

2010 Interim Results

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Philip Rogerson
Chairman

2010 Interim Results

- Strong trading performance
- Revenue up 16.7% to £583.6m
- Trading profit up 22.6% to £131.2m ⁽¹⁾
- PBT up 18.9% at £127.1m ⁽¹⁾
- Earnings per share up 21.3% at 32.84 pence ⁽¹⁾
- Interim dividend per share increased 50% to 6.55 pence; to be applied to full-year as well. Reflects strong profit growth of recent years and confidence in future
- Outlook: we believe that we will make further good progress in the second half and that the outcome for the year as a whole will be slightly better than our previous expectations

⁽¹⁾ All figures are stated before amortisation of intangible assets (2010: £1.4m pre-tax, £0.9m post-tax; 2009:£1.2m pre-tax, £0.8m post-tax) arising from business combinations.

2010 Interim Results
Financial Review

Angus Cockburn
Finance Director



2010 Interim Results

	2010	2009	Movement	
	£m	£m	As reported	Const curr.
Revenue	583.6	499.8	16.7%	16.7%
Revenue excl. pass-through fuel	546.5	474.8	15.1%	14.9%
Trading profit	131.2	107.0	22.6%	22.4%
Operating profit	132.1	114.8	15.0%	14.9%
Net interest expense	(5.0)	(7.9)	37.2%	
Profit before tax	127.1	106.9	18.9%	
Taxation	(38.8)	(34.2)	(13.3)%	
Profit after tax	88.3	72.7	21.5%	
Dividends per share (declared)	6.55p	4.37p	50.0%	
Basic earnings per share (pence)	32.84	27.07	21.3%	

(1) All numbers are pre-amortisation of intangible assets arising from business combinations.

(2) Included within operating profit in 2009 is a gain on sale of £5.8m in relation to the completion of the Northern Europe OFA disposal. Excluding this operating profit in 2010 increased 21.2% on a headline and constant currency basis.

Note: Post amortisation 2010 PBT £125.7m, PAT £87.4m, EPS 32.49p; 2009 PBT £105.7m, PAT £71.9m, EPS 26.76p



2010 Interim Results

	Bridge	Revenue £m	Trading Profit* £m
	2009	499.8	107.0
	Currency translation impact	0.1	0.1
	2009 North America & France Storm revenue	(6.2)	(3.2)
	2009 pass-through fuel	(25.0)	(0.5)
	2010 pass-through fuel	37.1	0.9
	Underlying growth	77.8	26.9
	2010	583.6	131.2
	Headline growth	16.7%	22.6%
	Constant Currency growth	16.7%	22.4%
	Underlying growth in constant currency incl events	16.6%	26.0%
	2009 Confed. Cup & Vancouver Winter Olympics	£3.9m	
	2010 FIFA World Cup & Vancouver Winter Olympics	£48.5m	
	Underlying growth in constant currency excl events	7.1%	

*before amortisation of intangible assets arising from business combinations



2010 Interim Results

Balance Sheet

	2010	2009
	£m	£m
Intangible fixed assets/goodwill	67.8	65.6
Tangible fixed assets	772.4	703.7
Working capital	102.9	95.1
Retirement benefit obligation	(4.4)	(1.2)
Derivative financial instruments	(12.2)	(14.6)
Provisions for taxes	(77.4)	(71.9)
Net borrowings	(159.5)	(287.2)
NET ASSETS	<u>689.6</u>	<u>489.5</u>

2010 Interim Results

Financial Position

	2010	2009
EBITDA	£209.5m	£189.9m
Capital investment	£103.6m	£97.4m
Net borrowings	£159.5m	£287.2m
Interest cover – EBITDA basis ⁽²⁾	28.5 times	23.6 times
Interest cover – EBIT basis ^{(1) (2)}	18.4 times	15.1 times
Net debt/EBITDA ^{(1) (2)}	0.4 times	0.8 times
Effective tax rate	30.5%	32.0%
Gearing	23%	58%
Dividend Cover (declared basis) ⁽¹⁾	5.0 times	6.2 times
Return on average capital employed ^{(1) (2)}	31.1%	29.8%

(1) Before amortisation of intangible assets arising from business combinations

(2) Rolling 12 month basis

2010 Interim Results

Cash Flow from Operating Activities (£m)

	2010	2009
Operating profit*	132.1	114.8
Depreciation & amortisation*	77.4	75.1
Changes in working capital	(10.6)	12.7
Other non-cash movements	9.4	(3.3)
Net cash inflow from operating activities	208.3	199.3

*before amortisation of intangible assets arising from business combinations

2010 Interim Results

Cash Flow Statement (£m)	2010	2009
Net cash inflow from operating activities	208.3	199.3
Net interest paid	(4.9)	(8.1)
Taxation paid	(33.3)	(29.7)
Acquisitions	-	(4.2)
Purchase of fixed assets	(103.6)	(97.4)
Proceeds from disposal of fixed assets	3.5	11.9
Dividends paid	(22.1)	(16.9)
Cash inflow in period	47.9	54.9
Issue of shares	1.0	1.4
Purchase of own shares held under trust	(27.2)	(8.4)
Exchange	(5.7)	28.9
Movement in net debt in period	16.0	76.8

2010 Interim Results
Operating Review

Rupert Soames
Chief Executive

A strong operating performance

- **Highlights**

- Constant currency revenue up 17%; trading profit up 22%; ROCE 31%
- Strong operating cashflow and investment. Fleet capex 134% of depreciation, net debt down £16m
- Record 860MW of new work in International Power Projects; 650MW in Asia and Central & South America; order book +49% y-o-y
- Outstanding performance in events: Winter Olympics, FIFA World Cup, Glastonbury, Superbowl, Eurovision, US & UK Open Golf Championships
- Good progress in new Local business territories: 70MW in Russia, 50MW in India
- Signs of recovery in Local business

- **Lowlights**

- Unprecedented levels of on-hire and off-hires in International Power Projects => lower utilisation, high transport costs, business under pressure
- Some Local businesses remain tough: Dubai, UK, Ireland, Spain



2010 Interim Results

Half Year Segmental Analysis

	REVENUE			TRADING PROFIT*		
	2010 £m	2009 £m	Const Curr %	2010 £m	2009 £m	Const Curr %
Local Business	325.1	264.7	20.5%	53.5	36.6	39.4%
			<i>Trading Margin:</i>	16.4%	13.8%	
			<i>Rolling 12-month ROCE:</i>	22.4%	25.7%	
Int'nl Power Projects excl pass-through fuel	221.4	210.1	7.7%	76.8	69.9	12.4%
			<i>Trading Margin:</i>	34.7%	33.3%	
			<i>Rolling 12-month ROCE:</i>	42.3%	35.6%	
Pass-through fuel	37.1	25.0	51.8%	0.9	0.5	94.5%
Total	583.6	499.8	16.7%	131.2	107.0	22.4%
			<i>Trading Margin:</i>	22.5%	21.4%	
			<i>Rolling 12-month ROCE:</i>	31.1%	29.8%	

* before amortisation of intangible assets arising from business combinations



2010 Interim Results

Revenue by Product (£m)

	REVENUE			% OF REVENUE EXCL PASS-THROUGH FUEL		
	2010	2009	Const Curr %	2010	2009	Change pp
Power	382.5	335.8	14.1%	70.0%	70.7%	(0.7)
Temperature Control	45.6	41.9	7.7%	8.3%	8.8%	(0.5)
Oil-Free Air	11.5	10.8	8.1%	2.1%	2.3%	(0.2)
Total Rental	439.6	388.5	13.2%	80.4%	81.8%	(1.4)
Service Revenue	106.9	86.3	22.5%	19.6%	18.2%	1.4
Revenue excl pass- through fuel	546.5	474.8	14.9%	100.0%	100.0%	
Pass-through fuel	37.1	25.0	51.8%			
Total Revenue	583.6	499.8	16.7%			

Local Business – North America

	REVENUE			TRADING PROFIT*		
	2010 \$m	2009 \$m	Const Curr Change %	2010 \$m	2009 \$m	Const Curr Change %
First half	175.3	140.4	23.5%	23.8	17.3	37.5%
			<i>Trading Margin</i>	13.6%	12.3%	

- \$30m revenue from Vancouver Winter Olympics; strong operational performance
- Ex-Olympics, revenue up 3%; power down 5%, TC up 8%
- Start of large investment in Tier 2 emissionised high-horsepower gensets
- Support to oil-spill remediation in Gulf of Mexico and Nashville floods
- Good start to H2: TC volumes + ~30% Power + ~10%; progress on rates

* before amortisation of intangible assets arising from business combinations

Local Business – Europe & Middle East

	REVENUE			TRADING PROFIT*		
	2010 £m	2009 £m	Const Curr Change %	2010 £m	2009 £m	Const Curr Change %
First half	125.1	122.1	3.9%	14.0	14.4	(1.3)%
			<i>Trading Margin</i>	11.2%	11.8%	

- Europe sluggish, Middle East still growing; some signs of progress on rates
- Europe: revenue down 3%, flat excluding 2009 French storms
 - Power -8% but TC +5%; over 70 MW on rent in Russia
- Middle East; revenue +16%
 - Weakness in Dubai offset by strength elsewhere in Middle East
- Continental Europe doing better in Q3, but Northern Europe still tough; Middle East continuing to grow

*before amortisation of intangible assets arising from business combinations

Local Business – Aggreko International

	REVENUE			TRADING PROFIT*		
	2010 £m	2009 £m	Const Curr Change %	2010 £m	2009 £m	Const Curr Change %
First half	85.0	48.5	50.8%	23.9	10.6	86.0%
			<i>Trading Margin</i>	28.1%	22.0%	

- FIFA World Cup revenues £29m; excellent operational achievement
- Excluding the FIFA World Cup, revenue in constant currency similar to prior year
 - Respectable growth ex Australia & Mexico
- Expect to make strong progress in second half; further revenues from FIFA World Cup and improving trading in Australia and South America

*before amortisation of intangible assets arising from business combinations

International Power Projects

Excluding pass-through fuel

	REVENUE			TRADING PROFIT*		
	2010 \$m	2009 \$m	Const Curr Change %	2010 \$m	2009 \$m	Const Curr Change %
First half	337.4	313.4	7.7%	117.1	104.4	12.4%
			<i>Trading Margin</i>	34.7%	33.3%	

- Margins and returns remain very strong
- Record order intake; 36 new contracts in 18 countries; 860MW of new work: 450MW in Asia, 200MW in Central & South America
- Closing order book up 49% on prior year
- Record on-hire and off-hire rates => utilisation down 6 pp; off-hires 2.2x H109, on-hires 2.5x H109
- Continued progress on gas; 40% increase in MW on rent
- Expect further high rates of on-off hire in H2; prospect pipeline remains strong

Outlook

- Note: 53rd week & Vancouver Winter Olympics in H2 09
- Local business expected to continue to strengthen H2
- International Power Projects continue to grow as H1 order intake flows through into revenue
- Outlook: we believe that we will make further good progress in the second half and that the outcome for the year as a whole will be slightly better than our previous expectations