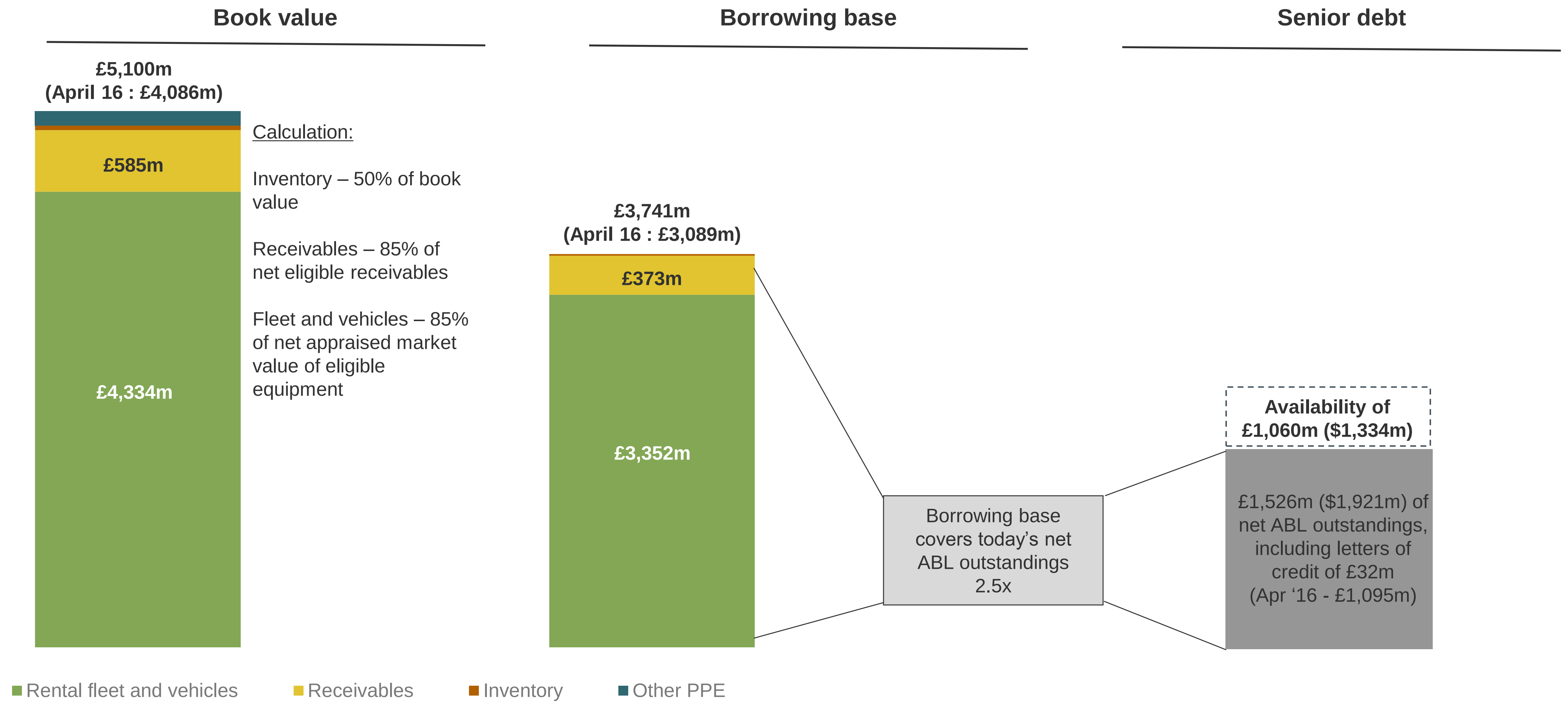
(£m)	LTM Jan 17	2016	2015	2014	2013	2012	2011	2010	2009	2008	2007	2006	2005	2004
EBITDA before exceptional items	**1,433**	**1,178**	**908**	**685**	**519**	**381**	**284**	**255**	**359**	**380**	**310**	**225**	**170**	**147**
EBITDA margin	48%	46%	45%	42%	38%	34%	30%	30%	33%	38%	35%	35%	32%	29%
Cash inflow from operations before fleet changes and exceptionals	**1,376**	**1,071**	**841**	**646**	**501**	**365**	**280**	**266**	**374**	**356**	**319**	**215**	**165**	**140**
Cash conversion ratio	96%	91%	93%	94%	97%	96%	99%	104%	104%	94%	97%	96%	97%	95%
Replacement capital expenditure	(491)	(562)	(349)	(335)	(329)	(272)	(203)	(43)	(236)	(231)	(245)	(167)	(101)	(83)
Disposal proceeds	159	180	103	102	96	90	60	31	92	93	78	50	36	32
Interest and tax	(142)	(85)	(95)	(56)	(48)	(57)	(71)	(54)	(64)	(83)	(69)	(41)	(31)	(33)
Cash flow before discretionary items	**902**	**604**	**500**	**357**	**220**	**126**	**66**	**200**	**166**	**135**	**83**	**57**	**69**	**56**
Growth capital expenditure	(704)	(672)	(588)	(406)	(254)	(135)	-	-	-	(120)	(63)	(63)	(10)	-
M&A	(185)	(68)	(242)	(103)	(34)	(22)	(35)	(1)	89	(6)	(327)	(44)	1	15
Exceptional costs	-	-	-	(2)	(16)	(3)	(12)	(8)	(9)	(10)	(69)	(20)	(6)	(17)
Cash flow available to equity holders	**13**	**(136)**	**(330)**	**(154)**	**(84)**	**(35)**	**19**	**191**	**246**	**(1)**	**(376)**	**(70)**	**54**	**54**
Dividends paid	(113)	(82)	(61)	(41)	(20)	(15)	(15)	(13)	(13)	(10)	(7)	(2)	-	-
Share issues/returns	(55)	(12)	(21)	(23)	(10)	(4)	-	-	(16)	(24)	144	69	-	-
	(155)	**(230)**	**(412)**	**(218)**	**(114)**	**(53)**	**4**	**178**	**217**	**(35)**	**(239)**	**(3)**	**54**	**54**

ROBUST AND FLEXIBLE DEBT STRUCTURE



- Debt facilities committed for average of 5 years
- No amortisation
- No financial monitoring covenants whilst availability exceeds $310m (January 2017: $1,334m)

$1,334M OF AVAILABILITY AT 31 JANUARY 2017



- Borrowing base reflects July 2016 asset values

DEBT AND COVENANTS

Debt

Facility	Interest rate	Maturity
$3.1bn first lien revolver	LIBOR + 125-175 bps	July 2020
$900m second lien notes	6.5%	July 2022
$500m second lien notes	5.625%	October 2024
Capital leases	~7%	Various

Ratings

	S&P	Moody's
Corporate family	BB	Ba1
Second lien	BB+	Ba2

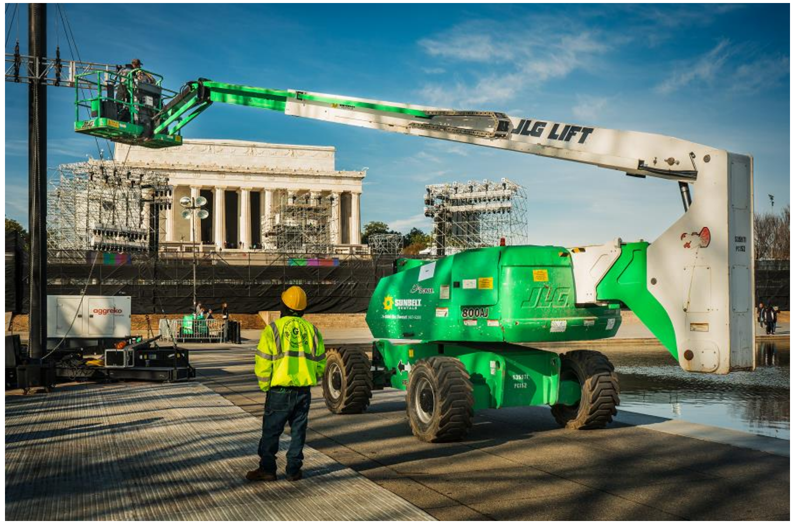
Availability

- Covenants are not measured if availability is greater than $310 million

Fixed charge coverage covenant

- EBITDA less net cash capex to interest paid, tax paid, dividends paid and debt amortisation must equal or exceed 1.0x
- Greater than 1.0x at January 2017


JCB
930


JLG LIFT
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SUNBELT RENTALS


SUNBELT RENTALS
PUMP & POWER SERVICES
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