



# WHY INVEST IN SPEEDY

**Our vision** is to become the best company in our sector to do business with and the best to work for.

**Our mission** is to provide safe, reliable hire equipment and services to enable successful delivery of customer projects.

**Hire:** Tools • Lifting • Survey • Power • Rail • Powered Access

**Services:** Testing, Inspection and Certification • Training • Product and Consumable Sales • Rehire



Speedy is the UK's leading provider of tools and equipment hire, and services to the construction, infrastructure and industrial markets



We supply large national customers, including 87 of the UK's top 100 contractors, as well as local trades and industries



Safety is our number one priority and we actively work with our suppliers to deliver award winning, sustainable solutions for customers



We lead the CSR agenda in our industry, working with our customers and suppliers to create a positive environmental impact, reducing CO<sup>2</sup> emissions both on site and through our own network



We innovate to make our customer projects more successful by taking advantage of technological advancements



Excellent asset availability is fundamental to ensuring that we provide great customer service, including our industry leading four-hour delivery promise



A strong balance sheet and banking facility headroom means that we can continue to grow the business organically and through value enhancing acquisitions, but also withstand significant economic downturn



We aim to grow our services businesses faster than hire; and this diversification will result in us being more resilient to economic downturn



Customer excellence initiatives, innovating to be different and cultivating strong relationships at all levels underpin the targeted return on capital employed of 15%

## SPEEDY AT A GLANCE



200+ depots in the UK and Ireland



c.4,000 employees



c.280,000 itemised assets for hire



92% customer satisfaction\*



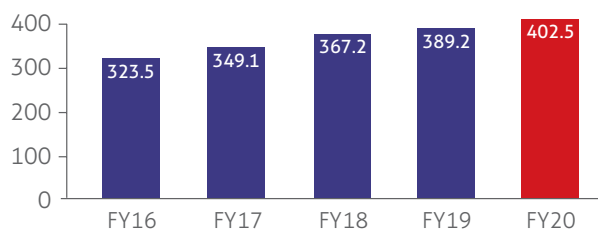
Successful oil and gas businesses in the UAE and Kazakhstan

\*\*Based on average monthly responses to customer surveys

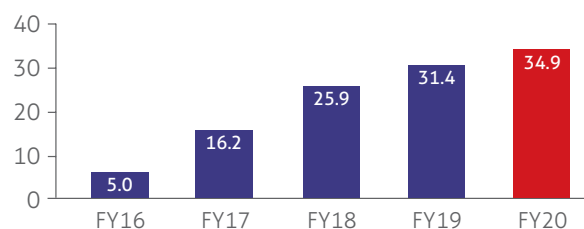
# FINANCIAL KPIs

(All performance measures are defined within the annual report and accounts)

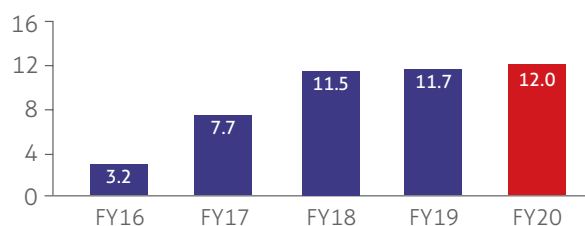
## REVENUE (£M)\*



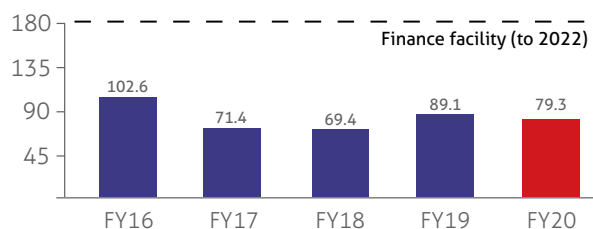
## ADJUSTED PROFIT BEFORE TAX (£M)\*\*



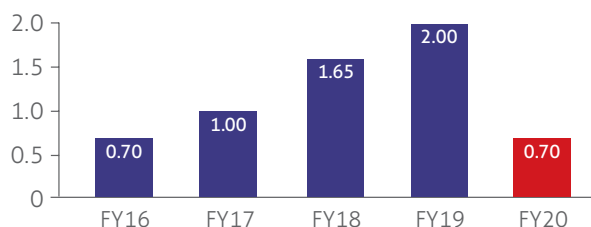
## ROCE (%)\*\*



## NET DEBT (£M) AND ASSET BASED FINANCE FACILITY



## DIVIDEND (PENCE PER SHARE)



## BROKER COVERAGE

Updated 08 June 2020

Broker	Guidance
Peel Hunt	Buy
N+1 Singer	Hold
Liberum Capital	Buy
Panmure Gordon	Buy

\*Excluding disposals. \*\*Before amortisation and exceptionals.

As a result of the COVID-19 pandemic the Board has decided it would not be appropriate to recommend payment of a final dividend for FY20. The Board has not fundamentally changed its dividend policy and will consider whether it is appropriate to recommend payment of an interim dividend for the current financial year at the time of the half year results in November 2020.

## DIRECTORS



### David Shearer, Non-Executive Chairman

Appointed to the Board as a Non-Executive Director in September 2016, he became Non-Executive Chairman on 1 October 2018.



### Russell Down, Chief Executive

Appointed to the Board as Group Finance Director in April 2015 and promoted to Chief Executive in July 2015.



### Chris Morgan, Group Finance Director

Appointed to the Board as Group Finance Director in April 2016.

## Disclaimer

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#Speedydoesit