



ESG & Rental

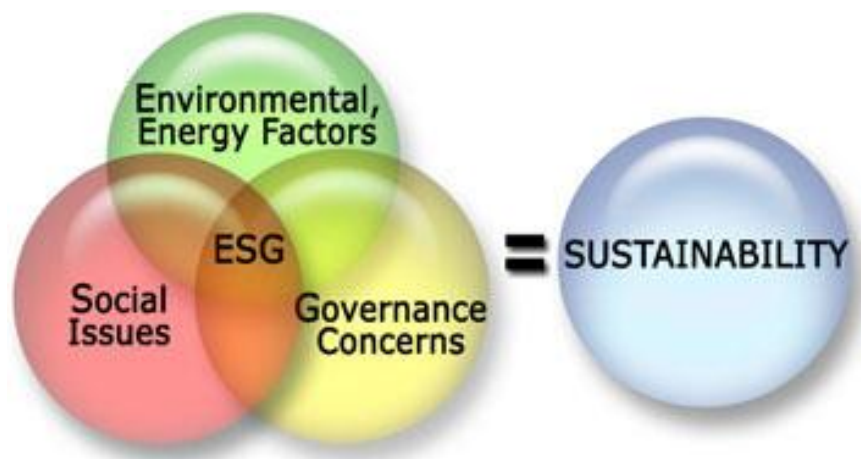
Douglas McLuckie
Managing Director of ESG

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What is ESG (Environmental Social & Governance)

- ESG refers to the three key factors when measuring the sustainable & ethical impact of an investment in a business or company.
- Socially responsible investors check companies ESG criteria to screen investments
 - ESG investment is growing exponentially and will likely reach circa \$4.5trn over the next 6-8 years



ENVIRONMENT (E)

- Climate change
- Greenhouse gas (GHG) emissions
- Resource depletion, including water
- Waste and pollution
- Deforestation



SOCIAL (S)

- Working conditions, including slavery and child labour
- Local communities, including indigenous communities
- Conflict
- Health and safety
- Employee relations and diversity

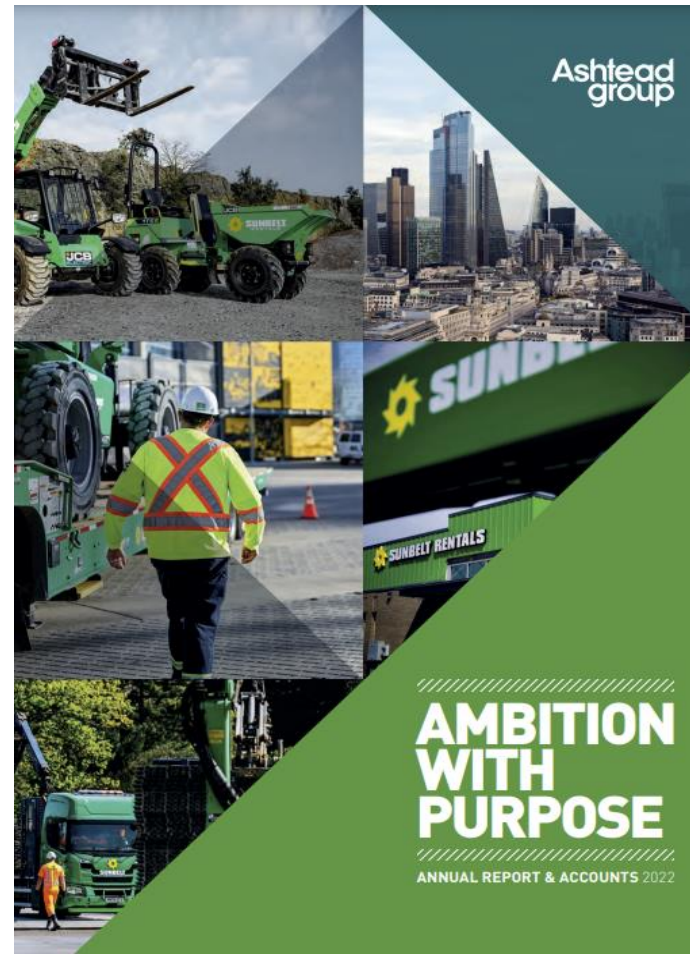


GOVERNANCE (G)

- Executive pay
- Bribery and corruption
- Political lobbying and donations
- Board diversity and structure
- Tax strategy

A responsible business

Ashtead Group is committed to being a responsible business and we recognize that this approach helps deliver the trust that makes our business function. As a part of this commitment, we know that focusing on improving the lives of our customers, employees, investors and the communities where we live, and work is essential to delivering our sustainable business model.



BEING RESPONSIBLE IS FUNDAMENTAL TO OUR BUSINESS AND CULTURE		
WHAT IS MATERIAL TO US	WHAT WE INCLUDE	
 Health and safety Without a good reputation for health and safety our business wouldn't exist. → Page 50	We report on why health and safety is crucial to our success, how we monitor performance, safety initiatives and training, health programmes and our COVID-19 response.	
 Our people Our people are the key ingredient that makes our business possible. → Page 56	We report on how we recruit, train, develop, retain and reward the very best people, and ensure a diverse, equal opportunities workforce.	
 Our communities Our communities are an extension of our people and their families. We strive to always have a positive impact. → Page 60	We report on how we contribute to our communities through job creation, community initiatives and investment, and emergency response.	
 The environment As we grow, so also does our impact on the environment and we want to limit any negative effects as much as possible. → Page 62	We report on how we use resources efficiently, control of hazardous substances, reduction of waste, our greener fleet and our GHG emissions.	
 Business ethics We want to be sure we comply with regulations, but most importantly, just do the right thing. → Page 64	We report on maintaining regulatory compliance, our anti-corruption and bribery efforts, our modern slavery and human trafficking policy, training and supply chain sustainability and diversity.	
 Looking to the future We look ahead to evaluate future issues so we ensure we can remain a responsible business. → Page 64	We report on how we are evaluating the potential risks and opportunities of climate change, emerging technology and innovation, and potential cyber security issues.	

Our ESG Journey



Our strategy supports 8 of the United Nations Sustainable Development Goal's



How can rental help?

Capital;

- We are targeting a cap-ex budget of \$3 billion thereby bringing new and innovate products to the market, helping support our customers in meeting an ever growing need for low/zero emission products

Supplier engagement;

- The JLG DaVinci all-electric scissor lift delivers zero leaks, zero in use emissions and low noise along with low maintenance

Customer engagement;

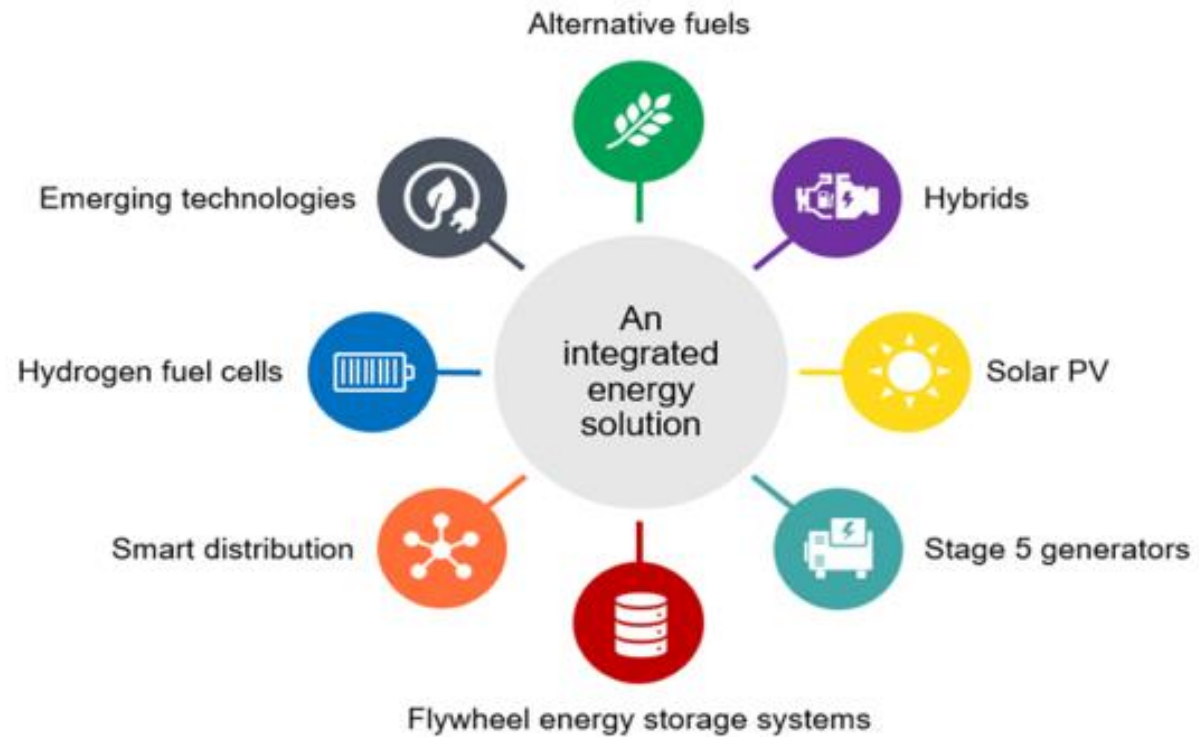
- Our scope 3 emissions are our customers scope 1 – growing need for low/zero emission assets
- Avenue to accelerate the rent versus own argument through a reduction in embodied carbon



Customer needs are changing

Customers are pushing for innovative low/zero emission assets

INTEGRATED ENERGY SOLUTIONS



MEWPS - long standing battery technology



What about the Internal Combustion Engine?

Estimated 2 billion internal combustion engines in use globally

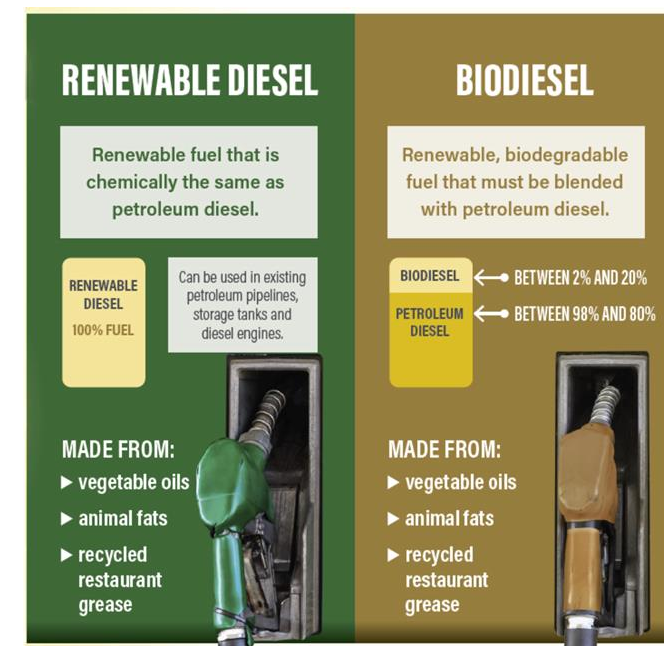
The ICE is not dead –

Scania is in no doubt about the ICE's continuing importance. According to Henrik Dahlsson, the new range of V8 engines can achieve fuel savings of up to six percent. The building of a new foundry shows the Swedish truck maker's commitment to further develop the performance of the ICE and its energy efficiency

Renewable diesels can have significant savings of up to 90 percent of greenhouse gas emissions compared to regular diesel

Renewable diesel, which is a different product than 'biodiesel', is produced by using 100 percent renewable raw materials, primarily waste and residues

- Legislation is driving the use of alternative fuels (diesels)
- UK fuel levy was removed April 1st for most off road vehicles
- California sales of gas & diesel vehicles 2035
- Net zero goals for countries will only accelerate this element
- However, RD, Battery & Hydrogen need to co-exist and complement as all have pros & cons



Manufacturers

- What role can manufacturers play in supporting low carbon renewable fuels in assets?



Environmental benefits of increasing rental penetration

Embodied carbon

So how does rental support the transition to low carbon?

As an example, let's take one of the most commonly used assets in our fleet, the JCB mini excavator.

During the production of any equipment there is a carbon impact, this is called embodied carbon...
... think about the energy and raw materials needed to produce a mini excavator.

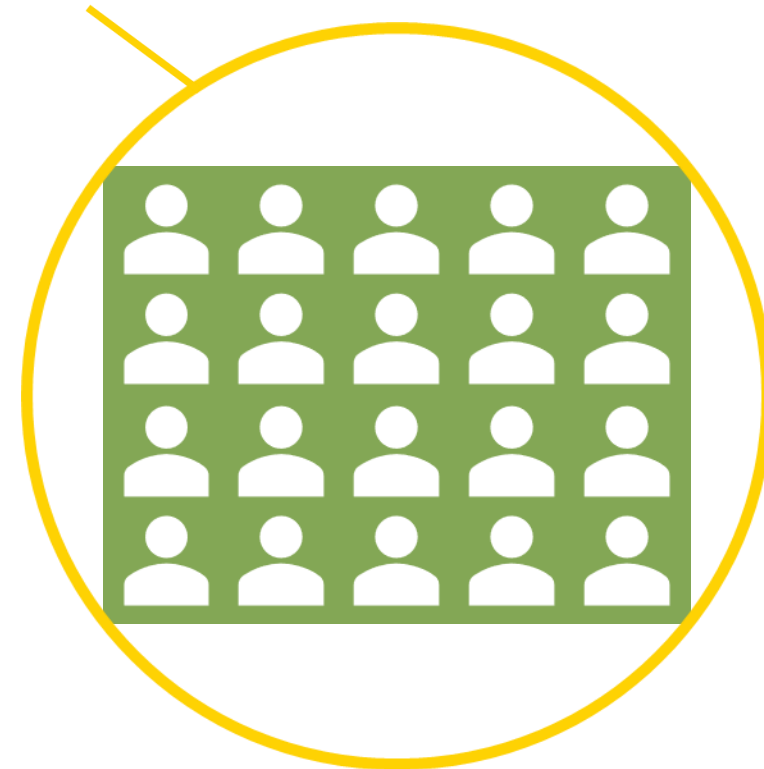
From a study conducted by the European Rental Association we know that a mini excavator rolling off the production line has an embodied carbon value of 3,250kg.



Environmental benefits of increasing rental penetration

We know this asset, on average is rented to 20 unique customers per year and if, as per the ERA study suggests, that half of those 20 customers would have bought the excavator rather than rent we have a potential of

**32,500kg
CO²e SAVED**

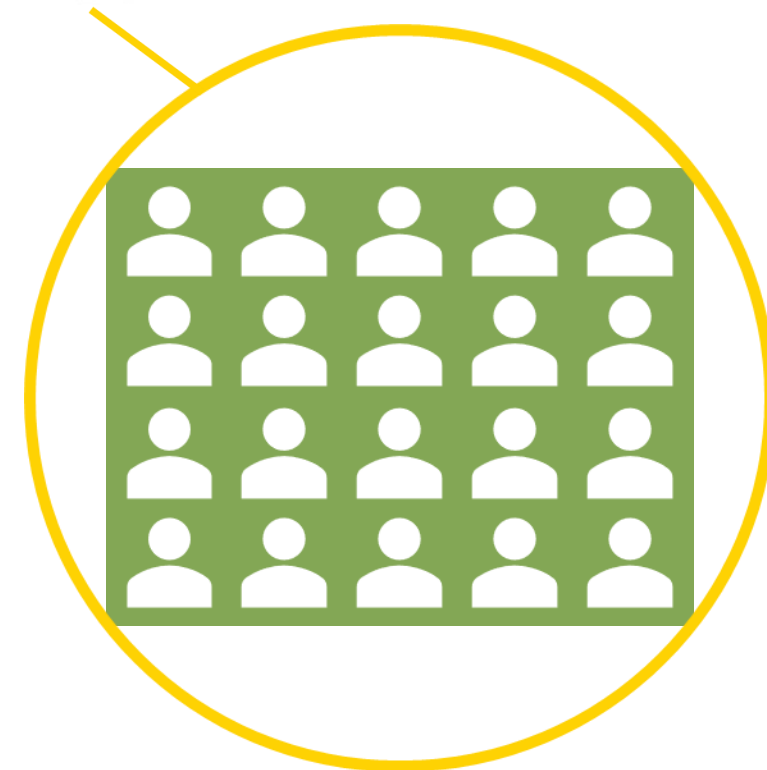


Environmental benefits of increasing rental penetration

That's one piece of equipment...
... across our entire fleet in the UK, US and Canada
we have 11,000 excavators

Using the ERA example, this means those 11,000
assets are potentially saving 357,500 metric tons of
CO2 based upon the carbon emitted during the
production phase and end of life treatment

To put this into context,
Our entire excavator fleet is helping offset the
equivalent of 77,000 passenger vehicles being driven
annually.



In summary

- ESG needs to be part of the business making decision, it is not an outsider and can help support our industry, measuring and being transparent with the benefits we bring to society will only continue, we need to be a leader not a laggard
- We have the opportunity to promote the powered access industry as a leader in zero or low emission in use assets through the extensive use of battery technology
- The concept of the sharing economy is simple, to reduce the environmental impact of under utilised assets..... manufacture less, share more
- Questions