

EQUIPMENT RENTAL M&A

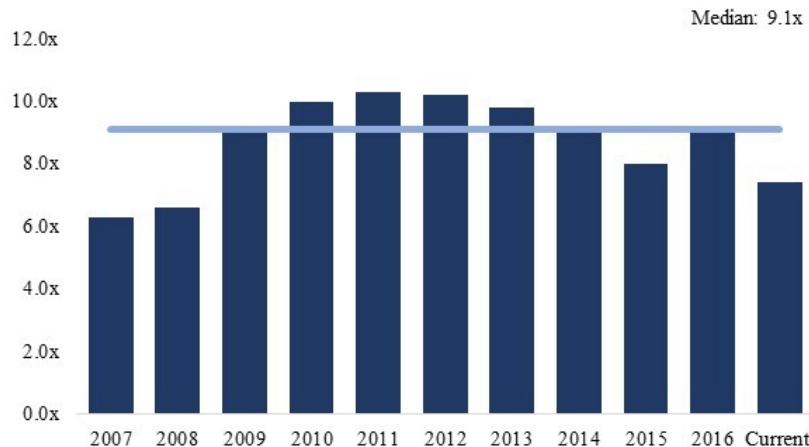
2018 FIRST QUARTER REVIEW

SELECTED RECENT M&A ACTIVITY HEADLINES

In Q1 2018, the equipment rental and leasing segment saw a handful of strategic transactions. Notable transactions include:

- ◆ **H&E Equipment Services, Inc. acquired Rental Inc. for approximately \$69 million**, which included five branches located throughout Alabama and Florida, and a rental fleet size of approximately \$36 million.
- ◆ **United Rentals, Inc. acquired the assets of Industrial Rental Services, LLC**, which reinforces United's commitment to the growing demand of industrial safety and expands the company's tool solutions specialty rental fleet with products such as isolation blinds and communication systems.
- ◆ **Aggreko plc created a power rental joint venture in China through the acquisition of 21.5% of Shanghai Yude**, as a part of the company's long-term strategy to expand in China with a local partner. One month later, Aggreko further **strengthened its position as the leading provider of specialty power solutions by acquiring A Contact Electric Rentals**.
- ◆ **Cramo Oyj accelerated its growth in Germany by acquiring construction site logistics company KBS Infra GmbH**, as a part of the company's strategy to strengthen its business in Central Europe and expand value added services offerings.

RENTAL SERVICES EV/LTM EBITDA



Source: Capital IQ as of March 29, 2018 and William Blair market analysis

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FIRM OVERVIEW:

Carleton McKenna & Co. is a boutique, independent investment banking firm providing M&A Advisory, Capital Raising, and Valuation Advisory services. Our experienced professionals maintain a client-focused and entrepreneurial outlook which enables us to be creative for our clients, unencumbered by the bureaucracies inherent in larger investment banks. Our professionals have over three decades of experience partnering with companies led by strong, entrepreneurial management teams.

Using this expertise, Carleton McKenna & Co. specializes in providing sell-side and buy-side M&A Advisory services to small- to mid-cap clients which have closely-held businesses, portfolio companies of financial sponsor firms, and divisions or subsidiaries of public companies.

Carleton McKenna & Co. has deep experience in the niche manufacturing, specialty chemicals and materials, business services, consumer products and healthcare markets.

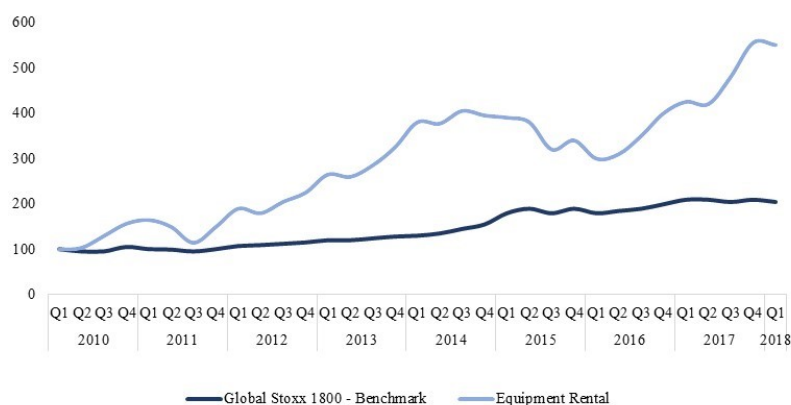
VALUATION OF SELECTED EQUIPMENT RENTAL MARKET PLAYERS

Company	Stock Price Change (since 3.29.17)	LTM Financials		LTM Margins			Historical Revenue 3-Yr CAGR	Valuation			
		Revenue	EBITDA	Gross Profit	EBITDA	OCF* Margin		Enterprise Value	EV/LTM Revenue	EV/LTM EBITDA	Net Debt/ EBITDA
Aggreko plc	-6.9%	\$2,126	\$744	56.2%	35.0%	17.0%	-1.2%	\$3,567	1.7x	4.8x	1.3x
Ashtead Group plc	31.5%	\$4,959	\$2,366	96.2%	47.7%	44.1%	23.7%	\$17,545	3.5x	7.4x	1.7x
Brambles Limited	7.1%	\$5,200	\$1,514	34.1%	29.1%	8.4%	-3.2%	\$14,748	2.8x	9.7x	1.7x
Cramo Oyj	-8.8%	\$897	\$270	67.0%	30.1%	2.4%	3.5%	\$1,402	1.6x	5.2x	1.7x
Services Inc.	57.0%	\$978	\$300	34.3%	30.7%	14.3%	1.5%	\$2,320	2.4x	7.7x	3.2x
McGrath Rentcorp	59.9%	\$424	\$164	43.4%	38.6%	21.9%	3.8%	\$1,665	3.9x	10.2x	2.0x
Mobile Mini, Inc.	42.6%	\$534	\$186	34.9%	34.9%	21.6%	0.5%	\$2,885	NA	15.5x	4.9x
Ramirent Oyj	2.0%	\$890	\$257	65.3%	28.9%	6.0%	0.9%	\$1,306	1.5x	5.1x	1.6x
United Rentals, Inc.	38.1%	\$7,034	\$3,346	42.9%	47.6%	28.5%	5.3%	\$23,836	3.4x	7.1x	2.7x
Mean	24.7%	\$2,560	\$1,016	52.7%	35.8%	18.2%	3.9%	\$7,697	2.6x	8.1x	2.3x
Median	31.5%	\$978	\$300	43.4%	34.9%	17.0%	1.5%	\$2,885	2.6x	7.4x	1.7x

*Operating cash flow (OCF) calculated as EBITDA less capital expenditures

Source: Capital IQ as of March 29, 2018

EQUIPMENT RENTAL
STOCK MARKET PERFORMANCE



Returns Rental index

Last year: 21.5%
Last quarter: (3.2)%

Returns Global STOXX 1800

Last year: (2.7)%
Last quarter: (4.0)%

Source: Bloomberg, CapitalIQ, EIU, Mergermarket, WTO

CARLETON MCKENNA & COMPANY
EXPERIENCE



Reliable Construction Heaters, Inc.
has been sold to
TIOGA AIR HEATERS

The undersigned served as the exclusive financial advisor to Reliable Construction Heaters, Inc.

Carleton McKenna
INVESTMENT BANKING SERVICES