ASHTEAD GROUP PLC

International Equipment Rental

Third quarter results – 31 January 2007

Issued: 6 March 2007

Financial review

ASHTEAD GROUP PLC

Ian Robson - Finance Director

Third quarter summary

ASHTEAD GROUP PLC

		2007 £m	2006 £m	Growth At actual rates	Growth At constant rates
Revenues	- As published	240.0	162.5	+48%	+59%
	- NationsRent	-	82.6		
	- Pro-forma	240.0	245.1	-2%	+6%
EBITDA	- As published	76.5	53.9	+42%	+55%
	- NationsRent	-	12.1		
	- Pro-forma	76.5	66.0	+16%	+27%
Operating profit	- As published	32.1	24.1	+33%	+49%
	- NationsRent	-	(3.9)		
	- Pro-forma	32.1	20.2	+59%	+80%
Profit before tax	- As published	11.3	12.8	-11%	+6%
RoI	- including goodwill	13.2%	13.8%		
	- excluding goodwill	16.5%	16.9%		

Exceptional items

	Q3	YTD
	£m	£m
Debt redemption costs paid at closing	(0.3)	42.0
Non-cash financing costs	(0.1)	25.9
Cash costs – principally redundancies & rebranding	5.8	19.7
Amortisation of intangibles, principally the NationsRent name	3.8	6.6
	9.2	94.2

- Cash costs relate to employee retention and severance costs and to rebranding the acquired stores and fleet

- Second half NationsRent cash exceptionals expected to total c£15m with no further charges thereafter

Capital expenditure

- Q3 capital expenditure of £44m (2006 - £42m) brings YTD spend to £236m (£173m).
- The NationsRent fleet reconfiguration plan announced in Q2 is on track and will drive higher than usual fleet expenditure in Q4
- Full year capex of £375m gross (£275m net) expected as previously announced
- Capital expenditure will reduce significantly after April 2007 because:
  - investment to reduce fleet age will be substantially complete
  - the NationsRent fleet will carry the desired proportion of high, medium and low RoI items

ASHTEAD GROUP PLC

Geoff Drabble - Chief Executive

Sunbelt – revenues

	2007 $m	2006 $m	Growth	2007 £m	2006 £m	Growth
Revenue						
As published	361.5	209.2	+73%	186.8	119.5	+56%
NationsRent	-	144.5		-	82.6	
Pro-forma	361.5	353.7	+2%	186.8	202.1	-8%

- Overall market conditions remain good
- External data supported by own experiences of customer and PC manager confidence and continued strength in used equipment markets

Sunbelt – revenues in detail

ASHTEAD GROUP PLC

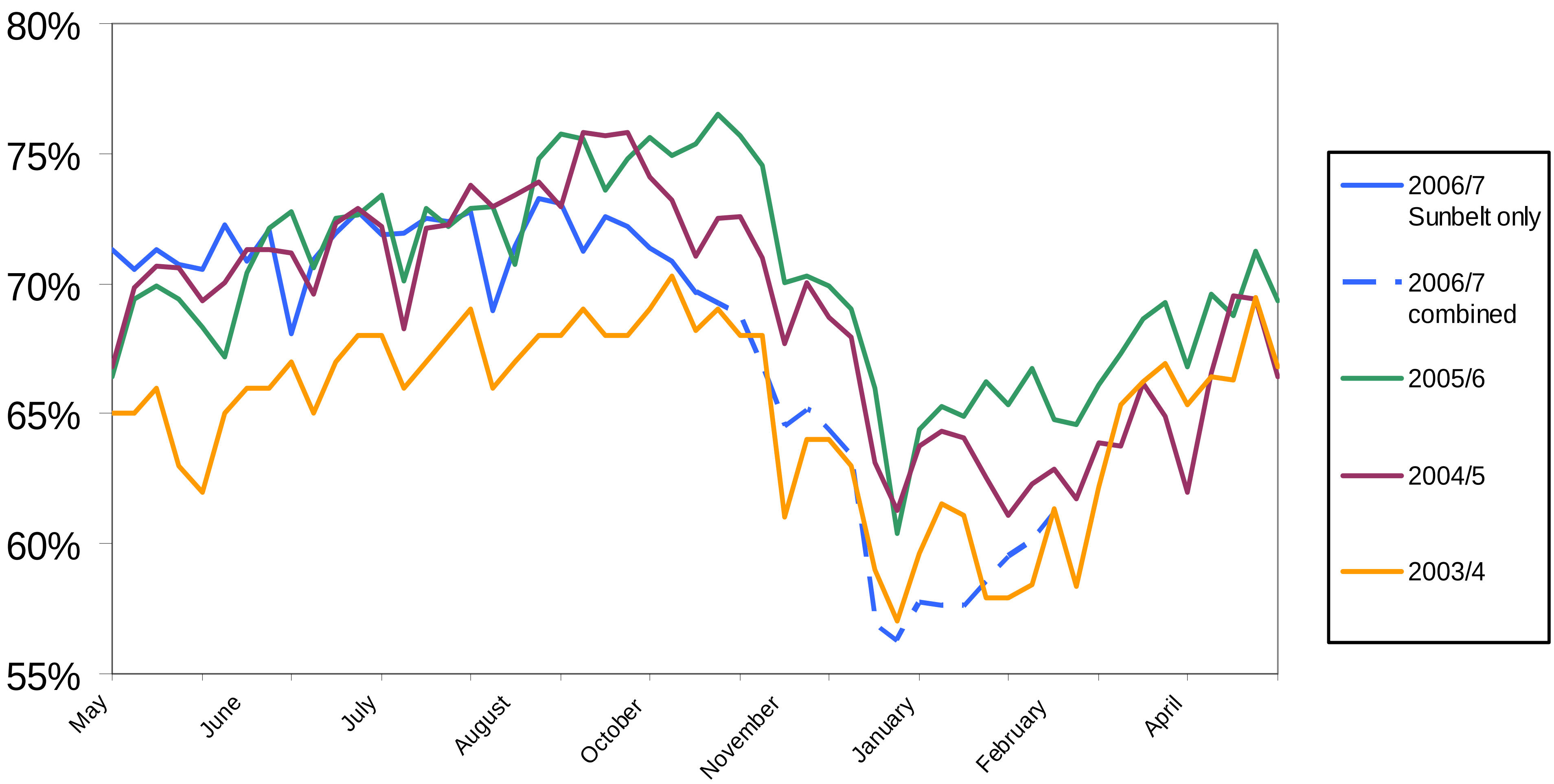
- Revenue by type:

	2007	2006	
	$m	$m	
Rental & rental related	333	320	+4%
Sales of new equipment, parts & merchandise	29	34	-15%
	362	354	+2%

- Rental & rental related:

	2007	2006	
	$m	$m	
Hurricane impacted states	79	82	- 4%
Rest of US	254	238	+7%
Total combined revenues	333	320	+4%

Sunbelt - Time utilisation reflects inclusion of NationsRent
- Greater range of performance by region in winter



Sunbelt – profits

	2007 $m	2006 $m	Growth	2007 £m	2006 £m	Growth
Operating profit						
As published	58.1	41.8	+39%	29.8	23.9	+24%
NationsRent	-	(7.3)		-	(3.9)	
Pro-forma	58.1	34.5	+69%	29.8	20.0	+49%
Operating margins	*16.1%*	*9.8%*				

- Integration savings flowing fully from January 2007
- Margin improvement driven by greater focus on rental revenues and rates
- First improvements in dollar utilisation seen in non-hurricane affected states
- Sound basis from which to realise further growth from improved dollar utilisation

Sunbelt - NationsRent integration update

Ashtead Group PLC

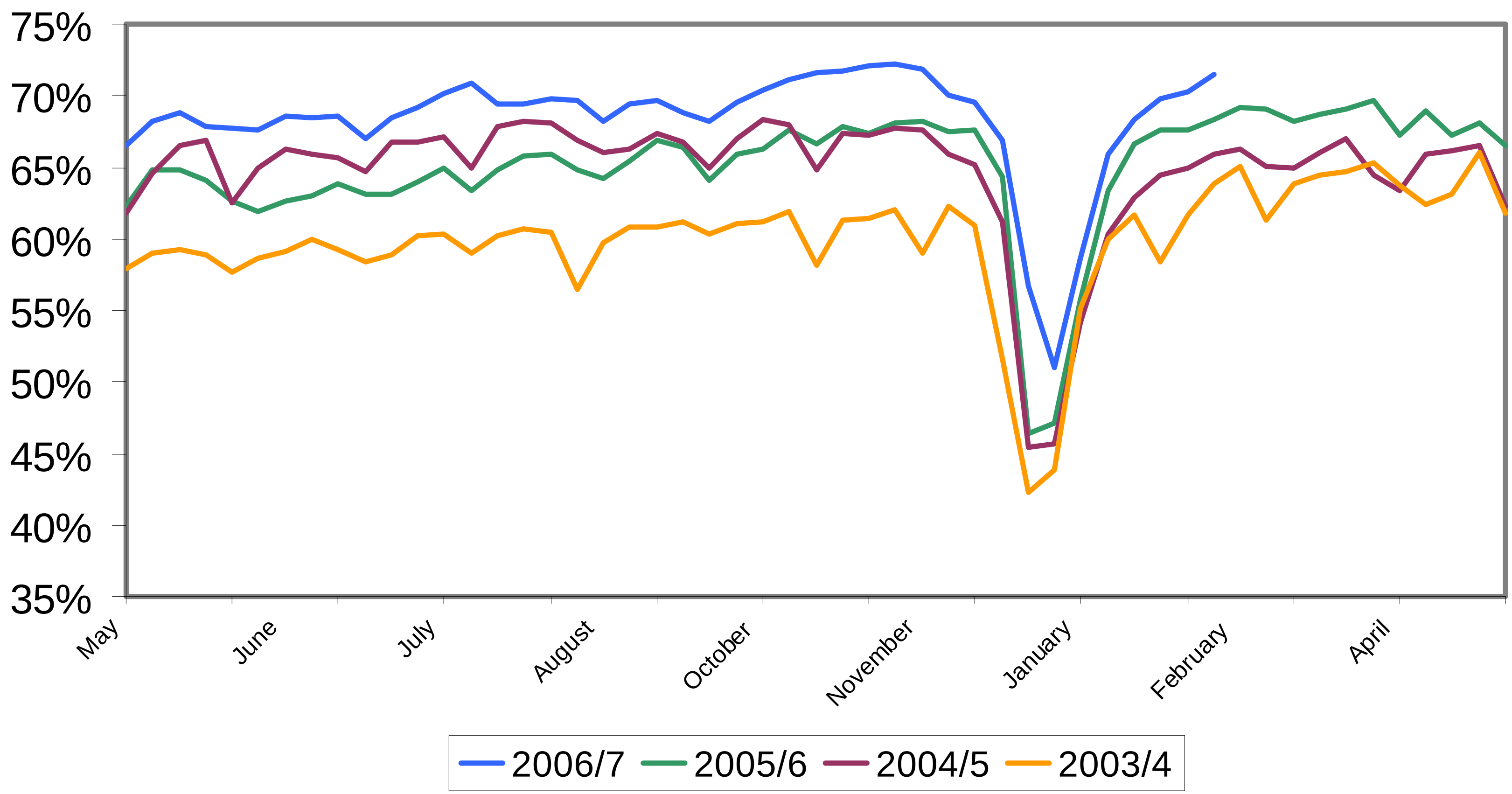
- Q3 accomplishments:
  - Final withdrawal from former NationsRent head office concluded
  - Staff in Charlotte relocated to single new office
  - Committed cost savings fully delivered in January exit rate
- Next phase remains closing the dollar utilisation gap:
  - Fleet reconfiguration underway
  - First improvement achieved in Q3 outside the hurricane states
- Combined management team operating effectively

A-Plant – revenues

	2007 £m	2006 £m	Growth
Revenue	48.2	39.2	+23%

- Q3 Same store revenue growth (excluding Lux) was approx. 11%
- Continued gains in market share

A-Plant – time utilisation



A-Plant – profits

ASHTEAD GROUP PLC

	2007 £m	2006 £m	Growth
Operating profit	3.1	1.0	+197%
Operating margins	*6.4%*	*2.6%*	

- The good revenue growth drives profits from £1.0m in 2006 to £3.1m
- Given high physical utilisation progress must now turn to rates
- LTM return on investment now matches pre-tax cost of capital at approx. 9%
- Plan in place for further improvement in RoI into double digits

Concluding remarks

ASHTEAD GROUP PLC

- Market conditions in all three divisions remain good
- NationsRent integration on track:
  - Cost savings flowing fully from January
  - Fleet reconfiguration underway
  - First indicators of $ utilisation improvement in non-hurricane related states
- A-Plant and Technology continue to deliver
- Anticipation of a satisfactory conclusion to the year, despite the adverse translation effects of the weak US dollar

ASHTEAD GROUP PLC

Additional information

Glossary and basis of presentation

Presentation of information

Underlying profit before taxation and earnings per share are stated before exceptional items, amortisation of acquired intangibles and non-cash fair value remeasurements related to embedded derivatives in long term debt.

Percentage measurements relating to the Group's sterling revenues and profits in this presentation are shown at constant rates of exchange in order to show the impact of underlying performance on the consolidated results

Return on investment

RoI is defined as last twelve months' underlying operating profit divided by the average net tangible assets employed, with the average computed using the figures from each of the five quarter ends included in the last twelve month period. Net tangible assets employed exclude net debt, deferred tax and embedded derivatives. RoI including goodwill includes both goodwill and intangible assets in the calculation.

Utilisation

Utilisation is a time based measure. Sunbelt computes utilisation as the value of major (cost over $7,500) serialised equipment on rent as a percentage of the total value of major equipment in the fleet at the measurement date. A-Plant computes utilisation across all serialised equipment.

Q3 divisional performance

ASHTEAD GROUP PLC

	Revenue			EBITDA			Underlying profit		
	2007	2006		2007	2006		2007	2006	
Sunbelt in $m	361.5	209.2	+72.8%	121.9	76.1	+60.3%	58.1	41.8	+39.1%
Sunbelt in £m	186.8	119.5	+72.8%	62.7	43.5	+60.3%	29.8	23.9	+39.1%
A-Plant	48.2	39.2	+22.6%	13.2	10.2	+29.6%	3.1	1.0	+197.0%
Ashtead Technology	5.0	3.8	+38.6%	2.4	1.6	+54.8%	1.1	0.6	+98.5%
Group central costs	-	-		(1.8)	(1.4)	+31.0%	(1.9)	(1.4)	+30.5%
	240.0	162.5	+58.9%	76.5	53.9	+54.7%	32.1	24.1	+48.7%
Net financing costs							(20.8)	(11.3)	
Underlying profit before tax							11.3	12.8	+5.8%

Nine months' divisional performance

ASHTEAD GROUP PLC

	Revenue			EBITDA			Underlying profit		
	2007	2006		2007	2006		2007	2006	
Sunbelt in $m	958.5	616.0	+55.6%	352.2	235.5	+49.6%	193.3	137.8	+40.3%
Sunbelt in £m	506.3	345.6	+55.6%	186.0	132.1	+49.6%	102.1	77.3	+40.3%
A-Plant	139.7	118.9	+17.5%	43.2	36.9	+17.3%	14.2	9.6	+46.4%
Ashtead Technology	16.3	11.8	+42.1%	8.0	5.7	+43.7%	4.4	2.9	+56.4%
Group central costs	-	-		(5.8)	(4.4)	+33.8%	(5.9)	(4.4)	+33.2%
	662.3	476.3	+45.3%	231.4	170.3	+42.5%	114.8	85.4	+42.0%
Net financing costs							(49.1)	(32.4)	
Underlying profit before tax							65.7	53.0	+31.6%

Sunbelt and NationsRent – Proforma combined performance

Ashtead Group PLC

	2005/6					2006/7			
	Q1	Q2	Q3	Q4	FY	Q1	Q2	Q3	LTM
	$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	1,161.2
NationsRent	150.6	166.2	144.5	144.5	605.8	171.3	59.4	0.0	375.2
Pro-forma combined	337.4	386.2	353.7	347.2	1,424.5	405.3	422.4	361.5	1,536.4
Growth						*20.1%*	*9.4%*	*2.2%*	*7.9%*
Operating profit									
Sunbelt (as previously reported)	38.4	57.6	41.8	37.7	175.5	57.1	78.1	58.1	231.0
NationsRent	11.4	14.8	(7.3)	(4.0)	14.9	10.7	8.5	0.0	15.2
Pro-forma combined	49.8	72.4	34.5	33.7	190.4	67.8	86.6	58.1	246.2
Growth						*36.1%*	*19.7%*	*68.5%*	*29.3%*
Operating margins	*14.8%*	*18.7%*	*9.8%*	*9.7%*	*13.4%*	*16.7%*	*20.5%*	*16.1%*	*16.0%*

Cash flow summary

ASHTEAD GROUP PLC

	2002 £m	2003 £m	2004 £m	2005 £m	2006 £m	LTM 31-Jan 2007 £m
EBITDA before exceptional items	194.4	150.1	147.0	169.5	224.7	285.8
Cash inflow from operations before exceptional items	194.2	157.3	140.0	164.8	215.2	293.1
Cash efficiency ratio	*99.9%*	*104.8%*	*95.2%*	*97.2%*	*95.8%*	*102.6%*
Maintenance capital expenditure	(101.8)	(74.7)	(74.8)	(95.6)	(149.9)	(162.6)
Proceeds from sale of used rental equipment	26.6	29.4	32.3	35.9	50.4	56.7
Non-rental capital expenditure	(15.8)	(14.5)	(8.1)	(5.4)	(16.8)	(30.5)
Tax (paid)/received	(0.7)	0.7	0.1	(0.6)	(2.8)	(7.3)
Free cash flow before interest	102.5	98.2	89.5	99.1	96.1	149.4
Interest paid (excluding exceptional interest)	(46.2)	(41.4)	(32.9)	(30.2)	(38.7)	(45.9)
Free cash flow after interest	**56.3**	**56.8**	**56.6**	**68.9**	**57.4**	**103.5**
Growth capital expenditure	(85.7)	(17.9)	0.0	(10.2)	(62.6)	(117.8)
Dividends paid	(11.3)	(9.3)	0.0	0.0	(2.0)	(6.0)
Acquisitions & disposals	(4.9)	(0.8)	15.2	0.5	(44.2)	(327.0)
Share issues	0.0	0.0	0.0	0.1	70.9	149.6
Exceptional costs & other	16.2	(7.6)	(18.2)	(5.7)	(22.1)	(80.7)
(Increase)/reduction in net debt	(29.4)	21.2	53.6	53.6	(2.6)	(278.4)