



**SUNBELT**  
RENTALS®

# Introduction to Sunbelt Rentals

So, **who** are we?

# The global leader in equipment rental

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FTSE 100 company

A £5,031m revenue

We have over 19,400 employees  
providing £8.6bn of fleet  
serving 815,000 customers

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**Our Vision** To own the future of rental

**Our Mission** Deliver a world-class rental experience

**Our Values** Safe Innovative Expert Action Responsible Teamwork

# ...and the largest rental company in the UK

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Established operations in the UK, Ireland, Germany and France

Rental fleet of £968m\*

Revenues of £735m

4000 employees

188 depots

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IRELAND | UNITED KINGDOM

IRELAND

GERMANY

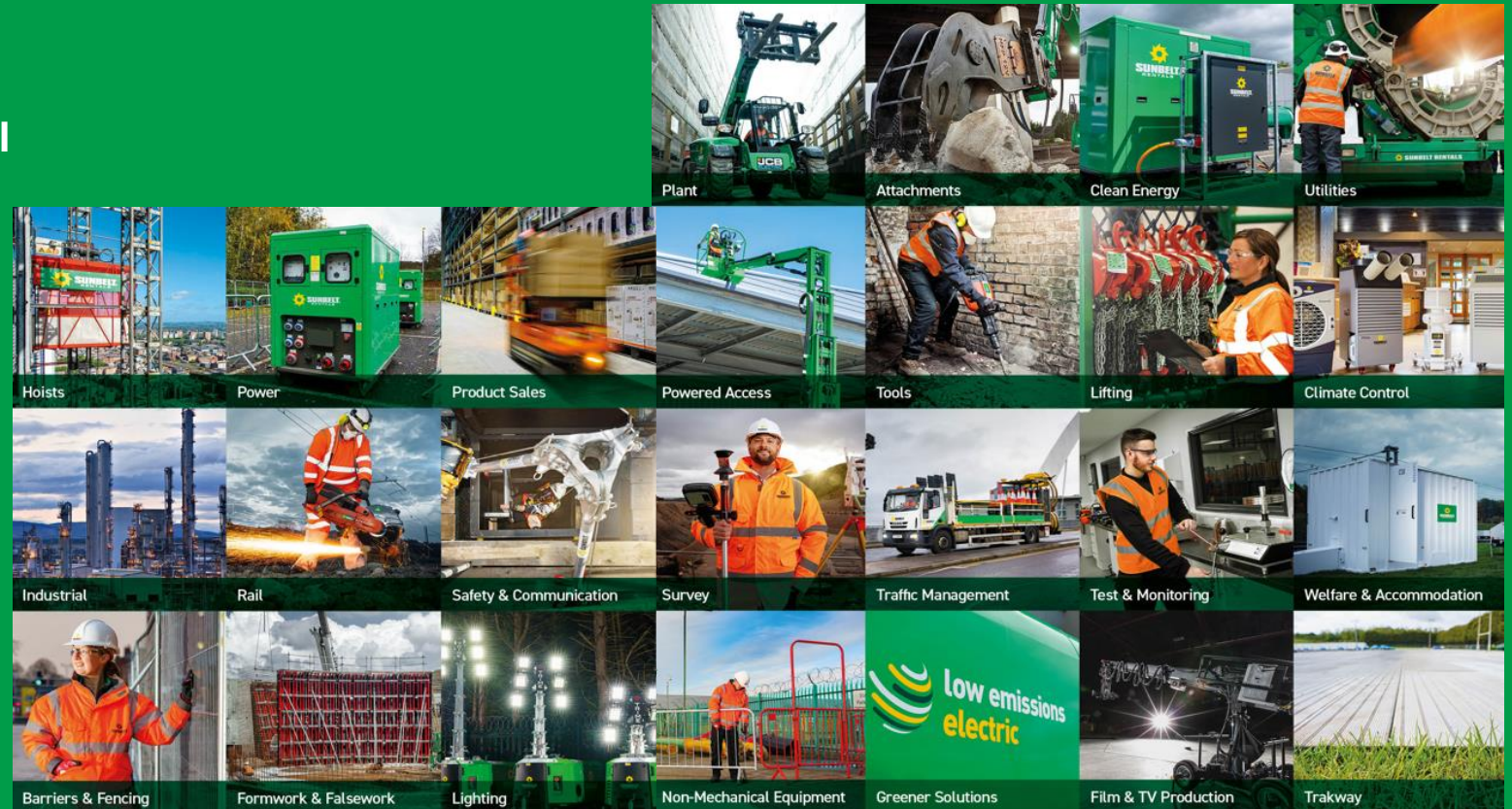
FRANCE

# We are experts in 25 specialist categories

We have the broadest self-delivered rental portfolio in the UK & I.

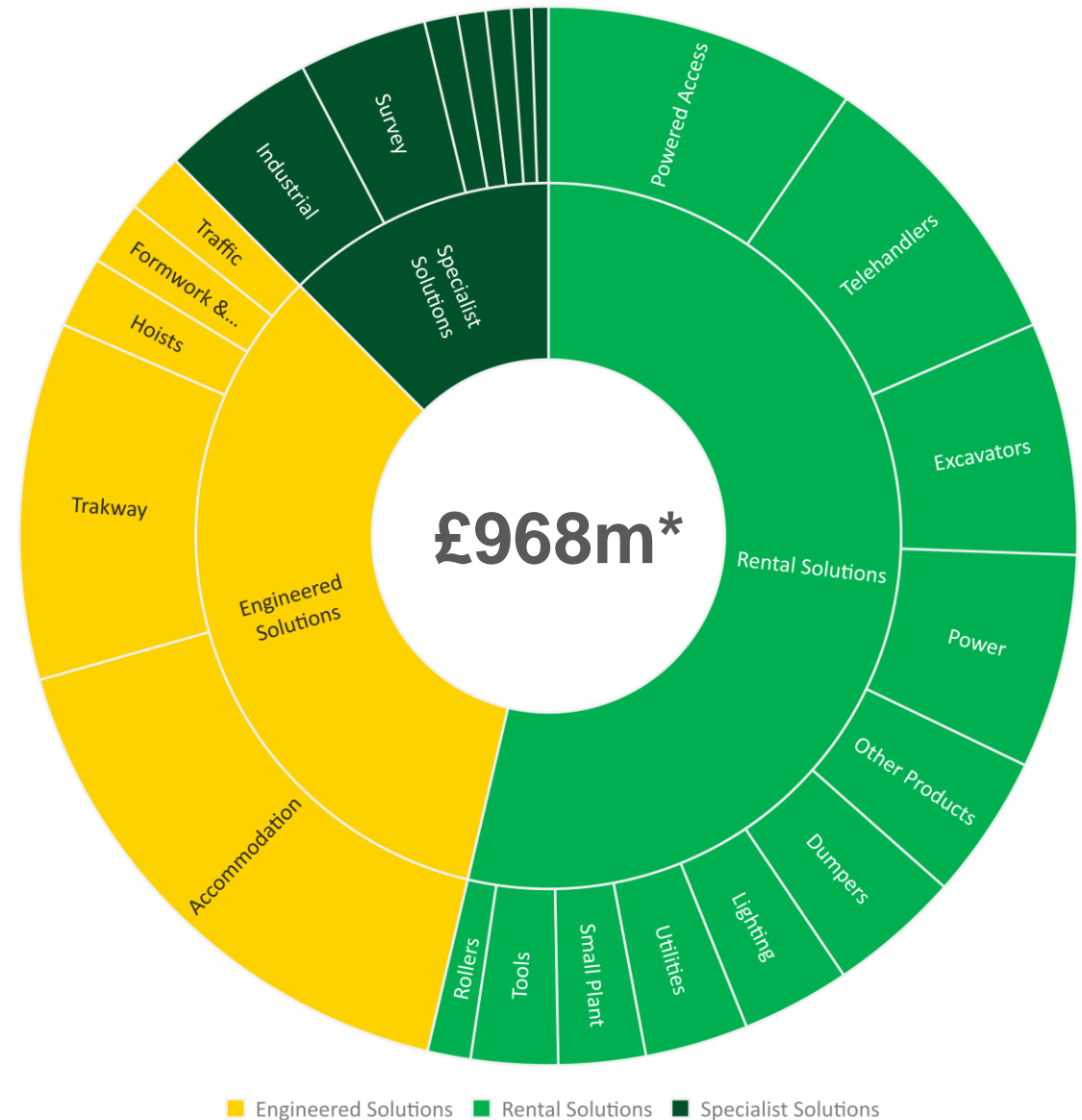
We are unique in the market:

- Total fleet value £968m\*
- Experts within each area
- We own our SLA's & KPI's
- Industry recognised award-winners



# Rental fleet analysis (£m)

Business Solution	Category	Fleet
Engineered Solutions	Accommodation	£163,957,840
	Formwork & Falsework	£19,086,779
	Hoists	£21,212,983
	Trakway	£105,703,450
	Traffic	£17,927,887
Rental Solutions	Dumpers	£39,072,726
	Excavators	£68,848,976
	Lighting	£32,067,668
	Power	£63,475,943
	Powered Access	£92,215,398
	Rollers	£12,738,525
	Small Plant	£25,767,116
	Telehandlers	£86,504,015
	Tools	£25,668,161
	Utilities	£30,593,264
	Other Products	£42,653,279
Specialist Solutions	Climate Control	£7,587,100
	Industrial	£46,046,759
	Lifting	£5,834,650
	Rail	£5,051,897
	Safety & Communications	£9,713,916
	Survey	£37,997,221
	Test & Monitoring	£8,319,921
	<b>Total</b>	<b>£968,045,474</b>



# Investing in our UK & I operational network

188 locations nationwide

10 Regional Operating Centres

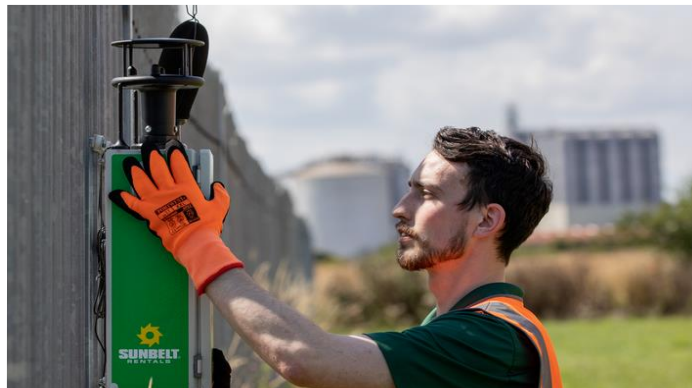
Multiple product centres

Strategic customer onsite facilities

Most within 60 minutes drive-time



# £200m+ invested in green CapEx and acquisitions





# LOW CARBON 360 COMPOUND SOLUTIONS



- 1 Eco Trakway – suitable for SSSI
- 2 Eco site access control security
- 3 Solar CCTV and lighting tower
- 4 Hybrid lighting tower
- 5 CD400IQ Fast Clipper
- 6 Solar CCTV and lighting tower
- 7 Electric delivery vehicle
- 8 Storm fencing
- 9 EV charging area
- 10 Unmanned, 24/7 on site store
- 11 Electric tools and solar charging lockers
- 12 HVO fuel tank with telemetry
- 13 Stage 5 generator
- 14 Hybrid power unit
- 15 Eco Lync smart energy management system
- 16 Mains Distribution Unit
- 17-20 Eco canteen, drying room, toilet block, site offices/welfare
- 21 Project management specialist teams
- 22 Mobile welfare unit using HVO
- 23 Communications support unit
- 24 Environmental monitoring system
- 25 Electric plant with machine control
- 26-28 Waste & recycling, water and remote HVO management
- 29 HVO
- 30 PAT testing and mobile/on-site engineers
- 31 Electric bikes
- 32 Sleeper accommodation

Proven solutions to  
diverse challenges.

# Account Support

# Account Support

Executive Team Support

Dave Harris  
Sales & Marketing Director

Operational Delivery

Ian Jordan  
Managing Director

Regional Director  
Scotland & North

Regional Director  
Midlands & East

Regional Director  
London & South East

Regional Director  
South West

Depot Network

Depot Network

Depot Network

Depot Network

Senior Account Management

Louis Rayner  
Business Development Director

Paul Sullivan  
Business Development Manager

FM - Hire Desk

Hire Desk Manager

Hire Controllers  
x2

Support Services

Specialist & Engineered Business Units

Rental Solutions Team

ESG Team

Credit Control, Finance & Commercial

# Introducing Command Centre



A secure customer data portal accessible through the Sunbelt Rentals UK website

## View your hires by

- Site
- Value
- Product

## Dashboards

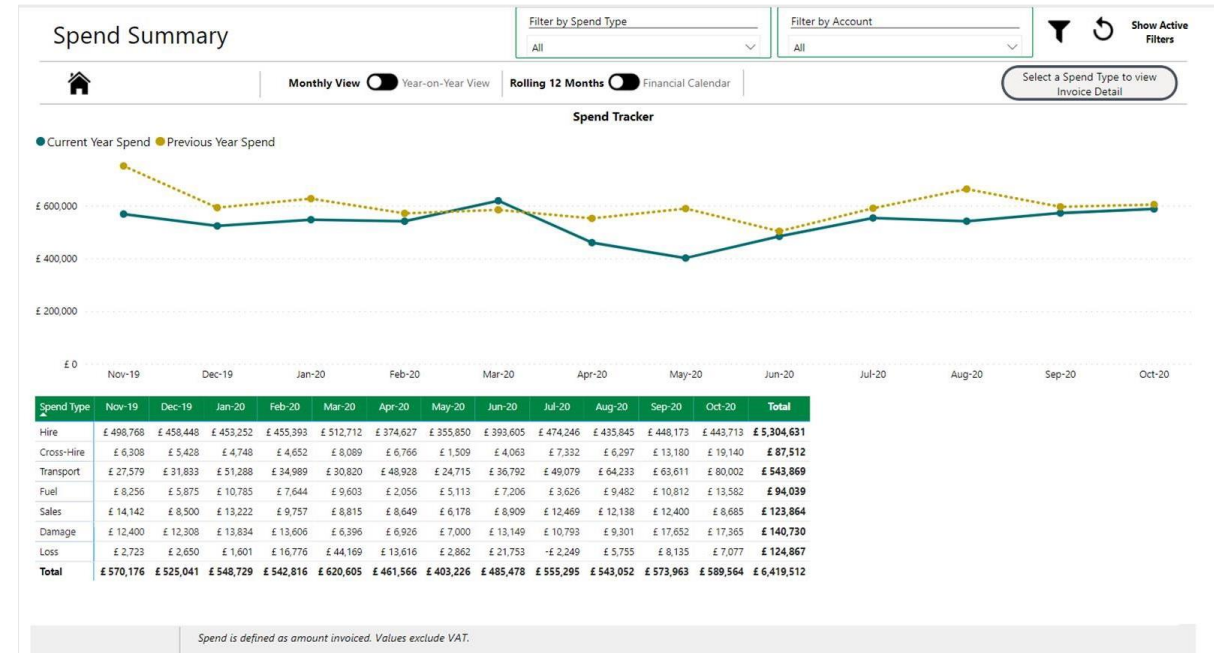
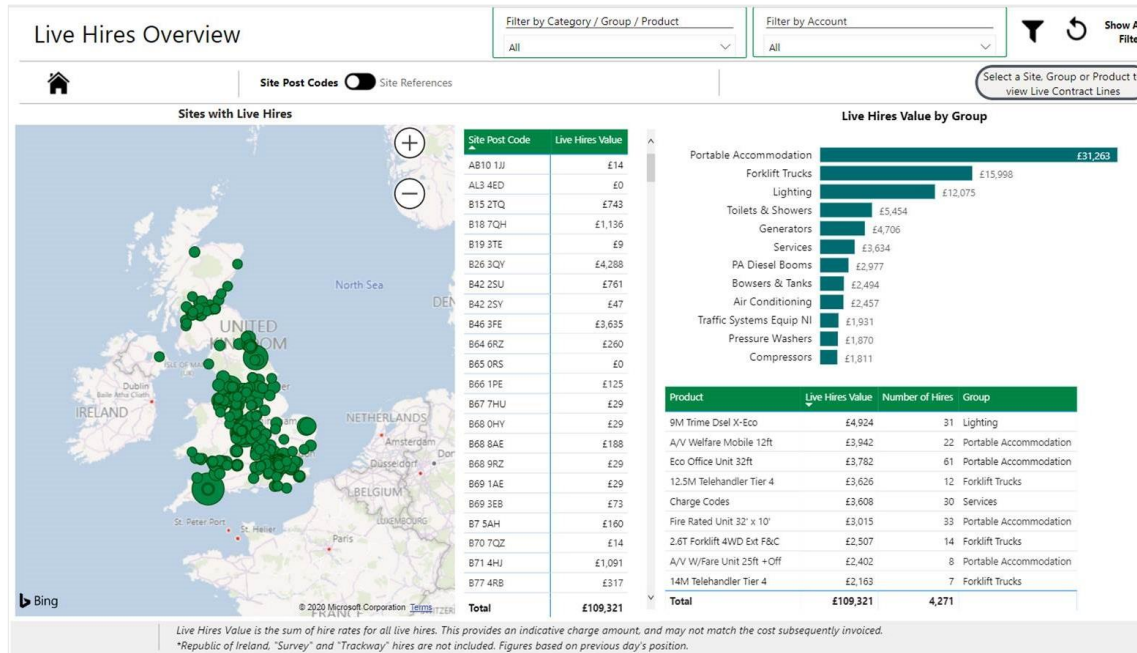
- Spend
- Live Hires
- Invoices

## Telemetry

- Data
- Usage
- Idle time

## Transport

- Delivery
- Collection
- Movements



# FM Hire Desk

- Single point of contact
- Improved response & resolution times
- Experienced team
- Easy to deal with
- Linked to Experts and Expert businesses
- 24/7 OOH support
- Make it happen – Say **YES**
- 30min escalation process
- Understand your account SLA



Hire Desk ran by **Experts**, acting as a true single point of contact

Proven solutions to  
diverse challenges.

# Sustainability Plan

## Our Planet

# Sustainability Plan 2030

“Meeting the needs of the present, without compromising the ability of future generations to meet their own needs”

## 1. Environment

- a. By Investing in new zero carbon technology and innovating cleaner, greener solutions to reduce harmful emissions

## 2. Social - Our People

- a. By investing in apprenticeships, skills training and opportunities for all. And upholding the safest working environments

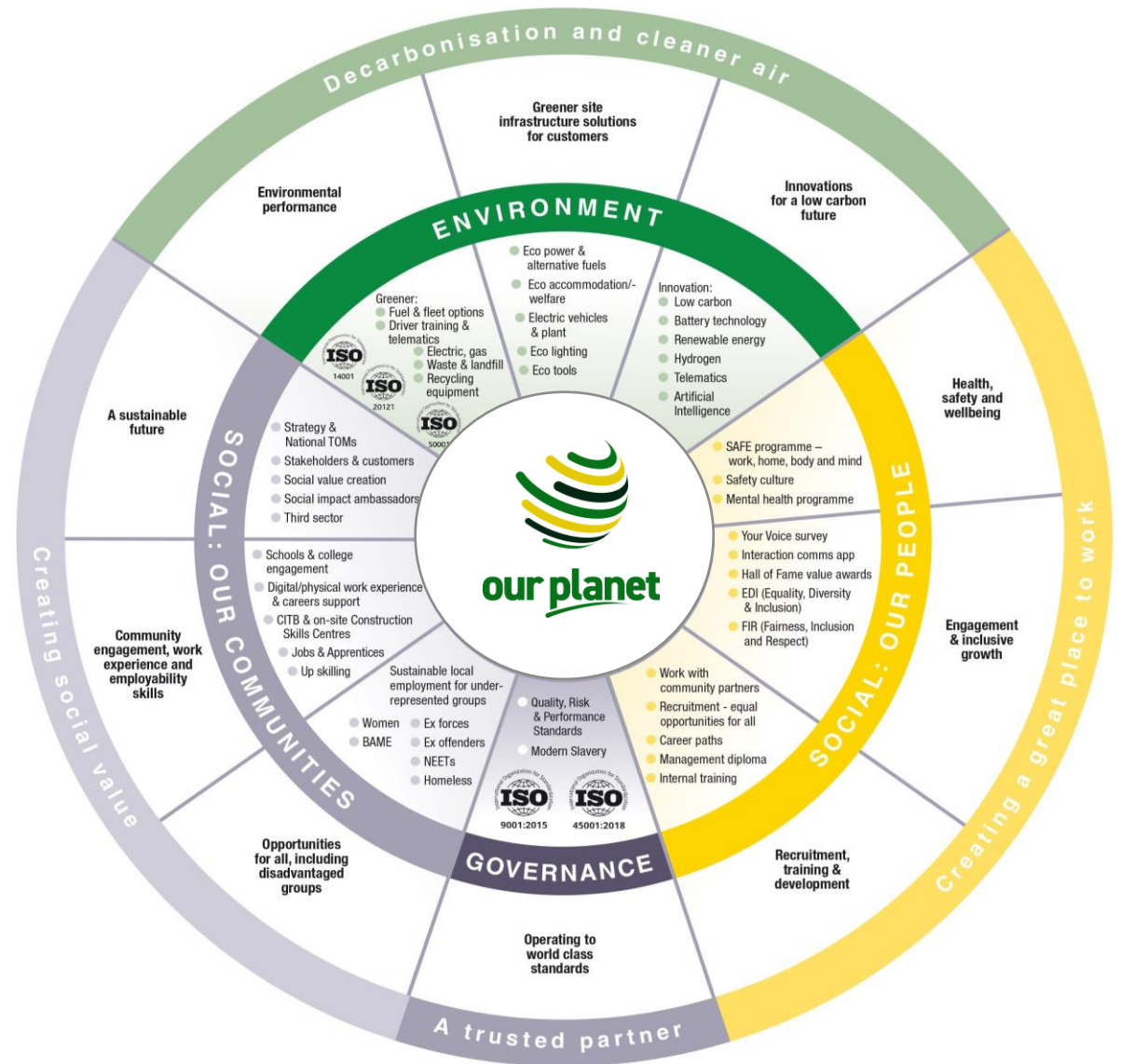
## 3. Social - Our Communities

- a. By supporting local people and projects, and showing pride in the communities in which we live and work

## 4. Governance

1. Everything we do is underpinned by governance, to make Sunbelt a trusted partner of choice

“Tracking 19 science based targets to demonstrate our ESG credentials and our ongoing ESG performance”



# CREATING SOCIAL VALUE FOR YOUR PROJECTS



## 53 National TOMs indicators

- We would like to work with your Social Impact, Sustainability and Employment & Skills teams
- If we understand your key priorities, we can support in achieving a local legacy
- We can create, track and report on social value for you.

- NT1: Local employee hired (LP) – c£28,000
- NT3: LTU hired - £18,965
- NT3a: Veteran hired - £18,965
- NT3b: Homeless hired - £18,965
- NT3c: Mother (LTU R2W) hired - £18,965
- NT4: NEET hired - £13,636
- NT4a: Care-leaver hired - £13,636
- NT5: Ex-offender hired - £23,119
- NT6: Disabled hired - £15,166
- NT7: Support to unemployed - £125.62 p/h, pp
- NT8: Local schools & college - £16.07 p/h
- NT9: Training weeks - £258.45 p/w
- NT10: Apprenticeship weeks - £207.40 p/w
- NT11: Careers advice - £125.62 p/h
- NT13a: Work placement - £315 p/w
- NT14: VCSEs spend - £0.12 p/£
- NT16: Equipment donated - £/£
- NT17: Volunteering (VCSEs) - £16.07 p/h
- NT18: Local supply chain spend - £/LP
- NT19: Local micro SME spend - £/LP
- NT20: Wellbeing programme £/£
- NT39: Mental health - £/£
- NT21: EDI training - £96.11 p/h
- NT40: Gender pay gap - £/£
- NT43: Modern slavery - £/£
- NT27: Support vulnerable - £/£
- NT28: Donations to projects - £/£
- NT29: Volunteering (community projects) - £16.07 p/h
- NT31: Tonnes CO2e saved - £69.35 p/t
- NT32: Car miles saved - £0.03 p/m
- NT33: Low/no emission miles £0.02 p/m
- NT72: Hard to recycle waste - £94.15 p/t
- NT49: Climate change training - £96.11 p/h
- NT50: Innovation - skills & jobs - £/£
- NT51: Innovation - responsible business - £/£
- NT52: Innovation - resilient communities - £/£
- NT53: Innovation - climate emergency - £/£



# OUR COMMUNITIES

## NT3a: Employing veterans

Social Impact Created  
£18,965 per veteran hired



EMPLOYER RECOGNITION SCHEME

GOLD AWARD 2022

Proudly supporting those who serve



# OUR COMMUNITIES

## NT4: Hiring NEETs – Weapons Down Gloves Up Collaborative Sector Based Work Academies



Social Impact Created  
£13,636 per NEET



Tony Bellew • 1st  
Matchroom Boxing Ambassador at Matchroom Boxing  
2w • 5



Here is a selection of lads we've supported, educated and put into jobs. This is them 2-3 months into their employment. All still in work for their 7am start and doing great.

Thanks to [DT Hughes Contractors Ltd](#) for giving these lads a chance and well done to the [Weapons Down Gloves Up](#) and [Civil Engineering Careers](#) teams on the ground for the hard work that goes into these young people.

What we do works [#investinyourown](#)

At [Weapons Down Gloves Up](#) we are lucky to have [Sunbelt Rentals UK](#) as a strategic partner. Not only do they donate to our boxing as part of their CSR but they are supporting us to scale and grow our sport and [Civil Engineering Careers](#) model to reach other regions and get as many young people skilled and into employment as possible.

Today the team visited the Manchester Head office. We met some more great organisations who will hopefully employ people from our initiative.

Thank you [Jackie Cuthbert](#) and [Swati Patel](#) for everything you do. Excited to achieve great things with you partners 🙌👉



680 • 34 comments

# Our commitment to you...



1

We're a trusted global rental solutions partner, providing unrivalled scope scale & reliability.



2

For a sustainable future, we're leading in ESG. Doing the right thing by our customers, our communities, our people and our planet.



3

Staff safety is our No.1 priority, if it can't be done safely, it won't be done.



4

Full account management support from Executive level. A dedicated account manager & a EXPERT hire desk



**Thank you  
Questions?**

