Ashtead group

International Equipment Rental

First quarter results – 31 July 2007

Issued: 4 September 2007

Financial Review

Ian Robson – finance director

Summary results - three months to 31 July

		2007 £m	2006 £m	Growth At actual rates	Growth At constant rates
Revenue	- As published	252.5	175.7	+44%	+52%
	- NationsRent & Lux	-	97.9		
	- Pro forma	252.5	273.6	-8%	-2%
EBITDA*	- As published	94.0	65.0	+45%	+54%
	- NationsRent & Lux	-	21.7		
	- Pro forma	94.0	86.7	+8%	+16%
Operating profit*	- As published	49.7	35.0	+42%	+52%
	- NationsRent & Lux	-	6.1		
	- Pro forma	49.7	41.1	+21%	+29%
Profit before tax*	- As published	30.7	24.3	+26%	+35%
Pro forma margins	- EBITDA	37.2%	31.7%		
	- Operating profit	19.7%	15.0%		

* Before exceptional items, amortisation of acquired intangibles and fair value remeasurements

Cash flow

Cash generation continues to grow following the NationsRent acquisition

	Three months to 31 July 2007 £m	2006 £m	LTM to 31 July 2007 £m	Year to 30 April 2007 £m
EBITDA	**94.0**	**65.0**	**339.3**	**310.3**
Cash inflow from operations before exceptional items	**85.3**	**57.7**	**346.9**	**319.3**
Maintenance rental capital expenditure	(67.8)	(37.5)	(275.7)	(245.4)
Used fleet sales proceeds	30.4	13.7	95.2	78.5
Interest and tax	(13.3)	(13.1)	(69.4)	(69.2)
Free cash flow after interest	**34.6**	**20.8**	**97.0**	**83.2**
Growth capital expenditure	(20.8)	(32.8)	(50.9)	(62.9)
Acquisitions net of rights issue proceeds	-	0.6	(178.9)	(178.3)
Dividends paid	-	-	(7.0)	(7.0)
Exceptionals and other	(5.9)	(2.8)	(76.8)	(73.7)
Decrease/(increase) in total debt	**7.9**	**(14.2)**	**(216.6)**	**(238.7)**

- Enlarged Group continues to convert 95% to 100% of EBITDA into cash
- £7.9m of debt pay-down through cash generation despite seasonally strong Q1 capital expenditure

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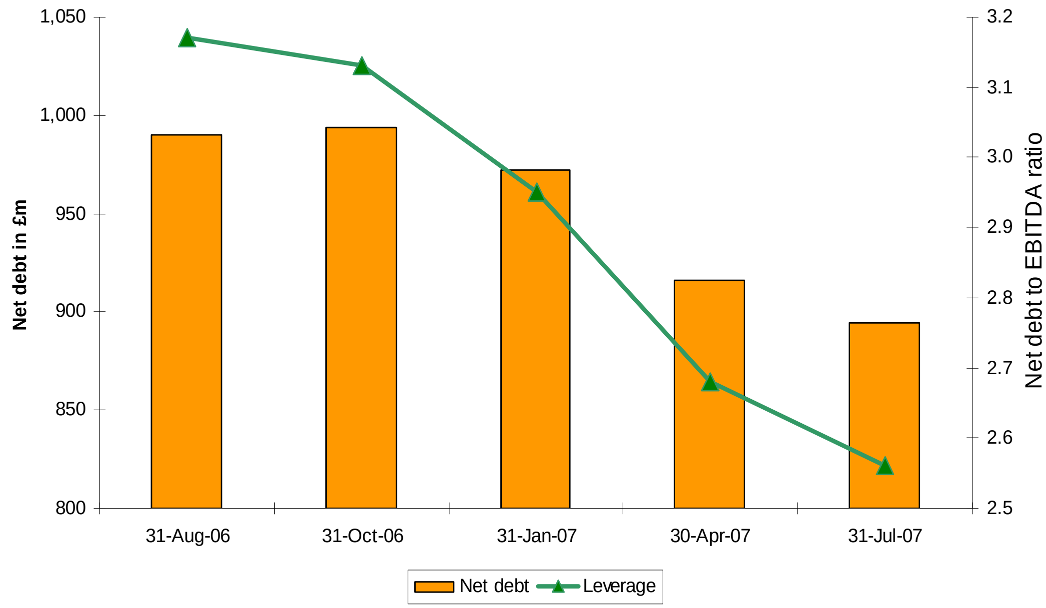
Balance sheet management and net debt
Significant reduction in net debt to EBITDA leverage since the acquisition closed



- Natural hedge working as intended with weak dollar resulting in significant reduction in debt
- Credit rating upgrade from Moody's announced 1 August 2007 to BA3, consistent with BB- rating from Standard & Poor's
- Continue to anticipate net debt to EBITDA in middle of 2-3 times target range by year end
- Debt facilities committed for long term (6 year average and no significant maturity prior to 2011)

Operational Review

Geoff Drabble – chief executive

Sunbelt – trading results

Significant growth in pro forma margins as successful integration continues

	First quarter*			LTM*		
	2007 $m	2006 $m	Growth %	2007 $m	2006 $m	Growth %
Revenues	389	405	-4%	1,522	1,492	+2%
EBITA	85	68	+25%	289	208	+39%
Margins	*21.8%*	*16.7%*		*19.0%*	*14.0%*	
Return on Investment				13.0%	n/a	

* Pro forma for NationsRent

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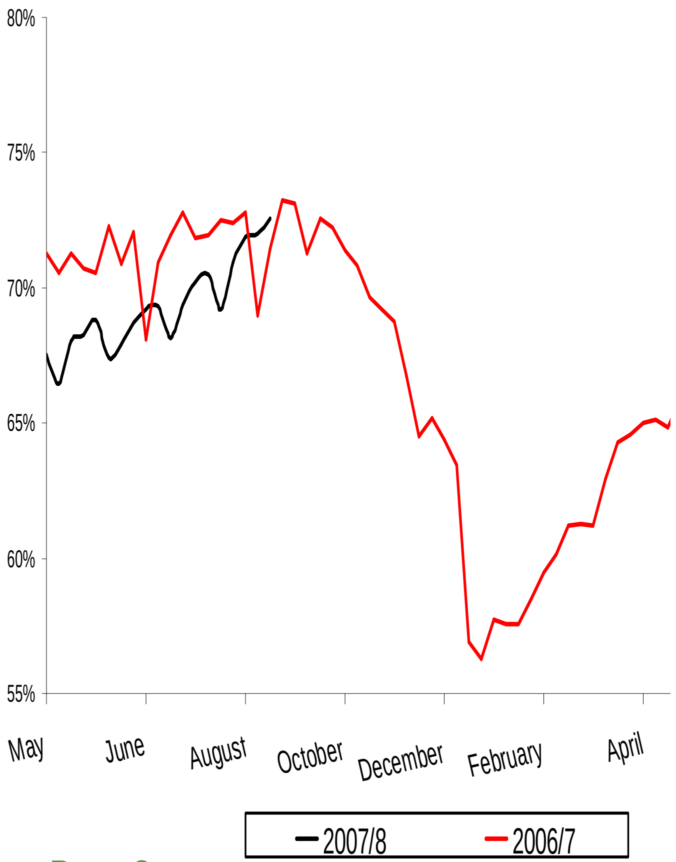
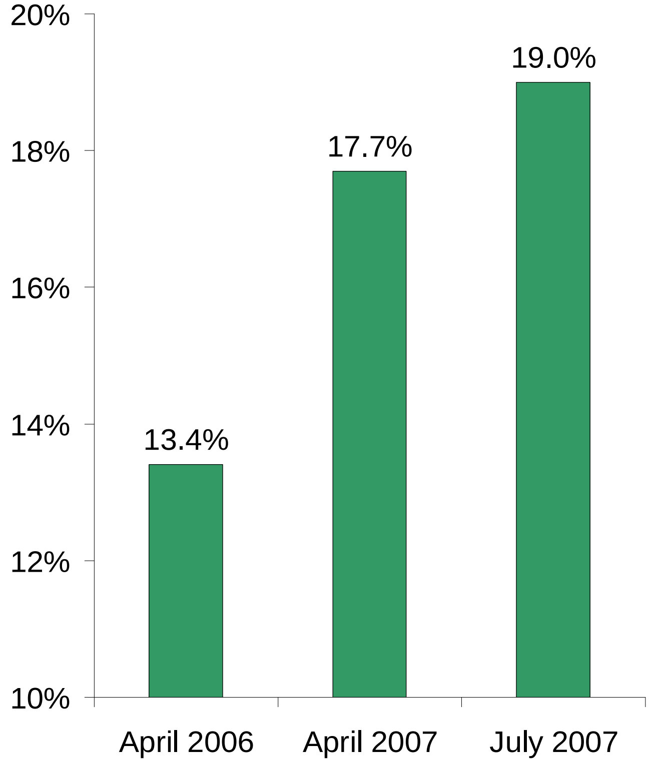
Sunbelt – All integration targets being met

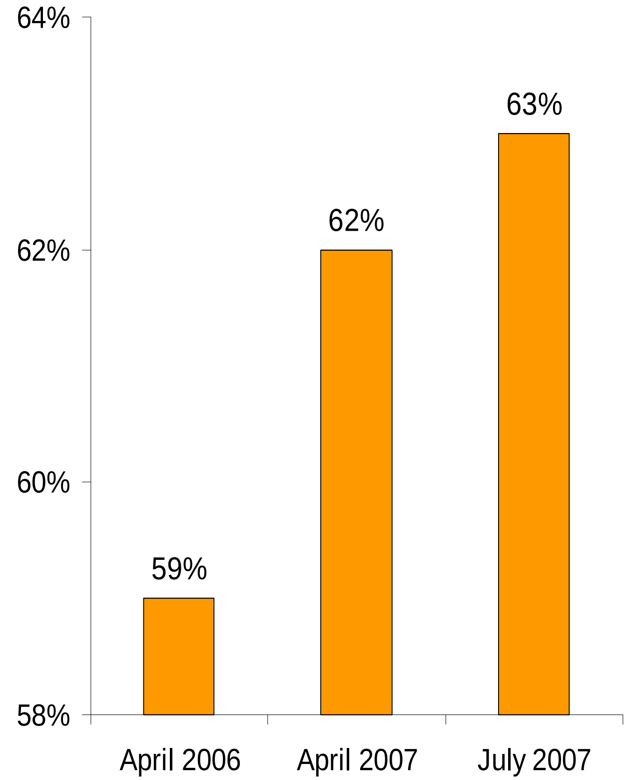
Physical utilisation



Pro forma operating profit margin



Pro forma dollar utilisation



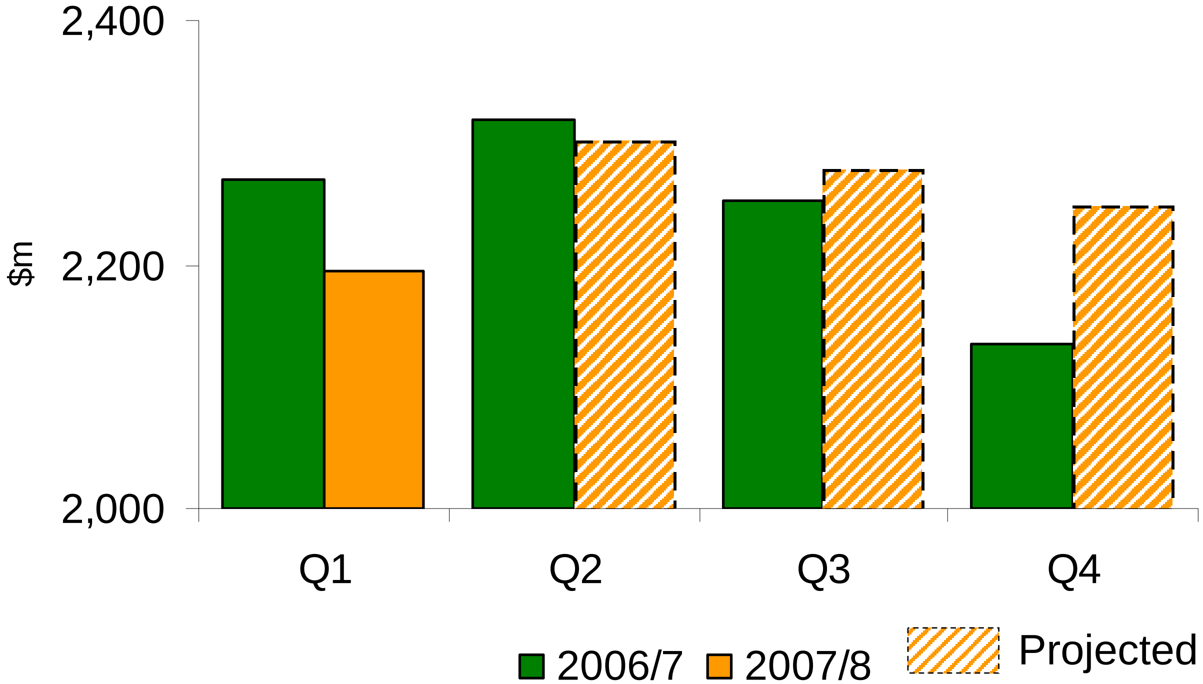
Sunbelt – revenue
Total revenue reduced due to anticipated lower level of new equipment sales

	First quarter*		
	2007	2006	Growth
	$m	$m	%
Rental & rental related:			
- Florida	61	68	-10%
- Rest of US	301	294	+3%
	362	361	Nil%
Sales	27	44	-40%
Total	389	405	-4%

* Pro forma for NationsRent

- Rental revenue decline in Florida reflects principally:
  - Store mergers & closures
  - Absence this year of hurricane related rebuild work
- Despite the revenue reduction, Florida still delivered a profit centre contribution of $17m at a margin of 28% - in line with the average profit centre contribution margin for Sunbelt in total
- Reduction in low margin sales of new equipment at NationsRent continues

Sunbelt – fleet size
Q1 fleet growth with further investment planned for Q2



- Average fleet size in Q1 was 3% lower than the prior year following the NationsRent fleet reconfiguration
- As at end of July fleet size was comparable with previous year
- Now that we have achieved good physical utilisation we are investing to enlarge the fleet

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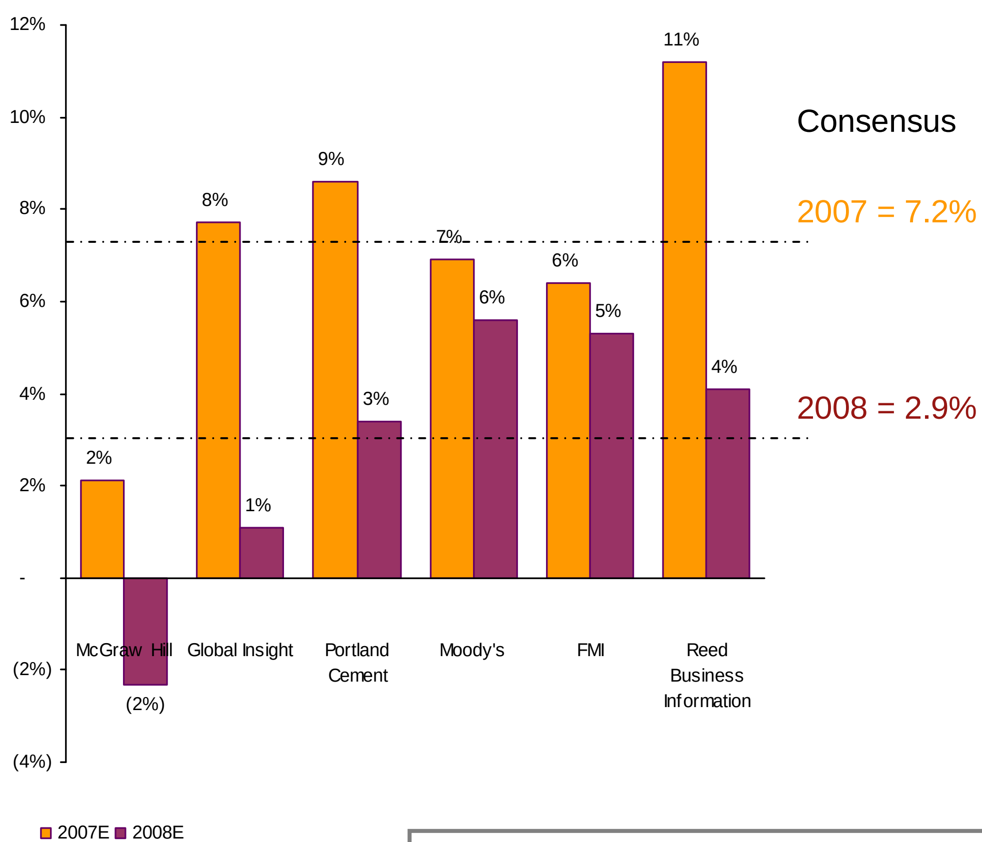
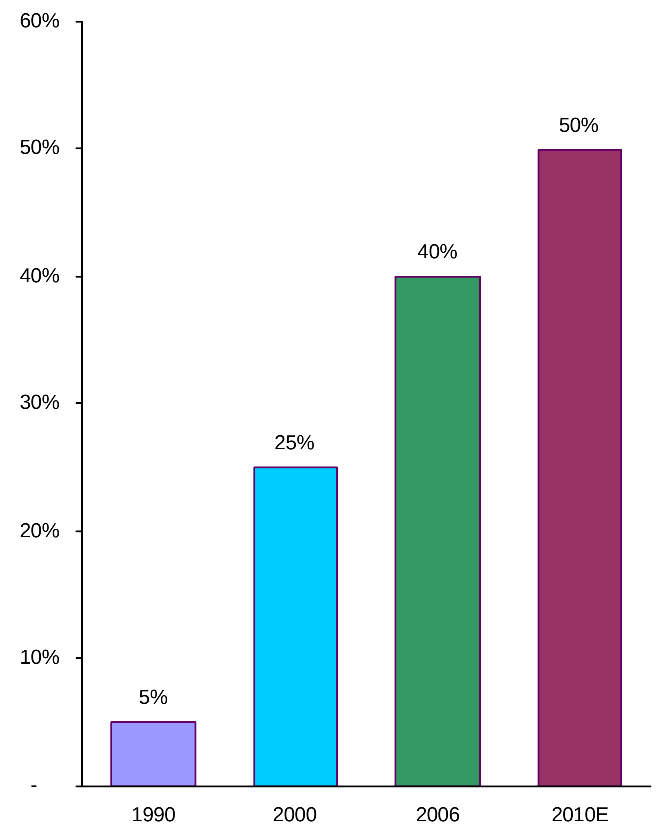
Sunbelt – markets
Forecasts indicate continued growth potential

Underlying Market Growth – Non-Residential Construction + Structural Growth Potential – Rental Penetration





= Strong Continued Organic Growth

Source: American Institute of Architects

Source: Dan Kaplan Associates.

A-Plant – trading results
The strong profit growth experienced last year continues

	First quarter*			LTM*		
	2007	2006	Growth	2007	2006	Growth
	£m	£m	%	£m	£m	%
Revenue	52	49	+6%	202	185	+9%
EBITA	7	5	+45%	23	16	+46%
Margins	*13.5%*	*9.8%*		*11.3%*	*8.5%*	
Return on Investment				9.6%	*7.4%*	

* Pro forma for Lux

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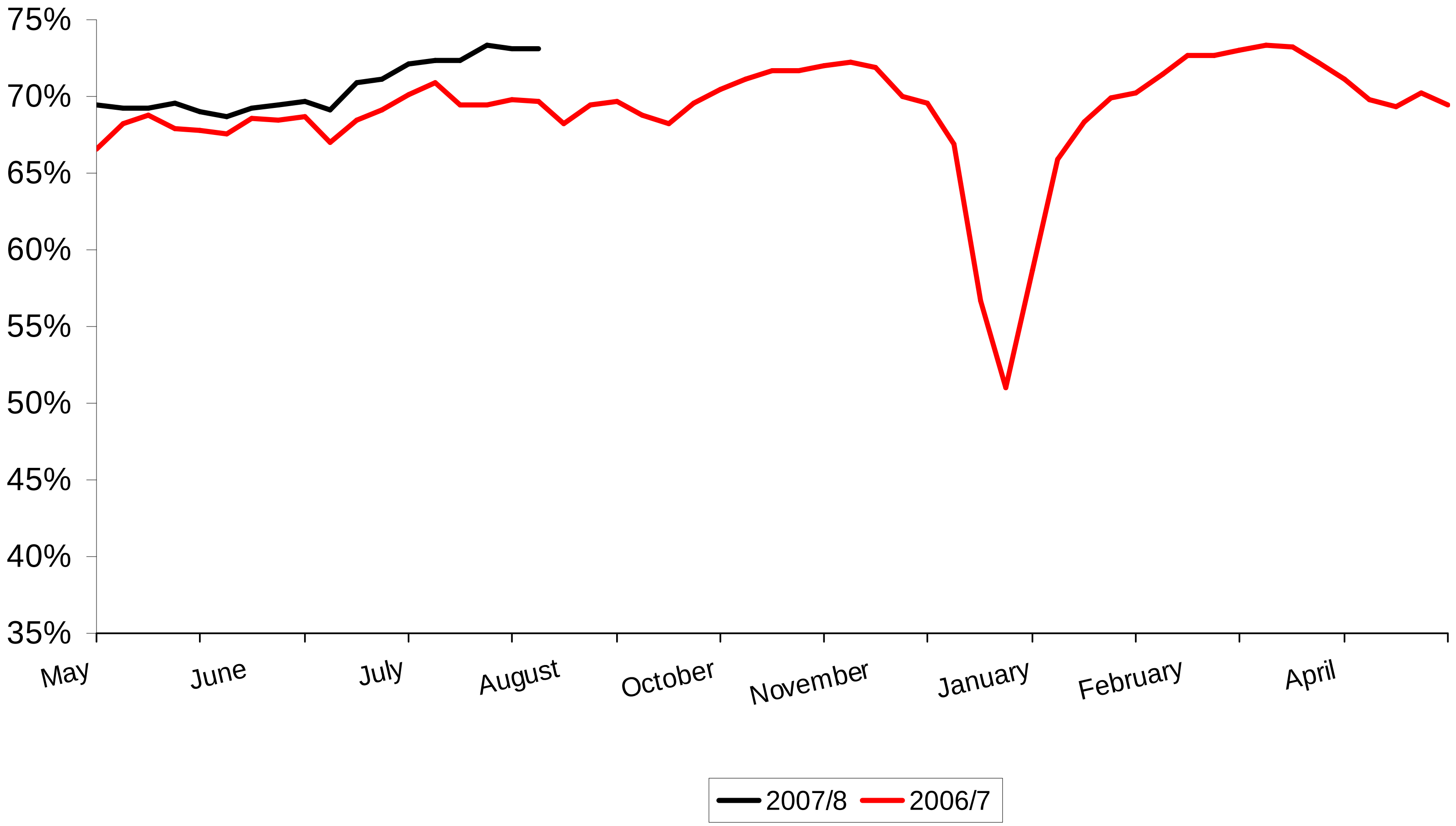
A-Plant – physical utilisation
Current levels continue to set new records



Technology – trading results
Significant growth in revenues and margins again delivered

	First quarter			LTM		
	2007 £m	2006 £m	Growth* %	2007 £m	2006 £m	Growth* %
Revenue	6.3	5.5	+19%	22.4	17.0	+32%
EBITA	2.3	1.3	+76%	7.2	4.2	+70%
Margins	*37.1%*	*23.7%*		*32.1%*	*24.8%*	
Return on Investment				30.2%	29.1%	

* At constant rates of exchange

- Both offshore and onshore markets remain good
- Offshore benefiting from new deeper water geographies and the need to maintain ageing fields which are now profitable given the price of oil
- Onshore is also developing as health and safety requirements drive greater inspection and maintenance and environmental monitoring becomes more important

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Summary

- Markets for all three divisions remain good
- Sunbelt continues to deliver against all integration targets
- Growth continues at A-Plant and Technology
- Expect further good progress looking forward

Appendices

Divisional performance – first quarter

	Revenue			EBITDA			Underlying profit		
	2007	2006	Growth*	2007	2006	Growth*	2007	2006	Growth*
Sunbelt in $m	388.5	234.0	+66%	150.7	93.2	+62%	84.8	57.1	+49%
Sunbelt in £m	194.1	126.3	+66%	75.3	50.3	+62%	42.4	30.8	+49%
A-Plant	52.1	43.9	+19%	17.1	13.9	+23%	7.0	4.5	+56%
Ashtead Technology	6.3	5.5	+19%	3.6	2.4	+50%	2.3	1.3	+76%
Group central costs	-	-		(2.0)	(1.6)	+25%	(2.0)	(1.6)	+25%
	252.5	175.7	+52%	94.0	65.0	+54%	49.7	35.0	+52%
Net financing costs							(19.0)	(10.7)	
Profit before tax, exceptionals and amortisation							30.7	24.3	+35%
Exceptional items and amortisation							(0.6)	(15.7)	
Profit before taxation							30.1	8.6	

*At constant rates of exchange

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Divisional performance – twelve months to 31 July

	Revenue 2007	Revenue 2006	Growth*	EBITDA 2007	EBITDA 2006	Growth*	Underlying profit 2007	Underlying profit 2006	Growth*
Sunbelt in $m	1,462.4	865.9	+69%	532.5	332.2	+60%	280.8	194.2	+45%
Sunbelt in £m	752.4	484.2	+69%	273.6	185.6	+60%	144.1	108.5	+45%
A-Plant	198.1	165.8	+19%	62.1	50.3	+24%	22.6	14.8	+53%
Ashtead Technology	22.4	17.8	+31%	12.2	8.5	+48%	7.2	4.3	+70%
Group central costs	–	–		(8.6)	(5.8)	+48%	(8.7)	(5.9)	+47%
	972.9	667.8	+55%	339.3	238.6	+52%	165.2	121.7	+46%
Net financing costs							(77.4)	(42.2)	
Profit before tax, exceptionals and amortisation							87.8	79.5	+18%
Exceptional items and amortisation							(102.8)	(2.8)	
(Loss)/profit before taxation							(15.0)	76.7	

*At constant rates of exchange

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Sunbelt & NationsRent – Proforma combined performance

	2005/6					2006/7					2007/8
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	Q4	FY	Q1
	$m	$m	$m	$m	$m	$m	$m	$m	$m	$m	$m
Revenue											
Sunbelt (as previously reported)	186.8	220.0	209.2	202.7	818.7	234.0	363.0	361.5	349.4	1,307.9	388.5
NationsRent	150.6	166.2	144.5	144.5	605.8	171.3	59.4	0.0	0.0	230.7	0.0
Pro-forma combined	337.4	386.2	353.7	347.2	1,424.5	405.3	422.4	361.5	349.4	1,538.6	388.5
Growth						20.1%	9.4%	2.2%	0.6%	8.0%	-4.1%
Operating profit											
Sunbelt (as previously reported)	38.4	57.6	41.8	37.7	175.5	57.1	78.1	58.1	59.8	253.1	84.8
NationsRent	11.4	14.8	(7.3)	(4.0)	14.9	10.7	8.5	0.0	0.0	19.2	0.0
Pro-forma combined	49.8	72.4	34.5	33.7	190.4	67.8	86.6	58.1	59.8	272.3	84.8
Growth						36.1%	19.7%	68.5%	77.5%	43.1%	25.1%
Operating margins	14.8%	18.7%	9.8%	9.7%	13.4%	16.7%	20.5%	16.1%	17.1%	17.7%	21.8%

Stable free cashflow

	2002 £m	2003 £m	2004 £m	2005 £m	2006 £m	2007 £m	LTM July 2007 £m
EBITDA before exceptional items	**194.4**	**150.1**	**147.0**	**169.5**	**224.7**	**310.3**	**339.3**
Cash inflow from operations before exceptional items	**194.2**	**157.3**	**140.0**	**164.8**	**215.2**	**319.3**	**346.9**
Cash efficiency ratio	*99.9%*	*104.8%*	*95.2%*	*97.2%*	*95.8%*	*102.9%*	*102.2%*
Maintenance capital expenditure	(101.8)	(74.7)	(74.8)	(95.6)	(149.9)	(213.1)	(242.2)
Proceeds from sale of used rental equipment	26.6	29.4	32.3	35.9	50.4	78.5	95.2
Non-rental capital expenditure	(15.8)	(14.5)	(8.1)	(5.4)	(16.8)	(32.3)	(33.5)
Tax (paid)/received	(0.7)	0.7	0.1	(0.6)	(2.8)	(5.0)	(1.6)
Free cash flow before interest	102.5	98.2	89.5	99.1	96.1	147.4	164.8
Interest paid (excluding exceptional interest)	(46.2)	(41.4)	(32.9)	(30.2)	(38.7)	(64.2)	(67.8)
Free cash flow after interest	**56.3**	**56.8**	**56.6**	**68.9**	**57.4**	**83.2**	**97.0**
Growth capital expenditure	(85.7)	(17.9)	0.0	(10.2)	(62.6)	(62.9)	(50.9)
Dividends paid	(11.3)	(9.3)	0.0	0.0	(2.0)	(7.0)	(7.0)
Acquisitions & disposals	(4.9)	(0.8)	15.2	0.5	(44.2)	(327.2)	(327.2)
Share issues	0.0	0.0	0.0	0.1	70.9	148.9	148.3
Exceptional costs & other	16.2	(7.6)	(18.2)	(5.7)	(22.1)	(73.7)	(76.8)
(Increase)/reduction in net debt	**(29.4)**	**21.2**	**53.6**	**53.6**	**(2.6)**	**(238.7)**	**(216.6)**